



WREN 2023 - 2024

ANNUAL REPORT



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Theme: Reaching for the Stars

Fiscal Year July 1, 2023 - June 30, 2024

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FY24 Annual Report

Theme: Reaching for the Stars

Fiscal Year July 1, 2023 - June 30, 2024



Becky Colpitts of the Littleton Food Co-op receives a check from WREN Executive Director Pam Sullivan. Funds were raised for the Littleton Food Co-op's Feed the Family program at WREN's Welcome to the Table Gallery exhibition.



From left to right: Genevieve Moberly, Zoë Ghanooni, and Julia Butterfield at WREN's Total Eclipse of the Art opening reception.



WREN vendor Amy Shinerock with her pottery.

AGENDA

- Welcome
- Call to Order – Julie A. Weisman
- Approval of minutes from Annual Meeting September 20, 2023
- Presentation of Financials
- Ratification of Robin J. Ross, Darlene Jones, and Amanda Arcone, election of Board of Directors as presented
- Vote to authorize Julia as authorized representative for grants
- Highlights from our 2023-2024 Fiscal Year
- Reaching for the Stars: 30th Campaign update and plans for the future
- Community input
- Set meeting dates for 2025



WREN Board of Directors Slate of Officers

Julie A. Weisman – Board Chair

Julie is committed to supporting women, education, and the arts. She believes in WREN’s mission and seeks to actively support the arts community and rural entrepreneurship in the North Country. She lives in Franconia and spends as much time as possible on the trails. Julie attended Dartmouth College and has the “granite of New Hampshire in her muscles and her brains.” She looks forward to using her past experiences with public school governance and her deep connection to the North Country as a member of the WREN Board.

Darlene Jones – Secretary

Darlene Jones became a full-time resident of Bethlehem after her retirement in 2021. Shortly after moving to Bethlehem, she and her husband Tim became members of WREN. They were excited about the possibilities of becoming involved in the community. That journey has not disappointed them.

Darlene has a love for the arts, from photography, to crafts, to cooking. Beginning in 1977 until 2000 she was a co-owner of Memory Lane Photography Studio specializing in portraits and weddings. For 16 years she served on the Board of Directors for the Connecticut Professional Photographers Association (CTPPA) in many different capacities. First serving as co-print chairman for two years, then moving through the offices of Second Vice President in charge of the trade show and First Vice President in charge of hiring the speakers for the CTPPA Annual Conventions. Then in 1992 Darlene was elected first woman President of the CTPPA. After her two-year term of President was complete, she assumed the role of Executive Director holding that position for the next six years. During her tenure with the CTPPA she was presented with the President’s Award for service and the prestigious National Award from the Professional Photographers of America.

Darlene also has a love for education and in 2001 became a Special Ed Paraeducator. During her time as a Paraeducator she served on the Board of Directors of the Newtown Paraeducator Association as a building representative, and the last three years prior to retirement she served as Treasurer. In 2017 she was awarded “Profiles in Professionalism” by the Newtown Board of Education. Also in 2017, she was named “Paraeducator of the Year” for her school.

After becoming a member of the “Daughters of the American Revolution” in 2014, she served as Treasurer of the Sarah Riggs Humphreys-Mary Silliman Chapter in Connecticut from 2016 until 2021. She was able to use her love for crafts with the Chapter creating Valentines for Vets and creating many gift baskets for raffles.

In 2022 Darlene became a Brakeman on the Mt. Washington Cog Railway. Besides the safety aspect of the job, she gets to interact with people from all over the world and share her knowledge of the area around the White Mountains and especially Mt. Washington.

Sharon Washwick-Francis – Treasurer

Sharon Washwick-Francis is a Bethlehem, NH resident who has a passion to see women succeed wherever their passions lie. Sharon has worked in the insurance business for over 17 years, which has in the past been dominated by men. Women were found in supporting roles but weren’t found usually at the helm. Sharon feels that you will succeed no matter who you are, your background, or even the obstacles if you stick it out and don’t quit. In 2023 Sharon opened her own agency on Main Street in Bethlehem, NH. Sharon believes that to succeed as a small business owner, one must take the time to listen to the needs and challenges of clients. She looks forward to helping others achieve and be appropriately covered so as never to have a loss that negatively impacts the goals of her small business clients. Sharon has held roles and volunteered in multiple non-profit organizations and committees. She and her husband, the pastor of a local church, believe in helping the community in impactful ways. Sharon enjoys being a part of WREN’s



WREN FY 2024 Slate of Officers (cont.)

community of women who succeed, grow, and achieve their dreams. Sharon is married with three children and enjoys spending time with family and in the beautiful nature the North Country provides.

