



SOUTHAMPTON ARTS CENTRE ANNUAL REPORT

2023

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LAND ACKNOWLEDGMENT

We want to acknowledge the Traditional Territory of the Anishinabek Nation: The People of the Three Fires known as Ojibway, Odawa, and Pottawatomie Nations, and of the Métis Nation, and we further give thanks to the Chippewas of Saugeen, and the Chippewas of Nawash, now known as the Saugeen Ojibway Nation, as the Traditional Keepers of this Land.

MISSION, VISION, AND CORE VALUES

Southampton Arts is a non-profit organization run by a governance Board of Directors, committed to a continuance of Bert Henderson's vision of the arts as a core indicator of the vibrancy of the beautiful town of Southampton, the wider Town of Saugeen Shores, the county of Bruce, and beyond.

Mission

Southampton Arts supports and encourages cultural expression, education in the arts and an appreciation of the arts.

Core Values

We believe in the power of art. Southampton Arts values **creative expression** as a vital tool for problem solving, creative thinking, self-discovery, and overall well-being at the organizational and individual level.

We leverage collective genius. Southampton Arts recognizes that organizational success is dependent on **collaboration**, and the input of a multitude of voices, for the benefit of the greater good.

We create a culture of warmth and belonging, where everyone is welcome. Southampton Arts maintains an environment of mutual **respect** among all stakeholders, staff, Board members, artists, volunteers, and guests. We emphasize fairness in all matters, while acknowledging and accommodating unique individual needs.

We endeavour to grow our business in a way that makes our community proud. Southampton Arts strives to evolve and encourage new ideas, while upholding the distinguished **history** and legacy of this institution.



"In the inner place where true artists create there exists a pure child" Lawren Harris

MESSAGE FROM THE CHAIR

In 2023, Southampton Arts (SA) continued addressing the challenges from all the changes encountered during the 'Covid Years'.

SA explored various approaches in finding a staffing model that would meet the wide range of demands created by this non-for-profit organization. As 2023 wound down, the SA Board continued its search for a satisfactory staffing model.



The one staffing decision that moved SA substantially forward was the hiring of a part-time staff person in 2022 to seek funding for SA via grants and donations. In 2023, SA landed grants for improving the online presence, promoting SA in the local community via the Art Bike and art awareness at local schools. Moving in a positive direction!

SA found a rise in the visitors and participants at the Art School; however, we strive for further successes.

I would like to thank everyone who cares about Southampton Arts from young to old and from artists to passionate art supporters. You understand the intrinsic value of a quality art gallery and art school in Saugeen Shores.

A handwritten signature in black ink, appearing to read 'G. Guenkel', is written on a white background.

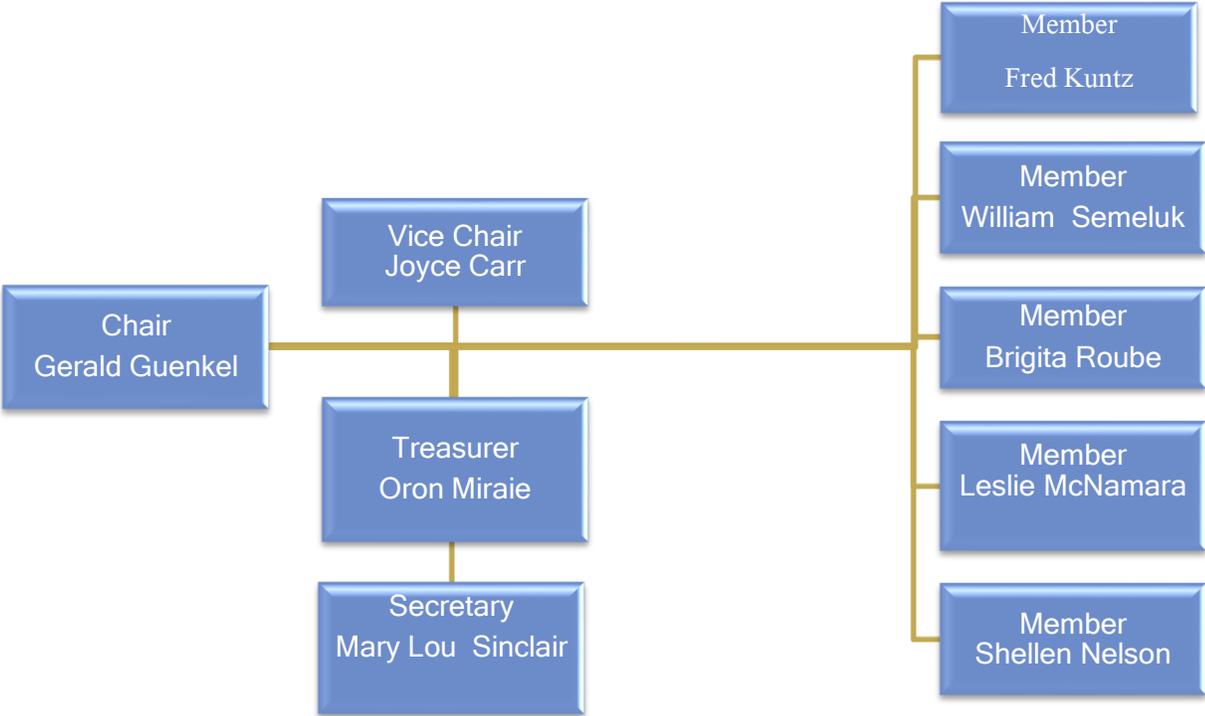
Yours respectfully,
Gerald Guenkel
SA Chairperson



