

Introduction

Purpose

This plan aims to articulate the goals and objectives of the Brockville Museum for the period of 2020-2025 by establishing priorities that will be used in the decision-making process of how resources, both human and financial, are allocated during this period.

Method

This plan was created as a result of a six-month process that took place between June and December 2019 that involved the Museum Board of Management, museum staff, and the community. In June, a brief survey was circulated to the Board of Management and staff to evaluate progress on the museum's existing Strategic Plan (2014-2019). A brain-storming session with the Board of Management was conducted at the July meeting, with a follow-up session at the September meeting. In October an online and print survey was circulated through the community, which included distribution to Members of the Friends, Museum Volunteers, City Staff, Facebook and Twitter followers, and was further circulated by Downtown Brockville through Facebook to their followers. A previous community survey conducted in December 2017/January 2018 was also used in the development of this plan.

Mission

The Brockville Museum is committed to preserving and promoting the history of Brockville through continuing quality exhibits and education programs. The museum activities are strongly supported by an expanding collection of related artifacts and archival material.

The Brockville Museum grows with, and for the community, providing a source of knowledge on the heritage of Brockville for present and future generations.

Message

Brockville's history is one of prominent manufacturers, formidable wealth, fascinating historical figures, and vivacious ordinary people all interconnected by a dynamic river.

Vision

To be consistently *relevant* (relate our place in local and international conversations), *unique* (as stewards of this community's irreplaceable material culture), *and inspiring* (sharing human stories of challenge and success)

- Visitors and residents of all ages and backgrounds feel welcome and inclined to actively support the museum
- Offer unique and professional products (programs and events), experiences (exhibits and programs), and services (research and collection care and access)
- Meet or exceed provincial museum standards and best practices
- Actively participate in creating tomorrow's Brockville

Summary

The Museum has done well to achieve most of the goals it set out in 2014. Visitor attendance has almost doubled, most of the exhibits are all-new (with one winning a provincial award), great progress has been made to get most of the collection online, and the museum has made some progress identifying solutions to outstanding physical plant issues. Our challenge moving forward will be to continue to increase the visibility of the museum, to deliver the desired levels of programming within our limited resources, and to continue to attract tourists and a more diverse audience. Our success will lie in our ability to continue to professionally deliver the core services synonymous with "museum" while strategically pushing boundaries and expectations in the subject matter we cover in our programs and exhibitions. We will also have to continue to assertively advocate for the museum's position in Brockville's growing tourism economy and for the museum's long-term physical plant needs. The goal in all we do should be to reflect our mission, vision and to demonstrate our relevance to our community.

The goals outlined in this document support the current Council's priorities in terms of focusing on the city's Tourism and Cultural assets. (September 10, 2019)

Long Term Goal

This plan aims to identify short-term priorities and actionable items based on the five year period 2020-2025; however, these plans do not exist in a vacuum. All short-term plans detailed in this document are designed to support the museum's primary long-term goal:

• The expansion of the Brockville Museum through its relocation, to occur by April 2, 2032, as the desired solution to addressing increasing physical plant pressures (space), issues (flooding), and needs (environmental controls, standards and best practices) that exist, and which cannot be overcome, at the museum's current location.

Strategic Pillars

All priorities and action items identified in this plan support six guiding principle objectives:

- A. Continue to Increase Museum Visitation
- B. Diversify and Increase Revenue by Increasing Participation
- C. Grow Community Support for the Museum and for the 2032 Project
- D. Improve and Update Governance and Reporting Structures
- E. Be Good Stewards of Our Community's History
- F. Pursue our Vibrant Future by working towards 2032 Plans

Short Term Actions

In support of the six strategic pillars and our need to demonstrate relevance, nine specific short-term priority actions were identified by the Board of Management. The public was asked to help rank those priorities. As a result of this input, these nine short-term priority actions have been divided into "high priority" and "low priority", but all nine will remain guiding actions over the next five years.

