

**Minutes of the 2020 LHAT Annual Membership Meeting
July 15, 2020, held virtually via Zoom**

Click the link to view a video of the entire meeting OnDemand:

<https://www.youtube.com/watch?v=-MR55h6tsLo>

The meeting was called to order by LHAT Board Chair Molly Fortune at 3:30 pm Eastern.

Molly thanked everyone for taking the time to participate in the League's first virtual National Conference, including this year's sessions, as well as engaging with each other through the Attendee Chat. She also thanked all of our 2020 Sponsors who made it possible for us to offer the conference free to all of our members during this very challenging year.

Ken also thanked the members of our all-volunteer Board of Directors who give so much of their time and effort to support LHAT. As they have struggled through the pandemic like the rest of us to keep their own theatres and organizations afloat, they have continued to be there for anything that the LHAT staff and our members have needed.

Vonnie Corsini made a motion for approval of the minutes from the 2019 Annual Membership Meeting in Philadelphia. Christine Delaney seconded the motion. The membership was given an online poll to vote to accept the minutes (with changes as noted in the attendee chat, if any) and with 86% YES votes, the minutes were approved.

Molly introduced LHAT's Board Treasurer, Michael Schnoering. He reported that, because of the uncertainty brought on by the pandemic, since April the Finance Committee has had more oversight than usual, increasing its meetings from monthly to every two weeks. With Ken, the committee has reviewed our cash flow, our financial position and what the staff is doing to either cut costs and/or economize. Staff's diligent oversight of our finances and the generosity of our sponsors who stuck by us have left us in a reasonably good financial position.

Ken reported that the board just received our Annual Financial Review for YE 2019 this week and he shared slides of some of the pages from the Review, which can be requested by any member by email if they would like to review them further. The League is a relatively small organization with a budget of about half a million dollars. Because most of our activity comes from two areas -- the conference and membership dues -- we don't have a legal requirement to do an audit every year; we do a Financial Review for two years, with an audit every third year. The board has the right to call for a full audit at any time, but a financial review was done this year for 2019.

We got a clean review for 2019, when the League had come off its best year, and we were poised to have another record year in 2020 – sponsorships were up, memberships were up, our conferences were getting higher and higher attendance, etc. COVID-19 didn't happen until 2020, so its effect is not reflected in the numbers in the statements being shared.

So, where does the League stand since the pandemic began? At the end of 2019, we had built up about six months of cash reserves for emergencies. About 60% of members had renewed before quarantines and shutdowns hit. At that point, we decided we would not drop anyone's membership benefits even if they had not yet renewed. So we went to a "pay if you can" mode. We took it one step further, too – we offered a free temporary membership to former members and theatres who have never been members because we felt having more people from the industry working together at this difficult time was important.

Memberships represent almost 50% of our budget, so we came into 2020 looking good, then we faced the fact that many of our members would likely not be able to renew. The other half of our budget is the Annual Conference. We were supposed to be in Cleveland in July 2020 and we were on target to once again raise the bar with sponsorships. We were a week or two away from opening registration for the conference when quarantines and shutdowns began, so we had to pull the plug on our regional conference in Boston, then we had to pivot and convert our 2020 Annual Conference to a virtual event. With the Board's advice and staff input, and knowing that most of our members were

struggling just to stay afloat, we decided that the virtual conference would need to be free for all of our members. Thankfully, most of our sponsors agreed to maintain their commitments for the year, saying “We are in this with you no matter what.” On top of that, Agile Ticketing came along and offered us a virtual conference platform that we could use to host the event at no cost to the League.

Since we came into 2020 with about six months of reserves, so many of our sponsorships remained in place, and we were able to cut so many expenses by hosting the conference virtually, the League essentially went from six months’ reserves to 12 months’ reserves. So far, we also have not had to make any cuts in staff. In about two months, we will have exhausted our revenues from this fiscal year and we’ll start eating into our reserves. If the world doesn’t change and things don’t turn around, the League, with no more money coming in the door, could crawl its way through to May 2021. We have no idea how many theatres will be able to reopen and generate revenue in the fall, but at that point we will have to go back to our normal membership renewal process and see how things go. If you can pay your membership for 2021, it will go a long way toward helping us keep the League alive, and we hope we have demonstrated our value to you during this time.

The second half of the budget is the conference and we have no idea at this point if in 2021 we will be able to return to an in-person conference and whether or not our sponsors will be able to renew their commitments.

Ken gave a shout out to all of our current and past board members who were smart enough to put reserves into the bank when we had the ability to do so, so we could survive at a time like this. Also thanks to all of our members and sponsors who were able to keep their memberships and other financial commitments in place when we know everyone is struggling financially.

Please reference the video link at the top of the minutes to see the slides presented that show a more detailed comparison of 2020 vs. 2019 expenses and revenues.

Moving on to Governance, the Board has approved a slate of nominees to present to the membership for a vote today:

Two existing board members have been nominated for a second three-year term beginning January 1, 2021: Randy McKay with Jefferson Live! and Chris Loeser, AIA of the DLR Group. Three new members have been nominated to begin their first three-year terms on the board beginning January 1, 2021. They are Alycyn Keeling with the Wallace Theater, Shane Burkett with Agile Ticketing Solutions, and Robert Bull with The Compass Group.

Remember, if you are interested in being considered as a future LHAT board member, look for an announcement in the fall saying that nominations are now being accepted. You can self-nominate or be nominated by someone else. Early in 2021, once the board has reviewed how many existing board members’ terms are expiring that year, how many have expiring first terms who want to be considered for a second term, and how many total members we would like to have on the board in the following year, the Governance Committee reviews new nominations received and recommends a slate of nominees for a vote by the full board. Once the slate is approved, we present it to you, the membership, who must vote on it at the Annual Membership Meeting.

Don Telford made a motion to approve the board nominations as presented. Vonnie Corsini seconded the motion. The membership voted 94% YES and the motion passed.

John Bell made a motion to adjourn the 2020 Annual Meeting. Maureen Patton seconded the motion. The meeting adjourned at 4:10 pm EDT.