

STARTUP COSTS	NOK incl MVA	STARTUP REVENUE		
Salaries		Kulturrådet Rom for Kunst	1 463 500,00 kr	Applied
Development coordinators	500 000,00 kr	Bergen Kommune - Professional Arts and Cultural Initiatives	50 000,00 kr	Granted
total salaries startup	500 000,00 kr	Innovation Norge - Start Ups	100 000,00 kr	Will apply
		Kulturrådet Kunst og Teknologi	200 000,00 kr	Applied
Building Costs		Fylkeskommune Grants to Regional Culture	600 000,00 kr	Applied
Wall building, electricity and plumbing according to tender	1 820 475,00 kr	Khb/Meidell metal workshop donation	1 283 000,00 kr	Granted
Plumbing	400 000,00 kr	Kulturdepartementet - pilotprosjekt nye formidlings og forretningsmodeller i det digitale markedet	711 750,00 kr	Will apply
1st floor ventilation	562 500,00 kr	Khib inventory and hand tools donation	200 000,00 kr	Granted
Smaller improvements of ventilation on floors 5, 6 and 7	300 000,00 kr	Volunteer work	62 047,60 kr	Granted
total building costs	3 082 975,00 kr	Curatron	600 000,00 kr	Granted
		Art Engine	300 000,00 kr	Granted
Software Development	1 200 000,00 kr	Fylkeskommune Tilskot til lokale kulturbygg	190 000,00 kr	Will apply
		Kulturrådet utstyrstøtte fellesverksteder	2 200 000,00 kr	Applied
Smart Devices		Landlord covering installation of toilets	100 000,00 kr	Granted
smart locks	122 650,00 kr	Landlord granting 3 months free rent during rebuilding	634 300,00 kr	Granted
smart outlets 1st floor	50 190,00 kr			
Tile Trackers	10 000,00 kr			
Total Smart Devices	182 840,00 kr			
IT Equipment				
Computers	50 000,00 kr			
Wireless routers	6 599,00 kr			
Misc	20 000,00 kr			
Total IT Equipment	76 599,00 kr			
All rental costs during construction 3 months	634 300,00 kr			
TOTAL STARTUP COSTS EXCEPT WORKSHOP	5 676 714,00 kr			
workshop				
Salaries				
Workshop manager	146 788,00 kr			
Project administration startup	90 000,00 kr			
total salaries	236 788,00 kr			
Planning costs				
Consulting for placement of machines	6 000,00 kr			
Consulting for fire specifications in workshop	2 000,00 kr			
Total planning costs excluding salary	8 000,00 kr			
Moving and installation costs				
Moving and installation of metal machines	62 500,00 kr			
Installation new safety parts on machines	170 000,00 kr			
Moving wood machines	16 000,00 kr			
Moving interior donated from Khib	20 000,00 kr			
custom building of working tables/benches	15 000,00 kr			
Moving and installation of machine exhaust ventilation for metal	187 500,00 kr			
Moving and installing exhaust for woodwork machines	50 000,00 kr			
Total moving and installation costs	521 000,00 kr			
Smaller workshop equipment general	39 600,00 kr			
Hand power tools	32 300,00 kr			
Purchase of machines for wood working	173 750,00 kr			
Total startup cost for workshop	1 011 438,00 kr			
TOTAL STARTUP COSTS INCLUDING WORKSHOP	6 688 152,00 kr			
50% budget buffer	2 006 445,60 kr			
TOTAL STARTUP	8 694 597,60 kr	TOTAL STARTUP REVENUE	8 694 597,60 kr	

YEARLY RECURRING COSTS		RECURRING REVENUE		
General project		Bergen Kommune operational support	1 000 000,00 kr	Will apply
Salary Director	529 200,00 kr	Member Studio Rent	1 379 025,00 kr	Granted
Administrative Assistant	227 673,00 kr	Kulturrådet Rom for Kunst fast statsliskudd	200 000,00 kr	Applied
Accountant	120 000,00 kr	Kulturrådet Utlstyrstøtte fellesverksteder fast statsliskudd	300 000,00 kr	Applied
Software Development (programmer)	150 000,00 kr	Fylkeskommunen Driftstønad til kunst, kultur og idrett	1 410 000,00 kr	Will apply
Gallery exhibitions production costs	350 000,00 kr	Fylkeskommunen Kulturellt Utviklingsprogram (3år)	500 000,00 kr	This application
Electricity	132 000,00 kr	Nordic culture point	350 000,00 kr	Will apply
Other utility expenses	132 000,00 kr	Income from users of workshop	300 000,00 kr	Estimate
Internet	20 000,00 kr	Income from events in gallery	118 029,00 kr	Estimate
Accounting	120 000,00 kr			
House improvements	25 000,00 kr			
Rent except workshop area	1 558 975,00 kr			
Total yearly recurring costs except from workshop	3 364 848,00 kr			
Workshop				
house rent workshop area	478 800,00 kr			
Salary workshop manager per year incl arb.g.avgift	489 294,00 kr			
Salary workshop assistant incl. arb.g.avgift	139 603,00 kr			
electricity	60 000,00 kr			
waste disposal annually	35 000,00 kr			
new hand tool acquisitions	10 000,00 kr			
screws, glue, other small scale consumption per year	15 000,00 kr			
service agreement metal	15 000,00 kr			
service agreement wood	15 000,00 kr			
service agreement ventilation	25 000,00 kr			
Total yearly running costs for workshop	1 282 697,00 kr			
Total yearly running costs before buffer	4 647 545,00 kr			
20% budget buffer	929 509,00 kr			
TOTAL YEARLY	5 577 054,00 kr	TOTAL YEARLY REVENUE	5 557 054,00 kr	

