



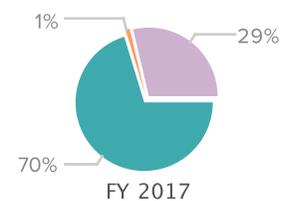
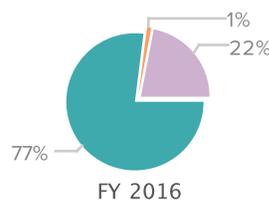
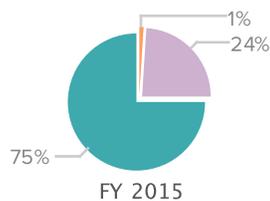
Organization Information

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: 0.9
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
Unrestricted Operating Revenue					
Earned Program	\$23,108	\$23,948	4%	\$34,928	46%
Earned Non-program	\$0	\$1,102	n/a	\$1,440	31%
Total Earned Revenue	\$23,108	\$25,050	8%	\$36,368	45%
Investment Revenue	\$860	\$861	0%	\$990	15%
Contributed Revenue	\$70,489	\$88,556	26%	\$90,186	2%
Total Unrestricted Operating Revenue	\$94,457	\$114,467	21%	\$127,544	11%
Less in-kind	(\$1,515)	(\$5,848)	286%	(\$3,787)	-35%
Total Unrestricted Operating Revenue Less In-kind	\$92,942	\$108,619	17%	\$123,757	14%
Expenses by Functional Total					
Program	\$96,889	\$75,014	-23%	\$76,339	2%
Fundraising	\$2,854	\$10,434	266%	\$8,696	-17%
General & Administrative	\$26,228	\$17,604	-33%	\$27,757	58%
Total Operating Expenses	\$125,971	\$103,052	-18%	\$112,792	9%
Less in-kind	(\$1,515)	(\$5,848)	286%	(\$3,787)	-35%
Total Operating Expenses Less In-kind	\$124,456	\$97,204	-22%	\$109,005	12%
Net Unrestricted Activity - Operating	-\$31,514	\$11,415	136%	\$14,752	29%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$31,514	\$11,415	136%	\$14,752	29%
Net Temporarily Restricted Activity	\$0	\$0	n/a		n/a
Net Permanently Restricted Activity	\$0	\$0	n/a		n/a
Net Total Activity	-\$31,514	\$11,415	136%	\$14,752	29%

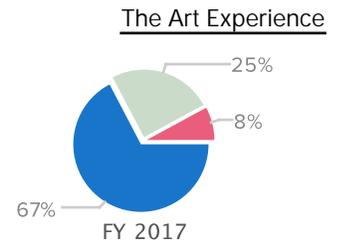
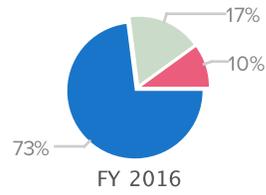
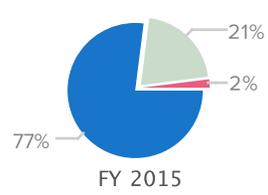
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Expense Details

