

Organization Information

Organization name: **Greater Flint Arts Council**
 City: Flint
 State: MI
 County: Genesee
 Federal ID #: 382156116
 NISP Discipline: 14 - Multidisciplinary
 NISP Institution: 16 - Arts Council/Agency
 NTEE: A26 - Arts & Humanities Councils &

Year organization founded: 1967
 Organization type: 501(c)3 nonprofit organization
 DUNS #: 163904642
 Full-time staff: 4
 Board Members: 10
 Fiscal year end date: 12-31

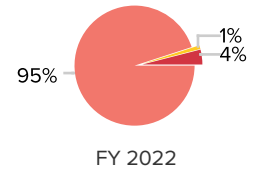
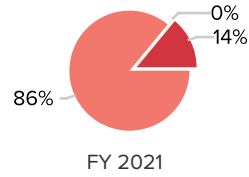
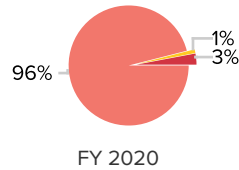
Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2020	FY 2021	% Change	FY 2022	% Change
Unrestricted operating revenue					
Earned program	\$5,895	\$142,907	2,324%	\$22,535	-84%
Earned non-program	\$20,165	\$23,002	14%	\$24,527	7%
Total earned revenue	\$26,060	\$165,909	537%	\$47,062	-72%
Investment revenue	\$5,135	\$4,872	-5%	\$6,717	38%
Contributed revenue	\$967,628	\$1,041,694	8%	\$1,134,127	9%
Total unrestricted operating revenue	\$998,823	\$1,212,475	21%	\$1,187,906	-2%
Less in-kind			n/a		n/a
Unrestricted operating revenue less in-kind	\$998,823	\$1,212,475	21%	\$1,187,906	-2%
Operating expenses					
Program	\$824,802	\$1,217,539	48%	\$1,167,220	-4%
Management & general	\$15,727	\$40,504	158%	\$35,356	-13%
Fundraising	\$7,862	\$20,251	158%	\$17,678	-13%
Total operating expenses	\$848,391	\$1,278,294	51%	\$1,220,254	-5%
Less in-kind			n/a		n/a
Unrestricted operating expenses less in-kind	\$848,391	\$1,278,294	51%	\$1,220,254	-5%
Unrestricted change in net assets - operating	\$150,432	-\$65,819	-144%	-\$32,348	51%
Unrestricted change in net assets	\$150,432	-\$65,819	-144%	-\$32,348	51%
Restricted change in net assets	\$33,332	\$128,429	285%	\$13,937	-89%
Total change in net assets	\$183,764	\$62,610	-66%	-\$18,411	-129%

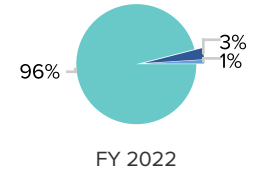
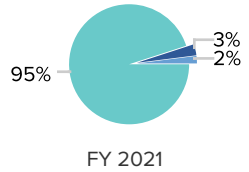
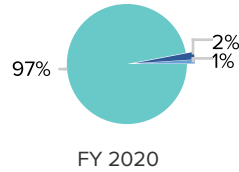
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue	FY 2020	FY 2021	FY 2022	FY 2022	FY 2022
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions					
Membership fees - individuals	\$1,000	\$4,065	\$4,795	\$4,795	\$0
Membership fees - organizations	\$810	\$1,200	\$1,300	\$1,300	
Ticket sales & admissions	\$0	\$7,755	\$12,595	\$12,595	
Education revenue	\$0				
Publication sales	\$0				
Gallery sales	\$4,085	\$4,787	\$3,845	\$3,845	
Contracted services & touring fees	\$0				
Royalty & reproduction revenue	\$0				
Earned - program not listed above	\$0	\$125,100	\$0	\$0	
Total earned - program	\$5,895	\$142,907	\$22,535	\$22,535	
Earned - Non-program					
Rental revenue	\$1,172				
Sponsorship revenue	\$18,993	\$23,002	\$24,527	\$24,527	
Attendee-generated revenue not listed above	\$0				
Earned - non-program not listed above	\$0				
Total earned - non-program	\$20,165	\$23,002	\$24,527	\$24,527	
Total earned revenue	\$26,060	\$165,909	\$47,062	\$47,062	

