

Mid-Summer Presentation:

Updates on New Sector Alliance Fellowship Progress at Artisan's Asylum

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New Sector
ALLIANCE



Presentation Outline



- Explanation of New Sector Alliance
- Key Deliverables
 - Statistical analysis
 - Operational Infrastructure
 - Volunteer Management
- Status Update: Statistical Analysis
 - Key Findings
- Status Update: Operational Infrastructure
 - Key Findings
- Status Update: Volunteer Management
- Goals Moving Forward
- Conclusion





Hoping to increase capacity in three main areas:

- **Reporting and data analysis**
 - Revenue streams
- **Operational infrastructure**
 - ERP System
- **People management**
 - Volunteer Best practices



My Key Deliverables Include:



- **Statistical reports of revenue streams**
 - Data, graphs, observations, discussion
 - Market analysis of price structure
- **Scoring Rubric to evaluate responses to RFP for new Enterprise Resource Planning (ERP)**
 - Subsequent follow-up questions for qualified vendors
- **Recommendations for Volunteer Management Processes**



Status Update: Statistical Analysis



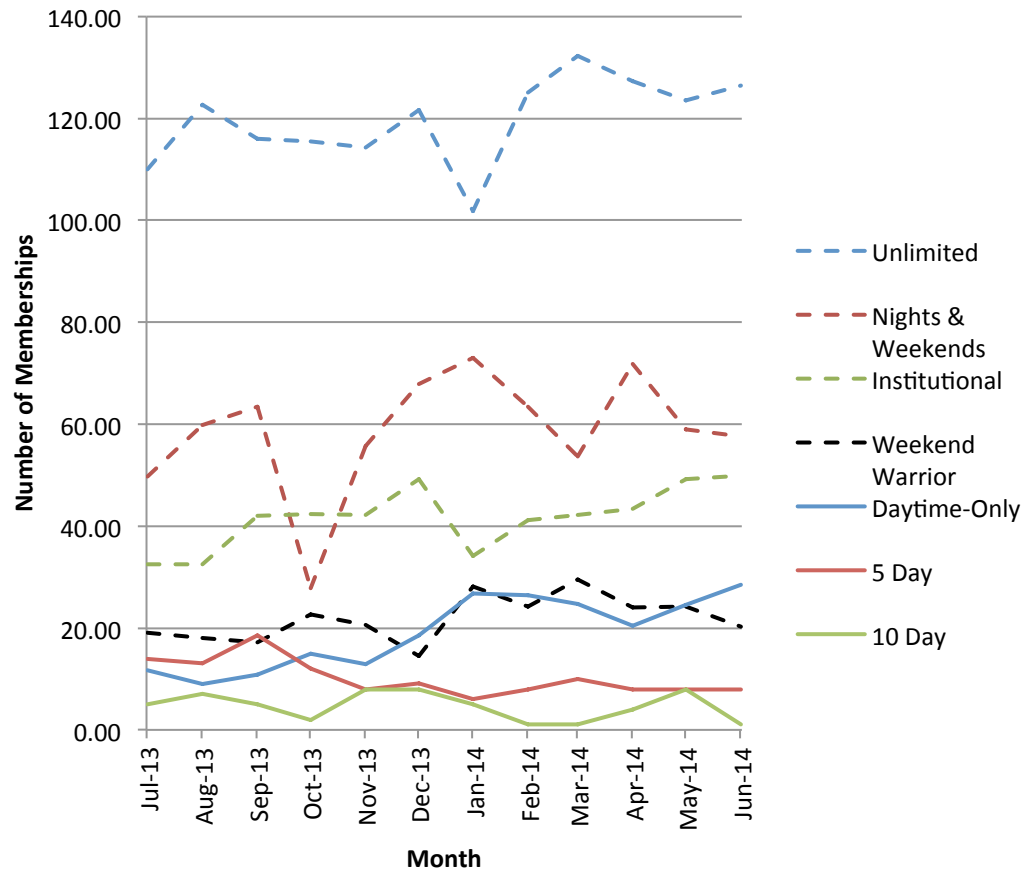
- Analysis of Membership and Rental Revenue Streams is complete



