Octagon Center for the Arts

Annual Report
July 2018 - June 2019

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Octagon Staff

Heather Johnson
Executive Director

Beth Weninger
Education Director

Rhonda Scott
Outreach and Promotions

Terrie Hoefer
Gallery Shop Manager

Kristen Greteman
Gallery Director

Eliza Sibley
Administrative & Shop Assistant

Cale Unzicker
Administrative & Shop Assistant

Board of Trustees: July 2018-June 2019

Sam Stagg, President

Rob Wallace, Vice President

Steven Athay, Treasurer

Katharine Hensley, Secretary

Teresa Paschke, Executive At-Large

Nicole Berman

Steve Kawaler

Dan Nutini

Mary Richards

Luis Rico-Gutierrez

Ashley Rippke

Carla Sacco

Reginald Stewart

Image on front: Contemplation on 4 (Beyond Trastevere) by April Katz. Exhibited in Measured Perceptions Solo Exhibit (May 2019)
OCTAGON ART FESTIVAL 2018

95 artists from 14 states participated in the 48th annual art festival (AZ, FL, IA, IL, IN, KS, KY, MI, MN, MO, NE, SD, VA, WI). 3 No Shows due to 2 artists being ill and one who unfortunately had studio fire. 53 artists submitted evaluations. Feedback from artists was pretty positive with few good suggestions (lunch orders, one way traffic for teardown). Total revenue from 45 artists who shared income was $62,920 which averages $1,398.22 per artist. 6 artists made over $3,000. We had so much help from volunteers with the Octagon Art Festival. In total, **114 volunteers** contributed **266.5 hours** of work in a single day at the Festival! Without them the festival literally wouldn’t be possible, so it was great to have their help!

<table>
<thead>
<tr>
<th>Item</th>
<th>2018 festival</th>
<th>2017 festival</th>
<th>2016 festival</th>
</tr>
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<tbody>
<tr>
<td>Income</td>
<td>$27,855.96</td>
<td>$32,454.34</td>
<td>$22,350.70</td>
</tr>
<tr>
<td>Fees and sales (booths)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Artists=</td>
<td>$13,768.96</td>
<td>$12,410.38</td>
<td>$11,615</td>
</tr>
<tr>
<td>Food vendors=</td>
<td>$2,650</td>
<td>$3,225</td>
<td>$3,925</td>
</tr>
<tr>
<td>Grants</td>
<td>$5,000</td>
<td>$9,500</td>
<td>$0.00</td>
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<tr>
<td>Sponsorships (1,000 in-kind media)</td>
<td>$5,000</td>
<td>$6,000</td>
<td>$6,100</td>
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<tr>
<td>Donation box</td>
<td>$427</td>
<td>$466.96</td>
<td>$710.70</td>
</tr>
<tr>
<td>Kids craft area</td>
<td>$1,010</td>
<td>$852</td>
<td>$731.00</td>
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<tr>
<td>Expenses</td>
<td>$8,398.72</td>
<td>$13,615.12</td>
<td>$9,621.43</td>
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<tr>
<td>Marketing (ads, commercials)</td>
<td>$3,358.37</td>
<td>$4,258.66</td>
<td>$5,461.66</td>
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<tr>
<td>ZAPP online festival jury app (via grant)</td>
<td>*$1000 +sm %</td>
<td>$1,500</td>
<td></td>
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<tr>
<td>special art festival video via grant for promo</td>
<td>0</td>
<td>$3,000.00</td>
<td></td>
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<tr>
<td>Contract personnel (sound tech, bands,)</td>
<td>$1,655</td>
<td>$1,635.00</td>
<td>$1,824.96</td>
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<tr>
<td>Printing (banners, flyers, posters, etc)</td>
<td>1,036.78</td>
<td>$1,736.08</td>
<td>$530.65</td>
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<tr>
<td>Booth Awards</td>
<td>450</td>
<td>$450.00</td>
<td>$450.00</td>
</tr>
<tr>
<td>Supplies , misc (kybos, office supplies, donuts)</td>
<td>$898.57</td>
<td>$1,035.38</td>
<td>$1,442.25</td>
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<tr>
<td>Net Income</td>
<td>$19,457.24</td>
<td>$18,839.22</td>
<td>$12,729.27</td>
</tr>
</tbody>
</table>

NOTE: extra grant for 2017 marketing, thus higher expenses

**Best of Show:** Jerry & Jacque Crable, Metal

**Honorable Mentions:**

Mark Schlabaugh, Mixed Media
Howard Hammel, Photography
Andrew Kingsbury, Jewelry/Mixed Media
For many years the Octagon would organize an annual gala fundraiser with silent and live auction items. With such a small staff (2 full-time and 4 part-time) and the increase in quantity of local auctions for other non-profits and schools, the Octagon decided to switch up the fundraising event. The 2017-2018 board president, Lee Anne Willson, introduced the staff and board to an event she attended in MN that was simplified and yet still worked as a fundraiser. Table hosts are asked to invite 8 people to join their table as a way to expand the Octagon’s network out in the community.

The second Art Matters Ask Event was held on Thursday, November 15, 2018 from 5:15 – 6:15 pm. Doors opened open at 4:30 pm for cocktail hour. Wine and beer was served and Cornbread BBQ catered heavy appetizers. 7 minute promo video was shown and speakers were board President, Sam Stagg, Heather Johnson (Executive Director), Nick Klein (former board member), and furniture artist Chris Martin who is one of the featured artists in the video. 17 tables were filled by 131 guests NOT including staff, volunteers, interns, attendants = 15. Note: 6 no shows, 4 extra guests at the door.

Income: $9,573.84 from 48 donors. Net after food and event expenses: $7,075.25

This was to help extend the Octagon’s reach into the community. 131 guests attended and after event expenses, $7,075 was raised. Goal is to host 2 of these events each year.
During the fiscal year 2018 – 2019 the Octagon enrolled 562 students; with 55% comprised of children and 45% comprised teens and adults. These students were reached through classes, camps and workshops, special events, rentals, and outreach programs.

