



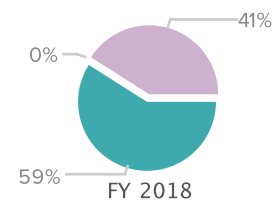
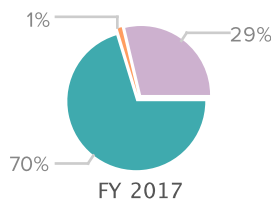
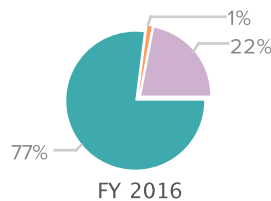
**Organization Information**

Organization name: The Art Experience, Inc.  
 City: Pontiac Federal ID #: 383373601  
 State: MI Year organization founded: 1996  
 County: Oakland Organization type: 501(c)3 nonprofit organization  
 NISP Discipline: 5 - Visual Arts Fiscal year end date: 12-31  
 NISP Institution: 15 - Arts Center DUNS #  
 NTEE: A25 - Arts Education Full-time staff: 0  
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 0.75  
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$23,948	\$34,928	46%	\$60,459	73%
Earned Non-program	\$1,102	\$1,440	31%	\$1,201	-17%
<b>Total Earned Revenue</b>	<b>\$25,050</b>	<b>\$36,368</b>	<b>45%</b>	<b>\$61,660</b>	<b>70%</b>
Investment Revenue	\$861	\$990	15%	\$673	-32%
Contributed Revenue	\$88,556	\$90,186	2%	\$88,672	-2%
<b>Total Unrestricted Operating Revenue</b>	<b>\$114,467</b>	<b>\$127,544</b>	<b>11%</b>	<b>\$151,005</b>	<b>18%</b>
Less in-kind	(\$5,848)	(\$3,787)	-35%	(\$754)	-80%
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$108,619</b>	<b>\$123,757</b>	<b>14%</b>	<b>\$150,251</b>	<b>21%</b>
<b>Expenses by Functional Total</b>					
Program	\$75,014	\$76,339	2%	\$89,596	17%
Fundraising	\$10,434	\$8,696	-17%	\$1,390	-84%
General & Administrative	\$17,604	\$27,757	58%	\$29,421	6%
<b>Total Operating Expenses</b>	<b>\$103,052</b>	<b>\$112,792</b>	<b>9%</b>	<b>\$120,407</b>	<b>7%</b>
Less in-kind	(\$5,848)	(\$3,787)	-35%	(\$754)	-80%
<b>Total Operating Expenses Less In-kind</b>	<b>\$97,204</b>	<b>\$109,005</b>	<b>12%</b>	<b>\$119,653</b>	<b>10%</b>
Net Unrestricted Activity - Operating	\$11,415	\$14,752	29%	\$30,598	107%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>\$11,415</b>	<b>\$14,752</b>	<b>29%</b>	<b>\$30,598</b>	<b>107%</b>
Net Temporarily Restricted Activity	\$0		n/a		n/a
Net Permanently Restricted Activity	\$0		n/a	-\$920	n/a
<b>Net Total Activity</b>	<b>\$11,415</b>	<b>\$14,752</b>	<b>29%</b>	<b>\$29,678</b>	<b>101%</b>

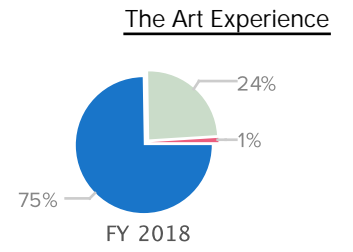
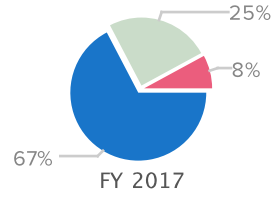
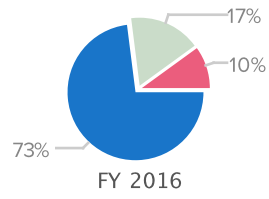
**Revenue by Source**

