

ORGANIZATION OVERVIEW

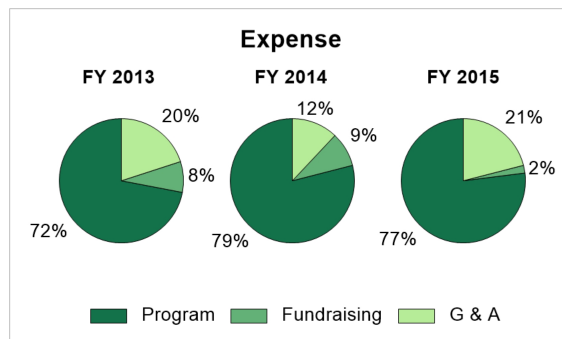
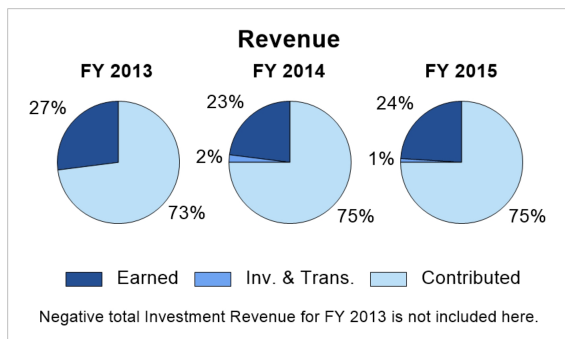
Organization Name	The Art Experience	Year Organization Founded	1996
Address	175 S. Saginaw #109, Pontiac, MI 48342-2254	Number of Board Members	12
County	Oakland	Fiscal Year End Date	12/31
Federal ID #	38-3373601	DUNS Number	609591883

This applicant is not audited or reviewed by an independent accounting firm.

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

ORGANIZATION SUMMARY

Financial Activity	FY 2013	FY 2014	% chg	FY 2015	% chg
Unrestricted Activity					
Revenue					
Earned					
Program	\$24,813	\$25,793	4%	\$23,108	-10%
Non-program	610	1,117	83%	0	n/a
Total Earned	25,423	26,910	6%	23,108	-14%
Investment & Transfers	(308)	2,036	761%	860	-58%
Contributed	69,041	86,202	25%	70,489	-18%
Total Unrestricted Revenue	\$94,156	\$115,148	22%	\$94,457	-18%
Total Unrestricted Revenue Less In-Kind	\$94,156	\$115,148	22%	\$92,942	-19%
Expenses					
Program	\$65,726	\$79,477	21%	\$96,889	22%
Fundraising	7,185	8,867	23%	2,854	-68%
General & Administrative	18,582	12,219	-34%	26,228	115%
Total Expenses	\$91,493	\$100,563	10%	\$125,971	25%
Total Expenses Less In-Kind	\$91,493	\$100,563	10%	\$124,456	24%
Net Unrestricted Activity	\$2,663	\$14,585		(\$31,514)	
Net Temporarily Restricted Activity	\$0	\$0		\$0	
Net Permanently Restricted Activity	\$2,750	\$0		\$0	
Net Total Activity	\$5,413	\$14,585		(\$31,514)	



