

**CITY OF BAINBRIDGE ISLAND
2017 LODGING/TOURISM FUND PROPOSAL**

Project Name:

2017 Exhibitions

Name of Applicant Organization:

Bainbridge Island Museum of Art

Applicant Organization IRS Chapter 501(c)(3) or 501(c)(6) status and Tax ID Number:

501 (c)(3) ; Tax Identification # 27-0183255

Date of Incorporation as a Washington State Corporation and UBI Number:

Incorporated, February 2009; UBI Number 602917174

Primary Contact: Karen Molinari, Development Director

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Please indicate the type of project described in your proposal:

v	Project Type
XX	Tourism marketing
<input type="checkbox"/>	Marketing and operations of special events and festivals designed to attract tourists
XX	Supporting the operations of a tourism-related facility owned or operated by a nonprofit organization*
<input type="checkbox"/>	Supporting the operations and/or capital expenditures of a tourism-related facility owned or operated by a municipality or a public facilities district*

*If the proposal requests funds for a tourism-related facility, please indicate the legal owner of that facility:
Bainbridge Island Museum of Art

LODGING/TOURISM FUND APPLICATION

Applicant Information

Please respond to each of these questions in the order listed. If the proposal includes multiple partners, please include the requested information for each organization.

1. Describe the applicant organization's mission, history and areas of expertise. Describe the applicant's experience in tourism promotion on Bainbridge Island and its demonstrated ability to complete the proposed project.

Alternate question for event or facility funding:

Describe the event or facility proposed including its purpose, history, and budget. Include past attendance history if applicable, and estimate the number of tourists drawn to the event or facility/year. Please estimate total attendance and number of tourists estimated to attend for 2017. How has the activity been promoted in the past (if applicable) and what promotion is planned for 2017?

1A. Mission: Bainbridge Island Museum of Art's mission is to engage a diverse population with the art and craft of our region. Our focus is the contemporary art of the Puget Sound region, with an emphasis on artists who are less well-known but deserve broader recognition, and topics and themes that are important to our region.

1B. History: Over ten years ago our founder, Cynthia Sears, and artists, civic and community leaders began to envision a new art museum and cultural center on Bainbridge Island. Our organization was formed officially in 2009 with non-profit status, and a founding board began to make specific plans. Initial priorities included defining program goals, reviewing early architectural concepts, finding a core staff and launching a capital campaign.

An agreement was reached to be part of the Island Gateway campus, located near the Seattle/Bainbridge Island ferry terminal at the corner of Highway 305 and the main street of Bainbridge Island, Winslow Way. The site would also include the expanded Kids Discovery Museum (KiDiMu) and various retail and office activities, plus an inviting plaza to be shared with the community.

In 2010 the Board of Directors started construction on the new art museum. It was built in two phases. Phase I was 4,000 gross square feet and included the auditorium, classroom and initial offices. Phase II comprised 16,000 gross square feet and included the main art museum, conference room, museum store, bistro, roof garden, mechanical room, art archives and loading dock. The building was designed by architect Matthew Coates, Coates Design Architects, BIMA is targeted to be the first art museum in

Washington with new construction to attain Leadership in Energy and Environmental Design (LEED) Gold status – with the help of design and systems features including geo energy exchange, day lighting controlled louvers, solar power, recycled materials including denim insulation, and green-labeled certified carpets and paints.

The Art Museum opened its doors on June 14, 2013. We are proud to have more than 150 volunteers, including 55 trained and active art docents who work directly with our museum visitors.

1C. Areas of Expertise, Ability with Tourism and Promotion and Ability to Complete the Project:

Expertise: BIMA's primary areas of expertise include the visual arts and marketing. Our Executive Director and Curator, Greg Robinson, brings over 25 years of experience managing art museums and galleries in the Puget Sound region. Greg has been the curator for many compelling exhibitions and has published related books and brochures.

BIMA's Marketing Director, Korum Bischoff, brings a wealth of knowledge of nonprofit organizations and arts marketing at diverse organizations.