### Education Income FY 2018/2019
(Before Discounts)

<table>
<thead>
<tr>
<th>Classes/Camps</th>
<th>OAF Kids Tent</th>
<th>Rentals</th>
<th>Grants</th>
<th>Subtotal</th>
</tr>
</thead>
<tbody>
<tr>
<td>$28,393.05</td>
<td>$1,010.00</td>
<td>$5,154.50</td>
<td>$3,500.00</td>
<td><strong>$38,057.55</strong></td>
</tr>
</tbody>
</table>

### Education Expenses FY 2017/2018

<table>
<thead>
<tr>
<th>Contracted Personnel</th>
<th>Art Supplies, Studio Repairs etc…</th>
<th>Subtotal</th>
</tr>
</thead>
<tbody>
<tr>
<td>$6,746.00</td>
<td>$2,439.14</td>
<td><strong>$9,185.14</strong></td>
</tr>
</tbody>
</table>

Income Subtotal: **$28,872.41**
Fiscal Year 2018-2019 Class Offerings

Acrylic Painting
All kinds of Art
Artistry in Cold Process
Soapmaking
Basic Elements of Painting and Drawing
Basic Paint Mixing
Basic Wheel Throwing ages 9 - 12
Beginning Knitting
Beginning Oil Painting
Beginning Scottish Country Dance
Beginning Wheel Throwing
Botanical Inks and Paints
Bowls and Mugs
Bring a Date: Make a Plate
Canvas Painting
Cartooning for Kids
Ceramic Bowls
Ceramic Plates
Ceramic Tiles
Ceramic Vases
Charcoal Drawing
Children's Drawing
Clay-Glass Canvas Camp
Color Workshop
Comic Book Camp
Contemporary Collage
Creative Explorations
Creative Gift Wrapping
Deep Sea Adventures
Doodle Date Night

Draw/Paint/Make
Drawing Concepts
Drawing Skills ages 8 - 10
Drawing Skills ages 9 - 12
Drawing Workshop
Drop Spinning
Drypoint Printmaking
Easy Silver Earrings
Exploring Art
Fall workshops
Felted Tote Bag
Figure Drawing 1
Friday Morning Art Projects
Glass Light Catchers
Hand Built Clay Ornaments
Hand Built Pottery ages 11 - 14
Handbuilding in Clay ages 16+
Hands on Harps
Indigo Dyeing
Indoor Wind Chimes
Intro to Wheel Throwing
Junk Robot Sculptures
Kids Clay Handbuilding
Kid’s Painting & Drawing
Kinder Camp
Knitted Stocking Cap
Knitting for Total Beginners
Lunch Hour Tai Chi/QiGong
Make Stuff, ages 9 - 13
Mini Makers ages 3 - 5
Mixed Bag of Art Workshop

Wheel Throwing, Student work

Contemporary Collage with Jack Wilkes, Student work

Mosaics
Mugs and Bowls: Pottery
Oil Pastel Drawing
Paint, Rattle and Roll
Painting
Painting and Drawing ages 6 - 8
Paper Marbling
Parent and Child Clay workshops
Pastel and Charcoal Drawing
Pastel Drawing
Pastel Workshop
Pastel workshop ages 16 +
Pen and Ink
Personalized Painting
Plein Air Painting
Portrait Drawing and Painting
Printmaking 101 ages 9 - 13
Puffle and Plushie Design
Puppets and Masks Camp
Scottish Country Dance
Silver Origami Pendant
Spring Break Art Camp
The Masters’ Studio
Tiny Prints
Travel Sketch Journals: Mapping it out!
Two Needle Mittens
Watercolor Painting
Winter Camp
Yoga Basics
Yoga Meditation
EXHIBITS

**Field Notes**
**Artist:** Danielle Clouse Gast
Main Gallery
May 11 - July 28, 2018
Reception: June 1, 2018 (In conjunction with ArtWalk)

*Note: Field Notes, Based on a True Story, and Empty Dresses all had their receptions during the Ames ArtWalk. An estimated 550 people went through the Octagon during ArtWalk.*

**Based on a True Story**
**Artist:** Alex Braidwood
Sweeney Gallery
May 18 - August 11, 2018
Reception: June 1, 2018 (In conjunction with ArtWalk)

**Grilling Ice**
**Artist:** Lee Rainboth
Community Gallery
July 6 - August 11, 2018

*Note: Lee held an Artist Talk at 6:30 on the night of his exhibit. 25 people attended his opening.*

**Tales from a Ghost Town**
**Joanne Alberda**
Community Gallery
August 17 - September 29, 2018

*Note: Joanne held an Artist Talk at 6:30 on the night of her exhibit reception in conjunction with the Artisans Roadtrip reception. 32 people attended the receptions. 16 people stayed for the Artist Talk.*
Artisans Roadtrip
Sweeney Gallery
August 17 - October 27, 2018
*Note: Joanne held an Artist Talk at 6:30 on the night of her exhibit reception in conjunction with the Artisans Roadtrip reception. 32 people attended the receptions. 16 people stayed for the Artist Talk.

Aperture: The Biennial Photography Exhibit
Main Gallery
September 14 – November 21, 2018
Theme: Community Sports

Note: Approximately 153 people attended the reception, which was in conjunction with the Smithsonian Institute Hometown Teams Exhibit.

ADULT
1st Place, “Over Shadowed”, Matthew Lepke
2nd Place, “Taking the Bull by the Horns”, Shane Abbitt
3rd Place, “Mets”, Mike Corones

YOUTH
1st Place, “Untitled”, Samantha Wilbur
2nd Place, “Batter Up”, Grace Long
3rd Place, “Brother Playing Soccer”, Sadie Brockett

Smithsonian Institute’s Hometown Teams
Main Gallery
October 4 – November 11, 2018
Note: Approximately 153 people attended the reception, which was in conjunction with the Aperture Exhibit. Total of 555 people attended this exhibit, which was way less than expected for a traveling show.
Worlds Apart
Bogumil Bronkowski
Community Gallery
October 4 – November 10, 2018
Note: Approximately 153 people attended the reception, which was in conjunction with the Smithsonian Institute Hometown Teams Exhibit and the Aperture Exhibit. $195 sold during Bogumil’s exhibit.

Cairo, Illinois: Photographs & Enamels
Sarah Perkins & Gwen Walstrand
Community Gallery
November 15 – December 21, 2018
Note: Approximately 65 people attended this exhibit reception. Alongside this exhibit, the Octagon collaborated with the College of Design to provide an artist lecture in Kocimski Auditorium, which approximately 30 people attended, and artist demonstrations. Sarah Perkins demonstrated enameling techniques. This was open to the public. Gwen Walstrand worked with the photography students in the College of Design.

Outside-In: Pacia Sallomi & Alexandra Ackerman
Community Gallery
January 12 – March 2, 2019
Reception: February 1, 2019 (In conjunction with Octagonal: The All Media Exhibit)
Note: Approximately 150 people attended the reception, which was in conjunction with Octagonal: The All Media Exhibit. Pacia and Alex also held an artist talk during their reception. They discussed the inspiration behind their work and their thoughts on showing in a partner show.
Octagonal: The All Media Exhibit

Main Gallery & Sweeney Gallery

February 1 – March 30, 2019

Reception: February 1, 2019 (In conjunction with Pacia Sallomi and Alexandra Ackerman)

Note: Approximately 150 people attended the reception, which was in conjunction with Pacia Sallomi and Alexandra Ackerman.

Award Winners:

The following media awards are named in honor of the four women who founded the Octagon Center for the Arts in 1966. Special thanks to Haila Architecture, Structure, Planning to sponsoring the following four media awards.

