

TRVA Fall Newsletter, October 2011

Another summer gone, and unfortunately, it was not the best one for the gallery. There were not many tourists about this year, and those that were about kept the purse strings tightly under control. It was even more unfortunate that the Federal budget scare in July, which is usually our best month, resulted in the lowest ever July art sales. However, we are hanging in there and expect to be around for a long time yet. Our fundraising shop, Two Rivers Treasures has made a real difference. We have had several large donations to the shop, and have sold enough of those items to offset some of the losses from reduced art sales. Many thanks go out to those people who have donated their treasures.

We have made some changes to the volunteer commission structure in order to encourage more volunteering, since we definitely can't sell art if we are not open. It used to be that there was a 5% reduction in commission for each full day worked per month, with a maximum of 4 days, or 20% reduction in commission per month. We have changed that to 2 ½% for each ½ day worked, since many volunteers prefer to work only a ½ day. We have also instituted a policy of 'banking' for extra ½ days worked above the 4 day per month limit. That way, if a volunteer will be on vacation and has worked extra hours during other months, they can assign those 'banked' hours to the month they will not be here.

We had several thefts of cash in the spring, which did not stop until we installed a camera in the room where the cash is locked away at night. That was very disturbing. Last month some local youths had a rock throwing-battering ram party at the expense of the gallery and the Community Center, doing about \$3000 in damage in broken windows and doors. Fortunately that expense was covered by CVIP and not passed on to the gallery. CVIP has not increased our rent in quite some time. However expenses are going up. The cleaners that we've had for many years moved out of the area and the new cleaning costs are higher, as are cleaning, office and beading supplies.

The budget committee has just put together a budget for 2012. Since we will definitely have a loss in 2011, and there is no reason to expect a big turnaround in spending next year, we have had to make changes in order to break even in 2012. We will attempt to increase our fundraising but it was agreed that a commission increase will be necessary in order to balance a budget for 2012. There has not been an increase in rates for 8 years, but as art sales go down, so does income to the gallery, while expenses only go up. There will be an increase of 5% across the board in commission rates. Volunteers will still get the same % reduction for hours worked but the minimum rate per month will be 15% instead of the current 10%. This will become effective on Jan 1st, 2012. The membership dues will not change.

This is not a cheerful newsletter, but please don't get discouraged. We need to pull together if we are to see this recession through to better times. It's been difficult to convince some newer members, who have had very sparse sales, that it is not the quality of their art at fault, but just a general public malaise, and so we have lost a few members this year. We're pleased to have also gained a few new members.



Chiloquilter's Country quilt

The gallery is looking terrific. We were lucky to have the Klamath Vista quilts on display in the spring, followed by the 'Chiloquilters Country' quilt, which was made by the Chiloquilters and donated to the Community Center. Early in 2012 we will have the "Fracture Group" quilts on display. All of these quilts are quite remarkable and bring many people in to view them.

Wishing you all a happy holiday season,
TRVA Board of Directors.