

**North Shore Arts Association**  
Annual Meeting – August 29, 2020  
Treasurer’s Report

This Report presents a comprehensive summary of NSAA’s operating income and expenses for the years 2017, 2018, 2019 and through July 2020.

This information was compiled from the Financial Statements prepared by the outside Accounting Firm and from NSAA’s Profit and Loss Statements prepared by the outside Bookkeeping Firm.

Areas of note are:

- Art Sales for 2019 were very strong due largely to the Studio and First Floor Revolving Showroom - showroom sales were 3 ½ times exhibition Sales. The staff deserves all the credit for this innovation.
- Artist Dues continue to show a DECREASING trend. This cannot continue if NSAA intends to remain viable. One of the issues to be explored in the marketing initiative the Board is embarking on will address the issue of shrinking membership.
- The Donations category for 2018 was higher than customary due to a one-time \$50,000 bequest from an Artist’s estate.
- The Rental category for 2018 was the beneficiary of a one-time \$30,000 payment when the Marina Lease was renegotiated.
- The \$36,504 Operating Gain for 2019 continues an upward trend that started in 2016.

The 2020 Year to Date Actual Operating Gain is positive and will be so at year-end. Income in 2020 is primarily limited to Artist Dues and the Marina Rental (we are due one more payment). To date, we have collected \$32,960 in dues – we do not expect this amount to increase much. The income category “Other” includes a Payroll Protection Program Loan amount.

Expenses to date for 2020 have been limited to payroll and general operating expenses. During the latter part of this year, an important expense will be for developing a Strategic Marketing Plan and State-of-the-Art Website.

The Profit & Loss Statement for 2019 is available on request.

<b>SUMMARY OF OPERATING INCOME AND EXPENSES</b>				
	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020 (1)</u>
<b><u>INCOME</u></b>				
Art Sales (2)	\$53,170	\$47,950	\$18,710	\$153
Showroom Sales	\$0	\$0	\$64,849	\$0
<b>Total Arts Sales</b>	<b>\$53,170</b>	<b>\$47,950</b>	<b>\$83,559</b>	<b>\$153</b>
Workshops	\$2,900	\$1,525	\$1,100	\$0
Auction (3)	\$33,140	\$33,315	\$21,948	\$0
General Donations (4)	\$6,205	\$62,920	\$23,500	\$5,515
Dues	\$40,135	\$39,030	\$37,735	\$32,960
Rent (5)	\$56,925	\$110,700	\$70,750	\$53,125
Special Events (6)	\$39,115	\$56,990	\$19,675	\$0
Other (7)	<u>\$12,810</u>	<u>\$30,065</u>	<u>\$21,920</u>	<u>\$23,621</u>
<b>TOTAL INCOME</b>	<b>\$244,400</b>	<b>\$382,495</b>	<b>\$280,187</b>	<b>\$115,374</b>
<b><u>EXPENSES</u></b>				
Payments to Artists (8)	\$45,410	\$71,725	\$70,806	\$0
Awards	\$6,660	\$7,940	\$8,475	\$450
Professional Fees (9)	\$16,855	\$19,300	\$17,386	\$3,100
Facilities/Utilities (10)	\$33,295	\$44,875	\$16,230	\$3,642
Office & Related (11)	\$13,005	\$10,155	\$9,855	\$4,069
Insurance	\$5,825	\$6,280	\$7,154	\$6,121
Salary + Benefits	\$85,740	\$94,320	\$96,550	\$22,147
Special Events	\$3,180	\$3,335	\$1,944	\$0
Other (12)	<u>\$12,525</u>	<u>\$17,200</u>	<u>\$15,283</u>	<u>\$2,150</u>
<b>TOTAL EXPENSES</b>	<b>\$222,495</b>	<b>\$275,130</b>	<b>\$243,683</b>	<b>\$41,679</b>
<b>OPERATING GAIN/LOSS</b>	<b>\$21,905</b>	<b>\$107,365</b>	<b>\$36,504</b>	<b>\$73,695</b>
Notes:				
<b>(1) Through July 2020</b>				
(2) Exhibitions including Hall & Gordon Grant Room, Bin & Mini, Hats, Books				
(3) Includes Tickets				
(4) Includes \$50,000 bequest from Artist Estate (2018)				
(5) Marina/Building Rental. NSAA received one-time \$30,000 payment upon lease renewal				
(6) Includes Retrospective Shows				
(7) Exhibition Guide, Interest, Awards, Endowment, Miscellaneous Payroll Protection Loan (2020)				
(8) All Payments including Art Sales/Auction/Workshops/Cards				
(9) Accounting/Bookkeeping/Bank & Credit Charges Fees				
(10) Includes RE Taxes & Depreciation & \$16,475 for new HVAC System (2018)				
(11) Supplies/Postage/Office Expense, Advertising				
(12) Miscellaneous, Exhibition Guide, Scholarship				
Includes \$80,000 of non-recurring income (see Report)				