

Mission Cultural Center for Latino Arts  
Final Report

**San Francisco Arts Commission**  
Community Arts and Education  
Cultural Community Centers  
Final Report 2011-2012

received  
8/27/12

**Deadline: August 26, 2011**

2011-2012 SFAC/HTF Grant Allocation \$ 522,923

**Contact Information**

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Hours of Operation: Mon: 5-10pm, Tue-Fri: 9:30am-10pm, Sat: 9:30am-5:30pm  
(if operating a facility)

Signature:

Date: August 23, 2012

(Submitted by person authorized to sign contracts, reports, and invoices)

Printed Name: Jennie E. Rodriguez

Title: Executive Director

**Checklist:**

Please be sure the Final Report includes all of the following:

- Completed Final Report, with signed original form
- 2011-2012 organization financial report (profit and loss budget vs. actual) based on the CDP line items. Organizational balance sheet.
- 2011-2012 SFAC/HTF financial report (profit and loss budget vs. actual) based on the CDP line items
- 2011 IRS Form 990
- Minutes from all the Community Support Board Meetings
- Provide resumes for any new staff if you have not yet provided this.

**Please do not staple any pages**

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**Cultural Center Goals**

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1. How well did you meet your goals and objectives outlined in your Management and Programming Plan? What challenges did you face and how will you address these issues in the future? Please indicate your measurements of success.

Despite fiscal and staffing obstacles, 2011-12 was a fruitful year. MCCLA hired an Arts Education/Outreach Coordinator in winter, 2012. Through her efforts, we launched the first Spanish Book Club, "Tertulias Literarias," in collaboration with the San Francisco Public Library (Mission Branch). She also launched new Master Workshops for teens and young adults, including the Beatshop Electronic Music project, a digital photography workshop, Project House w/Jenay, a HipHop performance workshop and a Mission Grafica Teen Printmaking workshop. The Master Workshops concluded on April 6, 2012 with a "Digital + Dance Spotlight Performance." The full-house audience was captivated and mesmerized by the energy and tempo of the performers! As of March, 2012, 31 weekly classes are offered to children, youth and young adults.

Cultural Calendar activities expanded in 2011-12, to include La Posarela Holiday Musical, which was produced in collaboration with the Community Music Center, the Holiday Youth Mariachi Concert, Concierto de Reyes with Coro Hispano de SF, and "Corazon del Barrio" Open House. The July/August Multicultural Arts Summer Program successfully reached its goals. We had more students than anticipated.

In FY 2011-12, the Events Department worked with a host of community partners to meet the goals outlined in the Management plan. To date, the Events department has produced or co-produced 36 events. These events were comprised of literary events, dance, multi-media, theater, panel discussions and film screenings. Music concerts were the most prominent type of event. Post-event surveys gave good feedback and clues as to the effectiveness of MCCLA's marketing practices. Event attendance averaged at 70% of capacity.

The Events department was also effective in generating revenue. Between July 1 and April 7, the box office revenue surpassed \$20,000 for the third year in a row. The department was also very successful in decreasing printing and advertising costs while increasing audience attendance. This was the direct result of the successful implementation of social media marketing through facebook, twitter and pinterest, as well as strategic placement of MCCLA interviews on local radio and press.

Mission Grafica exceeded its goals of increasing studio rentals and services in 2011-12. Income in this area increased by 211% over the previous year. This was accomplished through the following strategies:

- Fees for classes increased from \$13 - \$15/class
- Monthly rental fee was reduced from \$145/month to \$125/month and hours were extended. We are also responding to numerous requests to offer studio rentals on Saturdays and select evenings.
- Grafica has begun collaborating with the San Francisco Center for the Book ("SFCB"). Grafica offered a 5-day screen printing intensive which SFCB promotes on their website and through print advertising. This collaboration has provided Grafica with new clientele

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who might not normally come to the Center for class.

Grafica relies on MCCLA's website to attract students and artists. The MCCLA web page has successfully attracted students, but some clients claim that it's difficult to find the information they need. It has also been difficult to attract teens to the monthly Grafica workshops. We believe that further networking with local high schools would help, as well as reducing the class fee. It should be noted that no other organization in SF is offering print programs for children or youth.

Grafica offered a screen-printing workshop in conjunction with a gallery exhibition (YAP) and we had a good number of participants. The generated income, however, did not cover the cost of running the program. While successful, we need to consider the cost effectiveness of such events.

During 2011-12 all center computers were integrated to a server. Most computers needed software and hardware upgrades, consequently MCCLA purchased three new computers. We are still working out the management of the server, especially with regard to the sharing of information on the server.

#### Human Resources

One challenge we faced was of cash-flow. It is understandable that city budget matters slowed down payments from the Arts Commission to MCCLA. The delay forced MCCLA to hold off on implementing the server and computer upgrade, the installation of a new theater curtains and the search and hiring of new staff until January 2012.

The delayed hiring of the Marketing/Fund Development specialist, the Arts Education Coordinator and the Grant Writer has negatively impacted 2011-12 revenue. The delay was caused by the delay in city funds, and seriously compounded by the wages that we are able to offer to these positions. The positions *are* now filled though, and we are moving forward. Funding perspectives will be listed on our 2012-13 MPP.

In 2011-12, 2 staff resigned: The Administrative Assistant in December, and Gallery Associate in March and one went on maternity leave. In late October we began the recruitment and hiring process for 4 positions: Operations / HR, Administrative Assistant, Fund Development Coordinator, Arts Education / Outreach and a sub for the staff on maternity. In March 2012, our Facilities Coordinator was offered another job. Consequently, our Operations staff was reconfigured to Operations/HR. Our Facilities coordinator reduced his hours at MCCLA to 16 per week and we replaced the remaining hours with a maintenance staff person. Both staff members are overseen by our HR staff person.

As a temporary arrangement, MCCLA offered to reduce the coordinator hours to half, and hired another maintenance staff for the same number of reduced hours. It took a significant amount of time and resources in the recruiting, selecting, and training of the above staff.

Work resumed on MCCLA's employee handbook in December, thanks to the assistance of a volunteer HR consultant. The final draft of the handbook is currently being reviewed by a

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pro bono attorney and will be presented to staff before the end of 2012. MCCLA is currently reviewing all job descriptions and finalizing the inclusion of intellectual properties policies to our operations manual. Each department created Mission Statements. These statements, as well as department goals and objectives, will be included in the 2012-13 MPP.

We were forced to get a late start on our 35th Anniversary fundraiser because we did not have the Fund Development/Marketing person on board. Additionally, there were changes to the board, as two members left and four new joined the board.. A great deal of time and energy was expended orienting this newly comprised board regarding MCCLA programs and activities. Our board is currently comprised of nine members.

The Board of directors of MCCLA conducted retreat sessions on March 24, 2012 and April 11, 2012, in order to develop consensus priorities for the center. Natalia Lopez, our organizational consultant, facilitated the sessions. Additionally, on March 9, 2012, the Board participated in an all-day retreat with staff and community to review, discuss and recommend programming and marketing strategies for 2012-13. Key stakeholders were invited (volunteers, participants, interns, etc) to provide meaningful feedback. Other trainings undertaken during 2011-12 include:

- Jennie Rodriguez: Facebook Marketing and Social Media Networking
- Jason Wallach (Events/ Media Coordinator): Management Training seminar
- Angel Varela (Facilities Coordinator): CMMS (DPW) computer system training (facilities)

MCCLA's program and marketing retreat generated two proposals for the 35th anniversary. The board chose one of the proposals in April 2012; **First Annual Corazon del Barrio Benefit Celebration** , an awards dinner/ceremony.