**Priscilla Sage Fiber Award:** Incubator (tapestry) by Betty Busby from Albuquerque, NM

**Janet Harris Squires Clay Award:** Wedding Vase (ceramic) by Jasmine Beul of Ames, IA

**Martha Benson Metal Media Award:** Mater et Filia (Copper Vessel) by Gina Westergard from Lawrence, KS

**Veronika Ruedenberg Mixed Media Award:** The Sunny Day (linoleum tile sculpture,) by Sue Berkey from Fairfield, IA

The following awards are generously funded by the Brown Family Endowment Fund in honor of Donald Brown Jr. and Winifred V. Brown

**Paper:** March 28th (digital photograph) by Angela Beckwith of Ames, IA

**Glass:** Veiled Cane on a Blue & White Overlay by Art Ciccotti from Ames, IA

**Wood:** One Million Rocks (rocking chair) by Matthew Obbink from Boone, IA

**Painting:** Crush No. 1 by Jeremy Roy from Grimes, IA

**Emerging Artist Award:** Scarecrow in the Garden by Robert Jinkins from Rewey, WI

**Winifred V. Brown Best of Show Award:** Drained (painting) by Josh Sorrell from Ankeny, IA

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A Soldier Says Goodbye: Rich Abrahamson

Small Wall Gallery

February 23 – March 23, 2019

Reception: March 7, 2019

Note: Approximately 50 people attended the reception for Rich, which was held in conjunction with the ISU MFA reception. Rich also held a discussion panel about WWII veterans and the media of photojournalism.
Iowa State MFA Exhibit
Community Gallery
March 4 – 23, 2019
Reception: March 7, 2019

Note: Approximately 50 people attended the reception, which was held in conjunction with the Rich Abrahamson’s reception.

Naturescapes
Community Gallery
March 30 – May 18, 2019
Reception: April 18, 2019

This was a partner exhibit with artwork from Mike Leinhauser, Gary Hoard, and Pratik Ray.

Note: Approximately 150 people attended the reception, which was held in conjunction with the Elementary Middle High School Student Exhibit and Jordan Luckow reception.

Cact(i): Jordan Luckow
Small Wall Gallery
March 30 – April 27, 2019
Reception: April 18, 2019

Note: Approximately 150 people attended the reception, which was held in conjunction with the Elementary Middle High School Student Exhibit and Naturescapes reception.
Elementary/Middle/High: The Annual Local Student Exhibit

Main Gallery
April 18 – May 11, 2019
Reception: April 18, 2019
Note: Approximately 150 people attended the reception, which was held in conjunction with the Jordan Luckow and Naturescapes reception.

2019 High Schools Senior Award winners:

Winifred V. and Jeffrey Brown Best of Show Award
Best of Show: Lauren Hansen, Face to Dress, Roland Story High School

Ames Silversmithing Jewelry/Metalsmith Awards
First Tied: Laura Lynch, Earrings, Gilbert High School
First Tied: Olivia Sterling Chase, Dragon, Ames High School
First Tied: Eun Pyo Joo, Butterfly, Ames High School

Jeffrey Brown Memorial Photography Awards
First: T’Ana Smith, Speak Black, Ames High School
Second: Alejandro Rico-Gomez, Untitled, Gilbert High School
Third: Josh McCunn, Aunt Tia, Ames High School

Octagon Ceramic and Sculpture Awards
First: Lauren Hansen, Beaded Burgundy, Roland Story High School
Second: Dorothy Vernon, Recycled Dress, Ames High School
Third: Koby Hassebrock, Concept Swing, Roland Story High School

Octagon Mixed Media and Digital Collage Awards
First: Preston Witte, Experiment 1, Ames High School
Second: Grace Teig, Inspire, Roland Story High School
Third: Koby Hassebrock, Arctic Cat Personalized, Roland Story High School

David Burton Stone Awards in Painting
First: Alejandro Rico-Gomez, Construction #1, Gilbert High School
Second: Courtney Thompson, Too Much for Now, Ames High School
Third: Caylee Fuqua, Who’s Who, Ames High School

David Burton Stone Awards in Drawing
First: Katie Murray, Calla Lilies, Gilbert High School
Second: Mercury Fuhs, Release the Kraken, Ames High School
Third: Katie Murray, Dishes, Gilbert High School

Surface Wear: AJ Zandt
Small Wall Gallery
May 11 – July 21, 2019
Reception: June 7 (In conjunction with Artwalk)
Note: Approximately 330 people attended this event. AJ also gave an Art Talk on June 6, 2019. Approximately 25 people attended his Art Talk.
States of I: Mary Jones & Jolynn Reigeluth
Sweeney Gallery
May 18 – July 6, 2019
Reception: June 7 (In conjunction with Artwalk)

Note: Approximately 330 people attended this event.

Measured Perceptions: April Katz
Community Gallery
May 25 – July 13, 2019
Reception: June 7 (In conjunction with Artwalk)

Note: Approximately 330 people attended this event. April also gave an Art Talk on May 30, 2019 followed by a panel discussion that included Dawn Bratsch-Prince and Daniel Klass. Approximately 90 people attended the Art Talk and panel discussion.

Twenty Years: April Katz and 29 Former Printmaking Students
Main Gallery
May 25 – August 17, 2019
Reception: June 7 (In conjunction with Artwalk)

Note: Approximately 330 people attended this event. 29 current and former students of April Katz participated in the gallery installation and Printfest celebration of printmaking and April Katz' contribution to the media in the community of Ames and her former students’ lives.

In conjunction with this exhibit, the Octagon collaborated with the College of Design, Department of Art and Visual Culture, University Print Society, Institute of Design Research and Outreach, City of Ames Commission on the Arts, and the Octagon to host Printfest at the Octagon and other locations in downtown Ames on June 8-9. Structured like a conference, approximately 40 people attended the various throughout the weekend. This event was a pilot event for future media-focused events that we hope to host in the future.
RAGBRAI was a big event to kick off the fiscal year. We tried to take advantage of the festivities by offering air conditioning and restrooms and some fun activities. Many businesses were very disappointed in sales on that day. We would have been too but since we stayed open later, we had a surge in sales and we ended up having a decent sales day for RAGBRAI. The Shop had seven programs featuring the Featured Artist of the Month during the year. These events help the public learn a tremendous amount about the artist, their inspirations and their techniques. It also helps with sales for the Featured Artist. We celebrated Halloween, we participated in Wassail Fest and DIY Day, Dollar Days, Summer Sidewalk Sales.

The Shop YTD sales were $80,074.30. The top seller for wholesalers for the year was JK Wood. Kate Brennan Hall was the big individual (consignment) seller for the year. But pottery is still the top department seller by far. We increased Shop item sales totals which were entirely buttons, magnets and Octagon postcards. Wholesale items are coded by Department and not coded as a 16-Shop item.