Greater Flint Arts Council

Contributed	FY 2020	FY 2021	FY 2022	FY 2022	FY 2022
	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$3,600	\$3,600	\$4,000	\$4,000	
Individual	\$10,193	\$10,303	\$10,756	\$10,756	
Corporate	\$0	\$0	\$0		
Foundation	\$334,625	\$456,328	\$456,000	\$442,063	\$13,937
County government	\$599,042	\$598,297	\$600,528	\$600,528	
State government	\$53,500	\$66,500	\$73,566	\$73,566	
Federal government	\$0	\$35,095	\$3,214	\$3,214	
In-kind operating contributions	\$0	\$0	\$0		
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$1,000,960	\$1,170,123	\$1,148,064	\$1,134,127	\$13,937
Operating investment revenue	\$5,135	\$4,872	\$6,717	\$6,717	
Total operating revenue	\$1,032,155	\$1,340,904	\$1,201,843	\$1,187,906	\$13,937
Total operating revenue less operating in-kind	\$1,032,155	\$1,340,904	\$1,201,843	\$1,187,906	\$13,937
Total revenue	\$1,032,155	\$1,340,904	\$1,201,843	\$1,187,906	\$13,937
Total revenue less in-kind	\$1,032,155	\$1,340,904	\$1,201,843	\$1,187,906	\$13,937

Revenue Narrative

FY 2020	Our earned revenues are down due to the Corona Virus Pandemic. Our annual fund raising event was cancelled. Our festivals which generated gate income were all cancelled. Foundations, government and donors maintained their levels of contributions which resulted in a financially successful year.
FY 2021	n/a
FY 2022	The decrease in our earned revenue was due to the loss of our Director of Placemaking. She brought a lot of income into her program. We hired an interim, but it took us half the year to find a permanent replacement. This is the main reason for our 11% loss of total revenue.

Expense Details

	FY 2020 Total	FY 2021 Total	% Change	FY 2022 Total	% Change	FY 2022 Program	FY 2022 General & Administrative	FY 2022 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$233,302	\$330,308	42%	\$294,568	-11%	\$279,838	\$9,820	\$4,910
Independent contractors	\$5,788	\$7,048	22%	\$13,760	95%	\$13,500	\$173	\$87
Professional fees	\$13,870	\$15,295	10%	\$13,900	-9%	\$13,246	\$436	\$218
Total personnel expenses - Operating	\$252,960	\$352,651	39%	\$322,228	-9%	\$306,584	\$10,429	\$5,215
Non-personnel expenses - Operating								
Occupancy costs	\$11,723	\$11,761	0%	\$1,272	-89%	\$1,158	\$76	\$38
Depreciation	\$14,845	\$15,893	7%	\$13,472	-15%	\$12,260	\$808	\$404
Interest expense	\$2,928	\$2,552	-13%	\$2,797	10%	\$2,545	\$168	\$84
Non-personnel expenses not listed above	\$565,935	\$895,437	58%	\$880,485	-2%	\$844,673	\$23,875	\$11,937
Total non-personnel expenses - Operating	\$595,431	\$925,643	55%	\$898,026	-3%	\$860,636	\$24,927	\$12,463
Total operating expenses	\$848,391	\$1,278,294	51%	\$1,220,254	-5%	\$1,167,220	\$35,356	\$17,678
Total expenses	\$848,391	\$1,278,294	51%	\$1,220,254	-5%			
Total expenses less in-kind	\$848,391	\$1,278,294	51%	\$1,220,254	-5%			
Total expenses less depreciation	\$833,546	\$1,262,401	51%	\$1,206,782	-4%			
Total expenses less in-kind and depreciation	\$833,546	\$1,262,401	51%	\$1,206,782	-4%			

Expense Narrative

FY 2020	Expenses were down as we could not produce any events after February 2020 due to the Corona Virus Pandemic.
FY 2021	n/a
FY 2022	We had surpluses in 2020 and 2021. We used part of that to celebrate the 40th Anniversary of the Flint Jazz Festival.