- Earned
- Investment
- Contributed



## Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising





## 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)	\$40,534	\$36,546	-10%	\$34,778	-5%	\$26,084	\$0	\$8,694
Independent contractors	\$22,841	\$26,353	15%	\$42,530	61%	\$42,530	\$0	\$0
Professional fees	\$1,110	\$2,845	156%	\$7,582	167%			\$7,582
Total personnel expenses - Operating	\$64,485	\$65,744	2%	\$84,890	29%	\$68,614	\$0	\$16,276
Non-personnel expenses - Operating								
Advertising and promotion	\$2,069	\$1,395	-33%	\$2,332	67%			\$2,332
Dues and subscriptions	\$655	\$280	-57%	\$634	126%			\$634
Insurance	\$1,581	\$1,857	17%	\$1,925	4%			\$1,925
Occupancy costs	\$15,166	\$15,722	4%	\$17,598	12%	\$15,579		\$2,019
Office and administration	\$2,855	\$4,708	65%	\$5,220	11%			\$5,220
Printing, postage and shipping	\$103	\$64	-38%	\$0	-100%			
Travel	\$0	\$840	n/a	\$1,015	21%			\$1,015
Productions and events costs	\$15,495	\$18,285	18%	\$6,144	-66%	\$4,754	\$1,390	
Other operating expenses	\$0	\$3,254	n/a	\$0	-100%			
Depreciation	\$643	\$643	0%	\$649	1%	\$649		
Total non-personnel expenses - Operating	\$38,567	\$47,048	22%	\$35,517	-25%	\$20,982	\$1,390	\$13,145
Total operating expenses	\$103,052	\$112,792	9%	\$120,407	7%	\$89,596	\$1,390	\$29,421
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	\$103,052	\$112,792	9%	\$120,407	7%	\$89,596	\$1,390	\$29,421
Total expenses less in-kind	\$97,204	\$109,005	12%	\$119,653	10%			
Total expenses less depreciation	\$102,409	\$112,149	10%	\$119,758	7%			
Total expenses less in-kind and depreciation	\$96,561	\$108,362	12%	\$119,004	10%			

## Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$30,411	\$61,634	103%	\$94,697	54%
Receivables	\$800	\$0	-100%	\$7,455	n/a
Investments	\$0		n/a		n/a
Prepaid expenses & other	\$0	\$2,508	n/a	\$1,067	-57%
<b>Total current assets</b>	<b>\$31,211</b>	<b>\$64,142</b>	<b>106%</b>	<b>\$103,219</b>	<b>61%</b>
Non-current investments					
Fixed assets (net)	\$12,619	\$12,619	0%	\$11,580	-8%
Other non-current assets	\$10,736	\$10,786	0%	\$10,075	-7%
Total non-current assets	\$0	\$0	n/a	\$0	n/a
<b>Total non-current assets</b>	<b>\$23,355</b>	<b>\$23,405</b>	<b>0%</b>	<b>\$21,655</b>	<b>-7%</b>
<b>Total assets</b>	<b>\$54,566</b>	<b>\$87,547</b>	<b>60%</b>	<b>\$124,874</b>	<b>43%</b>
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$29	-\$29	-200%	\$1,391	4,897%
Loans & other debt	\$0		n/a		n/a
Deferred revenue	\$0	\$18,836	n/a	\$14,800	-21%
<b>Total current liabilities</b>	<b>\$29</b>	<b>\$18,807</b>	<b>64,752%</b>	<b>\$16,191</b>	<b>-14%</b>
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
<b>Total liabilities</b>	<b>\$29</b>	<b>\$18,807</b>	<b>64,752%</b>	<b>\$16,191</b>	<b>-14%</b>
Net assets					
Unrestricted	\$42,037	\$56,121	34%	\$96,983	73%
Temporarily restricted	\$0		n/a		n/a
Permanently restricted	\$12,500	\$12,619	1%	\$12,500	-1%
<b>Total net assets</b>	<b>\$54,537</b>	<b>\$68,740</b>	<b>26%</b>	<b>\$108,683</b>	<b>58%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$54,566</b>	<b>\$87,547</b>	<b>60%</b>	<b>\$124,874</b>	<b>43%</b>

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	4	7	9
Total working capital	\$31,182	\$45,335	\$87,028
Current Ratio	1,076.24	3.41	6.38
Debt Service Impact	0%		
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	10%	12%	20%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio			

Months of Operating Cash represents the number of months an organization can operate at current average monthly expense levels with existing cash and cash equivalents.  $Cash + Cash\ Equivalents / (Total\ Expense / 12)$ . The ratio is calculated using total numbers since this organization does not have a disaggregated balance sheet.

Total Working Capital consists of the resources available for operations, and in this report is calculated as total current assets minus total current liabilities since this organization does not have a disaggregated balance sheet. 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 (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.