HENDERSON ROOM

BOARD AND STAFF ORGANIZATION

Board Members (2023)



2023 STAFF

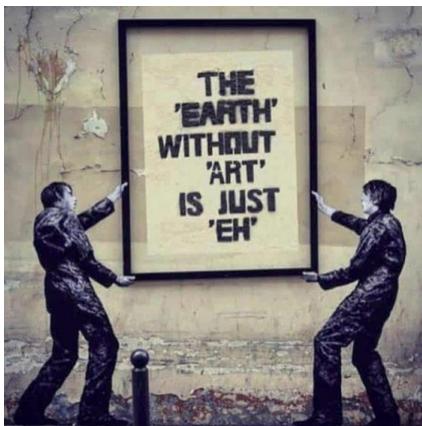
1. Michelle Costello – Centre Manager
2. Linda Spruce - Communications & Fund Development
3. Karen Friis - Gallery Manager
4. Judy Sutherland – Gallery Coordinator
5. Mel Myers – Bookkeeper



During the high season SA had 3 students employed.

During the school year SA had 2 very capable high school students at SA.

Over the year, SA had a range of volunteers.



TREASURER'S REPORT

Treasurer notes to YE Dec 31, 2023

Treasurer Report –

Notes:

1. CEBA loan- \$40,000 paid back
2. Reasons for deficit – High operation costs comparing the sales power. The Centre is actively looking for ways to increase the gross profits and to sustain these costs. We made more sales than 2022, and the gross profit increased accordingly.
3. CRA - There were no CRA matters. Source Deductions and HST were filed and paid on time.
4. The general performance of the SAC comes down to the Cash Flow sufficient buffer. The cash flow was increased from the 2022 YE. As of Dec 31, 2023 the SAC can sustain for about 3 months with no revenue. The Centre will need a strong cash flow to manage operational costs, for example implementing the discussed strategies to increase sales (Online, events, shows, etc).
5. Consignment Inventory - Similar to last year, and as of the CPA guidelines for Charities, Consignment inventory will not be showing as the SAC inventory to prevent inflation of the asset account. There will be a disclosure in the notes to show it as part of the SAC activity. There will not be a need to record an inventory valuation in our books as a result. The positive view that arises from this is the need to review the SAC artist contracts and the SAC's insurance policy. The only art with value that the Centre keeps, is the Bert Henderson Collection (Estimated at \$10,000).
6. Revenue streams discussion – Memberships fees were increased. Donations, Sponsorships and Grants, should have higher goals and find ways to achieve it. A strong marketing plan along with a strategic plan will help the SAC growth. We have the right people working for the SAC to help us get there.
7. Financial resolution - The SAC budget is the key to lead the team and set goals for the upcoming year. The Centre is showing growth year after year, and with the support of the board the operating staff can take us to new and higher levels of Financial stability.