Balance Sheet

Assets	FY 2020	FY 2021	% Change	FY 2022	% Change
Current assets					
Cash and cash equivalents	\$161,194	\$209,199	30%	\$207,945	-1%
Receivables	\$0		n/a		n/a
Investments - current	\$358,447	\$393,035	10%	\$342,083	-13%
Prepaid expenses & other			n/a		n/a
Total current assets	\$519,641	\$602,234	16%	\$550,028	-9%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$133,611	\$117,718	-12%	\$104,246	-11%
Non-current assets not listed above			n/a		n/a
Total long-term/non-current assets	\$133,611	\$117,718	-12%	\$104,246	-11%
Total assets	\$653,252	\$719,952	10%	\$654,274	-9%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses	\$9,377	\$10,988	17%	\$13,202	20%
Deferred revenue	\$0		n/a		n/a
Loans - current	\$35,095		-100%		n/a
Additional current liabilities not listed above	\$0		n/a		n/a
Total current liabilities	\$44,472	\$10,988	-75%	\$13,202	20%
Long-term/non-current liabilities					
Long-term/non-current loans	\$68,669	\$65,428	-5%		-100%
Additional long-term/non-current liabilities not listed above	\$0		n/a	\$59,058	n/a
Total long-term/non-current liabilities	\$68,669	\$65,428	-5%	\$59,058	-10%
Total liabilities	\$113,141	\$76,416	-32%	\$72,260	-5%
Net assets					
Unrestricted	\$285,694	\$260,689	-9%	\$257,491	-1%
Restricted	\$254,417	\$382,847	50%	\$324,523	-15%
Total net assets	\$540,111	\$643,536	19%	\$582,014	-10%
Total liabilities & net assets	\$653,252	\$719,952	10%	\$654,274	-9%

Balance Sheet Narrative

FY 2020	Due to the Corona Virus Pandemic, we were not able to produce large events. This contributed to a year-end surplus of cash which has increased our net assets. Also, our investments did well in 2020 which also increased our net assets.
FY 2021	n/a
FY 2022	The majority of our loss in assets in 2022 was due to a decrease in the value of our investments.

Balance Sheet Metrics

	FY 2020	FY 2021	% Change	FY 2022	% Change
Months of operating cash -- Unrestricted	2.28	0.76	-67%	1.91	152%
Working capital -- Unrestricted	\$220,752	\$208,399	-6%	\$202,718	-3%
Current ratio -- Unrestricted	5.96	19.97	235%		-100%
Net assets as a % of total expenses	64%	50%	-21%	48%	-5%
Fixed assets (net)	\$133,611	\$117,718	-12%	\$104,246	-11%
Condition of fixed assets	382%	447%		517%	
Leverage -- Unrestricted	26%	19%	-25%		-100%
Total debt	\$103,764	\$65,428	-37%		-100%
Debt service impact	4%	0%	-96%	0%	15%

Months of operating cash -- unrestricted (Unrestricted Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. This ratio is calculated using unrestricted numbers only.

