

Organization Information

Organization name: **The Art Experience, Inc.**
 City: Pontiac
 State: MI
 County: Oakland
 Federal ID #: 383373601
 NISP Discipline: 5 - Visual Arts
 NISP Institution: 15 - Arts Center
 NTEE: A25 - Arts Education

Year organization founded: 1996
 Organization type: 501(c)3 nonprofit organization
 DUNS #:
 Full-time staff: 1
 Board Members: 16
 Fiscal year end date: 12-31

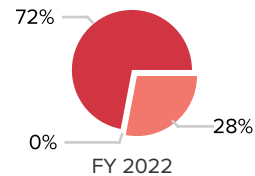
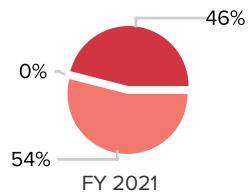
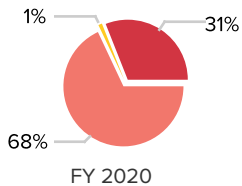
Applicant is not audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2020	FY 2021	% Change	FY 2022	% Change
Unrestricted operating revenue					
Earned program	\$48,621	\$56,602	16%	\$74,754	32%
Earned non-program	\$2,196	\$1,486	-32%	\$1,233	-17%
Total earned revenue	\$50,817	\$58,088	14%	\$75,987	31%
Investment revenue	\$863	\$426	-51%	\$29	-93%
Contributed revenue	\$111,425	\$68,428	-39%	\$29,606	-57%
Total unrestricted operating revenue	\$163,105	\$126,942	-22%	\$105,622	-17%
Less in-kind	\$7,086	\$4,075	-42%	\$6,035	48%
Unrestricted operating revenue less in-kind	\$156,019	\$122,867	-21%	\$99,587	-19%
Operating expenses					
Program	\$99,619	\$142,365	43%	\$126,135	-11%
Management & general	\$24,139	\$23,860	-1%	\$19,587	-18%
Fundraising	\$2,395	\$12,795	434%	\$12,482	-2%
Total operating expenses	\$126,153	\$179,020	42%	\$158,204	-12%
Less in-kind	\$7,086	\$4,075	-42%	\$6,035	48%
Unrestricted operating expenses less in-kind	\$119,067	\$174,945	47%	\$152,169	-13%
Unrestricted change in net assets - operating	\$36,952	-\$52,078	-241%	-\$52,582	-1%
Unrestricted change in net assets	\$36,952	-\$52,078	-241%	-\$52,582	-1%
Restricted change in net assets	\$200	\$0	-100%	\$88,530	n/a
Total change in net assets	\$37,152	-\$52,078	-240%	\$35,948	169%

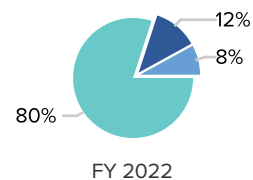
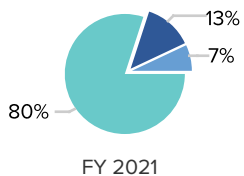
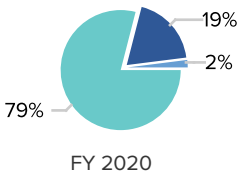
Unrestricted Operating Revenue by Source

- 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			\$1,958	\$1,958	\$0
Membership fees - organizations					
Ticket sales & admissions					
Education revenue	\$5,588	\$6,162	\$16,682	\$16,682	
Publication sales					
Gallery sales	\$14	\$1,337	\$1,217	\$1,217	
Contracted services & touring fees	\$43,019	\$49,103	\$54,897	\$54,897	
Royalty & reproduction revenue			\$0	\$0	
Earned - program not listed above			\$0	\$0	
Total earned - program	\$48,621	\$56,602	\$74,754	\$74,754	
Earned - Non-program					
Rental revenue			\$0	\$0	
Sponsorship revenue			\$0	\$0	
Attendee-generated revenue not listed above	\$2,196	\$1,486	\$1,233	\$1,233	
Earned - non-program not listed above					
Total earned - non-program	\$2,196	\$1,486	\$1,233	\$1,233	
Total earned revenue	\$50,817	\$58,088	\$75,987	\$75,987	

