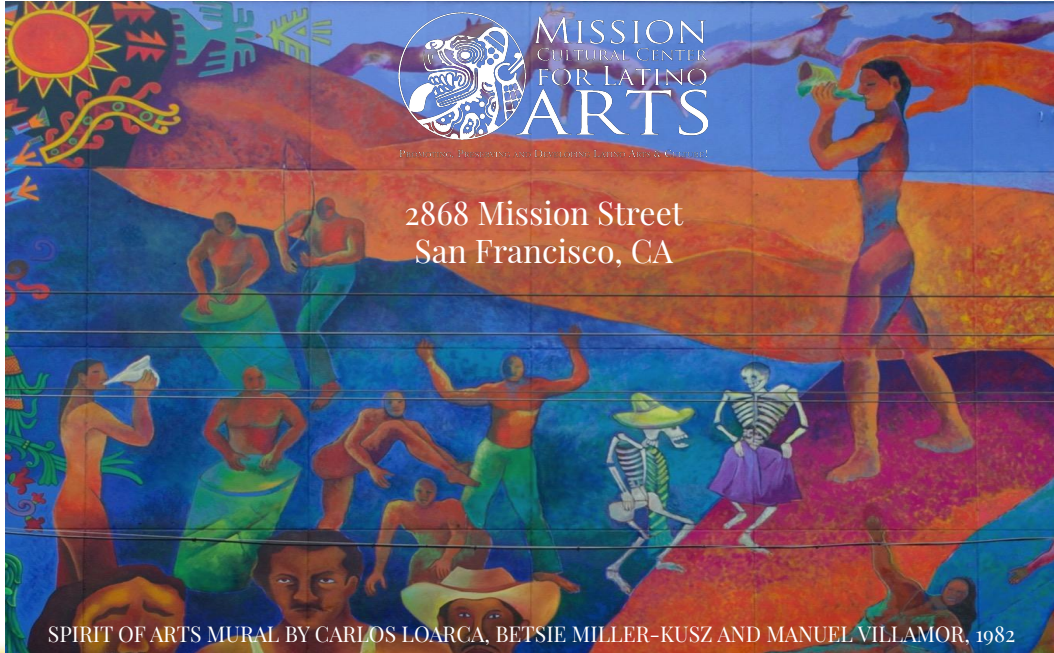




The Mission Cultural Center For Latino Arts
was established in 1977 by Artists And Community Activists
with a shared Vision to:

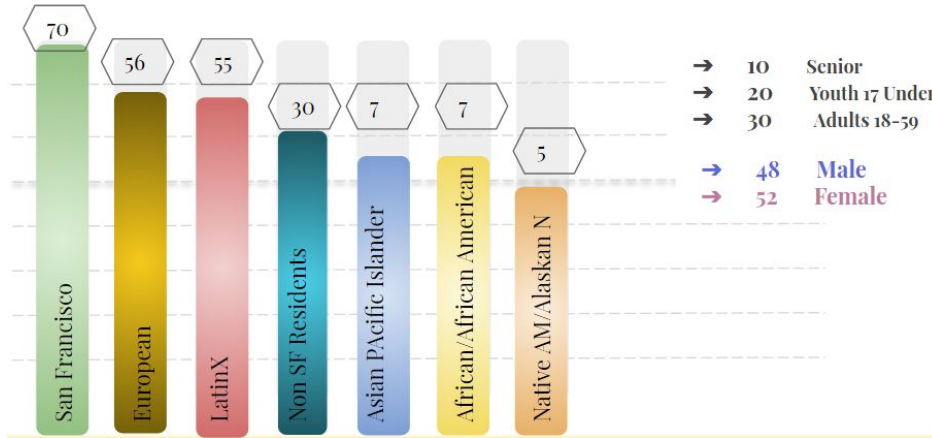


- Promote, Preserve and Develop The Latino Cultural Arts that reflect the living traditions of the Chicano, Central & South American and Caribbean People;
- To Make The Arts Accessible as an essential element to The Community's Development and well-being

A Unique Cultural Experience *



- **About us**



- **Who do we serve?**

Spanish Speaking Latin American Countries

| | | | |
|--------------------------|------------|-----------|-------------------------|
| <input type="checkbox"/> | Attendance | 35-40,000 | Participants / Visitors |
| <input type="checkbox"/> | Audience | 100,000 | SF, Bay Area |



LATIN AMERICAN COUNTRIES

- South America
- Central America
- Caribbean

Who do we serve?



