2018

McColl Consulting

Virginia McColl

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PRESENTED BY
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MA Art Business Candidate

PROPOSED TO
Faculty and Staff
Sotheby's Institute of Art, New York
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1.0 Executive Summary

1.1 – About McColl Consulting:
McColl Consulting is a full-service art-consulting firm based in Atlanta, Georgia, which assists individual and corporate clients in the acquisition, disposition, relocation, and management of collections of fine art and other collectible assets.

We believe that art has the ability to influence our daily lives and transform the spaces in which we live and work. Works of art can inspire, create, and communicate values throughout each environment they are placed.

McColl Consulting provides clients with complete assistance in the purchasing, shipping, handling, installing, and storing of objects as well as managing inventory of the entire collection of fine art and other collectible assets.

1.2 – McColl Consulting’s Mission
We believe in art’s ability to influence a time, place, and experience. Installed works have the power to elevate the quality of the environment and individual well-being. We understand that acquiring works of art requires knowledge of the art market as well as time to research works that speak to the individual or corporation. Our mission is to present clients with a full service, individualized experience for the acquisition, disposition, relocation, and management of their fine art and collectible assets.

1.3 – How it Works
McColl Consulting will meet with the prospective client to devise a plan for their personal or corporate collection needs. Whether through acquisition or disposition, the client will receive a detailed evaluation of their collection and the planned approach to achieve their goals. In the case of acquisition, objects will be chosen from national, regional, and local galleries who represent artists with visions compatible to the collecting goals. As for disposition, the client will be presented with comparative sale proposals and be given the opportunity to choose the one that seems plausible to them, for example auction house versus private buyer. Acquisition and relocation logistics will be fully handled by the consultant and tracked throughout the entire process so timely updates can be given to the client. Local, trusted businesses will be used for framing, shipping, handling, and installing depending on the state in which the client resides. Throughout the entire experience with McColl Consulting, the consultant will create a personalized inventory system for the client with the typical cataloguing information along with location of objects and proposed installation ideas.

1.4 – Structure
McColl Consulting’s main office is situated in Atlanta, Georgia. We find it important to be located near the clients we will be assisting, ultimately in the Southern region in the United States. McColl Consulting will take the opportunity to pull works from local, regional, and national galleries depending on the collecting goals of the client.
1.5 – Market
McColl Consulting targets high net worth individuals (HNWIs) and corporations who wish to have a personalized approach to the acquisition and installation of their collections. These clients look to enhance their environments through works by international and national artists. Clients look to art to enhance their environment, particularly corporations who are focused both on the visitor and employee daily experience. McColl Consulting will assist each client determine their collecting goals and achieve those through the installation of thought-provoking, environment enriching works.

1.6 – Management Team
Virginia McColl, Founder and Owner of McColl Consulting, grew up in Atlanta, Georgia. She received her BA in Communication Studies with a minor in Art History from Rollins College in Winter Park, Florida and her MA in Art Business from the Sotheby’s Institute of Art in New York. Virginia has worked for local Atlanta art businesses, including ConsultArt and The High Museum of Art, Atlanta. She gained further experience in the arts through continuing education at Sotheby’s and positions at Blue Medium and Winston Art Group in New York. She has an interest and knowledge in the art market and Art Business, specifically in the advisory and collection management sector of the industry. As the sole owner, Virginia is responsible for McColl Consulting’s daily operations and has the needed background to navigate the art market on behalf of individual and corporate clients.

1.7 – Competitors
The art advisory and consulting industry is relatively large, but can still be characterized as a “mom and pop” business. Like many industries, there is a distinct opening for small, flexible, and personalized firms. McColl Consulting brings that fresh approach to the industry by providing services to help each individual client with their specific needs. Each competitor brings similar services to the market, but as a consultant you have to ensure that the client remains the sole focus of the business. McColl Consulting places the client as the top priority, ultimately allowing them to have the majority vote in the experience and proposals. Having worked for two advisory firms, Virginia has seen the ins and outs of the business and realizes the opportunity to set her business apart from the others. As a completely personalized, individual approach to the art consulting industry, McColl Consulting will help clients achieve their collecting goals with peace of mind.

