

## 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: 5

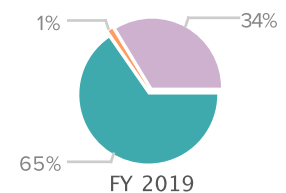
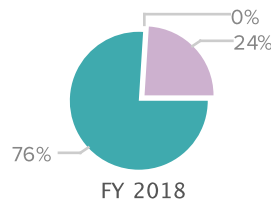
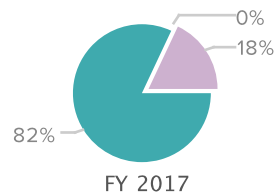
Paid FTEs: 5

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	\$59,668	\$86,244	45%	\$116,561	35%
Earned Non-program	\$10,526	\$13,273	26%	\$10,827	-18%
<b>Total Earned Revenue</b>	<b>\$70,194</b>	<b>\$99,517</b>	<b>42%</b>	<b>\$127,388</b>	<b>28%</b>
Investment Revenue	\$1,421	\$1,562	10%	\$2,522	61%
Contributed Revenue	\$319,602	\$318,607	-0%	\$247,292	-22%
<b>Total Unrestricted Operating Revenue</b>	<b>\$391,217</b>	<b>\$419,686</b>	<b>7%</b>	<b>\$377,202</b>	<b>-10%</b>
Less in-kind	(\$53,656)		-100%	(\$0)	n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$337,561</b>	<b>\$419,686</b>	<b>24%</b>	<b>\$377,202</b>	<b>-10%</b>
<b>Expenses by Functional Total</b>					
Program	\$285,582	\$266,741	-7%	\$334,451	25%
Fundraising	\$66,308	\$85,258	29%	\$75,669	-11%
General & Administrative	\$55,679	\$43,754	-21%	\$41,687	-5%
<b>Total Operating Expenses</b>	<b>\$407,569</b>	<b>\$395,753</b>	<b>-3%</b>	<b>\$451,807</b>	<b>14%</b>
Less in-kind	(\$53,656)		-100%	(\$0)	n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$353,913</b>	<b>\$395,753</b>	<b>12%</b>	<b>\$451,807</b>	<b>14%</b>
Net Unrestricted Activity - Operating	-\$16,352	\$23,933	246%	-\$74,605	-412%
Net Unrestricted Activity - Non-operating			n/a	\$207,601	n/a
<b>Total Net Unrestricted Activity</b>	<b>-\$16,352</b>	<b>\$23,933</b>	<b>246%</b>	<b>\$132,996</b>	<b>456%</b>
Net Restricted Activity			n/a	\$815,938	n/a
<b>Net Total Activity</b>	<b>-\$16,352</b>	<b>\$23,933</b>	<b>246%</b>	<b>\$948,934</b>	<b>3,865%</b>

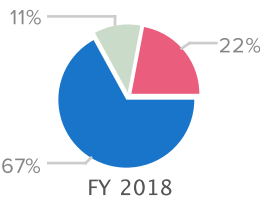
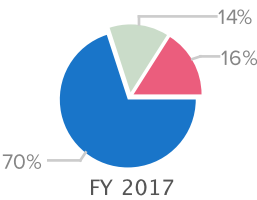
## Revenue by Source