2. How well did you attract attendees to your activities?

Our Arts Education/Outreach Coordinator (with active participation from Mission Grafica and the Events Department) has been successful in attracting and engaging new audiences and youth by attending resource fairs and community outreach meetings, including:

1/12/12	Student Fair at City Arts/Technology High School
2/8/12	SF Friends School Community Coffee
2/9/12	CSL Non-Profit Fair
3/24/12	Making Waves Educational Program Fair
Various	Mission Community Market, outreach on Thursdays
4/21/12	Cesar Chavez Street Fair
Various	Sunday Streets in May, June, July and August.

Due to the earlier promotion of MAS programs in 2012, enrollment began March 2012, earlier than in the previous year.

The Latino Arts Journalism Program, which hatched the Ojo! media collective in January 2012, has also significantly increased public visibility of MCCLA beyond our four walls. The program

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relies on state of the art video equipment provided through a partnership with BAVC and SF's public access channel, SF Commons. MCCLA now provides two internships administered by the Events department. The Collective has produced eight programs to date, all of which have aired on SF Commons cable channel (Comcast channel 76 in SF) Four of the productions were aired live for cable and web audiences, promoted through MCCLA social media and on our website. These programs were later edited and made available as on-demand video via a special MCCLA youtube channel. The center has received inquiries from Stanford University and other institutions to use these videos in academic settings. In addition to full-length shows, the Ojo! collective is now creating short videos and interviews that accent the artists who have performed on our stage. (see: [http://www.youtube.com/cwlm5b\\_edpy](http://www.youtube.com/cwlm5b_edpy)) As this collective hones its chops on shorter productions we anticipate being able to create videos for TV and web-based promotion of upcoming events.

The Events department, which promotes all center activities, continues to expand an outreach and publicity strategy that combines building strong partnerships with community-based organizations with a reliance on social media, email and web-based media strategies. During FY 2011-12 MCCLA's Facebook page grew at a consistent rate of 125 additional "likes" per month, to a total of 7,300. Our post-event surveys handed to attendees reveal that on average about 20% of all attendees hear about MCCLA events through Facebook or our e-blasts.

Our community partnerships provide the keystone of our off-line promotional strategy. A recent collaboration between MCCLA, USF Latin American Studies Department and a number of locally-based Salvadoran organizations filled the theater on a Sunday afternoon for an event about the significance of community-based media during the 1980-92 conflict in El Salvador. Less than a week later, many attendees of that event also attended a sold out evening dedicated to the memory of the esteemed Argentinian singer, Mercedes Sosa.

In addition to these on and off-line strategies, the Events department concurrently pursues many avenues offered by traditional media. the department has developed solid relations with radio programmers at KPFA, KIQI and KPOO, which regularly include event announcements in calendars and provide extensive airtime for interviews.

3. Refer to your fundraising plan and assess your success and barriers

MCCLA is currently behind anticipated revenues for 2011-12. We feel that several unforeseen factors have contributed to this:

- There has been a significant decrease in class attendance and box office revenue, due to the economy's impact upon our community;
- The delay in hiring a fund developer/grant writer due to cash flow issues and our inability to offer a competitive wage put us six months behind in our fundraising initiative; and
- MCCLA's fundraising plan relied heavily upon corporate/business sponsorships, foundations and government support, but we did not have the infrastructure to achieve these goals.\

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4. List the Community Support Board meetings that have been held in 2011-2012. Include the date, location, number of attendees, and outreach efforts. Please attach the minutes of those meetings.

- 09/12/11 - TOWN HALL MEETING ON LATINO AESTHETICS @ MCCLA  
Sponsored by Nat'l Association for Latino Arts & Culture & SF Arts Commission

(CAEG)

- MCCLA's Inti-Raymi Gallery, 85 participants
- 11/17/11 - OPEN MEETING - MCCLA BOARD OF DIRECTORS  
MCCLA Salita, 10 participants
- 12/03/11 - PROGRAMMING COMMITTEE MEETING  
MCCLA Salita, 8 participants
- 03/09/12 - PROGRAMMING & MARKETING RETREAT  
Eric Quezada Center for Political Studies, 30 Participants

**Programming**

5. List and describe all events including classes and performances **within a SFAC-owned Cultural Center**.

- Please follow the instructions outlined in the guidelines

**PLEASE SEE ATTACHED SCHEDULE**

Date	Name of Event or Class Brief Description	Attendance

6. Please list all programs held off-site and note why there were not held at a City-owned Cultural Center

Date	Name and Brief Description	Location	Attendance

Please refer to your MPP and list other ways your organization served the community including items like G3a (online/radio/television programs), G7a (publications), G12 (world premieres), G13 (national premieres), G14 (local premieres), and G15 (works commissioned). If projects listed in your MPP were not achieved, let us know why.

- Providing affordable/donated space for community meetings/gatherings
- o Women Against Violence - Press Conference
- o Carnival Contingent meetings - SF Cultural Arts Traditions
- o Piri Thomas / Daniel del Solar Memorial
  - Representation & active participation at community fairs, festivals and celebrations
- o Arts & Crafts & Info tables at:
  - Golden Gate Jubilee
  - Sunday Streets (3)
  - Cesar Chavez Parade and
  - Cinco de Mayo
- o Panels, meetings and advisory committees, including:

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- 2013 Local Resources Committee (Public History Dept., Stanford University)
- Sunday Streets, Cesar Chavez Celebration
- SF Symphony Latino Advisory Committee
- BART Station Improvement Plan (staff as residents)
- SFAC/Other Art selection panels
- Sunday Streets Planning Meeting
- Non-profit Arts Information and Referral
- 
- o MCCLA's administration and coordinators meet often with students at all levels, tourists, researchers and artistic and cultural organizations, interested in non-profit arts institutions (i.e. management, structure, sustainability and funding). MCCLA is perceived as a strong and unique model of a community arts organization to replicate.
  - Providing Media/broadcasting access and video training (through our collaboration with the Bay Area Video Coalition) to:
    - o 2 MCLA interns, plus 5-6 additional camera volunteers
    - o community members who wish to produce/broadcast their own programs/content.
    - o community at large who have access to MCCLA's events through the city's cable SF Commons.
      - Providing ongoing volunteering opportunities to over 100 people throughout the year, and approximately 10-12 in the Gallery, Mission Grafica, and the Latino Video Journalism Project.

### **Facility**

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7. Describe the facility repair, maintenance, or capital improvement projects that your organization accomplished in 2011-12.

- Facilities pending projects (from 2011-12):

#### Upgrade restrooms

- Installation of water faucet outside the building
- Installation of a water fountain on the 3rd floor
- Installation of a bar sink in the gallery's cafe de la Muerte
- Creation of retail space next to box office in the lobby.
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- General maintenance, repair and painting plans went accordingly. In the theater, the stage floors were reinforced, a new curtain was installed and the ADA ramp was reconstructed to conform to code specifications. In Mission Grafica the screen wash room floor was replaced.

- HVAC Retrofit Project - the installation of the heating and ventilation system proved to be a big challenge to all involved. Several meetings were scheduled with pertinent city agencies and vendors, to go over the installation process and later to discuss the various challenges encountered along the way. MCCLA was very pleased that this long time project became a reality. Although not noticeable to the general public, the staff has

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noticed the improvement in the air quality and ventilation, particularly in the theater. Even the idea of purchasing the cooling units has been abandoned.