1.8 – Pricing Strategy
McColl Consulting’s pricing will start on average with competitors in order to place their services within the market. With charging 10%-15% of the total value of work, McColl Consulting will be equal to competitors and given a fair chance, in regards to pricing, to gain business. As the business expands and clients begin to raise the prices on their acquisitions or commissions, McColl Consulting will have the opportunity to adjust the pricing strategy. However, in the beginning in order to build a trusting client list and maintain a realistic budget per client, the commission will stay at 10-15% per object.
2.0 Business Description

2.1 – Services
McColl Consulting will evaluate each client based on their individual collections and goals in regards to acquisition and disposition. As a full-service firm, the consultant will ensure that each client gains a completely individualized approach and evaluation of their collection before proceeding with any further services.

Services will be broken into four sectors: acquisition, disposition, relocation, and management. All services are for fine art and additional assets, such as jewelry, silver, firearms, and other collectible items. Clients can approach McColl Consulting for one or multiple sectors, depending on their own collection goals and needs.

<table>
<thead>
<tr>
<th>ACQUISITION</th>
<th>DISPOSITION</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Targeted searches for all works of art</td>
<td>• Solicitation of proposals</td>
</tr>
<tr>
<td>• Unbiased advice on condition, price, authenticity, and quality</td>
<td>• Single point of contact for all communication needs</td>
</tr>
<tr>
<td>• Access to primary and secondary markets and private sources</td>
<td>• Competitive sales solutions for estate and household clear-outs</td>
</tr>
<tr>
<td>• Complete confidentiality</td>
<td>• Comparative analysis of sales options</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>RELOCATION</th>
<th>MANAGEMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Coordination of all logistical planning</td>
<td>• Specialized inventory software</td>
</tr>
<tr>
<td>• Supervise de-install and re-install process</td>
<td>• Annual inspections and condition reports</td>
</tr>
<tr>
<td>• Handle all conservation needs</td>
<td>• Appraisal reports based on needs</td>
</tr>
<tr>
<td>• Present updated inventory locations</td>
<td>• Coordination of all logistical planning</td>
</tr>
</tbody>
</table>

2.2 – Acquisition
Whether acquiring a single work or building an entire collection, McColl Consulting will help to achieve the client’s vision and guide them throughout the purchasing process. The consultant will establish an understanding of the client’s needs through in-person meetings and extensive debrief of the existing collection and/or collecting goals. With access to the primary market, secondary market, and private sources, each client will be given a personalized approach through the research period and be presented with a thorough acquisition proposal. For individual collectors, personal gallery and art fair tours will be used to show how different mediums give towards the ultimate vision and the accessibility of art to the general public. The consultant will meet with the architects and design teams of corporate clients to determine suitable areas for artworks, appropriate lighting, and discuss how to integrate the acquired works into the interior space. The client, whether individual or corporate, will have complete control over the budget range and final acquisitions.
2.3 – Disposition
The sale of works from a client’s collection will be personalized for the given collecting patterns and price range of objects. Before sale proposals are designed, hired experts will be used to complete an updated appraisal in order to determine the Fair Market Value of the items to be sold. This will allow the consultant to determine the auction houses and private buyers that may be interested in the client’s selected items or entire collection. Once the proposals have been sent, the consultant will create a comparative analysis of sale options in order to give the client a full understanding of each sale option and the terms and conditions that may accompany. Once the sale option has been decided, the consultant will handle the next steps to ensure a smooth and quick sale.

2.4 - Relocation
The movement of works, whether to a new office, new home, or in and out of storage, will be handled completely by McColl Consulting. The consultant will be the single point of contact for all logistic planning regarding the relocation of the collection. From re-framing to shipping and handling to installing, each work will be trusted with local experts within the industry, helping to give back to the local business community of the client’s new location. If a client wishes to relocate an item into storage then the consultant will find a proper storage facility that has the tools to store works of art and collectible assets of different mediums. The storage facility will be located within close proximity to the client’s home base in order to ease inventory matters throughout the moving process.

2.5 – Management
Many clients may not understand the importance of inventory management that goes along with building a collection of fine art and other collectible assets. McColl Consulting will present each client with personalized collection management software. This software will house images of each item, proper catalogue information, current location, and a list of all condition and appraisal reports completed on the given item. The software will be accessible by both the client and the consultant, ultimately allowing the client to see where a specific piece is at any given time or how recent an object has been appraised. The inventory will allow for a streamline process for the disposition and relocation of works as well.