Programs Services

- Art Classes & Workshops 42+
- MAS Youth Summer Program 160 (2-4 week sessions)
- Theatrical Performances, Concerts, Lectures 30+
- Gallery Exhibits 8-10
- Cultural Calendar Celebration 4-6
- Mission Grafica Printmaking Studio. 150+ participants
- Rentals - Theatre, Studios, Gallery, Mg Textile Print Shop

Art / Education & Outreach



LUNA NEGRA

PRIDA PROJECT

LYRICS OF SADA

NAVIDAD NEGRA

CORAZON DEL BARRIO

MOLE CONTEST

JURAKAN

Special Events

- Corazon Del Barrio Open House
- Solo Mujeres Show
- MCCLA Carnaval SF Contingent
- Day Of The Dead Altar Installations / Celebration
- Mole Tasting Contest



Mission Music SF Youth Band & Choir





OPEN STUDIO



SCREEN PRINTING ON FABRIC WORKSHOP



Mission Grafica

- Over 40 Years Housing one of the largest historical collections of prints and posters in California
- Offers affordable access to rentable studio space and Printmaking Classes
- Provides One-on-one technical support services to professional and emerging artists
- Designs / Prints MCCLA Posters, Prints and other Art Merchandise

Printmaking @ Mission Grafica



| SPACE | MAXIMUM CAPACITY | WEEKDAY MORNING (10-4PM) PER HOUR | WEEKDAY EVENING & WEEKENDS PER HOUR | Per Day (6 -8 Hours) | DIMENSIONS |
|--|------------------|-----------------------------------|-------------------------------------|----------------------|---------------|
| Dance Studio A* | 50 | \$25.00 | \$45.00 | \$270.00 | 24' x 26' |
| Dance Studio B* | 80 | \$30.00 | \$50.00 | \$300.00 | 42' x 50' |
| Music Studio C | 20 | \$25.00 | \$40.00 | \$240.00 | 17' x 16' |
| Art Workshop Studio D | 50 | \$30.00 | \$45.00 | \$270.00 | 41' x 31' |
| Dance Studio E* | 15 | \$20.00 | \$40.00 | \$240.00 | 20' x 35' |
| La Salita (Conference Room) | 25 | \$20.00 | \$40.00 | \$240.00 | -- |
| Large Gallery Use of gallery walls \$200 | 150 | \$90 | \$110 | \$550 | 3,231 Sq. Ft. |
| Inti-Raymi (Small Gallery) | 50 | \$40.00 | \$90.00 | \$360 | 1,469 Sq. Ft. |
| Lobby | 50 | \$25.00 | \$45.00 | \$270.00 | 50' x 19' |
| Theater** | 150 | \$90.00 | \$120.00 | \$720.00 | 47' x 16' |
| Theater and Lobby | -- | \$100.00 | \$165.00 | \$990.00 | --- |
| Theater with Light and Sound Tech | --- | \$110.00 | \$155.00 | \$930.00 | --- |
| Theatre, Light and Sound Tech, and Lobby | --- | \$140.00 | \$200.00 | \$1200.00 | --- |

| | |
|--------------------------|------------|
| Rentals | 55-65 |
| Rental Value | 45,000 |
| Subsidized Rentals | 34 |
| Subsidized Rentals Value | 13,072 |
| Total Percentage | 29% |
| Discount | |
| Staff / Teachers | 10% |
| Nonprofits | 10% - 20% |