Exhibitions: Since our opening in June 2013, we have had three rotating exhibitions per calendar year. Each show has had a diverse mix of artists, media and subject matter. For example, our Spring 2016 Exhibitions included:

- *Journeys:* A group show reflecting the ideas and experiences of personal journeys, from travels to fantasy. (Rachel Feferman Gallery)
- *Marita Dingus, Hanging from the Rafters:* Mixed media sculptures including a thirty foot tall doll figure made of recycled hot tub covers and found objects. (Beacon Gallery, Ames Diversity Series)
- *Nancy Thorne Chambers' A Story Place:* An amazing ceramic installation of life-sized woodland creatures. (MESA Gallery)
- *Artist's Books, Chapter 7, Form and Content* (Sherry Grover Gallery)
- *Steve Parmelee, Assemblage:* Parmelee uses discarded found objects and transforms them into interesting and sometimes political pieces. (Steve and Harriet Davis Community Gallery)
- *Steve Jensen, Boats:* A select grouping of Jensen's boat paintings that pairs with his boat sculptures in the *Journeys* show. (John Kenyon Ellis Bistro & Classroom Galleries)
- Selections from the Permanent Collection (Jon & Lillian Lovelace Gallery)

Our Summer 2016 Exhibitions included:

- *Barbara Earl Thomas, Heaven on Fire:* a survey of over sixty (60) artworks by Barbara Earl Thomas, with work spanning from the early 1980s to present. Included in this exhibition are paintings, prints, glass sculpture, paper cuts, and a site-specific installation including the artist's writings. (Rachel Feferman Gallery)
- *BIMA @3!* Selections from BIMA's growing Permanent Art Collection. (John Kenyon Ellis Bistro, MESA and Jon & Lillian Lovelace Galleries)
- *Marita Dingus, Big Girl:* Held over by popular demand, the thirty foot doll still graces BIMA's front window. (Beacon Gallery)
- *Artist's Books Chapter Eight: Everything including the Kitchen Sink* (Sherry Grover Gallery)
- *Steve Parmelee, Assemblage 2:* More unique pieces from found and discarded objects. (Harriet & Steve Davis Community Gallery)

Our Fall/Winter 2016-2017 Exhibitions include:

- *Native Hands – Indigenous Art of the Salish Sea:* Group exhibition showcasing Native American art in all forms. **Partners:** The Suquamish Tribe and Suquamish Museum **Guest Curators:** Miranda Belarde-Lewis,

Janet Smoak, and Angela Flemming (*Rachel Feferman, Beacon, & Lobby Galleries*). In January 2017, BIMA will host Native dance performances to celebrate the Native American art in this exhibition.

- *Summer 2017*- BIMA is planning a major Women in Photography group show drawing photographers from the region.
- *Fall/Winter 2017- Robert McCauley Retrospective*- McCauley is from Mount Vernon and is a nationally known artist. BIMA will also be publishing a book in conjunction with this exhibition. His work will attract visitors from all over the region. This exhibition will travel to the Museum of Northwest Art (MONA) in La Conner, Washington. After being at BIMA.

Marketing: BIMA promotes itself and its exhibitions in many ways. We advertise on the electronic signage on the Washington State Ferries, distribute press releases, purchase advertising, distribute rack cards, email and eNews, and post on social media sites.

We have had extensive coverage including full articles in Seattle Magazine, The Seattle Times, Art Access, Daily Journal of Commerce, Western Art & Architecture, Port Townsend Leader, The Oregonian, Discover Kitsap, Bainbridge Review and The Stranger. We consistently place ads in Art Access, Art Guide (distributed throughout Western Washington), Inside Bainbridge, Seattle Magazine, Preview Magazine, The Stranger and more. We were named one of the 15 Best Small-Town Museums by Fodor's, Travel+ Leisure and CNN.

Since March 2016, using Google Adwords, BIMA has engaged with a new audience of over 2,700 interactions and 173,184 impressions from online users. Google Ad campaigns not only include ads about the museum, but also Bainbridge day trips, local attractions, Bainbridge events and exploring the Puget Sound via ferry.

BIMA's location across from the Bainbridge ferry terminal makes it an easy place to discover and visit. We offer free admission in order to ensure access to all. On any given day, visitors to the Museum are a mix of local Bainbridge Islanders, regional (Kitsap County and Seattle) residents and national and international tourists. Our Art Docents are trained to ask where people are from as they enter the Museum and we encourage visitors to sign our guest book with comments after they explore. **We estimate 240,000 people have visited the Museum in the past three years (approximately 80,000 per year), including those who attend meetings or conferences, special events, artists' friends and families and school children.**

The BIMA website has drawn traffic through a variety of online platforms. The top referral sites include sites such as: seattlesouthside.com, visitseattle.org, thestranger.com, visitkitsap.com and redtri.com. Since implementing a "Things to Do & Local Attractions" page on our website with concurrent Google Adwords campaigns in July 2016, it has become one our top visited pages drawing traffic from all over the Pacific Northwest region. Year to date the BIMA website has had 134,874 visitors.

