



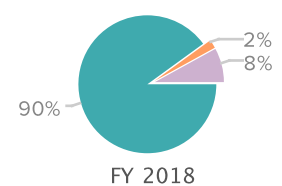
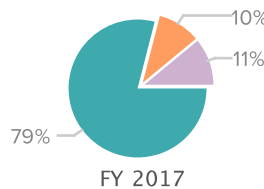
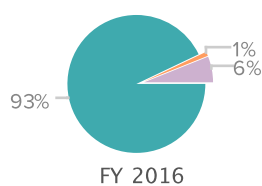
Organization Information

Organization name: Greater Flint Arts Council
 City: Flint Federal ID #: 382156116
 State: MI Year organization founded: 1967
 County: Genesee Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 12-31
 NISP Institution: 16 - Arts Council/Agency DUNS #: 163904642
 NTEE: A26 - Arts & Humanities Councils & Agenc Full-time staff: 2
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 3.5
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$18,432	\$26,722	45%	\$18,768	-30%
Earned Non-program	\$15,513	\$12,848	-17%	\$22,111	72%
Total Earned Revenue	\$33,945	\$39,570	17%	\$40,879	3%
Investment Revenue	\$6,294	\$39,273	524%	\$11,376	-71%
Contributed Revenue	\$495,935	\$296,705	-40%	\$458,190	54%
Total Unrestricted Operating Revenue	\$536,174	\$375,548	-30%	\$510,445	36%
Less in-kind			n/a		n/a
Total Unrestricted Operating Revenue Less In-kind	\$536,174	\$375,548	-30%	\$510,445	36%
Expenses by Functional Total					
Program	\$539,734	\$415,135	-23%	\$380,925	-8%
Fundraising	\$47,000	\$13,686	-71%	\$74,940	448%
General & Administrative	\$41,600	\$27,371	-34%	\$49,600	81%
Total Operating Expenses	\$628,334	\$456,192	-27%	\$505,465	11%
Less in-kind			n/a		n/a
Total Operating Expenses Less In-kind	\$628,334	\$456,192	-27%	\$505,465	11%
Net Unrestricted Activity - Operating	-\$92,160	-\$80,644	12%	\$4,980	106%
Net Unrestricted Activity - Non-operating		\$0	n/a	\$0	n/a
Total Net Unrestricted Activity	-\$92,160	-\$80,644	12%	\$4,980	106%
Net Temporarily Restricted Activity		\$72,286	n/a		-100%
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	-\$92,160	-\$8,358	91%	\$4,980	160%

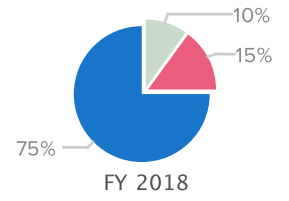
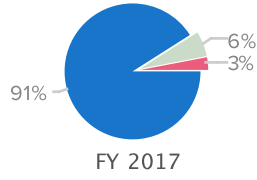
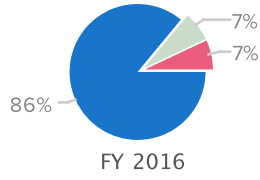
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$7,489	\$2,992	\$3,075	\$3,075		n/a
Admissions		\$13,863	\$5,695	\$5,695		n/a
Gallery sales	\$5,243	\$9,867	\$4,698	\$4,698		n/a
Fiscal sponsorship administration fees	\$5,700		\$5,300	\$5,300		n/a
Total earned - program	\$18,432	\$26,722	\$18,768	\$18,768	\$0	n/a
Earned - Non-program						
Food and concessions	\$0	\$0	\$2,500	\$2,500		n/a
Sponsorship revenue	\$13,465	\$9,450	\$16,800	\$16,800		n/a
Space rentals	\$2,048	\$3,398	\$2,811	\$2,811		n/a
Total earned - non-program	\$15,513	\$12,848	\$22,111	\$22,111	\$0	n/a
Total earned revenue	\$33,945	\$39,570	\$40,879	\$40,879		n/a

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$2,500	\$3,000	\$3,000	\$3,000		
Individual	\$6,042	\$19,886	\$6,800	\$6,800		
Corporate	\$1,800	\$0	\$0	\$0		
Foundation	\$419,159	\$305,734	\$368,190	\$368,190		
State government	\$58,434	\$40,371	\$80,200	\$80,200		
Federal government	\$8,000	\$0	\$0	\$0		
In-kind operating contributions	\$0	\$0	\$0			
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$495,935	\$368,991	\$458,190	\$458,190		
Operating investment revenue	\$6,294	\$39,273	\$11,376	\$11,376		
Total operating revenue	\$536,174	\$447,834	\$510,445	\$510,445		
Total operating revenue less in-kind	\$536,174	\$447,834	\$510,445	\$510,445		
Total non-operating revenue						
Total revenue	\$536,174	\$447,834	\$510,445	\$510,445		
Total revenue less in-kind	\$536,174	\$447,834	\$510,445	\$510,445		

