

**MAXWELL C. KING CENTER FOR THE PERFORMING ARTS, INC.
EASTERN FLORIDA STATE COLLEGE
BOARD OF DIRECTORS MEETING**

March 5, 2025
4:00 p.m.

Maxwell C. King Center for the Performing Arts
Board Room - 009-219

MEMBERS PRESENT: Anthony Catanese, Chair; Tom Molnar, Vice Chair; Christine Lance, Secretary; Debbie Caldwell, Brian Curtin; Thomas Fox; Darcia Jones Francey; Michael Grieves; and Robert Naberhaus

MEMBERS ABSENT: Steve Bierbrunner, Treasurer; Howie Dorough; Nancy Dwyer; Rita Moreno; James Richey; Winston Scott; Mitch Varnes; Greg Watson; Scott Widerman

STAFF PRESENT: Jessie Boyd; Ricky Gonzales; Laura Maxwell; Bob Papke; Jack Parker

OTHERS PRESENT: Scott Glover and Ed Flanagan, Glover, Orndorf & Flanagan

CALL TO ORDER

Dr. Catanese called the meeting to order at 4:05 p.m. after determining a quorum.

1. PUBLIC COMMENTS

Dr. Catanese reported there were no public comments.

3. APPROVAL OF MINUTES

Dr. Catanese asked if everyone had a chance to review the minutes. Dr. Grieves motioned to approve the meeting minutes dated December 4, 2024. Dr. Fox seconded the motion. **Action:** Motion carried unanimously.

4. FINANCIAL REPORTS

4.1 Monthly Financial Statements

Ms. Maxwell reviewed the financial reports through January 31, 2025. Ms. Maxwell highlighted that revenue is ahead of budget, thanks to interest and dividends. Ms. Maxwell noted that expenses are on track. Ms. Maxwell mentioned that a transfer of \$1,100,000 has been made for the back of the house project, bringing the total in the Wells Fargo account to approximately \$6,600,000, which will be reflected in the report at the next meeting. Dr. Grieves motioned to approve the January 2025 Financial Statements. Dr. Fox seconded the motion. **Action:** Motion carried unanimously.

4.2 ASM Monthly Financial Statements

Mr. Gonzales reviewed the ASM Income Statement Forecast as of January 31, 2025. Mr. Gonzales reported that the YTD revenue for AGI is \$1,261,772.74, YTD expense at \$1,594,088.00 for a loss of \$332,315.26. Mr. Papke noted that Q3 and Q4 of a presidential election year tends to lag and it was deeper than in cycles. Mr. Papke mentioned that during times of economic turmoil, people tend to make more drastic decisions regarding their disposable income. As a result, attendance at shows has decreased, and there has been a decline in additional spending, which has negatively impacted food and beverage sales as well as ticket sales. Mr. Papke anticipated a rebound in the final half of the fiscal year resulting in a break-even year. Mr. Papke informed the board that show count and spending is down industry wide. Mr.

Gonzales stated that they had a great January, February and May. Mr. Papke stated that they are closing strong, and doing everything they can to get everyone in for the shows they currently have booked. Dr. Grieves motioned to approve the ASM Financial Statements. Ms. Francey seconded the motion. **Action:** Motion carried unanimously.

5. COMMITTEE REPORTS

5.1 Audit Committee

Dr. Grieves reviewed the audited financial statements and reported that it was a clean audit, with no material weaknesses. He thanked Ms. Maxwell for her hard work during the audit process. Dr. Grieves reviewed the pro forma profit and loss statement, which included figures from the audited financial statements, along with donations and investments. This statement showed an operational net loss of \$518,140. Ms. Maxwell noted that since the financials of ASM and the King Center are audited together, it is difficult to clearly see the loss in the audited financials. Ms. Maxwell recommended that they follow the contract which requires ASM to undergo a separate audit from the King Center, which would provide a clearer view of ASM's operational finances. Mr. Papke mentioned that he would have the corporate team review the statement, particularly the show settlement expense. Dr. Catanese asked Ms. Maxwell for her assessment of the auditing firm, to which she recommended not using Mauldin & Jenkins in the future. Mr. Curtin raised concerns about whether operations are running at a loss. Dr. Grieves explained that if the finances are close to breakeven, there would be no need to withdraw cash from the endowment. However, if it turns out to be not breakeven, the Board will need to discuss how to cover the loss. Mr. Molnar motioned to accept the audit. Ms. Francey seconded the motion. **Action:** Motion carried unanimously.