- Earned
- Investment
- Contributed

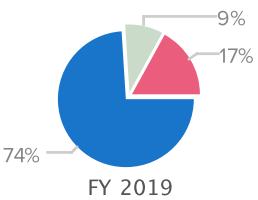


**Expenses by  
Functional Grouping**

- Program
- General & Administrative
- Fundraising



Artists Creating Together



## Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Membership revenue	\$1,121	\$259	\$920	\$920	
Contracted services	\$41,563	\$70,420	\$93,735	\$93,735	
Tuitions and registration fees	\$16,984	\$14,381	\$21,906	\$21,906	
Total earned - program	\$59,668	\$86,244	\$116,561	\$116,561	\$0
Earned - Non-program					
Sponsorship revenue	\$10,526	\$13,273	\$10,827	\$10,827	
Total earned - non-program	\$10,526	\$13,273	\$10,827	\$10,827	\$0
Total earned revenue	\$70,194	\$99,517	\$127,388	\$127,388	
	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Contributed					
Trustee & board	\$768	\$544	\$545	\$545	
Individual	\$27,382	\$38,749	\$21,156	\$21,156	
Corporate	\$8,150	\$40,540	\$8,955	\$8,955	
Foundation	\$108,786	\$72,110	\$37,830	\$37,830	
State government	\$20,847	\$65,538	\$27,923	\$27,923	
In-kind operating contributions	\$53,656	\$0	\$0	\$0	
Other contributions	\$100,013	\$101,126	\$95,001	\$95,001	
Net assets released from restriction	\$0	\$0	\$0	\$55,882	-\$55,882
Total contributed revenue	\$319,602	\$318,607	\$191,410	\$247,292	-\$55,882
Operating investment revenue	\$1,421	\$1,562	\$8,705	\$2,522	\$6,183
Total operating revenue	\$391,217	\$419,686	\$327,503	\$377,202	-\$49,699
Total operating revenue less in-kind	\$337,561	\$419,686	\$327,503	\$377,202	-\$49,699
Non-operating revenue					
Transfers and re-classifications					
Other non-operating			\$1,168,737	\$303,100	\$865,637
Total non-operating revenue	\$0	\$0	\$1,168,737	\$303,100	\$865,637
Total revenue	\$391,217	\$419,686	\$1,496,240	\$680,302	\$815,938
Total revenue less in-kind	\$337,561	\$419,686	\$1,496,240	\$680,302	\$815,938

## 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)	\$200,859	\$210,354	5%	\$267,926	27%	\$194,992	\$60,702	\$12,232
Professional fees	\$13,130	\$0	-100%	\$0	n/a			
Total personnel expenses - Operating	\$213,989	\$210,354	-2%	\$267,926	27%	\$194,992	\$60,702	\$12,232
Non-personnel expenses - Operating								
Advertising and promotion	\$6,466	\$5,240	-19%	\$5,857	12%		\$5,857	
Insurance	\$4,312	\$5,407	25%	\$4,751	-12%	\$3,895	\$713	\$143
Occupancy costs	\$19,772	\$20,621	4%	\$20,729	1%	\$16,998	\$3,109	\$622
Office and administration	\$15,081	\$14,254	-5%	\$16,367	15%	\$13,421	\$2,455	\$491
Printing, postage and shipping	\$925	\$1,213	31%	\$2,306	90%	\$1,891	\$346	\$69
Other operating expenses	\$145,951	\$137,075	-6%	\$124,589	-9%	\$95,642	\$1,095	\$27,852
Depreciation	\$1,073	\$1,589	48%	\$9,282	484%	\$7,612	\$1,392	\$278
Total non-personnel expenses - Operating	\$193,580	\$185,399	-4%	\$183,881	-1%	\$139,459	\$14,967	\$29,455
Total operating expenses	\$407,569	\$395,753	-3%	\$451,807	14%	\$334,451	\$75,669	\$41,687
Non-operating personnel expenses	\$0	\$0	n/a	\$0	n/a			
Non-operating non-personnel expenses	\$0	\$0	n/a	\$95,499	n/a		\$95,499	
Total expenses	\$407,569	\$395,753	-3%	\$547,306	38%	\$334,451	\$171,168	\$41,687
Total expenses less in-kind	\$353,913	\$395,753	12%	\$547,306	38%			
Total expenses less depreciation	\$406,496	\$394,164	-3%	\$538,024	36%			
Total expenses less in-kind and depreciation	\$352,840	\$394,164	12%	\$538,024	36%			

## Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$213,342	\$207,553	-3%	\$313,886	51%
Receivables	\$105,450	\$89,050	-16%	\$587,938	560%
Investments	\$162,127	\$163,354	1%	\$371,621	127%
Prepaid expenses & other	\$7,271	\$48,883	572%	\$68,103	39%
Total current assets	\$488,190	\$508,840	4%	\$1,341,548	164%
Non-current investments			n/a	\$0	n/a
Fixed assets (net)	\$6,013		-100%	\$113,457	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$6,013		-100%	\$113,457	n/a
Total assets	\$494,203	\$508,840	3%	\$1,455,005	186%
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$1,886	\$5,882	212%	\$316	-95%
Loans & other debt	\$0		n/a	\$0	n/a
Deferred revenue	\$22,532	\$9,240	-59%	\$12,037	30%
Total current liabilities	\$24,418	\$15,122	-38%	\$12,353	-18%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$24,418	\$15,122	-38%	\$12,353	-18%
Net assets					
Unrestricted	\$469,785	\$493,718	5%	\$514,482	4%
Restricted			n/a	\$928,170	n/a
Total net assets	\$469,785	\$493,718	5%	\$1,442,652	192%
Total liabilities & net assets	\$494,203	\$508,840	3%	\$1,455,005	186%

## Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	6	6	7
Total working capital -- Unrestricted	\$463,772	\$493,718	\$401,025
Current Ratio	19.99	33.65	108.6
Debt Service Impact	0%		0%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$463,772	n/a	\$401,025
Operating Margin	-4%	6%	252%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio -- Unrestricted			

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).

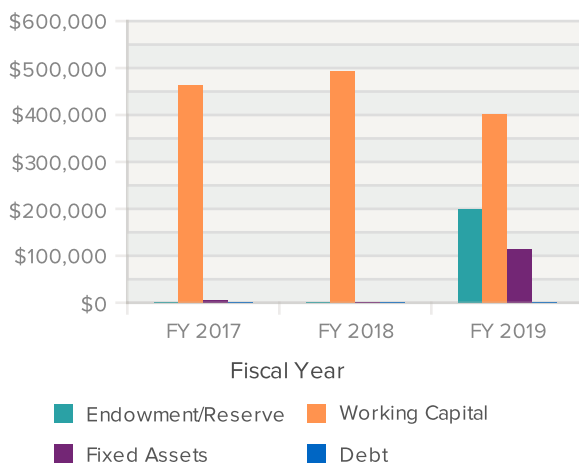
Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based 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.

Components of Net Assets



Months of Working Capital



## Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	640	792	24%	778	-2%
In-person participation - free	5,869	6,667	14%	6,583	-1%
Total in-person participation	6,509	7,459	15%	7,361	-1%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	300		-100%	497	n/a
Admissions	294		-100%	901	n/a
Registrants for classes/workshops	337	2,041	506%	1,225	-40%
Students given private lessons	3	3	0%	3	0%
Field trip participants	1,341	310	-77%	755	144%
Festival attendees		1,000	n/a	820	-18%
Participants of other events	4,234	4,105	-3%	3,160	-23%
Total in-person participation	6,509	7,459	15%	7,361	-1%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	3,012	3,058	2%	2,504	-18%
Children served in schools	467	1,605	244%	804	-50%
Seniors		1,044	n/a	956	-8%
Adults	3,497	3,357	-4%	3,901	16%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
Residency applicants	29		-100%	40	n/a
Consulting/fee-for-service clients			n/a	1	n/a
Competition entrants	51	50	-2%	89	78%
Competition winners	4	5	25%	5	0%

## Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	4	4	0%	5	25%
Number of part-time or one-time volunteers	560	609	9%	741	22%
Part-time or one-time volunteers - FTEs	3.69	5.71	55%	2.04	-64%
Number of interns and apprentices	10	15	50%	24	60%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time employees that are artists	2		-100%		n/a

## Program Activity

	FY 2017	FY 2018	% Change	FY 2019	% Change
Distinct productions	10	9	-10%	14	56%
Total performances	25	10	-60%	17	70%
Temporary exhibits	1		-100%	5	n/a
Distinct classes/workshops	100	55	-45%	94	71%
Distinct class series/courses	50	60	20%	48	-20%
Total classes/class sessions	600	509	-15%	9	-98%
Private lessons offered	36	100	178%	10	-90%
Distinct field trips	4	2	-50%	15	650%
Field trip occurrences	75	26	-65%	31	19%
Programs offered in schools	30	26	-13%	5	-81%
Hours of programming in schools	569		-100%	142	n/a
Number of schools served	20	50	150%	5	-90%
Artists placed in schools	39	30	-23%	16	-47%
Fairs/festivals/parades		1	n/a	1	0%
Residencies awarded	18		-100%	24	n/a
Competitions hosted	1	1	0%	1	0%
Distinct other programs	16	53	231%	26	-51%
Other programs occurrences	100	150	50%	252	68%