BIMA social media platforms continue to retain and draw audiences. We currently have 5,322 Facebook followers and an eNews subscriber list of 3,034. A new Instagram account was launched in March 2016 and has gained support from partner organizations locally and regionally to cross-promote events and engagement.

Ability to Complete the Project: Since opening our doors in June 2013, BIMA has held over 50 exhibitions. As noted above, these have been well attended and have attracted tourists from the Puget Sound region, from other states and many other countries. We are in the process of installing our Fall/Winter 2016/2017 exhibits and have already planned the 2017 and 2018 seasons allowing us to seek ever more strategic marketing opportunities.

2. If appropriate, please identify the project partner(s) and briefly describe the involvement of each. Please note that the maximum award of \$100,000 will apply to any single project, even if proposed by a team of partners.

Our project partners include guest curators, regional artistic and educational organizations and the local media. A major media partner is Art Guide magazine, with a distribution of 70,000 copies in Western Washington and Portland, Oregon. Although published just once a year, it is found in many hotels, art galleries and convention and visitors bureaus. The Art Blog on the Guide's website updates Museum listings and exhibitions.

Partners for our Fall/Winter 2016-2017 Exhibitions include the Suquamish Tribe, Ames Family Foundation through the Cultural Diversity Series, US Bank and Museum of Northwest Art in La Conner.

Our dedicated volunteers are also major partners: The Art Acquisitions and Exhibitions Committee (A&E) of BIMA is an active volunteer partner, helping to review and plan exhibitions, and select specific artworks for the Permanent Art Collection. Twelve committee members meet quarterly and assist with the research needed to support diverse and compelling artistic programs. In addition, 16 trained volunteers comprise our art installations crew. These volunteers are supervised by the director/curator as well as the lead installer.

The Education Committee is another leading partner. Led by BIMA education director Kristin Tollefson and comprised of 15 community volunteers on various subgroups, this committee plans diverse educational programs, including field trips, hands-on art activities, artists' lectures and special annual programs for both local residents and tourists.

The Marketing Committee, another group of 15 dedicated volunteers, has already demonstrated great success with the attendance at the Museum over the last three years. With the Committee's help and our Marketing Director's leadership, BIMA has received strategic coverage including select stories, collaborative programs with KUOW Public Radio and excellent reviews in The Seattle Times and The Stranger.

3. If appropriate, please list each project and amount of funding awarded and utilized from the Lodging Tax (Civic Improvement) Fund within the last five years (2011-2016).

BIMA was fortunate to receive the following from the Lodging Tax (Civic Improvement) Fund:

- 2013 - \$10,000 towards the new building, specifically for the installation of solar panels;
- 2014 - \$5,000 toward our 2014 Exhibitions;
- 2015 - \$10,000 toward our 2016 Exhibitions.

4. If any projects previously funded through the Lodging Tax (Civic Improvement) Fund were not completed and/or if reports were not submitted to the City as requested, please explain:

N/A – all reports submitted and projects completed.

LODGING/TOURISM FUND APPLICATION
Project Information

- **Describe the proposed project.**
 - a. Identify the Project's main objectives and how each will be achieved.
 - b. Be as specific as possible about the proposed services, measurable impacts, distribution method and costs.
 - c. If appropriate, provide details about the facility operating costs to be funded.

The Project's main objective is to drive tourism to Bainbridge Island. BIMA has a proven track record of successful marketing and attracting visitors from surrounding communities, around the region and the world. BIMA continues to plan exhibitions with a diverse mix of regional art and craft so we have something for everyone to learn and enjoy.

Having a lively arts and cultural center helps the community by enhancing the city's livability, as well as increasing tourism and tax revenue. The museum leadership believes that a healthy and balanced community requires everyone to have access to the arts and experience diverse cultural activities.

We fill a need for arts education and exposure to visual arts by providing high quality exhibitions and educational programs for all ages that complement the exhibitions. Educational activities include lectures, art workshops and special events, marketing promotions specific to each exhibition and general BIMA promotions.

The main activity is presenting a full year of rotating exhibitions that are free to the public with donations encouraged. Exhibitions will include solo retrospectives, solo theme shows, and group exhibitions. The exhibitions are planned by Executive Director and Curator Greg Robinson, with the assistance of guest curators, staff, volunteer curatorial assistants and interns, and an installation crew comprised of a lead contracted installer and 16 installation volunteers.

