



Organization Information

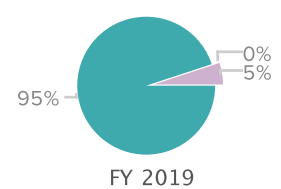
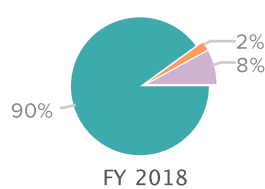
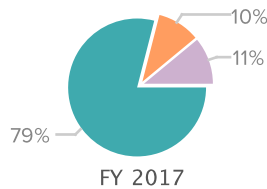
Organization name: Greater Flint Arts Council  
 City: Flint Federal ID #: 382156116  
 State: MI Year organization founded: 1967  
 County: Genesee Organization type: 501(c)3 nonprofit organization  
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 12-31  
 NISP Institution: 16 - Arts 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: 3.84

A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$26,722	\$18,768	-30%	\$30,510	63%
Earned Non-program	\$12,848	\$22,111	72%	\$25,500	15%
<b>Total Earned Revenue</b>	<b>\$39,570</b>	<b>\$40,879</b>	<b>3%</b>	<b>\$56,010</b>	<b>37%</b>
Investment Revenue	\$39,273	\$11,376	-71%	\$5,140	-55%
Contributed Revenue	\$296,705	\$458,190	54%	\$992,575	117%
<b>Total Unrestricted Operating Revenue</b>	<b>\$375,548</b>	<b>\$510,445</b>	<b>36%</b>	<b>\$1,053,725</b>	<b>106%</b>
Less in-kind			n/a		n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$375,548</b>	<b>\$510,445</b>	<b>36%</b>	<b>\$1,053,725</b>	<b>106%</b>
<b>Expenses by Functional Total</b>					
Program	\$415,135	\$380,925	-8%	\$865,896	127%
Fundraising	\$13,686	\$74,940	448%	\$86,779	16%
General & Administrative	\$27,371	\$49,600	81%	\$90,182	82%
<b>Total Operating Expenses</b>	<b>\$456,192</b>	<b>\$505,465</b>	<b>11%</b>	<b>\$1,042,857</b>	<b>106%</b>
Less in-kind			n/a		n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$456,192</b>	<b>\$505,465</b>	<b>11%</b>	<b>\$1,042,857</b>	<b>106%</b>
Net Unrestricted Activity - Operating	-\$80,644	\$4,980	106%	\$10,868	118%
Net Unrestricted Activity - Non-operating	\$0	\$0	n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>-\$80,644</b>	<b>\$4,980</b>	<b>106%</b>	<b>\$10,868</b>	<b>118%</b>
Net Restricted Activity	\$72,286		-100%		n/a
<b>Net Total Activity</b>	<b>-\$8,358</b>	<b>\$4,980</b>	<b>160%</b>	<b>\$10,868</b>	<b>118%</b>

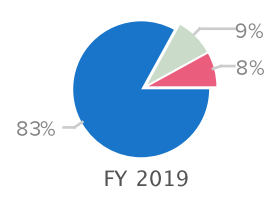
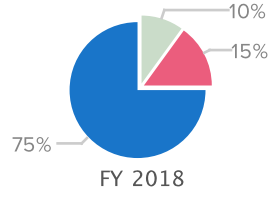
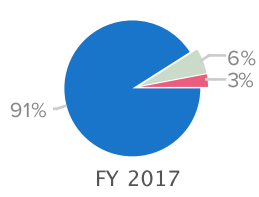
Revenue by Source

- Earned
- Investment
- Contributed



### Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Membership revenue	\$2,992	\$3,075	\$4,720	\$4,720	
Admissions	\$13,863	\$5,695	\$14,440	\$14,440	
Gallery sales	\$9,867	\$4,698	\$6,050	\$6,050	
Fiscal sponsorship administration fees		\$5,300	\$5,300	\$5,300	
Total earned - program	\$26,722	\$18,768	\$30,510	\$30,510	\$0
Earned - Non-program					
Food and concessions	\$0	\$2,500	\$1,420	\$1,420	
Sponsorship revenue	\$9,450	\$16,800	\$21,950	\$21,950	
Space rentals	\$3,398	\$2,811	\$2,130	\$2,130	
Total earned - non-program	\$12,848	\$22,111	\$25,500	\$25,500	\$0
Total earned revenue	\$39,570	\$40,879	\$56,010	\$56,010	

