

MPAC Summer Board Retreat  
First floor meeting room  
May 31 -June 1, 2015  
Grand Union Hotel, Fort Benton, Montana

MINUTES

**Sunday, May 31**

At 4:05 PM President Tom Webster called the meeting to order. Also in attendance: Jill Hill, Scott Milner, Connie Jenkins, Kate Huntsberger, Rob Verdi, Larry Gomoll, and Jim Peaco; John C. Barsness, staff.

Public comment period: other than Gary Huntsberger and Arni Fishbaugh there were no other members of the public present; both were free to comment whenever appropriate, and did so.

**Housekeeping**

Election of officers, 1-year terms: motion from Jim, Larry seconded, to keep the current slate of officers for another year; vote was unanimous in favor. John will update the board list as needed.

Volunteers for panels, Presenter Development panel in July: Tom and Kristin Han Burgoyne, and Showcase panel in Tom, Scott, and a Missoula artist if one is available in November:

**Old Business**

Traditional reality check: members shared news since January on their seasons as well as current health of their organizations.

Montana Arts Council update, Arni summarized events in the legislature. HB9 passed as recommended, but the panel process was brutal because there was so little money to give out. HB2 the Governor's budget, which contained the Council's budget, passed with no increase. SB 246 which redirected Bed tax money to five state agencies for tourism projects died in House Appropriations Committee and that was a loss to the entire state. Although Montana Arts Council's Public Value Partnerships contracts with statewide service organizations will be renewed at that the previous level, it will only be for one year, and there will be some changes to reporting requirements: IRS 990 will no longer be required and a profit and loss statement will be submitted instead. In other news, the National Endowment for the Arts included the "Montana Artrepreneur Project" in its "5 Studios of the Future."

Minutes of the January 24, 2015, meeting; there was a motion from Larry, Jill second, to accept minutes as written (with spelling correction to her name as Kate pointed out).

Financial report year-to-date (preliminary to May 31). There was further discussion of the fundraising aspect and a 50/50 raffle will not be done in order to protect tax-exempt status. Larry suggested the donation box at the door, which brought in \$5 in Great Falls this year, should be a transparent jug. Arni suggested a Kickstarter campaign, provided members promote it on their social networks, and that prompted a discussion of MPAC's challenge raising money because this organization is a secondary priority for its members. Jill suggested a couple or 3 of the major silent auction pieces be auctioned live at dinner on Saturday; Connie will look into an auctioneer, John will donate a painting, Tom will offer 2 Garrison Keillor tickets for his Missoula performance. Meeting adjourned at 6:30 for dinner.

Financial report discussion continued Monday at 9:00 AM. Arni raised the question of what the executive director's retirement plans were; he responded FY2017, but would be willing to stay part-time for a few years. She then elaborated on PVP contract change in reporting requirements mentioned yesterday: only hard cash match will be accepted; in-kind contributions cannot be used to match this grant. At the end of the FY16 grant period, any unmatched funds must be returned. Last year Presenter Development provided over \$188,000 in cash match and \$88,000 in-kind that in FY2016 cannot be used. Therefore, requiring 1:1 hard cash match will affect MPAC negatively unless more income can be found. I.e., all unmatched grant money must be returned at the end of the year or, to avoid that situation, MPAC must increase revenue by \$15,900 every year. If unsuccessful in securing additional funds, MPAC will be in an untenable position because there will be no cash reserve left at the end of the year to cover funds that must be returned. In anticipation of that likelihood, in order to keep sufficient money to return, MPAC could not to pay the executive director after October of this year.

There were some fund raising ideas suggested: sell the naming rights to Presenter Development, contact Lucy Dayton for support with Dayton Hudson Foundation, as private grants now require a champion inside the foundation to successfully compete, Arni will check with her; provide contact information for the new presenter at Fishtail, for possible support; Gary will look into contribution possibilities in Whitefish; Paul Allen Foundation is not likely, but Boeing Corporation might be a possibility, Arni will check on this one also; approach statewide music stores with names ending in "roth" but not very likely; Explore the Willie Nelson-Snyder-Letterman Montana connection, and Cruze (sp?) brothers in Seeley Lake, Tom will look into the former and Scott the latter. \$15,900 is pocket change to some donors, but can be Mount Everest for MPAC because private-source funders do not consider associations to be a priority, to say nothing of the philanthropic divide (disproportionate amounts go to urban states).

John asked Arni if Montana Arts Council could POSSIBLY take over the Presenter Development program, and to operate it directly, that way recipients provide hard cash to match for \$10,000 budgeted instead of counting it as in-kind through MPAC's operation of the program. Arni will look into it with Carleen and report back. If that change is possible, MPAC can easily match the remaining amount, but shift might create problems with MPAC's Cultural Trust grant. However, since the award was reduced from what was requested, elimination of Presenter Development would go a long way toward balancing that grant's revised budget.