Oron Miraie Treasurer
Southampton Arts Centre

Profit and Loss

January - December 2023

	Total	
	Jan - Dec. 2023	Jan - Dec. 2022 (PY)
INCOME		
4205 Revenue		
4210 Courses Adult	65,653.24	38,906.86
4220 Courses Children	75,590.00	28,596.96
4240 Courses Discounts	-25,493.30	-5,446.90
4310 Art Gallery Sales	122,352.19	121,897.80
4330 Gallery Resale Bert Henderson		270.00
4340 Gallery Special Exhibits	1,350.00	178.87
4399 Gallery Misc Revenue	3,909.53	1,173.60
4417 Events	8,568.10	638.30
4499 Fundraising	495.00	
4609 Rentals School Open Studio	4,315.00	210.00
4610 Rentals School	340.00	1,074.25
4611 Rentals Apartment	7,800.00	6,950.00
4612 Gallery Studio & Artisan Fees	19,750.00	7,218.36
4613 Catalogue Advertising	3,026.56	
4614 2024 Catalogue Advertsing	40.27	
Total 4205 Revenue	287,696.59	201,668.10
4299 Courses Misc (deleted)		32,791.92
4700 Memberships/Donations/Sponsorships/Grants		
4712 Donations	4,117.65	7,179.60
4713 Donations-in-Kind	148.88	74.44
4714 Sponsorships	10,503.00	4,400.00
4715 Membership	2,800.00	3,440.00
4716 Grants		29,915.24
4717 Grant-United Way	25,142.00	
4718 Grants-Ontario Trillium Fund	38,636.65	
4719 CSJ Grants	14,203.00	
Total 4716 Grants	77,981.65	29,915.24
Total 4700 Memberships/Donations/Sponsorships/Grants	95,551.18	45,009.28
4911 Admin Grants Misc		1,950.00
4950 Gift Certificate Payout		10,723.52
Total Income	383,247.77	292,142.82
COST OF GOODS SOLD		
5010 Cost of Goods Sold		
5210 Course Adult COGS-Instructors	24,382.00	21,540.00
5220 Courses Children COGS-Art Supplies	3,560.62	20,653.78
5222 Children's Class Facility Rentals	1,983.67	2,851.06
5223 Courses Childrens COGS -Instructors	21,778.00	
5299 Courses Misc Exp		-52.05
5310 GalArtist Consign Fees	79,538.14	83,995.03

		Total
	Jan - Dec. 2023	Jan - Dec. 2022 (PY)
5311 Donation Admin Fee	30.75	
5399 Exhibit & Publicity & Fundraising Costs	2,498.36	
5400 Catalogue Publishing	4,200.00	
5401 ArtBike expenses	7,452.90	
5402 Kids Can Play Expenses	246.89	
5403 OTF Fund Expenses	6,153.91	
5404 OTF Wages	20,610.72	
Total 5010 Cost of Goods Sold	172,435.96	128,987.82
5240 Courses Workshops (deleted-1)		500.00
5330 Gallery Resale Bert Henderson (deleted)		155.40
5340 Gallery Special Exhibits (deleted)		556.00
5420 Gallery Resale Art Supplies (deleted-2)		587.46
Total Cost of Goods Sold	172,435.96	130,786.68
GROSS PROFIT	210,811.81	161,356.14
EXPENSES		
5404 Cost of Goods Sold (deleted)	-3,168.00	
Cost of Goods Sold (deleted)	3,168.00	
Total 5404 Cost of Goods Sold (deleted)	0.00	
6210 EXP Courses Adult (deleted)		100.00
6240 EXP Adult Class Facility Rentals (deleted)		104.98
6340 Gallery Special Exhibits (deleted-2)		73.24
6399 Gallery Misc (deleted)		1,713.87
6400 Payroll Expenses		
6401 Payroll Expenses WSIB	1,281.56	
6402 Taxes	12,142.74	8,600.44
6403 Wages	139,041.89	120,765.12
6404 Wages for United Way Hire (ArtBike)	4,307.04	
6404 Wages for Untied Way Hire (ArtBike)	270.00	
6405 Bonus		450.00
6406 Casual Labour/Sub- Contractor	4,196.00	
Total 6400 Payroll Expenses	161,239.23	129,815.56
6410 Office/General Administrative Expenses	0.00	
6411 Repairs & Maintenance	1,072.22	
6412 Internet and Telephone	2,735.20	1,503.60
6413 Website		127.50
6414 Software Subscriptions	3,459.26	2,988.57
6415 Utilities	4,726.49	4,352.73
6416 Dues & Subscription Misc	75.00	0.00
6417 Advertising & Promotional & Outreach	2,663.68	3,267.74
6418 Office Supplies & Postage	4,686.08	1,321.57
6419 Insurance	7,209.00	6,822.36