Posts in the budget which applies especially to the KUP application

The costs that we are looking to cover with the KUP funding are those particular to the first developmental years of the project. This includes: the startup development salaries, salaries for administration the first 3 years (under recurring costs), development of administrative software, and income buffer for the early stages of the workshop before it has established a stable user group providing a steady income.

STARTUP COSTS

Development Coordinators - The Development Coordinator will handle all overarching activities for the development of the first year of the project. This position is today divided between Cameron MacLeod (80%) and Magnhild Øen Nordahl (20%). At this stage in the project we consider that a fee is a better solution than salary with the extra administration and extra costs that involves. We set this fee to 500.000 NOK. The tasks, many of which we have already begun, include the following:

- Research, including visits to other similar institutions
- Contract Development and Management
- Landlord Negotiations
- Grant Applications
- Restructuring of organization Flaggfabrikken to fit new project, possible transition into new organization
- Studio Member Organization
- Digital Infrastructure Development
- Oversee Supporting Institutional Collaborations
- Marketing
- Workshop: organization planning
- Workshop: getting quotes for equipment
- Workshop: hiring of technicians

See other staff positions below in yearly running costs.

Software Development

An institution like this will need administrative infrastructure for things like booking of workshop facilities, billing of workshop users, billing of studio renters and choosing of new studio members. Throughout the 5 years that Platform Stockholm has existed, Cameron MacLeod has been developing software to specifically meet the needs of these type of arts institutions. This is described in detail in the attachments Curatron and Art Engine. In the Centralize Bergen initiative, he will further develop these systems to fit this new initiative and the new functions it has. KUP funding will allow us to both tailor Art Engine to fit our new institution, a development which will also have a surplus value for the other art institutions who are using this software.

Smart Device Installation

One of the new functions that will be developed in Art Engine is the administration of smart devices. We will use smart devices for the following things:

- 3 Phase Outlet smart devices will be used to provide access to the heavy equipment in the workshops and monitor the power consumption. This reduces risk of person injuries, damage on equipment and fire in the workshop.
- Wireless Locks will be used to give people access to different areas of the building
- Smart Heater power monitoring of power usage and remote control of heating.
- Tile trackers can be put on tools that are not fixed in place. Alerts will be created if the tools leave the building and can be easily tracked down. The usage of such tools can also be monitored based on how often they are used.

Tenders and Quotes

We have had inspections by representatives from Engedal Bygg, Nævdal Bygg, Ideal Bygg Vest, and Fana Blikk to get quotes for necessary rebuilding and installation at the property. Please see attached document "Quotes, tenders and donations" for specifications. In addition to what is specified here there will be some additional plumbing costs on top of the toilet installation which the landlord will pay for.

Workshop startup costs

The 1st floor will need some rebuilding, a new ventilation system, installation of exhaust ventilation for machines and installation of toilets. We will be able to take over all the used machinery from Kunst og Designhøgskolen i Bergen part as donation and part for a very reduced price. See the document "Tenders, quotes and donations" for more details on donations and rebuilding tenders. "Smaller workshop equipment general" includes first aid kits, hearing protection, safety eyewear, welding helmets, brooms, industrial vacuum cleaners, cleaning equipment, extension cords, heaters, fireproof waste buckets and more. "Hand power tools" includes drills, jig saw, drop saw, router, angle grinders, nail gun, rack saw and more.

Equipment except from workshop

Due to the existence of the workshop the gallery will need very little in terms of equipment. BEK will add another level of support with technical equipment easily borrowed from the 9th floor. We will however require 2 computers which will function as the administrative

Wireless Routers

Each floor requires a wireless router.
1649.81kr each x 4

RUNNING COSTS

Rent

The rent on each floor per year increases from 865 kr/m² in 2017 to 935 kr/m² in 2019. From 2020 it can only be increased according to konsumprisindeksregulering. This includes janitorial costs.

Electricity

Our estimate on electricity is based on what Kunstnerverksteder Cs55 is paying today for their electricity.

Staff Costs

When the institution is up and running we will pay salaries instead of fees. This gives a higher degree of social security for the employee than fees/honorar til næringsdrivende. Vi regner med arbeidsgiveravgift og andre avgifter til å bli ca 23% av lønnskostnader.

