SAG 2020 PROPOSED BUDGET SUMMARY

1/23/2020

Starting cash in:	2019			$21,894	2020			$21,261
	Actual 2019 income	Actual 2019 expense	Actual Profit/loss		Proposed 2020 income	Proposed 2020 expense	Proposed Profit/loss	
Fine Art Calendar	5383	3814	1569		5690	4407	1283	
Alla Prima Westcliffe (Plein Air)	5412	7641	-2229		4225	5700	-1475	
Arts Hullabaloo	4397	5447	-1050		4540	5715	-1175	
Gallery	6418	8381	-1963		4400	6880	-2480	
SAG Arts	5983	7443	-1460		6900	7560	-660	
SAG Business, general	7850	4243	3607		6550	5331	1219	
Zero liability account	0	255	893					
SUBTOTAL	**$35,443**	**$37,224**	**-$633**		**$32,305**	**$35,593**	**-$3,288**	
Ending cash in:				**$21,261**				**$17,973**

SAG budgeted to lose $6000 in 2019 but only lost $1500 (after paying artists Dec sales)

Spirit Campaign brought in $1800 extra, + $200 donation from Sangre de Cristo electric in 2019

APW lost 1000 extra

Gallery came in $1200 above budgeted loss due to good commission and expense control

SAG Arts came in $1000 above budgeted loss as most classes hd full attendence and broke even

$600 more in memberships than budgeted

Did NOT pay out $1000 in scholarship to the school, will carryover to 2020

Did NOT pay out the $500 adult scholarship

How should excess funds be used in 2019 (approx $3000 after the $3300 loss already budgeted)?

Already included high APW prizes without Claudia's donation, about a $1500 loss

Already included $200 for Star Festival in SAG business budget. Star Festival will put up appox $500 total

Already Included extra $1000 rolled over to 2020 for scholarship

Already included a $1000 loss for Hullabaloo

Already included $900 for publicist

Already included another $1000 for continued website work

Actual for Spirit Campaign in 2020 already included in income so budget is less conservative than most years

Let it ride knowing SAG has extra $ for marketing or other if needed

Nothing included for Art Ramble

Keep $10,000 in reserve

Note: SAG will able to continue to spend down like this for a couple more years. In the meatime, BOD Needs to figure out which programs OK to lose and which must break even.

SAG Business Budget

EXPENSE	2019 Actual $	2020 Proposed	Comment
Art Encounter for Kids	0	0	See new budget page
Insurance	425	425	Last year's cost
Web maintenance	1509	1000	$1000 continue we bsite work by Paul B
Dues	110	110	Chamber membership, trade name
Accounting - taxes	220	220	Extra in 2018 for checks and QB software
Spirit campaign	123	100	Bulk mailing, envelopes, labels, stamps - included in postage
Post office box	76	76	
Scholarships	981	2000	2020: $2000 as scholarship not used for student in 2019
Postage	59	100	
Misc	740	400	Membership mtg, recorder, check Art Ramble, etc; 2020: Star Festival Game
Marketing	0	900	2019:$1700 spread across Hullabaloo, APW, 3rd St and SAG Arts expesnes; 2020: Publicist
TOTAL	$4,243	$5,331	
INCOME	**$**		
Memberships	3410	2800	80 memberships for $35
Donations IN	609	200	Inlcude Sangre de Cristo Electric, rebate in computer
Interest income	20	5	
Spirit Campaign	3811	3545	$3545 in 2020 (actual); $5611 in 2019 less $1800 to APW; $2843 in 2018 is $4097-$1254 from Claudia included under APW; $5381 in 2017 includes extra $2000 from Joan to pay for 2017 M:W t-shirts; $2755 in 2016, $2140 in 2015, $1616 in 2014, $2059 in 2013, $1869 in 2012, $2875 in 2011; $2116 in 2010: 2019: good budget number is $2000 Claudia pledged an extra $2000 for APW/Hullabaloo
TOTAL	$7,850	$6,550	
Profit to SAG	**$3,607**	**$1,219**	