Key Findings: Statistical Analysis

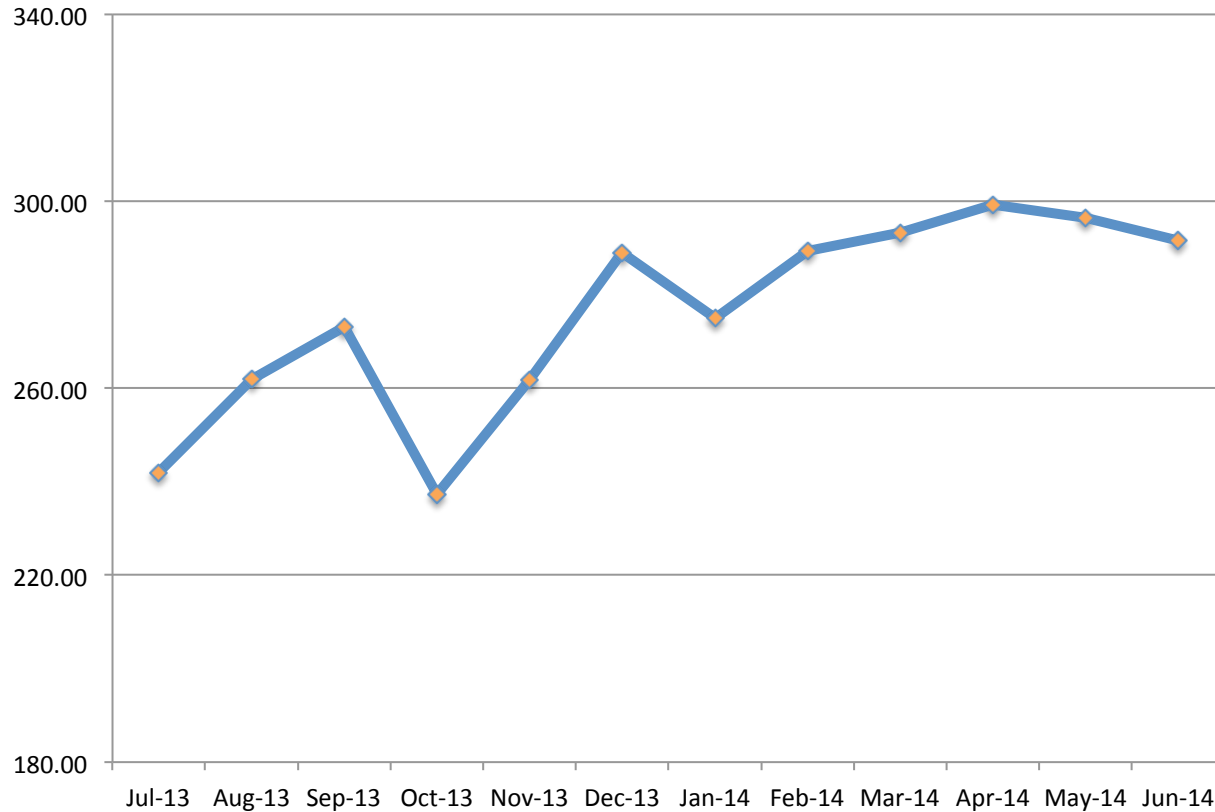


Number of Memberships by type of Membership, July 