

Organization Information

Organization name: Artists Creating Together

City: Grand Rapids

State: MI

County: Kent

NISP Discipline: 14 - Multidisciplinary

NISP Institution: 17 - Arts Service Organization

NTEE: A25 - Arts Education

Applicant is audited or reviewed by an independent accounting firm.

Federal ID # 841698531

Year organization founded: 1986

Organization type: 501(c)3 nonprofit organization

Fiscal year end date: 06-30

DUNS # 624390204

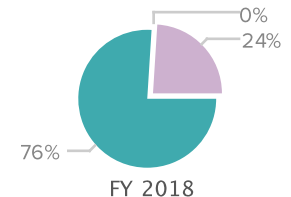
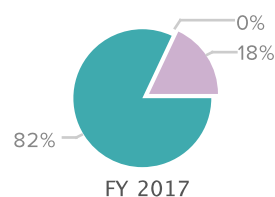
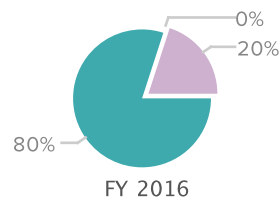
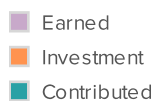
Full-time staff: 4

Paid FTEs: 4

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

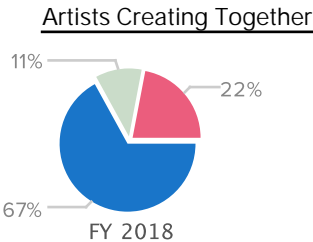
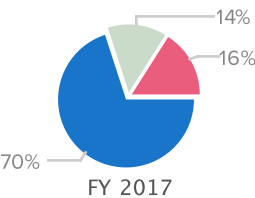
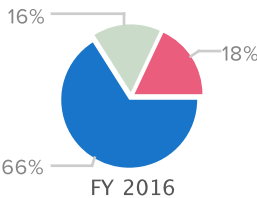
Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$55,812	\$59,668	7%	\$86,244	45%
Earned Non-program	\$18,481	\$10,526	-43%	\$13,273	26%
Total Earned Revenue	\$74,293	\$70,194	-6%	\$99,517	42%
Investment Revenue	\$875	\$1,421	62%	\$1,562	10%
Contributed Revenue	\$297,830	\$319,602	7%	\$318,607	-0%
Total Unrestricted Operating Revenue	\$372,998	\$391,217	5%	\$419,686	7%
Less in-kind		(\$53,656)	n/a		-100%
Total Unrestricted Operating Revenue Less In-kind	\$372,998	\$337,561	-10%	\$419,686	24%
Expenses by Functional Total					
Program	\$219,565	\$285,582	30%	\$266,741	-7%
Fundraising	\$61,738	\$66,308	7%	\$85,258	29%
General & Administrative	\$53,153	\$55,679	5%	\$43,754	-21%
Total Operating Expenses	\$334,456	\$407,569	22%	\$395,753	-3%
Less in-kind		(\$53,656)	n/a		-100%
Total Operating Expenses Less In-kind	\$334,456	\$353,913	6%	\$395,753	12%
Net Unrestricted Activity - Operating	\$38,542	-\$16,352	-142%	\$23,933	246%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$38,542	-\$16,352	-142%	\$23,933	246%
Net Temporarily Restricted Activity	-\$37,371				n/a
Net Permanently Restricted Activity	\$0		n/a		n/a
Net Total Activity	\$1,171	-\$16,352	-1,496%	\$23,933	246%

Revenue by Source



**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	\$893	\$1,121	\$259	\$259		n/a
Contracted services	\$39,850	\$41,563	\$70,420	\$70,420		n/a
Tuitions and registration fees	\$12,788	\$16,984	\$14,381	\$14,381		n/a
Total earned - program	\$55,812	\$59,668	\$86,244	\$86,244	\$0	n/a
Earned - Non-program						
Sponsorship revenue	\$18,481	\$10,526	\$13,273	\$13,273		n/a
Total earned - non-program	\$18,481	\$10,526	\$13,273	\$13,273	\$0	n/a
Total earned revenue	\$74,293	\$70,194	\$99,517	\$99,517		n/a
Contributed						
Trustee & board	\$850	\$768	\$544	\$544		
Individual	\$67,058	\$27,382	\$38,749	\$38,749		
Corporate	\$24,645	\$8,150	\$40,540	\$40,540		
Foundation	\$50,750	\$108,786	\$72,110	\$72,110		
State government	\$23,444	\$20,847	\$65,538	\$65,538		
In-kind operating contributions	\$0	\$53,656	\$0			
Other contributions	\$93,712	\$100,013	\$101,126	\$101,126		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$260,459	\$319,602	\$318,607	\$318,607		
Operating investment revenue	\$875	\$1,421	\$1,562	\$1,562		
Total operating revenue	\$335,627	\$391,217	\$419,686	\$419,686		
Total operating revenue less in-kind	\$335,627	\$337,561	\$419,686	\$419,686		
Total non-operating revenue						
Total revenue	\$335,627	\$391,217	\$419,686	\$419,686		
Total revenue less in-kind	\$335,627	\$337,561	\$419,686	\$419,686		