Expense Details

	FY 2016 Total	FY 2017 Total	% Change	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$98,000	\$181,040	85%	\$168,175	-7%	\$100,905	\$67,270	\$0
Independent contractors	\$172,258	\$72,721	-58%	\$97,665	34%	\$97,665	\$0	\$0
Professional fees	\$18,100	\$9,718	-46%	\$11,295	16%	\$11,295	\$0	\$0
Total personnel expenses - Operating	\$288,358	\$263,479	-9%	\$277,135	5%	\$209,865	\$67,270	\$0
Non-personnel expenses - Operating								
Advertising and promotion	\$34,883	\$25,075	-28%	\$30,480	22%	\$25,190	\$5,290	\$0
Conferences and meetings	\$6,754	\$5,860	-13%	\$2,960	-49%	\$1,500	\$260	\$1,200
Dues and subscriptions	\$867	\$1,395	61%	\$1,560	12%	\$1,000	\$560	\$0
Grant awards and similar amounts paid	\$125,000	\$26,935	-78%	\$81,590	203%	\$81,590	\$0	\$0
Insurance	\$23,213	\$8,041	-65%	\$5,390	-33%	\$3,695	\$195	\$1,500
Occupancy costs	\$2,000	\$0	-100%	\$12,585	n/a	\$9,565	\$630	\$2,390
Office and administration	\$0	\$5,763	n/a	\$4,750	-18%	\$3,560	\$235	\$955
Printing, postage and shipping	\$9,524	\$10,183	7%	\$10,035	-1%	\$7,525	\$500	\$2,010
Travel	\$0	\$1,500	n/a	\$2,300	53%	\$2,300	\$0	\$0
Recording and broadcasting expenses	\$0	\$5,297	n/a	\$200	-96%	\$200	\$0	\$0
Royalties, rights and reproductions	\$250	\$240	-4%	\$245	2%	\$245	\$0	\$0
Exhibition costs	\$12,889	\$3,000	-77%	\$9,990	233%	\$9,990	\$0	\$0
Productions and events costs	\$83,068	\$60,173	-28%	\$24,700	-59%	\$24,700	\$0	\$0
Interest expense	\$314	\$6,009	1,814%	\$8,045	34%	\$0	\$0	\$8,045
Other operating expenses	\$14,995	\$0	-100%	\$0	n/a			
Depreciation	\$26,219	\$33,242	27%	\$33,500	1%	\$0	\$0	\$33,500
Total non-personnel expenses - Operating	\$339,976	\$192,713	-43%	\$228,330	18%	\$171,060	\$7,670	\$49,600
Total operating expenses	\$628,334	\$456,192	-27%	\$505,465	11%	\$380,925	\$74,940	\$49,600
Non-operating personnel expenses	\$0	\$0	n/a	\$0	n/a	\$0	\$0	\$0
Non-operating non-personnel expenses	\$0	\$0	n/a	\$0	n/a	\$0	\$0	\$0
Total expenses	\$628,334	\$456,192	-27%	\$505,465	11%	\$380,925	\$74,940	\$49,600
Total expenses less in-kind	\$628,334	\$456,192	-27%	\$505,465	11%			
Total expenses less depreciation	\$602,115	\$422,950	-30%	\$471,965	12%			
Total expenses less in-kind and depreciation	\$602,115	\$422,950	-30%	\$471,965	12%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$3,690	\$29,459	698%	\$65,157	121%
Receivables	\$31,625	\$17,840	-44%	\$17,840	0%
Investments	\$299,563	\$322,011	7%	\$322,009	-0%
Prepaid expenses & other	\$5,000	\$0	-100%	\$0	n/a
Total current assets	\$339,878	\$369,310	9%	\$405,006	10%
Non-current investments					
Fixed assets (net)	\$93,660	\$156,498	67%	\$160,592	3%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$93,660	\$156,498	67%	\$160,592	3%
Total assets	\$433,538	\$525,808	21%	\$565,598	8%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$24,124	\$7,345	-70%	\$7,362	0%
Loans & other debt	\$48,500	\$2,862	-94%	\$0	-100%
Deferred revenue			n/a	\$0	n/a
Total current liabilities	\$72,624	\$10,207	-86%	\$7,362	-28%
Non-current liabilities	\$0	\$163,045	n/a	\$196,607	21%
Total liabilities	\$72,624	\$173,252	139%	\$203,969	18%
Net assets					
Unrestricted	\$61,351	\$3,353	-95%	\$107,212	3,097%
Temporarily restricted		\$94,786	n/a		-100%
Permanently restricted	\$299,563	\$254,417	-15%	\$254,417	0%
Total net assets	\$360,914	\$352,556	-2%	\$361,629	3%
Total liabilities & net assets	\$433,538	\$525,808	21%	\$565,598	8%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	0	1	2
Total working capital -- Unrestricted	-\$32,309	\$9,900	\$143,227
Current Ratio	4.68	36.18	55.01
Debt Service Impact	8%	38%	40%
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$32,309	-\$75,676	\$21,227
Operating Margin	-17%	-2%	1%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio	79%	166%	183%

