

Board of Trustees – Monthly Meeting Minutes

Date: January 21, 2025
Time: 4:00 pm
Location: The Clarksville-Montgomery County Museum
d.b.a. Customs House Museum & Cultural Center
Averitt Board Room
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The Clarksville-Montgomery County Museum held the four hundred and eighty-fifth (485) meeting of the Board of Trustees on January 21, 2025, in the Averitt Board Room of the Museum.

Board Members Present: Larry Richardson (Chair), Dan Black, Kell Black, John Halliburton, Darwin Eldridge, Brendalyn Player, Nick Nicholson, Joe Creek, Carolyn Ferrell, Marydith Young, Deanna McLaughlin, Amelia Magette, Jody Issacs, Jane Olson, Armi Rhodes

Board Members Absent: Tracy Knight, Kyong Dawson

Staff: Frank Lott, Executive Director, Vicki Parker, Office Manager, Channing Grimes, Membership, Volunteer & Development

- I. **Roll Call:** See Present and Absent
- II. **Minutes of December 17, 2024, meeting presented for review.**

Motion to approve December 17, 2024, minutes:
Motion to 2nd:
All Approved

Dan Black
Jane Olson

- III. **Officer's Report**

A. **Treasurer's Report:** Darwin Eldridge (Treasurer) presented the balance sheet, income statement, and statement of cash flows for December 2024. The Museum's total assets at the end of the month equaled \$2,465,755.87, liabilities equaled \$554,962.69 and equity (net position) equaled \$2,410,793.18. Total assets dropped compared to 2023, primarily due to accumulated depreciation. The Museum's non-donor restricted assets amounted to \$428,488.94, while its donor restricted assets amounted to \$81,682.84. Total cash was higher than the prior year and equaled \$403,596.03. Most of the Museum's cash now consists of general operating funds, due to the reduction in restricted funds as a part of the Explorer's Landing Project last fiscal year and fulfilling donor obligations for the Model train area and paying off the line of credit with Legends Bank in January 2024. The Museum's account receivable balance decreased compared to the prior year to \$70,159.45, which consists primarily of Flying High, pledges for *Second & Commerce Magazine*, group tours and remodeling the Explorer's Landing and Model Train areas. Compared to this point in the prior fiscal year, the Museum's short-term and long-term liquidity is stronger due to continued fundraising activities, grants, earned revenue, and paying off the line of credit.

Revenue for the month equaled \$156,863.87 and expenses equaled \$158,990.38, which provided a net income of -\$2,126.51. The year-to-date net income is -\$121,665.48. The year-to-date net

income is -\$212,665.48. The prior year's net income was -\$48,533.65. It is important to note there are non-cash items also affecting net income related to depreciation, in the amount of \$128,278.38. Revenue is primarily being driven by Flying High and Art in Bloom fundraising, Admissions, and Membership renewals. Overall, when compared to this point in the prior fiscal year, the Museum's financials indicate revenue growth due to fundraising events, grants, admissions, and support from the Customs House Foundation and City of Clarksville. The statement of Cash Flows shows a \$7,262.23 increase in cash compared to the end of FY 2024.

The Finance Committee approved December Financials during the January 21, 2025, meeting. Larry Richardson stated the financials stand approved as presented.

B. Executive Director – Frank Lott reported:

1. **Customs House Foundation** – Based on Year-End 2024 Investment results, the museum will receive an increase in quarterly disbursements beginning March 2025.
2. **Long-Term Giving** – Frank reported the museum should begin looking at ways to develop a program for long-term giving, estate planning and bequests.
3. **Tennessee Association of Museums** – The Marketing Team will attend the TAM conference in Knoxville, TN, in March. Shana Thornton will present on the success of Second & Commerce magazine and how it has reached audiences throughout the community.

C. Chairman's Report: Larry Richardson reported:

1. **Welcome New Board Members** – Larry welcomed new board members Amelia Magette, Jody Issacs and Armi Rhodes. The 2025 Board Member contact list presented and requested to convey changes to Vicki Parker.
2. **Revisit Strategic Plan** – Larry reminded board members as part of the plan board members should invite and help increase membership. The staff is doing an excellent job of establishing partnerships with other community organizations.