	FY 2015 Total	FY 2016 Total	% Change	FY 2017 Total	% Change	FY 2017 Program	FY 2017 Fundraising	FY 2017 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$54,280	\$40,534	-25%	\$36,546	-10%	\$27,410	\$0	\$9,136
Independent contractors	\$24,638	\$22,841	-7%	\$26,353	15%	\$24,757		\$1,596
Professional fees	\$0	\$1,110	n/a	\$2,845	156%			\$2,845
Total personnel expenses - Operating	\$78,918	\$64,485	-18%	\$65,744	2%	\$52,167		\$13,577
Non-personnel expenses - Operating								
Advertising and promotion	\$2,215	\$2,069	-7%	\$1,395	-33%			\$1,395
Conferences and meetings	\$785	\$0	-100%	\$0	n/a			
Dues and subscriptions	\$1,125	\$655	-42%	\$280	-57%			\$280
Grant awards and similar amounts paid	\$95	\$0	-100%	\$0	n/a			
Insurance	\$2,135	\$1,581	-26%	\$1,857	17%			\$1,857
Occupancy costs	\$17,832	\$15,166	-15%	\$15,722	4%	\$13,940		\$1,782
Office and administration	\$7,702	\$2,855	-63%	\$4,708	65%			\$4,708
Printing, postage and shipping	\$4,507	\$103	-98%	\$64	-38%			\$64
Travel	\$298	\$0	-100%	\$840	n/a			\$840
Productions and events costs	\$0	\$15,495	n/a	\$18,285	18%	\$9,589	\$8,696	
Other operating expenses	\$9,716	\$0	-100%	\$3,254	n/a			\$3,254
Depreciation	\$643	\$643	0%	\$643	0%	\$643		
Total non-personnel expenses - Operating	\$47,053	\$38,567	-18%	\$47,048	22%	\$24,172	\$8,696	\$14,180
Total operating expenses	\$125,971	\$103,052	-18%	\$112,792	9%	\$76,339	\$8,696	\$27,757
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	\$125,971	\$103,052	-18%	\$112,792	9%	\$76,339	\$8,696	\$27,757
Total expenses less in-kind	\$124,456	\$97,204	-22%	\$109,005	12%			
Total expenses less depreciation	\$125,328	\$102,409	-18%	\$112,149	10%			
Total expenses less in-kind and depreciation	\$123,813	\$96,561	-22%	\$108,362	12%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$25,117	\$30,411	21%	\$61,634	103%
Receivables	\$0	\$800	n/a	\$0	-100%
Investments		\$0	n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$2,508	n/a
Total current assets	\$25,117	\$31,211	24%	\$64,142	106%
Non-current investments					
Fixed assets (net)	\$12,500	\$12,619	1%	\$12,619	0%
Other non-current assets	\$11,379	\$10,736	-6%	\$10,786	0%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$23,879	\$23,355	-2%	\$23,405	0%
Total assets	\$48,996	\$54,566	11%	\$87,547	60%
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$0	\$29	n/a	-\$29	-200%
Loans & other debt		\$0	n/a		n/a
Deferred revenue		\$0	n/a	\$18,836	n/a
Total current liabilities	\$0	\$29	n/a	\$18,807	64,752%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$29	n/a	\$18,807	64,752%
Net assets					
Unrestricted	\$36,496	\$42,037	15%	\$56,121	34%
Temporarily restricted		\$0	n/a		n/a
Permanently restricted	\$12,500	\$12,500	0%	\$12,619	1%
Total net assets	\$48,996	\$54,537	11%	\$68,740	26%
Total liabilities & net assets	\$48,996	\$54,566	11%	\$87,547	60%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	2	4	7
Total working capital -- Unrestricted	\$25,117	\$31,182	\$45,335
Current Ratio	n/a	1,076.24	3.41
Debt Service Impact		0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	\$25,117		
Operating Margin	-33%	10%	12%
Depreciation as a % of Fixed Assets	48%	n/a	n/a
Leverage Ratio	0%		

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

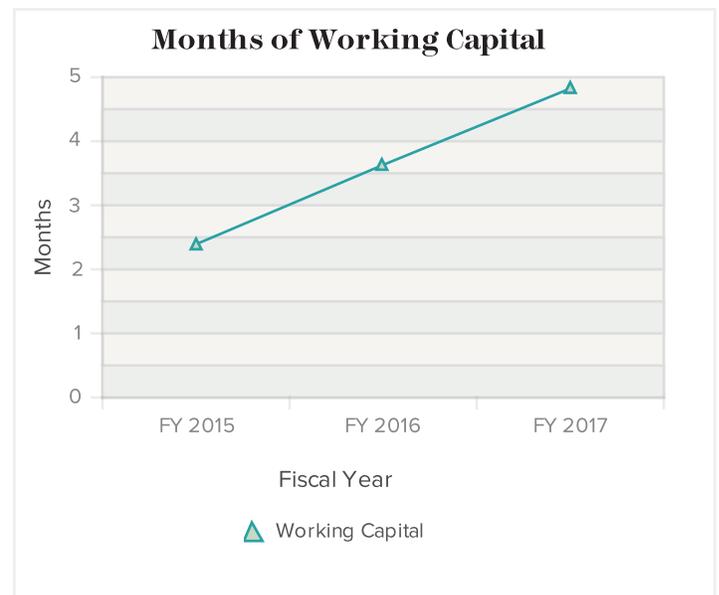
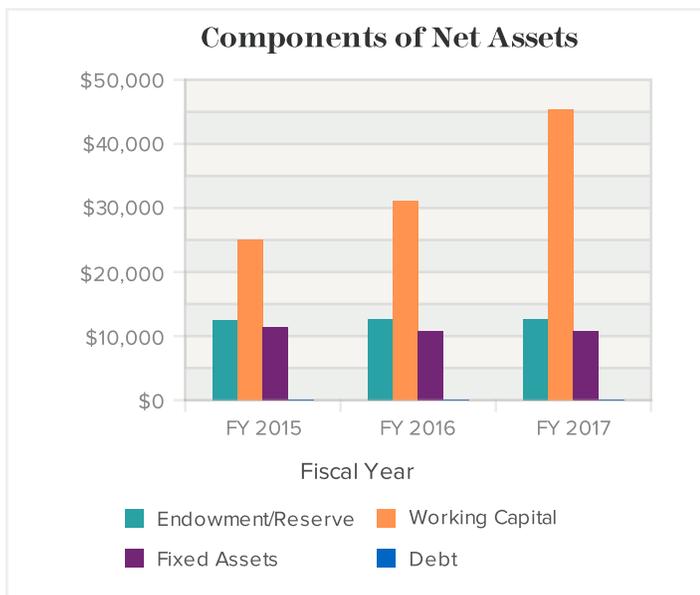
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed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

