

Ceramics Studio Financial Overview FY 2022-2023

Revenue	Expenditure	Net
\$115,000	\$162,000	(\$47,000)

Revenue Total – \$115,000

- 4 youth classes (6 students max) per session (Residents – \$248/session, Non-residents – \$273/session).
- 8 adult classes (12 students max) per session (Residents – \$286/session, Non-residents – \$315/session).
- 7 Open Lab sessions (12 students max) per week (Resident – \$15/session, Non-residents – \$20/session).
- Ceramics Bucks – used by students to purchase clay, materials, and supplies.
- This projection was based on historical data, reflecting reduced capacity with the potential of the kiln failing.

Anticipated Revenue with Proposed Recreation Coordinator Position

- The above revenue of \$115,000 for FY 2022-2023 is conservative based on past trends.
- If the above classes fill and ceramics programs are expanded, anticipated revenue may increase to \$165,000.

Expenditures Total – \$162,000

- Contract Services - \$62,000 -Instructor fees for teaching classes; costs are covered by student fees (65%/35%).
- Clay and Materials - \$20,000 - Cost of clay is reimbursed by selling it to students at a profit.
- Equipment Repair - \$9,000 - Necessitated by the disrepair of outdated kilns; new kiln will reduce this figure.
- P/T Staff - \$53,000 - Staff to operate Open Lab, which is a revenue-generating program.
 - Staff mix and test glazes, slips, recycle clay; cast bisque for Glaze Lab; maintain studio cleanliness and safety, and savings by not purchasing these items/services.
- Misc. - \$18,000
 - Warehouse supplies for janitorial and safety use, staff training, conferences, educational materials and periodicals, marketing and advertising for classes, workshops, events, brochure, poster, banner, and promotional printing.

Impact without Proposed Position/Program

- Lack of resources to support and develop Cultural Arts initiatives with existing staffing levels (i.e. Cultural Arts Commission work plan, Public Art Trust Fund projects, Concerts, Historical project, North End Business Improvement District, and other artworks, murals).
- Loss of students, instructors, and staff as facility and programming are not maintained, updated, and keeping up with use and needs.
- Inability to keep up with trends in class instruction, techniques, program cost, safety protocols, and training due to lack of dedicated staff.
- Inability to generate additional revenue through programs and classes.
- Loss of community pride in ceramics program and heritage (i.e. Metlox Pottery).

Statistics and Demographics

- All classes have been filled to capacity with waiting lists for the past 3+ years, based on capacity limits.
- 90% of class participants are MB residents, 70% of Open Lab participants are MB residents.
- 30% of participants are Older Adults, 20% of participants are youth.
- Summer registration for department is up \$46,000 from 2021 – 2022 at \$493,661.
- Overall department projections for 2022 – 2023 are near pre-pandemic levels with annual revenue of \$3,261,475. General fund revenue is estimated at 50% of expenditures.