IV. Committee Reports

A. Finance Committee: No report

B. Building Committee: Frank Lott reported:

1. **TVA Uplift Program** – The project is set to begin within a few weeks.

C. Collections / Exhibits Committee: No report

D. Marketing/Membership Committee: Brendalyn Player reported: The Committee met on January 14, 2025.

1. **Membership** – The museum had 50 new members, 55 renewals in December. Total household memberships were 1,300 and total individual memberships were 2,181. Our total attendance in 2024 was 39,107. It was just shy of our 40,000 goal, but we are still reaching historically high numbers. We achieved the highest number of Eagle level members (\$1,000 donors), 46 in 2024.
2. **CHM's partnerships with local organizations and businesses add tangible and intangible value.** For example – the Bloom Project. The floral arrangements/art pieces were donated to area nursing homes and assisted living facilities.
3. **Several CHM activities and exhibits support February Black History Month and March Women's History Month.**
4. **The New Exhibits Reception is March 8**

- Upcoming Exhibits include:
- Women Artists of the West, March 4 – Apr 27
- African Americans & Labor
- Sandra Paynter Washburn – Evolving Continuum acrylic and mixed media, Feb 6–April 27
- 50 Birds of America: Prints by Richard Sloan Feb 1 – Apr 29
- 5. Spring issue of *Second & Commerce* features in progress:
 - Unbannable Library, APSU Art professor Paul Collins created massive books, 3 feet by 5 feet up to 8 feet that feature passages and themes from commonly banned and restricted books. Gained attention at the 2023 Southern Festival of books.
 - Clarksville Writers' Conference 20th Anniversary – June 4-6, 2025,
 - Women Artists of the Western Hemisphere celebrating women artists from across the country, Australia, and Canada
 - 100-Year-Old Montgomery County Farms (Eldridge and Kevin Kennedy farms)
 - Women in Sports

Upcoming Events & Outreach:

- Tiny Thai Town Event, Feb. 1, 11 am – Noon, Free but registration encouraged. Celebration in conjunction with the Thailand in Tiny Thai Town: Lifestyle in the Countryside exhibit Jan 6-March 1, in the Lobby. Event includes Games, Thai dance, and food. Over 100 registered as of last week. 190 max. attendees.
- Sundays @3, Feb. 2: Interconnection of Biodiversity and Human Well-being with Dr. Jack Sites, Jr., Maeser Professor of Biology, Brigham Young University
- Art Walk, 5-8 pm Feb 6
- Reel Stories: A Black History Film and panel discussion, Feb 8. Partnership with Black Clarksville, Black History Month, "Stamped from the beginning" Educational a compelling documentary that delves into the origins and development of racist ideas in America. Blk Clarksville provides popcorn, CHM provides the space.
- Sunday Studio w/ Sarah Spillers, Feb. 16.
- Next History on the Rocks is March 4 at Old Glory Distillery, 5:30 – 7 pm

E. Nominating Committee: No Report

F. Museum Guild Committee: Marydith Young reported:

1. **Art In Bloom** – The Sunday afternoon Event was well attended. The net profit from the event equaled \$26,153.74. Thank you to the Board, Guild and Staff for a great event. Darwin Eldridge stated a way of promoting in the future would be through ClarksvilleNow, Lee Erwin.
2. **Flying High** – Event will be August 9, 2025, at Oak Grove Racing, Gaming, & Hotel.

V. Old Business: No Report

VI. New Business: Carolyn Ferrell reported:

A. 1812 Marker on Riverside Drive

B. Tour of Homes – Great showing

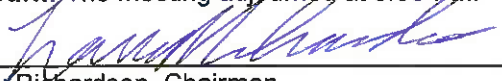
C. Preservation – Ordinance for acquiring items found on City property is being discussed.

VII. Announcements: Deanna McLaughlin spent hours at the museum Family Craft event. Great fun event.

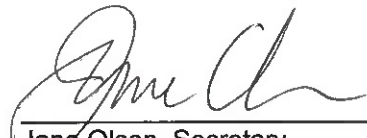
VIII. Executive Session: No Executive Session held.

2025

IX. **Adjourn:** The meeting adjourned at 5:00 PM.



Larry Richardson, Chairman



Jane Olson, Secretary