In recognition of the fact the original purpose of this exercise was to drain a swamp, Scott moved and Connie seconded, to accept the financial report; motion carried unanimously.

### **New Business**

Review long-range plan. The only real discussion centered on I. A.), 3 regarding new communities to develop as members. Scott will check on Lincoln and the Rialto in Deer Lodge; John will send contact information for the latter. Delete Libby, as that presenter already joined, and MSU Billing, as that will never happen. Add Anaconda, Livingston, and Glendive. Other than that there were no major changes and a few minor deletions as no longer applicable. An amended plan is attached.

Grants update. The PVP discussion during the financial report notwithstanding, the good news is \$10,000 for the next biennium will come from the Montana Cultural Trust grant. The bad news is there was a 38% cut to the current grant which ate up the cash reserve—again. And, given that bond interest rates are lower than a snake's belly, we should expect another cut in fiscal 2017.

Review 2015 showcase & conference. Items from the artist report other business comments from January minutes will be incorporated into the 2016 conference and showcase as applicable. John went through the evaluations and highlighted changes and anything else that stood out.

Showcase and conference schedule for 2016. A new schedule is attached.

- It was decided Turn the Tables would be a sufficient mixer.
- On-line registration and credit card payment: although it is possible to have registration on-line, the cost of a credit card service provider and card service charges are prohibitive and it makes no economic sense to maintain an independent account that is used only two months of the year.
- CCPA volunteers will put up and remove pipe and drape at the Ag Center.
- It was decided to keep the auction silent, but to have a live auction for a few pieces at dinner if warranted.
- Showcase and conference location for 2017, will be in Great Falls at the Mansfield Center. John will reserve the space and hotel blocks.
- Rob suggested a pin map locating MPAC member presenters for artists would be extremely helpful.
- Rob is willing to conduct another workshop concurrent with the Montana Arts Council; he will chat with John about it soon.
- Rob will also communicate to artists the expectation for the Turn the Tables to be an opportunity for them to get to know the presenters and their communities—and not launch into a sales pitch.
- Rob volunteered to lead the jam again.
- There was consensus to raise presenter registration fees: <\$5K from \$170 to \$190, \$5-10K from \$205 to \$240, \$10-30K from \$220 to \$270, and >\$30K from \$275 to \$375; extra person to \$45.
- Add specific questions to WESTAF workshop ahead of the conference based on 2016 awards.
- Raise dinner price from \$22 to \$25 (net \$21, difference covers gratuity and crew & staff meals); change lunch from box lunch to “buffet” and keep the price at \$10.

Rural tech survey. Rita Collins in Eureka created a set of Survey Monkey questions around the issue of rural presenters’ needs for technical services; responses came from 10 presenters. The board reviewed a compilation of survey responses and an early draft outline of services to be offered. The board praised Rita’s efforts and recommended the tech person register for a booth at the 2016 conference. Since respondents had several questions and qualifiers, he could speak directly with them, promote his service, and begin scheduling with those who want to pursue his idea.

Budget for FY 2016. Since there may be significant changes to the proposed budget, due to matching grant requirements in FY 2016, and further consultation with the Montana Arts Council, the budget was tabled to the fall conference call.

Meeting adjourned approximately 3:30 PM.

Respectfully submitted,

John C. Barsness, Executive Director

Attachments: Task list, draft 2016 conference schedule, revised board list

## TASK LIST

- Tom: Nail down 2 Garrison Keillor tickets for his Missoula performance for auction  
Explore the Willie Nelson-Snyder-Letterman Montana connection
- Connie: Arrange for auctioneer in January; reserve all hotel rooms in Fort Benton for 1/29 & 30
- Scott: Check with Cruze (sp?) brothers in Seeley Lake as possible contributors
- Kate: Have Gary look into contribution possibilities in Whitefish
- Rob: Communicate to artists our expectation Turn the Tables is an opportunity for them to get to know presenters and their communities—and not to launch into a sales pitch.  
Chat with John about artist workshop soon
- Arni: Check with Lucy Dayton and Boeing's GIA board member  
Look into taking over Presenter Development awards with Carleen and report back.  
Provide contact information for the new presenter at Fishtail to John
- Staff: Update the board list and long-range plan  
Schedule and coordinate Presenter Development and showcase panel meetings  
Arrange for transparent donation box at the showcase door  
Create a pin map locating MPAC member presenters for artists  
Incorporate items from the artist report other business comments from January minutes  
Reserve the Mansfield Center space and Great Falls hotel blocks  
Recommend to Rita Collins the tech person should register for a booth at the 2016 conference  
Put revised FY2016 budget on the fall teleconference agenda; set teleconference date & time