The Art Experience

Contributed	FY 2020 Total	FY 2021 Total	FY 2022 Total	FY 2022 Unrestricted	FY 2022 Restricted
Trustee & board	\$1,075	\$1,050	\$1,661	\$1,661	
Individual	\$4,729	\$17,688	\$16,750	\$15,250	\$1,500
Corporate	\$0	\$0	\$5,660	\$5,660	
Foundation	\$52,000	\$31,240	\$34,000	\$1,000	\$33,000
County government	\$30,000	\$0	\$37,500		\$37,500
State government	\$15,025	\$14,375	\$16,530		\$16,530
In-kind operating contributions	\$7,086	\$4,075	\$6,035	\$6,035	
Special fundraising events	\$1,510				
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$111,425	\$68,428	\$118,136	\$29,606	\$88,530
Operating investment revenue	\$1,063	\$426	\$29	\$29	
Total operating revenue	\$163,305	\$126,942	\$194,152	\$105,622	\$88,530
Total operating revenue less operating in-kind	\$156,219	\$122,867	\$188,117	\$99,587	\$88,530
Total revenue	\$163,305	\$126,942	\$194,152	\$105,622	\$88,530
Total revenue less in-kind	\$156,219	\$122,867	\$188,117	\$99,587	\$88,530

Revenue Narrative

FY 2020	Every opportunity to apply for Covid relief funding was taken advantage of to offset decreased program revenue.
FY 2021	There was less Covid assistance applied for in 2021 than in 2020. Our investment bond came to maturity and some of the dollars were cashed out to bolster the checking account at the end of 2021. There were no fundraising events held, and the difference in the in kind contributions is largely attributed to the value of one gift (two kilns) from our FY20. All of our in-kind revenue is donations of materials.
FY 2022	We were contracted with more organizations and increased services with other long standing contracts. Our investment account was tapped into after maturity in order to replenish our liquid savings account. We were especially fortunate to be recipients of memorial contributions. while also working hard to increase our visibility through new fundraising events and creating sponsorship opportunities.

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)	\$40,274	\$43,543	8%	\$49,390	13%	\$34,573	\$9,878	\$4,939
Independent contractors	\$36,383	\$68,236	88%	\$54,806	-20%	\$54,806	\$0	\$0
Professional fees	\$11,274	\$10,450	-7%	\$8,990	-14%	\$8,990		
Total personnel expenses - Operating	\$87,931	\$122,229	39%	\$113,186	-7%	\$98,369	\$9,878	\$4,939
Non-personnel expenses - Operating								
Occupancy costs	\$16,743	\$17,684	6%	\$15,944	-10%	\$11,161	\$4,783	
Depreciation	\$674	\$649	-4%	\$578	-11%	\$578		
Non-personnel expenses not listed above	\$20,805	\$38,458	85%	\$28,496	-26%	\$16,027	\$4,926	\$7,543
Total non-personnel expenses - Operating	\$38,222	\$56,791	49%	\$45,018	-21%	\$27,766	\$9,709	\$7,543
Total operating expenses	\$126,153	\$179,020	42%	\$158,204	-12%	\$126,135	\$19,587	\$12,482
Total expenses	\$126,153	\$179,020	42%	\$158,204	-12%			
Total expenses less in-kind	\$119,067	\$174,945	47%	\$152,169	-13%			
Total expenses less depreciation	\$125,479	\$178,371	42%	\$157,626	-12%			
Total expenses less in-kind and depreciation	\$118,393	\$174,296	47%	\$151,591	-13%			

Expense Narrative

FY 2020	We were forced to contract our janitorial services during the pandemic as well as subscribed to a new, more comprehensive and user friendly donor management system.
FY 2021	The increase in our non-personnel expenses can be attributed to our purchase of equipment required for attending our first art festival, and the outfitting of 90+ students with art materials for an entire school year, instead of by semester as we had in the year prior. This also included additional labor expense to plan ahead, order, and build each kit.
FY 2022	Our rent increased in 2022, and to compensate we let go of our janitorial services provider. There were no Art Therapy services provided during the summer for one of our programs, which is cause for the decrease in contract labor. We also made the change from a CPA to a professional bookkeeper and PEO, changing our professional fees. Additionally, a large software license expense was not realized until the beginning of 2023.

Balance Sheet

Assets	FY 2020	FY 2021	% Change	FY 2022	% Change
Current assets					
Cash and cash equivalents	\$101,882	\$75,384	-26%	\$110,249	46%
Receivables	\$28,011	\$13,439	-52%	\$4,315	-68%
Investments - current			n/a		n/a
Prepaid expenses & other			n/a		n/a
Total current assets	\$129,893	\$88,823	-32%	\$114,564	29%
Long-term/non-current assets					
Investments - non current	\$12,500		-100%		n/a
Fixed assets (net of accumulated depreciation)	\$8,494	\$7,844	-8%	\$7,266	-7%
Non-current assets not listed above			n/a		n/a
Total long-term/non-current assets	\$20,994	\$7,844	-63%	\$7,266	-7%
Total assets	\$150,887	\$96,667	-36%	\$121,830	26%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses	\$1,388	\$1,016	-27%	\$1,337	32%
Deferred revenue			n/a		n/a
Loans - current			n/a		n/a
Additional current liabilities not listed above	\$10,755	\$2,785	-74%	\$5,927	113%
Total current liabilities	\$12,143	\$3,801	-69%	\$7,264	91%
Long-term/non-current liabilities					
Long-term/non-current loans			n/a		n/a
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities			n/a		n/a
Total liabilities	\$12,143	\$3,801	-69%	\$7,264	91%
Total net assets	\$138,744	\$92,866	-33%	\$114,566	23%
Total liabilities & net assets	\$150,887	\$96,667	-36%	\$121,830	26%