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendance</th>
<th>$ Sales</th>
<th>$ per Sale</th>
<th>$ Sales YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1002</td>
<td>$ 5,589.33</td>
<td>34.50</td>
<td>$ 80,074.30</td>
</tr>
<tr>
<td>2018</td>
<td>1,081</td>
<td>$ 6,928.79</td>
<td>36.09</td>
<td>$ 82,317.85</td>
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<tr>
<td>2017</td>
<td>1,000</td>
<td>$ 4,115.81</td>
<td>36.75</td>
<td>$ 83,853.39</td>
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<tr>
<td>2016</td>
<td>950</td>
<td>$ 6,950.75</td>
<td>41.62</td>
<td>$ 86,336.48</td>
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<tr>
<td>2015</td>
<td>850</td>
<td>$ 7,601.37</td>
<td>48.11</td>
<td>$ 84,379.97</td>
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<tr>
<td>2014</td>
<td>1100</td>
<td>$ 4,539.90</td>
<td>39.82</td>
<td>$ 88,705.29</td>
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<td>2013</td>
<td>854</td>
<td>$ 4,271.00</td>
<td>37.14</td>
<td>$ 81,937.40</td>
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<tr>
<td>2012</td>
<td>995</td>
<td>$ 6,754.67</td>
<td>38.38</td>
<td>$ 94,775.76</td>
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<td>2011</td>
<td>370</td>
<td>$ 2,534.32</td>
<td>40.23</td>
<td>$ 71,249.51</td>
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<tr>
<td>2010</td>
<td>1140</td>
<td>$ 6,222.33</td>
<td>45.75</td>
<td>$ 76,134.01</td>
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<tr>
<td>2009</td>
<td>879</td>
<td>$ 6,618.95</td>
<td>38.04</td>
<td>$ 90,742.90</td>
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<tr>
<td>2008</td>
<td>931</td>
<td>$ 6,742.13</td>
<td>43.22</td>
<td>$ 96,334.13</td>
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<tr>
<td>2007</td>
<td>1214</td>
<td>$ 5,425.05</td>
<td>34.12</td>
<td>$ 91,218.97</td>
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<tr>
<td>2006</td>
<td>1349</td>
<td>$ 6,811.26</td>
<td>37.42</td>
<td>$ 76,926.74</td>
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<td>2005</td>
<td>910</td>
<td>$ 6,431.71</td>
<td>38.98</td>
<td>$ 62,594.80</td>
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<tr>
<td>2004</td>
<td>981</td>
<td>$ 4,415.22</td>
<td>27.60</td>
<td>$ 62,239.75</td>
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</table>
Median sales and average sales are virtually identical to last June’s report.

Median June Sales: $6,327.02  
Median YTD Sales: $83,085.62  
Average June Sales: $5,741.04  
Average YTD Sales: $81,863.83
### Departmental Sales for the Fiscal Year 2018-2019

#### Sorted by Dollar amount

<table>
<thead>
<tr>
<th>Department</th>
<th>Qty Sold</th>
<th>Ext Price</th>
<th>Ext Discount</th>
<th>Ext Cost</th>
<th>Total Margin $</th>
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<tbody>
<tr>
<td>1-Pottery</td>
<td>752</td>
<td>$ 19,415.46</td>
<td>$ 1,413.79</td>
<td>$ 12,219.05</td>
<td>$ 7,196.41</td>
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<tr>
<td>2-Jewelry</td>
<td>437</td>
<td>$ 14,361.83</td>
<td>$ 716.17</td>
<td>$ 8,951.90</td>
<td>$ 5,409.93</td>
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<tr>
<td>6-2D work</td>
<td>287</td>
<td>$ 11,262.25</td>
<td>$ 692.45</td>
<td>$ 7,203.32</td>
<td>$ 4,058.93</td>
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<tr>
<td>4-Fiber</td>
<td>471</td>
<td>$ 9,194.35</td>
<td>$ 617.65</td>
<td>$ 5,742.36</td>
<td>$ 3,451.99</td>
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<tr>
<td>8-Misc-kids, ornament, sculp</td>
<td>594</td>
<td>$ 8,160.55</td>
<td>$ 554.33</td>
<td>$ 4,699.61</td>
<td>$ 3,460.94</td>
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<tr>
<td>5-Wood</td>
<td>334</td>
<td>$ 6,671.22</td>
<td>$ 427.78</td>
<td>$ 3,691.37</td>
<td>$ 2,979.85</td>
</tr>
<tr>
<td>9-Glass</td>
<td>136</td>
<td>$ 4,699.96</td>
<td>$ 280.04</td>
<td>$ 2,873.10</td>
<td>$ 1,826.86</td>
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<tr>
<td>3-Stationery</td>
<td>814</td>
<td>$ 4,573.15</td>
<td>$ 166.51</td>
<td>$ 2,828.79</td>
<td>$ 1,744.36</td>
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<tr>
<td>7-CD's and Books</td>
<td>89</td>
<td>$ 1,591.76</td>
<td>$ 70.45</td>
<td>$ 865.54</td>
<td>$ 726.22</td>
</tr>
<tr>
<td>16-Shop</td>
<td>156</td>
<td>$ 302.21</td>
<td>$ 11.24</td>
<td>$ 2.45</td>
<td>$ 523.36</td>
</tr>
</tbody>
</table>

Stationary surpassed pottery in quantity of items sold, last year it was in second place behind pottery. Fiber moved up to 4th place (5th last year) and I assume that is due to Kate Brennan Hall’s towels. Almost all of the books that I bought wholesale for the Shop on the topic of art or artists sold during the year. I would like to sell more but the outlook of low overall sales makes it hard to purchase books for this next fiscal year. The same can be said for art supplies. The few art supplies we purchased sold well. Sales downtown have been slow for many merchants during the first half of 2019 which matches what we have been seeing in the Shop. Two boutiques closed this year and several
other businesses closed as well. Parking rates were raised and then lowered and many downtown businesses believe that, weather and the economy worries may have had a dampening effect.

I am working on making sure sales are classified correctly this next year so the Shop numbers are more reflective of what is actually sold. I think there may have been issues in classifying since Ruth left. I am now doing the majority of the classifying of individual expenditures. Classifying is something that does not transfer from the Point of Sale software that is used by the Shop cash register to Quickbooks accounting software so we have to manually enter the class of each individual item sold, rental, gallery sale, donation etc. We have been told we need to do it this way by our accountant. The irony is Point of Sale and Quickbooks are both Intuit products.

We have had 3 consecutive years of slightly declining sales. I expect that slight downward trend to continue with the economic news this year. Hopefully sales will surpass my expectations and we will have more capital for advertising and purchase of art supplies and a few other wholesale items so we can increase overall margins. I believe the transient community that Ames is, requires that we have a strong marketing budget. We are constantly having to tell people we are here as people move in and out of the community. Social media is fairly effective and can be somewhat low cost but it does not reach all of our possible audience.