Each exhibition rotation (three per year) includes a Friday evening private opening for members, exhibiting artists, their collectors and other VIPs, and a Saturday public reception. Over 350 people attended our most recent private reception on June 24th, including many who were out of towners who stayed in local lodging establishments.

- **Provide a brief narrative statement to address each of the stated selection criteria. Describe outcomes anticipated from each criterion, as well as the overall project.**
 - a. **Expected impact on increased tourism in 2017. Please provide specific estimates of how the project will impact the number of people traveling to Bainbridge Island from fifty miles or more one way from their place of residence, or travelling from another country or state outside of Washington State. If appropriate, compare/contrast this impact to actual or estimated number of tourists at your event/facility in 2015 and estimates for 2016.**

BIMA's docents ask visitors to leave comments in a book at the front desk. It is not mandatory for people to do so. Many people include where they are from. In logging geographic locations of those who left comments (from October 2015 to August 2016), we found:

- Visitors reported being from 46 States in the U.S. and the District of Columbia;

- Visitors reported being from 33 Countries from Australia to Zanzibar;
- Visitors were from all areas of Washington State.

We have collected more data about attendees in the last year:

- We average around 255-300 visitors per day.
Including events, lectures and other programs, we have had 52,297 visitors, January through August 2016.
- BIMA is open 363 days per year, 10 am – 6 pm with free admission.
- We are the #2 attraction on Bainbridge Island according to Trip Advisor (The Bloedel Reserve is #1).
- We remain on Fodor’s list of the 15 Best Small Town Museums in the USA and in Travel+Leisure’s list of America’s Best Small Town Museums.

b. Expected impact on or increase in overnight stays on the island. Please include actual or estimated numbers of tourists who will stay overnight in paid accommodations in Bainbridge lodging establishments in 2017 as a result of proposed activities. Please include the basis for any estimates.

- We do not have absolutely reliable records of the number of overnight stays our visitors have on Bainbridge Island. Given the number of visitors from around the country and around the world, it is logical that many of them would choose to stay overnight to visit Bainbridge Island.
- BIMA does “host” many artists, their friends and families from outside of the area and uses local lodging establishments for them to stay on the Island, many times for several days in a row. We calculate almost 100 room nights per year. Often there are friends and family of the artist who attend the opening or may come to see an exhibit later in the show. We also invite experts and guests for educational programs who stay in Island lodging.

c. Projected economic impact on Bainbridge Island businesses, facilities, events and amenities, including sales of overnight lodging, meals, tours, gifts, and souvenirs (helpful data may be found on the Washington State Department of Commerce website).

- We don’t have a dollar figure to quantify the economic impact visitors have on Bainbridge Island. What we do know is many visitors take the ferry specifically to visit BIMA and often shop and dine in downtown Winslow and in other areas of the Island. Arts-interested audiences often include people with discretionary income –they shop in local stores and art galleries as well. Our own Museum Store has been busy and sales have been consistently strong. Our marketing efforts make BIMA one of the top sights to visit on Bainbridge Island.

d. The project’s potential to draw visitors to the Island and increase overnight stays during the off-season, i.e. October 1 until Memorial Day.

- BIMA’s attendance is strong throughout the year. We have three exhibition rotations per year, including openings in February, June and October. We also have other programs year-round. Since we are open seven days a week and are only closed for Thanksgiving and Christmas, we offer an opportunity for people to visit Winslow on most holidays and their days off. We also have educational programs and events we hold in the “off-season” that attract visitors from Seattle and the Puget Sound region.

