

PROPOSAL DESCRIPTION and PURPOSE

Today, in its new facility, BARN has become a true Community Center using diverse crafts as a magnet to bring together people who would not normally know one another or have opportunities to collaborate. BARN offers work spaces, events, and classes for all skill levels through its eleven artisan craft shops and studios. They are:

- Book Arts
- Electronic & Technical Arts
- Fiber Arts
- Glass Arts
- Jewelry/Fine Metals
- Kitchen Arts
- Media Arts & BCB Studios
- Metal Arts
- Printmaking
- Woodworking
- Writing.

Knowing the opportunity exists in this unique arrangement, BARN encourages cross-pollination between the studios and their art forms giving rise to invention and innovation. The Commons at the center of the building on the lower level serves a purpose far greater than just a place to take a break from studio work. The Commons is BARN's "innovation arts" social studio...a place where true innovation occurs as artisans from the various disciplines come together to share a cup of coffee or meal and a conversation. They share their victories and successes, but they also share their challenges and puzzles. It is here that informal discussions lead to out-of-the-box solutions. Just as great inventors stand on the shoulders of those who preceded them by cobbling together two dissimilar prior inventions to meet a need, creativity and collaboration (as well as "necessity") are "the mothers of invention" at BARN.

BARN is the home of a new community of artisans and makers, who are the heart of BARN and volunteerism is its soul.

Time

Since BARN is open seven days each week year-round, members and guests can participate almost anytime. BARN is only now determining how its annual cycle of events and milestones will be scheduled because much of their planning is in response to their members and volunteers. As an example, it has been evident that dedicated teen programming is best suited during summer. As the colder and darker months set in, it is expected that interest in indoor activities at BARN to be more in demand.

Primary goals and objectives

Due to the unexpected and surprisingly high response from the local and regional communities, BARN's goals and objectives for 2018 and beyond will now be somewhat different than originally planned in 2012 and are currently undergoing new consideration.

Nonetheless, the Mission goals remain intact:

- Nurture an open, intergenerational community of artisans and makers
- Foster learning, teaching, sharing, and inspiring among participants
- Cultivate creativity and craftsmanship
- Perform community service

In business for over three years, of which only the past four months has been in its new home, BARN is poised to progress to the next level of development and truly support its growing team of volunteer artisans, makers, and mentors in creating community and providing services for Bainbridge Island neighbors which will include:

- Providing access to BARN for members as well as non-members from the community.
- Growing existing programs in all eleven artisan studios.
- Prompting growth and providing sustainability to existing programs
- Introducing new programs in studios to include youth and families.
- Presenting more presentations that are free and open to the public.
- Presenting nationally renowned artisans in all crafts at BARN.
- Attracting students and participants to world-class events and classes from local, regional and national locations.
- Jump-starting new volunteer programs (e.g. a Docent Guild) in order to provide better outreach and understanding of BARN to the several dozen persons who visit and tour the facilities each week.
- Growing existing programs that support local artisans and entrepreneurs (e.g. the commissary kitchen program).
- Providing increased growth into partnerships with other non-profit organizations

Key participants

BARN began with a core group of dedicated visionaries who continually added other passionate contributors to the cause. Today, BARN is a community of over one-thousand participants (including members, volunteers, instructors, students, donors) all brought together for a common cause and developing a culture that does not exist elsewhere.

Although it has been only a little more than three years since BARN offered its first classes, this combination of volunteer and staff leadership has worked so well that today BARN affordably offers dozens of programs each month and many classes are filled to capacity with waiting lists.

EVALUATION

BARN is available to all of Bainbridge Island's 23,840 residents. Because of its diverse offerings and mission-based intergenerational goals, it attracts a greater percentage of the island's populace than other community arts organizations.

