Dare2Defy Board meeting minutes

September 10, 2019

**Present:** Becki Norgaard-Executive Director, Angie Thacker-President, Lisa Hornick-Vice-President, Jodi Kulka-member at large, Megan Hart-Member at large, Debbie Juniewicz-member at large, Amanda Matthias-Caton -Secretary.

Meeting was called to order at 7p.

**Treasurer’s report/Budget discussion:**

D2D needs a volunteer to be the Board Treasurer. Interested parties please contact Becki Norgaard (norgaard@dare2defy.org)

The budget was presented by Becki. Due to the fact that D2D relies almost exclusively on revenue from ticket sales, and unfortunately because a couple of our recent shows did not make up in ticket sales what was spent in production, we are now $ 14,336.70 in the red. If anyone is interested in seeing the budget information please contact Becki directly.

Finding other streams of funding is D2D’s highest priority right now. D2D relies too heavily on earned revenues. Industry standard is 30-50%, D2D is at @90%.

Immediate plan to diversify our funding stream includes:

Becki submitted a grant application for a $10,000 grant offered by the City of Centerville.

Each Board member is being asked to try and do $1500.00 worth of “asks” as soon as possible.

Rackcards and a Sponsorship Flyer have been printed and are ready to be distributed. We need help getting the word out about our new season and would LOVE HELP finding folks interested in supporting our mission through donations/sponsorships. Please contact any board member to get this information. The more we can talk to people and generate positive buzz the better. No amount is too small. Tak to friends and explain to them how important the mission of D2D is to our community. Especially at a time of such devastation…organizations like D2D bring people together and inspire us to keep going!

Organizing small Fund/Friendraisers. (see info. below)

**Fundraising/Friendraising Report:**

In addition to raising funds for our organization fundraisers can also act as a way to share our mission and spread positive news about the organization. Our first annual Broadway Trivia Night is one such event. In terms of fundraising, this event will generate funds through ticket sales, some (very limited) D2D merchandise sales, as well as a silent auction with items including: a walk-on role in a D2D production this season; Baskets with Broadway-themed merchandise, Dayton merchandise, *A night out* basket(s) including tickets to a Dare2Defy show, restaurant gift card and champagne and our very own New York Times Best Selling author and D2D Board member Megan Hart is donating several signed copies of her books to auction. Thanks Megan!!!! In addition to fundraising we will also be using this as an opportunity to introduce our organization to a whole new group of people…FRIENDRAISING. By partnering with Trivia with a Twist and The Brightside Event and Music venue we are cross promoting the event with their customers. PLEASE, PLEASE, PLEASE share this event with your friends and do what you can to encourage attendance!!! There is really nothing anyone needs to do (except those who have been asked and you know who you are😊) except come, relax and enjoy yourselves! We really need as many folks there as possible. D2D actors, we would love for you to be there with your friends!!! This is going to be lots of fun and a good way for all of us to be together and celebrate what makes D2D special.

We are also planning a reception with light hors d’oeuvres and cocktails at the PNC Arts Annex prior to the October 18th production of “A New Brain.” We will be inviting people who have demonstrated a support of D2D over the years by attending multiple shows and/or donating. We need a few Board members to be in attendance at this event.

Next Board meeting will be on Wednesday October 9th at the Dayton Woman’s Club.

Meeting adjourned @8:30p