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$3,000	\$3,000	\$3,500	\$3,500	
Individual	\$19,886	\$6,800	\$23,900	\$23,900	
Corporate	\$0	\$0	\$0		
Foundation	\$305,734	\$368,190	\$341,345	\$341,345	
County government	\$0	\$0	\$570,330	\$570,330	
State government	\$40,371	\$80,200	\$53,500	\$53,500	
In-kind operating contributions	\$0	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0		
<b>Total contributed revenue</b>	<b>\$368,991</b>	<b>\$458,190</b>	<b>\$992,575</b>	<b>\$992,575</b>	
Operating investment revenue	\$39,273	\$11,376	\$5,140	\$5,140	
<b>Total operating revenue</b>	<b>\$447,834</b>	<b>\$510,445</b>	<b>\$1,053,725</b>	<b>\$1,053,725</b>	
<b>Total operating revenue less in-kind</b>	<b>\$447,834</b>	<b>\$510,445</b>	<b>\$1,053,725</b>	<b>\$1,053,725</b>	
Transfers and re-classifications					
<b>Total non-operating revenue</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		
<b>Total revenue</b>	<b>\$447,834</b>	<b>\$510,445</b>	<b>\$1,053,725</b>	<b>\$1,053,725</b>	
<b>Total revenue less in-kind</b>	<b>\$447,834</b>	<b>\$510,445</b>	<b>\$1,053,725</b>	<b>\$1,053,725</b>	

## Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2019 Total	% Change	FY 2019 Program	FY 2019 Fundraising	FY 2019 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$181,040	\$168,175	-7%	\$197,461	17%	\$58,628	\$80,215	\$58,618
Independent contractors	\$72,721	\$97,665	34%	\$89,145	-9%	\$89,145		
Professional fees	\$9,718	\$11,295	16%	\$11,904	5%	\$11,904		
Total personnel expenses - Operating	\$263,479	\$277,135	5%	\$298,510	8%	\$159,677	\$80,215	\$58,618
Non-personnel expenses - Operating								
Advertising and promotion	\$25,075	\$30,480	22%	\$49,950	64%	\$44,950	\$5,000	
Conferences and meetings	\$5,860	\$2,960	-49%	\$4,340	47%	\$4,340		
Dues and subscriptions	\$1,395	\$1,560	12%	\$1,470	-6%	\$300		\$1,170
Grant awards and similar amounts paid	\$26,935	\$81,590	203%	\$588,036	621%	\$588,036		
Insurance	\$8,041	\$5,390	-33%	\$5,296	-2%	\$5,296		
Occupancy costs	\$0	\$12,585	n/a	\$13,643	8%	\$10,233	\$682	\$2,728
Office and administration	\$5,763	\$4,750	-18%	\$5,162	9%	\$3,872	\$258	\$1,032
Printing, postage and shipping	\$10,183	\$10,035	-1%	\$12,487	24%	\$9,366	\$624	\$2,497
Travel	\$1,500	\$2,300	53%	\$3,000	30%			\$3,000
Recording and broadcasting expenses	\$5,297	\$200	-96%	\$690	245%	\$690		
Royalties, rights and reproductions	\$240	\$245	2%	\$245	0%	\$245		
Exhibition costs	\$3,000	\$9,990	233%	\$12,234	22%	\$12,234		
Productions and events costs	\$60,173	\$24,700	-59%	\$26,657	8%	\$26,657		
Interest expense	\$6,009	\$8,045	34%	\$6,639	-17%			\$6,639
Depreciation	\$33,242	\$33,500	1%	\$14,498	-57%			\$14,498
Total non-personnel expenses - Operating	\$192,713	\$228,330	18%	\$744,347	226%	\$706,219	\$6,564	\$31,564
Total operating expenses	\$456,192	\$505,465	11%	\$1,042,857	106%	\$865,896	\$86,779	\$90,182
Non-operating personnel expenses	\$0	\$0	n/a	\$0	n/a			
Non-operating non-personnel expenses	\$0	\$0	n/a	\$0	n/a			
Total expenses	\$456,192	\$505,465	11%	\$1,042,857	106%	\$865,896	\$86,779	\$90,182
Total expenses less in-kind	\$456,192	\$505,465	11%	\$1,042,857	106%			
Total expenses less depreciation	\$422,950	\$471,965	12%	\$1,028,359	118%			
Total expenses less in-kind and depreciation	\$422,950	\$471,965	12%	\$1,028,359	118%			

## Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$29,459	\$65,157	121%	\$152,079	133%
Receivables	\$17,840	\$17,840	0%	\$0	-100%
Investments	\$322,011	\$322,009	-0%	\$331,672	3%
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$369,310	\$405,006	10%	\$483,751	19%
Non-current investments					
Fixed assets (net)	\$156,498	\$160,592	3%	\$127,506	-21%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$156,498	\$160,592	3%	\$127,506	-21%
Total assets	\$525,808	\$565,598	8%	\$611,257	8%
Liabilities & Net Assets					
Liabilities	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$7,345	\$7,362	0%	\$4,824	-34%
Loans & other debt	\$2,862	\$0	-100%	\$3,080	n/a
Deferred revenue		\$0	n/a	\$150,000	n/a
Total current liabilities	\$10,207	\$7,362	-28%	\$157,904	2,045%
Non-current liabilities	\$163,045	\$196,607	21%	\$97,669	-50%
Total liabilities	\$173,252	\$203,969	18%	\$255,573	25%
Net assets					
Unrestricted	\$3,353	\$107,212	3,097%	\$46,506	-57%
Restricted	\$349,203	\$254,417	-27%	\$309,178	22%
Total net assets	\$352,556	\$361,629	3%	\$355,684	-2%
Total liabilities & net assets	\$525,808	\$565,598	8%	\$611,257	8%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	1	2	2
Total working capital -- Unrestricted	\$9,900	\$143,227	\$144,175
Current Ratio	36.18	55.01	3.06
Debt Service Impact	38%	40%	10%
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$75,676	\$21,227	
Operating Margin	-2%	1%	1%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio -- Unrestricted	94%	63%	66%

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.

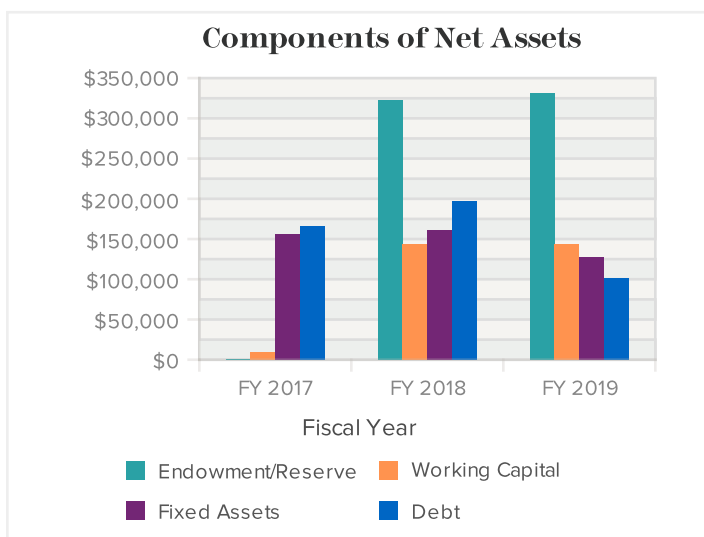
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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. The higher the margin, the more sustainable the organization because it's using more reliable sources of revenue to operate. Low ratios indicate that an organization is using revenue sources with a higher degree of variability and uncertainty. Negative operating margins highlight losses, and an organization's need to increase revenue, decrease expenses, or both, to be sustainable over time.

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 - Unrestricted (Total Unrestricted Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.



## Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	30,725	26,560	-14%	29,035	9%
In-person participation - free	644,912	829,705	29%	827,330	-0%
<b>Total in-person participation</b>	<b>675,637</b>	<b>856,265</b>	<b>27%</b>	<b>856,365</b>	<b>0%</b>

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	36,500	44,000	21%	44,000	0%
Screenings tickets	150	1,600	967%	1,600	0%
Admissions	36,000	60,000	67%	60,000	0%
Registrants for classes/workshops	25	225	800%	250	11%
Students given private lessons	12	30	150%	55	83%
Lecture attendees	150	400	167%	400	0%
Conference participants	200		-100%	50	n/a
Festival attendees	600,000	750,010	25%	750,010	0%
Participants of other events	2,600	0	-100%		n/a
<b>Total in-person participation</b>	<b>675,637</b>	<b>856,265</b>	<b>27%</b>	<b>856,365</b>	<b>0%</b>

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	130,000	214,050	65%	214,091	0%
Children served in schools	400	60	-85%	300	400%
Seniors	170,637	215,500	26%	214,091	-1%
Adults	375,000	426,715	14%	428,183	0%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
Virtual attendance	235,000	235,000	0%	250,000	6%
Sponsorship applicants	1	1	0%	1	0%
Grant applicants	30	30	0%	55	83%
Grant recipients	12	20	67%	45	125%
Consulting/fee-for-service clients	108	250	131%	275	10%
Competition entrants	250	250	0%	500	100%
Competition winners	14	15	7%	50	233%
People engaged in advocacy	500	600	20%	600	0%

## Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	2	2	0%	2	0%
Full-time seasonal employees	0	0	n/a		n/a
Full-time seasonal employees - FTEs	2.08		-100%		n/a
Part-time permanent employees	4	4	0%	4	0%
Part-time permanent employees - FTEs	1.27	1.45	14%	1.79	23%
Part-time seasonal employees	1	1	0%	1	0%
Part-time seasonal employees - FTEs	0.04	0.05	25%	0.05	0%
Number of part-time or one-time volunteers	1,500	1,500	0%	1,500	0%
Part-time or one-time volunteers - FTEs	2.25	2.25	0%	2.25	0%
Independent contractors	300	800	167%	805	1%
Number of interns and apprentices	1	1	0%	1	0%



Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time employees that are artists	1	0	-100%		n/a
Independent contractors that are artists	300	800	167%	800	0%

## Program Activity

			% Change		% Change
Distinct productions	60	26	-57%	78	200%
Total performances	60	65	8%	78	20%
Distinct screenings	3	1	-67%	1	0%
Total screenings	3	1	-67%	1	0%
Workshops/readings	52	21	-60%	25	19%
Temporary exhibits	11	12	9%	11	-8%
Traveling exhibits	1	1	0%	1	0%
Works developed	104	50	-52%	103	106%
Works commissioned	0	20	n/a	103	415%
Distinct classes/workshops	1	9	800%	10	11%
Total classes/class sessions	1	9	800%	10	11%
Private lessons offered	12	2	-83%	2	0%
Distinct lectures	3	2	-33%	3	50%
Lecture occurrences	3	2	-33%	3	50%
Programs offered in schools	10	2	-80%	10	400%
Hours of programming in schools	20	2	-90%	105	5,150%
Number of schools served	10	2	-80%	3	50%
Artists placed in schools	10	2	-80%	10	400%
Conferences hosted	4		-100%	2	n/a
Fairs/festivals/parades	18	18	0%	20	11%
Projects fiscally sponsored	1	1	0%	1	0%
Space - hours rented	450	480	7%	500	4%
Pieces of equipment provided for rental	120	125	4%	125	0%
Competitions hosted	2	2	0%	3	50%
Physical books	6	6	0%	6	0%
Book titles	6	6	0%	6	0%
Digital books	6	6	0%	6	0%
New books	6	6	0%	6	0%
Periodical titles published	1,000	1	-100%	1	0%
Periodical issues published	6	6	0%	6	0%
Periodicals distributed	10,800	12,000	11%	12,000	0%
Distinct publications	12	12	0%	12	0%
Publications distributed	10,812	12,012	11%	12,012	0%
Hours of audio content produced	8,760	8,760	0%	8,760	0%
Hours of audio content broadcast	8,760	8,760	0%	8,760	0%
Distinct other programs	26		-100%		n/a
Other programs occurrences	26		-100%		n/a

## Key advocacy Issues

Funding for Michigan Council for Arts and Cultural Affairs

Funding for the National Endowment for the Arts

Arts Education in the Schools K-12

State Funding for the Arts

Local Funding for the Arts

Arts education in public schools K-8

Key advocacy Issues

State funding for the arts

Local funding for the arts

Arts education in public schools K-12

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