

**MACKENZIE ART GALLERY  
INCORPORATED**

*Financial Statements*

*March 31, 2016*

## INDEPENDENT AUDITOR'S REPORT

To the Members of MacKenzie Art Gallery Incorporated

We have audited the accompanying financial statements of MacKenzie Art Gallery Incorporated, which comprise the balance sheet as at March 31, 2016, and the statement of revenues and expenses, changes in equity, and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of MacKenzie Art Gallery Incorporated as at March 31, 2016, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.



Chartered Professional Accountants, Chartered Accountants  
Licensed Professional Accountants

June 8, 2016  
Regina, Saskatchewan

**MacKenzie Art Gallery**  
**Balance Sheet**  
**As at March 31, 2016**  
(in CDN dollars)

	March 31, 2016	March 31, 2015
<b>Assets</b>		
<b>Current assets</b>		
Cash	\$ 485,552	\$ 447,560
Short-term investments (Note 3)	870,258	869,782
Accounts receivable	59,376	51,910
Government remittances receivable	4,118	722
Grants receivable	2,229	209,243
Inventories	108,005	113,760
Prepaid expenses	14,778	13,435
	1,544,316	1,706,412
Objects of art (Note 4)	1	1
Capital assets tangible (Note 5a)	103,968	87,600
Capital assets intangible (Note 5b)	4,162	1,571
Long-term investments (Note 3)	246,254	318,706
	354,385	407,878
	\$ 1,898,701	\$ 2,114,290
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities	\$ 267,145	\$ 368,821
Deferred revenue (Note 6)	363,354	354,408
	630,499	723,229
<b>Equity</b>		
Unrestricted	43,953	35,930
Externally restricted in long-term investments	50,000	50,000
Internally restricted (Note 7)	1,174,249	1,305,131
	1,268,202	1,391,061
	\$ 1,898,701	\$ 2,114,290

On behalf of the Board of Trustees

On behalf of the Board of Trustees

**MacKenzie Art Gallery**  
**Statement of Changes in Equity**  
**As at March 31, 2016**  
(in CDN dollars)

	Externally Restricted	Internally Restricted (Note 7)	Unrestricted	Total
<b>Balance as at April 1, 2014</b>	\$ 50,000	\$ 1,586,297	\$ 40,433	\$ 1,676,730
Deficiency of revenue over expenses for the year	-	-	(285,669)	(285,669)
Interfund transfers	-	(281,166)	281,166	-
<b>Balance as at March 31, 2015</b>	\$ 50,000	\$ 1,305,131	\$ 35,930	\$ 1,391,061
Deficiency of revenue over expenses for the year	-	-	(122,859)	(122,859)
Interfund transfers	-	(130,882)	130,882	-
<b>Balance as at March 31, 2016</b>	\$ 50,000	\$ 1,174,249	\$ 43,953	\$ 1,268,202

**MacKenzie Art Gallery**  
**Statement of Revenues and Expenses**  
**For the year ended March 31, 2016**  
(in CDN dollars)

	March 31, 2016	March 31, 2015
<b>Revenue</b>		
Operating grants (Schedule 1)	\$ 1,410,055	\$ 1,422,055
Programming grants (Schedule 2)	51,340	188,573
Fund raising (Schedule 3)	396,470	431,250
Earned (Schedule 4)	274,993	346,534
Gallery shop (Schedule 5)	3,847	97,629
Other (Note 8)	32,026	33,000
	<b>\$ 2,168,731</b>	<b>\$ 2,519,041</b>
<b>Expenses</b>		
<b>Administration</b>		
Salaries and benefits	\$ 1,617,612	\$ 1,522,879
Administrative	191,733	181,567
Amortization	33,613	484,544
	<b>1,842,958</b>	<b>2,188,990</b>
<b>Marketing &amp; Development</b>		
Marketing and communications	61,177	92,688
Development	21,960	17,666
	<b>83,137</b>	<b>110,354</b>
<b>Programming</b>		
Education	58,203	78,058
Exhibitions	215,126	290,657
Art at Your Door	11,777	18,883
	<b>285,106</b>	<b>387,598</b>
<b>Collection Management</b>		
General	31,709	46,990
Acquisition shipping and appraisal	12,698	13,718
Permanent collection (Note 4)	35,982	57,060
	<b>80,389</b>	<b>117,768</b>
	<b>\$ 2,291,590</b>	<b>\$ 2,804,710</b>
<b>Deficiency of expenses over revenue before the following</b>	<b>(122,859)</b>	<b>(285,669)</b>
Donations of Art (Note 4)	438,499	440,605
Permanent Collection Donations (Note 4)	(438,499)	(440,605)
<b>Deficiency of expenses over revenue for the year</b>	<b>\$ (122,859)</b>	<b>\$ (285,669)</b>