Rebecca Fullerton

Rebecca is a landscape painter and has served as Archivist for the Appalachian Mountain Club since 2005. In 2018, she returned to New Hampshire after many years in Boston, choosing Bethlehem in part because of the vibrant arts community in the area. Living in the North Country, she has dedicated her art practice to depicting the White Mountains in oils and watercolor. She has a deep love of mountain history and conservation, hiking, trail running and kayaking.

Christa Hollingsworth

Christa Hollingsworth is a development professional with more than ten years of experience in higher education and the arts. She works in the Advancement office at Plymouth State University, where she supports the administration to achieve multi-million dollar campaign fundraising goals and manages donor stewardship processes for the school's 2,000+ donors each year. Before joining PSU in 2017, she was Managing Director for the North Country Center for the Arts, a non-profit performing arts center in Lincoln, NH. Christa lives in Franconia and is passionate about raising funds for valued community non-profit organizations like WREN.

Robin J. Ross

Robin Ross, originally from New Jersey, worked and raised her family with her husband in the Boston area. In her career as the president of a social service provider agency that contracted with the Commonwealth of MA, she worked to support the lives of adults living with physical and mental challenges. As an employer, business owner and state contractor she experienced the kinds of challenges that engendered an understanding of opportunity, bureaucracy, compromise, and accountability. Growing up with a mother who was an art instructor and painted and showed professionally, a father who ultimately pursued his love of theater, and multiple artist and architect family members, she has a rich background in creative arts, particularly in the visual arts. She is working on getting back into the studio herself, but mostly you can find her in the woods appreciating the art of nature with her funny and furry trail companion.

Amanda Arcone

Amanda lives in Franconia, NH, and is an interior designer. She owns her own design studio, window treatment, and furnishings boutique in Lincoln, NH. She has been an advocate for supporting women since the very beginning of her career, where she was mentored and saw the value of giving back to help others succeed. Those relationships of strong support help build us all up, and she strongly believes in collaboration over competition in supporting one another. Amanda is originally from Kentucky but married an NH guy, and while she complains about the cold and gray winters, she can't imagine living anywhere else; the North Country is a magical place.



FY24 Annual Report Grants & Fundraising July 1, 2023 - June 30, 2024

Grants

Total: \$163,791

CDBG Program..... \$75,500
Technical Assistance and Training for 25 Participants

Granite United Way \$5,000
For Women’s Work Initiative

The Madelaine G. von Weber Charitable Trust \$5,791
For 2 new computers

NH State Council on the Arts Public Value Partnership \$15,000
2-year award for Operating Support

NH Charitable Foundation \$10,000
Unrestricted Grant - 3 year award

NH Charitable Foundation’s Melinda Richmond Fund \$25,000
For Operating Support

NH Charitable Foundation’s Neil & Louise Tillotson Fund \$25,000
For Operating Support

Reach for the Stars 30th Anniversary Campaign

Total: \$12,408

NH Gives - Annual 24 Hours of Giving \$6,208
Donations..... \$3,708

NH Charitable Foundation’s Westmeadow Fund \$2,500

30th Campaign Donations \$6,200

THANK YOU FOR YOUR SUPPORT!

Grant writing and support provided by Ginnie Lupi Consulting



WREN Staff and Technical Assistance Providers

July 1, 2023 - June 30, 2024



WREN staff, from left to right: Kristine Lingle, Julia B. Webb, and Katie A. Burgess.