Working capital -- unrestricted (Unrestricted Current Assets minus Unrestricted Current Liabilities) consists of the unrestricted resources available for operations. This calculation of working capital 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 unrestricted (Unrestricted Current Assets divided by Unrestricted Current Liabilities) determines the organization’s ability to pay current debt using current assets. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

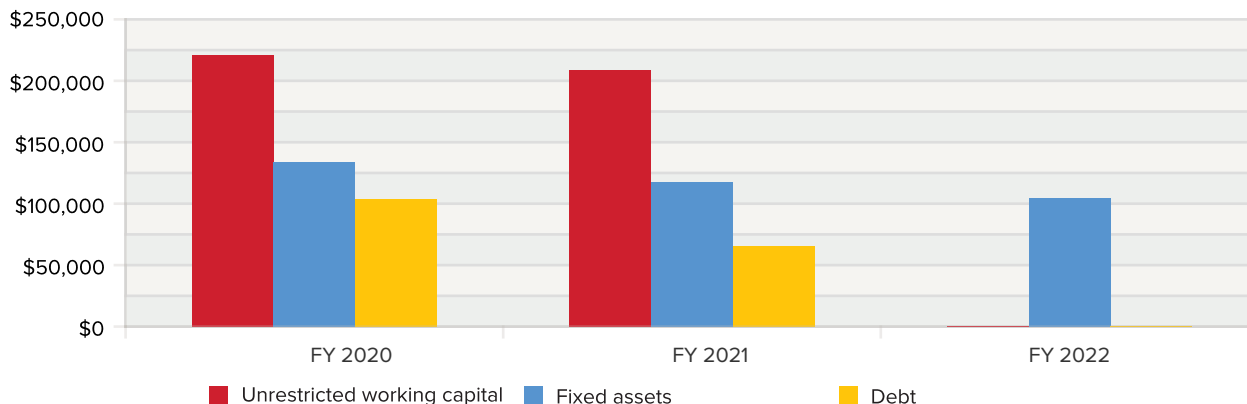
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets net is the value of all land, buildings, equipment, leasehold improvements and other property and equipment owned by the organization. It is calculated net of accumulated depreciation to reflect the reduction in the value of an asset as it ages and is used.

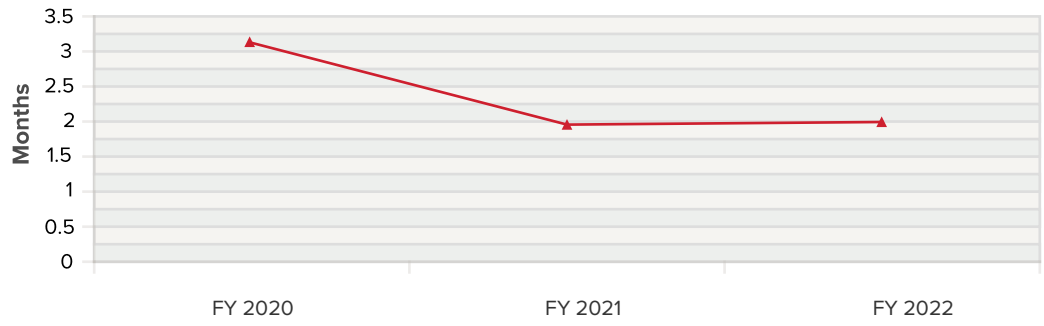
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

Components of Net Assets



**Months of
Unrestricted
Working Capital**



Attendance

	FY 2020	FY 2021	% Change	FY 2022	% Change
Total attendance					
Paid		250	n/a	1,400	460%
Free	382,500	963,665	152%	1,441,352	50%
Total	382,500	963,915	152%	1,442,752	50%
In-person attendance					
Paid		250	n/a	1,400	460%
Free	7,500	538,665	7,082%	1,006,352	87%
Total	7,500	538,915	7,086%	1,007,752	87%
Digital attendance					
Paid		0	n/a		n/a
Free	375,000	425,000	13%	435,000	2%
Total	375,000	425,000	13%	435,000	2%
In-person attendees 18 and under	1,500	134,500	8,867%	201,550	50%
Programs in schools	FY 2020	FY 2021	% Change	FY 2022	% Change
Children served in schools		1,250	n/a	533	-57%
Hours of instruction		6,250	n/a	2,665	-57%

Workforce

Number of People	FY 2020	FY 2021	% Change	FY 2022	% Change
Employees: Full-time permanent	4	4	0%	4	0%
Employees: Part-time permanent	2	3	50%	3	0%
Volunteers	600	750	25%	763	2%
Independent contractors	2	200	9,900%	975	388%
Interns and apprentices	0	0	n/a		n/a
Total positions	608	957	57%	1,745	82%