- Unbeknownst to us, the installation of this heating and ventilation system brought an astronomical increase to our utilities bill; adding an additional \$10,000 dollars a year in expenses. In 2010 the centers were asked to absorb the cost of utilities (approximately \$6,000/year), and in 2011 the centers were required to purchase property insurance (at an additional \$10,000 per year). These additional facility costs (approximately \$26,000/year) made it difficult for MCCLA to continue its facilities improvement plan as projected for 2011-12. Funding sources will be identified or sought for those urgent projects (restroom upgrade, installation of new floors on Studio D, and a water fountain on the 3rd floor).
- Security

In the last 12 months MCCLA has experienced incidents of theft, improper access to facilities, and some forms of vandalism. The surveillance cameras are a deterrent and great tools to identify and prevent future incidents, however, they are terribly outdated. Consequently it is cumbersome to track dates and times and distinguish images as the cameras produce poor resolution images. MCCLA would like to inquire about the possibility of upgrading the existing camera surveillance system, to improve security monitoring.

- Water Leaks/Roof repair

Water leakages occur when it rains, consequently roof repair continues to be at the top of the repairs list. The roof is in dire need of replacement. The SFAC has notified us that the roof replacement is at the top of their list for MCCLA's capital improvements. We are glad to see this project moving forward.

- Electrical problems (and power outages) were experienced throughout the year affecting two offices, a meeting room and the two Galleries. Several visits from DPW did not seem to fix the problem. MCCLA met with the SFAC and DPW to sort out who had done what, as there seemed to have been 2 different electrical problems addressed. At present, we have not experienced more electrical problems (or outages), but anticipate some if more multimedia equipment is required for shows, or for special events (e.g. Mole Contest).
- Energy Efficiency - The dramatic increase in the utilities budget, has prompted MCCLA to inquire about alternative energy efficient approaches in order to avoid waste and excessive costs.
- MCCLA FACILITIES REPAIRS / CAPITAL IMPROVEMENTS PLAN  
Earlier during the year the cultural centers met with the SFAC, DPW, PUC, and RED to
- discuss the cultural centers needs and their inclusion into the "Civic Center Campus"
- maintenance network. A review of the individual centers needs and (existing) plans was
- to take place with the assistance of Tom Petersen and the Real Estate Department.
- FACILITIES MEETING with SFACA - new member of the MCCLA board happens to be a senior contractor manager. He would like to assist us reviewing pending facilities





DATE	NAME OF EVENT OR CLASS - BRIEF DESCRIPTION	ATTENDANCE
<b>Year Round</b> Mon-Sat	<b>ART CLASSES &amp; WORKSHOPS</b> <b>ADULT CLASSES - 58 CLASSES /WEEK</b>	7,446
	Contemp./Classical/Folkloric Dance, Music, Percussion, Personal Defense/ Fitness, Arts & Crafts Visual Arts: Live Drawing, Silkscreen (paper/textiles), Etching & Monoprint	
Mon-Fri	Master Workshops: Digital Recording, Music/ Photography / Hip Hop / House / Urban Latin Fusion	150
Feb-May 2012	Carnaval Dance Choreography (approx. 20 Classes) ALL AGES	165
<b>YOUTH CLASSES</b>		
Tue-Sat	AFTER SCHOOL - 5 CLASSES / WK	367
Jun-Aug 2011	MAS SUMMER PROGRAM (2 - 4WK SESSIONS / 10 CLASSES/WK)	165
July/Sept (1x/wk)	LATIN MUSIC YOUTH ENSEMBLE W/ DAVID PINTO	12
3x/wk	BEATSHOP DIGITAL MUSIC RECORDING - 12 CLASS SESSIONS (2 SESSIONS)	18
Saturdays	MISSION DIST. YOUNG MUSICIANS PROGRAM / COMMUNITY MUSIC CENTER (school year)	25
<b>WORKSHOPS / INTERNSHIPS</b>		
Mon-Sat	SCREENPRINTING PAPER/TEXTILES, MONOTYPE, ETCHING, PRINT, T-SHIRT P. (6 classes/wk)	125
Year Round	ARTIST IN RESIDENCE PROGRAM (ETCHING / MONOTYPE / SCREEN PRINTING)	3
Year Round	TEXTILE PRINTING ROOM TRAINING- INDIVIDUAL WORKSHOPS	25
Aug 2-5	SCREEN PRINTING / SF CENTER FOR THE BOOK	10
Sept 3,10,17,24	PAPEL PICADO / PAPER FLOWERS / CROSSES W/ HERMINIA ALBARRAN	40
Oct 1,8,15, 22	ALTAR MAKING W/ ALFONSO OCHOA	50
October	LA PIZTOLA MEXICAN ARTISTS- ALTAR INSTALLATIONS @SF SYMPHONY & MCCLA	20
11/26/2011	"BOOKMAKING FOR PRINTMAKERS" - GALLERY BOOK	10
41034	5 DE MAYO PRINTMAKING DEMO / INFO TABLE	100
Monthly	RELIEF / SCREENPRINTING	10
2-1/wk - Summer	BEGINNING RELIEF PRINTMAKING	5
2-1/wk - Summer	BEGINNING SCREEN PRINTING	5
2x year	SILKSCREEN PRINTING - DREW PREPARATORY	200
7/30/2011	"LINOLEUM PRINTMAKING, BLACK & WHITE" W/ MARSHA SHAW (13-17 YRS)	10
8/27/2011	"TRACE MONOTYPES" W/ MARSHA SHAW (13-17 YRS)	8
9/24/2011	"CARDBOARD DRYPOINT ETCHING"	8
10/29/2011	"MONOPRINTS"	10
2/11/2012	CARD MAKING WORKSHOP - FAMILIES	20
41034	5 DE MAYO CELEBRATION - PRINT TABLE W/ PROGRAM INFO	60
MARCH	DOWNTOWN HIGH SCHOOL	6
MARCH	DAVIS SENIOR HIGH SCHOOL	23
APRIL	DREW PREPARATORY HIGH SCHOOL	15
APRIL	SOLO MUJERES	1
MAY	HALF MOON BAY HIGH SCHOOL - TOUR	50
5/6/2012	T-SHIRT PRINTING @ SUNDAY STREETS	50
Jun/Jul 2012	SCREENPRINTING - MAS SUMMER PROGRAM	15
	BAY AREA VIDEO COALITION / MCCLA VIDEO JOURNALISM PROJECT - INTERNS/VOLUNTEERS	6
<b>GALLERY EXHIBITS / TOURS</b>		
6/25-7/23	"IN U WE TRUST" W/ LARRY & DEBBY KLINE	336
6/25-7/23	"FANTASY IS A PLACE WHERE IT RAINS" W/RICARDO RIVERA	0
8/13-10/5	"A MANONG, , SOME DOORS, AND A BOUQUET OF CRATES" - CARLOS VILLA IN FOCUS	857
10/22-11/19	"DEATH: A PARALLEL MOVE" - DAY OF THE DEAD EXHIBIT	1,721
10/22-11/19	DAY OF THE DEAD TOURS - 70 SCHOOLS	1,567
11/2/2011	"DEATH A PARALLEL MOVE" - DAY OF THE DEAD RECEPTION / CELEBRATION	1,500
1/14/12-2/25/12	"U ARE BEAUTIFUL" - PROFESSIONAL / NON PROFESSIONAL ARTISTS	465
3/17/12-5/5/12	SOLO ESAS MUJERES - 25TH ANNUAL "SOLO MUJERES SHOW" W/IONA BROWN & VERONICA JACKSON	452
5/1/2012	LA QUEBRADORA / LUCHA LIBRE EXHIBIT - AMY PEDERSEN	550
<b>EVENTS / SPECIAL EVENTS</b>		
7/2/2011	SLAMMIN' SALSA SATURDAY CON CLAVEw/ CHATA GUTIERRES ON KPOO @ MCCLA'S LOBBY	75
July 8-9/ 2011	MAS SUMMER SHOW - SESSION 1	290
July 12, 19, 26/ 2011	CAPUCCINO LATINO THEATRE - SKYLINE COLLEGE	25
7/16/2011	DAVID AGUILAR MUSIC CONCERT - LA BOHEMIA PRODUCTIONS	80
July 20 & 24	"BOMBA Y PLENA" WORKSHOP - LOS PLENEROS DE LA 21	45
7/23/2011	CENTROAMERICAN NIGHT - KARLA LARA & LOLO CUTUMAY / LAS RAICES DE JARAGUA	70
7/24/2011	18TH ANNUAL LABORFEST - 4TH ANNUAL BOOKFAIR & POETRY READING	200