High Priority Actions

- 1. Focus on continuing to offer a dynamic and aggressive schedule of new, temporary, travelling, and changing exhibits that are relevant and engaging
- 2. Work to enrich the museum-going experience for families, children, and youth by incorporating more hands-on, experiential, and youth-focused activities into new and existing exhibits
- Increase the museum's profile and visibility in the community by attending more local festivals and events with engaging and mission-driven displays and seeking out new and unique opportunities to reach new audiences through pop-ups and barrier-removing outreach initiatives
- 4. Continue to engage the online community through social media posts that share Brockville's history and show the work we do to save and share Brockville's past
- 5. Finish the Open Drawer Project: ensure that every object in our collection has been recataloged, made available online, and has an image attached

Low Priority Actions

- 6. Investigate and pilot PA Day and March Break programming opportunities with the aim of increasing the museum's profile as a family-friendly attraction and to help develop the next generation of museum supporters
- 7. Explore opportunities to increase the museum's hours of operation to better serve all audiences
- 8. Develop and offer more events specifically geared towards the 19+ audience which offer unique museum-going experiences after-hours and expand the museum's audience
- 9. Install free public wi-fi throughout the museum galleries to better serve tourists and promote social sharing; simultaneously develop enriched exhibit content available online in-gallery

"Other" Actions

Additional actions were identified by the Board of Management and staff for most of the principle objectives. These "other" actions are less public in nature and are based more in governance and operation. These "other" actions are defined where appropriate.

The Strategic Plan

Achieving Success

The Brockville Museum is focused on its long-term goal of relocating to a larger and more suitable building by 2032. In order to achieve this goal, the museum must demonstrate relevance, continue to build community support, and increase its visibility in the community. Increased programming and community presence have been identified by the public as a primary means for reaching this level of support and visibility, but are regrettably not realistic with the current museum staffing levels. Many of the goals described in this document are dependent upon securing an increase in staffing resources and funding levels.

The Plan

The following pages break down the museum's principle objectives with specific goals and actions.

A. Continue to Increase Museum Visitation

Between 2013 and 2019 the Brockville Museum was able to almost double general admission to the museum. In 2016, the museum switched from a set admission fee to admission-by-donation. Although per-person admission rates decreased slightly, overall admission revenue steadily increased alongside visitation. In 2017 the Museum reduced its summer hours of operation by not opening on Sundays (5 hours per week), although evening hours were added starting with two hours on Fridays in 2015, increasing to a total of four hours spread over Thursdays and Fridays in 2019.

Goals:

- Increase visitation by 50%
- Increase admission revenue by 50%
- Increase incoming group tours by 50%
- Increase "children and youth" visitors to a consistent 20% of total visitation

- General Admissions
- Group Admissions (not including school groups)
- Revenue from Admissions
- Length of Visit
- Percentage of visitors categorized as "youth" and "young children" (not including school groups, summer season only)
- Hours Open
- Number of Social Media Followers
- Number of New, Temporary, and Travelling Exhibits

	High Priority Actions		Standard		Resources	Timeframe	
and aggressive temporary, trav	ntinuing to offer a dynamic schedule of new, velling, and changing re relevant and engaging	0 0	aim for 2 temporary exhibits per year aim to update/renovate 1 permanent exhibit every two years source funding opportunities to cover exhibit expenses establish budget account line of \$10,000 annually for exhibits	Exhibitions	•	Curator/Director (time) Requires increased funding for exhibits (budget, Friends, donations) Reference 5 year Exhibit Plan	On-Going
experience for youth by incorp experiential, ar	ch the museum-going families, children, and porating more hands-on, nd youth-focused activities xisting exhibits	0	find funding to cover costs re-develop backpack program to encourage new and repeat family visitation	Exhibitions & Interpretation	•	Curator/Director (time) Interpretation & Public Program Coordinator (time) Requires new funding (grants, budget, Friends, donations) Incorporate strategies into 5 year exhibit plan	On-Going
visibility in the more local fest	museum's profile and community by attending ivals and events with nission-driven displays and	0	allocate staffing resources specifically to this task seek summer employment funding to hire summer students	Community, Interpretation & Exhibitions	•	All Staff (time) Requires investment in additional funding (summer students/part	On-Going

