

This information was collected for the 2022 M&G NSW Sector Census and utilises data from 41 medium sized public galleries with a Full Time Equivalent range from 1.4 to 14.0 FTE. It includes organisations from the local government and university sectors.

### Staffing

All responding organisations have paid staff, with an average of 5.5 Full Time Equivalent (FTE).

*Organisations identified having the following salaried positions:*

Director	100%
Curator	83%
Administrator/Office Manager	74%
Public Programs Officer	68%
Assistant Curator	47%
Education Officer	39%
Communications and/or Marketing	34%
Installer	34%
Registrar	22%
Volunteer Manager	10%
Philanthropy/Sponsorship Manager	10%
Conservator	2%

24% respondents indicated that staff positions had been amended in the previous 4 years to support operations outside their facility (such as supporting other cultural organisations, departments or events in their Local Government).

### Salaries

Salary ranges below have been sourced from advertised roles from 2022 to 2024 or direct contact with organisations. The breakdown of FTE between organisation size differs between museums and galleries to ensure representative spread within each sector.

Org FTE:	Director	Curator	Programs / Education
Up to 4.9 FTE	\$80,000 - \$119,600	\$85,843 - \$103,015	\$72,010 - \$86,372
5.0 - 7.9 FTE	\$90,000 - \$125,000	\$81,855 - \$97,613	\$68,398 - \$81,565
8.0 - 14.0 FTE	\$129,924 - \$144,368	\$95,331 - \$112,000	\$81,860 - \$105,000

### Volunteers

88% of organisations have volunteers, with an average of 28.7 volunteers each.

*Of those with volunteers, the main functions for volunteers were:*

Front of house, front desk, ticketing	61%
Public programs and events	47%
Tour Guides	44%
Research	14%
Funding applications and fundraising	11%
Digitisation	8%
Collection care	5%
Building maintenance	5%
Outreach/Community Engagement	3%
Cleaning	0%

### Budgets

Operational Budgets ranged from \$220,000 to \$2,800,000. Average budget was \$866,535.

Organisations receive and generate revenue across a range of sources, with local government representing the biggest share.

*% organisations receiving revenue from following sources:*

Local Government	83%
*Those receiving more than 75% of their funding from local government	63%
Create NSW	78%
Philanthropy, Private Donors & Sponsorship	71%
Gift shop	68%
Member fees including through Friends groups	58%
Commercial activities	49%
M&G NSW	29%
Entry fees	27%
Australia Council (Creative Australia)	27%

### Programs and visitation

\*note these figures were for 2021, and as such highly impacted by Covid-19 restrictions.

A total of 617 exhibitions were presented, representing an average of 15.04 exhibitions per venue.

Attendances totalled 1,414,820 with an average of 34,507 per venue.

100% of organisations deliver engagement programs, with 154,118 people attending these programs.

#### Number of Engagement Programs Delivered

None delivered	0%
Less than 5	0%
5 - 10	5%
10 - 40	36%
40 - 60	22%
60 and over	37%

### Collection Items

Respondents identified the following number of collection objects:

No collection	15%
100 items or less	2%
101 - 1,000	34%
1,001 - 5,000	37%
5,001 - 10,000	12%
More than 10,000	0%

### Benchmarking based on Full Time Equivalent

Org FTE:	% orgs in FTE bracket	% orgs with Director salaried director	Operational budget range	Average budget	Visitation range*	Average visitation	Exhibition no. range	Average no. exhibitions	% orgs with 1,000+ collection objects
Up to 4.9 FTE	39%	100%	\$250,000 - \$2,200,000	\$669,812	3,500 to 80,900	20,882	5 to 30	13.06	40%
5.0 - 7.9 FTE	41%	100%	\$355,000 - \$2,300,000	\$1,195,092	5,000 to 80,000	35,377	5 to 21	16.5	44%
8.0 - 14.0 FTE	20%	100%	\$1,300,000 - \$2,326,884	\$1,580,399	15,000 to 150,000	66,942	12 to 25	17.25	83%

\* Visitation and Programs based on 2021 data, therefore impacted by Covid-19 restrictions

\*\* Represents gallery closed for redevelopment