Board Governance

- 1. Members 6 - Leadership Positions Filled
- 2. Meets Monthly W/ Quorum
2 Public Comment Meetings - Announced 30 days before through SFPL
Board / Staff Planning Retreat
- 3. Approves Management & Programming Plan / Budget, Audits and 990
- 4. Reviews Monthly Financials Reports
- 5. Evaluates Executive Director's Performance
- 6. Participates Board / Staff Planning Retreat, Annual Fundraiser
- 7. Documents Board Guidelines / Handbook
- 8. Recruitment Online Application And Guidelines (Website)

Community Engagement / Participation

- 1. Calle 24
- 2. Member - Cultural Assets Committee - (Ex Dir)
- 3. Paseo Artístico / Fiesta De Las Américas
- 4. SF LPEC
- 5. Member - SF Latino Parity & Equity Coalition - (Ex Dir)
- 6. SF Bay Alliance Executive Board Member - (Arts ED)

Compliance

Leadership Positions

- Executive Director, Bookkeeper
- Full Time Facilities / Operations Mgr

Fiscal

- Audited Financials
- Data Arts Report
- City Compliance Monitoring Review

Plans

- Maintenance & Repairs Plan
- Recycling Plan / Training
- Emergency Operations Plan

Professional Development / Training

Employee Handbook

Financial Procedures Handbook

Sunshine Ordinance

Annual Fire Drill



End of Semester Show – June 2019

Fogo Na Roupa



Won 3rd Prize (Fusion)!!!