2013-June 2014





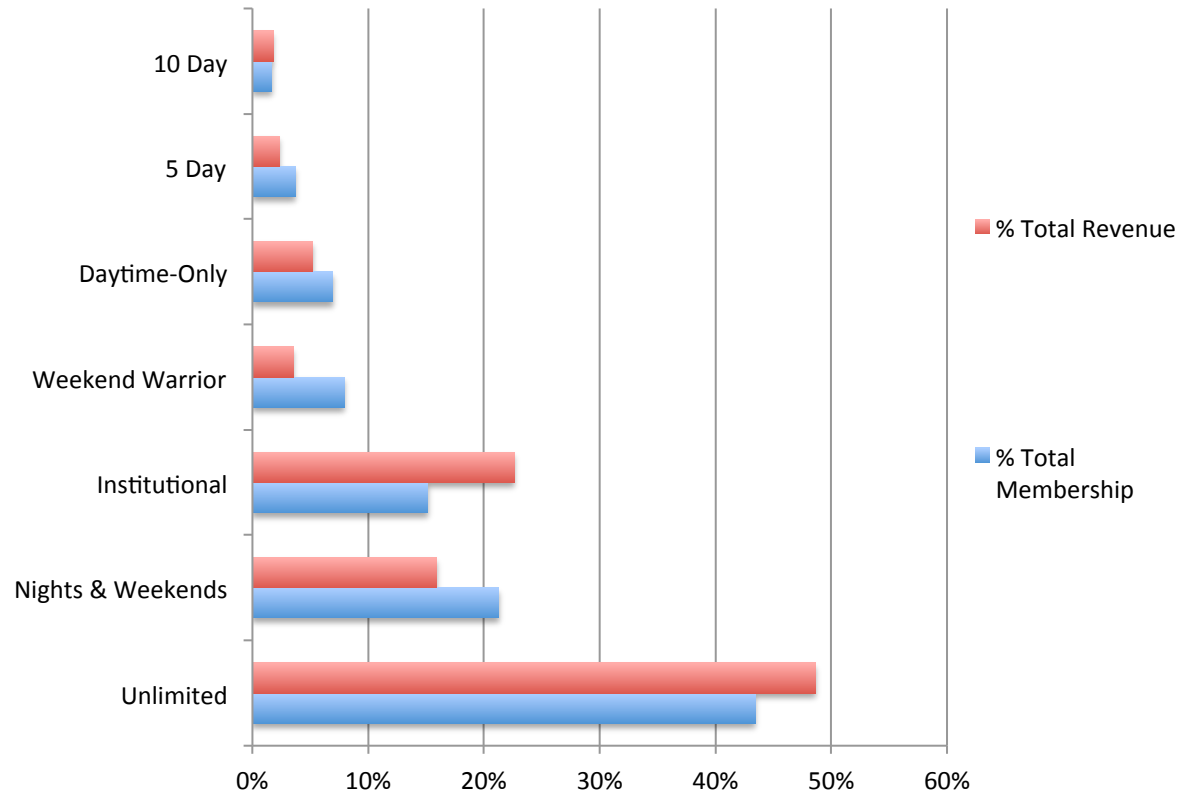
Total Number of Members per month, July 2013-June 2014