Fine Art Calendar Budget

	2019 Actual	2020 Proposed	
EXPENSE	**$**		**Comment**
Printing	2562	2967	Added 100 calendars dues to Star Festival
Juror	100	100	
Graphics	500	500	(Will be donated back if Curt does graphics)
Photography	275	275	If Mike Arterburn
Prizes	100	150	2-$50 People's Choice, $100 for cover
Reception	12	150	
Marketing			
Tribune ad	65	65	
6 Panel Brochure	200	0	Cost of brochure itself moved to 3rd St
Postage	0	200	450 mailings at $.33 ea to mail 6 panel
TOTAL	**$3,814**	**$4,407**	
INCOME	**$**		**Comment**
Sponsors	3010	3110	Dark Skies giving $100 for cover
Entry fees	456	480	60@$8 SAG members, 0@$16 non-members
			350 @ $6.00, sales commissions on artwork not included here
Sales	1917	2100	Added 50 calendars for 2020 due to Starfest
Grants	0	0	
TOTAL	**$5,383**	**$5,690**	
Profit to SAG	**$1,569**	**$1,283**	

Alla Prima Westcliffe (Plein Air) Budget

	2019 Actual	2020 Proposed	
EXPENSE	**$**		**Comment on 2018 actuals**
Marketing			
Ads	1759	850	Tourism Board grant requires out of area advertizing - KRCC?
Flyers	150	200	2019: Banners + rack card 2020: rack card + postage
Juror w/expenses	200	300	
Awards	2400	2550	
Reception	201	200	
Models	40	0	
Entertainment	200	200	
Supplies	1016	0	2019: Student workshop supplies, frames, $430 to be reimbu
Lunches	925	700	2019: Music Meadows
Other	200	200	2019: Art for the Sangres (Tickets and sponsorship)
Workshop payments	550	500	10 @ $50/student to instructor
TOTAL	**$7,641**	**$5,700**	

INCOME	**$**		**Comment**
Donations	1800	0	2019: Claudia Spirit Campaign allocation
Entry fees	1500	2275	35 @ $65
Sponsorships	637	350	2019: RF Reinbursements, Dark Skies 100, San Isabel 250, 2020: Tourism Board award
Sales of artwork	0	0	Not included here, included in gallery
Workshop fees	975	750	
Grants	500	850	2020: Tourism Board Grant
Other	0	0	
TOTAL	**$5,412**	**$4,225**	

Profit to SAG	**-$2,229**	**-$1,475**

Arts Hullabaloo Budget			
	2019 Actual	2020 Proposed	
EXPENSE	**$**		**Comment**
Permits and rentals	0	300	No fees for ToW in 2019
Performers	0	300	Salida Circus covered by WCPA grant in 2019
Kids programs			See below
Special (e.g., chalk)	2262	2000	All kids art programs to be re-imbuirsed by RF
Art (e.g., kites)	453	500	
Prizes	400	400	
Supplies	597	550	
Misc	0	100	
Marketing			
Radio ads	494	600	KRCC and KLZR, $500 reimbursed thru RF
Radio ads	675	250	Canon city and Salida
Rack Card	53	100	
WMTribune	273	375	
Other	240	240	Grapevine and Valley Beat
TOTAL	**$5,447**	**$5,715**	
INCOME	**$**		**Comment**
Donations	0	100	
Sponsorships	300	350	
Vendors	35	40	
Refund park fee	0	0	
Grants	4062	4050	RF reimbursed chalk art, kites and $500 in Marketing
TOTAL	**$4,397**	**$4,540**	
Profit to SAG	**-$1,050**	**-$1,175**	

SAG Arts

	2019 Actual	2020 Proposed	
EXPENSE	**$**		**Comment**
Classes 16+	2722	1710	Insructors $90/session, 2 sessions per month, 7 months = $1260, Space $350, supplies $100
Preschool	1068	1500	
Art Camp	3453	4000	
Other programs	0		
Marketing	200	350	Underwrite KLZR $200, Trib ads $150
TOTAL	**$7,443**	**$7,560**	
INCOME	**$**		**Comment**
Classes 16+	1621	1400	Students only covered by RF, charge $25/person, assume 2 students covered by RF and 2 paid adults in class
Preschool	691	1500	Covered by Rebecca's Fund
Art Camp	3671	4000	Covered by Rebecca's Fund
Other Programs	0	0	
TOTAL	**$5,983**	**$6,900**	
Profit to SAG	**-$1,460**	**-$660**	