2.6 – Client Benefits
McColl Consulting takes every client as a top priority. While clients may be individuals or corporations, they each can expect to be given the same full-service experience. The benefits listed below show a snapshot of what one may experience –

<table>
<thead>
<tr>
<th>Individual, Personalized Approach</th>
<th>Complete Client Confidentiality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Collection Management Software</td>
<td>Updated Appraisal and Condition Reports</td>
</tr>
<tr>
<td>Reflection of Collection Values and Goals</td>
<td>Preparation for Risk Management</td>
</tr>
<tr>
<td>Curated Installation Proposal</td>
<td>Opportunity for Private Commissions</td>
</tr>
<tr>
<td>Private Gallery and Art Fair Tours</td>
<td>Access to Wide Range of Galleries</td>
</tr>
</tbody>
</table>
3.0 **Competitive Analysis**

3.1 – Industry Competitors
McColl Consulting’s local and national competitors are listed below. While these companies offer many of the same services and access to the art market through knowledgeable advisors, McColl Consulting ensures that each client gains a personalized approach to the process and top priority.

A. **ConsultArt**
McColl Consulting’s local competitor is an art-consulting firm based in Atlanta, Georgia. They offer similar services to allow real estate and law firms add Contemporary artworks to office environments. ConsultArt purchases works from local artists and galleries in relation to the project location. While they do add valuable works to corporate collections, ConsultArt seems to lack the time and passion to propel their client’s collections to the next level. McColl Consulting will present clients with proposed works from all areas of the nation, rather than just local to aid in bringing their collection to the next step.

B. **A-R-T & Associates**
Another local competitor in Atlanta, Georgia is A-R-T & Associates, which is characterized as “a full service experiential design solution provider.” Similar to McColl Consulting, A-R-T & Associates focuses on the visual experience of art when it comes to interior design. However, they deal with a majority of interior branding through vinyl and history wall curating rather than acquisition of fine art works. While McColl Consulting does speak to each individual and corporate client’s vision and mission, the consultant wants to incorporate fine art into interior spaces to balance the use of personal items with company vinyl branding.

C. **Winston Art Group**
McColl Consulting’s national competitor is considered the leading independent art appraisal and advisory firm based in New York, New York. The Winston Art Group advisory team offers many of the same services when dealing with the acquisition, disposition, and relocation of collections. The collection management department offers the same individualized services as McColl Consulting, but on a much larger scale. While the services are comparable, McColl Consulting will keep the client list much smaller to ensure that time management is a priority when dealing with client projects.

D. **Vick Art Advisors**
Another New York based firm, Vick Art Advisors manages both private and corporate collections. With similar services to McColl Consulting, Vick Art Advisors sets themselves apart with 25 years of experience within the advisory field and art market. McColl Consulting believes this competitor is more of a role model as to how the company can grow to be something of similar stature. For McColl Consulting clients, such a renowned company as Vick Art Advisors may be daunting, so we will offer a similar approach on a smaller scale.
3.2 – Competitive Advantage
Unlike other companies of our likeness, McColl Consulting specializes in a full-service, personalized experience for each client. Though we offer many of the same services as our competitors, both locally and nationally, we recognize that dealing with collections of fine art and additional assets is a priority of our clients. Each client will be considered based off their own collection needs, whether that is considered part of the firm’s service list or not. Setting us apart from our competitors, we provide one-on-one meetings with clients; collaborations with architects and design teams, personal tours of galleries and art fairs, and comparative sale analyses, ultimately ensuring that art works are bought with purpose, sold with a competitive edge, and relocated to enhance an environment. We maintain an entire inventory of the collection from start to finish - the perfect way of showing how important management is to the success of a collection.
4.0 Operations Plan