My intent is to improve the Shop budget this next fiscal year by reducing shop assistant hours and supply costs. I also asked Heather to not give me a raise. I realize that Ruth’s salary was 50% general/admin but I would like the Shop to be self-sufficient and add to the budget for the Octagon.

The Shop is an important part of the Octagon. It is open 44.5 hours a week. It does do a lot for our local and regional artists. We are the only location in Central Iowa that work can be purchased by Iowa artists. The Des Moines Art Center does not sell local artists’ work and neither does Reiman Gardens. We are an Art Festival every day. We added 9 new artists to the Shop this year and now have over 175 consignment artists. I am proud of how the Shop supports artists through sales and advertising and window space and encourages emerging artists.

The Shop is often the first contact that artists and the general public have with the Octagon. People come into the Shop, not knowing anything about the Octagon and we are able to give a short spiel about the work we do. We sign people up for the electronic newsletter. They are interested to hear that we are a non-profit and that we have classes and several galleries. New artists come and learn about display, marketing, packaging, and pricing.

Respectfully Submitted,
Terrie Hoefer
Shop Manager
VOLUNTEERS
2018-2019 Annual Report
Total Volunteers Hours (Past)

<table>
<thead>
<tr>
<th>Year</th>
<th>Volunteer Hours</th>
</tr>
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<tr>
<td>2014-2015</td>
<td>1221</td>
</tr>
<tr>
<td>2015-2016</td>
<td>1369</td>
</tr>
<tr>
<td>2016-2017</td>
<td>986.5</td>
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</table>

2017-2018 Summary

<table>
<thead>
<tr>
<th>Total Volunteer Hours</th>
<th>1222.75</th>
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<tbody>
<tr>
<td>Total Number of Volunteers</td>
<td>142</td>
</tr>
<tr>
<td>Total Intern Hours</td>
<td>536</td>
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2018-2019 Summary

<table>
<thead>
<tr>
<th>Total Volunteer Hours</th>
<th>1363</th>
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</thead>
<tbody>
<tr>
<td>Total Number of Volunteers</td>
<td>153</td>
</tr>
<tr>
<td>Total Intern Hours</td>
<td>1844.5</td>
</tr>
</tbody>
</table>

Some of our common positions for volunteers are:

- Helping with classroom prep: cutting, painting, organizing
- Assisting with Gallery Shop: organizing, restocking, and creating displays
- Helping with fundraising events: decorating, cleaning, organizing, distributing promotional materials
- Assisting with The Octagon Art Festival: working at a street barricade, handing out water to artists, working in the children’s craft area and helping with set up / tear down
- Helping in the Galleries: painting, removing nails and spackling
- General: repairs and building upkeep; setting up tables/chairs for rentals

In total, 114 volunteers contributed 266.5 hours of work in a single day at the 2018 Octagon Art Festival! Without them the festival literally wouldn’t be possible, so it was great to have their help! Members of the community,
including ISU students step up each year to help with a variety of tasks. Sociology 134 students are a big help; we usually have around 20 volunteers a semester who dedicate a minimum of 16 hours of service to us.

We have the privilege of working with 7 interns summer 2018, 3 interns Spring 2019, 6 interns summer 2019. Interns were recruited through 2 JumpStart Internship Fairs (Greenlee School of Journalism), College of Design Internship Fair, and Memorial Union Internship Fair for Creatives. Some of the interns are using their experience for ISU credit (necessary for graduation with graphic design, journalism, and event management majors) and the others are just volunteering their time. Interns created videos, signage, press releases, etc. They helped staff events, photographed events and shop items, assisted with social media, and more. All of the internships are unpaid. All are proving to be skilled, professional people and are a great help to the staff.

**FARMERS’ MARKET OUTREACH**

This marked the fourth year that the Octagon offered community outreach at the Main Street Farmers’ Market. Four Saturdays were scheduled, one per month June through September 2018 and 2019, to take full advantage of the summer weather. A free art project and information about the Octagon classes and events were offered. Many of the adults we talked to had never heard of the Octagon, much less the classes we offered. Because this program reaches across the fiscal year, both 2017 and 2018 summaries are listed.

**The Octagon at the Ames Farmer’s Market : 2018 Season Summary**

Staffed by Interns & Staff  
Second Saturdays, 7:30am - 12:30pm  
Sponsors: Stoltze & Stoltze Family Dentistry & pHClean

<table>
<thead>
<tr>
<th>Date</th>
<th>Free Crafty Project</th>
<th>Number of Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 9</td>
<td>Button Making</td>
<td>Approx. 85</td>
</tr>
<tr>
<td>July 14</td>
<td>Recycled Rubber Bracelets</td>
<td>Approx. 100</td>
</tr>
<tr>
<td>August 11</td>
<td>Paper Marbling</td>
<td>Approx. 75</td>
</tr>
<tr>
<td>September 8</td>
<td>Juggling Balls and Demo</td>
<td>Approx. 85</td>
</tr>
</tbody>
</table>
The Octagon at the Ames Farmer’s Market  
2019 Season Summary

Staffed by Interns & Staff  
Second Saturdays, 7:30am - 12:30pm  
Sponsors: Stoltze & Stoltze Family Dentistry & pHClean

<table>
<thead>
<tr>
<th>Date</th>
<th>Free Crafty Project</th>
<th>Number of Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 8</td>
<td>Monoprinting</td>
<td>Approx. 100</td>
</tr>
<tr>
<td>July 13</td>
<td>Liquid Watercolor and Diffusing Paper</td>
<td>Approx. 60 - 70</td>
</tr>
<tr>
<td>August 10</td>
<td>Marble Painting</td>
<td>Approx. 40 (poor weather conditions)</td>
</tr>
<tr>
<td>September 14</td>
<td>Laminated Tags</td>
<td>Approx. 30 (poor weather conditions and Iowa v ISU home game)</td>
</tr>
</tbody>
</table>
Our first ever Patio Night was held as a member event on June 19, 2019. This was visualized as a community builder and something to attract a different group of people than we might normally reach. It was also seen as a way to encourage people to come to the Octagon on Thursday night when we are open late.

