

Present: Julie Foster-Lindquist (President), Melinda Britton, Candice Blackstone-Larson, Jeff Krebs, Jenna Hartom, Ann Fisher, Joshua Thompson, Katrina Keough (Treasurer) Susan Bertram (Vice-President) Susan Divine (Executive Director).
Excused--Bobby Glenn-Brown (Secretary)

Review of the minutes of the March meeting was tabled. Ann volunteered to take minutes.

Treasurer's report.

Katrina Keough gave the treasurer's report. Savings are \$72,640.57 in credit union. Checking account is \$18,429.54. \$24,452 of the Michigan Stages Survival Grant was transferred from checking to savings on the 18th of March. Bell Financial investment account is \$100,458.53. Net change of \$4,119.79. Long term gain was \$1,290.29.

The Fundraising committee met with Scott Knaffla of Flourish Financial to discuss legacy giving.

The April bills paid and will be paid. Payroll has gone out. Checks were cashed for Fold concerts. A lot of Stripe deposits. Plus automatic deposits from Stages Survival Grant and Square, which is the fiscal intermediary for the paycheck protection program (PPP) funds. Big deposit of \$5000 from members who don't want their names published.

Ann moved to accept the report subject to audit. Josh seconded, motion passed.

Update on membership and grants:

Susan Divine reported that we have received the \$24,452 Stages survival grant and the \$4,298.53 Paycheck Protection Program. Total membership number is 163. Total received in membership dues since last July is \$14,430.

She will be sending out another reminder to April, May, and June members who are due to renew.

Old Business:

Susan Divine gave an update on Live at the Fold which continues to be a wonderful source of income and joy. People are watching from Australia. In March \$2,574 was donated and we paid out \$928 to performers. There are a couple of changes in the April line-up. The Saline Fiddlers cancelled as did Brian and Molly Wallen. Don Pedi will fill in for the Wallens and Dan Truckey for the Saline Fiddlers.

Search team report: Julie gave the report of the Executive Director search committee. The committee is revising the contract and will send it out after the meeting. Proposed compensation and the conflict of interest provisions were discussed and people were in agreement. Considering sick leave and PTO accrual.

Will also send the proposed document to our attorney. The final contract will be sent around by email for a vote.

Contract for office worker: Erin Leahy-Putvin is not able to come back for now. Bobby's contract has a provision to extend if necessary. Bobby and Julie signed the extension for six months. He's doing a good job.

Virtual Festival Committee Update

Susan Divine: Draft schedules and performers. The committee has interviewed with two possible producers and a third is scheduled for tomorrow. We will have three offers and will bring the decision back to board. Very technical and hard to know exactly what we want and need. We're getting commitments from bands, including a teen band. We still have room for workshops and are to pay performers with grant funding. The confirmed lineup includes Zoe Speaks, Troy Graham, Martha Spencer Band, Don Fleming, Chicago Farmer, Eagle Spirit Dances, and Frank Youngman. Karen, Jane and Susan Divine are working on revising the contracts. We are still waiting to hear from the Sweetwater Warblers, teen band and Jeff Krebs. Gospel is still open. Josh is interested in setting up workshops. Should have lineup and producer set by the end of the month. The next meeting is on the 15th at 4.

November workshops Sue Bertram reported on a proposal for a weeklong group of workshops in Marquette with Zoe Speaks. Originally, they wanted \$10,000. We will pay them \$7,000 if we get the grant to do this (completely contingent) plus \$4,000 for virtual festival weekend for one concert and one or two workshops. Susan Bertram noted that they're very versatile, and do lots of music and dance workshops. They really know and tell the history of the traditional mountain music.

New Business:

Updated 2021 General Operating Budget. Susan Divine: All budgets are tentative. All we can say is it's the budget approved at the April board meeting. No extras in there. Ann moves to approve. Josh seconds. Katrina points out the director wage may change. Motion approved.

