



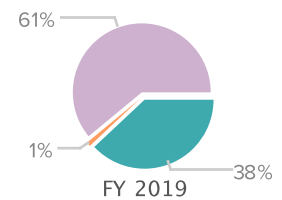
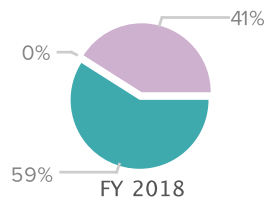
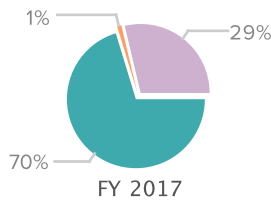
Organization Information

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: 0.78
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$34,928	\$60,459	73%	\$85,343	41%
Earned Non-program	\$1,440	\$1,201	-17%	\$2,301	92%
Total Earned Revenue	\$36,368	\$61,660	70%	\$87,644	42%
Investment Revenue	\$990	\$673	-32%	\$890	32%
Contributed Revenue	\$90,186	\$88,672	-2%	\$54,730	-38%
Total Unrestricted Operating Revenue	\$127,544	\$151,005	18%	\$143,264	-5%
Less in-kind	(\$3,787)	(\$754)	-80%	(\$5,885)	681%
Total Unrestricted Operating Revenue Less In-kind	\$123,757	\$150,251	21%	\$137,379	-9%
Expenses by Functional Total					
Program	\$76,339	\$89,596	17%	\$125,754	40%
Fundraising	\$8,696	\$1,390	-84%	\$2,686	93%
General & Administrative	\$27,757	\$29,421	6%	\$38,682	31%
Total Operating Expenses	\$112,792	\$120,407	7%	\$167,122	39%
Less in-kind	(\$3,787)	(\$754)	-80%	(\$5,885)	681%
Total Operating Expenses Less In-kind	\$109,005	\$119,653	10%	\$161,237	35%
Net Unrestricted Activity - Operating	\$14,752	\$30,598	107%	-\$23,858	-178%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$14,752	\$30,598	107%	-\$23,858	-178%
Net Restricted Activity		-\$920	n/a	\$2,815	406%
Net Total Activity	\$14,752	\$29,678	101%	-\$21,043	-171%

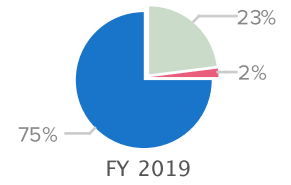
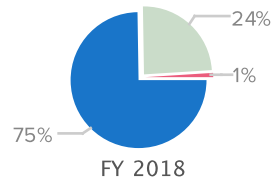
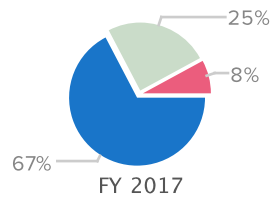
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Gallery sales	\$1,463	\$1,163	\$1,531	\$1,531	
Contracted services	\$23,301	\$41,511	\$73,715	\$73,715	
Tuitions and registration fees	\$8,815	\$17,785	\$10,097	\$10,097	
Other program revenue	\$1,349				
Total earned - program	\$34,928	\$60,459	\$85,343	\$85,343	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$1,140	\$1,201	\$2,301	\$2,301	
Space rentals	\$300		\$0	\$0	
Total earned - non-program	\$1,440	\$1,201	\$2,301	\$2,301	\$0
Total earned revenue	\$36,368	\$61,660	\$87,644	\$87,644	

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$1,890	\$624	\$743	\$738	\$5
Individual	\$21,969	\$16,168	\$8,381	\$8,381	
Corporate	\$6,377	\$26	\$300	\$300	
Foundation	\$29,200	\$54,300	\$18,801	\$16,301	\$2,500
State government	\$10,600	\$16,800	\$23,125	\$23,125	
In-kind operating contributions	\$3,787	\$754	\$5,885	\$5,885	
Other contributions	\$16,363	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$90,186	\$88,672	\$57,235	\$54,730	\$2,505
Operating investment revenue	\$990	-\$247	\$1,200	\$890	\$310
Total operating revenue	\$127,544	\$150,085	\$146,079	\$143,264	\$2,815
Total operating revenue less in-kind	\$123,757	\$149,331	\$140,194	\$137,379	\$2,815
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$127,544	\$150,085	\$146,079	\$143,264	\$2,815
Total revenue less in-kind	\$123,757	\$149,331	\$140,194	\$137,379	\$2,815