Visual & Performing Artists

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of visual & performing artists	555	950	71%	973	2%
Payments to artists & performers	\$52,500	\$342,539	552%	\$183,205	-47%

Covid-19 Impact

	FY 2020	FY 2021	FY 2022
Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization:			
Number of employees laid off	0	0	0
Number of employees furloughed	0	1	0
Of those furloughed or laid off employees, how many (if any) have been brought back?		1	0

Mission and Constituency

Mission statement

Greater Flint Arts Council is a non-profit service organization whose purpose is to be the catalyst of and advocate for increased artistic and cultural enrichment of our ethnically diverse community. Our primary service area is Flint and Genesee County.

Mission demographics

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

If the fields above are blank, this organization does not serve that demographic specifically.

Audience

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served

Urban

If the fields above are blank, this organization does not serve that demographic specifically.

Program Activity

In-person activity	FY 2020		FY 2021		FY 2022	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)			34	34	12	12
Productions (presented)			0	0	1	1
Classes/assemblies/other programs in schools						
Classes/workshops (outside of schools)	0	0	0	0	12	48
Field trips/school visits						
Guided tours					15	60
Lectures						
Permanent exhibitions						
Temporary exhibitions	9		11		12	
Traveling exhibitions (hosted)			1		1	
Films screened						
Festivals/conferences	0		2	39	2	41
Readings/workshops (developing works)						
Community programs (not included above)	5	5	60	60	15	82
Additional programs not listed above	2	2	12	12	0	0

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity

Digital activity	FY 2020			FY 2021			FY 2022		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)			34						
Productions (presented)			34						
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions			1						
Traveling exhibitions (hosted)									
Films screened									
Broadcast productions			34	8	365		10	365	1
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)									
Additional programs not listed above				1	1	1			

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Digital activity financials	FY 2020		FY 2021		FY 2022	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$26,060	\$0	\$165,909	\$0	\$47,062	
Contributed revenue	\$1,000,960	\$10,500	\$1,170,123		\$1,148,064	
Operating expense	\$848,391	\$35,000	\$1,278,294	\$5,000	\$1,220,254	\$23,243

Program Activity

	FY 2020	FY 2021	% Change	FY 2022	% Change
Fiscally sponsored projects	1		-100%		n/a
Amount distributed to fiscally sponsored projects	\$43,000		-100%		n/a
Residencies			n/a		n/a
Scholarships awarded			n/a		n/a
Amount awarded in scholarships			n/a		n/a
Other grants awarded	43	42	-2%	38	-10%
Amount awarded in grants	\$468,000	\$470,000	0%	\$478,150	2%
Public art installations			n/a		n/a
Works commissioned	15	25	67%	38	52%
Films produced			n/a		n/a
World premieres			n/a		n/a
National premieres			n/a		n/a
Local/regional premieres			n/a		n/a
Published works (physical)	4	4	0%	4	0%
Published works (digital)	15		-100%	4	n/a
Private lessons (in-person)			n/a		n/a
Private lessons (digital)	12		-100%		n/a
Competitions	3	3	0%	3	0%
Open rehearsals			n/a		n/a

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity Narrative

FY 2020	Early March we were ordered by the State of Michigan to cease all in-person programming. It was difficult to plan alternative programs as we had no idea how long the pandemic would continue. Once it became evident that the pandemic would last indefinitely, we began to offer alternative programming through public access tv, youtube and our public radio station. In terms of numbers, we lost 750,000 festival attendees and most of our event website followers.
FY 2021	We were able to restore most of our programs that were cancelled in 2020 due the pandemic.
FY 2022	Our digital presence has declined as the demand has declined as the COVID pandemic begins to subside. Our physical activities returned to normal in 2022 and attendance increased. Our placemaking program had fewer dollars, so we had a decrease in the total dollars paid to artists.