Key Findings: Statistical Analysis, cont'd

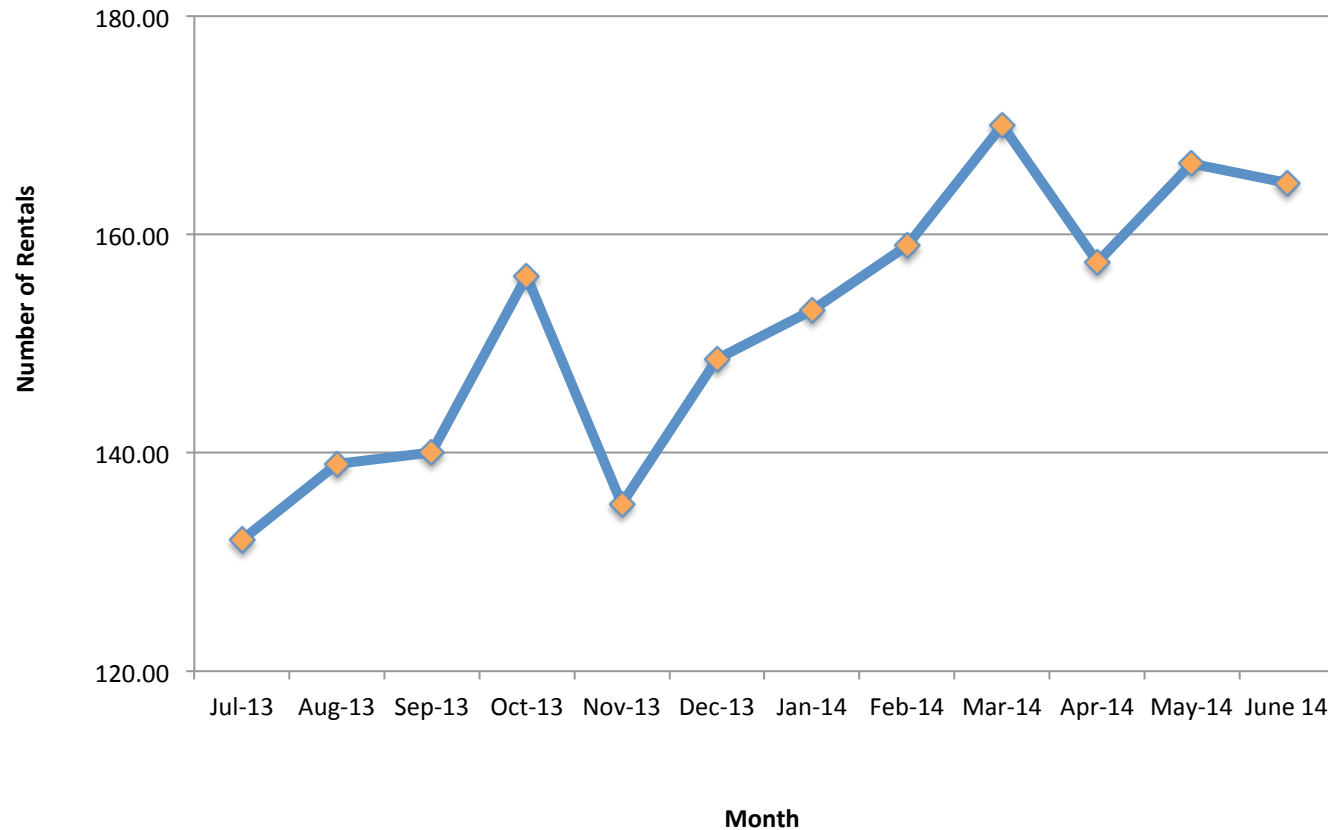


Percent Breakdown of membership, by type of membership vs. Percent Breakdown of revenue, by type of membership