- e. The applicants' demonstrated history of organizational and project success.**
- BIMA has been open for three years and we have a wonderful record of hosting 80,000 visitors per year. Each of our three exhibition cycles feature diverse collections and attract diverse, varied as well as consistent visitors. We feel very proud of our successful record of presenting compelling and high quality programs and exhibitions that attract visitors from near and far.
- f. Describe any partnerships with other organizations and businesses in the proposed project – including efforts to minimize duplication of services where appropriate and encourage cooperative marketing.**
- US Bank has funded our exhibitions through 2016.
 - The Ames Family Foundation has provided multi-year funding for a Cultural Diversity Series featuring artists whose ethnic heritage is reflected in their artwork.
 - The Mendocino Foundation has funded a three-year program for BIMA to commission artists' work for the Beacon Gallery (large front window on Winslow Way).
 - We are partnering with the Suquamish Tribe and The Suquamish Museum for our Fall/Winter 2016-2017 Exhibition titled "Native Hands: Indigenous Art of the Salish Sea."
- g. Describe the degree to which the project goals and/or results can be objectively assessed.**
- BIMA's success is dependent on attracting visitors and tourists from off-Island. Docents collect information from visitors and count the number of visitors we have each day. Visitors often leave information about where they are from in our comment book. Based on that, we know BIMA is successful in attracting visitors from all over the United States and abroad, as well as from Seattle and other areas in Washington State. Many note that they came to Bainbridge Island initially to see BIMA.
- h. Describe the degree to which the project will leverage award funds with additional matching funds or donated in-kind goods or services**
- Revenue to support the 2017 Exhibitions is outlined in our Project Budget attached. We have several other proposals pending to support this project. COBI's \$15,000 grant would provide significant support to go towards marketing 2017 shows, staging the complicated and multi-faceted exhibitions and attracting tourists to the Island.

LODGING/TOURISM FUND APPLICATION
Supporting Documentation

1. Provide a project timeline that identifies major milestones.
 - The 2017 Exhibitions rotate three times a year and feature approximate six or seven separate exhibitions for a total of 20 exhibits per year.
 - The rotations are Fall/Winter, Spring and Summer.
 - The Fall/Winter show opens October 14, 2016 and runs through February 2017
 - The Spring show will open in February 2017 and run through June 2017;
 - The Summer show opens in June/July 2017 and runs through September/October 2017.

2. Include a detailed budget for the proposed project itemizing expenses and income. Include the amount requested from the Lodging Tax Fund and identify other sources of funding anticipated or obtained, including matching funds, as well as any in-kind contributions necessary to complete the project.
(See attached)

3. If applicable, please describe the project's scalability. How would the project scope and budget be adjusted should the full amount of the LTAC funding request not be awarded? Please provide specifics. **If this information is not provided, the award committee will not consider alternative levels of funding.**
Should we not receive LTAC funding for this project, we would have to scale back our exhibitions and do fewer smaller shows- however we have committed to our "anchor" exhibitions and we will strive to seek alternative funding.

4. Provide copies of your organization's 2015 income/expense summary and 2016 budget.

5. Provide an estimate of 2016 revenue and expenses.

6. Letters of Partnership – Include letters from any partnering organizations committing to joint sponsorship of the application and specifying their intended activities.



	2015 ACTUAL	2016 BUDGET	DIFFERENCE (2015 Actual vs. 2016 Budget)
REVENUES			
Earned Income			
Store			
Store Revenue	246,088	287,154	41,066
Store COGS	(125,251)	(143,577)	(18,326)
Store Payroll	(124,194)	(133,180)	(8,986)
Store Expenses	(11,345)	(9,136)	2,209
Net Store Revenue	(14,702)	1,261	15,963
Bistro & Rentals			
Total Revenue	329,428	496,960	167,532
Bistro & Rentals COGS	(136,102)	(182,440)	(46,338)
Bistro & Rentals Payroll	(268,139)	(341,983)	(73,844)
Bistro & Rentals Expenses	(31,109)	(30,590)	519
Net Bistro & Rentals Revenue	(105,922)	(58,053)	47,869
Subtotal Retail Income	(120,624)	(56,792)	63,832
Other Earned Income			
Programming Income	8,650	16,265	7,615
Museum Assets/Art Sales	5,362	30,000	24,638
Subtotal Other Earned Income	14,012	46,265	32,253
Total Net Earned Income	(106,612)	(10,527)	96,085
Contributed Income			
Donation Box	14,918	18,000	3,082
Memberships	68,715	100,000	31,285
Annual Fund	178,833	250,000	71,167
Major Gifts - Individuals	515,198	730,000	214,802
Grants & Sponsorships	44,142	150,000	105,858
Total Contributed Income	821,806	1,248,000	426,194
Auction			
Auction Revenue	378,835	450,000	71,165
Auction Expenses	(55,523)	(75,000)	(19,477)
Net Auction Income	323,312	375,000	51,688
Other Special Events			
Other Special Event Revenue	66,217	80,000	13,783
Other Special Event Expenses	(10,573)	(15,000)	(4,427)
Net Other Special Event Income	55,644	65,000	9,356
INCOME TOTAL	1,094,150	# 1,677,473	583,323
EXPENSES			
Administrative Payroll	744,791	849,310	104,519
Professional & Administrative Services	37,285	44,000	6,715
Education Programs	30,738	78,385	47,647
Exhibitions	86,291	90,300	4,009
Fundraising	49,201	75,000	25,799
Marketing	87,612	91,479	3,867
Occupancy Costs	187,997	297,000	109,003
Office Expense	99,042	103,000	3,958
Taxes	13,585	15,500	1,915
Insurance	14,831	15,000	169
Other Miscellaneous Expenses	16,773	18,000	1,227
EXPENSES TOTAL	1,368,146	1,676,974	308,828
NET INCOME	(273,996)	499	274,495
Investment Income & Expense	(29,041)		
Adjusted NET INCOME	(303,037)		