Months of Operating Cash -- Unrestricted represents the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. The ratio is calculated using unrestricted numbers only.

Total working capital -- Unrestricted consists of the resources available for operations, and in this report is calculated as unrestricted current assets minus unrestricted current liabilities. This is a conservative calculation of working capital and may differ from your internal calculations. Adequate working capital provides financial strength and flexibility to your organization, the ability to meet obligations as they come due, and the ability to take more risks, knowing there is a cushion to fall back on.

Current Ratio (Current Assets divided by Current Liabilities) determines the organization's ability to pay current debt using current assets. The higher the ratio, the more capable the organization is of paying its obligations. The ratio is calculated using unrestricted numbers only.

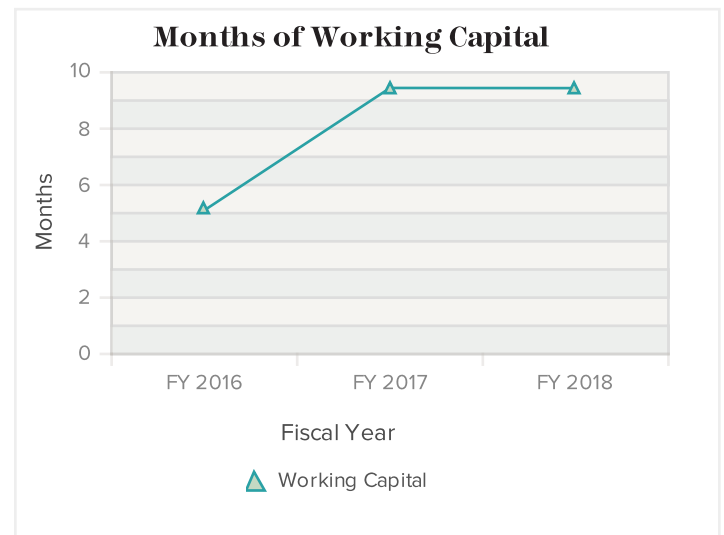
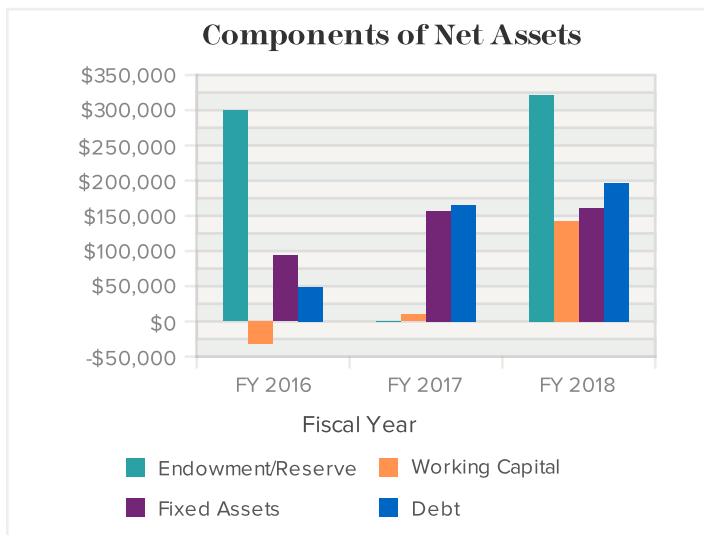
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based on unrestricted values for net assets and fixed assets, if an organization fills out a single column balance sheet and does not separate fixed assets into restricted and unrestricted categories, this value will be blank.

Operating Margin (Change in Net Assets divided by Total Unrestricted Operating Revenue) is a measurement of the organizations efficiency in operating, highlighting the amount of an organization's surplus or deficit.

Depreciation as a % of Fixed Assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props); especially significant for organizations that own a building or carry a long-term lease.