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)	\$192,412	\$200,859	4%	\$210,354	5%	\$149,749	\$48,431	\$12,174
Professional fees	\$13,225	\$13,130	-1%	\$0	-100%			
Total personnel expenses - Operating	\$205,637	\$213,989	4%	\$210,354	-2%	\$149,749	\$48,431	\$12,174
Non-personnel expenses - Operating								
Advertising and promotion	\$6,983	\$6,466	-7%	\$5,240	-19%	\$4,716	\$524	
Insurance	\$1,480	\$4,312	191%	\$5,407	25%	\$4,218	\$1,027	\$162
Occupancy costs	\$19,335	\$19,772	2%	\$20,621	4%	\$16,084	\$3,918	\$619
Office and administration	\$12,084	\$15,081	25%	\$14,254	-5%	\$11,988	\$1,772	\$494
Printing, postage and shipping	\$1,102	\$925	-16%	\$1,213	31%	\$947	\$230	\$36
Other operating expenses	\$86,673	\$145,951	68%	\$137,075	-6%	\$77,800	\$29,054	\$30,221
Depreciation	\$1,162	\$1,073	-8%	\$1,589	48%	\$1,239	\$302	\$48
Total non-personnel expenses - Operating	\$128,819	\$193,580	50%	\$185,399	-4%	\$116,992	\$36,827	\$31,580
Total operating expenses	\$334,456	\$407,569	22%	\$395,753	-3%	\$266,741	\$85,258	\$43,754
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	\$334,456	\$407,569	22%	\$395,753	-3%	\$266,741	\$85,258	\$43,754
Total expenses less in-kind	\$334,456	\$353,913	6%	\$395,753	12%			
Total expenses less depreciation	\$333,294	\$406,496	22%	\$394,164	-3%			
Total expenses less in-kind and depreciation	\$333,294	\$352,840	6%	\$394,164	12%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$226,369	\$213,342	-6%	\$207,553	-3%
Receivables	\$166,100	\$105,450	-37%	\$89,050	-16%
Investments	\$102,233	\$162,127	59%	\$163,354	1%
Prepaid expenses & other	\$12,828	\$7,271	-43%	\$48,883	572%
Total current assets	\$507,530	\$488,190	-4%	\$508,840	4%
Non-current investments			n/a		n/a
Fixed assets (net)	\$4,504	\$6,013	34%		-100%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$4,504	\$6,013	34%		-100%
Total assets	\$512,034	\$494,203	-3%	\$508,840	3%
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$5,344	\$1,886	-65%	\$5,882	212%
Loans & other debt		\$0	n/a		n/a
Deferred revenue	\$6,099	\$22,532	269%	\$9,240	-59%
Total current liabilities	\$11,443	\$24,418	113%	\$15,122	-38%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$11,443	\$24,418	113%	\$15,122	-38%
Net assets					
Unrestricted	\$486,137	\$469,785	-3%	\$493,718	5%
Temporarily restricted	\$14,454		-100%		n/a
Permanently restricted			n/a		n/a
Total net assets	\$500,591	\$469,785	-6%	\$493,718	5%
Total liabilities & net assets	\$512,034	\$494,203	-3%	\$508,840	3%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	8	6	6
Total working capital -- Unrestricted	\$481,633	\$463,772	\$493,718
Current Ratio	44.35	19.99	33.65
Debt Service Impact		0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	\$481,633	\$463,772	n/a
Operating Margin	0%	-4%	6%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio			

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. $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$. 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.