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)	\$36,546	\$34,778	-5%	\$39,470	13%	\$29,970	\$0	\$9,500
Independent contractors	\$26,353	\$42,530	61%	\$71,676	69%	\$71,676		
Professional fees	\$2,845	\$7,582	167%	\$15,838	109%			\$15,838
Total personnel expenses - Operating	\$65,744	\$84,890	29%	\$126,984	50%	\$101,646		\$25,338
Non-personnel expenses - Operating								
Advertising and promotion	\$1,395	\$2,332	67%	\$2,573	10%	\$1,761	\$306	\$506
Dues and subscriptions	\$280	\$634	126%	\$0	-100%			
Insurance	\$1,857	\$1,925	4%	\$2,140	11%			\$2,140
Occupancy costs	\$15,722	\$17,598	12%	\$15,425	-12%	\$14,468		\$957
Office and administration	\$4,708	\$5,220	11%	\$9,741	87%			\$9,741
Printing, postage and shipping	\$64	\$0	-100%	\$0	n/a			
Travel	\$840	\$1,015	21%	\$0	-100%			
Productions and events costs	\$18,285	\$6,144	-66%	\$9,522	55%	\$7,142	\$2,380	
Other operating expenses	\$3,254	\$0	-100%	\$0	n/a			
Depreciation	\$643	\$649	1%	\$737	14%	\$737		
Total non-personnel expenses - Operating	\$47,048	\$35,517	-25%	\$40,138	13%	\$24,108	\$2,686	\$13,344
Total operating expenses	\$112,792	\$120,407	7%	\$167,122	39%	\$125,754	\$2,686	\$38,682
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	\$112,792	\$120,407	7%	\$167,122	39%	\$125,754	\$2,686	\$38,682
Total expenses less in-kind	\$109,005	\$119,653	10%	\$161,237	35%			
Total expenses less depreciation	\$112,149	\$119,758	7%	\$166,385	39%			
Total expenses less in-kind and depreciation	\$108,362	\$119,004	10%	\$160,500	35%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$61,634	\$94,697	54%	\$78,446	-17%
Receivables	\$0	\$7,455	n/a	\$5,086	-32%
Investments			n/a		n/a
Prepaid expenses & other	\$2,508	\$1,067	-57%	\$0	-100%
Total current assets	\$64,142	\$103,219	61%	\$83,532	-19%
Non-current investments					
Fixed assets (net)	\$12,619	\$11,580	-8%	\$12,500	8%
Other non-current assets	\$10,786	\$10,075	-7%	\$9,168	-9%
Total non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$23,405	\$21,655	-7%	\$21,668	0%
Total assets	\$87,547	\$124,874	43%	\$105,200	-16%
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	-\$29	\$1,391	4,897%	\$3,482	150%
Loans & other debt			n/a		n/a
Deferred revenue	\$18,836	\$14,800	-21%		-100%
Total current liabilities	\$18,807	\$16,191	-14%	\$3,482	-78%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$18,807	\$16,191	-14%	\$3,482	-78%
Net assets					
Unrestricted	\$56,121	\$96,983	73%	\$89,218	-8%
Restricted	\$12,619	\$12,500	-1%	\$12,500	0%
Total net assets	\$68,740	\$108,683	58%	\$101,718	-6%
Total liabilities & net assets	\$87,547	\$124,874	43%	\$105,200	-16%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	7	9	6
Total working capital	\$45,335	\$87,028	\$80,050
Current Ratio	3.41	6.38	23.99
Debt Service Impact			
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	12%	20%	-15%
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.

