

Skagit Art Association
Avon UMC, Mt Vernon, WA
General Meeting

May 13, 2010

- The meeting was called to order by Pres. Louise Magno. There were no guests and 28 voting members were present which represented a legal amount of members to conduct business required for the meeting. It was asked if there were any comments or corrections for the minutes from the February meeting. There were none. Darlene Klister motioned to accept, and the minutes were accepted.
- Louise presented and reviewed the Pickle Barn 2010 Final Analysis (financial info through May 2010.)
 - Louise also presented suggestions/proposals based on the analysis for SAA to consider in their June meeting for their 2010/2011 year club business and Pickle Barn. Details at the end of the minutes.
- Judy Sauer presented and reviewed the SAA Profit and Loss sheet, covering 9-01-2009 to 5-13-2010. She also presented and reviewed the SAA Balance Sheet, covering through 5-13-2010. Details at the end of the minutes.
- Pickle Barn Chairs sent thank you notes to members via email for all the hard work and support before, during, and after the show.
- Hospitality: Karin has sent cards to several members having health issues to include former member Gloria McKinney and current member Mary Edwards and Mary's husband for his surgery.
- By-Laws, Violet: The next meeting will be Fri. May 21, 10:00 am @ Avon UMC. Anyone may attend.
- Historian: Karen Knoshaug has the scrap books and is looking for members to provide items to be stored.
- Membership, Mary Edwards: Mary was ill and excused tonight. Please send any updates to her directly and make sure a copy is given to secretary to include in minutes
- Scholarship, Esther McLatchy: The SVC winner Keri Jones was honored at a banquet.
- Videos, Rose Mary: All videos are in and accounted for and one was rented tonight
- Web, Judy Coffman reminded SAA that they need to pay their domain name registration bill. This is not a yearly bill, but is due in 2010.
- Election of the new board members occurred in 2nd half of the meeting.
 - Karen Knoshaug volunteered for the secretary position and SAA members voted to approve.
 - Jo Heitzman nominated Shirley Flulfs to remain as Vice President and she accepted. Members voted to approve.
 - Discussion about the position of treasurer position was held with members. Karen Knoshaug agreed to take position of treasurer instead of secretary if Jo Heitzman would fill position of secretary. Both members agreed to arrangement and SAA voted to approve.
 - After some lengthy discussion, Darlene Klister volunteered to fill the President position and the membership approved.
 - New officers will take their positions at the June meeting.
- President shared Bylaws amendment that had been created by Louise and Judy to be executed in the event SAA was ever disbanded. The By-laws needs a section that details the steps and

responsibilities in the event this ever occurs. This was given to Violet Walton as head of by-laws to include in next release of by-laws book.

- Larry agreed to store the supplies and equipment for SAA and Pickle Barn show at his home as long as the Pickle Barn committee will pick them up when they are needed.
- **Reminder that the June meeting is a pot-luck, and is also the opportunity to bring all those unused, art supplies, books, DVD's, etc and have them available for sale to each other. Any person selling items agrees to pay 20% to SAA for the Pickle Barn budget. Commission to SAA will be on the honor system and checks should be made at the end of the meeting and given to the new treasurer Karen Knoshaug.**
- Artist of the month: Judy Sauer (Artist needs to submit JPEG to Judy Coffman for website)
- Web winner: Dixie Tamke (Artist needs to submit JPEG to Judy Coffman for website)

The meeting was adjourned at 8:20 PM Sharp!

Skagit Art Association
Pickle Barn 2010 – Final Analysis (May 2010)

Scholarship Account: (7/1/2009 – 5/1/2010 ***Note this covers our end of year in August each year)*

Budget Item	2010 Budget	Actual Expenditure	Actual Money Rec.	Comments
Donations	0	0	\$175.57	
Raffle Ticket Sales	0	0	\$311.60	(4) members donated work to be raffled off. 100% of sales goes to PB Scholarship Account
Scholarship Acct	\$500	\$500	\$586.00	Beginning Balance as of 9/1/2009 Min \$500 must be available by 1/1/2011

Balance for 2011 is \$544.00

Pickle Barn Account Costs and Revenues (Credits): (7/1/2009 – 5/1/2010 ***Note this covers our end of year in August each year)*

Budget Item	2010 Budget	Actual Expenditure	Actual Money Rec.	Comments
2010 PB Sales	0	0	\$8012.55	\$7409.55 Sales collected +\$603.00 Sales Tax.
Advertising	\$800.00	\$784.00	0	Ads
Artist Commissions	0	\$5733.60	0	80% of sales returned to artist
Barn Rental	\$1100.00	\$1450.00	0	March Display (350) plus April Rent (1100)
Beginning Balance	0	0	\$2546	<i>This excludes PB entry fees which are a separate entry and PB cancellations/refunds.</i>
Cash Register	\$50.00	\$64.92	0	1 month rental fee
Credit Card Fee	\$250.00	\$180.14	0	Charges @ 2.19% - 3.45% of all credit sales (including sales tax) of 5462.37 for 2010. <i>Note</i>
Credit Card Rental	\$100.00	0	0	1 month account fee and activation fees Bank donated rental machine
Donations	0	0	\$400	
PB Entry Fee	0	0	\$1950	27 members Showing @ \$75 ea (2 members shared booth)
Phone	\$100.00	186.05	0	This includes hook-up but we will get a refund for unused.
Posters and Post Cards	\$300.00	400.34	0	
SAA Awards	\$400.00	\$300.00	0	Cash Awards and Ribbons
Sales Tax	0	\$603.00	0	Collected @ time of sale
Skagit Festival Fee	\$550.00	\$550.00	0	Due by 8/15/10 for 2011

Supplies	\$300.00	164.92	0	Bags, Pens, Office Supplies, Etc
Utilities	0	0	0	Electric, Garbage, Heat, Port-A-Potty
Totals	\$3950	\$_10416.97_____	\$_12908.55_____	Money Received MUST be higher than expenditures to start fund for following year.