4.1 – Operating Expenses

<table>
<thead>
<tr>
<th></th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Website</td>
<td>$3,000</td>
<td>$500</td>
<td>$500</td>
</tr>
<tr>
<td>Marketing Efforts</td>
<td>$300</td>
<td>$300</td>
<td>$300</td>
</tr>
<tr>
<td>Legal Team Retainer</td>
<td>$2,000</td>
<td>$2,000</td>
<td>$2,000</td>
</tr>
<tr>
<td>Travel</td>
<td>$5,000</td>
<td>$5,000</td>
<td>$5,000</td>
</tr>
<tr>
<td>Hotel Expenses</td>
<td>$1,500</td>
<td>$1,500</td>
<td>$1,500</td>
</tr>
<tr>
<td>Exhibition/Fair Entry</td>
<td>$500</td>
<td>$500</td>
<td>$500</td>
</tr>
<tr>
<td>Entertaining Events</td>
<td>$2,000</td>
<td>$2,000</td>
<td>$2,000</td>
</tr>
<tr>
<td>Networking Events</td>
<td>$500</td>
<td>$500</td>
<td>$500</td>
</tr>
<tr>
<td>ArtNet Database</td>
<td>$450</td>
<td>$450</td>
<td>$450</td>
</tr>
<tr>
<td>External Hires</td>
<td>$5,000</td>
<td>$5,000</td>
<td>$5,000</td>
</tr>
<tr>
<td>Accountant</td>
<td>$2,000</td>
<td>$2,000</td>
<td>$2,000</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$22,250</strong></td>
<td><strong>$19,750</strong></td>
<td><strong>$19,750</strong></td>
</tr>
</tbody>
</table>

At the start of McColl Consulting, virtual bookkeeper system and external hires will be used to help support the business in the first few years. As the company grows, the consultant will reassess the need for an in-house accountant and appraiser as well as additional advisors depending on client needs. While many expenses will be later billed back to the client, such as travel and hotel expenses or the need for external hires, the consultant will keep track of all records and bills throughout the timeline with the collection. All records will be sent to the client along with the final acquisition budget so that they can confirm each transaction before the final payment is due.
5.0  Marketing Plan

5.1 – Target Market
McColl Consulting plans to attract individual and corporate clients in the Southern region of the United States, states such as Georgia, The Carolinas, and Texas. These clients have the available funds to purchase works of art and other collectible assets, such as firearms, jewelry, silver, and antiques. With a growing market and strong source for new jobs, the Southern United States presents an opportunity for new, personalized art businesses to thrive. Clients will feel more comfortable approaching the art market through McColl Consulting due to the knowledge of the region and collecting trends, as well as experience and education in the art market. McColl Consulting strives to make each client feel comfortable and excited about the process of building a collection of fine art and other collectible assets.

5.2 – Market Penetration
McColl Consulting will utilize existing connections in Atlanta, Georgia, Charlotte, North Carolina, and Dallas, Texas to establish their first individual and corporate clients. These initial connections will be crucial to a successful first year for McColl Consulting and helping to spread the word to more clients in the future. The first private and corporate clients will help to create a reputation for the consulting firm, ultimately leading to a strong source of new business as the company continues to grow. Word-of-mouth will be the main source of marketing, as client experience and referral is the driving source for the success of the business. The consultant will use all opportunities to network with industry insiders, such as contractors, architects, and interior designers. The insiders will help to grow the business by sharing contacts with the consultant for collaborations on upcoming projects, ultimately gaining the trust of new clients. Clients will have the opportunity to attend art fairs and private gallery and museum tours with the consultant to gain knowledge of the art market. These trips can be used in the beginning of the consulting process to gain an understanding of the client before the collection is discussed, ensuring that the client feels the consultant is trustworthy and going to work in their favor. With the addition of a proper website and a maintained social media feed, clients will be able to see just what McColl Consulting is all about and the services provided to both individual and corporate clients.

5.3 – McColl Consulting’s Branding
Just like the rest of the McColl Consulting experience, the branding used will help to individualize clients’ collections to speak to their own vision and goals. All materials sent to the client will be presented with an individualized client number and quick summary of the project currently being worked on. This will help the client and the consultant keep each interaction separate and show how the collection has grown or refined from project to project. Each acquisition proposal will be accompanied by a budget summary, artists’ biographies for each work, and a timeline for the project. Disposition proposals will include sale comparisons and a timeline as well. These materials will be sent or delivered to the client in spiral bound packets for their records, but also maintained on the main server and database at McColl Consulting for future project needs for each collection and client interaction.
6.0 **Financial Plan**

6.1 – Revenue Model

Given the type of business, McColl Consulting has set up a revenue model based off conservative estimates. The number of clients may not grow by five each year, but for the initial estimate we believe that adding five each year seems legitimate with the marketing efforts described above.