COMPARATIVE INCOME STATEMENT

YEAR-TO-DATE	12 Month(s) to-date (ESTIMATED)					Variance to		
	2016		2016	2015	December		Budget	Prior Year
	YTD ACTUAL	YTD BUDGET	TOTAL BUDGET	YTD ACTUAL	YTD ACTUAL			
TOTAL REVENUE	1,724,196	2,698,695	2,698,695	1,828,385	2,133,990	(974,499)	(104,189)	
Earned Income								
Store								
Revenue	285,017	306,470	306,470	246,088	265,599	(21,453)	38,929	
COGS	(142,515)	(153,242)	(153,242)	(125,305)	(146,942)	10,727	(17,210)	
Payroll	(134,006)	(144,092)	(144,092)	(125,269)	(104,568)	10,086	(8,737)	
Expenses	(8,496)	(9,136)	(9,136)	(11,345)	(10,385)	640	2,849	
Net Store Revenue	-	-	(0)	(15,831)	3,704	-	15,831	
Bistro & Rentals								
Revenue	473,106	496,960	496,960	329,427	205,936	(23,854)	143,679	
COGS	(181,489)	(190,640)	(190,640)	(137,530)	(97,638)	9,151	(43,959)	
Payroll	(301,461)	(316,660)	(316,660)	(271,427)	(144,273)	15,200	(30,034)	
Expenses	(31,749)	(33,350)	(33,350)	(30,710)	(17,627)	1,601	(1,039)	
Net Bistro & Rentals Revenue	(41,593)	(43,690)	(43,690)	(110,240)	(53,602)	2,097	68,647	
Other Earned Income								
Programming Income	35,206	40,265	40,265	8,650	11,770	(5,059)	26,556	
Musuem Assets/Art Sales	-	30,000	30,000	5,362	-	(30,000)	(5,362)	
Net Other Earned Income	35,206	70,265	70,265	14,012	11,770	(35,059)	21,194	
Total Net Earned Income	(6,386)	26,575	26,575	(112,059)	(38,128)	(32,961)	105,673	
Contributed Income								
Donation Box	15,000	18,000	18,000	14,918	21,588	(3,000)	82	
Memberships	79,550	100,000	100,000	68,715	86,055	(20,450)	10,835	
Annual Fund	25,170	250,000	250,000	178,833	288,211	(224,830)	(153,663)	
Major Gifts - Individuals	95,719	730,000	730,000	515,198	564,947	(634,281)	(419,479)	
Grants, Sponsorships & Other	153,356	197,000	197,000	44,142	233,022	(43,644)	109,214	
Total Contributed Income	368,795	1,295,000	1,295,000	821,806	1,193,823	(926,205)	(453,011)	
Auction								
Revenue	539,121	450,000	450,000	350,835	358,847	89,121	188,286	
Expenses	(72,302)	(75,000)	(75,000)	(55,523)	(57,565)	2,698	(16,779)	
Net Auction Income	466,819	375,000	375,000	295,312	301,282	91,819	171,507	
Other Special Events								
Revenue	22,950	80,000	80,000	66,217	98,015	(57,050)	(43,267)	
Expense	(4,640)	(15,000)	(15,000)	(10,573)	-	10,360	5,933	
Net Other Special Events Income	18,310	65,000	65,000	55,644	98,015	(46,690)	(37,334)	
Operating Departments Income	847,538	1,761,575	1,761,575	1,060,703	1,554,992	(914,037)	(213,165)	
EXPENSES								
Administrative Payroll	847,963	856,528	856,528	752,219	702,824	(8,565)	95,744	
Professional & Administrative Services	45,045	45,500	45,500	37,285	46,293	(455)	7,760	
Education Programs	54,870	78,385	78,385	31,363	11,240	(23,516)	23,507	
Exhibits & Permanent Art Collection	132,235	133,571	133,571	86,291	126,035	(1,336)	45,944	
Fundraising	56,250	75,000	75,000	49,201	46,662	(18,750)	7,049	
Marketing & Community Partnerships	112,583	125,092	125,092	87,612	53,212	(12,509)	24,971	
Occupancy Costs	294,030	297,000	297,000	187,997	188,827	(2,970)	106,033	
Office Expense & Administrative Operations	95,400	106,000	106,000	99,040	66,147	(10,600)	(3,640)	
Taxes	15,345	15,500	15,500	14,212	6,993	(155)	1,133	
Insurance	14,850	15,000	15,000	14,831	12,182	(150)	19	
Depreciation	-	-	-	376,928	359,107	-	(376,928)	
Reconciling Discrepancies	-	-	-	-	-	-	-	
Other Miscellaneous Expenses	13,365	13,500	13,500	16,278	57,602	(135)	(2,913)	
Total Expenses	1,681,935	1,761,076	1,761,076	1,753,257	1,677,124	(79,141)	(71,321)	
NET INCOME	(834,397)	499	499	(692,554)	(122,132)	(834,896)	(141,844)	
<i>(before Investment Gains/Losses)</i>								
Investment Gains/(Losses)	42,296	-	-	(29,044)	9,235	42,296	71,340	
NET INCOME	(792,101)	499	499	(721,598)	(112,897)	(792,600)	(70,504)	