seeking out new and unique opportunities to reach new audiences through pop-ups and barrier-removing outreach initiatives 4. Continue to engage the online community through social media posts that share Brockville's history and show the work we do to save and share Brockville's past	to carry-out this task seasonally attend 6 community events and carry- out 10 mini pop-ups annually and reach 500 people through these activities develop content that is on-brand and which adheres to our social media policy review social media policy annually and adjust as necessary to meet changing demands identify tools for measuring success and impact of social media efforts (beyond number of followers) recognizing that social media does not always translate into visitation	Community, Interpretation & Education	time staffing) Networking with community partners to identify opportunities Curator/Director (time) – Facebook and Twitter Registrar (time) – Instagram Interpretation & Public Programmer (time) – YouTube (BMuse)	On-Going
	ority Actions	Standard	Resources	Timeframe
7. Explore opportunities to increase the museum's hours of operation to better serve all audiences 9. Install free public wi-fi throughout the museum galleries to better serve tourists and promote social sharing; simultaneously develop enriched exhibit content available online in-gallery	 seek additional staffing resources to permit increase in hours work towards re-opening on Sundays during the summer and extending weekend hours into the shoulder season 	Community, Interpretation & Exhibitions	 Requires new funding to increase staffing levels Board to lobby Curator/Director work to incorporate into future budgets Curator/Director to get into budget and develop policy (Capital Program incremental item) Curator/Director and Interpretation & Public Programmer to develop enriched content (time) 	By 2025 Wi-Fi by 2022 Enriched content by 2024
	er Actions	Standard	Resources	Timeframe
Investigate opportunities to increase marketing reach (accessing more marketing funds, collaborating on marketing initiatives, working with the City/Tourism to improve ability to leverage marketing dollars)		Community	 Community Engagement Officer (time) Curator/Director (time) to work with Economic Development and Tourism Office 	On-Going
Promote specific new exhibits to		Community	Community Engagement	On-Going

potential incoming tour groups		Officer (time) liaise with Tour companies	
Train front desk volunteers and tourism partners to best explain "admission-by-donation" in a positive manner that doesn't imply "free", but rather solicits donations	Community	Community Engagement Officer (time) implement new recruitment, screening and training plan	On-Going
Ensure that the museum-going experience offers engaging entertainment for an average of 40 minutes or more	Exhibitions	 Curator/Director as part of exhibition design and collection of data through Front Desk Monitored through front desk visitor surveys 	On-Going

B. Diversify and Increase Revenue by Increasing Participation

The Brockville Museum has limited earned revenue opportunities and most of these opportunities require considerable staffing resources. Revenue opportunities include: admission, program fees, events, room rentals, and service fees (i.e. research). At present, program revenue (including events) and donation revenue (including gifts from the Friends), account for 4% of revenue each, while service fees (including room rentals) and admissions each only account for 1% of the museum's revenue each, for a total of just 10%.

Goals:

- increase annual revenue from donations to > \$25,000
- increase annual program and event revenue to > \$25,000
- increase annual revenue from fees for service to > \$5,000

- Revenue from Admissions
- Number of Room Rentals
- Revenue from donations (including Friends)
- Revenue from Programming (including Events)
- Number of FTE permanent staff
- Percentage of funding from Municipality
- Percentage of funding from Province (CMOG)

