

**FY2008 Comparison to FY 2006  
and Proposed Budget for FY 2009**

**2010-2011**

**Detail of the Risk and Opportunities**

Budget Categories	2007 4/30/07	2008 4/30/08	2009 4/30/08	2011 2010			Difference 2008 vs. Proposed	Proposed Budget 160 EB
				Downside	4/30/09	Upside		
<b>INCOME</b>								
Income								
I. Gifts & Grants								
1. Designated Purpose Gifts and Grants								
a. Art Shows								
Other art shows	168	-	-	500	1628	700	- 100%	1,500
Piccolo Juried Show	200	-	-		2,925.00		2,925 100%	3,000
Signature Juried	300	-	200		420		220 100%	500
c. Community Projects								
Grants			10,000	1,000	8,000	6,000	- 100%	9,100
Carter Memorial	-	775	-				- 100%	-
Special Education Arts Show(VSA)	2,000	-	840				(840) 100%	-
Sponsors for Art Shows	-	2,500	1,000	1,000		2,000	(1,000) 100%	-
Sponsors for Photography Shows	-	1,000					- 100%	-
d. Ed retirement	680	-	-				- 100%	-
<b>Total Designated Gifts</b>	<b>3,348</b>	<b>4,275</b>	<b>12,040</b>	<b>2,500</b>	<b>12,973</b>	<b>10,700</b>	<b>933</b>	<b>14,100</b>
2. Undesignated								
Membership Dues	21,465	26,145	23,273	22,500	23,795	33,750	522 115%	25,425
Grants	3,628	1,915	4,185	500	3,188	2,000	(997) 100%	1,500
Patrons	9,026	5,818	3,360	3,000	3,685	9,000	325 100%	4,000
Publication Sponsors	3,967	4,074	1,816	3,000	165	5,000	(1,651) 100%	2,000
<b>Total Undesignated Gifts</b>	<b>38,086</b>	<b>37,952</b>	<b>32,634</b>	<b>29,000</b>	<b>30,833</b>	<b>49,750</b>	<b>(1,801)</b>	<b>32,925</b>
<b>I. Total Gifts &amp; Grants</b>	<b>41,434</b>	<b>42,227</b>	<b>44,674</b>	<b>31,500</b>	<b>43,806</b>	<b>49,750</b>	<b>(868)</b>	<b>47,025</b>
II. Program Services								
1. Art Show Fees								
Members show	3,195	2,766	2,510	3,000	2,685	3,400	175 100%	3,200
Holiday Show & Other	-	3,101	10,900	3,800		4,200	(10,900) 100%	
Piccolo Juried	4,980	-	3,400		1,300		(2,100) 100%	2,000
Sidewalk	630	595	700	600	420	600	(280) 100%	600
Signature	4,086	2,580	650	3,800	2,965	4,200	2,315 100%	3,500
Fundraising Show	-	18,840	3,319	2,000	600	6,000	(2,719) 100%	600
Two Photography Competitions	3,870	680	-	1,500	0	1,500	- 100%	
<b>1. Total Art Show Fees</b>	<b>16,761</b>	<b>9,722</b>	<b>18,160</b>	<b>14,700</b>	<b>7,970</b>	<b>19,900</b>	<b>(10,190)</b>	<b>9,900</b>
2. Artist Programs (meetings, Easel, Directory.)								
Fundraising	-	-	1		3,117		3,116 100%	-

Calendar					2,251					
Other Income:II Program services					680					
Total Fundraising					2,931					
3. Classes&Workshops	10,118	14,805	24,535	21,000	31,490	30,000	6,955	110%		35,000
4. Gallery							-			
Art sales from Gallery	24,784	24,044	23,036	12,000		25,200	35,549	140%		65,000
Gallery members fee payments	15,012	16,631	15,340	13,500	68,495	22,500	53,155	Adj		68,500
Studio Rental										
Gallery Promotions	373	2,256	1,307		5,038		3,731	0%		5,000
Other Income					5,100					5,000
TOTAL 4. Gallery	40,169	42,931	39,683	25,500	137,218	47,700	97,535			143,500
TOTAL II. Program Services	67,048	86,298	85,697	61,200	179,795	97,600	94,098			188,400
III. Investment Income	494	400	309	300	400	500	91	100%		400
TOTAL Income	108,976	128,925	130,680	93,000	224,001	147,850	93,321			235,825

