SAG 2020 FINAL BUDGET SUMMARY

2/4/2020

Starting cash in:	2019			\$21,894	2020			\$21,261
	Actual 2019	Actual 2019	Actual	Pı	roposed 2020	Proposed 2020	Proposed	
	income	expense	Profit/loss		income	expense	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	6231	319	
Zero liability account	0	255	893					
SUBTOTAL	\$35,443	\$37,224	-\$633		\$32,305	\$36,493	-\$4,188	
Ending cash in:				\$21,261				\$17,073

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 had full attendence and broke even

\$600 more in memberships than budgeted

Did NOT pay out \$1000 in scholarship to the school or MB per Aug minutes, will carryover to 2020.

Did NOT pay out the \$500 adult scholarship

Included in \$4200 loss for 2020

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 or MB

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

Inlcuded \$700 for bulk mailer of Show brochure and possibly SAG Arts brochure

Included \$200 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

	2019	2020	
	Actual	Proposed	
EXPENSE	\$		Comment
Art Encounter for Kids	0	0	See new budget page
Insurance	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 (or \$1000 to MB) as \$1000 not used for student in 2019
Postage	59	100	
Misc	740	600	2020: \$200 Membership mtg, \$200 Art Ramble, \$200 Star Festival Game
Marketing	0	1,600	2020: \$900 Publicist, extra \$700 for bulk mailing
TOTAL	\$4,243	\$6,231	
INCOME	\$		
Memberships	3410	2800	80 memberships for \$35
Donations IN	609		Inlcude Sangre de Cristo Electric, rebate in computer
Interest income	20		·
			\$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
Spirit Campaign	3811	3545	APW/Hullabaloo
TOTAL	\$7,850	\$6,550	
Profit to SAG	\$3,607	\$319	

Fine Art Calendar Budget

	2019	2020	
	Actual	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	2020	
	Actual	Proposed	
EXPENSE	\$		Comment on 2018 actuals
Marketing			
Ads	1759		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 reimbursed by RF in 2020
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	2020	
EXPENSE	Actual \$	Proposed	Comment
Permits and rentals	0	300	No fees for ToW in 2019
Performers	0		Salida Circus covered by WCPA grant in 2019
Kids programs	U	300	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		
Supplies	597		
Misc	0	100	
Marketing	U	100	
Radio ads	494	600	KRCC and KLZR, \$500 reimbursed thru RF
Radio ads	675		Canon city and Salida
Rack Card	53		•
WMTribune	273		
Other	240		Grapevine and Valley Beat
TOTAL	\$ 5,447		,
TOTAL	73,447	73,713	
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	2020	
	Actual	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	S
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

	2019	2020	
EXPENSE	Actual	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		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, \$35 for FB
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		SALES: \$15,000 in 2011, \$8525 in 2012, \$13,246 in 2013, \$12,427 in 2014, \$12,236 in 2015, approx
budget of \$2000 in commissions		\$6,667 \$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	
Current Liabilities	0.00
Current Liabilities Credit Cards	0.00 \$0.00
Current Liabilities Credit Cards CMB VISA Credit Card	
Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards	
Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards Other Current Liabilities	\$0.00
Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards Other Current Liabilities Artist's Share Payable	\$0.00 913.46
Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards Other Current Liabilities Artist's Share Payable Colorado Department of Revenue Payable	\$0.00 913.46 767.93
Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards Other Current Liabilities Artist's Share Payable Colorado Department of Revenue Payable Sales Tax Payable	\$0.00 913.46 767.93 10.56
Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards Other Current Liabilities Artist's Share Payable Colorado Department of Revenue Payable Sales Tax Payable Total Colorado Department of Revenue Payable	\$0.00 913.46 767.93 10.56 778.49
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Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards Other Current Liabilities Artist's Share Payable Colorado Department of Revenue Payable Sales Tax Payable Total Colorado Department of Revenue Payable Sales Tax Agency Payable Total Other Current Liabilities	\$0.00 913.46 767.93 10.56 778.49 -553.82 \$1,138.13
Current Liabilities Credit Cards CMB VISA Credit Card Total Credit Cards Other Current Liabilities Artist's Share Payable Colorado Department of Revenue Payable Sales Tax Payable Total Colorado Department of Revenue Payable Sales Tax Agency Payable Total Other Current Liabilities Total Current Liabilities	\$0.00 913.46 767.93 10.56 778.49 -553.82 \$1,138.13
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Sangres Art Guild

PROFIT AND LOSS

January - December 2019

	TOTAL
Income	
3rd Street Gallery Income	
Art Intake	050.00
Fall Into Winter	656.00
Happy Trails	408.00
High Peaks Show	448.00
Your Land, My Land Total Art Intake	528.00
	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

Donation IN		
Donation box 5,161.14 Spirit Campalgn 5,611.05 Total Donations IN 6,000.34 SAG Membership 200.00 Sangre de Citet Electric 200.00 Total SAG Business 9,600.64 Total Income 355,424.80 EROSS PROFIT 350,424.80 Expenses 199.08 2020 Star Festival 199.08 Bark Screder Clarges 406.17 Bark Service Charges 24.06 Cort cedit Card Fee 496.17 Bark Service Charges 2.00 Card expense 73.50 Cort cedit Card Fee 1,499.30 Bark Credit User Feer Feer Feer Feer Feer Feer Feer F		TOTAL
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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	Perspective Drawing	24.00
SAG Arts Weaving 16+ 350.00 Total SAG Arts Expense 7,442.69 SAG Business Expense 720.03 Accounting Fees 220.00	Preschool	1,068.38
SAG Arts Weaving 16+ 350.00 Total SAG Arts Expense 7,442.69 SAG Business Expense 720.03 Accounting Fees 220.00	SAG Arts Marketing	200.00
SAG Business Expense 720.03 Accounting Fees 220.00	SAG Arts Weaving 16+	350.00
Accounting Fees 220.00	Total SAG Arts Expense	7,442.69
	SAG Business Expense	720.03
Dues & Subscriptions 110.00	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