Leverage Ratio (Total Debt divided by Total Unrestricted and Temporarily Restricted Assets) determines how heavily the organization has borrowed. A number in excess of 50% may indicate a potential crunch.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	25,460	30,725	21%	26,560	-14%
In-person participation - free	544,610	644,912	18%	829,705	29%
Total in-person participation	570,070	675,637	19%	856,265	27%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	12,200	36,500	199%	44,000	21%
Screenings tickets	75	150	100%	1,600	967%
Admissions	30,000	36,000	20%	60,000	67%
Registrants for classes/workshops	150	25	-83%	225	800%
Students given private lessons	20	12	-40%	30	150%
Lecture attendees	125	150	20%	400	167%
Conference participants	300	200	-33%		-100%
Festival attendees	525,000	600,000	14%	750,010	25%
Participants of other events	2,200	2,600	18%	0	-100%
Total in-person participation	570,070	675,637	19%	856,265	27%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	100,000	130,000	30%	214,050	65%
Children served in schools	300	400	33%	60	-85%
Seniors	200,000	170,637	-15%	215,500	26%
Adults	270,070	375,000	39%	426,715	14%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
Virtual attendance	150,000	235,000	57%	235,000	0%
Sponsorship applicants	2	1	-50%	1	0%
Grant applicants	135	30	-78%	30	0%
Grant recipients	45	12	-73%	20	67%
Consulting/fee-for-service clients	50	108	116%	250	131%
Competition entrants	140	250	79%	250	0%
Competition winners	10	14	40%	15	7%
People engaged in advocacy	15	500	3,233%	600	20%

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	2	2	0%	2	0%
Full-time seasonal employees		0	n/a	0	n/a
Full-time seasonal employees - FTEs		2.08	n/a		-100%
Part-time permanent employees	1	4	300%	4	0%
Part-time permanent employees - FTEs	0.65	1.27	95%	1.45	14%
Part-time seasonal employees	0	1	n/a	1	0%
Part-time seasonal employees - FTEs	0	0.04	n/a	0.05	25%
Number of part-time or one-time volunteers	750	1,500	100%	1,500	0%
Part-time or one-time volunteers - FTEs	1.13	2.25	99%	2.25	0%
Independent contractors	3	300	9,900%	800	167%
Number of interns and apprentices	1	1	0%	1	0%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time employees that are artists		1	n/a	0	-100%
Independent contractors that are artists		300	n/a	800	167%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	60	60	0%	26	-57%
Total performances	60	60	0%	65	8%
Distinct screenings	3	3	0%	1	-67%
Total screenings	3	3	0%	1	-67%
Workshops/readings	45	52	16%	21	-60%
Temporary exhibits	14	11	-21%	12	9%
Traveling exhibits	0	1	n/a	1	0%
Works developed	2,000	104	-95%	50	-52%
Works commissioned	200	0	-100%	20	n/a
Distinct classes/workshops	5	1	-80%	9	800%
Distinct class series/courses	1	0	-100%		n/a
Total classes/class sessions	41	1	-98%	9	800%
Private lessons offered	20	12	-40%	2	-83%
Distinct lectures	5	3	-40%	2	-33%
Lecture occurrences	5	3	-40%	2	-33%
Programs offered in schools	10	10	0%	2	-80%
Hours of programming in schools	20	20	0%	2	-90%
Number of schools served	10	10	0%	2	-80%
Artists placed in schools	10	10	0%	2	-80%
Conferences hosted	12	4	-67%		-100%
Fairs/festivals/parades	18	18	0%	18	0%
Projects fiscally sponsored	2	1	-50%	1	0%
Space - hours rented	1,000	450	-55%	480	7%
Pieces of equipment provided for rental	100	120	20%	125	4%
Competitions hosted	1	2	100%	2	0%
Physical books	0	6	n/a	6	0%
Book titles		6	n/a	6	0%
Digital books	0	6	n/a	6	0%
New books		6	n/a	6	0%
Periodical titles published	22,000	1,000	-95%	1	-100%
Periodical issues published	7	6	-14%	6	0%
Periodicals distributed	22,000	10,800	-51%	12,000	11%
Distinct publications	7	12	71%	12	0%
Publications distributed	22,000	10,812	-51%	12,012	11%
Hours of audio content produced		8,760	n/a	8,760	0%
Hours of audio content broadcast		8,760	n/a	8,760	0%
Distinct other programs	15	26	73%		-100%
Other programs occurrences	15	26	73%		-100%

Key advocacy Issues

FY 2016	Arts Education in schools K-12
	Funding for the NEA, NEH, CPB
	State Funding for Arts Organizations
FY 2017	Funding for Michigan Council for Arts and Cultural Affairs
	Funding for the National Endowment for the Arts
	Arts Education in the Schools K-12

	Key advocacy Issues
FY 2018	State Funding for the Arts
	Local Funding for the Arts
	Arts education in public schools K-8
