

Present: Kate Bates, Ben Curtis, Kerry Hadley (Director), Beth O'Connor, Marc Ratner (Chair)

Next Meeting: February 25th at 5:00 p.m.

Marc Ratner called the meeting to order at 5:30 p.m.

The minutes of the December 2014 meeting were approved as presented.

Review of Film Series & Music Series Launch: The first concert in the Community Supported Music Series was a success with close to 200 people in the auditorium. Most tickets were purchased at the door the night of the event, with ticket sales totaling \$1,460. Six hundred dollars of that total was paid to the performers and an additional \$100 was paid to Will Neals, the producer. Zoots provided free coffee which was a hit.

The screening of *Willy Wonka* was moved one day due to a snowstorm. Around fifty people were in attendance, with revenue totaling \$400 from a combination of 49 ticket sales, candy sales and a \$150 sponsorship from Mundo de Pepita. The free popcorn provided by Camden National Bank was a huge hit. Going forward, sponsors need more recognition and the coming attractions and news reel need to be shorter. Our goal for each movie is to sell 120 tickets and bring in \$250 in sponsorship revenue. The new screen is in and the new projector is being installed tomorrow. The new equipment will be announced at the screening of the next movie, the original *Annie*.

Will Neals, Ben Curtis and Kerry Hadley continue to approach sponsors.

Other events: Michael Weferling's performance was a community hit with 400 people attending to support him. The screening of the English National Opera's *Julius Caesar* ran into bad weather and only had 17 attendees (26 people had purchased tickets). Based on past events, a good turn out for the opera is around 60 people.

New Website and Logo: Kerry is meeting with Thierry Bonneville this week to discuss a new website. He has created websites for Camden Conference, Waterfall Arts, and the Collins Center. Anneli Skaar will work on our logo when she returns in March.

Renter Services/Special Needs: We discussed add-on services that Opera House staff members are providing to significant renters, such as PopTech. To support the economic opportunity the conference represents to the Town of Camden, many services are offered at no charge, like management of vendors who provide services such as streaming of the event (Harbor Digital) and installation of carpet on stage (Cayouette). Also, to keep up with PopTech's technology needs the Opera House has installed phone jacks in many places and invests in upgraded wifi every 4 years or so. The last upgrade was 4 years ago at a cost of \$20,000, which is in need of upgrading. These costs are not reflected in rental receipts, but

instead represent an investment by the Town of Camden to support the economic and intellectual opportunities the conference represents.

Budget: Kerry is working on a draft of the 2015-2016 budget. A few anticipated changes are to request that 35% of Dave's salary, rather than 25%, be considered part of the Town's municipal expenses. Also, Kerry will propose adding an administrative/promotions assistant and a box office manager.

The meeting adjourned at 7:00 p.m.

Respectfully submitted by Kate Bates