Staff

- Julia B. Webb
Executive Director
- Katie A. Burgess
Operations Manager
- Kristine Lingle
Sales Associate
- Zoë Ghanooni
Sales Associate

Instructors and Technical Assistance Providers

- Caryn Clark
- Ann Fielder
- Rebecca M. Fullerton
- Douglas Masury
- Scarlett Moberly
- Lauren Moniz
- Emma Mary Murray
- Tara Quillinan
- Christine Reilly
- Mary Secor
- Lori Silva
- Pamela Sullivan
- Julia B. Webb
- Julia White

Sponsors

- The Adair Country Inn & Restaurant
- Eversource
- New England Home & Interiors
- Rossi Import
- Sullivan Creative
- Voyage Blue Travel LLC

Volunteers

- Nate Alberts
- Doug Arion
- Carl Bretton
- Ellen Chandler
- Caryn Clark
- Rebecca M. Fullerton
- Darlene Jones
- Tim Jones
- Jane McGrath
- Mary Secor
- Doug Weisman
- Julie A. Weisman

THANK YOU

Please let us know if we have missed anyone so we can recognize them.



FY24 Donors

July 1, 2023 - June 30, 2024

Eileen Alexander
Fred & Jan Apple
Leslie Apple
Amanda Arcone
Badger Peabody & Smith Realty
James & Charise Baker
Bethlehem Country Club
Tina Betley
Laurie Boswell
Joan Bratz
Gail Breslow
Deborah Brown
Beth Buvarsky
Albert & Marjorie Carlisle
Timothy & Biruta Carr
Susan Ide Caswell
Ilja Chapman
Philip R. Chase Jr.
Nora Clark
Jane Cloran
Lorna Colquhoun
Margaret J. Connors
Eugene & Gay Crowley
Carol Cunningham
Grant & Minnie Cushing
Mary Catherine DeRosa
Leslie & Alice Dreier
Teresa Ekasala
Jane Erickson & Gay Everman
Jody Flescher
Susan Ford
Linda Frank
Rebecca M. Fullerton
Laura Giveen
Lucy Golden
Linda Gray
Jess Griffiths
Melanie Hamilton
Katya Henderson
Priscilla Hindley

Christa Hollingsworth
Rita Holmes
Stephen & Elizabeth Horan
Housewright Construction, Inc.
Mary Lynne Johnson
Tim & Darlene Jones
Penny Keeler
Kathleen Lovett & Ned Densmore
Judy Lukasik
Ginnie Lupi
Douglas Masury
Karen Matthews
Juliedele K. McFarlane
Scott & Jane McGrath
Warren Miller
Marilyn Monsein
Linda Moore
Ken & Irene Mosedale
Mary Murray
Tami Nason
John & Tracy Neeson
Beth Newhouse
Brenna Nicely
Molly O'Brien
Kathleen ODell
Kristina Olsen
Rachel O'Meara
Omni Mount Washington
Tom Simpson and Rosalind Page
Diane Louise Paul
Celeste Pitts
Mike Platt
John & Mary Polaski
Christine Popovich
James Price
Ellen Pritham
Eric & Lori Raichle
Virginia Raichle
Ron & Peg Ramback
Lewis Redding

Len & Joan Reed
Eileen Regen
Vanessa Robbins
Robin J. Ross
Rossi Import
Michelle Sauque
Dr. & Mrs. John Sauter
Jennifer Schubert
Caitlin Sheehan
Barb Shuchman
Kathy Shuster
Lori Silva
Kelly Slater
Maggie Starr
Amy Sterndale
Jodie Stowe
Pamela Sullivan
Sullivan Creative
Linda Tase
Yusi Turell
Valentina Tyrina
John Vail
Robin Van Diepenbos
Sheila Vaughan
Voyage Blue Travel LLC
Nancy Wallace
Deborah J. Warner
Sharon Washwick-Francis
Julia B. Webb
Eliot & Barbra Weisman
Douglas & Julie A. Weisman
Wendy Wells
Laura Wernick
BJ & Katie Williams
Charles Woodhouse
Natalie Woodroffe