The alley had been cleaned up as part of a project with the WiSE (Women in Science and Engineering) group last fall (2018). Three dedicated volunteers (Gary Kline, Rex Heer, and Terry Brigman) made the patio a reality. Most of the building materials (pallets) were acquired free of charge. Country Landscapes and Cutting Edge Painting sponsored costs for paint and plants. You can see the youtube video of the first Patio Party here: https://www.youtube.com/watch?v=Gyh8uszFvEI.
Live music 5 – 8pm provided by local musicians ($100/event):

JUNE 20: Vanessa Ellsbury
JULY 18: Reggie Greenlaw
AUGUST 15: Elizabeth Zimmerman
SEPTEMBER 19: Chris Myers

In June, 27 people attended the event. The June event was free for members and non-members were asked to pay $5. Donations were accepted. Snacks and alcoholic and non-alcoholic beverages were provided. The feedback from attendees was very positive. $89 in donations was received.
GRANTS & SPONSORSHIPS

GRANTS Awarded: 2018-2019 Fiscal Year
- $535.80 from COTA mini grant for Business of Art Seminar (March 2019)
- $1,000 Greater Iowa Credit Union for Elem, middle & high school exhibits in Spring 2019
- $1,134 Story Co. Community Foundation Capacity Grant: fund Donor Perfect for 6 months
- $1,000 USBank 2018
- $1,000 Danfoss for Art Festival
- $5,000 from Ames Convention & Visitors Bureau for 2018 Octagon Art Festival
- $48,100 from Ames Commission on the Arts operating grant 2018-2019 ($47,020 in 16/17)
- $750 COTA mini grant $750 for photography/Smithsonian Exhibit fall 2018
- $1,000 Kiwanis grant for scholarship

SPONSORSHIPS: 2018-19 fiscal year
- Ames Silversmithing: $300 for High School metalsmithing awards
- HAILA: $500 for OCTAGONAL Exhibit
- HAILA: $200 for Sarah Perkins & Gwen Walstrand Exhibit
- Cross Wealth Management: $1,500 for Art Festival 2018
- First National Bank: $1,000 for Art Festival 2018
- Wilson Toyota Scion: $750 for Art Festival 2018
- Next Home Journey (Reality): $750 for Art Festival 2018
- On Media: $1,100 match for Art Festival
- Ames Trib: $1,500 match for 2018, media sponsor for festival
- Iowa Public Radio: $1,500 media sponsor for art festival
- Fareway: $350 in kind for snacks/water for festival

In-Kind sponsorship
- On Media: $1,100 match for Art Festival
- Ames Trib: $1,500 match for 2018, media sponsor for festival
- Iowa Public Radio: $1,500 media sponsor for art festival
- Fareway: $350 in kind for snacks/water for festival

Pictured Top to Bottom:

Danfoss: Sharon Brooks
Greater Iowa Credit Union: MaryAnn Grapp
Wilson Toyota of Ames: Danny Wilson
USBank: Amanda Blackman
Ames Convention & Visitors Bureau: Jean McBreen
Cross Wealth Management: Terry Cross
Thank you to all of our amazing donors who support art education and outreach programs. The Octagon could not offer the art experiences for the community without your financial support!

Anonymous
John & Penny Adam
Russ & Christine Adams
Brad & Cindy Albin
Annie Almquist
Ames Community Arts Council
Tavis and Jennifer Anderson
George Burnet & Martha Anderson
Merry Rankin & Tom Anderson
Robert and Elizabeth Angelici
Kim R. & Joyce C. Armstrong
Lisa Banitt & William Barry
Jim & Mindy Benson
Roger & Kay Berger
Barbara & Bruce Bernier
Mark & Deborah Blaedel
Nate Bock
Jen & Joe Brekke
Terry Brigman
Anne Bronikowski
Donald W Brown Jr Trust
Diane & Stephan Brunia
Martha Anderson & George Burnet
Katherine Byam
Raymond Callahan
Lynne Carey
Cathy and David Carlyle
Donna and John Cleasby
Cornbred Barbecue
Dashing Boutique
Daniel & Amy Divine
M. Burton Drexler Trust
Stacy & Gene Dreyer
Carol Elbert
Nancy Frahm
Dieter Friton
Pat & Alison Goldsmith
David & Hanna Gradwohl
Elizabeth Haviland
Christian Hempen
Katharine & Jordan Hensley
Michael Hermanson
Gary Hoard
Judie & David Hoffman
Carole Horowitz
Virginia & Stuart Huntington
Dean Hunziker in memory of Ruth Furman
Etha Hutchcroft
Jessi Janorschke
Ryan & Liz Jeffrey
Gloria J. Jensen
Alan & Roberta Johnson
Sally & Jerry Jones
Margaret Junkhan
Christi Kampur
Hugo & Letitia Kenemer
Patti Kimle
Erwin Klaas
Gerald and Carol Kline
Tammy Koolbeck
Bev Kruempel
Emily Ladewig
Larry and Phyllis Lepke
Donald & Dorothy Lewis
Ingrid Lilligren
The Octagon (extra kudos to Rhonda for all her efforts with this special event!) teamed up with Ames Community Arts Council to offer the inaugural Business of Art Conference to better equip self-employed artists at various stages in their career. Professional artists and other speakers were brought in to talk and answer questions about specific topics on the Business of Art, including some of the following categories:

- Legal matters: copyright protection, contracts
- Sales of artwork, commissions, consignment galleries, festivals
- Marketing/social media/website
- Publishing, photography of artwork
- Wellness and self-care

The keynote speaker is Jeremy Caniglia from Omaha, NE. His artwork has been featured in many media outlets including the Washington Post and CNN. He has done artwork for magazines, CD covers, and books by Stephen King and Ray Bradbury. For more info on seminar, check out link https://octagonarts.org/events/the-business-of-art-conference/

Total of 73 attendees, 4 volunteers, 19 speakers

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Ames Community Arts Council</th>
<th>Octagon Center for the Arts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Space Rental</td>
<td>$800.00</td>
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<tr>
<td>Keynote</td>
<td>$1,500.00</td>
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<tr>
<td>Presenters</td>
<td>$1,300.00</td>
<td>$534.24</td>
</tr>
<tr>
<td>One-on-Ones</td>
<td>$300.00</td>
<td>$109.68</td>
</tr>
<tr>
<td>Printing</td>
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<td>$87.96</td>
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<tr>
<td>Lunch</td>
<td>$534.24</td>
<td>$358.40</td>
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<tr>
<td>Snacks/Paper Goods</td>
<td>$109.68</td>
<td>$182.93</td>
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<tr>
<td>Coffee</td>
<td>$87.96</td>
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<tr>
<td>Radio Ads</td>
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<tr>
<td>Facebook</td>
<td>$182.93</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$3,900.00</strong></td>
<td><strong>$1,364.21</strong></td>
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<table>
<thead>
<tr>
<th>Revenue</th>
<th>Ames Community Arts Council</th>
<th>Octagon Center for the Arts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registrations</td>
<td>$4,038.98</td>
<td></td>
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<tr>
<td>(w/lunches)</td>
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<td></td>
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<tr>
<td>Grant - Presenters</td>
<td>$795.00</td>
<td>$535.80</td>
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<tr>
<td>Grant - Marketing</td>
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<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$795.00</td>
<td><strong>$4,574.78</strong></td>
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</tbody>
</table>