Gallery Budget

EXPENSE	2019 Actual	2020 Proposed	Comment
Rent (1750 sq ft* $.50/sq ft)	0	0	w/ Stermer donation: $875/month value; $10,500/yr
Payment to artists	NA	NA	This is a breakeven liability account
Cards	74	100	
Sales tax paid	NA	NA	This is a breakeven liability account
Heat & Electric & Phone	1533	1500	
Internet and Website	749	200	Website hosting, security, etc
Liquor license, sales tax license	181	150	Liq lic $135, sales tax license $15
Maintenance		150	Painting and carpet repair
Supplies (Office, Reception and other - napkins, cleaning, light bulbs, etc)	1037	1000	
Reception, awards & ads			
Calendar (May)	0	0	See Calendar Budget
June	0	0	
July	315	350	Each 2019 show budget include $150 reception, $100 awards, $65 ad in Trib
August	291	350	
September	595	350	
October	0	350	
November	200	0	
Holiday (Dec)	0	350	
Awards	0	0	See individual shows
Contract Labor	1216	1000	Terri Wiebke, Gallery Manager
Bank Service Charges	2	0	Debit card fees
Paypal fees	496	180	Based on $6000 in sales and 3%
Postage	3	150	
Marketing	1489		Note publicist under SAG Business
Accordian fold		500	
Underwrite KLZR		200	Split with SAG Arts 16+ classes
Tribune ads for gallery shows (not APW or Calendar)	0	0	Ads for shows in specific show budget.
Other marketing?		0	
Other	200	0	2019: Computer, sound system etc
TOTAL EXPENSES	**$8,381**	**$6,880**	

Galery Budget (continued)

INCOME			
Show Fees		2000	
Fall Into Winter	656		
			2020: 5 shows, 50 entries/show @$8/painting or $400/show
Happy Trails	408		Roughly $400/show allows $150 per reception, $100 prize $, $65 ad and extra to profit
High Peaks	448		
Your Land My Land	528		
Bin art	110	100	
Artists' share of sales	NA	NA	Payments to artists is a liabilty account, not a budget item
			$3900 in 2011, $2153 in 2012, $3995 in 2013, $3964 in 2014, $3104 in 2015, $2088 in 2016, $2181 in 2017, $3302 in 2018 with Calendar ($328) and APW ($1341), $4000 in 2019 artwork sales
Art Sales commissions	4000	2000	commission included in this number
Retail calendar sales	0	0	Sales of calendar reported under calendar, but sales of artwork is under gallery to offset
Books, Card, T-shirt sales	160	150	
Other	28	50	Sales tax and other refunds and re-imbursed postage
Donations	0	0	
Donations for use of gallery	80	100	
TOTAL INCOME	**$6,418**	**$4,400**	
			in 2018, BOD decided $1600 is a reasonable amount for SAG to fund gallery. It represents the physical cost of the location (i.e., utilites) or approximately what alternate venues with staffing
Profit/loss	**-$1,963**	**-$2,480**	would cost for two shows.
SALES NEEDED @ 30% commission to make budget of $2000 in commissions		$6,667	SALES: $15,000 in 2011, $8525 in 2012, $13,246 in 2013, $12,427 in 2014, $12,236 in 2015, approx $7538 in 2016, approx $8345 in 2017, approx $11,000 in 2018, approx $13,000 in 2019
Additional SALES NEEDED @ 30% to break even		$8,270	Additional sales needed to break even, i.e., rouhgly $15,000 n eeded in sales to break even

Sangres Art Guild

BALANCE SHEET

As of December 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Cash drawer	150.00
CMB Checking	6,289.60
CMB Savings	12,934.12
PayPal	1,769.65
Petty cash	117.30
Total Bank Accounts	**$21,260.67**
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	**$0.00**
Other Current Assets	
Undeposited Funds	0.00
Total Other Current Assets	**$0.00**
Total Current Assets	**$21,260.67**
TOTAL ASSETS	**$21,260.67**
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
CMB VISA Credit Card	0.00
Total Credit Cards	**$0.00**
Other Current Liabilities	
Artist's Share Payable	913.46
Colorado Department of Revenue Payable	767.93
Sales Tax Payable	10.56
Total Colorado Department of Revenue Payable	**778.49**
Sales Tax Agency Payable	-553.82
Total Other Current Liabilities	**$1,138.13**
Total Current Liabilities	**$1,138.13**
Total Liabilities	**$1,138.13**
Equity	
Opening Balance Equity	9,276.80
Unrestricted Net Assets	12,370.87
Net Income	-1,525.13
Total Equity	**$20,122.54**
TOTAL LIABILITIES AND EQUITY	**$21,260.67**