DATE	NAME OF EVENT OR CLASS - BRIEF DESCRIPTION	ATTENDANCE
7/28/2011	FLAMENCO FOR JAPAN - BENEFIT W/ LA TANIA PRODUCTIONS	165
7/29/2011	MIJO DE LA PALMA - SINGER SONGWRITER - RECORDED CONCERT - LA BOHEMIA	140
7/30/2011	ALFREDO GOMEZ/MAMACOATL/RAFAEL MANRIQUEZ/MARIO ROJAS - CONCERT	45
8/5/2011	LATINO CONFERENCE - SF FOUNDATION	55
8/5/2011	MAS SUMMER SHOW - SESSION 2	160
8/6/2011	TEATRO EN EL BARRIO W/ SF THEATRE FEST	45
Aug 12-13/2011	FESTIVAL DE POESIA / POETRY FEST / COLECTIVO VERSO ACTIVO	125
8/17/2011	A NIGHT IN CONVERSATION W/CARLOS VILLA	200
8/24/2011	TALKING ART & MUSIC W/ PETE ESCOVEDO / SF ARTS COMMISSION /	45
8/28/2011	EL TECOLOTE FUNDRAISER	100
9/2/2011	MEXICAN PUNK NIGHT - "EVERYBODY'S DYING HERE" - CONVERGENCE FEST - FILM	70
9/11/2011	CINE MAS - SF LATINO FILM FESTIVAL / LUCHO RAMIREZ	244
9/12/2011	TOWNHALL MEETING ON LATINO AESTHETICS / NATL ASSOC LATINO ARTS & CULTURA / SFAC	85
9/16/2011	TALK W/ CARLOS VILLA & FRIENDS / 10 MEMBER PANEL	150
Sept 16,17,18 /2011	JANAKI: DAUGHTER OF THE DIRT - SIREN THEATRE	450
Sept 25 & 30/2011	TANGO PERFORMANCE W/ RICARDO DIAZ	300
9/24/2011	"DRUMMING FOR CARLOS" ACEITUNO / FOGO NA ROUPA BRAZILIAN DANCE CLASS	100
10/1/2011	TARABIYA - BELLY DANCE SHOW/ DANHAE & AMINA GOODYEAR	175
10/2/2011	TANGO PERFORMANCE W/ RICARDO DIAZ	150
10/2/2011	SERBIS - FILM SCREENING - COLECTIVO CINEMA ERRANTE	70
10/2/2011	FLAMENCO PERFORMANCE W/ RICARDO DIAZ	150
10/8/2011	CROSS-BORDER DIATRIBES - GUILLERMO GOMEZ PENA / ALEJANDRO MURGUIA -LITQUAKE	110
10/14/2011	VIDEOFEST RETROSPECTIVE - 2004-2010 -	15
10/15/2011	LENGUAS FRESCAS: BILINGUAL READINGS FROM BAY AREA WRITERS -SF LITQUAKE	47
10/17/2011	CUBAN RHYTHMS W/ MAYKEL BLANCO Y SU SALSA MAYOR - TALK & CLASS DEMO	35
Oct 17,18	SUSTAINABLE COMMUNITIES - FORUM	70
10/21/2011	HAITIAN MUSIC & ARTS & FESTIVAL - AFOUTAHI PRODUCTIONS	60
11/8/2011	DEL SOL QUARTET - OPEN REHEARSAL	20
11/25/2011	WOMEN AGAINST VIOLENCE - PRESS CONFERENCE W/ MAMACOATL	45
10/26/2011	DEATH IN PARALLEL - DAY OF DEAD SNEAK PREVIEW / FUNDRAISER	105
10/29/2011	THE NEXTLEVEL 2 - VIDEOGAME PERFORMANCE - PABLO DAVILA PRODUCER (6 MUSICIANS)	50
11/2/2011	DAY OF THE DEAD RECEPTION - FACE PAINTING / SUGAR SKULL DEMO (LOBBY)	300
11/4/2011	GENERAL SERVICE FOUNDATION	30
11/8/2011	INCAN INSIGHTS - OPEN REHEARSAL - CUARTETO DEL SOL	20
11/16/2011	MOLE TO DIE FOR / MOLE TASTING & CONTEST	200
Nov 17,18,19,20	LESBIAN GAY CHORUS OF SAN FRANCISCO - PERFORMANCES	600
11/19/2011	ART & REVOLUTIONS FUNDRAISER - ERAVISION FILMS	50
11/26/2011	DAY OF DEAD - SNEAK PREVIEW, VIP RECEPTION	85
12/1/2011	PUBLIC ARTS PROGRAMMING WORKSHOP - SF ARTS COMMISSION	40
12/2/2011	DCYF PROGRAM QUALITY INITIATIVE WORKSHOP	20
12/3/2011	ES SOLO ROCK N ROLL - TEATRO NAHUAL	45
12/9/2011	LA COCINA HOLIDAY MERCHANT FAIR	275
12/10/2011	END OF SEMESTER SHOW / EXHIBIT	145
12/11/2011	LA POSARELA - YOUNG MISSION DIST MUSICIANS PROJECT - COMMUNITY MUSIC CENTER	250
12/16/2011	HOLIDAY YOUTH MARIACHI BANDS CONCERT - CHAVA GARCIA	125
1/5/2012	GIRON DANCE PROJECT	35
1/7/2012	CONCIERTO DE REYES - CORO HISPANO DE SF	150
1/17/2012	VALENCIA HILL - COMMUNITY MEETING	20
1/19/2012	SOMOS EL 99% - PANEL DISCUSSION - CENTER FOR POLITICAL EDUCATION	80
1/24/2012	HOMEBRICKS INCORPORATED - WORKSHOP	30
2/4/2012	CHAVALOS - EL GUAGUENSE THEATRE	150
2/9/2012	LESBIAN GAY CHORUS OF SAN FRANCISCO - LOVE BITES - 2 SHOWS	210
2/11/2012	CORAZON DEL BARRIO - 35TH ANNIVERSARY	250
Feb 11, 12 & 13	LESBIAN GAY CHORUS OF SAN FRANCISCO - PERFORMANCES	375
2/14/2012	SOL DE AMOR SACRED FIRE IXTATATITLAN - PUBLIC ALTAR INSTALLATION - CARMEN VICENTE	125
2/16/2012	SFOP - FUNDRAISER	90
2/29/2012	A LEAP FORWARD - POETRY READING / REVOLUTIONARY POETS BRIGADE - Dedicated to the Memory of PIRI THOMAS & DANIEL DEL SOLAR	75
3/3/2012	MUSA DEL SOL - MUSICAL CONCERT - RUTH D'FRANCO PRODUCTIONS	110
3/7/2012	PURIM PARTY - JEWISH CELEBRATION	250
3/12/2012	MUJERES DE ARENA - THEATRE IN SPANISH - CIRCULO CULTURAL	110
3/16/2012	ZUMBA CAP CAFE OF OREGANO GOLD	12
3/17/2012	CARNAVAL CONTINGENT MEETING - SF CULTURAL ARTS TRADITION	60