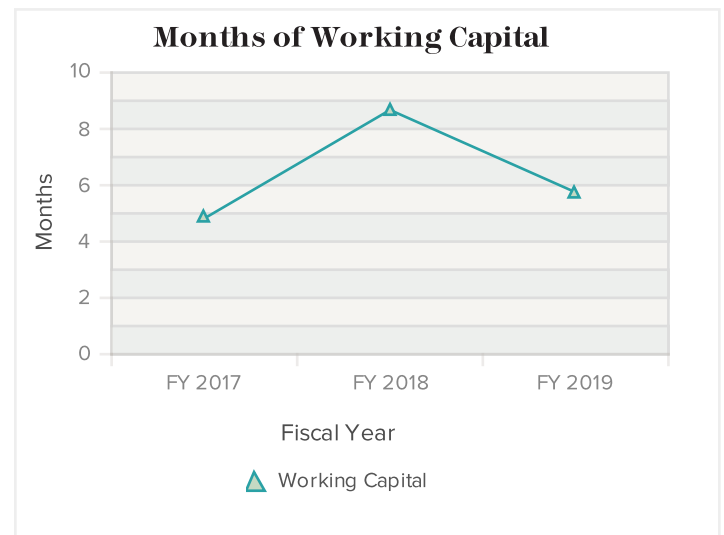
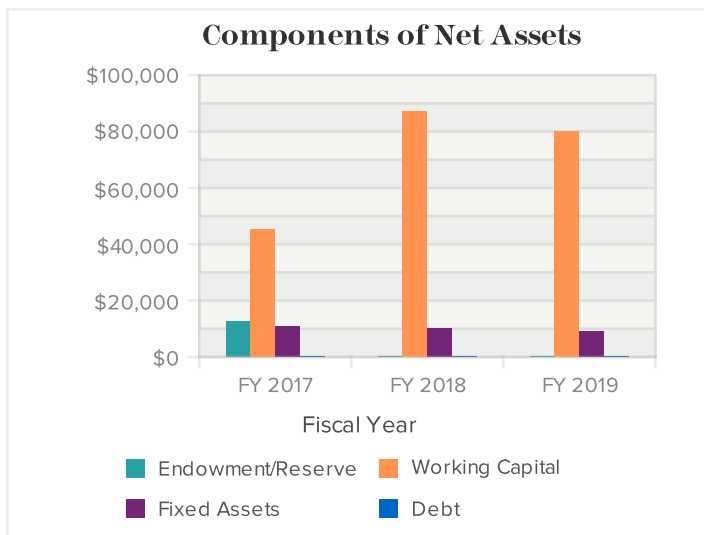
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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. 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 (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.



Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	2,301	1,880	-18%	1,848	-2%
In-person participation - free	2,118	3,030	43%	7,741	155%
Total in-person participation	4,419	4,910	11%	9,589	95%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets		38	n/a		-100%
Admissions	214	315	47%	500	59%
Registrants for classes/workshops	2,790	1,728	-38%	3,139	82%
Students given private lessons	82	3	-96%		-100%
Lecture attendees	16	150	838%		-100%
Festival attendees	800	300	-62%	800	167%
Participants of other events	517	2,376	360%	5,150	117%
Total in-person participation	4,419	4,910	11%	9,589	95%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	1,148	1,719	50%	3,358	95%
Children served in schools	776	247	-68%	213	-14%
Seniors	620	491	-21%	959	95%
Adults	2,651	2,700	2%	5,272	95%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
Borrowers		3	n/a		-100%
Residency applicants	5	7	40%	6	-14%
Consulting/fee-for-service clients		2	n/a	100	4,900%
Competition entrants	10		-100%		n/a
Competition winners	2		-100%		n/a
People engaged in advocacy	2,871	162	-94%	236	46%

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time permanent employees	2	1	-50%	1	0%
Part-time permanent employees - FTEs	0.9	0.75	-17%	0.78	4%
Number of part-time or one-time volunteers	141	139	-1%	240	73%
Part-time or one-time volunteers - FTEs	0.95	0.76	-20%	1.31	72%
Independent contractors	22	24	9%	19	-21%
Number of interns and apprentices	3	4	33%	4	0%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Independent contractors that are artists	21	24	14%	19	-21%

Program Activity

			% Change		% Change
Distinct productions		1	n/a		-100%
Total performances	0	1	n/a	0	-100%
Workshops/readings	14		-100%		n/a
Permanent exhibits	1	1	0%		-100%
Temporary exhibits	3	3	0%		-100%
Objects/works in collection	3,000		-100%		n/a
Objects/works on exhibit	55		-100%		n/a
Works developed	616		-100%		n/a
Works commissioned	8		-100%	2	n/a
Works available for circulation	150	350	133%	3,000	757%
Works circulated	21	25	19%	84	236%
Distinct classes/workshops	6	6	0%	38	533%
Distinct class series/courses	14	3	-79%	5	67%
Total classes/class sessions	623	494	-21%	459	-7%
Private lessons offered	32	2	-94%		-100%
Distinct lectures	1	1	0%		-100%
Lecture occurrences	1	1	0%		-100%
Programs offered in schools	2	2	0%	3	50%
Hours of programming in schools	42	347	726%		-100%
Number of schools served	2	2	0%	3	50%
Artists placed in schools	3	3	0%	5	67%
Fairs/festivals/parades	1	1	0%	1	0%
Space - hours rented	12	12	0%	6	-50%
Residencies awarded	2	5	150%	5	0%
Competitions hosted	1		-100%		n/a
Distinct other programs	5	6	20%	4	-33%
Other programs occurrences	5	6	20%		-100%

Key advocacy Issues

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