

**ART GALLERY OF NORTHUMBERLAND
2020 Draft Budget**

| | Note | |
|--------------------------------|------|-----------------------|
| Revenue | | |
| Municipal Grants | 1 | 250,000 |
| Provincial Grants | 2 | 70,000 |
| Federal Grants | 3 | 12,000 |
| Miscellaneous Grants | 4 | 10,000 |
| Sponsorships | 5 | 5,000 |
| Donations | 6 | 15,000 |
| AGN Services/Fundraising | 7 | 10,000 |
| The Shop on 3 Commission | 8 | 5,000 |
| Membership Fees | 9 | 8,000 |
| Education Programs | 10 | 5,000 |
| Interest and Other Income | 11 | 5,000 |
| | | <u>395,000</u> |
| Expense | | |
| Salaries and Benefits | 12 | 144,160 |
| Office and Sundry | 13 | 10,000 |
| Furniture and Equipment | 14 | 7,500 |
| Rent | 15 | 45,000 |
| Insurance | 16 | 8,000 |
| Security Charges | 17 | 9,000 |
| Repairs and Maintenance | 18 | 42,500 |
| Bank and Merchant Fees | 19 | 4,500 |
| Marketing and Communications | 20 | 7,000 |
| Membership Association Fees | 21 | 2,000 |
| Professional Fees | 22 | 40,000 |
| Permanent Collection | 23 | 5,000 |
| Exhibitions | 24 | 51,000 |
| AGN Services/Fundraising | 25 | 5,000 |
| Education Programs. | 26 | 5,000 |
| Special Initiatives | 27 | 4,340 |
| | | <u>390,000</u> |
| Revenue in excess of expenses | | 5,000 |
| NET INCOME FOR THE YEAR | | <u><u>5,000</u></u> |
| ACCUMULATED DEFICIT | | |
| Beginning of year | | -17,250 |
| Net income for the year | | 5,000 |
| End of year | | <u><u>-12,250</u></u> |

ART GALLERY OF NORTHUMBERLAND

2020 Draft Budget

REVENUE: Notes and Assumptions

- 1 Municipal: Request \$250,000 from the Town of Cobourg
- 2 Provincial: Apply for exhibition grant. We have been encouraged by Ontario Arts Council to apply \$15,000; Apply for a Ontario Trillium Foundation (OTF) to support art education programs \$55,000. Our pilot projects have demonstrated the need.
- 3 Federal: Apply for 2 summer students; both pursuing studies in Fine Art or Education
- 4 Miscellaneous Grants: Identify and Apply Northumberland County and municipal funding opportunities; Apply to the Elizabeth L. Gordon Art Program through the Ontario Arts Foundation (OAF)
- 5 Sponsorships receive advertisement in return for donation.
- 6 Donations are gifts received in kind or cash and donor is given a tax receipt.
- 7 AGN Services: Rental facilities Program; Fundraising: AGN Spotlight Series II; AGN Art Bus
- 8 The Shop on 3: Commission (there is no expense line, all expenses to operate shop are nominal and charge to office supplies)
- 9 Membership Fees: funds earned through membership to the AGN, new or renewl; Corporate Memberships launch
- 10 Education Programs: no increase in revenue due to determine optimization of programs and staffing (stabilizing the business)
- 11 Interest and other income: OAF interest; donation box.

EXPENSES: Notes and Assumptions

- 12 Salaries and Benefits: 2 Full time employees: Executive Director: 71,400; Collections Manager: 30,600 reflects a recommended 2% inflation increase; 2 Part time employees: Education and Community Engagement Co-ordinator: 20,160; Communications: 12,000; Visitor Services: 6,700; Students: 3,300
- 13 Office and Sundry: Office supplies, postage, miscellaneous cards, gifts; meeting expenses.
- 14 Furniture and Equipment: Reception chairs and museum stools
- 15 Rent: exchange of cheques with Town of Cobourg.
- 16 Insurance: Art/Liability/Directors and Officers
- 17 Security Charges: Paid to the Town of Cobourg: weekend and evenings
- 18 Repairs and Maintenance: Replacement of the Floor: \$40,000; Cleaning contract: \$2,500
- 19 Bank and Merchant fees: Royal Bank; TD ; VISA/MasterCard/Debit Terminal
- 20 Marketing and Communications: recommended Executive Director Cell Phone: \$1,200; Social Media; Ads; Print: \$5,800
- 21 Membership Association Fees: OAAG; CMA; Chamber of Commerce
- 22 Professional Fees: Audit \$7,000 + Accounting \$9,000 + Strategic Planning Session \$24,000
- 23 Permanent Collection: Purchase of 2 Hygrothermograph (instrument that measures temperature and relative humidity simultaneously onto a single chart)
- 24 Exhibitions: 6 Exhibitions in Main Gallery: \$30,000 (\$5,000 per show); 6 Exhibitions in PC Gallery: \$21,000 (\$3,500 per show) Includes Installation fees; Transportation fees, Artists fees, Curatorial fees, Publication and Research fees, Opening Reception fees, Performance fees.
- 25 AGN Services / Fundraising: expenses related to services or fundraising activities
- 26 Education Programs: supplies to deliver programs
- 27 Special Initiatives: 60th Anniversary Celebrations

OC Budget NOTES:

Budget reflects 63% Town of Cobourg; 37% AGN earned revenue;

37% AGN Earned revenue: 64% Grants; 36% Other

Budget shows a \$5,000 surplus to reduce the accumulated deficit.

Restricted funds: Donation of \$20,000 is pending for a 60th Anniversary publication: these funds will be received in 2019 and deferred to 2020

Restricted funds: Donation of \$35,000 is pending for Ronnie Kaplansky Exhibition: we have received \$25,000, to be deferred to 2020.