2011 Beginning Balance ~\$2400.00 *Final numbers are not known until all bills have been paid.*

2010 saw a 20% increase in sales over 2009

Actual expenditures of \$10,416 in 2010 were the **BARE** minimum to run a show.

Proposals:

1. Raise entry fees to \$100 - \$125
2. Add credit fee of 3% to be charged against artist who sells item via charge. *(this way only artists who gain sales via credit pay for the benefit instead of the entire group)*
3. Stay at the Mall and see if SAA can get another spot like the one they had for 2010
 - a. Marketing Strategy shows a venue needs to stay in same location at least 3 years for business to respond
4. Keep guest artists and try to get tulip poster artist as one of the guests each year
5. MUST have Grants, Sponsors, and Donations to keep on going.
 - a. Fundraisers are another option
 - b. Raffle Sales are another avenue for funds
6. SAA must remember that not only do they have to be focused on Pickle Barn budget, they must remember the general budget of:

Item	Debit	Credit	Dates	Comments
Donations	0		As Rec.	No Forecast
Insurance *	\$500.00		Yearly	
Membership Dues		\$800.00	Yearly	\$20 per member – Based on minimum of 40 members
Office & Misc *	\$200.00		As Needed	
Programs	\$250.00		As Needed	Guest Speaker Fee
Supplies *	\$50.00		As Needed	
Web Hosting	\$175.00		Yearly	
Totals	\$1175.00	\$800.00		

7. **Yearly membership Fees should also be increased by \$10 a year which would cover the shortfall of the above budget.**

Additional Information:

- 1) SAA Pickle Barn competes with ~17 different shows
- 2) Raffle Sales are the only reason SAA will have enough in scholarship account to meet 2011 commitment
- 3) Guest Artists accounted for 50% of the increased sales in 2010
 - a) Bart Rulon was the top seller in Pickle Barn
 - i) 90% of Bart’s Sales were Tulip Festival Items that SAA did **NOT** have to purchase. **PURE profit for SAA**
 - b) Chris Owens sales were ~\$200 for which **SAA made \$40** that it would not have made otherwise
 - c) Norman Roque did not make any sales
- 4) 5 Top Sellers in SAA were
 - a) Daryl Dietz
 - b) Louise Magno
 - c) Peggy Leighton

- d) Sherry Shipley
- e) Margaret Livermore

1:46 PM
05-13-10
Accrual Basis

SAA
Balance Sheet
As of May 13, 2010

May 13, 10

ASSETS	
Current Assets	
Checking/Savings	
Skagit Art Assoc. Pickle Barn	3,011.39
Skagit Art Association	633.54
Skagit Art ASSociation Savings	569.58
Total Checking/Savings	<u>4,214.51</u>
Total Current Assets	4,214.51
TOTAL ASSETS	<u>4,214.51</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilittles	
Sales Tax Payable	603.94
Total Other Current Liabilities	<u>603.94</u>
Total Current Liabilities	603.94
Total Liabilities	603.94
Equity	
Opening Bal Equity	6,138.68
Net Income	<u>-2,528.11</u>
Total Equity	<u>3,610.57</u>
TOTAL LIABILITIES & EQUITY	<u>4,214.51</u>

+53-Applebees

1:45 PM
05-13-10
Accrual Basis

SAA
Profit & Loss
September 1, 2009 through May 13, 2010

	Sep 1, '09 - May 13, 10
Ordinary Income/Expense	
Income	
Interest Income	10.95
Membership Dues	130.00
Merchandise Sales	7,364.05
Pickle Barn Fees	-75.00
Total Income	7,430.00
Cost of Goods Sold	
Artist Commissions	5,733.60
Merchant Account Fees	180.14
Total COGS	5,913.74
Gross Profit	1,516.26
Expense	
Advertising and Promotion	1,118.34
Awards	300.00
Bank Service Charges	6.18
Cash on Hand	0.00
Donation <i>Scholarship & Church</i>	600.00
Insurance Expense	410.00
Juror Fee	100.00
Miscellaneous Income <i>Donations</i>	-733.17
Office Supplies	116.60
Over or Short	2.19
Rent Expense	1,450.00
Show supplies	94.87
Speaker Fee	100.00
Supplies	293.36
Telephone Expense	-0.05
Utilities	186.05
Total Expense	4,044.37
Net Ordinary Income	-2,528.11
Net Income	-2,528.11

*Domain Registration } every 2-3 years
ISP (web cost) }
PO Box - Yearly*