REVENUE

Earned	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Admissions	\$0	\$0	n/a	\$0	n/a
2 Ticket Sales	\$0	\$0	n/a	\$0	n/a
3 Tuitions	\$24,591	\$24,495	~0%	\$0	n/a
4 Workshop & Lecture Fees	\$0	\$0	n/a	\$12,479	n/a
5 Touring Fees	\$0	\$683	n/a	\$0	n/a
6 Special Events - Non-fundraising	\$0	\$0	n/a	\$0	n/a
7 Gift Shop/Merchandise Sales	\$610	\$1,117	83%	\$0	n/a
7a Gallery/Publication Sales	\$0	\$0	n/a	\$0	n/a
8 Food Sales/Concession Revenue	\$0	\$0	n/a	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a	\$0	n/a
9 Membership Dues/Fees	\$0	\$0	n/a	\$0	n/a
10 Subscriptions - Performance	\$0	\$0	n/a	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$0	n/a	\$10,629	n/a
12 Rental Income	\$0	\$0	n/a	\$0	n/a
13 Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
14 Advertising Revenue	\$0	\$0	n/a	\$0	n/a
15 Sponsorship Revenue	\$0	\$0	n/a	\$0	n/a
16 Investments-Realized Gain/Losses	\$0	\$0	n/a	\$0	n/a
17 Investments-Unrealized Gains/Losses	(\$1,175)	\$1,175	200%	\$0	n/a
18 Interest & Dividends	\$867	\$861	-1%	\$860	~0%
19 Other Earned Revenue	\$222	\$615	177%	\$0	n/a
20 Total Earned Revenue	\$25,115	\$28,946	15%	\$23,968	-17%
Contributed	FY 2013	FY 2014	% chg	FY 2015	% chg
21 Trustee/Board Contributions	\$1,200	\$780	-35%	\$2,704	247%
22 Individual Contributions	\$16,704	\$4,601	-72%	\$3,436	-25%
23 Corporate Contributions	\$7,084	\$9,675	37%	\$2,860	-70%
24 Foundation Contributions	\$16,480	\$23,100	40%	\$16,622	-28%
25 Government - City	\$0	\$0	n/a	\$0	n/a
26 Government - County	\$1,500	\$0	n/a	\$0	n/a
27 Government - State	\$0	\$14,500	n/a	\$19,500	34%
28 Government - Federal	\$0	\$0	n/a	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a	\$0	n/a
29 Special Events - Fundraising	\$28,823	\$33,546	16%	\$23,852	-29%
30 Other Contributions	\$0	\$0	n/a	\$0	n/a
30b Parent Organization Support	\$0	\$0	n/a	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a	\$0	n/a
31 In-kind Contributions	\$0	\$0	n/a	\$1,515	n/a
32 Net Assets Released from Restrictions	\$0	\$0	n/a	\$0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$71,791	\$86,202	20%	\$70,489	-18%
34 Total Earned and Contributed Revenue Including Net Assets Released	\$96,906	\$115,148	19%	\$94,457	-18%
35 Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
Total Revenue	FY 2013	FY 2014	% chg	FY 2015	% chg
36 Total Revenue	\$96,906	\$115,148	19%	\$94,457	-18%
Total Unrestricted Revenue	\$94,156	\$115,148	22%	\$94,457	-18%
Total Unrestricted Revenue Less In-Kind	\$94,156	\$115,148	22%	\$92,942	-19%