Low Priority Actions		Standard	Resources	Timeframe
6. Investigate and pilot PA Day and March Break programming opportunities with the aim of increasing the museum's profile as a family-friendly attraction and to help develop the next generation of museum supporters	 seek additional staffing resources to permit increase in number of programs offered increases revenue from new programming 	Interpretation	 Requires new funding to increase staffing levels Board to lobby Curator/Director work to incorporate into future budgets Interpretation & Public Program Coordinator to research and design new programming options 	By 2024
8. Develop and offer more events specifically geared towards the 19+ audience which offer unique museumgoing experiences after-hours and expand the museum's audience		Community & Interpretation	 Community Engagement Officer and Interpretation & Public Program Coordinator Requires additional staffing resources Requires more space (and appropriate space) for event functions 	2021-2024
Other Actions		Standard	Resources	Timeframe
Increase staffing resources by 1.3FTE to enable the museum to accommodate		Human Resources	Board to lobbyCurator/Director to work	By 2025

more room rentals and programs	to incorporate necessary funding into future budgets
Develop a fee structure, based on a cost recovery model, for research requests (that count volunteer time and maintenance of research materials as costs)	Research • Registrar (time) to work with Curator/Director and Board to create policy
Establish a donor recognition program	Community • Community Engagement On-Going Officer (time) research and develop plan
Review fees for programs and increase fees as justified	Interpretation Interpretation & Public Program Coordinator to review fees and make recommendations to Curator/Director and Board By 2021

C. Grow Community Support for the Museum and for the 2032 Project

Maintaining and building community support is essential for accomplishing the goals of the Brockville Museum and delivering on its mandate. At its core, the Brockville Museum is a community museum, in the service of the community. The Brockville Museum currently relies on volunteers for front desk operations and for helping with the collections through the Open Drawer Project.

Goals:

• Maintain volunteer levels (in relation to need)

- General Admissions
- Origin of Visitors (locals vs. tourists)
- Number of Social Media Followers
- Number of Volunteers
- Revenue from Donations (including Friends)
- Board of Management Vacancy Rate
- Number of Programs Delivered
- Funding Raised for 2032 (in the c/o the Friends)

High Dr	iority Actions	Standard	Resources	Timeframe
•	•			
3. Increase the museum's profile and	o allocate staffing resources specifically to	Community &	All Staff (time)	On-Going
visibility in the community by attending	this task	Exhibitions	Requires investment in	
more local festivals and events with	seek summer employment		additional funding	
engaging and mission-driven displays and	funding to hire summer students		(summer students/part	
seeking out new and unique	to carry-out this task seasonally		time staffing)	
opportunities to reach new audiences	 attend 6 community events and carry- 		 Networking with 	
through pop-ups and barrier-removing	out 10 mini pop-ups annually and reach		community partners to	
outreach initiatives	500 people through these activities		identify opportunities	
4. Continue to engage the online	o develop content that is on-brand and	Community &	Curator/Director (time) –	On-Going
community through social media posts	which adheres to our social media policy	Interpretation	Facebook and Twitter	
that share Brockville's history and show	review social media policy		 Registrar (time) – 	
the work we do to save and share	annually and adjust as necessary		Instagram	
Brockville's past	to meet changing demands		 Interpretation & Public 	
	 identify tools for measuring success and 		Programmer (time) –	
	impact of social media efforts (beyond		YouTube (BMuse)	
	number of followers) recognizing that		, ,	
	social media does not always translate			
	into visitation			
Low Priority Actions		Standard	Resources	Timeframe
6. Investigate and pilot PA Day and	 seek additional staffing resources to 	Interpretation	Requires new funding to	By 2024
March Break programming opportunities	permit increase in number of programs		increase staffing levels	