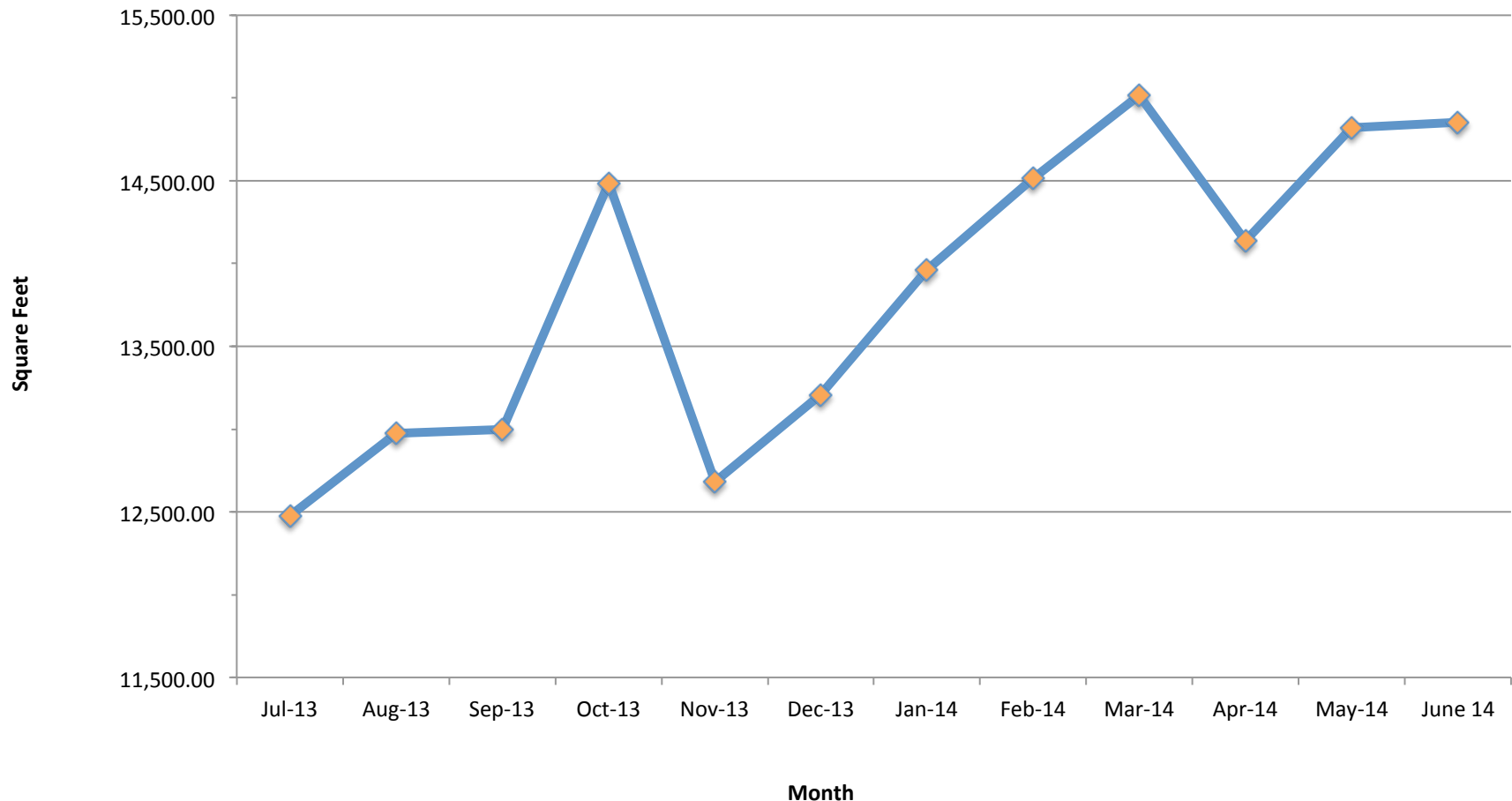
Total Number of Studio Rentals by month, July 2013 – June 2014



