



Art Gallery of Hamilton

engage your imagination

# Report to City Council and our Community

January 2012



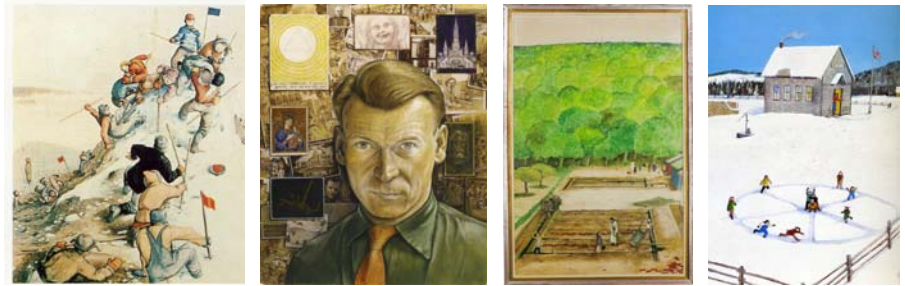
# A LEAGUE OF THEIR OWN

A YEAR-LONG CELEBRATION OF VISIONARY CANADIAN ARTISTS PRESENTED BY 



# William Kurelek: The Messenger

- Only stop in Eastern Canada
- Major collaboration between AGH, Winnipeg Art Gallery and Art Gallery of Greater Victoria
- Recognized with largest MAP grant in history of Department of Canadian Heritage



On view January 28<sup>th</sup> through April 29<sup>th</sup>

# ***Nature and Spirit: Emily Carr's Coastal Landscapes***



It is a disservice to her to call her a great female artist. She was simply one of the greatest artists Canada has ever produced.

***The Globe & Mail***



On view May 12<sup>th</sup> through October 28<sup>th</sup>

# Education

- Expect over 9,000 schoolchildren visitors in 2012 engaging in 18,000 activities;
- Continued growth of hands-on studio programmes for adults and children;
- Launch of innovative new programmes for adults.



# World Film Festival

- Continues to grow in audience and reach;
- Outstanding community and corporate support;
- Positioned to become landmark Hamilton (and region) festival.



AGH CIBC Wood Gundy  
**WORLD**  
**FILM**  
2011 **FESTIVAL**

# 118 James Street North

- Augments the profile and financial stability of the AGH;
- Supports a growing cultural community;
- Provides retail opportunities for local artists, artisans and craftspeople.



**DESIGN**  
**ANNEX**

Art Gallery of Hamilton

# Looking ahead to 100

- Exciting plans for 2014, the Gallery's 100<sup>th</sup> birthday year, including family activities; an innovative Super Auction; Edwardian Ball celebrating our past; and launch of major exhibitions.





## Expense / Revenue Overview

	<b>Actual 2010</b>	<b>Budget 2011</b>	<b>Forecast 2011</b>	<b>Budget 2012</b>
Total Gallery Exhibition and Programming Expenses	2,972,742	2,900,799	3,139,254	2,953,684
Less Government Contributions – Operating	1,437,000	1,437,000	1,437,000	1,437,000
Less Government Contributions – Special Projects	103,072	107,022	198,398	77,106
<i>Net Operating Shortfall before AGH Contribution</i>	1,432,670	1,356,777	1,503,856	1,439,578
AGH Self-Generated Revenues Total Gross Earned Revenues	2,552,279	2,733,175	2,858,573	3,041,937
Less Expenses	1,178,446	1,376,398	1,346,246	1,621,175
Total Net AGH Contribution to Gallery Operations	1,373,832	1,356,778	1,512,328	1,420,762
Net Surplus (Deficit)	(58,837)	0	8,472	(18,816)

## 2012 Budget -- Revenues

	Actual 2010	Forecast 2011	Budget 2012	Forecast 2013	Forecast 2014
Government Operations Funding	1,437,000	1,437,000	1,437,000	1,437,000	1,457,000
Endowment Income	56,234	91,361	35,000	70,000	70,000
<b>TOTAL GOV'T &amp; END'T REVENUES</b>	<b>1,493,234</b>	<b>1,528,361</b>	<b>1,472,000</b>	<b>1,507,000</b>	<b>1,527,000</b>
<b>Earned Revenues</b>					
Hospitality & Corporate Services (gross)	748,077	904,180	890,000	907,800	925,956
Special Events (gross)	228,878	257,372	309,700	312,000	512,000
Retail Operations (gross)	492,931	489,683	505,040	515,141	525,444
118 James North			282,608	392,483	427,983
Annual Campaign	544,582	502,780	315,580	319,852	520,000
Membership	126,045	171,288	155,000	158,100	161,262
General Admission Fees	132,479	161,324	159,000	162,180	215,424
World Film Festival	122,237	169,646	182,009	185,649	239,362
Collection Mgt, Touring Fees & Super Auction	63,333	54,804	108,000	59,160	60,343
<b>TOTAL EARNED REVENUES</b>	<b>2,458,562</b>	<b>2,711,078</b>	<b>2,906,937</b>	<b>3,012,365</b>	<b>3,587,774</b>
Other Revenues, Transfers & Grants	140,555	254,534	177,106	-	-
<b>GRAND TOTAL</b>	<b>\$4,092,351</b>	<b>\$4,493,972</b>	<b>\$4,556,043</b>	<b>\$4,519,365</b>	<b>\$5,114,774</b>

## 2012 Budget -- Expenses

	<b>Actual 2010</b>	<b>Forecast 2011</b>	<b>Budget 2012</b>	<b>Forecast 2013</b>	<b>Forecast 2014</b>
Salaries, Contractors, and Benefits	1,631,768	1,717,568	1,727,200	1,747,652	1,782,604
Programming	518,005	600,805	573,799	482,561	683,961
Marketing	177,612	159,900	162,000	160,000	260,000
Development	35,681	32,751	28,406	28,690	29,264
Hospitality & Corporate Services	478,949	603,823	574,050	585,531	597,242
Special Events	78,801	86,101	106,500	106,500	206,500
Retail Operations	292,108	290,405	293,750	300,327	306,334
118 James North			186,692	244,723	278,232
Security	227,379	232,139	230,129	232,430	237,079
Utilities	363,914	378,637	379,873	383,672	391,345
Other Administration and Building	182,346	273,369	199,347	201,341	205,367
Insurance	86,467	70,699	72,113	72,835	74,291
Net Amortization and Other	78,158	39,303	41,000	41,410	42,238
<b>Total Expenses</b>	<b>\$4,151,188</b>	<b>\$4,485,500</b>	<b>\$4,574,859</b>	<b>\$4,587,672</b>	<b>\$5,094,457</b>
<b>Surplus / (Deficit) Balance</b>	<b>(58,837)</b>	<b>8,472</b>	<b>(18,816)</b>	<b>(68,307)</b>	<b>20,317</b>

## Our request remains the same

	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>
Operating Grant*	740,000	762,200	785,066	808,618	832,877	<b>857,864</b>
Required Amount	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
	260,000	237,800	214,934	191,382	167,123	142,137

	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>
Operating Grant*	883,599	910,107	937,410	965,532	994,498
Required Amount	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
	116,401	89,893	62,590	34,468	5,502

One-time stabilization fund (invested by the City at 4 percent): \$1,134,814

\*Projected Operating Grant based on annual increase of 3 percent annually.





Thank-you 