Bainbridge Island Museum of Art					
2017 Exhibitions Season, Project Budget					
Rotation	Spring	Summer	Fall/Winter	General	Total
<u>EXPENSES:</u>					
Curatorial Fees					\$0
Artist or Guest Curator Stipend				\$ 4,500	\$4,500
Curator Mileage & Exp.				\$ 2,000	\$2,000
Printed Materials					\$0
Exhibit Publications		\$2,500	\$2,500	\$ 2,500	\$7,500
Postage	\$ 500	\$500	\$500	\$ 500	\$2,000
Exhibit cards	\$ 2,000	\$2,000	\$2,000		\$6,000
Invites, etc.	\$ 450	\$450	\$450		\$1,350
Marketing & Advertising					\$10,000
Signage/Text panels	\$ 1,200	\$1,500	\$1,200		\$3,900
Installation					
Artists' Expenses	\$ 2,000	\$2,000	\$2,000	\$ 2,000	\$8,000
Shipping	\$ 5,000	\$5,000	\$5,000	\$ 2,550	\$17,550
Art Handlers & Crew	\$ 4,000	\$4,000	\$4,000	\$ 12,000	\$24,000
Lighting				\$ 2,700	\$2,700
Painting & Supplies				\$ 7,500	\$7,500
Insurance Rider				\$ 500	\$500
Equip. Rentals				\$ 2,500	\$2,500
Special Programs				\$ 4,000	\$4,000
Special Publications		\$10,000	\$10,000		\$20,000
Photography				\$ 3,000	\$3,000
Contingency				\$ 3,000	\$3,000
Expense Totals	\$15,150	\$27,950	\$27,650	\$ 49,250	\$130,000

REVENUES:						
City of Banbridge Island Lodging Tax (this grant)						\$15,000
Robert McCauley Exhibit Host Committee						\$25,000
Ames Family Foundation						\$12,500
Foundation Support - other, pending						\$15,000
Corporate Sponsors - pending						\$10,000
WA State Arts Commission, pending						\$5,000
Other Government Support - pending						\$2,500
BIMA Fundraising Event						\$20,000
BIMA Annual Fund Drive						\$16,000
Museum Donation Box - attributed						\$5,000
Exhibition-related Store merchandise sales						\$4,000
Revenue Totals						\$130,000

Notes
Preview invites, exhibit loan forms, etc.
Rack cards x 3 rotations
Seattle & Regional Ads
Local and regional art handling
Includes Family Art Day, Day of the Dead, etc.
Robert McCauley Retrospective Book

Suquamish Tribe
Art Auction
Individual Donors
<i>Revised 10/5/16</i>



BOARD OF
DIRECTORS

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Chairman

Linda Lincoln

Chair Elect

Claire Chavanu

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Steve Walden

Rex Oliver, IOM

President/CEO

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Platinum Members:

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Harrison Medical Center

Kitsap Bank

Puget Sound Energy

Gold Members:

Town & Country Markets

Sears & Associates

HomeStreet Bank

October 4, 2016

To: The 2016 Lodging Tax Advisory Committee

Re: The Bainbridge Island Museum of Art

Dear Committee Members,

It is my pleasure to write this letter in support of the Bainbridge Island Museum of Art 2017 Lodging Tax grant request.