Director - 100% position - Cameron MacLeod - lønnstrinn 50 statens satser (430.200 kr). Total yearly salary costs for director 529.200 NOK. Tasks will include:

- Staff Management
- Oversee and Manage Institutional Collaborations
- Manage Digital Development
- Grant Application
- Marketing
- Gallery Programming

Administrative Assistant - 50% - Lønnstrinn 40 statens satser (370.200) including arbeidsgiveravgift and other costs 227.673 NOK. Tasks for the administrative assistant include

- General House Management
- Gallery Installation
- Studio Member Support
- Refurbishment
- Administrative Organization
- Marketing

Accountant - Monthly Contract @ 10 000kr per month and 120.000 NOK per year

- Contract Management
- Billing - Members / Workshop Users
- Year End Submissions
- Salaries

Workshop Manager 100% - Lønnstrinn 45 statens satser (397.800) including arbeidsgiveravgift and other costs 489.294 NOK. This is a demanding job where you will need to know a big variety of both different technical skills of metal and woodwork, as well as having good pedagogical and communicative skills. The tasks included in this job will be shaped by the person we find. Where the workshop manager is lacking skills or capacity he or she can hire a person to take care of these jobs. Because this is a pilot project and nobody has ever run a workshop like this in Bergen before, we cannot really know how big this workshop position must be or if it makes more sense to divide it up to more smaller jobs. We consider that a total position in the workshop of 130% is a careful estimate and that this will probably expand as the project evolves. There will be a lot of work in the planning stages of the workshop and therefore we wish to hire this person at 30% already in the planning stages of the workshop. This means an additional 146.788 NOK in startup salary costs. Tasks included for the workshop manager:

- Technical Training of Workshop Users
- Finding and coordinating workshop assistant
- Daily maintenance of workshop
- Booking and consulting for external jobs
- Billing of workshop users

Workshop assistant 30% - Lønnstrinn 40 statens satser (370.200) including arbeidsgiveravgift and other costs this amounts to 136.603 NOK.

This position will be developed by the workshop manager

Software Development (programmer)

A programmer will be hired to work on Art Engine and Curatron.

Internet

Telenor provides fiber internet with 1000mbs for 3000kr per month. We believe that with the high number of artists in the building this speed will be necessary to make sure our artists have efficient workflows and high costs that are incurred on a monthly basis will be easily made up in time saved in our artists work.

FINANCING PLAN - REVENUE

We are applying for a variety of funding in order to support this large project from a multitude of funding bodies. Our financing plan is split into two sections for funding the "startup costs" and funding the "yearly running costs".

STARTUP REVENUE

Donation of equipment

We have already been able to finance a majority of needed equipment through generous support from Khib and Meidell as. See attachment "Tenders, quotes and donations" for details.

Existing Investments - Our Work

Thus far we have received a small subsidy for planning our work of 50.000kr. We have also incurred personal expenses in the form of grant writing, development planning, meeting with potential investors, members and landlord, airfare and housing outside of Bergen.

Art Engine and Curatron

Centralize Bergen will receive the existing Art Engine platform to build its own institutional infrastructure. The system is currently valued at approximately 400.000kr. Centralize Bergen will also receive access to use Curatron for programming of the gallery space, a software which was recently valued at approximately 600.000 kr.

Applications to funding bodies

In addition to Hordaland Fylkeskommune we are applying to Bergen Kommune, Norsk Kulturråd and Innovasjon Norge to cover the startup costs of Centralize Bergen.

RECURRING REVENUE

Rent from studio tenants - rental subsidy

The 5th, 6th and 7th floor will be rented out to artists for cost price. Currently Kunstnerverksteder Cs55 has a rental subsidy from Bergen Kommune at 170 000kr per year, something which lowers their rental prices. We are applying for funding in order to subsidize our studios to get the same rental price as Kunstnerverksteder Cs55.

Gallery and event space

Platform Stockholm runs on a model where income from parties and events fully finance the rent of the gallery space. We will apply a similar model at our new gallery.

Users of the workshop - KUP funding as buffer in startup phase

The users of the workshop will pay a daily fee to use the workshop as well as fees for training and memberships. We are currently looking into different models of charging users, and have been in meetings with Fellesverkstedet in Oslo to learn from their experiences on this matter. At the moment we set this income to 300.000 kr per year, but this is one of the more uncertain figures in the budget as we cannot be sure about how much income the workshop will generate during its startup phase. This is a post where the KUP financing could help us greatly - to come in and subsidise part of the workshop costs until the place is firmly established with frequent users providing a solid and self sufficient economy.

Funding bodies for recurring funding

We are applying for recurring funding from Kulturrådet, Hordaland Fylkeskommune and Bergen Kommune for recurring funding.

Budget buffers

We have set the budget buffer fairly high, as we still need to get more quotes from different companies for the rebuilding. As this is a pilot project, especially in regards to the workshop, we cannot be sure of the costs or the revenue. We are in dialogue with the KHIB workshop technicians as well as Fellesverkstedet in Oslo to get advice on this matter.