DATE	NAME OF EVENT OR CLASS - BRIEF DESCRIPTION	ATTENDANCE
3/27/2012	ETCHING PRESS DEDICATION PARTY - MISSION GRAFICA	30
3/24/2012	LUNA NEGRA - A NITE OF WOMEN'S ART - KIM D'SILVA	25
4/1/2012	AN EVENING W/ SANTIAGO - POLITICAL DISCUSSION - RADIO VENCEREMOS	160
4/4/2012	PRECIOUS - FILM SCREENING	30
4/6/2012	SPOTLIGHT DIGITAL / DANCE YOUTH PERFORMANCE	150
4/7/2012	HONORING MERCEDES SOSA - CONCERT - DANIEL VELAZQUEZ - LA PENA DEL SUR	125
4/11/2012	WOODSMAN - FILM SCREENING	30
4/12/2012	ZUMBA CAP CAFE OF OREGANO GOLD	20
4/14/2015	SF MIME TROUPE SHOW	265
4/15/2012	MEMORIAL TO BENNY DUARTE - GRUPO SAMBAXE	65
4/17/2012	PEACE & FREEDOM PARTY	55
4/18/2012	ANTONIA - FILM SCREENING	60
4/21/2012	THE POETRY PROJECTION PROJ./ WRITERS CORPS SHORT FILM FEST. - SF ARTS COMMISSION	110
4/23/2012	TERTULIAS LITERARIAS - BOOK CLUB RECEPTION - SFPL MISSION DIST BRANCH	17
4/25/2012	NIGHT IN CONVERSATION - SOLO MUJERES CURATORS	55
4/25/2012	HOMEBRICKS WORKSHOP	30
4/26/2012	CARNAVAL CONTINGENT MEETING - SF CULTURAL ARTS TRADITION	65
4/28/2012	NINOS/AS ON MISSION - THEATRE PERFORMANCE	110
4/29/2012	PACHANGA CON CORO HISPANO - FUNDRAISER	160
4/30/2012	MEETING W/ SUPERVISOR DAVID CAMPOS - HOUSING	50
5/2/2012	EL CLASICO - MORE THAN A GAME - KELLY CANDAELE - VIDEO SCREENING/ DISCUSSION THE COLOR OF MY SPIRIT - COMMUNITY UNITED AGAINST VIOLENCE - PERFORMANCE	120
5/11/2012	REVIEW	130
5/12/2012	CARNAVAL CONTINGENT MEETING - SF CULTURAL ARTS TRADITION	65
5/12/2012	A TYPICAL PERFORMANCE - ASIAN PACIFIC ISLANDER CULTURAL CENTER	55
May 23, 25/2012	RIISING VOICES - WOMEN PROJECT	126
5/28/2012	TERTULIAS LITERARIAS - BOOK CLUB RECEPTION - SFPL MISSION DIST BRANCH	15
5/30/2012	LIVE IN PEACE SPRING CONCERT - H2O TIFFANY JOHNSON - PERFORMANCE REVIEW	125
5/31/2012	2 CUBANAS - BOOK PRESENTATION	50
6/6/2012	MAS SUMMER PROGRAM - PARENTS / TEACHERS ORIENTATION NIGHT	60
6/9/2012	STEPPING OUT - DANCE SCHOOL PERFORMANCE	100
6/9/2012	END OF SEMESTER SHOW / EXHIBIT	186
June 13, 14/2012	INSTITUTO FAMILIAR DE LA RAZA - PERFORMANCE	269
6/25/2012	TERTULIAS LITERARIAS - BOOK CLUB RECEPTION - SFPL MISSION DIST BRANCH	15
6/16/2012	CAMINOS FLAMENCOS - YALISA	147
6/17/2012	SPOKEN WORD - QUEER CULTURAL CENTER	60
6/21/2012	ZAMBRA FLAMENCA - KERENSA DEMARS	98
6/23/2012	CARNAVAL VIDEO RECEPTION / PARTY	30
6/28/2012	LA TANIA : PUNTA Y TACON - FLAMENCO SHOW	150
		<b>28,777</b>
<b>OUTSIDE EVENTS</b>		
7/6/2011	BAY AREA VIDEO COALITTON - LIVE BROADCAST (CABLE TV) #1	10,000
9/29/2011	VIDEOFEST @ KORET SF PUBLIC LIBRARY - FILM SCREENING	60
10/23/2011	SUNDAY STREETS - MAYOR'S OFFICE - ARTISTIC PROGRAM - MISSION DISTRICT	3,500
11/5/2011	SF SYMPHONY DAY OF THE DEAD CELEBRATION / COLLABORATION	5,000
1/20/2012	RESOURCE FAIR @CITY ARTS TECHNOLOGY HIGH SCHOOL	125
2/15/2012	SF FRIENDS SCHOOL - COMMUNITY NETWORK	60
3/3/2012	FAMILY SUMMER RESOURCE FAIR	1,200
4/7/2012	GOLDEN GATE JUBILEE - ARTS & CRAFTS & INFO TABLE	8,000
4/21/2012	CESAR CHAVEZ PARADE / FESTIVAL - CC COMMITTEE - MISSION DISTRICT / DOWNTOWN SF	5,000
5/6/2012	SUNDAY STREETS - MAYOR'S OFFICE - ARTISTIC PROGRAM - MISSION DISTRICT	3,500
May 20, 21, 26	CARNAVAL CONTINGENT DANCE REHEARSALS - EDISON CHARTER ACADEMY, SF	250
5/27/2012	CARNAVAL SF PARADE - SF CULTURAL ARTS TRADITION - MISSION DISTRICT	75,000
JUN	SUNDAY STREETS - MAYOR'S OFFICE - MISSION DISTRICT	3,500
		<b>115,195</b>
<b>TOTAL AUDIENCE</b>		<b>143,972</b>
		<b>78,750</b>
		<b>78,750</b>

Mission Cultural Center for Latino Arts  
SFAC/HTF- FY 2012-13 Budget Overview  
July 2012 through June 2013

	<u>Jul '12 - Jun 13</u>
<b>Income</b>	
5000 · Support	
5050 · Government-City-SFAC	522,923.00
<b>Total 5000 · Support</b>	<u>522,923.00</u>
<b>Total Income</b>	<u>522,923.00</u>
<b>Gross Profit</b>	522,923.00
<b>Expense</b>	
7000 · Salaries and Related Expenses	400,000.00
7030 · Benefits, Other	40,000.00
<b>Total 70100 · Salaries</b>	<u>440,000.00</u>
7040 · Payroll Taxes	30,600.00
7070 · Workers Compensation	23,921.00
<b>Total 7000 · Salaries and Related Expenses</b>	<u>494,521.00</u>
8123 · Insurance	
8123.01 · General Insurance	20,000.00
<b>Total 8123 · Insurance</b>	<u>20,000.00</u>
8141 · Utilities	8,402.00
<b>Total Expense</b>	<u>522,923.00</u>
<b>Net Income</b>	<u>0.00</u>

**MISSION CULTURAL CENTER FOR LATINO ARTS  
2011-2012 FINANCIAL STATEMENT**

MCCLA is closing books for June 30, 2012, that reflect an audited deficit of \$63,681.61.