**NET INCOME**

Ames Community Arts Council: $(3,105.00)
Octagon Center for the Arts: $3,210.57
Day One: Friday, March 1

Noon – 12:45pm in the Community Gallery
  CHECK IN

12:45pm – 1:00pm in the Main Gallery
  WELCOME

1:00pm – 1:45pm in the Main Gallery
  SESSION: Survival Guide for Artists -- Jeremy Caniglia

2:00pm – 2:45pm
  SESSION A (Main Gallery): Something from Nothing -- Kristin Roach
  SESSION B (Dance Studio): Forming a Studio Co-op: Options and Examples -- Lee Anne Willson, Greg Lamont & Caroline Freese

3:00pm – 3:45pm in the Main Gallery (3rd floor)
  SESSION A (Main Gallery): Look Before You Leap: Lessons Learned in the Fickle World of a Creative Freelancer -- Tim Read
  SESSION B (Dance Studio): Building Your Brand as an Artist -- Ashley Rippke

4:00pm – 4:45pm
  SESSION A (Main Gallery): How to Keep Your Art Job -- Jon Kamrath
  SESSION B (Dance Studio): Visioning Collage Workshop for Individual Artists -- Sara Merritt
Day Two: Saturday, March 2

9:00am – 9:15am in the Main Gallery   WELCOME

9:15am – 10:00am in the Main Gallery
KEYNOTE ADDRESS: Taking the Leap -- Jeremy Caniglia

10:15am – 11:00am
SESSION A (Main): Building Success with Art Festivals & Online Sales -- Paul & Laurel Eshelman
SESSION B (Dance Studio): So You Want to Show Your Art in a Gallery -- Robert Schulte

11:15am – 12:00pm in the Main Gallery
SESSION: Sage Advice for the Artist/Maker -- Ann Au

12:00pm – 1:30pm in the Dance Studio/North Studio
LUNCH WITH TABLE DISCUSSIONS & ONE-ON-ONE CONSULTATIONS

1:30pm – 2:15pm in the Main Gallery
SESSION: Understanding Light & Color: How to Take Better Photos of Your Artwork—Dan McClanahan

2:30pm – 3:15pm
SESSION A (Dance): Thriving as a Multipotentialite Artist in a Specialist World -Rachel Cobler
SESSION B (Main Gallery): Sustainability and Balance for the Long Haul - Mia Ellis

3:30pm – 4:15pm in the Main Gallery
SESSION: Art: Just Another Get Poor Quick Scheme - Chris Biagini & Jen Leatherby (RAYGUN)
### Octagon Center for the Arts
### Statement of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Jun 30, 19</th>
<th>Jun 30, 18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Checking/Savings</td>
<td></td>
<td></td>
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<tr>
<td>10980 - Cash in Drawer</td>
<td>23.04</td>
<td>23.04</td>
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<tr>
<td>1102 - Checking Acct-Vision</td>
<td>30,658.87</td>
<td>48,778.68</td>
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<tr>
<td>1106 - GICU Savings</td>
<td>4,194.28</td>
<td>4,132.18</td>
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<tr>
<td>1107 - GICU Ent. Checking 552 (2)</td>
<td>1,721.52</td>
<td>1,721.52</td>
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<tr>
<td>Total Checking/Savings</td>
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<td><strong>Other Current Assets</strong></td>
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<tr>
<td>1250 - Deposits in Transit</td>
<td>1,376.05</td>
<td>523.24</td>
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<tr>
<td>1410 - Shop inventory</td>
<td>2,786.17</td>
<td>6,280.21</td>
</tr>
<tr>
<td>1500 - Endowment Assets</td>
<td></td>
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<tr>
<td>1150 - Endowment Checking- FNB</td>
<td>12,666.66</td>
<td>12,666.71</td>
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<tr>
<td>1515 - Story County Comm. Found. ...</td>
<td>236,470.63</td>
<td>210,626.56</td>
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<tr>
<td>Total 1500 - Endowment Assets</td>
<td>248,169.31</td>
<td>223,290.27</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
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<td>281,754.34</td>
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<tr>
<td><strong>Fixed Assets</strong></td>
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<tr>
<td>1810 - Equipment</td>
<td>70,326.07</td>
<td>70,326.07</td>
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<tr>
<td>1830 - Capital Improvements</td>
<td>522,616.64</td>
<td>511,691.64</td>
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<tr>
<td>1831 - Wheatfield Renovations</td>
<td>21,053.84</td>
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<tr>
<td>1832 - Shop renovation</td>
<td>20,615.35</td>
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<tr>
<td>1840 - Building</td>
<td>69,557.85</td>
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<tr>
<td>1850 - Land</td>
<td>20,000.00</td>
<td>20,000.00</td>
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<tr>
<td>1860 - Art Collection</td>
<td>20,337.00</td>
<td>20,337.00</td>
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<tr>
<td>1900 - Accumulated Depreciation</td>
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<td>-548,620.04</td>
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<tr>
<td>Total Fixed Assets</td>
<td>199,026.71</td>
<td>200,361.71</td>
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<td><strong>Other Assets</strong></td>
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<tr>
<td>1951 - Loan Orig. Fees</td>
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<td>1992 - Amort of Loan Fees</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>488,867.95</td>
<td>482,116.05</td>
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### LIABILITIES & EQUITY

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Jun 30, 19</th>
<th>Jun 30, 18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
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<td>Accounts Payable</td>
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<td>2000 - Accounts Payable</td>
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<td>4,131.29</td>
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<td>Total Accounts Payable</td>
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<tr>
<td><strong>Other Current Liabilities</strong></td>
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<tr>
<td>2050 - Gift Certificates Outstanding</td>
<td>1,357.24</td>
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<td>2052 - Layaway deposits</td>
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<td>2065 - Accrued Vacation Pay</td>
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<td>2134 - Accrued FWT/FICA</td>
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<td>2135 - Accrued SWT Payable</td>
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<td>Total Other Current Liabilities</td>
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<td><strong>Total Current Liabilities</strong></td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td>15,899.70</td>
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<tr>
<td><strong>Equity</strong></td>
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<tr>
<td>2909 - Retained Earnings</td>
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<td>2910 - Unrestricted Fund Balance</td>
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<tr>
<td>2915 - Permanently Restricted Funds</td>
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<tr>
<td>2921 - Brown Fund</td>
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<td>29,722.91</td>
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<td>2922 - Stone Fund</td>
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<td>2923 - Walkup Fund</td>
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<td>2924 - Huff Fund</td>
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<td>2931 - Endow Iowa Fund</td>
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<td>130,747.51</td>
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<td>Total 2915 - Permanently Restricted Funds</td>
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<td>188,887.73</td>
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<td><strong>2940 - General Restricted</strong></td>
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<tr>
<td>2925 - Building Fund</td>
<td>8,133.24</td>
<td>8,133.24</td>
</tr>
<tr>
<td>2926 - Ruedenberg Fund</td>
<td>3,028.01</td>
<td>3,028.01</td>
</tr>
<tr>
<td>2928 - BrubenTinter Fund</td>
<td>4,985.76</td>
<td>4,985.76</td>
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<tr>
<td>2929 - Adams Fund</td>
<td>5,464.11</td>
<td>5,464.11</td>
</tr>
<tr>
<td>2930 - Sargent Memorial - Bldg.</td>
<td>1,040.71</td>
<td>1,640.71</td>
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<tr>
<td>2940 - General Restricted - Other</td>
<td>5,312.46</td>
<td>5,312.46</td>
</tr>
<tr>
<td>Total 2940 - General Restricted</td>
<td>28,564.20</td>
<td>28,564.20</td>
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<tr>
<td><strong>2950 - Temporarily Restricted Funds</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Income</td>
<td>1,000.00</td>
<td>1,000.00</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td>472,906.25</td>
<td>467,359.91</td>
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</tbody>
</table>