with the aim of increasing the museum's profile as a family-friendly attraction and to help develop the next generation of museum supporters	offered o increase revenue from new programming		 Board to lobby Curator/Director work to incorporate into future budgets Interpretation & Public Program Coordinator to research and design new programming options 	
7. Explore opportunities to increase the museum's hours of operation to better serve all audiences	 seek additional staffing resources to permit increase in hours (seeking 5FTE positions) work towards re-opening on Sundays during the summer and extending weekend hours into the shoulder season 	Community & Human Resources	 Requires new funding to increasing staffing levels Board to lobby Curator/Director work to incorporate into future budgets 	By 2025
Otho	er Actions	Standard	Resources	Timeframe
Ensure Volunteer program is fulfilling and engaging	 establish a matrix for measuring volunteer fulfillment and engagement investigate and evaluate volunteer incentive programs include volunteer opportunities in next phase of Open Drawer Project establish consistent volunteer recognition program (that doesn't cost money) maintain a public listing of current volunteer opportunities and promote opportunities regularly 	Community	Community Engagement Officer (time)	On-Going

D. Improve and Update Governance and Reporting Structures

The Brockville Museum Board of Management was established by a City by-law in 1981. That by-law has been amended several times up until the 1990s to adjust the number of board positions, but has never been completely updated. Communication and reporting structures between the museums staff, the board, and City Hall have never been fully understood or written in policy. In 2019 the City of Brockville hired a new City Manager who seems inclined to make changes in this area. The Friends of the Brockville Museum have continued to be a vital source of financial support for the Brockville Museum, but the charitable organization has struggled over the past five years to clearly define themselves and to take a leadership role in fundraising.

Goals:

- Decrease board vacancy to 10% or less
- Increase staffing levels by 1.3FTE (bringing levels up to 5FTE)
- All policies are revised and updated
- Friends organization is self-sufficient and successful in fundraising efforts

- Number of missed opportunities
- Board of Management vacancy rate
- Number of FTE staff

Oth	Other Actions		Resources	Timeframe
Update Board of Management Terms of Reference and By-law	 Establish "board member" job description Identify needed skills 	Governance	Curator/Director with support of the Board in conversation with the City Manager – requires Council approval	By 2023
Update all Museum Policies	 Review policies annually Complete review of all policies (except Collections which was updated in 2018) 	Governance	Curator/Director (time) to review and update policies for approval by the Board	By 2023
Support the Friends to help them prosper	 ensure consistent and effective Board representation at Friends meetings 	Governance & Community	Community EngagementOfficer (time)Board of Management	On-Going
Create a staff succession plan	 Keep job descriptions current 	Human Resources	 Curator/Director (time) with support of all staff and board of management 	On-Going

E. Be Good Stewards of Our Community's History

All the community-facing services provided by the Brockville Museum (programs, exhibitions, and research) are supported by an irreplaceable collection of objects, documents, and photographs that represent Brockville's history. The first priority of the Brockville Museum must always be the stewardship of our community's history through the preservation, care, and maintenance of this collection.

Goals:

- The entire collection is online
- De-accessioned items have found new homes

- Number of deaccessioned items
- Number of items acquired
- Number of research requests
- Number of times the online database is accessed

High Pri	High Priority Actions		Resources	Timeframe
4. Continue to engage the online community through social media posts that share Brockville's history and show the work we do to save and share Brockville's past	 develop content that is on-brand and which adheres to our social media policy through posts, educate the public about the work we do with our collection 	Community & Collections	 Curator/Director (time) – Facebook and Twitter Registrar (time) – Instagram Interpretation & Public Programmer (time) – YouTube (BMuse) 	On-Going
5. Finish the Open Drawer Project: ensure that every object in our collection has been re-catalogued, made available online, and has an image attached	 Develop plan for including volunteers in next phases of Open Drawer Project Identify outstanding projects and assign volunteer resources to completing them where appropriate 	Collections & Community	 Registrar (with the support of volunteers) Community Engagement Officer – recruitment of appropriate volunteers 	By 2025
Other Actions		Standard	Resources	Timeframe
Complete a thorough review of the entire collection and make all necessary deaccessioning recommendations before 2025	 hold a public third-party auction by 2025 and use revenue to support the collection as per museum ethics and standards 	Collections	Curator/Director (time) in collaboration with Registrar and Board of Management (including Collection Committee)	By 2025
Continue to actively collect in a responsible manner adhering to the museum's Collection Policy	 focus on collecting priorities identified in the Collection Policy identify cost-effective storage solutions that make better use of existing storage to allow for a growing collection 	Collections	Registrar (time)	On-Going
Meet or exceed museum standards for the care and maintenance of a collection, including environmental controls and	 advocate for the collection's needs to Council and Facilities Department 	Collections, Conservation & Physical	RegistrarCurator/Director with assistance from the	On-Going