FY24 Members

July 1, 2023 - June 30, 2024

Debbie Aldrich
Eileen Alexander
Jamie Allore
Jan Apple
Fred Apple
Liz Apple
Amanda Arcone
Susan Argetsinger
Janie Arquitt
Amy Bahr
Janice Balog
Deborah Bassett
Michelle Beaudin
Cathy Bedor
Casey Bonilla
Teri Bordenave
Marianne Borowski
Bill Bradley
Brian Bresnahan
Claire Brett
David Brewer
Jill Brewer
Karen Bronson
Stephanie Brousseau
Deborah Brown
Katie A. Burgess
Amanda Burrows
Beth Buvarsky
Jackie Cantin
Bruce Caplain
Marjorie Carlisle
Nanci Carney
Maria Chamberlain
Robert Chapla
Ilja Chapman
Philip R. Chase Jr.
Samantha Christensen
Caryn Clark
Angela Cleveland
Elizabeth O. Cleveland
Miya Cline

Victoria Cole
Lorna Colquhoun
Angela Connelly
Suzanne Connor
Margaret J. Connors
Jeffrey Cooper
Sally Cornwell
Kathie Cote
Katie Van Cura
Katy Curnyn
Minnie Cushing
Fiona Davis
Mary Catherine DeRosa
Scott Dickison
Jennifer Downing
Elise Drake
Elaine D. Easton
Dianne Eno
Deborah Fairchild
Elaine Farmer
Ellen Fisch
Jody Flescher
Marguerite Fletcher
Jessica Fligg
Lydia Forster
Jeanette Fournier
Mary Fowler
Linda Frank
Elizabeth Fraser
Helen Friedman
Rebecca M. Fullerton
Linda Gaitskill
Margaret Gale
Melissa Gareau-St. Laurent
Doug Garfield
Miranda Gatewood
Andrea Gendron
Laura Giveen
James Gleason
Lucy Golden
Kate Goldsborough

Gail Gorrow
Linda Gray
Paul Greenlaw
Douglas Grella
Alicia Groom
Mason Grugnale
Vonne Grunza
Melanie Hamilton
Joan Hannah
Daryl Hawk
Janet Hill
Wendy Hills
Richard Hindersinn
Margaret Hobbs
Christa Hollingsworth
Sarah Jackson
Michele Johnsen
Brenda Johnson
Carol Johnson-Haywood
Darlene Jones
Tim Jones
Jacki Katzman
Matthew Keating
Karen Keazirian
Kitty Kerner
Jade King
Jennifer Kovach
Mary Lou Krambeer
Sally Labbay
Deborah Lane
Emilie Langford
Kathleen Lewis
Andrea Libby
Kristine Lingle
Jessica Lipman
Megan Littlehale
Jim and Andrea Lorette
Hanna Lucy
Judy Lukasik
Beau Madden
Valery Mahuchy



FY24 Members (cont.) July 1, 2023 - June 30, 2024

Alli Mason
Douglas Masury
Jean Matray
Karen Matthews
Lisa McCoy
Linda McDermott
Michelle McElroy
Annetta McGinnis
Jane McGrath
Barbara Smith McLaughlin
Gail McWilliam Jellie
Preeti Mehta
Genevieve Moberly
Danielle Mock
Marilyn Monsein
Robert Moore
Dianne Taylor Moore
Andrew Moran
Tami Mousseau
Kyle Newton
Brenna Nicely
Alyssa Noone
Joanne Noren
Maira North
Ann Nygard
Leslie O'Brien
Gregory Odell
Kathleen ODell
Marianne O'Loughlin
Kristina Olsen
Rachel O'Meara
Jodi Ovens
Madison Packard
Nadia Pagnotti
Li Parsons
Marcia Passos
Diane Louise Paul
Beth Perlo
Kathy Perry
Nancy Phillips
Celeste Pitts

Monica Plante
Mike Platt
Stephanie Potter
Louis Pulzetti
Tara Quillinan
Kimberly Quinn-Jones
Robin Ramback
Ron Ramback
Kenzie Raulin
Christine Reilly
Elaine Rentz
Susan Retz
Kathryn Lownds-Reynolds
Evelyn Richer
Wes Ripple
Julie Robinson
Randy Roos
Sarah Rosedahl
Robin Ross
Moocho Salomon
Ronnie Sandler
Michael Scanlon
Nancy Schade
Mary Secor
Marghie Seymour
Laura Sheers
Amy Shinerock
Barb Shuchman
Kathy Shuster
Lori Silva
Debra Simon
Beth Simon
Kelly Slater
Patti King-Slavtcheff
Sonya Smith
Pamela Smith
Donna J. Stalaboin
Maggie Starr
Lee Stebbins
Kim Stockwell
Jodie Stowe