### **2016 Showcase Artists** selected from 24 applicants on November 20, 2015:

Cascade Quartet	Classical
Celebration of Nat King" Cole Trio	Dance, theater, Broadway, jazz
Delusionist Joey Pipia	Theater, magic
Everything Fitz	Celtic, bluegrass, swing
Fubuki Daiko	World music
Fred Crabtree	Americana
Guy Mendelow Ensemble	World music
Jason Farnham	Piano jazz, classical with a twist
Jonathan Kingham	Folk, jazz, R&B
Louie Bond Country Swing Duo	Classic country swing
Maracujá	World music/Latin, Brazilian
Neal Lewing	Folk music, theater
Perla Batalla	World music, folk
Rebecca Folsom Trio	Contemporary folk
Take 5	Jazz, pop
Thomas Pandolfi	Classical piano, crossover
Patrice Webb	Original folk, blues, country

# 2016 MPAC Conference Schedule

## **Friday, January 29, 2016**

**3:00 PM** Check in desk opens, Agricultural Center, 20<sup>th</sup> & Washington, Fort Benton, Montana.

3:55 Welcome, reminder to read conference information booklet.

**4:00-4:30** WESTAF TourWest grants: Seyan Lucero, Associate Director, and Andy Thomas, Information Specialist, Ag Center/Dining area.

**4:30** Artist Tech begins, Elementary School auditorium, 1406 Franklin St, use Washington Street door for direct on-grade stage load-in

**4:30-5:15** Concurrent Workshops for artists and presenters:

I. "What You Need to Know About Montana Taxes" with Carleen Layne, Montana Arts Council Accountant, followed by "ADA Workshop" with Arni Fishbaugh, Montana Arts Council Executive Director; Ag Center/Resource Area

II. "Artist and Presenter Do's and Don'ts," with Rob Verdi, Ag Center/Elliott room

**5:30-6:30** Turn the Tables, Presenter organization representatives will be in assigned booths and artists have this opportunity to meet them and learn about the communities they serve: Ag Center/Resource.

**6:30** Reception for all participants (no host); begin Silent Auction, Ag Center/Dining.

**7:00** Dinner, advance purchase required, artist seats reserved at each table; Ag Center/Dining.

## **Saturday, January 30**

**7:15 AM** Artist Tech continues, Elementary School auditorium.

**7:30** Registration/check-in at Elementary School; Resource Room set-up continues, Ag Center.

**7:45** Coffee & rolls, WESTAF individual consultation signups; Elementary School multi-purpose room.

**8:15** Auditorium doors open. Bus departs Ag Center at 8:15 for Elementary School; please park your vehicle at the Ag Center and take the free bus between venues.

**8:30-10:15** Showcase I, six artists, Elementary School auditorium.

**10:30-11:30** Resource Room open, transportation to Ag Center is available beginning 10:15, return to elementary School 12:15.

**11:30-12:15 PM** Lunch, advance purchase required, Ag Center/Dining.

**12:15** Auditorium doors open, transportation to Elementary School is available.

**12:30-2:15** Showcase II, six artists, Elementary School auditorium.

**2:30-3:30** Resource Room, chocolate will be available, transportation to Ag Center is available beginning **2:15 PM**, return to Elementary School at 3:35.

**3:45-5:05** Showcase III, five artists, Elementary School auditorium, transportation available at 3:30.

**5:30-6:30** Resource Room, transportation to Ag Center is available at 5:05.

**6:30** Strike Resource Room.

**6:45** Dinner, advance purchase required, silent auction results, Ag Center/Dining.

**7:45-8:45** Concurrent: Artists: meet to evaluate conference and elect a board member, Ag Center/Elliott room. Presenters: preliminary block booking meetings, Ag Center/Dining.

**9:00-11:00** Artist Jam with no-host refreshments, The Club House, 1411 Main Street.

## **Sunday, January 31**

8:00-8:45 Coffee and conversation for those who arise early, Grand Union Hotel Ballroom.

8:45-10:15 Presenters only: election and block booking meeting, Grand Union Ballroom.

Artists: enjoy sleeping late or catch an early flight from Great Falls.

10:15-10:45 Joint Artist/Presenter closing session and badge raffle, Grand Union Ballroom; conference ends.

11:00 MPAC winter board meeting, public welcome to attend, Grand Union Ballroom.

**MONTANA PERFORMING ARTS CONSORTIUM**

# BOARD OF DIRECTORS

Revised 6/15 (2/16-18 = term expires)

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