A comparative analysis demonstrated that the expenses incurred in 2011-12, were fully covered by the revenue from 2009-10, in addition to the \$8,594.10 total depreciation accumulated on said year. This (particular) year, the organization had a total income of \$57,076.06. At the closing of the books in 2010-11, the organization sustained a deficit of \$546.91, with a total depreciation of \$8,805.15 from this year's expenses. This resulted in an income of \$7,958.24.

In sum, total income of:

2009-10	\$57,076.06
2010-11	<u>\$ 7,958.24</u>
	\$65,034.30

The analysis also reflects, that no grant monies received at the closing of books, were used to cover for these expenses.

Mission Cultural Center for Latino Arts  
**Profit & Loss**  
 July 2011 through June 2012

	<u>Jul '11 - Jun 12</u>
<b>Income</b>	
<b>4000 · Earned Revenue</b>	
4010 · Ticket Sales	27,606.00
<b>4020 · Admission Fees</b>	
4020.1 · Entry Fee	515.00
4020.2 · Tour Fee	2,627.00
4020.3 · Gallery Admission	5,583.00
<b>Total 4020 · Admission Fees</b>	<u>8,725.00</u>
4030 · Workshop & Lecture Fees	10,334.00
4040 · Special Events - Other	1,415.00
<b>4060 · Tuitions</b>	
4060.1 · Adult Classes	163,082.00
4060.2 · After School	6,113.00
4060.3 · MAS Summer Program	43,555.00
<b>Total 4060 · Tuitions</b>	<u>212,750.00</u>
4070 · Touring Fees	1,000.00
4090 · Membership Dues/Fees	34.00
<b>4140 · Gift Shop/Merchandise</b>	
4140.1 · Gallery Sales	554.75
4140 · Gift Shop/Merchandise - Other	7,479.50
<b>Total 4140 · Gift Shop/Merchandise</b>	<u>8,034.25</u>
4150 · Food Sales/Concession Revenue	3,793.25
<b>4170 · Rental Income - Program Use</b>	
4170.1 Printing Studio	7,210.00
4170.2 M.G. In House Services	1,145.00
<b>Total 4170 · Rental Income - Program Use</b>	<u>8,355.00</u>
<b>4180 · Rental Income - Non Program Use</b>	
4180.1 Equipment Rental	1,369.00
4180.2 Gallery Rental	2,697.75
4180.3 Studio Rental	3,286.00
4180.4 Theatre Rental	22,321.50
4180.6 Blg/House Management	2,897.00
<b>Total 4180 · Rental Income - Non Program Use</b>	<u>32,571.25</u>
4200 · Sponsorship Revenue	2,000.00
<b>4210 · Other Earned Revenue</b>	
4210.1 · Gift Certificates	25.00
4210 · Other Earned Revenue - Other	1,386.42
<b>Total 4210 · Other Earned Revenue</b>	<u>1,411.42</u>

Mission Cultural Center for Latino Arts  
Profit & Loss  
July 2011 through June 2012

	<u>Jul '11 - Jun 12</u>
Total 4000 · Earned Revenue	318,029.17
4205 · Fundraising	12,763.00
5000 · Support	
5010 · Trustee/Board Contributions	275.00
5020 · Individual Contributions	6,527.72
5030 · Corporate Contribution	585.84
5040 · Foundation Contribution	10,033.53
5050 · Government-City-SFAC	522,923.00
5060 · Government-City-OTHER	681.83
5090 · Government - Federal	10,043.82
5100 · Special Events-Fundraising	3,000.00
5130 · In-Kind Contribution	
5131 · In-Kind Volunteers	31,470.00
5132 · In-Kind Rent	840,000.00
Total 5130 · In-Kind Contribution	<u>871,470.00</u>
Total 5000 · Support	<u>1,425,540.74</u>
Total Income	<u>1,756,332.91</u>
Gross Profit	1,756,332.91
Expense	
7000 · Salaries and Related Expenses	
70100 · Salaries	442,689.06
Total 70100 · Salaries	442,689.06
7040 · Payroll Taxes	41,686.24
7050 · Health Benefits	4,616.84
7070 · Workers Compensation	29,192.82
Total 7000 · Salaries and Related Expenses	<u>518,184.96</u>
7080 · Payroll Services Charges	6,970.46
8102 · Accounting	11,826.25
8103 · Advertising & Marketing	
8103.1 Printing	4,259.72
8103 · Advertising & Marketing - Other	6,866.72
Total 8103 · Advertising & Marketing	<u>11,126.44</u>
8104 · Artist Commission Fees	3,947.00
8105 · Artist & Performers-Non Salaried	
8105.01 · Teachers	142,264.29



Mission Cultural Center for Latino Arts  
**Profit & Loss**  
July 2011 through June 2012

	<u>Jul '11 - Jun 12</u>
8105.02 · Artists	18,647.42
8105.03 · Contractors-Programming	11,353.49
<b>Total 8105 · Artist &amp; Performers-Non Salaried</b>	<b>172,265.20</b>
8106 · Audit	7,500.00
8107 · Bank & finance charges	3,168.07
8108 · Repair & Maintenance	13,490.64
8109 · Catering Hospitality	5,009.00
8110 · Collections Conservation	1,828.81
8112 · Conferences & Meetings	1,752.76
8113 · Cost of Sales	4,147.40
8115 · Dues & Subscriptions	5,202.39
8116 · Equipment Rental	
8116.1 · Equipment Rental-Progr	2,320.06
8116 · Equipment Rental - Other	8,598.78
<b>Total 8116 · Equipment Rental</b>	<b>10,918.84</b>
8117 · Facility - Other	805.00
8118 · Fundraising Expenses - Other	2,059.89
8119 · Fundraising Professionals	10,700.00
8120 · Grantmaking Expense	2,235.00
8122 · In-Kind Contributions	
8122.1 · In-Kind Rent	840,000.00
8122.2 · In-Kind Volunteer	31,470.00
<b>Total 8122 · In-Kind Contributions</b>	<b>871,470.00</b>
8123 · Insurance	
8123.01 · General Insurance	17,997.30
8123.02 · Gallery Insurance	800.00
<b>Total 8123 · Insurance</b>	<b>18,797.30</b>
8125 · Internet & Website	
8125.1 · Web Designer	14,540.00
8125.2 · Web Site	985.79
8125.3 · Internet Server	8,484.36
<b>Total 8125 · Internet &amp; Website</b>	<b>24,010.15</b>
8127 · Legal Fees	180.80
8129 · Office Expense-Other	14,778.01
8130 · Postage & Shipping	4,966.08
8131 · Printing	496.62
8132 · Production & Exhibition Costs	
8132.1 · Programs - Other	10,611.16
8132.2 · Gallery Paint/Lights	1,421.46

Mission Cultural Center for Latino Arts  
**Profit & Loss**  
July 2011 through June 2012

	<u>Jul '11 - Jun 12</u>
Total 8132 · Production & Exhibition Costs	12,032.62
8133 · Professional - Development	6,616.38
8134 · Professional Fees-Other-collabo	12,348.37
8135 · Public Relation	935.75
8137 · Supplies	14,824.11
8138 · Telephone	13,011.06
8140 · Travel	8,817.63
8141 · Utilities	23,591.73
Total Expense	<u>1,820,014.72</u>
Net Income	<u><u>-63,681.81</u></u>