BIMA is one of the principal destinations for many of our visitors, school students and island residents. Being located at Winslow and the 305, they are one of the first stops for visitors/tourists.

Visitors to Bainbridge Island are shown the works of many of our local artists and see how much art plays into the sense of community for our island.

The Chamber is pleased to partner with BIMA to distribute their brochures and they reciprocate by giving out copies of our island map.

The Chamber appreciates the relationship between the two organizations which has been built up over the years.

We encourage you to support their proposal.

Respectfully,

Rex Oliver, IOM

President/CEO

"Creating a Strong, Sustainable Local Economy"

BAINBRIDGE ISLAND CHAMBER OF COMMERCE

395 Winslow Way East, Bainbridge Island, WA 98110 t. 206.842.3700 f. 206.842.3713 www.bainbridgechamber.com info@bainbridgechamber.com

Bainbridge Island Museum of Art
Balance Sheet
As of December 31, 2015

Dec 31, 15

ASSETS

Current Assets

Checking/Savings

POS CC Clearing	467.32
10100 · Checking	190,997.49
10102 · Commerce Bank Deposit Account	100,013.26
10103 · Laird Norton Cash Reserve	498,274.74
10104 · RBC Cash Reserve	400,112.33
10105 · Wells Fargo Stock Clearing	198,948.89
10200 · Savings	23,550.28

10220 · Merchant- Donations & Membershi	13,150.00
10225 · Paypal	2,757.75

10300 · Petty Cash	300.00
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Total Checking/Savings 1,428,572.06

Accounts Receivable 459,477.13

Other Current Assets

12000 · Undeposited Funds	1,500.00
12100 · Inventory Asset	24,558.73

Total Other Current Assets 26,058.73

Total Current Assets 1,914,107.92

Fixed Assets

15000 · Furniture and Equipment 596,342.57

15050 · Website 6,600.00

15090 · Land 3,102,516.00

15100 · Building 8,158,864.93

15300 · Museum 1,874,289.04

15400 · IG Building 23,684.21

15500 · Accum Depr - Website -2,074.59

15515 · Accumulated Amort - Signage -223.43

16050 · Accum Amortization - Website 2,074.59

16070 · Accum Depr - Furn & Equip -183,881.98

16080 · Accum Depr - Building -548,414.48

Total Fixed Assets 13,029,776.86

Other Assets 680,621.67

TOTAL ASSETS 15,624,506.45

Bainbridge Island Museum of Art
Balance Sheet
As of December 31, 2015

	Dec 31, 15
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	30,207.00
Credit Cards	20,360.96
Other Current Liabilities	38,156.11
Total Current Liabilities	88,724.07
Total Liabilities	88,724.07
Equity	
32000 · Unrestricted Net Assets	14,876,229.75
34000 · Permanently Restricted Assets	1,000,000.00
Net Income	-340,447.37
Total Equity	15,535,782.38
TOTAL LIABILITIES & EQUITY	<u>15,624,506.45</u>



PLUS

**BEST WESTERN PLUS
Bainbridge Island Suites**

October 6, 2016

To: The 2016 Lodging Tax Advisory Committee
Re: The Bainbridge Island Museum of Art

Dear Committee Members,

It is my pleasure to write this letter in support of the Bainbridge Island Museum of Art (BIMA) 2017 Lodging Tax grant request.

BIMA is one of the largest attractions on Bainbridge Island. As General Manager of the Best Western Bainbridge Island, many of my guests have come to the Island specifically to see exhibits at BIMA. BIMA often uses the Best Western to accommodate guest artists, their friends and family throughout the year.

I am pleased to support BIMA's application as I have seen the impact the Museum has on driving tourists to Bainbridge Island.

I hope you will support their proposal.

Sincerely,

Linda Thurrott
General Manager, Best Western Bainbridge Island

350 NE High School RD
Bainbridge Island, WA 98110
(206) 855-9666 Fax (206) 855-9790
www.bestwestern.com/bainbridgeislandsuites
For Reservations Call 1-866-396-9666