



**Regional Arts Commission
Executive Committee Minutes
February 28, 2024 via ZOOM
10 a.m.**

Call to Order & Roll Call – Johnson & Sutherlin

Johnson called the February 28, meeting to order at 10:05 a.m.

Committee Members in Attendance

Roz Johnson, Jerry Gennaria, Tino Ochoa, John Russell

Yea – Johnson, Gennaria, Ochoa, Russell

Nay – none

Abstain - none

Committee Members Absent

Sam Fiorello, Member-at-large

Andréa Purnell, Member-at-Large

Staff Attendees

Vanessa Cooksey, Tony Chance, Ann Haubrich, Angie Peters, Lea Sutherlin

Approval of January 11, 2024 Minutes

Johnson called for the approval of the minutes from the January 11, 2024, Executive Committee meeting.

Motion made by Russell, seconded by Ochoa, and unanimously carried to approve the January 11, 2024 Executive Committee minutes. Votes were as follows:

Yea – Johnson, Gennaria, Ochoa, Russell,

Nay – none

Abstain - none

Johnson then called for the following reports:

6128 Delmar Sale (Chance)

Chance gave the following update on the sale of 6128 Delmar: (1) notification from Washington University attorney that parking issue has been resolved with Joe Edwards; and (2) closing has been tentatively scheduled for March 5.

Cooksey shared her appreciation for Chance’s diligence in this matter.





Revenue Trends (Cooksey)

Cooksey reviewed in detail, the PPT sent to this Committee in preparation for this meeting which included revenue trends: (1) looking for this Committee's reactions/response – no decision needed at this time; (2) revenue trends during the past 16 years; (3) overarching revenue growth; (4) Hotel/Motel Revenue outlook for 2024; (5) Hotel/Motel revenue 2019-2024 with revised 2024 forecast from Explore St. Louis; (6) worst-case scenario of missed revenue from a cash perspective; (7) importance of having conversations early; (8) revenue vs. salary expense, pre-pandemic costs and salary line; (9) Phase 1 Expense reductions during January 2024 – Business Admin and Ops, and Grants; (10) careful observation of actuals vs. forecasts, short term vs. long term and managing RAC operations; and (11) will revisit this information in May to review possible need for additional expense cutting measures.

Committee discussion held as follows regarding revenue trends: (1) cash on hand for 2024; (2) contemplation of additional budget cuts and contingencies based on completion of the Convention Center; (3) agreement not to use 6128 sale proceeds to offset anticipated budget cuts; (4) staying true to RAC's mission and the community while preserving the organization; (5) the 15% rule; (6) appreciation for Cooksey's proactive fiscal stewardship; (7) staff thoughtful input about expense reductions which were done as a team; (8) builds the case for focusing on structure and need for support, partnerships, revenue opportunities, corporate philanthropy and gift acceptance; and (9) finding the right donor solutions without competing with grantees.

Cooksey then shared the following general updates, also as part of the PPT sent to this Committee in preparation for this meeting: (1) postponing 2024 programs – Gyo Obata and MAAA Artist INC., as the lead for those programs, Angela Rhone, is unable to fulfill her leadership role, and RAC currently does not have the staff to operate the programs; (2) will spend time this year evaluating the Gyo Obata grant agreement with the Gateway Foundation as the three-year grant contract has been fulfilled; (3) MAAA Artist INC are currently reviewing if they have staff who can assist with that program; and (4) Strategic Plan vs. Theory of Change – current APC: Strategic Plan 2020-2024, RAC's 40th Anniversary in 2025; (5) update on ARPA for the Arts Tourism Grants; and (6) a new partnership inquiry from Webster University.

Open Discussion

Committee discussion held regarding inquiry from Webster University.

Adjournment

Motion made by Gennaria, seconded by Russell, and unanimously approved to adjourn the February 28, 2024 Executive Committee meeting at 10:50 a.m.

Votes were as follows:

Yea – Johnson, Gennaria, Ochoa, Russell

Nay – none

Abstain - none





**REGIONAL ARTS
COMMISSION**
OF ST. LOUIS

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Submitted by
L. Sutherlin, Exec. Asst. & Commission Administrator

Attachments

- Executive Committee Meeting Minutes, January 11, 2024