		Total
	Jan - Dec. 2023	Jan - Dec. 2022 (PY)
6420 Rent or lease payments	7,474.92	7,622.92
Total 6410 Office/General Administrative Expenses	34,101.85	28,006.99
6499 F/R Misc (deleted)		11.60
6610 Rentals School (deleted)		750.00
6611 Rentals Apartment (deleted)		24.00
6712 Donations- Admin Fees (deleted)		240.00
6714 Admin Sponsorships (deleted)		3,370.92
6715 Admin SAC Membership (deleted)		555.40
6799 Admin Misc (deleted)		1,866.04
6995 Suspense		-845.68
7000 EXP Uncategorized Expense (System)		559.90
7014 EXP Payroll WSIB (deleted)		562.01
7212 Postage (deleted)		297.54
7213 Cleaning Supplies (deleted)		375.20
7299 Office Misc (deleted)		154.84
7312 EXP Course Catalogue Publishing (deleted)		300.00
7399 EXP Exhibit and Publicity Misc (deleted)		108.75
7413 Outreach (deleted)		550.00
7499 Office/Admin Misc (deleted)		294.37
7500 Professional Services	4,800.00	16,793.68
7501 Legal & Consulting	600.00	
7503 Accounting & Bookkeeping	7,942.50	
Total 7500 Professional Services	13,342.50	16,793.68
7514 Repair and Maintenance (deleted)		496.59
7610 Banking Expenses	10.00	
7611 Cash Short/Over	109.19	-14.06
7612 Bank charges	1,686.41	1,724.30
7613 Credit Card/LS Commissions	2,895.13	4,760.49
7616 Wix Fees	6,210.46	2,261.77
Total 7610 Banking Expenses	10,911.19	8,732.50
7617 Web-site Commission (deleted)		889.37
7699 EXP Bank Charges Misc	8.62	63.29
7701 CRA Interest & Penalties	1,057.94	1,368.52
Total Expenses	220,661.33	197,333.48
OTHER INCOME		
8112 Bank Interest Earned	776.16	503.06
Total Other Income	776.16	503.06
OTHER EXPENSES		
9300 Write off		-844.32
Total Other Expenses	0.00	-844.32
PROFIT	\$ -9,073.36	\$ -34,629.96

Statement of Cash Flows

January - December 2023

	Total
OPERATING ACTIVITIES	
Net Income	-9,073.36
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1000 Items Donated In Kind	-148.88
2010 Accounts Payable	-523.63
2000 Credit Card - CIBC Visa	289.96
2101 Gift Certificates:NEW - Gift Certificates Sold/Redeemed	1,738.14
2242 Payroll Liabilities:Payroll Liabilities - Federal Taxes	6,403.93
2400 Deferred Income	39,023.73
2520 GST/HST Payable	54.76
2525 GST/HST Suspense (System)	-163.89
Payroll Liabilities:Vacation Pay	45.36
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	46,719.48
Net cash provided by operating activities	37,646.12
NET CASH INCREASE FOR PERIOD	37,646.12
Cash at beginning of period	44,116.94
CASH AT END OF PERIOD	\$81,763.06

SA FACTS FOR 2023

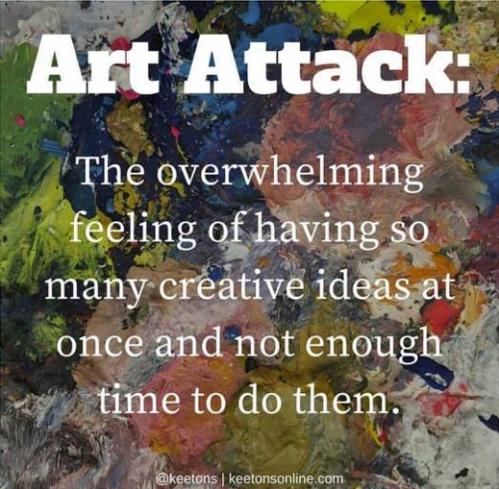
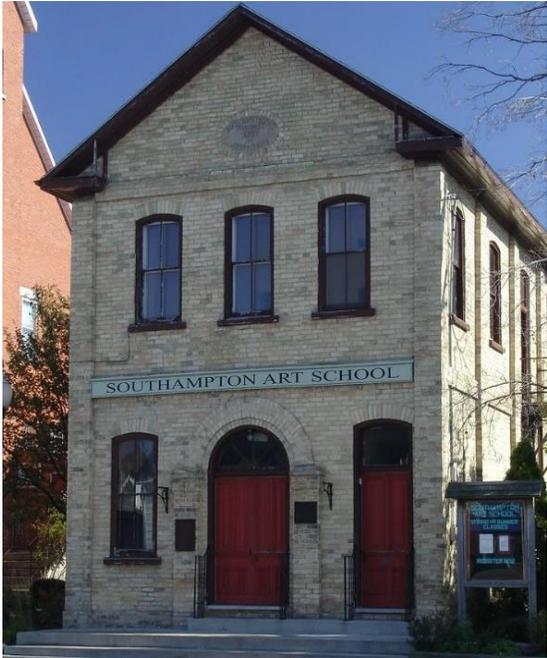
In this table, one can see the accomplishments, activities and challenges SA encountered in 2023.