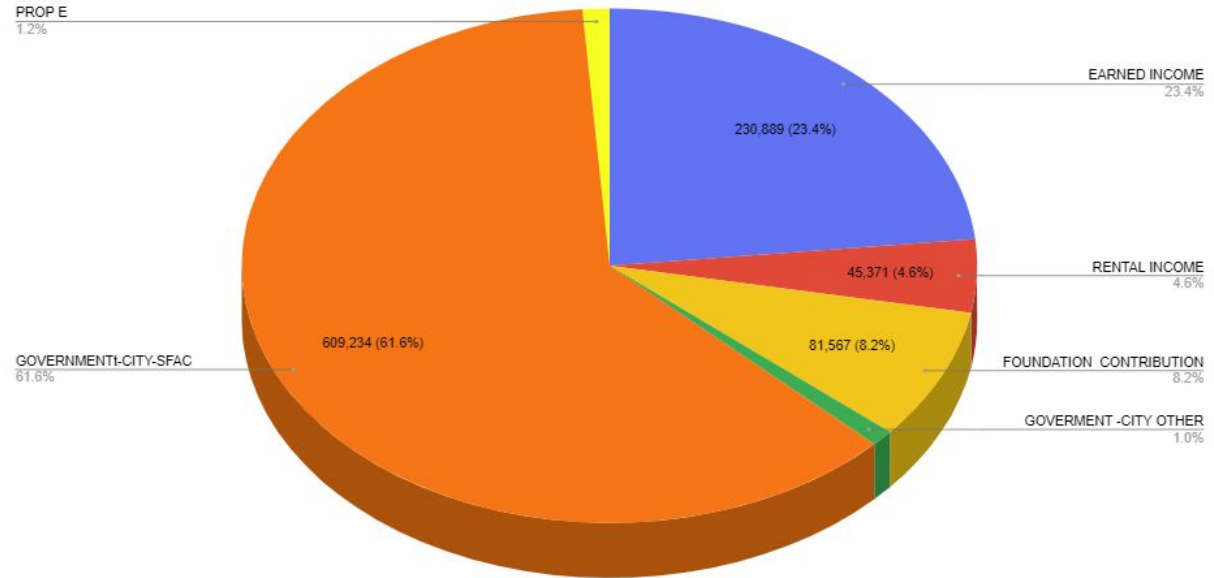


Sazón del Alma MCCLA Carnaval SF Contingent 2019



INCOME FY 18-19

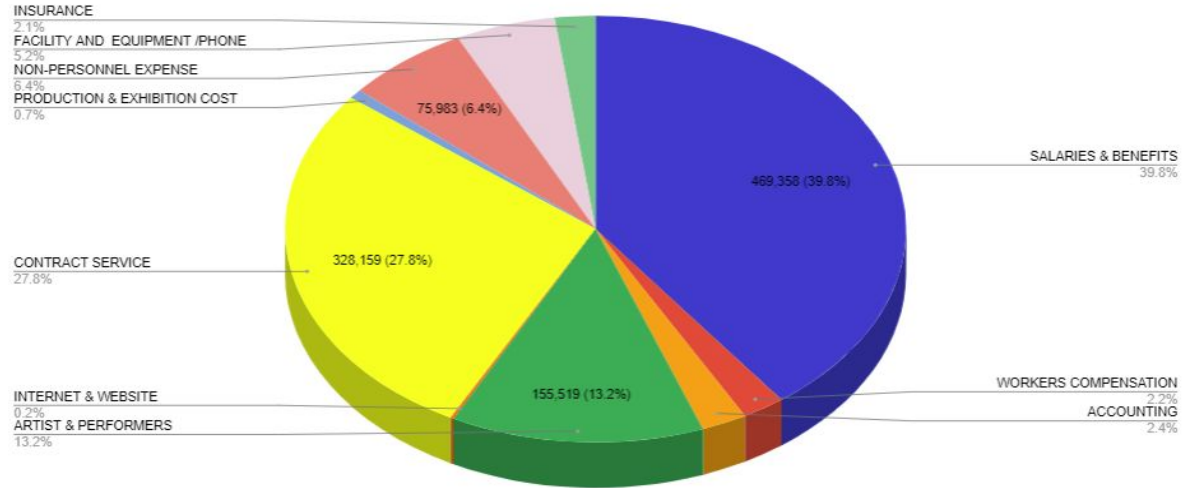
| INCOME | |
|-------------------------|---------|
| EARNED INCOME | 230,889 |
| RENTAL INCOME | 45,371 |
| FOUNDATION CONTRIBUTION | 81,567 |
| GOVERNMENT -CITY OTHER | 10,015 |
| GOVERNMENTI-CITY-SFAC | 609,234 |
| PROP E | 11,700 |





EXPENSES FY 18-19

| EXPENSES | |
|-------------------------------|---------|
| SALARIES & BENEFITS | 469,358 |
| WORKERS COMPENSATION | 26,356 |
| ACCOUNTING | 27,918 |
| ARTIST & PERFORMERS | 155,519 |
| INTERNET & WEBSITE | 2,072 |
| CONTRACT SERVICE | 328,159 |
| PRODUCTION & EXHIBITION COST | 8,192 |
| NON-PERSONNEL EXPENSE | 75,983 |
| FACILITY AND EQUIPMENT /PHONE | 61,365 |
| INSURANCE | 25,000 |





Major Accomplishments /Highlights / Strengths

- Upgrading Of Computers / Equipment /Technical Support
- Continued Professional Development Plan (Increased Budget & Program Planning)
- Advancement of The Mission Grafica's Archival Collection Project (15 Memberships & Choir)

Major Challenges

- Implementing / Working with a 3yr Budget to include and meet City requirements
 - ❑ Provide Health Benefits to Employees
 - ❑ Build Program, Facilities and Liquidity Reserves
- Staff Turnover / Vacancies
- Retention Fund Development Support

Areas Of Improvement

- Achieve Higher Technological Level to Meet Increasing Demand for Systems Optimization
- Recruit 2 Additional Board Members
- Implementation of Donor Based Sales Force Platforms
- Increase Contributed Income



Vision For The Future - Increase And Support

- Access to Arts and Culture for Local and underserved Communities
- Opportunities for Artists / emerging Artists from the Community we serve
- Social themes (Diversity, Equity, Inclusion, Justice)
- National and Global Networks with Latinx Artists and Communities

Vision for the Future