Loretta Stride
Annie Stuart
Pamela Sullivan
Sally Syren
Pamela Tarbell
Gisele Thompson
Karen Thorson
Kristine Timm
Clayton Titus
Juliana Twomey
Valentina Tyrina
John Vail
Robin Van Diepenbos
Christina Van Pelt
Kate Vaughan
Nancy Wallace
Jeanette Ware
Deborah J. Warner
Sharon Washwick-Francis
Bernadette Waystack
Julia B. Webb
Don Weisburger
Julie A. Weisman
Doug Weisman
Ruth Weisman
Donna Welch
Wendy Wells
Jean White
Chris Whiton
Miriam Wiggin
Gina Williams
Gretchen Woodman
Natalie Woodroffe
Meggen Wright
Na'ama Yacoby
Anna Yakubovskaya
Rhianna Zadravec



WREN's FY24 Year in Review

July 1, 2023 - June 30, 2024



From left to right: NH SCORE advisor Terry Zysk, NH SBA Deputy District Director Rachel Roderick, NH SBA District Director Amy Bassett, WREN Executive Director Pamela Sullivan, NH SBA Business Development Specialist Theresa Pinto, NH SBA Economic Development Specialist Miguel Morales, and WREN Assistant Director Scarlett Moberly at the Women's Empowerment Summit.



From left to right: Elle MacFadden, Santiago Juarez-Wiley, Sam Bailey, Hazel Yarosh, White Mountain School art teacher Christine Reilly, and WREN Executive Director Pam Sullivan at the opening of Hullabaloo at The Gallery at WREN.



Daniel Strahler shows off his stained glass projects created during a Wings workshop at the White Mountain School.

In FY24, WREN was proud to strengthen our community connections, and to cultivate new partnerships with community organizations.

We enjoyed a meaningful partnership with the White Mountain School Arts Department. WMS Advanced Art seniors developed and hung a gallery show of their work in the Gallery at WREN, and WMS hosted WREN's winter Wings workshop series. Instructors for the winter series included WMS faculty and volunteers, WREN staff and volunteers, and special guest instructor Lori Silva of the Littleton Studio School.

2023-2024 Fiscal Year Highlights:

- Hosted in-person one-on-one photography sessions
- Hosted a virtual workshop on developing reels for Instagram
- Partnered with the US Small Business Administration NH District Office to present a half-day Women's Empowerment Summit and an all-day Small Business Empowerment Summit
- Participated in Christmas in Bethlehem and coordinated the Holiday Fair at the Adair
- Participated in Bethlehem Summerfest
- Hosted a summer series of Wings workshops at WREN and a winter series with guest instructors at WMS
- Hosted 6 full exhibitions and two pop-up exhibitions in our Gallery
- Continued to participate in the New Hampshire State Council on the Arts' Public Value Partnership cohort meetings
- Helped to organize and participated in the North Country Arts Collaborative Community Input and Strategic Planning sessions
- WREN's Operations Manager was selected to instruct a zine-making workshop at the New Hampshire State Council on the Arts Partnership Conference, *Woven: Gathering at the Intersections*



WREN's FY24 Financials

July 1, 2023 - June 30, 2024

WREN Operating Budget

Income	FY 2024	FY2023
Total Contributed Income <i>Grant Income and Donations</i>	\$204,612.55	\$154,408.38
Total Earned Income <i>Store & Gallery Sales, Membership Dues, Classes, Rent, Event Income</i>	\$259,669.26	\$233,461.28
Other Income <i>Postage Reimbursement, Interest, Insurance Payment</i>	\$1,777.27	\$482.08
Total Income	\$466,059.08	\$388,351.74

Expense	FY 2024	FY2023
Human Resources	\$205,554.92	\$202,008.93
Program and Administrative Expenses	\$190,437.14	\$180,178.25
Building, Grounds & Equipment	\$24,058.95	\$19,577.97
Total Expense	\$420,051.01	\$401,765.15
Net Operating Income	\$46,008.07	\$(13,413.41)