**TOTAL LIABILITIES & EQUITY**

488,867.95  482,116.05
### Sch I - Budget Comp. All Dept - Year to Date

#### June 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Jun 19</th>
<th>Budget</th>
<th>Jul '18 - Jun 19</th>
<th>YTD Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fees &amp; Sales</td>
<td>18,231.54</td>
<td>10,156.00</td>
<td>140,150.06</td>
<td>159,362.00</td>
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<tr>
<td>Memberships</td>
<td>745.00</td>
<td>1,650.00</td>
<td>8,853.73</td>
<td>18,380.00</td>
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<tr>
<td>Rental Income</td>
<td>3,217.50</td>
<td>3,200.00</td>
<td>31,494.08</td>
<td>34,860.00</td>
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<tr>
<td>Grants</td>
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<td>5,000.00</td>
<td>59,019.00</td>
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<td>Donations/Appeal</td>
<td>699.00</td>
<td>350.00</td>
<td>28,029.65</td>
<td>54,365.00</td>
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<tr>
<td>Memorials, Honoraria, Bequests</td>
<td>0.00</td>
<td>500.00</td>
<td>39,218.13</td>
<td>6,000.00</td>
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<tr>
<td>Sponsorships</td>
<td>0.00</td>
<td>350.00</td>
<td>7,000.00</td>
<td>8,950.00</td>
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<tr>
<td>Miscellaneous Income</td>
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<td>37.10</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>26,983.04</td>
<td>21,206.00</td>
<td>313,801.75</td>
<td>348,857.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>Jun 19</th>
<th>Budget</th>
<th>Jul '18 - Jun 19</th>
<th>YTD Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest, Deposit fees</td>
<td>399.52</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>-1,443.40</td>
<td>2,900.00</td>
<td>20,854.25</td>
<td>35,275.00</td>
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<tr>
<td>Services</td>
<td>922.50</td>
<td>765.00</td>
<td>6,838.01</td>
<td>9,087.00</td>
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<tr>
<td>Salaries, Benefits, Empl.Taxes</td>
<td>14,427.08</td>
<td>14,311.00</td>
<td>160,252.36</td>
<td>171,740.00</td>
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<tr>
<td>Marketing</td>
<td>858.70</td>
<td>430.00</td>
<td>13,586.66</td>
<td>23,675.00</td>
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<tr>
<td>Facility</td>
<td>2,299.40</td>
<td>1,075.00</td>
<td>21,840.25</td>
<td>12,900.00</td>
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<tr>
<td>Contracted Personnel</td>
<td>408.00</td>
<td>910.00</td>
<td>11,094.50</td>
<td>14,525.00</td>
</tr>
<tr>
<td>Postage, Shipping, Bulk Mailing</td>
<td>52.13</td>
<td>100.00</td>
<td>621.88</td>
<td>1,200.00</td>
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<tr>
<td>Cost of Shop and Consignment</td>
<td>3,496.06</td>
<td>2,096.00</td>
<td>51,885.37</td>
<td>49,720.00</td>
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<tr>
<td>Supplies</td>
<td>1,066.22</td>
<td>821.00</td>
<td>27,717.40</td>
<td>16,075.00</td>
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<tr>
<td>Utilities</td>
<td>780.19</td>
<td>1,226.00</td>
<td>17,435.75</td>
<td>15,960.00</td>
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<td>Sense</td>
<td>23,196.40</td>
<td>24,638.00</td>
<td>344,272.41</td>
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<tr>
<td>come</td>
<td>3,766.04</td>
<td>-3,432.00</td>
<td>-30,470.66</td>
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</table>

**Expense**

<table>
<thead>
<tr>
<th>Category</th>
<th>Jun 19</th>
<th>Budget</th>
<th>Jul '18 - Jun 19</th>
<th>YTD Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Endowment</td>
<td>6,387.01</td>
<td>725.00</td>
<td>10,899.29</td>
<td>8,700.00</td>
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<tr>
<td>Endowment Quarterly Payout</td>
<td>-1,699.72</td>
<td>1,600.00</td>
<td>172.26</td>
<td>8,900.00</td>
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<tr>
<td>Endowment gifts</td>
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<td></td>
<td>27,000.00</td>
<td>8,900.00</td>
</tr>
<tr>
<td>Non-Endowment Expenses</td>
<td>-666.20</td>
<td>-160.00</td>
<td>-2,481.67</td>
<td>-1,920.00</td>
</tr>
<tr>
<td>Income</td>
<td>3,888.09</td>
<td>2,365.00</td>
<td>36,080.00</td>
<td>15,580.00</td>
</tr>
<tr>
<td>Net</td>
<td>3,888.09</td>
<td>2,365.00</td>
<td>36,080.00</td>
<td>15,580.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>7,534.73</td>
<td>-1,067.00</td>
<td>5,609.34</td>
<td>16,380.00</td>
</tr>
</tbody>
</table>
### Schedule V - Statements of Activities by Class- TTP

Octagon Center for the Arts • Annual Report 2018-2019

<table>
<thead>
<tr>
<th>Activity</th>
<th>Income</th>
<th>Expenses</th>
<th>Net Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>Education</td>
<td>23,200.00</td>
<td>19,800.00</td>
<td>3,400.00</td>
</tr>
<tr>
<td>Community Engagement</td>
<td>8,500.00</td>
<td>6,000.00</td>
<td>2,500.00</td>
</tr>
<tr>
<td>Administration</td>
<td>3,200.00</td>
<td>3,000.00</td>
<td>200.00</td>
</tr>
<tr>
<td>Total</td>
<td>35,000.00</td>
<td>38,000.00</td>
<td>-3,000.00</td>
</tr>
</tbody>
</table>

For the Two Years Ended June 30, 2019