Mission Cultural Center for Latino Arts  
Profit & Loss Budget vs. Actual  
July 2011 through June 2012

	Jul '11 - Jun 12	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
<b>4000 · Earned Revenue</b>				
4010 · Ticket Sales	27,606.00	55,000.00	-27,394.00	50.19%
<b>4020 · Admission Fees</b>				
4020.1 · Entry Fee	515.00	1,000.00	-485.00	51.5%
4020.2 · Tour Fee	2,627.00	600.00	2,027.00	437.83%
4020.3 · Gallery Admission	5,583.00	0.00	5,583.00	100.0%
<b>Total 4020 · Admission Fees</b>	<b>8,725.00</b>	<b>1,600.00</b>	<b>7,125.00</b>	<b>545.31%</b>
4030 · Workshop & Lecture Fees	10,334.00	5,850.00	4,484.00	176.65%
4040 · Special Events - Other	1,415.00	1,500.00	-85.00	94.33%
<b>4060 · Tuitions</b>				
4060.1 · Adult Classes	163,082.00	165,000.00	-1,918.00	98.84%
4060.2 · After School	6,113.00	12,000.00	-5,887.00	50.94%
4060.3 · MAS Summer Program	43,555.00	40,000.00	3,555.00	108.89%
<b>Total 4060 · Tuitions</b>	<b>212,750.00</b>	<b>217,000.00</b>	<b>-4,250.00</b>	<b>98.04%</b>
4070 · Touring Fees	1,000.00			
4090 · Membership Dues/Fees	34.00	500.00	-466.00	6.8%
<b>4140 · Gift Shop/Merchandise</b>				
4140.1 · Gallery Sales	554.75	1,500.00	-945.25	36.98%
4140 · Gift Shop/Merchandise - Other	7,479.50	10,000.00	-2,520.50	74.8%
<b>Total 4140 · Gift Shop/Merchandise</b>	<b>8,034.25</b>	<b>11,500.00</b>	<b>-3,465.75</b>	<b>69.86%</b>
4150 · Food Sales/Concession Revenue	3,793.25	6,000.00	-2,206.75	63.22%
<b>4170 · Rental Income - Program Use</b>				
4170.1 Printing Studio	7,210.00	8,000.00	-790.00	90.13%
4170.2 M.G. In House Services	1,145.00	2,000.00	-855.00	57.25%
<b>Total 4170 · Rental Income - Program Use</b>	<b>8,355.00</b>	<b>10,000.00</b>	<b>-1,645.00</b>	<b>83.55%</b>
<b>4180 · Rental Income - Non Program Use</b>				
4180.1 Equipment Rental	1,369.00	2,000.00	-631.00	68.45%
4180.2 Gallery Rental	2,697.75	6,000.00	-3,302.25	44.96%
4180.3 Studio Rental	3,286.00	7,000.00	-3,714.00	46.94%
4180.4 Theatre Rental	22,321.50	20,000.00	2,321.50	111.61%
4180.6 Blg/House Management	2,897.00	4,000.00	-1,103.00	72.43%
<b>Total 4180 · Rental Income - Non Program Use</b>	<b>32,571.25</b>	<b>39,000.00</b>	<b>-6,428.75</b>	<b>83.52%</b>
4190 · Advertising Revenue	0.00	3,000.00	-3,000.00	0.0%
4200 · Sponsorship Revenue	2,000.00	2,000.00	0.00	100.0%
<b>4210 · Other Earned Revenue</b>				
4210.1 · Gift Certificates	25.00	500.00	-475.00	5.0%
4210 · Other Earned Revenue - Other	1,386.42	2,500.00	-1,113.58	55.46%
<b>Total 4210 · Other Earned Revenue</b>	<b>1,411.42</b>	<b>3,000.00</b>	<b>-1,588.58</b>	<b>47.05%</b>

Mission Cultural Center for Latino Arts  
Profit & Loss Budget vs. Actual  
July 2011 through June 2012

	Jul '11 - Jun 12	Budget	\$ Over Budget	% of Budget
<b>Total 4000 · Earned Revenue</b>	318,029.17	355,950.00	-37,920.83	89.35%
<b>4205 · Fundraising</b>	12,763.00			
<b>5000 · Support</b>				
5010 · Trustee/Board Contributions	275.00	1,000.00	-725.00	27.5%
5020 · Individual Contributions	6,527.72	5,000.00	1,527.72	130.55%
5030 · Corporate Contribution	585.84	15,000.00	-14,414.16	3.91%
5040 · Foundation Contribution	10,033.53	54,000.00	-43,966.47	18.58%
5050 · Government-City-SFAC	522,923.00	522,923.00	0.00	100.0%
5060 · Government-City-OTHER	681.83	5,000.00	-4,318.17	13.64%
5070 · Government - County	0.00	5,000.00	-5,000.00	0.0%
5080 · Government - State	0.00	5,000.00	-5,000.00	0.0%
5090 · Government - Federal	10,043.82	15,000.00	-4,956.18	66.96%
5100 · Special Events-Fundraising	3,000.00	16,500.00	-13,500.00	18.18%
5110 · Other Public Support	0.00	5,000.00	-5,000.00	0.0%
5130 · In-Kind Contribution				
5131 · In-Kind Volunteers	31,470.00	35,000.00	-3,530.00	89.91%
5132 · In-Kind Rent	840,000.00	840,000.00	0.00	100.0%
<b>Total 5130 · In-Kind Contribution</b>	<b>871,470.00</b>	<b>875,000.00</b>	<b>-3,530.00</b>	<b>99.6%</b>
<b>Total 5000 · Support</b>	<b>1,425,540.74</b>	<b>1,524,423.00</b>	<b>-98,882.26</b>	<b>93.51%</b>
<b>Total Income</b>	<b>1,756,332.91</b>	<b>1,880,373.00</b>	<b>-124,040.09</b>	<b>93.4%</b>
<b>Gross Profit</b>	<b>1,756,332.91</b>	<b>1,880,373.00</b>	<b>-124,040.09</b>	<b>93.4%</b>
<b>Expense</b>				
<b>7000 · Salaries and Related Expenses</b>				
70100 · Salaries	442,689.06	525,373.00	-82,683.94	84.26%
<b>Total 70100 · Salaries</b>	<b>442,689.06</b>	<b>525,373.00</b>	<b>-82,683.94</b>	<b>84.26%</b>
7040 · Payroll Taxes	41,686.24	37,000.00	4,686.24	112.67%
7050 · Health Benefits	4,616.84	4,877.00	-260.16	94.67%
7070 · Workers Compensation	29,192.82	24,000.00	5,192.82	121.64%
<b>Total 7000 · Salaries and Related Expenses</b>	<b>518,184.96</b>	<b>591,250.00</b>	<b>-73,065.04</b>	<b>87.64%</b>
7080 · Payroll Services Charges	6,970.46	6,500.00	470.46	107.24%
8102 · Accounting	11,826.25	10,000.00	1,826.25	118.26%
8103 · Advertising & Marketing				
8103.1 Printing	4,259.72	6,000.00	-1,740.28	71.0%
8103 · Advertising & Marketing - Other	6,866.72	6,000.00	866.72	114.45%
<b>Total 8103 · Advertising &amp; Marketing</b>	<b>11,126.44</b>	<b>12,000.00</b>	<b>-873.56</b>	<b>92.72%</b>

Mission Cultural Center for Latino Arts  
Profit & Loss Budget vs. Actual  
July 2011 through June 2012