**MacKenzie Art Gallery**  
**Statement of Cash Flows**  
**For the year ended March 31, 2016**  
**(in CDN dollars)**

	<b>March 31, 2016</b>	<b>March 31, 2015</b>
<b>Cash provided by (used for) the following activities</b>		
<b>Operating activities</b>		
Deficiency of expenses over revenue	\$ (122,859)	\$ (285,669)
Items not affecting cash		
Amortization	33,613	484,544
Unrealized gain on investments	6,976	(126,808)
	(82,270)	72,067
Change in working capital items		
Accounts and government remittances receivable	(10,862)	(34,227)
Grants receivable	207,014	(130,235)
Inventories	5,755	(5,549)
Prepaid expenses	(1,343)	(7,067)
Accounts payable and accrued liabilities	(101,676)	(70,709)
Deferred revenue	8,946	(4,375)
	\$ 25,564	\$ (180,095)
<b>Investing Activities</b>		
Purchase of capital assets	\$ (52,572)	\$ (21,968)
Proceeds on disposition of long term investment	65,000	-
	\$ 12,428	\$ (21,968)
<b>Increase(decrease) in cash</b>	<b>37,992</b>	<b>(202,063)</b>
<b>Cash, beginning of year</b>	<b>447,560</b>	<b>649,623</b>
<b>Cash, end of year</b>	<b>\$ 485,552</b>	<b>\$ 447,560</b>

**MacKenzie Art Gallery Incorporated**  
**Notes to the Financial Statements**  
*For the year ended March 31, 2016*  
*(in CDN dollars)*

---

**1. Nature of organization**

MacKenzie Art Gallery Incorporated (the "Gallery") is incorporated under the Saskatchewan Non Profit Corporations Act and is a registered Canadian charitable organization and is exempt from income tax under section 149 (1) (l) of the Income Tax Act. The Gallery's purpose is to connect the community with art through public exhibitions in the City of Regina and throughout the province of Saskatchewan.

Effective May 1, 1990, the Gallery became custodian of the permanent collection of the Norman MacKenzie Art Gallery, formerly associated with the University of Regina. The permanent collection, acquired prior to May 1, 1990, remains the property of the University of Regina, after which the Gallery began acquiring its own permanent collection.

**2. Accounting policies**

These financial statements have been prepared in accordance with Canadian accounting standards for not-for-profit organizations and include the following significant accounting policies:

**a) Fund accounting**

The accounts of the Gallery are maintained in accordance with the principles of fund accounting, whereby the resources of the Gallery are classified into funds associated with specific activities or objectives.

The internally restricted fund represents amounts restricted by the Board of Trustees for certain strategic and operational activities as determined from time to time.

The externally restricted fund consists of an amount restricted by a donor where once the gift grew to \$50,000 any additional amounts earned could be used for operational activities. The Gallery is required to maintain the gift in perpetuity.

**b) Objects of art**

The value of objects of art has been excluded from the balance sheet except for a nominal carrying value of \$1. The disbursements for purchased additions are recorded as an expense at cost and donated art is recorded as revenue and expense at its appraised value.

**c) Contributed materials and services**

The Gallery does not recognize contributed materials other than art and services in its financial statements due to the difficulty of determining their fair values.

**2. Accounting policies (cont'd)**

**d) Capital assets**

Capital assets are separated into tangible and intangible assets and are recorded at acquisition cost less government assistance and accumulated amortization.

**e) Amortization**

Amortization of capital assets, tangible and intangible, is provided using the straight-line method over the estimated useful life of the asset at the following rates:

Computer hardware	3 to 5 years
Computer software	3 to 5 years
Leasehold improvements	5 to 25 years
Furniture & fixtures	5 to 10 years
Vehicles	3 to 5 years
Technical equipment	4 to 5 years
Audio / video equipment	5 years
Storage racks	5 to 25 years
Website	3 years

**f) Impairment of long-lived assets**

Long-lived assets, such as tangible and intangible assets are tested for recoverability whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognized when their carrying value exceeds the total undiscounted cash flows expected from the use or eventual disposition of the item. The amount of the impairment loss is determined as the excess of the carrying value of the asset over its fair value at the date of impairment.