Sangres Art Guild

PROFIT AND LOSS

January - December 2019

	TOTAL
Income	
3rd Street Gallery Income	
Art Intake	
Fall Into Winter	656.00
Happy Trails	408.00
High Peaks Show	448.00
Your Land, My Land	528.00
Total Art Intake	**2,040.00**
Art Sales - SAG Commission	3,999.53
Bin Art Fees	110.00
Donation for use of Gallery	80.00
Miscellaneous sales	155.85
Postage re-imbursed to gallery	22.02
Refunds/Discounts	5.97
T-shirt sales	5.00
Total 3rd Street Gallery Income	**6,418.37**
APW	2,987.02
APW Grants	500.00
APW intake	125.00
Total APW	**3,612.02**
Calendar	
Calendar Intake	456.00
Calendar Sales - retail	1,308.00
Calendar Sales - wholesale	609.80
Calendar Sponsorship	3,010.00
Total Calendar	**5,383.80**
Hullabaloo	4,062.00
Hullabaloo Sponsorships	300.00
Hullabaloo Vendor	35.00
Total Hullabaloo	**4,397.00**
SAG Arts	111.00
16+ classes	465.00
Lorie’s drawing	100.00
pastel	125.00
Sarah Woods	400.00
Weaving	300.00
Total 16+ classes	**1,390.00**
Anatomy	100.00
art camp	3,671.16
Preschool Art	690.90
Total SAG Arts	**5,963.06**
SAG Business	665.30
2019 Sag membership (deleted)	2,310.00

	TOTAL
Donations IN	349.67
Donation box	39.21
Spirit Campaign	5,611.46
Total Donations IN	**6,000.34**
SAG Membership	475.00
Sangre de Cristo Electric	200.00
Total SAG Business	**9,650.64**
Total Income	**$35,424.89**
GROSS PROFIT	**$35,424.89**
Expenses	
2020 Star Festival	19.20
3rd Street Gallery Expense	199.89
Bank Credit Card Fee	496.17
Bank Service Charges	2.46
card expense	73.50
Contract Labor	1,216.00
Fall Into Winter	200.00
Gallery Marketing	1,489.39
Happy Trails show	291.20
High Peaks Show	595.45
Internet	748.50
License renewals	181.00
Postage Paid	3.27
Supplies	80.80
Office Supplies	429.17
Reception supplies	527.31
Total Supplies	**1,037.28**
Utilities	1,533.21
Your Land, My Land	314.73
Total 3rd Street Gallery Expense	**8,382.05**
APW Expense	4,840.15
APW Awards	2,400.00
Plein Air Reception	400.85
Total APW Expense	**7,641.00**
Calendar Expense	3,814.84
Hullabaloo Expense	5,447.27
Reconciliation Discrepancies	0.96
SAG Arts Expense	1,728.26
16+ pastel	270.00
Anatomy	349.13
Arts Camp	3,452.92
Perspective Drawing	24.00
Preschool	1,068.38
SAG Arts Marketing	200.00
SAG Arts Weaving 16+	350.00
Total SAG Arts Expense	**7,442.69**
SAG Business Expense	720.03
Accounting Fees	220.00
Dues & Subscriptions	110.00

	TOTAL
Insurance	425.00
Post Office Box Rental	76.00
Postage	58.79
Scholarships Awarded	980.64
Spirit Campaign Expense	122.88
Website	1,508.80
Total SAG Business Expense	**4,222.14**
Total Expenses	**$36,970.15**
NET OPERATING INCOME	**$ -1,545.26**
Other Income	
Interest Income	20.24
Total Other Income	**$20.24**
Other Expenses	
Reconciliation Discrepancies-1	0.11
Total Other Expenses	**$0.11**
NET OTHER INCOME	**$20.13**
NET INCOME	**$ -1,525.13**