5.1 Investment-Finance Committee

Dr. Catanese asked Mr. Glover to present the investment report. Mr. Glover noted that eight years ago, the Board decided to incorporate investment returns into the operating side of the financial statements, whereas they had previously been reported separately. Mr. Glover reviewed the market performance as of March 3, 2025, mentioning that the markets are fluctuating significantly but expressed optimism that things would stabilize by the end of the year. Mr. Glover stated that the total portfolio is valued at \$6,638,435. He added that the current and target asset allocations are closely aligned because the portfolio was rebalanced when approximately \$1,000,000 was withdrawn. Mr. Glover recapped last year's performance, indicating that they started with roughly \$7,100,000, withdrew \$403,000 from the portfolio, and saw \$832,000 in appreciation, resulting in a net return of 12.33%, which brought the total to \$7,546,704. For the current year, Mr. Glover reported that the beginning market value was \$7,546,704, with withdrawals totaling \$1,116,169. This led to a net invested capital of \$6,430,535 and a year-end total value of \$6,638,350, with investment results of \$207,815, or 2.77%. Mr. Glover concluded by stating that the portfolio is performing exceptionally well and expressed hope for a third consecutive year of double-digit returns, assuming market conditions are favorable. Dr. Fox motioned to approve the Investment-Finance report. Mr. Molnar seconded the motion. **Action:** Motion carried unanimously.

5.3 Fundraising/Development Committee

Ms. Francey spoke with Ashley Dillow to coordinate a Fundraising committee meeting next week. Once they meet, she will have more details about upcoming fundraising events.

5.4 Nominating Committee

Ms. Lance stated that there were no updates from the nominating committee.

5.6 Planned Giving Committee

Dr. Fox mentioned that he had a productive meeting with Mr. Parker and Ms. Maxwell. Dr. Fox emphasized that the Board needs to focus on identifying potential prospects, both individuals and money managers. Additionally, Dr. Fox noted that they are planning to create a RFP to determine which investment firms might be interested in managing the gift annuity program. Mr. Molnar motioned to approve the Planned Giving Committee report. Ms. Francey seconded the motion. **Action:** motion carried unanimously.

6. BUSINESS ITEMS

None

7. ASM GLOBAL MANAGEMENT REPORT

Mr. Papke highlighted the recent shows, including a strong Broadway series. Mr. Papke reported that bookings are starting to trend positively. Mr. Papke mentioned that since the kitchen renovation was completed, Vince Russo has successfully booked several corporate receptions for 80 to 100 people, either in advance of shows or as standalone events. Additionally, Mr. Papke announced that HealthFirst will be the official health care partner of the King Center for the 2025-2026 season. Mr. Papke stated that the keyless entry system is now complete, along with a new security gate. Mr. Papke also noted that Madysen Brutto was recently recognized with an ASM Global Service Excellence Award. Mr. Papke concluded by expressing optimism about the strength of the upcoming 2025-2026 season.

8. EFSC ADMINISTRATION REMARKS

No remarks

9. EFSC TRUSTEE REMARKS

No remarks

10. KING CENTER CHAIRPERSON REMARKS

Dr. Catanese stated that he wanted the Board to be informed about the sponsors and announced a new sponsorship agreement with HealthFirst for \$55,000 for one year. Mr. Parker reminded the Board that Dr. Catanese needs to sign the agreement because it exceeds the term of the ASM management contract. Ms. Maxwell pointed out that the College should also be signing the agreement. Additionally, Dr. Catanese mentioned that he would be signing a sponsorship agreement with Glover, Orndorf & Flanagan. Dr. Catanese concluded by noting that he has received a lot of positive feedback regarding the King Center.

Meeting adjourned at 5:22 pm.

APPROVED: 
Chair, Maxwell C. King Center for the Performing Arts, Inc.

APPROVED: 
~~Secretary, Maxwell C. King Center for the Performing Arts, Inc.~~
Vice chair