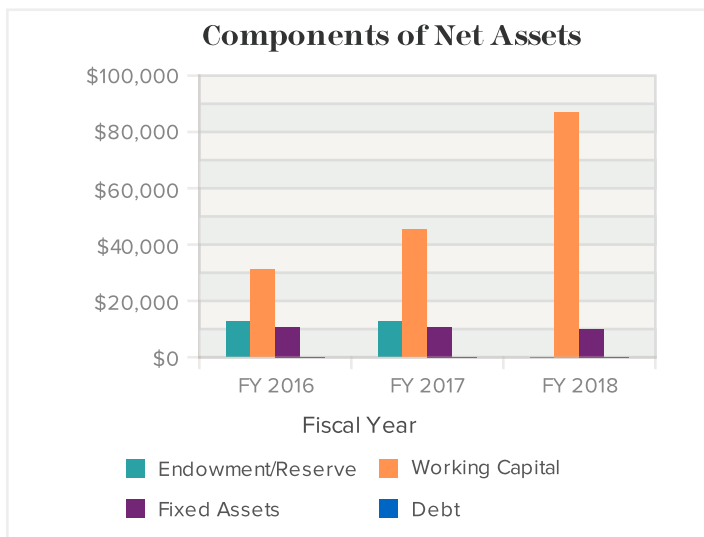
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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	1,479	2,301	56%	1,880	-18%
In-person participation - free	1,370	2,118	55%	3,030	43%
<b>Total in-person participation</b>	<b>2,849</b>	<b>4,419</b>	<b>55%</b>	<b>4,910</b>	<b>11%</b>

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets			n/a	38	n/a
Admissions		214	n/a	315	47%
Registrants for classes/workshops	1,645	2,790	70%	1,728	-38%
Students given private lessons	2	82	4,000%	3	-96%
Field trip participants	2		-100%		n/a
Lecture attendees		16	n/a	150	838%
Festival attendees	1,200	800	-33%	300	-62%
Participants of other events		517	n/a	2,376	360%
<b>Total in-person participation</b>	<b>2,849</b>	<b>4,419</b>	<b>55%</b>	<b>4,910</b>	<b>11%</b>

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	741	1,148	55%	1,719	50%
Children served in schools	1,742	776	-55%	247	-68%
Seniors	844	620	-27%	491	-21%
Adults	1,264	2,651	110%	2,700	2%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
Borrowers	0		n/a	3	n/a
Residency applicants	0	5	n/a	7	40%
Consulting/fee-for-service clients	5		-100%	2	n/a
Competition entrants	27	10	-63%		-100%
Competition winners	4	2	-50%		-100%
People engaged in advocacy	2,576	2,871	11%	162	-94%

## Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time permanent employees	2	2	0%	1	-50%
Part-time permanent employees - FTEs	0	0.9	n/a	0.75	-17%
Number of part-time or one-time volunteers	80	141	76%	139	-1%
Part-time or one-time volunteers - FTEs	0.47	0.95	102%	0.76	-20%
Independent contractors	21	22	5%	24	9%
Number of interns and apprentices	6	3	-50%	4	33%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time employees that are artists	2		-100%		n/a
Independent contractors that are artists	17	21	24%	24	14%

## Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions			n/a	1	n/a
Total performances	0	0	n/a	1	n/a
Workshops/readings		14	n/a		-100%
Permanent exhibits		1	n/a	1	0%
Temporary exhibits		3	n/a	3	0%
Objects/works in collection		3,000	n/a		-100%
Objects/works on exhibit		55	n/a		-100%
Works developed		616	n/a		-100%
Works commissioned	4	8	100%		-100%
Works available for circulation		150	n/a	350	133%
Works circulated	23	21	-9%	25	19%
Distinct classes/workshops	146	6	-96%	6	0%
Distinct class series/courses	9	14	56%	3	-79%
Total classes/class sessions	735	623	-15%	494	-21%
Private lessons offered	3	32	967%	2	-94%
Distinct field trips	1		-100%		n/a
Field trip occurrences	1	0	-100%		n/a
Distinct lectures		1	n/a	1	0%
Lecture occurrences		1	n/a	1	0%
Programs offered in schools	6	2	-67%	2	0%
Hours of programming in schools	208	42	-80%	347	726%
Number of schools served	7	2	-71%	2	0%
Artists placed in schools	6	3	-50%	3	0%
Fairs/festivals/parades	2	1	-50%	1	0%
Space - hours rented		12	n/a	12	0%
Residencies awarded	0	2	n/a	5	150%
Competitions hosted	4	1	-75%		-100%
Distinct other programs		5	n/a	6	20%
Other programs occurrences		5	n/a	6	20%

## Key advocacy Issues

FY 2016	Importance of Arts in Education
	Impact of Arts in Healthcare
	Value of Arts for those with Disabilities
	Arts as a tool for Economic Recovery
FY 2017	Value of Arts for those with Disabilities
	Impact of Arts in Healthcare
	Importance of Arts in Education
	Arts as a tool for Economic Recovery
FY 2018	Impact of Arts on Wellness
	Value of Arts for those with Disabilities
	Arts as a vehicle for Economic Recovery
	Importance of Arts in Education