#### EXPENSES

Occupancy Costs										
Other Utilities	3,412	4,887	4,786	3,500	8,091,29	4,500	#VALUE!	125%		8,300
Rent Depositit 160 East Bay At,					5,100					
Rent	22,017	20,290	20,816	22,050	51,751	22,050	30,935	Adj		63,600
RepairMaintain			-	100	0	800	-	100%		
Security System	436	638	481	450	121	450	(360)	100%		450
Total Occupancy Costs	25,864	25,815	26,084	26,100	56,972	27,800	30,888			72,350

#### Postage & Shipping

1. Art Shows	111	100	-	200	200	200	200	100%		200
2. Artist Programs	1,440	1,478	760	1,450	608	1,800	(152)	100%		800
4. Community Projects	3	3	-				-	100%		-
5. Gallery	263	393	757	300	1,179	300	422	150%		800
6. Other Postage & Shipping	594	2	329	600	133	600	(196)	150%		500
TOTAL Postage & Shipping	2,411	1,976	1,846	2,550	2,120	2,900	275			2,300

#### Printing & Publications

1. Art Shows										
Members	67	75	56	100	100	100	44	100%		100
Other	793	143	765	500	500	500	(265)	100%		500
Piccolo Juried	-	162	8	0	137	0	129	100%		-
Sidewalk	96	51	56	100	100	100	44	100%		100
Signature	87	49	23	100	25	600	2	100%		450
Total Art Shows	1,043	480	908	800	862	1,300	(46)			1,150

2. Artist Programs	4,260	6,719	5,382	4,100	1,705	7,000	(3,677)	60%		2,000
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#### 4. Community Projects

Carter Memorial								100%	-
HiSch&Scholship	71	-	-	50	50	50	50	100%	50
VSA			58	50	37	50	(21)	100%	50
TOTAL 4. Community Proj.	71	-	58	100	87	100	29		100
5. Gallery			1,141		100		(1,041)	100%	300
6. Other Printing & Publications	786	-	-	800	1,878	800	1,878	125%	1,000
Total Printing & Publications	6,159	7,199	7,489	5,800	4,632	9,200	(2,857)		4,550
Professional Fees	135	225	135	250	250	250	115	100%	250
Program Services & G&A									
1. Art Shows									
Members	1,806	2,409	1,999	1,800	2,491	2,000	492	100%	1,900
Other art shows	2,599	13	8,447	2,600	2,002	2,800	(6,445)	100%	2,700
Piccolo Juried	2,380	2,178	-		3,185		3,185	100%	-
Sidewalk	377	-	235	350	450	550	215	100%	450
Fundraising		10,491	-	2,000	3,000	4,000	3,000	100%	2,600
Two photography shows	-	4,141	-	1,000	1,200	1,400	1,200	100%	1,500
Signature	4,443	203	3,331	4,000	2,081	5,000	(1,250)	100%	4,500
Total Art Shows	11,606	19,435	14,013	11,750	14,409	15,750	397		13,650
2. Artist Programs	2,059	1,000	2,026	2,000	811	4,000	(1,215)	100%	2,500
3. Classes and Workshops	8,242	9,660	19,559	18,000	17,125	20,000	(2,434)	100%	19,000
4. Community Projects									
Alzheimers	43	595	15	100	228	100	213	100%	100
High School Show Prize Money	1,222	1,259	1,361	1,250	5	1,250	(1,356)	100%	1,250
HighSchoolMisc							-	100%	-
Other community projects			250		732		482	100%	-
Scholarships	3,000	2,000	2,000	3,000	2,000	3,000	-	100%	2,000
VSA	1,900	2,560	2,367	2,000	2,055	2,000	(312)	100%	2,000
Total Community Projects	6,164	6,414	5,993	6,350	5,020	6,350	(973)		5,350
5. Gallery Expenses									
Advertising	1,907	3,241	2,047	2,000	1,948	2,000	(99)	200%	4,000
Gallery Equipment & Fixtures	174	352	231	200	6,163	400	5,932	200%	400
Gallery Supplies & Services	1,664	2,502	2,497	1,800	8,929	1,800	6,432	150%	2,600
Gallery Move					5,000				
Payments to artists	14,317	22,474	16,514	9,600	43,546	20,160	27,032	Adj	55,250
Entertainment									1,200
Total Gallery Expenses	18,060	28,569	21,290	13,600	65,586	24,360	44,296		63,450
6. General & Administrative									
Banking charges	152	327	228	350	1,255	350	1,027	100%	1,400
Credit Card Fees	1,065	1,100	719	800	2,360	1,000	1,640	100%	2,400