Other Income	FY 2024	FY2023
Direct Grants	-	\$11,965.96
Other Income (NH Gives)	-	\$1,750.00
Prior Year Adjustments	\$(389.06)	-
Total Other Income	\$(389.06)	\$13,715.96

Other Expense	FY 2024	FY2023
Depreciation and Amortization	\$7,292.00	\$22,572.00
Direct Grant Recipients	-	\$11,965.96
Other Expense (NH Gives)	-	\$750.00
Total Other Expense	\$7,292.00	\$35,287.96
Net Income	\$38,327.01	\$(34,985.41)

Financial advising and 990 preparation is done by James J. Sherry, CPA



WREN's FY24 Financials

July 1, 2023 - June 30, 2024

WREN Statement of Financial Position

Assets	FY 2024	FY2023
Current Inventory (Held)	\$4,147.13	\$4,645.41
Current Assets	\$119,093.79	\$79,583.65
Fixed Assets	\$120,826.40	\$107,437.47
Total Assets	\$244,067.32	\$191,666.53

Liabilites & Equity	FY 2024	FY2023
Consignment Payable	-	-
Other Liabilites	\$1,669.00	\$1,197.75
Total Liabilities	\$1,669.00	\$1,197.75

Equity	FY 2024	FY2023
Assets with Donor Restrictions	\$16,100.00	\$15,000.00
Assets without Donor Restrictions	\$187,971.31	\$214,899.15
Net Income	\$38,327.01	\$(34,985.41)
Total Equity	\$244,067.32	\$194,913.74

Financial advising and 990 preparation is done by James J. Sherry, CPA



Annual Meeting Minutes

September 20, 2023

Board Members Attending: *Rebecca Fullerton, Christa Hollingsworth, Marie Knight, Sharon Washwick-Francis, Julie Weisman*

Staff Attending: *Julia Butterfield, Genevieve Moberly, Scarlett Moberly, Pam Sullivan*

Guests Attending: *Natalie Woodroffe, Wendy Wells and her friend, Elaine Rentz*

Welcome

Julie Weisman, Chair

Julie Weisman thanked everyone for attending and called the meeting to order at 6:30 p.m.

2022 Annual Meeting Minutes

Pam Sullivan, Executive Director

Pam Sullivan reviewed the minutes from the 2022 Annual Meeting.

Marie Knight made a motion to accept the minutes as presented. Sharon Washwick-Francis seconded.

The minutes from the 2022 Annual Meeting were approved.

New Board Members Ratified

Julie Weisman, Chair

Christa Hollingsworth, a giving officer at Plymouth State University, joined the Board in February 2023. She brings fundraising experience and concepts to share with the staff. Christa Hollingsworth was ratified as a Board member.

Sharon Washwick-Francis from Washwick Insurance joined the Board in August 2023. She has already helped us with reviewing and selecting an insurance package. Julie Weisman made a motion to ratify Sharon Washwick-Francis to the Board of Directors. Rebecca Fullerton seconded. Sharon Washwick-Francis was ratified to the Board.

Highlights from 2023 Fiscal Year

Pam Sullivan, Executive Director

Wings 2.0

Julia Butterfield, Operations Manager & Wings 2.0 Coordinator

- The WINGS program began in 1995. The acronym stood for Women Invested in Nurturing Girls Success.
- The program provided lots of good experiences with women role models, trips to Boston, and workshops around writing, art, etc. Julia's mother was one of the original WREN members and Julia attended these workshops as a child.
- Over February 2023 winter break, WREN relaunched the program with a 'zine workshop and followed up with well-attended arts and crafts workshops over the summer. Another series of 'zine workshops is upcoming. We are always looking for new instructors!
- Today's program, Wings 2.0, is open to all genders.
- Julia will be presenting to the NH State Council for the Arts in October about the Wings 2.0 program.



Annual Meeting Minutes (cont.) September 20, 2023

Women's Empowerment Summit on September 26, 2023

- WREN is partnering with the NH Small Business Association to provide this full-day workshop. Today we have 30+ registrants!
- We are looking for more opportunities to provide similar programming. It will be important for WREN to expand our reach to non-members.