Student art classes held	40
Number of students artists taking courses	~ 790
Adult art classes held	48
Number of adult artists taking courses	~300
Instructors Teaching Art	40
Artists in the Gallery	50
Community Outreach	ArtBike, Young Emerging Artists of our Community displayed in Saugeen Shores Police Services main foyer
SA Members	58
SA Members Financial Support	\$3440
Donors	22
Donor Financial Contribution	\$2729
Financial Support by Grants	United Way - \$25,142 Ontario Trillium Foundation - \$77,700 Community Foundation - \$2,500 Canada Summer Jobs 2023 - \$14,203 Total - \$119,545
Continued  	

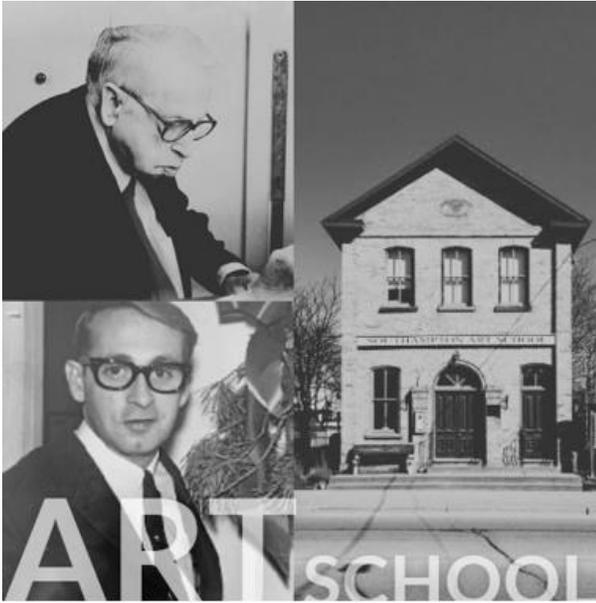
Sponsors	Bruce Power - \$2,500 Fulford's Cook's Cupboard - \$1,000 Judy Rich - \$1,000 Recreational Respite - \$1,000 Rotary - \$3,000 Aligned Capital Partners - \$500 Hills - \$500 Michelle Soers - \$200 Sponsor Cash Amount - \$9,700
Visitors at Gallery	7700
Exhibits and Events	25
The Big Event	Artropolis

As can be seen, Southampton Arts is an artistic force in Saugeen Shores!

As an Arts Centre that serves a growing and diverse community, we are always adapting to fulfill our VISION and MISSION to be a space where art comes alive! In 2023 a variety of approaches were attempted to further reach out to our regional community.



HOW SOUTHAMPTON ARTS BECAME A LEGACY



Southampton has been Bruce County's destination of choice for artists, students and visitors interested in the appreciation, study, and enjoyment of the Arts since 1957, when Bert Henderson* founded the Southampton Art School.

It began with about a dozen students and the \$40 fee for one week included tuition, accommodation, and meals. Housed in a building constructed in 1888 that James Howe then bequeathed to the Town in 1912, on the condition it always be used for cultural purposes, Henderson's vision was for the school to carry Southampton's name far past the borders of Bruce County. He saw an opportunity for

Southampton to distinguish itself not only as the oldest port on Lake Huron, but as its cultural epicenter and had big dreams for the growth of the school as a driver of Southampton's renown and prosperity.

The school's original advisory board included three members of Canada's original Group of Seven including artists A.Y. Jackson, Lawren Harris, and Arthur Lismer. Iconic Canadian artist Alex Colville also lent his support to the initial board, a legacy of excellence and a response to the Canadian landscape that still permeates the spirit of Southampton Arts.

In 1986, a group of arts-loving community members formed the Southampton Arts Society as a registered non-profit charity. It provided a focal point for local artists and art lovers to appreciate, create, and enjoy art, as well as providing support for the school. The Gallery began in 1999 as a co-operative formed by Carol Cleary and Tanya Weichel and now features the talent of fifty local artists, housed in light-filled upper and lower galleries of the historic Southampton Town Hall.

In March of 2017, the organization changed its name officially to the Southampton Arts Centre, more commonly referred to as Southampton Arts.

Today, this vibrant non-profit organization runs a thriving summer educational program featuring artist-led educational experiences for both children and adults as well as the Gallery, continuing a legacy of providing support for both the making and the appreciation of fine art and craft.

- *Our condolences to the family of Bert Henderson to his passing in early 2024. His legacy will live on.*