	Jul '11 - Jun 12	Budget	\$ Over Budget	% of Budget
8104 · Artist Commission Fees	3,947.00	4,000.00	-53.00	98.68%
8105 · Artist & Performers-Non Salaried				
8105.01 · Teachers	142,264.29	127,750.00	14,514.29	111.36%
8105.02 · Artists	18,647.42	12,000.00	6,647.42	155.4%
8105.03 · Contractors-Programming	11,353.49	5,000.00	6,353.49	227.07%
<b>Total 8105 · Artist &amp; Performers-Non Salaried</b>	<b>172,265.20</b>	<b>144,750.00</b>	<b>27,515.20</b>	<b>119.01%</b>
8106 · Audit	7,500.00	7,500.00	0.00	100.0%
8107 · Bank & finance charges	3,168.07	5,000.00	-1,831.93	63.36%
8108 · Repair & Maintenance	13,490.64	16,000.00	-2,509.36	84.32%
8109 · Catering Hospitality	5,009.00	2,000.00	3,009.00	250.45%
8110 · Collections Conservation	1,828.81	2,000.00	-171.19	91.44%
8111 · Collections Management	0.00	1,000.00	-1,000.00	0.0%
8112 · Conferences & Meetings	1,752.76	2,000.00	-247.24	87.64%
8113 · Cost of Sales	4,147.40	7,000.00	-2,852.60	59.25%
8115 · Dues & Subscriptions	5,202.39	5,000.00	202.39	104.05%
8116 · Equipment Rental				
8116.1 · Equipment Rental-Progr	2,320.06	0.00	2,320.06	100.0%
8116 · Equipment Rental - Other	8,598.78	10,000.00	-1,401.22	85.99%
<b>Total 8116 · Equipment Rental</b>	<b>10,918.84</b>	<b>10,000.00</b>	<b>918.84</b>	<b>109.19%</b>
8117 · Facility - Other	805.00	8,000.00	-7,195.00	10.06%
8118 · Fundraising Expenses - Other	2,059.89	3,000.00	-940.11	68.66%
8119 · Fundraising Professionals	10,700.00	7,000.00	3,700.00	152.86%
8120 · Grantmaking Expense	2,235.00	1,000.00	1,235.00	223.5%
8122 · In-Kind Contributions				
8122.1 · In-Kind Rent	840,000.00	840,000.00	0.00	100.0%
8122.2 · In-Kind Volunteer	31,470.00	35,000.00	-3,530.00	89.91%
<b>Total 8122 · In-Kind Contributions</b>	<b>871,470.00</b>	<b>875,000.00</b>	<b>-3,530.00</b>	<b>99.6%</b>
8123 · Insurance				
8123.01 · General Insurance	17,997.30	20,000.00	-2,002.70	89.99%
8123.02 · Gallery Insurance	800.00	800.00	0.00	100.0%
<b>Total 8123 · Insurance</b>	<b>18,797.30</b>	<b>20,800.00</b>	<b>-2,002.70</b>	<b>90.37%</b>
8125 · Internet & Website				
8125.1 · Web Designer	14,540.00	15,000.00	-460.00	96.93%
8125.2 · Web Site	985.79	5,057.00	-4,071.21	19.49%
8125.3 · Internet Server	8,484.36	6,000.00	2,484.36	141.41%
<b>Total 8125 · Internet &amp; Website</b>	<b>24,010.15</b>	<b>26,057.00</b>	<b>-2,046.85</b>	<b>92.15%</b>
8127 · Legal Fees	180.80	3,000.00	-2,819.20	6.03%
8128 · Lodging & Meals	0.00	1,000.00	-1,000.00	0.0%

Mission Cultural Center for Latino Arts  
Profit & Loss Budget vs. Actual  
July 2011 through June 2012

	Jul '11 - Jun 12	Budget	\$ Over Budget	% of Budget
8129 · Office Expense-Other	14,778.01	20,000.00	-5,221.99	73.89%
8130 · Postage & Shipping	4,966.08	2,000.00	2,966.08	248.3%
8131 · Printing	496.62	1,000.00	-503.38	49.66%
8132 · Production & Exhibition Costs				
8132.1 · Programs - Other	10,611.16	15,000.00	-4,388.84	70.74%
8132.2 · Gallery Paint/Lights	1,421.46	4,000.00	-2,578.54	35.54%
8132 · Production & Exhibition Costs - Other	0.00	0.00	0.00	0.0%
<b>Total 8132 · Production &amp; Exhibition Costs</b>	<b>12,032.62</b>	<b>19,000.00</b>	<b>-6,967.38</b>	<b>63.33%</b>
8133 · Professional - Development	6,616.38	5,000.00	1,616.38	132.33%
8134 · Professional Fees-Other-collabo	12,348.37	16,000.00	-3,651.63	77.18%
8135 · Public Relation	935.75	1,500.00	-564.25	62.38%
8137 · Supplies	14,824.11	16,000.00	-1,175.89	92.65%
8138 · Telephone	13,011.06	12,500.00	511.06	104.09%
8140 · Travel	8,817.63	4,000.00	4,817.63	220.44%
8141 · Utilities	23,591.73	10,000.00	13,591.73	235.92%
<b>Total Expense</b>	<b>1,820,014.72</b>	<b>1,877,857.00</b>	<b>-57,842.28</b>	<b>96.92%</b>
<b>Net Income</b>	<b>-63,681.81</b>	<b>2,516.00</b>	<b>-66,197.81</b>	<b>-2,531.07%</b>

Mission Cultural Center for Latino Arts  
**Balance Sheet**  
 As of June 30, 2012

	Jun 30, 12
<b>ASSETS</b>	
Current Assets	
Checking/Savings	37,741.24
1010 · Cash in bank - operating	5,216.81
1020 · Cash in bank - payroll	350.00
1040 · Petty Cash	
Total Checking/Savings	43,308.05
Accounts Receivable	
1110 · Accounts receivable	14,537.50
Total Accounts Receivable	14,537.50
Other Current Assets	
1310 · Employee Cash Advance	10.00
1450 · Prepaid expenses	3,042.17
1460 · Deposits	
1461 · Deposit - PG&E	265.00
1462 · Deposit - Workman's Comp	6,375.00
Total 1460 · Deposits	6,640.00
Total Other Current Assets	9,692.17
Total Current Assets	67,537.72
Fixed Assets	
1620 · Multi-Media equipment	37,200.39
1625 · Office equipment	4,367.66
1630 · Leasehold improvements	34,046.11
1726 · Accum deprec - MM equipment	-27,075.60
1730 · Accum deprec - office equipment	-2,734.52
1735 · Accum amort - leasehold improve	-12,979.68
Total Fixed Assets	32,824.36
<b>TOTAL ASSETS</b>	<b>100,362.08</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts payable	8,730.09
Total Accounts Payable	8,730.09
Other Current Liabilities	
2120 · Accrued paid leave	8,476.00
2160 · Sales Tax Payable	-730.50
2310 · Deferred Revenue	22,444.18
2410 · Refundable Deposits	6,748.95
2780 · Payroll Clearance	697.32
Total Other Current Liabilities	37,635.95

Mission Cultural Center for Latino Arts  
**Balance Sheet**  
As of June 30, 2012

	Jun 30, 12
Total Current Liabilities	46,366.04
Total Liabilities	46,366.04
Equity	
3000 - Unrestricted net assets	77,742.80
32000 - Retained Earnings	39,935.05
Net Income	-63,681.81
Total Equity	53,996.04
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>100,362.08</b>