**g) Inventories**

Inventories are recorded at the lower of cost and net realizable value. Cost of inventories is determined on an average cost basis. Inventories consist of products for sale in the gift shop.



**2. Accounting policies (cont'd)**

***h) Revenue recognition***

The Gallery follows the deferral method of accounting for contributions. Grants, self-generated, sponsorship and other sources of revenue are recognized when granted or earned except to the extent that they relate to future fiscal periods, which are recorded as deferred revenue. Pledges are recorded when received. Revenue from the gift shop is recognized when the sale of the products occur. Revenue from grants for the acquisition of capital assets is recognized as the asset is utilized. Funds recognized that are restricted for purchase of capital assets are deferred and amortized over the useful life of the related asset.

***i) Financial instruments***

The Gallery initially measures its financial assets and financial liabilities at fair value. It subsequently measures all of its financial assets and financial liabilities at amortized cost except the following financial assets which have elected to be recognized at fair value:

- i) Short term investments
- ii) Long term investments

Transaction costs related to financial instruments measured at fair value subsequent to initial recognition are expensed as incurred. Transaction costs related to financial instruments measured at amortized cost are added to the carrying value of the asset or netted against the carrying value of the liability and are then recognized over the expected life of the instrument using the effective interest method.

***j) Pension plans***

The Gallery participates in two multi-employer pension plans. Although within the plans there is a defined contribution and defined benefit component, the Gallery accounts for the plans as defined contribution due to insufficient information being available to accrue the Gallery's share of the obligation arising from the defined benefit components. Contributions to the pension plans are expensed as funded.

***k) Use of estimates***

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses and amortization during the reporting period. Key components of the financial statements requiring management to make estimates include the useful lives of long-lived assets, the fair value of certain financial instruments, and the value of donations of art. Actual results could differ from these estimates.

**MacKenzie Art Gallery Incorporated**  
**Notes to the Financial Statements**  
*For the year ended March 31, 2016*  
*(in CDN dollars)*

---

**3. Investments**

	<b>2016</b>	<b>2015</b>
<b>Short-term investments</b>		
University of Regina pooled investments	\$ <b>870,258</b>	\$ 869,782
<b>Total short-term investments</b>	<b>870,258</b>	869,782
<b>Long-term investments</b>		
South Saskatchewan Community Foundation pooled investments	<b>246,254</b>	318,706
<b>Total short-term and long-term investments</b>	<b>\$ 1,116,512</b>	\$ 1,188,488

The Gallery has classified those investments which can be accessed on demand and are used to support the Gallery's operations as short-term. Investments which the Gallery is holding for future growth and has no intention of accessing in the near term have been classified as long-term.

**4. Objects of art**

During the year, the Gallery expensed acquisitions of objects of art in the following amounts:

	<b>2016</b>	<b>2015</b>
Purchased at cost	\$ <b>35,982</b>	\$ 57,060
Donations received and approved by appraisal	<b>438,499</b>	440,605
	<b>\$ 474,481</b>	\$ 497,665

As at March 31, 2016, the combined objects of art owned by, or in the custody of, the Gallery were insured for \$25,382,803. The policy premium for this insurance coverage was \$11,149 (2015 - \$11,017).

**MacKenzie Art Gallery Incorporated**  
**Notes to the Financial Statements**  
For the year ended March 31, 2016  
(in CDN dollars)

**5. Capital assets**

**a) Tangible assets**

			<b>2016</b>	<b>2015</b>
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net</b>	<b>Net</b>
Computer hardware	\$ 193,842	\$ 169,625	\$ 24,217	\$ 19,348
Furniture and fixtures	352,957	311,042	41,915	20,477
Technical equipment	207,951	184,140	23,811	38,610
Audio/video equipment	52,098	48,685	3,413	5,622
Storage racks	235,262	224,650	10,612	3,543
	\$ 1,042,110	\$ 938,142	\$ 103,968	\$ 87,600