Statistical Analysis: Key Findings, cont'd

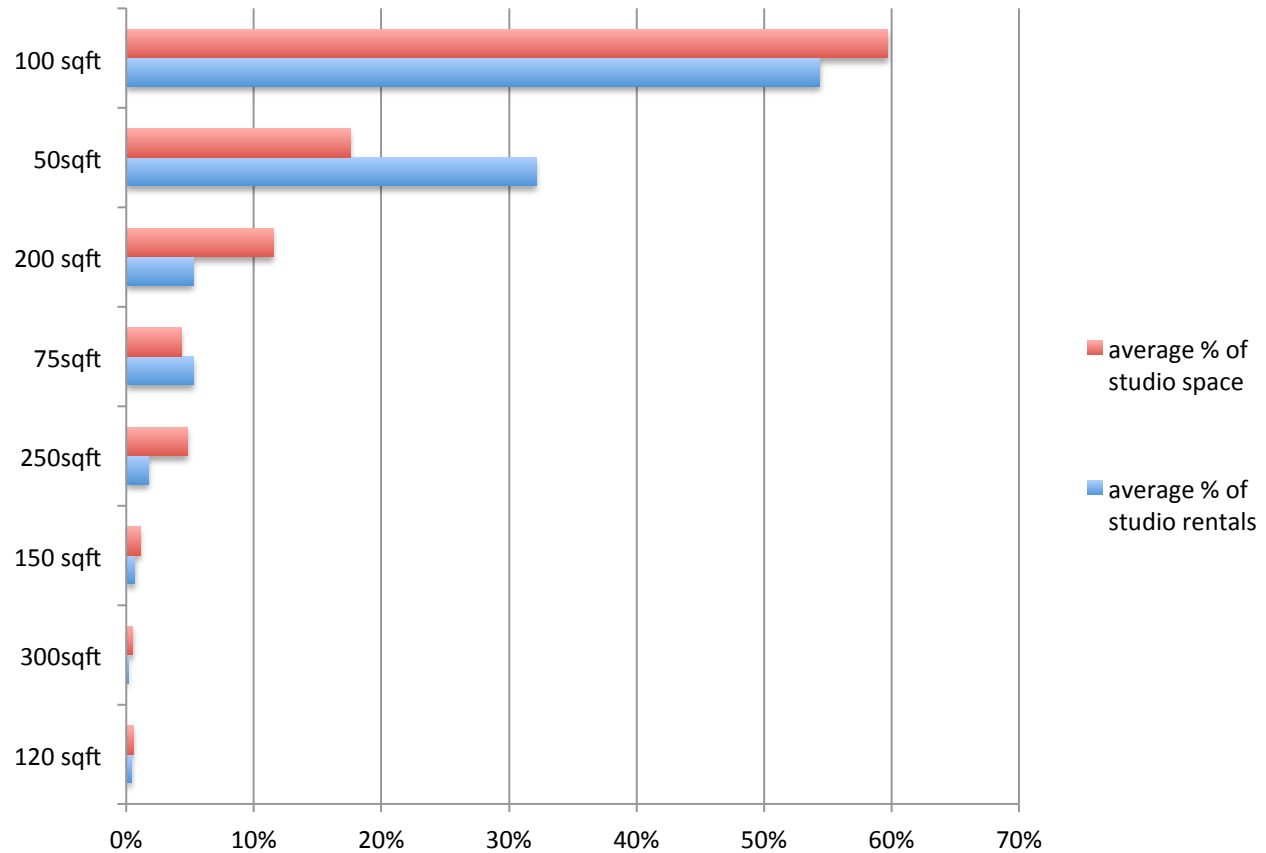


Total Number of Sq. Ft. used for Studio Space, June 2013 – July 2014





Percent of total studio rentals vs. Percent of total studio space





- Information gathering process for designing rubric to evaluate responses to RFP
- Rubric design
- Evaluation of 7 responses using rubric



Example: Operational Infrastructure



	Score				
Description	1	2	3	4	5
<i>Complexity</i>	<ul style="list-style-type: none"> - System comprised of many disparate systems - Systems require synchronization - Requires business process change to adapt to system model - How many seams are there 	<ul style="list-style-type: none"> - Comprised of several systems - Responsibility for system components lie with many parties - Components that run require different technologies and machines 		<ul style="list-style-type: none"> - Boundaries between systems are non-obstrusive - Systems use similar methodologies and technologies 	<ul style="list-style-type: none"> - Unified system - Single system manages all needs consistently
<i>Flexibility</i>	<ul style="list-style-type: none"> - Not flexible - Asylum required to utilize system components we are not interested in 	<ul style="list-style-type: none"> - Not that flexible - Large systems used to solve small problems 	- Somewhat flexible	<ul style="list-style-type: none"> - Flexible - System is adaptable to needs with vendor support 	<ul style="list-style-type: none"> - Very flexible - System allows for easy inclusion of additional modules or external systems
<i>TCO (Total Cost of Ownership)</i>	<ul style="list-style-type: none"> - Requires dedicated internal resources - Requires third party matinenance agreement - Requires ongoing lisencing fees - Requires vendor hosting - Requires specific hardware 				<ul style="list-style-type: none"> - No ongoing support or usage fees - No dedicated staffing required - No specific training recommended - No specific hardware requirements



Status Update: Volunteer Management



- Spoke with two other Makerspaces regarding their policies on volunteers





- **Statistical Analysis**

- Investigate potential resources for better understanding expenses to round out understanding
- Incorporate market research and institutional intelligence to move from analysis/discussion to recommendations
- Perform analysis of membership data from Member_App to understand usage pattern
- When complete, incorporate information from BOMA study





- **Operational Infrastructure**
 - Come up with list of follow-up questions for qualified vendors
 - Participate in validation process
- **Volunteer Management**
 - Continue to reach out to other Makerspaces to collect info on different policies
 - Compile findings in a report with recommendations



Conclusion



- Enjoyable and productive experience so far
- End deliverables/goals still seem practical and achievable
- Questions, comments, concerns?

Thanks for attending! 😊