<table>
<thead>
<tr>
<th></th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Clients</td>
<td>5</td>
<td>10</td>
<td>15</td>
</tr>
<tr>
<td>Average Bill</td>
<td>$20,000.00</td>
<td>$20,000.00</td>
<td>$20,000.00</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$100,000.00</strong></td>
<td><strong>$200,000.00</strong></td>
<td><strong>$300,000.00</strong></td>
</tr>
<tr>
<td>% Growth</td>
<td>----------------</td>
<td>100%</td>
<td>50%</td>
</tr>
<tr>
<td>Incidental Costs</td>
<td>$5,000.00</td>
<td>$5,000.00</td>
<td>$5,000.00</td>
</tr>
<tr>
<td><strong>Total Incidentals</strong></td>
<td><strong>$25,000.00</strong></td>
<td><strong>$50,000.00</strong></td>
<td><strong>$75,000.00</strong></td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td><strong>$75,000.00</strong></td>
<td><strong>$150,000.00</strong></td>
<td><strong>$225,000.00</strong></td>
</tr>
<tr>
<td>% Margin</td>
<td>75.0%</td>
<td>75.0%</td>
<td>75.0%</td>
</tr>
</tbody>
</table>

The model estimates that each client will spend $20,000 a year, which is the sum of all the 10% commission transactions over the course of a year. For example, if a client chooses to purchase one work of art a year for $200,000, then the consultant will make a total of $20,000 off the commission fee. Each of the client’s incidental costs will be a total of the operating expenses that are billed back to the client, such as external hires or travel expenses. This number may differ from client to client, but for the start $5,000 will be the estimate. The consultant may have to end up charging extra hours per client if any of the services need extra attention or priority.
7.0 Pilot Test

7.1 – Why a Pilot?
As a new company in the art market, McColl Consulting wants to ensure that each client is given a personalized, full-service experience. The consultant wants to use the above business plan on a pilot client first before presenting the services to the market. Atlanta-based company, Cousins Properties, has agreed to the pilot test with McColl Consulting. Cousins Properties will be treated like any other client and given the opportunity to choose from the lists of services where they see fit for their own collection needs. Through this pilot study and interactions with the Cousins Properties design team, McColl Consulting will be able to refine the above services and overall client experience before presenting the business into the art market.

7.2 – Client Profile
Cousins Properties (NYSE: CUZ) is a real estate investment trust based in Atlanta, Georgia. Founded in 1958, Cousins Properties is experienced with development, acquisition, leasing, and property management of office towers throughout the Southern United States. Today, the company currently manages a 15 million-square-foot office portfolio in the high-growth markets of Atlanta, Austin, Charlotte, Tampa, and Tempe. Throughout each project, Cousins is committed to creating value for customers through attractive investment opportunities by understanding each individual business strategy and through exceptional customer service.

7.3 – Company Space
With the sale of 191 Peachtree Tower, Cousins Properties has relocated their headquarters from downtown Atlanta to the affluent uptown district of Buckhead. The headquarters is now positioned on an entire floor of 3344 Peachtree, another Cousins owned property. With the relocation of headquarters, Cousins Properties has used the opportunity to dispose of collection items, reinstall works from storage, and create a budget for new acquisitions. The design of the space includes glass and concrete walls, glass doors, wood accents, and the use of vinyl branding. McColl Consulting has taken into account all design elements in order to best propose new works for the collection of this prominent real estate firm. Below is the floor plan of the space with red lines proposing all areas where new acquisitions can be placed.
7.4 – Collection History
Initially, Tom and Anne Cousins, the founder of Cousins Properties and his wife, started the collection for their own personal pleasure. As the company continued to grow, the collection was transferred to the hands of Cousins Properties to manage and install within newly built properties. Having acquired according to their tastes, many of the objects did not pertain to the company’s values and mission and have been accessioned or given as permanent loans to local institutions. Today, the collection maintains the goal of collecting Contemporary works from artists that adhere to the values and aesthetic of the Cousins environment.