**b) Intangible assets**

			<b>2016</b>	<b>2015</b>
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net</b>	<b>Net</b>
Computer software	\$ 53,360	\$ 49,198	\$ 4,162	\$ 1,571
	\$ 53,360	\$ 49,198	\$ 4,162	\$ 1,571

**6. Deferred revenue**

		<b>2016</b>	<b>2015</b>
<b>Opening balance</b>		\$ 354,408	\$ 358,783
Funds received relating to future periods			
Program contributions		280,850	272,211
Capital contributions		8,196	15,453
Other earned revenue		61,118	61,744
Prior amounts recognized in current period revenue		(341,218)	(353,783)
<b>Closing Balance</b>		\$ 363,354	\$ 354,408

**MacKenzie Art Gallery Incorporated**  
**Notes to the Financial Statements**  
*For the year ended March 31, 2016*  
*(in CDN dollars)*

---

**7. Internally restricted funds**

	<b>2016</b>	<b>2015</b>
Reserved for future sustainability	\$ 933,233	\$ 1,037,319
Insurance reserve	5,000	5,000
Member lounge improvement reserve	5,000	5,000
Human resource contingency	14,881	54,881
Invested in inventory	108,005	113,760
Invested in capital assets	108,130	89,171
	<b>\$ 1,174,249</b>	<b>\$ 1,305,131</b>

Allocation or spending of program funds reserved for future sustainability requires Board of Trustee approval. The framework for these program funds is allocated as follows:

	<b>2016</b>	<b>2015</b>
Acquisitions	\$ 598,040	\$ 565,246
Capital	115,116	134,239
Sustaining	220,077	337,834
	<b>\$ 933,233</b>	<b>\$ 1,037,319</b>

**8. MacKenzie Trust Fund Inc.**

In 1990 the Gallery and the University of Regina entered into an Agreement relating to the administration of the Norman MacKenzie Foundation Fund and the Norman MacKenzie Art Works Fund (referred to collectively as the "MacKenzie Trust Funds"). The University of Regina is the Trustee of the MacKenzie Trust Funds. The total of the funds held by the University in 1990 had an approximate fund balance of \$71,000 and \$2,000 respectively.

Income and accumulated income earned from the MacKenzie Trust Funds shall be used by the Gallery solely for the purposes as follows:

- Purchasing works of art, artifacts or other objects for the MacKenzie Art Gallery, University of Regina Collection. All reasonable costs associated with the purchasing of the above noted items, such as travel.
- Cleaning, maintenance or restoration of any of the works of art, artifacts or objects that form part of the MacKenzie Art Gallery, University of Regina Collection.
- Providing building maintenance and upkeep required for the care of the MacKenzie Art Gallery, University of Regina Collection.

**MacKenzie Art Gallery Incorporated**  
**Notes to the Financial Statements**  
*For the year ended March 31, 2016*  
*(in CDN dollars)*

---

**8. MacKenzie Trust Fund Inc. (cont'd)**

Income and accumulated income earned on the MacKenzie Trust Funds is disbursed to the Gallery upon request and upon approval by the University of Regina's President's Advisory Committee on Art.

During the year \$32,026 (2015 - \$33,000) was paid from the MacKenzie Trust Funds to the Gallery Inc. for the acquisition of art.

<b>Norman MacKenzie Foundation Fund</b>		<b>Norman MacKenzie Art Works Fund</b>	
Balance - April 1, 2015	\$258,629	Balance - April 1, 2015	\$16,804
Income earned / (loss)	(659)	Income earned	9
Approved Disbursements	(32,026)	Approved Disbursements	-
<hr/>		<hr/>	
<b>Balance - March 31, 2016</b>	<b>\$225,944</b>	<b>Balance - March 31, 2016</b>	<b>\$16,813</b>

**9. Pension plans**

Employees of the Gallery are eligible to participate in the University of Regina's Non-Academic Pension Plan (NAAP) and the Academic and Administrative Employees Pension Plan. These plans are administered by the University of Regina and are defined benefit final average pension plans. Contributions are made to the plans in accordance with the respective collective agreements in place as well as the employee benefit plans offered to out of scope employees. The Gallery is liable for its pro-rata share of any actuarial deficiency since May 1, 1990. In addition, effective January 1, 2000 a defined contribution component was added to the Academic and Administrative plans for all new Gallery employees and past members were given the choice to join the new plan.