Insurance Costs	1,573	1,643	2,602	1,800	2,043	1,800	(559)	125%	2,250
Office equipment	106	247	-	100	1,256	500	1,256	125%	375
Office supply&service	1,314	1,695	2,031	1,400	2,306	1,400	275	150%	1,200
Other misc.	1,718	2,065	1,696	2,000	2,417	2,000	720	100%	1,000
Retirement gift	983	-	-	-	-	-	-	100%	-
<b>Total General &amp; Administrative</b>	<b>6,912</b>	<b>7,076</b>	<b>7,277</b>	<b>6,450</b>	<b>11,637</b>	<b>7,050</b>	<b>4,360</b>		<b>8,625</b>
Salaries & Benefits	16,574	16,178	19,227	17,000	21,681	17,000	2,455	125%	23,000
Telephone	2,121	2,265	2,420	2,200	2,401	2,200	(19)	100%	2,500
<b>TOTAL EXPENSES</b>	<b>106,307</b>	<b>125,813</b>	<b>127,357</b>	<b>112,050</b>	<b>202,644</b>	<b>136,860</b>	<b>75,287</b>		<b>217,525</b>
<b>Gain or Loss</b>	<b>2,668</b>	<b>3,112</b>	<b>3,324</b>	<b>(19,050)</b>	<b>21,357</b>	<b>10,990</b>	<b>18,033</b>		<b>18,300</b>
Extraordinary Loss	-	(4,617)	(9,809)						
Gain or Loss	2,668	(1,505)	(6,486)	(19,050)	21,357	10,990	27,843		18,300
<b>Gallery Results</b>									
Gallery Revenue	40,169	42,931	39,683	25,500	137,218	47,700			143,500
Total Occupancy Costs	(25,864)	(25,815)	(26,084)	(26,100)	(56,972)	(27,800)			(72,350)
Total Gallery Expenses	(18,060)	(28,569)	(21,290)	(13,600)	(65,586)	(24,360)			(63,450)
<b>Gallery Total without allocations</b>	<b>(3,756)</b>	<b>(11,453)</b>	<b>(7,690)</b>	<b>(14,200)</b>	<b>14,660</b>	<b>(4,460)</b>			<b>7,700</b>
<b>Assumptions</b>									
Commission Percentage				20%	20%	20%			10%
Members - Painters & Sculpters				450	550	600			550
Members - Sculpters									
Members - Photography				50	100	150			100
Member Fee				45	45	45			45
Average Donation - Members				10	15	25			15
Average Donation - Patrons				40	60	75			60
Average Ad Fee				150	150	200			200
# Advertizers				10	12	20			20
# Patron Donors				140	160	180			180
# Member Donors				20	40	60			60
Gallery Artist				30	40	50			65
Gallery Sales - Units				10	12	14			20
Average Sale				100	125	150			150
Gallery Fee / Month				37.5	37.5	37.5			37.5