EXPENSE

Expense	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Total Salaries & Fringe (From Section 5)	\$35,110	\$32,675	-7%	\$54,280	66%
2 Accounting	\$3,735	\$4,245	14%	\$3,625	-15%
3 Advertising and Marketing	\$2,055	\$1,163	-43%	\$2,215	90%
4 Artist Commission Fees	\$0	\$0	n/a	\$0	n/a
4a Artist Consignments	\$0	\$0	n/a	\$0	n/a
5 Artists & Performers - Non-Salaried	\$14,936	\$20,907	40%	\$24,638	18%
6 Audit	\$0	\$0	n/a	\$0	n/a
7 Bank Fees	\$866	\$968	12%	\$838	-13%
8 Repairs & Maintenance	\$200	\$22	-89%	\$0	n/a
9 Catering & Hospitality	\$0	\$0	n/a	\$785	n/a
10 Collections Conservation	\$0	\$0	n/a	\$0	n/a
11 Collections Management	\$0	\$0	n/a	\$0	n/a
12 Conferences & Meetings	\$0	\$1,296	n/a	\$0	n/a
13 Cost of Sales	\$3,268	\$8,437	158%	\$5,215	-38%
14 Depreciation	\$1,100	\$707	-36%	\$643	-9%
15 Dues & Subscriptions	\$760	\$900	18%	\$1,125	25%
16 Equipment Rental	\$0	\$0	n/a	\$0	n/a
17 Facilities - Other	\$0	\$73	n/a	\$2,292	3040%
18 Fundraising Expenses - Other	\$5,121	\$1,228	-76%	\$1,131	-8%
19 Fundraising Professionals	\$0	\$0	n/a	\$0	n/a
20 Grantmaking Expense	\$0	\$0	n/a	\$95	n/a
21 Honoraria	\$0	\$0	n/a	\$0	n/a
22 In-Kind Contributions	\$0	\$0	n/a	\$1,515	n/a
23 Insurance	\$1,486	\$2,063	39%	\$2,135	3%
24 Interest Expense	\$0	\$0	n/a	\$0	n/a
25 Internet & Website	\$0	\$3,278	n/a	\$0	n/a
26 Investment Fees	\$0	\$0	n/a	\$0	n/a
27 Legal Fees	\$0	\$0	n/a	\$0	n/a
28 Lodging & Meals	\$0	\$0	n/a	\$0	n/a
29 Major Repairs	\$0	\$0	n/a	\$0	n/a
30 Office Expense - Other	\$1,501	\$490	-67%	\$0	n/a
31 Other	\$110	\$265	141%	\$1,302	391%
32 Postage & Shipping	\$0	\$255	n/a	\$0	n/a
33 Printing	\$0	\$2,668	n/a	\$4,507	69%
34 Production & Exhibition Costs	\$0	\$0	n/a	\$0	n/a
34a Programs - Other	\$0	\$866	n/a	\$553	-36%
35 Professional Development	\$2,370	\$0	n/a	\$0	n/a
36 Professional Fees - Other	\$0	\$750	n/a	\$0	n/a
37 Public Relations	\$0	\$911	n/a	\$0	n/a
38 Rent	\$15,625	\$13,260	-15%	\$15,540	17%
38a Recording & Broadcast Costs	\$0	\$0	n/a	\$0	n/a
38b Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
39 Sales Commission Fees	\$0	\$0	n/a	\$0	n/a
39a Security	\$0	\$0	n/a	\$0	n/a
40 Supplies - Office and Other	\$1,434	\$1,311	-9%	\$1,767	35%
41 Telephone	\$1,766	\$1,539	-13%	\$1,472	-4%
42 Touring	\$0	\$0	n/a	\$0	n/a
43 Travel	\$50	\$286	472%	\$298	4%
44 Utilities	\$0	\$0	n/a	\$0	n/a
Total Expense	FY 2013	FY 2014	% chg	FY 2015	% chg
45 Total Expenses	\$91,493	\$100,563	10%	\$125,971	25%
Total Expenses Less In-Kind	\$91,493	\$100,563	10%	\$124,456	24%
46 Change in Net Assets	\$5,413	\$14,585	169%	(\$31,514)	-316%

DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

REVENUE

31a In-Kind Contributions, Briefly Describe Kiln firing services, IT services

EXPENSES

17a Facilities - Other, Briefly Describe Computer purchases
18a Fundraising Expenses - Other, Briefly Describe Staffing, sales tax, promo merchandise
31a If Other, Briefly Describe miscellaneous fees, licenses, postage, taxes
34b Programs - Other, Briefly Describe misc food supplies, fees

BALANCE SHEET TRENDS

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

Assets	FY 2013	FY 2014	% chg	FY 2015	% chg
Current Assets					
Cash	\$32,779	\$55,988	71%	\$25,117	-55%
Receivables	0	0	n/a	0	n/a
Prepaid Expenses & Other	0	0	n/a	0	n/a
Total Current Assets	32,779	55,988	71%	25,117	-55%
Investments	21,082	12,500	-41%	12,500	0%
Fixed Assets (net)	12,729	12,022	-6%	11,379	-5%
Non-Current Assets	0	0	n/a	0	n/a
Total Assets	\$66,590	\$80,510	21%	\$48,996	-39%

Liabilities & Net Assets	FY 2013	FY 2014	% chg	FY 2015	% chg
Liabilities					
Current Liabilities					
Accounts Payable & Other	\$665	\$0	n/a	\$0	n/a
Loans & Other Debt	0	0	n/a	0	n/a
Deferred Revenue	0	0	n/a	0	n/a
Total Current Liabilities	665	0	n/a	0	n/a
Non-Current Liabilities	0	0	n/a	0	n/a
Total Liabilities	\$665	\$0	n/a	\$0	n/a

Net Assets					
Unrestricted	\$52,185	\$68,010	30%	\$36,496	-46%
Temporarily Restricted	0	0	n/a	0	n/a
Permanently Restricted	13,740	12,500	-9%	12,500	0%
Total Net Assets	\$65,925	\$80,510	22%	\$48,996	-39%
Total Liabilities & Net Assets	\$66,590	\$80,510	21%	\$48,996	-39%

BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

Financial Position	FY 2013	FY 2014	FY 2015
Net assets as a % of total expenses	72%	80%	39%
Total Working Capital	\$39,456	\$55,988	\$25,117
Fixed Assets (net)	\$12,729	\$12,022	\$11,379
Total Endowment	\$13,740	\$12,500	\$12,500
Total Debt	\$0	\$0	\$0

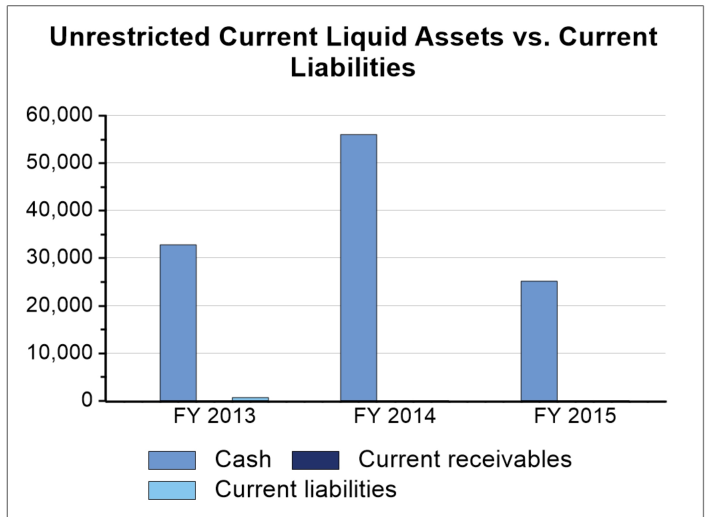
Net assets as a % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Total working capital consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) 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.

Fixed assets (net) include all land, buildings, equipment, and other fixed assets 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 endowment includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

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



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating revenue are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

NON FINANCIAL INFORMATION (Section 11)

Staff & Non-staff Statistics (Number of People)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Full-time Permanent Employees	0.00	0.00	n/a	0.00	n/a
2 Part-time/Seasonal Employees	2.00	3.00	50%	3.00	0%
3 Part-time/Seasonal Empl. - FTEs	1.04	1.25	20%	1.55	24%
4 Full-time Volunteers	0.00	0.00	n/a	0.00	n/a
5 Part-time Volunteers	79.00	3.00	-96%	71.00	2267%
6 Part-time Volunteers - FTEs	0.66	1.29	95%	2.05	59%
7 Independent Contractors	15.00	33.00	120%	16.00	-52%
8 Independent Contractors - FTEs	0.69	1.04	51%	1.40	35%
9 Interns/Apprentices	8.00	13.00	62%	6.00	-54%
10 Interns/Apprentices - FTEs	0.16	0.75	369%	0.75	0%

Number of Contributors	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Individuals	111	242	118%	35	-86%
2 Board	7	7	0%	8	14%
3 Corporate	10	7	-30%	4	-43%
4 Foundation	2	3	50%	1	-67%
5 Government (Federal, State & Local)	2	1	-50%	1	0%

Attendance (Number of People)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Total Paid Attendance	1,772	3,417	93%	1,915	-44%
Physical	1,772	3,417	93%	1,915	-44%
Virtual	0	0	n/a	0	n/a
2 Total Free Attendance	5,011	3,532	-30%	4,795	36%
Physical	5,011	3,532	-30%	4,795	36%
Virtual	0	0	n/a	0	n/a
3 Total Attendance	6,783	6,949	2%	6,710	-3%
4 Children 18 and under	1,444	2,785	93%	3,704	33%
5 Number of Groups of Children 18 and Under	4	40	900%	60	50%
5a Number of Other Groups	4	34	750%	47	38%
6 Attendance - Classes/Workshops	1,945	3,917	101%	5,360	37%

Subscribers & Members	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Paying Subscribers - Performance	0	0	n/a	0	n/a
1a Paying Subscribers - Media	0	0	n/a	0	n/a
1b Non-paying Subscribers - Media	1,650	2,171	32%	2,569	18%
2 Paying Members	0	0	n/a	0	n/a
3 How many people are both members and subscribers?	0	0	n/a	0	n/a