The University of Regina and CUPE 5791 ratified an agreement on September 12, 2014 on the Non-Academic Pension Plan (NAAP) that would provide for a combination of increased contributions on pensionable earnings, a reduction in the benefit accrual and additional funding to address the annual deficit payments required during the valuation period.

The changes to address the financial sustainability of the NAAP which took effect January 1, 2014 include:

- Employee contributions increased by 1% to 8.75% of pensionable earnings and the employer matches these contributions resulting in a total fixed rate contribution of 17.5% of pensionable earnings. (an increase from the current level of 15.5% combined),
- The current accrual rate of 1.75% (best 3 years pensionable earnings) reduced to 1.5% (best 5 years pensionable earnings) for future service,

**9. Pension plans (cont'd)**

- Additional amounts necessary to satisfy the prescribed funding requirements of the *Saskatchewan Pension Benefits Act* and as recommended in December 31, 2012 actuarial valuation until such time as a subsequent valuation is filed. Based on the December 31, 2012 valuation, such additional amounts are 2.18% of pensionable earnings. With these changes incorporated, the plan's deficit position reduces to \$4.18 million.

The Gallery records as pension expense its contributions to the pension plans. The expense recorded in 2016 was \$105,769 (2015 - \$88,929). Additional amounts paid by the Gallery in 2016 to address the going concern deficit was \$14,569 (2015 - \$13,340), and this amount will be due annually until the next actuarial valuation is completed.

**10. Commitment**

The Gallery entered into a lease agreement dated July 26, 1990 with the Province of Saskatchewan, which provides the Gallery with lease premises for twenty-five years at \$1 per year. This lease expired in 2015. The Gallery is currently in negotiations with the Province of Saskatchewan for renewal. The facility operating costs of approximately \$1.6 million (2015 - \$ 1.7 million) are not recognized in the financial statement.

**11. Financial instruments**

The Gallery is exposed to various risks related to its financial instruments described in Note 2(i). The following analysis presents the Gallery's significant risk exposures as at March 31, 2016.

***Credit risk***

The Gallery is exposed to credit risk from potential non payment of amounts receivable. The Gallery's receivables are primarily from various government agencies whose credit risk is considered to be low.

***Liquidity risk***

The Gallery's objective is to have sufficient liquidity to meet its liabilities when due, and monitors its cash balance and cash flows to meet its requirements.

***Market risk***

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. The Gallery is exposed to market risk through its pooled investments (Note 3) which consist of fixed income and equity investments whose fair values fluctuate with changes in the market. The Gallery's exposure is limited to the carrying value of these investments.

***Interest rate risk***

The Gallery is exposed to interest rate risk on its fixed income investments.

**MacKenzie Art Gallery**  
**Schedules**  
**For the year ended March 31, 2016**  
(in CDN dollars)

**Schedule of Operating Grants**

**Schedule 1**

	March 31, 2016	March 31, 2015
<b>Federal Grants</b>		
Canada Council - Operating Grant	\$ 205,000	\$ 205,000
	\$ 205,000	\$ 205,000
<b>Municipal and School Grants</b>		
City of Regina	\$ 300,000	\$ 295,000
Regina Public School Board	5,000	10,000
Regina Catholic School Board	-	12,000
	\$ 305,000	\$ 317,000
<b>Provincial Grants</b>		
Saskatchewan Lotteries	\$ 332,580	\$ 332,580
Saskatchewan Arts Board	167,475	167,475
	\$ 500,055	\$ 500,055
<b>University Grants</b>		
University of Regina	\$ 400,000	\$ 400,000
	\$ 400,000	\$ 400,000
<b>Total Operating Grants</b>	<b>\$ 1,410,055</b>	<b>\$ 1,422,055</b>

**Schedule of Programming Grants**

**Schedule 2**

	Programs				March 31, 2016	March 31, 2015
	Operating	Acquisitions	Capital	Sustaining		
<b>Federal Grants</b>						
Canada Council - Artist & Community Collaboration	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000
Canada Council - Acquisitions Assistance	-	3,700	-	-	3,700	26,500
Dept of Canadian Heritage - Museums Assistance Program	28,673	-	-	-	28,673	98,412
SSRHC U or R	-	-	-	-	-	15,953
Employment Grants	13,063	-	-	-	13,063	13,058
	\$ 41,736	\$ 3,700	\$ -	\$ -	\$ 45,436	\$ 168,923
<b>Provincial Grants</b>						
Sask Culture Inc. - Aboriginal Arts and Culture Leadership	\$ 4,536	\$ -	\$ -	\$ -	\$ 4,536	\$ 7,964
Saskatchewan Arts Board - Innovations Grant	1,368	-	-	-	1,368	11,686
	\$ 5,904	\$ -	\$ -	\$ -	\$ 5,904	\$ 19,650
<b>Total Programming Grants</b>	<b>\$ 47,640</b>	<b>\$ 3,700</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 51,340</b>	<b>\$ 188,573</b>