Susan Divine noted that the quarterly statement was also distributed to the Board.

Executive Director's report:

Susan Divine reported that she'd received, and deposited, a \$700 refund from the IRS only to be followed by a request for payment in the same amount plus penalty and interest. Ultimately discovered that the wrong month had been checked on the October payment so that cascaded into the refund and then the request for payment. Talked to an IRS agent who waived the penalty. Lesson learned: if you get a check from the IRS don't ever cash it before calling to see what it was about.

She sent some flowers and a thank you to Justina Hautamaki who works at the City Parks & Rec Department to thank her for her work helping us fill the campsites for the July weekend. There are only about 14 campsites left. Also sent a thank you plant and some gift certificates, totaling about \$85, to Heather Picotte for her great work on all the grants.

She reported that Babette Welch is interested taking over Pearl Taylor's position as Festival Hospitality Coordinator. She interviewed some Michigan Tech students about how the Small Business Administration helped small businesses negotiate Covid. Melinda discussed another opportunity with Tech. Looks like we're already connected.

Committee Updates:

Concert/Event Committee:

Sue Bertram gave the report. She will send out a list of upcoming events, all low or no cost. If we can go live, then we would do a live concert once a month at the Fold and also stream it. We may do another master artist with Beaumier UP Heritage Center. A lot depends on what grant money comes in. We're waiting on the grant money for Art Week. We are committed to an opening concert at the Commons, all socially distant; we can do some advertising for our virtual fest or sell t-shirts. We're also working with several other groups, hoping to do interactive activities at lower harbor, with popup stages with different activities. We've proposed a children's stage with Frank Youngman --maybe instrument building and a parade around the location. May also do some interactive workshops. Maybe a ukulele strum, or some more children's events with Jeff and Corinne. It's up to us with how many we want to do. We're waiting to hear on a grant proposal.

There is also a group called The Fringe, looking for Hiawatha to take on a stage that would host some music events. Could be our flatbed trailer or a tent or something with our dance floor, or something open air. This is a lot to take on and coordinate but we can do as much or as little as we want. It will use a lot of us as volunteers, but it will be a huge community exposure for Hiawatha. We can also do more of the ukuleles on display that we were never able to display at the library. Week of June 21st. We'll need a vote on the budget, which will be sent out by email.

Membership Committee:

Katrina gave the report. The committee met today and is ready to move ahead with a digital welcome bag for members: maybe including a virtual scavenger hunt, coloring pages, tie-dye instructions. Would add additional perks for people who become sustaining members. Perhaps get a one day ticket when they buy a weekend ticket so they can introduce someone to the festival. Melinda adds that the new member download could introduce people to Hiawatha with history, ways to give back, pictures that show who and what we are. Perhaps this is something that Heather Picotte, who's already doing the newsletter, could put this together. Similar idea to the marketing effort now going on at the food co-op--we're not just a festival--welcome to the fold. The committee will put together a full proposal.

Susan notes that she's talked to Nathan Lyle about changing everything over to Square. There will be more information by the next meeting. All credit card payments and sustained giving will go through Square.

Fundraising committee:

Ann Fisher stated that the committee has met and is revising fundraising policies. They hope to have something for discussion by the May meeting. Susan Divine reported that she and Heather are working on the Shuttered Venue Operators Grant. Can apply for up to 45% of 2019 Gross revenue and we lost more than 80% of our typical income last year. If we get it, it will be significant amount of money, perhaps \$25-40,000 or higher. May need some help on some of it, like drug free workplace policy, some forms to fill out. Will discuss at the fundraising committee tomorrow.

Melinda thanks Ann for her birthday fundraiser. Ann noted that some people who contributed she did not even know, but they love Hiawatha.

Julie reminded the board to respond to any email vote requests. The next meeting is May 5th.

On a motion by Katrina, seconded by Ann, the meeting was adjourned at 8:09.

Respectfully submitted,
Ann Fisher