Balance Sheet Narrative

FY 2020	Our PPP loan is included in the liability portion--it has not yet been forgiven. Additionally, accrued payroll, payroll tax, and sales tax liability are included there as well. We increased our retail sales operation in 2020.
FY 2021	There had been some outstanding receivables, some dating back to 2014, that did get cleaned up off of the books, which accounts for the -%50 change. Our investment bond matured in 2021, and those dollars are only collecting a small amount of interest at the moment. We were keeping it liquid in case of further downward trending.
FY 2022	There was a bonus check issued to the ED, increasing the payroll taxes. Our accounts payable was only our credit card balance.

Balance Sheet Metrics

	FY 2020	FY 2021	% Change	FY 2022	% Change
Months of operating cash -- Total	9.69	5.05	-48%	8.36	66%
Working capital -- Total	\$117,750	\$85,022	-28%	\$107,300	26%
Current ratio -- Total	10.7	23.37	118%	15.77	-33%
Net assets as a % of total expenses	110%	52%	-53%	72%	40%
Fixed assets (net)	\$8,494	\$7,844	-8%	\$7,266	-7%
Condition of fixed assets	164%	186%		209%	
Leverage -- Total			n/a		n/a
Total debt			n/a		n/a
Debt service impact	0%	0%	n/a	0%	n/a

Months of operating cash (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.

Working capital (Current Assets minus Current Liabilities) consists of the 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 (Current Assets divided by 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.

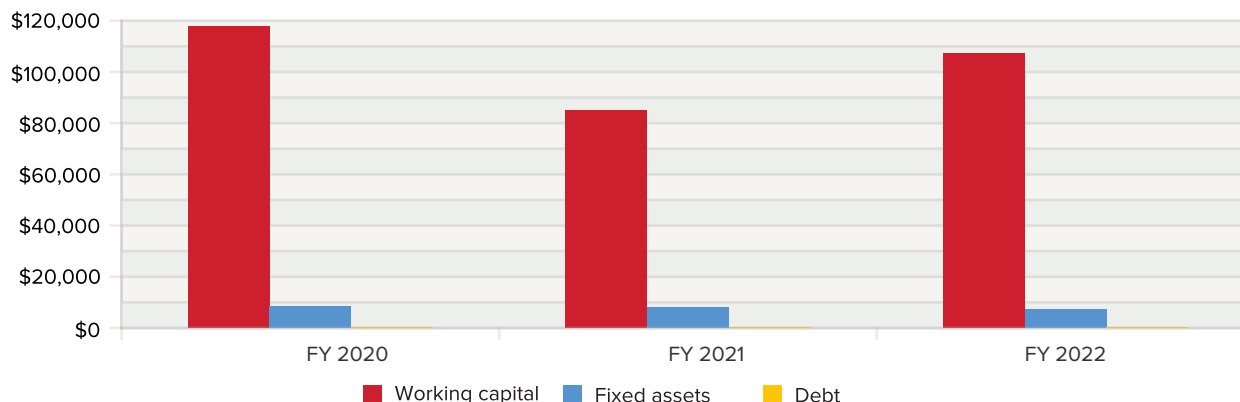
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

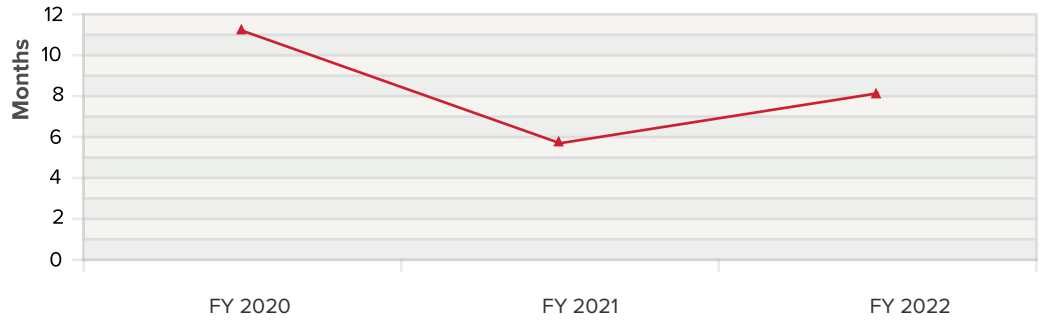
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 Working Capital



