

Minutes
Granite State Arts Academy Board Discussion
Summer Programming
May 20, 2014
5:30 p.m.
16 Route 111, Building 4, Derry NH 03038

Meeting Come to Order: 5:35pm

Attendance: Amy Sevigny, Bianca Gynan, Shelley Fox, Melanie Holden (by phone), Paul O'Neil, Wendie Leweck (by phone), Todd Abernathy (by phone)

Excused: Don Erdbrink, Sarah Kelley, Carol Dawson

Summer Programming: Brainstorming of ideas

- Comments from Don via email copied below as he requested:
- Paul explained purpose of meeting, and overview of email conversations regarding summer programming- covering all 4 arts
- Music- lessons 30 min. 1-2 x week, 45-60 min. based on experience
- Dance – 60- 90 min classes/lessons Possible (3) 2 week session-
- Theater – longer sessions- 4 hour session (2 week camp like program with final show at the end) 10:30- 2:30 possible time but would include lunch- 8-12 am would not include lunch (schedule 4 hour blocks with out meals)
- Visual arts- still looking for possibilities
- Creative writing class (adults and youth)
- To be offered to a variety of age groups
- Possible schedule classes so that they can be grouped together
- Wendie shared email with possible dance times/classes (Thursday and Friday) 12:30- 1:25 b/I jazz, 1:30- 2:25 b/I jazz, 2:30-3:25 b/I hip hop 3:30-4:25- open class
- Checks made payable to school – with flexibility and pay out may be unique to instructor (try to have consistent policy for school pay back-contracted employee (1099)
 - Melanie suggest 30% and Shelley suggest that dance studios can get as much as 50%- (goal of 25-50% potentially)
- Paul will get insurance estimate (how much afterschool/summer and vacation program will increase insurance rates)

- Wendie discussed varied \$1000-3000/mo propane cost thus far
 - Electricity average \$400/mo
 - \$4400/mo common area maintenance fee
 - rent starts in September
 - Wendie discussed following up with BOE /DOE- re: background checks and getting the ok to run the program
- Wendie and Melanie will work together to map out and planning summer program (will come up with draft and keep the board updated)
- Shelley will check about listing potential conflict of interest with having a member of the board teaching/profitting and Wendie will check with the lawyer

Dons email (as a reminder) :The costs of the building during the programs held in the summer I believe to be of small concern due to the fact that the building will be occupied anyway with the admin staff. In the months when the school is in session and we are keeping the building open longer thru the day, it may be more important to look into this however I do believe that the income would outweigh the expenses if the program is large enough, especially considering the building will already be in use and the a/c - heat already on.

The school MUST have a revenue stream to make up the deficit that we have. I do not believe we can count on large donors on any kind of regular basis as they are unpredictable. I would love to see some sort of endowment set up for the school by a patron of the arts but I do not think we should count on it. I know we are working on it and if it comes, great!!

I see the benefits of the group programs for dance classes and the writing workshops to be something that we can run fairly consistently, and possibly multiples at a time, with 3-4 dance classes in a day etc.. For visual arts I would think painting classes or photography classes, or both, would be possibilities.

I also strongly believe that one on one lessons will afford a healthy income stream. Half hour lessons can be \$30, so \$60 per hour with a 20% cut to the school or \$12. If you can have 6- 8 teachers teaching at a time, that is potentially 8 X \$12 per hour to the school. If we can run it 4 hours per day 3 days a week that's a tidy sum. Written out that potential is:

$60 \times .20\% = \$12 \times 8 \text{ (teachers)} = \$96 \text{ per hour} \times 4 \text{ hours per day} = \$384 \times 3 \text{ days per week} = \$1152 \times 4 \text{ weeks} = \4608 per month. I know this is only potential but it is a real possibility. Add this to the income from the classes, which I have not crunched, and I can't imagine it would not be profitable. The teachers are not a cost in this scenario and the school collects the money and then b=cuts the teachers a check. There would be the need to pay someone to manage the program, perhaps with the assistance of a student in a work study position? (just a thought)

We can be doing these lessons at the same time we are holding group programing in the larger rooms. I had a conversation with Patrick, one of our accepted students, on Saturday. He expressed an interest in cello lessons. Coincidentally, I had a studio session last week with a cellist who is very good and she was very interested in taking part in the program. Students will be looking for these one on one's. The costs of the building during the programs held in the summer I believe to be of small concern due to the fact that the building will be occupied anyway with the admin staff. In the months when the school is in session and we are keeping the building open longer thru the day, it may be more important to look into this however I do believe that the income would outweigh the expenses if the program is large enough, especially considering the building will already be in use and the a/c - heat already on.

Adjournment: 6:40 pm