NON FINANCIAL INFORMATION (Continued)

Pricing (in dollars)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Average Adult Price	\$0.00	\$0.00	n/a	\$0.00	n/a
2 Average Child Price	\$0.00	\$0.00	n/a	\$0.00	n/a
3 Average Senior Citizen Price	\$0.00	\$0.00	n/a	\$0.00	n/a
4 Average Student Price	\$0.00	\$0.00	n/a	\$0.00	n/a
5 Highest Single Price	\$0.00	\$0.00	n/a	\$0.00	n/a
6 Lowest Single Price	\$0.00	\$0.00	n/a	\$0.00	n/a
7 Median Price	\$0.00	\$0.00	n/a	\$0.00	n/a
8 Average Adult Tuition/Workshop Price	\$28.40	\$22.00	-23%	\$14.70	-33%
9 Average Child Tuition/Workshop Price	\$35.87	\$19.85	-45%	\$14.70	-26%
10 Average Publication Price	\$0.00	\$0.00	n/a	\$0.00	n/a
11 Average Fundraising Special Event Price	\$25.00	\$25.00	0%	\$37.50	50%
12 Average Non-fundraising Special Event Price	\$0.00	\$0.00	n/a	\$0.00	n/a
13 Average Media Content Price	\$1,500.00	\$0.00	n/a	\$0.00	n/a

Program Activity (Number of Events)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Live Productions - Self-Produced	0	0	n/a	0	n/a
1a Live Productions - Presented Only	0	0	n/a	0	n/a
2 Public Performances - Home	0	0	n/a	0	n/a
3 Public Performances - Away	5	0	n/a	0	n/a
3a Online/radio/television programs	0	0	n/a	0	n/a
4 Permanent Exhibitions	1	2	100%	2	0%
5 Temporary Exhibitions	7	8	14%	5	-38%
6 Classes/Workshops - for the public/constituents	41	48	17%	97	102%
7 Classes/Workshops - for professional artists	0	0	n/a	0	n/a
7a Publications	12	12	0%	0	n/a
7b Number of Publications Distributed	12	12	0%	0	n/a
8 Tours	0	0	n/a	0	n/a
8a Number of Tour Occurrences	0	0	n/a	0	n/a
9 Films	0	0	n/a	0	n/a
9a Number of Film Screenings	0	0	n/a	0	n/a
10 Lectures	5	8	60%	19	138%
10a Number of Lecture Occurrences	5	13	160%	19	46%
11 Exhibition Openings	6	7	17%	6	-14%
12 World Premieres	0	0	n/a	0	n/a
13 National Premieres	0	0	n/a	0	n/a
14 Local Premieres	0	0	n/a	0	n/a
15 Works Commissioned	1	0	n/a	6	n/a
16 Workshops or readings of new works	0	0	n/a	0	n/a
17 Programs - Other	22	14	-36%	2	-86%
17a Number of Programs - Other Occurrences	22	14	-36%	2	-86%
18 Off-site School Programs	1	9	800%	4	-56%
18a Number of Off-site School Program Occurrences	1	9	800%	33	267%
19 Facility Rentals - By your org. for your program use	1	0	n/a	1	n/a
20 Facility Rentals - By your org. for your non-program use	0	1	n/a	4	300%
21 Facility Rentals - Of your org. for another org's use	0	0	n/a	0	n/a

Addendum to Attachment 2 CDP/MCACA Funder Report TheArtExperience

Section 8 Line 22 – total assets dropped \$31,514. Factors contributing to this:

- Free programming to local schools increased in response to community need.
- Individual donations decreased 25.3%.
- Two of our six planned fundraisers did not occur due to unforeseen circumstances. Six fundraisers are planned for 2016, two of which have occurred.

Areas of revenue being pursued are:

- Community giving funds offered by banking institutions. Eighteen banks have been identified within our service area. Guidelines and deadlines have been studied for eight of these. Requests for funding are being drafted.
- Contractual programming increased 27% in 2016.
- Email fundraising campaign

In addition, the Program Coordinator pursued a full time position outside of The Art Experience. The board has decided to delay hiring a replacement. This position was a \$17K expense.