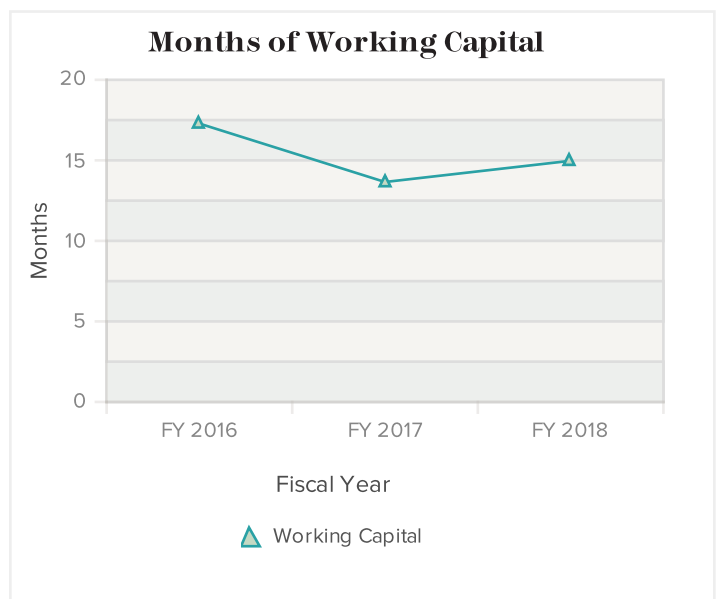
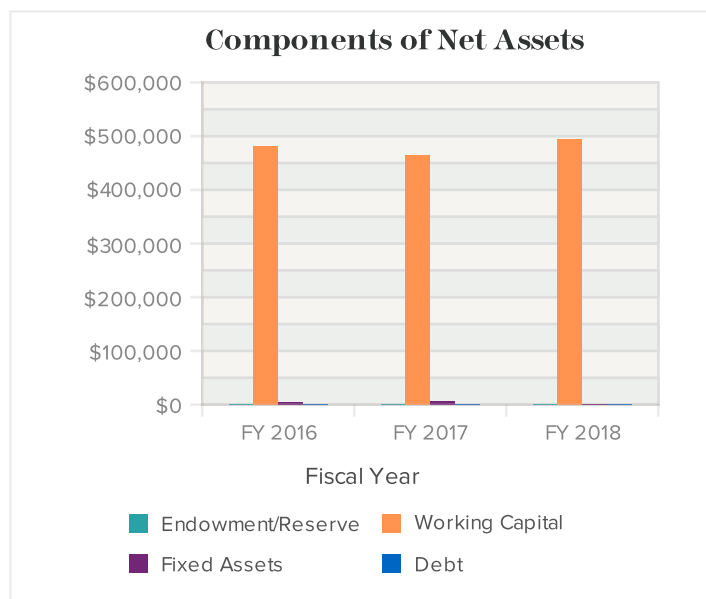
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed assets that they truly own free and clear of related obligations and depreciated value. It is calculated as $\text{Unrestricted Net Assets} - (\text{Net Fixed Assets} - \text{Mortgage Debt})$.

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) is a measurement of a company's efficiency in operating.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	1,323	640	-52%	792	24%
In-person participation - free	4,696	5,869	25%	6,667	14%
Total in-person participation	6,019	6,509	8%	7,459	15%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	800	300	-62%		-100%
Registrants for classes/workshops	1,123	337	-70%	2,041	506%
Students given private lessons		3	n/a	3	0%
Field trip participants	1,380	1,341	-3%	310	-77%
Festival attendees	1,202		-100%	1,000	n/a
Participants of other events	1,020	4,234	315%	4,105	-3%
Total in-person participation	6,019	6,509	8%	7,459	15%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	2,884	3,012	4%	3,058	2%
Children served in schools	842	467	-45%	1,605	244%
Seniors			n/a	1,044	n/a
Adults	3,135	3,497	12%	3,357	-4%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
Residency applicants	35	29	-17%		-100%
Consulting/fee-for-service clients	30		-100%		n/a
Competition entrants	50	51	2%	50	-2%
Competition winners	4	4	0%	5	25%

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	4	4	0%	4	0%
Number of part-time or one-time volunteers	760	560	-26%	609	9%
Part-time or one-time volunteers - FTEs	10.81	3.69	-66%	5.71	55%
Number of interns and apprentices	10	10	0%	15	50%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time employees that are artists	3	2	-33%		-100%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	26	10	-62%	9	-10%
Total performances	26	25	-4%	10	-60%
Temporary exhibits	1	1	0%		-100%
Distinct classes/workshops	93	100	8%	55	-45%
Distinct class series/courses		50	n/a	60	20%
Total classes/class sessions	0	600	n/a	509	-15%
Private lessons offered		36	n/a	100	178%
Distinct field trips	13	4	-69%	2	-50%
Field trip occurrences	13	75	477%	26	-65%
Programs offered in schools	47	30	-36%	26	-13%
Hours of programming in schools	375	569	52%		-100%
Number of schools served	32	20	-38%	50	150%
Artists placed in schools	39	39	0%	30	-23%
Fairs/festivals/parades	2		-100%	1	n/a
Residencies awarded	20	18	-10%		-100%
Competitions hosted	1	1	0%	1	0%
Distinct other programs	15	16	7%	53	231%
Other programs occurrences	15	100	567%	150	50%