Attendance

	FY 2020	FY 2021	% Change	FY 2022	% Change
Total attendance					
Paid	332	3,150	849%	7,592	141%
Free	1,921	810	-58%	3,086	281%
Total	2,253	3,960	76%	10,678	170%
In-person attendance					
Paid	327	564	72%	3,992	608%
Free	860	550	-36%	2,870	422%
Total	1,187	1,114	-6%	6,862	516%
Digital attendance					
Paid	5	2,586	51,620%	3,600	39%
Free	1,061	260	-75%	216	-17%
Total	1,066	2,846	167%	3,816	34%
In-person attendees 18 and under	100	445	345%	2,744	517%
Programs in schools	FY 2020	FY 2021	% Change	FY 2022	% Change
Children served in schools	1,410		-100%	80	n/a
Hours of instruction	233		-100%	237	n/a

Workforce

Number of People	FY 2020	FY 2021	% Change	FY 2022	% Change
Employees: Full-time permanent		1	n/a	1	0%
Employees: Part-time permanent	1		-100%	0	n/a
Volunteers	37	15	-59%	52	247%
Independent contractors	10	15	50%	17	13%
Interns and apprentices	3	2	-33%	5	150%
Total positions	51	33	-35%	75	127%

Visual & Performing Artists

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of visual & performing artists	10	14	40%	17	21%
Payments to artists & performers	\$36,383	\$68,236	88%	\$54,806	-20%

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
Number of employees furloughed		10	0
Of those furloughed or laid off employees, how many (if any) have been brought back?		10	

Mission and Constituency

Mission statement

Our mission is to improve lives through the arts.

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

Suburban

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)					0	
Productions (presented)					0	
Classes/assemblies/other programs in schools	1	45			237	237
Classes/workshops (outside of schools)	2	105	13	114	21	207
Field trips/school visits					2	2
Guided tours					0	0
Lectures					0	0
Permanent exhibitions					4	
Temporary exhibitions	2		3		1	
Traveling exhibitions (hosted)					0	
Films screened					0	0
Festivals/conferences	0		0		1	4
Readings/workshops (developing works)					0	0
Community programs (not included above)	5	5	4	4	9	14
Additional programs not listed above	1	1	2	2	37	37

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)							0	0	0
Productions (presented)							0	0	0
Classes/assemblies/other programs in schools	1	188		278	278		237	237	0
Classes/workshops (outside of schools)	3	10					0	0	0
Field trips/school visits							0	0	0
Guided tours							0	0	0
Lectures							0	0	0
Permanent exhibitions									0
Temporary exhibitions						1			0
Traveling exhibitions (hosted)									0
Films screened							0	0	0
Broadcast productions							0	0	0
Festivals/conferences				1	1		0	0	0
Readings/workshops (developing works)							0	0	0
Community programs (not included above)				1	1		0	0	0
Additional programs not listed above	2	2		11	11		12	13	0

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	\$50,817	\$13,500	\$58,088	\$22,000	\$75,987	\$0
Contributed revenue	\$111,425	\$1,510	\$68,428	\$75	\$118,136	\$0
Operating expense	\$126,153		\$179,020	\$10,000	\$158,204	\$16

Program Activity

	FY 2020	FY 2021	% Change	FY 2022	% Change
Fiscally sponsored projects			n/a	0	n/a
Amount distributed to fiscally sponsored projects			n/a		n/a
Residencies	5	5	0%	2	-60%
Scholarships awarded			n/a	0	n/a
Amount awarded in scholarships			n/a		n/a
Other grants awarded			n/a	0	n/a
Amount awarded in grants			n/a		n/a
Public art installations			n/a	0	n/a
Works commissioned	0		n/a	0	n/a
Films produced			n/a	0	n/a
World premieres			n/a	0	n/a
National premieres			n/a	0	n/a
Local/regional premieres			n/a	0	n/a
Published works (physical)			n/a	0	n/a
Published works (digital)			n/a	0	n/a
Private lessons (in-person)	1	6	500%	1	-83%
Private lessons (digital)			n/a	0	n/a
Competitions			n/a	0	n/a
Open rehearsals			n/a	0	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	We were lucky to be able to maintain our programing contract with the school district after a few months' hiatus and make the switch from in person to digital. Our large festival and outreach events we normally attend usually occur in the summer and were canceled due to the pandemic.
FY 2021	Google analytics was installed on our website June 2021 after learning that tracking was not possible through our webhost. The data for our website is only 6 months of last year. We do not actively participate on Twitter.
FY 2022	We are very pleased to be regaining ground that was lost during the pandemic.