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 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	1,915	1,479	-23%	2,301	56%
In-person participation - free	4,795	1,370	-71%	2,118	55%
Total in-person participation	6,710	2,849	-58%	4,419	55%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Registrants for classes/workshops		1,645	n/a	2,790	70%
Students given private lessons		2	n/a	82	4,000%
Field trip participants		2	n/a		-100%
Lecture attendees			n/a	16	n/a
Festival attendees		1,200	n/a	800	-33%
Participants of other events			n/a	517	n/a
Total in-person participation	6,710	2,849	-58%	4,419	55%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	3,704	741	-80%	1,148	55%
Children served in schools		1,742	n/a	776	-55%
Seniors		844	n/a	620	-27%
Adults		1,264	n/a	2,651	110%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
Residency applicants		0	n/a	5	n/a
Consulting/fee-for-service clients		5	n/a		-100%
Competition entrants		27	n/a	10	-63%
Competition winners		4	n/a	2	-50%
People engaged in advocacy		2,576	n/a	2,871	11%

Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time permanent employees	3	2	-33%	2	0%
Part-time permanent employees - FTEs	1.55	0	-100%	0.9	n/a
Number of part-time or one-time volunteers	71	80	13%	141	76%
Part-time or one-time volunteers - FTEs	2.05	0.47	-77%	0.95	102%
Independent contractors	16	21	31%	22	5%
Number of interns and apprentices	6	6	0%	3	-50%

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time employees that are artists	0	2	n/a		-100%
Independent contractors that are artists	0	17	n/a	21	24%

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Workshops/readings	0		n/a	14	n/a
Permanent exhibits	2		-100%	1	n/a
Temporary exhibits	5		-100%	3	n/a
Objects/works in collection			n/a	3,000	n/a
Objects/works on exhibit			n/a	55	n/a
Works developed			n/a	616	n/a
Works commissioned	6	4	-33%	8	100%
Works available for circulation			n/a	150	n/a
Works circulated		23	n/a	21	-9%
Distinct classes/workshops	97	146	51%	6	-96%
Distinct class series/courses		9	n/a	14	56%
Total classes/class sessions	0	735	n/a	623	-15%
Private lessons offered		3	n/a	32	967%
Distinct field trips		1	n/a		-100%
Field trip occurrences		1	n/a	0	-100%
Distinct lectures	19		-100%	1	n/a
Lecture occurrences	19		-100%	1	n/a
Programs offered in schools	4	6	50%	2	-67%
Hours of programming in schools		208	n/a	42	-80%
Number of schools served		7	n/a	2	-71%
Artists placed in schools		6	n/a	3	-50%
Fairs/festivals/parades		2	n/a	1	-50%
Space - hours rented			n/a	12	n/a
Residencies awarded		0	n/a	2	n/a
Competitions hosted		4	n/a	1	-75%
Distinct other programs	2		-100%	5	n/a
Other programs occurrences	2		-100%	5	n/a