Additional Highlights:

- Six gallery exhibitions, one additional exhibition over last year.
- Offered several one-day workshops, many of which are media-related. For example: How to integrate photography and today's technology with your art/business.
- Received \$102,073 in grant funding in FY2023!
- Genevieve Moberly and Scarlett Moberly do a great job with our social media and email communications!
- WREN has increased our staffing capacity. We now have four full-time staff members, two additional employees over last year.
- We hosted a wonderful Midsummer Night's fundraising event at Julie and Doug Wesiman's home in July.

Financial Update

Pam Sullivan, Executive Director

Recent Board Treasurer Judy Ratzel has worked with the staff to monitor and project the budget. Judy has recently stepped down from her position on the Board.

We anticipate our income in FY2024 will be about the same as FY2023. We anticipate increased expenses due to additional staff.

WREN is working with a great accountant!

We have decided to no longer count consigned artwork as assets and liabilities on the balance sheet.

- Marie Knight asked about covering WREN for insurance.
- Sharon Washwick-Francis explained that WREN needs receipts and/or appraisals in order to maintain insurance over artwork in the gallery.
- Natalie Woodrooffe suggested talking to Beth Simon about how the League of NH Craftsmen handles insurance issues.
- Sharon and Pam will continue the discussion, because the books need to line up with the insurance policies.

Conversation about change in amount of funding for Direct Grants. WREN will work with the Grafton Regional Development Corporation (GRDC) to help distribute funds. WREN will have \$30,000 to disburse as grant awards up to \$5,000 each in the upcoming fiscal year. Direct grants provide great stories for communications and the annual appeal.



Annual Meeting Minutes (cont.) September 20, 2023

The NH Community Development Finance Authority (CDFA) is offering operating funding in addition to direct grants to help support the distributing organizations, like WREN. We will have more funds available to us in FY2024!

Natalie Woodroffe offered to work with the staff to apply to national funders like the Association for Enterprise Opportunity, Kellogg Foundation, Mott Foundation, etc. She thinks it is great timing to go back to WREN's first funders in advance of our 30th anniversary. Pam says yes please and thank you! We need operational funding. If we have a slow month, it gets nerve-wracking. We don't have a rainy-day fund. United Way is changing their processes to award funds more quickly and frequently. The NH Charitable Foundation intends to award more operational funding.

The Sky's the Limit 30th Anniversary Campaign

1. Building renovations – Establish a Media Center in the basement and fix the floor in the Gallery to a single-level wood floor that will be wheelchair accessible. Additional panels and lighting.
2. Pocket Park – Drainage, ADA leveling
3. WREN Fund – Operational funding

The Northern Border Regional Commission (NBRC) has offered a matching grant of \$68,000 for this campaign. We have raised \$27,000 to date toward the match and are waiting for more information on a deadline for when the match needs to be raised. A Congressional grant of \$72,000 has been approved but depends on the budget passing. We may be able to use part of this grant toward the match.

Natalie Woodroffe expressed admiration for the staff in getting through hard times to grow the organization. Julie Weisman commends the staff for being able to ride the waves. WREN remains unique in the field of microenterprise, and the staff has reinforced and expanded those programs.

There is no competitor in the field with the inter-generational story like WREN. It is very compelling to funders. We want to make sure we are focusing on our niche, because there are other economic development organizations in the area.

WREN is partnering with the Littleton Food Co-op and Rossi Wines for an upcoming gallery opening, proceeds to support Feed the Families. This winter, WREN will donate \$10 from every gallery sale to Feed the Families and another local organization addressing hunger, TBD. We have a great partnership with the Littleton Food Co-op to help amplify our message. Natalie Woodroffe suggests using time at the Littleton Food Co-op over WREN's 30th Anniversary year to grow membership by 30%.

Conversation re: online store as a passive marketing opportunity. Over 400 items in the online store, but only around ten sales in the past year. It does not generate sales worth the time to manage it. We generate interest in in-person sales with social media posts on the artist and their work.

Sharon Washwick-Francis made a motion to conclude the meeting, Julie Weisman seconded. Meeting concluded at 7:30 p.m.

Minutes submitted by Christa Hollingsworth.