7.5 – Collection Goals
Having met with the design team and become familiar with the core values of Cousins Properties, McColl Consulting believes that two values, community involvement and empowerment, speak to the existing collection and have focused the search for new acquisitions. For community involvement, McColl Consulting looked to galleries within the greater community of Cousins Properties, rather than just in Atlanta. For empowerment, McColl Consulting wanted to ensure that the acquired works add to the overall workplace environment. Lastly, the company requested that if possible the acquired works utilize repurposed materials. With each new property, Cousins Properties strives to reuse materials when possible, so for the collection to speak to that value as well would be a win-win.

7.6 – Acquisition Budget
The following budget reflects the prices associated with the acquisition of seven new works.

<table>
<thead>
<tr>
<th>Proposed Acquisition</th>
<th>Purchas Price</th>
<th>Estimated Framing</th>
<th>Estimated Shipping</th>
<th>Estimated Installation</th>
<th>Proposed Total</th>
<th>Potential Commission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charles Farrar, Homage to Sharecroppers, 2018</td>
<td>$4,200</td>
<td>$0</td>
<td>$200</td>
<td>$200</td>
<td>$4,600</td>
<td>$420</td>
</tr>
<tr>
<td>Olu Amoda, Fall ii, 2016</td>
<td>$15,000</td>
<td>$0</td>
<td>$0</td>
<td>$200</td>
<td>$15,200</td>
<td>$1,500</td>
</tr>
<tr>
<td>Olu Amoda, Winter ii, 2016</td>
<td>$15,000</td>
<td>$0</td>
<td>$0</td>
<td>$200</td>
<td>$15,200</td>
<td>$1,500</td>
</tr>
<tr>
<td>Olu Amoda, Spring ii, 2016</td>
<td>$15,000</td>
<td>$0</td>
<td>$0</td>
<td>$200</td>
<td>$15,200</td>
<td>$1,500</td>
</tr>
<tr>
<td>Olu Amoda, Summer ii, 2016</td>
<td>$15,000</td>
<td>$0</td>
<td>$0</td>
<td>$200</td>
<td>$15,200</td>
<td>$1,500</td>
</tr>
<tr>
<td>El Anatsui, Blue Variation, 2015</td>
<td>$20,000</td>
<td>$600</td>
<td>$500</td>
<td>$200</td>
<td>$21,300</td>
<td>$2,000</td>
</tr>
<tr>
<td>El Anatsui, Pewter Variation, 2015</td>
<td>$20,000</td>
<td>$600</td>
<td>$500</td>
<td>$200</td>
<td>$21,300</td>
<td>$2,000</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td><strong>$104,200</strong></td>
<td><strong>$1,200</strong></td>
<td><strong>$1,200</strong></td>
<td><strong>$1,400</strong></td>
<td><strong>$108,000</strong></td>
<td><strong>$10,420</strong></td>
</tr>
</tbody>
</table>
7.7 – Acquisition Proposal

Charles Farrar (b. 1947)
Homage to Sharecroppers, 2018
Spalted Maple
Shown Format – 60 x 48 inches
Elder Gallery, Charlotte, NC

Olu Amoda
Season (Fall ii), 2016
Welded Mild Steel Stamped Leafs
53 inches
Mason Fine Art, Atlanta, GA

Olu Amoda
Season (Winter ii), 2016
Welded Mild Steel Stamped Leafs
48 inches
Mason Fine Art, Atlanta, GA

Olu Amoda
Season (Spring ii), 2016
Welded Mild Steel Stamped Leafs
47 inches
Mason Fine Art, Atlanta, GA
Olu Amoda
Season (Summer ii), 2016
Welded Mild Steel Stamped Leafs
53 inches
Mason Fine Art, Atlanta, GA

El Anatsui
Blue Variation, 2015
Pigment print with hand collage and copper wire
25 x 32 x 3.75 inches, Edition of 10
Benefit Print Project, New York

El Anatsui
Pewter Variation, 2015
Pigment print with hand collage and copper wire
25 x 31 x 4.25 inches, Edition of 10
Benefit Print Project, New York
8.0 References

ConsultArt - https://www.consultartinc.com/
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