preventative conservation best practices		Plant	Board – making case to	
			Council and Facilities	
			Departments	
Create a digital preservation strategy	 carry-out research into best practices 	Conservation	Registrar (time)	By 2025
	 work with Board to approve policy 	& Collections		
Build a relevant education collection to	 communicate with prospective donors of 	Interpretation	Interpretation & Public	On- Going
engage and inspire audiences	need for education artifacts		Program Coordinator	
	 identify and solicit for desired pieces 		with the assistance of the	
			Registrar	

F. Pursue our Vibrant Future by working towards 2032 plan

In 2017 the Brockville Museum Board of Management identified the need to seek relocation of the museum into a different and larger facility. Heading into 2020 and beyond, significant progress will need to be made towards the goal of opening a new museum in 2032, the 200th anniversary of Brockville's incorporation.

incorporation.						
Goals:		Key Performance	Indicators:			
 25% of costs raised 		 Amount of 	 Amount of funding raised for 2032 (in the c/o the Friends) 			
Oth	er Actions		Standard	Resources	Timeframe	
Begin Fundraising Campaign	 Create Reserve Fund Establish a donor recogn (i.e. donor wall, levels a on corporate donors) 		Community, Physical Plant, Governance & Finance	 Community Engagement Officer working with the Friends Curator/Director (time) working with City Hall Friends organization work on fundraising 	On-Going	
Make notable progress on 2032 Project	 Feasibility Study is complication identifies size requirement considerations) Location for new museu Secure Council support (i.e. Council is allocating to this project and it is owner pear plan) Establish "key" communication partners/supporters who project forward 	ents and other um is selected for the project g funds annually on the city's 10-	Governance & Physical Plant	Curator/Director working with Board of Management, 2032 Committee, and liaising with Senior City Management	Ву 2025	

Offer a dynamic schedule of new, temporary, and Complete Feasibility Study for a new museum changing exhibits that are relevant and engaging and which incorporate hands-on, experiential, and youth-Begin Fundraising with a Reserve Fund and donor Pursue our focused activities Increase Visitation recognition program in place **Vibrant Future** Investigate opportunities to increase marketing reach Get the new museum (for 2032) on the City's longterm plan Explore opportunities to increase hours of operation Finish the Open Drawer Project Investigate and develop programs and ensure that our entire and events geared towards Vision: children and families as well as a collection is online The Brockville 19+ audience Be Good Stewards of Continue to collect with a focus on Museum is **Increase Participation** our established collecting priorities our Community's Increase staffing resources in order to provide more programming relevant, unique Complete a thorough review of the opportunities and inspiring. entire collection and make all Review service fees and establish necessary de-accessioning recommendations donor recognition program Attend more local festivals and events with engaging Update Board of Management Terms of Reference "pop-up museum" displays and By-law Continue to engage the online community through **Improve and Update Grow Community** Update all Museum Policies social media posts that share our collection and work Governance Support Support and promote the Friends of the Brockville Review and promote volunteer program and Museum organization opportunities

Brockville Museum Strategic Plan 2020-2025 Summary

Mission

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The Brockville Museum grows with, and for the community, providing a source of knowledge on the heritage of Brockville for present and future generations.

www.brockvillemuseum.com