Keeping key values and goals set by its mission statement, BARN staff collects data on a regular basis by way of class surveys, online questionnaires, and personal interviews to keep their fingers on the pulse of what they are doing right and what they can do better. Measurement of various metrics are leading indicators of change and therefore growth:

- Attendance - (numbers; demographics; dollars) Classes and events
- Demand for class offerings (e.g. levels of skill development)
- Innovation - Inter-studio projects and classes
- Community service projects - Quantity and types; Community recipients/beneficiaries.
- Number of BARN Members (numbers; levels; dollars) This includes retention, attrition, and new members.
- Number and type of BARN non-profit partnerships and professional associations
- Facility visitation – numbers of visitors
- Facility rentals – (numbers; types; dollars)
- Donations – (numbers; types; dollars)

As BARN continues to develop, new needs will be discovered. BARN's organizational structure is "scaffolded" in a manner to permit rapid change either vertically or horizontally in response to needs. City funding to BARN's general operating contributes to the resiliency of this structure. Additionally, BARN has a generous donor grant that will allow it to match the \$30,000 requested of the City dollar-for-dollar. City grant money will then be leveraged 100%.

This data will be compared to 2017 data to evaluate success of efforts. Quarterly reports will be generated for review by staff and the Board. Those areas of change which describe the best growth will be reinforced. Those areas not growing as expected or hoped will be evaluated to determine next steps.

PROPOSAL BUDGET and NARRATIVE

BARN has an existing membership base of just over one-thousand persons (about 48% are multi-member Family Memberships, so the actual number of participants is much higher) and continues to steadily grow. Programming of classes and events continues to grow commensurately to meet needs and expectations of new members. As BARN shifts from new construction into general operations and maintenance, fundraising will also shift to a program focused on sustainability and modest growth as well as outreach. Past sources for charitable support have included the Bainbridge Community Foundation, the Rotary Club of Bainbridge Island, the Suquamish Tribe, local banks, and other generous community participants.

Through membership dues, class and event fees, facility rentals, and other sources, BARN is budgeted to earn approximately \$700,000 in 2018 and about \$800,000 in 2019. Fundraising goals for both of these years will vary depending upon realization of income goals and responsible management of expense

2018 - 2019 Cultural Funding

Proposed Budget

Bainbridge Artisan Resource Network

Modified for actual grant award of \$15,000

	2018 - Year 1			2019 - Year 2			
Suggested Expense Category	Total Project Budget Year 1	COBI Cultural Funding Request Year 1	% of Total Project Budget Year 1	Total Project Budget Year 2	COBI Cultural Funding Request Year 2	% of Total Project Budget Year 2	Total Project Budget (Year 1 and 2)
General Operating Support		\$7,500.00			\$7,500.00		15,000.00

	2017 Budget	Funding	% age	2018 Budget	Funding	% age
Q1	\$218,647	\$1,875	0.9%	\$225,000	\$1,875	0.8%
Q2	\$216,177	\$1,875	0.9%	\$225,000	\$1,875	0.8%
Q3	\$215,806	\$1,875	0.9%	\$225,000	\$1,875	0.8%
Q4	\$217,197	\$1,875	0.9%	\$225,000	\$1,875	0.8%
	\$867,827	\$7,500	3.5%	\$900,000	\$7,500	3.3%

Proposal Summary

BARN is seeking funding support from the City's Cultural Arts line to help offset its General Operating expenses in 2018 and 2019. BARN continues to grow and become the unique and dynamic organization for our intergenerational community of artisans and makers envisioned years ago. This community of creative craftsmen are dedicated to learning, teaching, sharing, and inspiring each other as well as the frequent students and visitors from both near and far that BARN hosts daily. This continued growth contributing to cultural growth and economic vitality for our Bainbridge Island community.



BARN Metrics for Success in Administering COBI Grant March 20, 2018

We will use two key metrics for success in BARN's first full year of operation in the new building:

Numbers of Students Enrolled in Classes at BARN: We keep track of numbers classes and of numbers of students, by studio and by specific (repeat) classes. We also track how many people become new members after attending a class.

- New Students
- Returning Students (and number of classes)
- Students Younger than Twenty Years Old

Our overall goal is to see more than five hundred students of various ages, spending over 3,000 hours at BARN, making and learning during 2018.

Amount of Volunteer Time Spent in Service: BARN is engaged in several community service projects, making materials and teaching people from other organizations how to make products that they need. We track hours spent by BARN volunteers, providing this support.

Our goal is to provide skill development and quality products to at least four other organizations that also enrich arts and culture opportunities on Bainbridge Island.