**MacKenzie Art Gallery**  
**Schedules**  
**For the year ended March 31, 2016**  
(in CDN dollars)

**Schedule of Fundraising Revenue**

**Schedule 3**

	Programs				Expenses	March 31, 2016	March 31, 2015
	Operating	Acquisitions	Capital	Sustaining			
Donations	\$ 157,269	\$ 25	\$ 6,263	\$ -	\$ -	\$ 163,557	\$ 153,255
<b>Total Donations</b>	<b>\$ 157,269</b>	<b>\$ 25</b>	<b>\$ 6,263</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 163,557</b>	<b>\$ 153,255</b>
Sponsorship - Exhibitions and Programs	\$ 92,500	\$ -	\$ 1,000	\$ -	\$ -	\$ 93,500	\$ 111,500
Bazaar	74,724	-	-	-	17,235	57,489	58,408
Gala Art Auction	91,629	-	-	-	28,997	62,632	38,140
Insider Dinner Series	2,750	-	-	-	1,105	1,645	32,484
Art in Bloom	-	-	-	-	-	-	21,322
Holiday Bazaar	23,281	-	-	-	5,910	17,371	16,141
New York Trip	30,000	-	-	-	29,724	276	-
<b>Total Sponsorship &amp; Events</b>	<b>\$ 314,884</b>	<b>\$ -</b>	<b>\$ 1,000</b>	<b>\$ -</b>	<b>\$ 82,971</b>	<b>\$ 232,913</b>	<b>\$ 277,995</b>
<b>Total Fundraising</b>	<b>\$ 472,153</b>	<b>\$ 25</b>	<b>\$ 7,263</b>	<b>\$ -</b>	<b>\$ 82,971</b>	<b>\$ 396,470</b>	<b>\$ 431,250</b>

**Schedule of Earned Revenue**

**Schedule 4**

	Programs				Expenses	March 31, 2016	March 31, 2015
	Operating	Acquisitions	Capital	Sustaining			
Unrealized (loss) gain on investments	\$ -	\$ (4,276)	\$ (864)	\$ (1,836)	\$ -	\$ (6,976)	\$ 126,808
Interest Income	1,018	-	-	-	-	1,018	788
Exhibition fees	94,500	-	-	-	-	94,500	68,575
Co-production fees	51,217	-	2,049	-	-	53,266	-
Community partnerships	8,000	-	-	-	-	8,000	-
Other	19,579	-	-	-	-	19,579	8,944
Facility Rental program	76,001	-	-	-	26,417	49,584	78,760
Memberships	22,861	-	-	-	-	22,861	18,130
Program fees	16,886	-	-	-	-	16,886	25,425
Conservation	16,275	-	-	-	-	16,275	19,104
<b>Total</b>	<b>\$ 306,337</b>	<b>\$ (4,276)</b>	<b>\$ 1,185</b>	<b>\$ (1,836)</b>	<b>\$ 26,417</b>	<b>\$ 274,993</b>	<b>\$ 346,534</b>

**Schedule of Gallery Shop Revenue and Expenses**

**Schedule 5**

	March 31, 2016	March 31, 2015
Sales	\$ 445,685	\$ 562,487
Other Earned Revenue	5,402	4,922
Cost of Goods Sold	229,848	278,720
<b>Gross Profit</b>	<b>\$ 221,239</b>	<b>\$ 288,689</b>
Less: Operating Expenses		
Salary and Benefits	\$ 150,984	\$ 138,097
Administrative	66,408	52,963
<b>Total Operating Expenses</b>	<b>\$ 217,392</b>	<b>\$ 191,060</b>
<b>Net Gallery Shop Proceeds</b>	<b>\$ 3,847</b>	<b>\$ 97,629</b>