



Organization Information

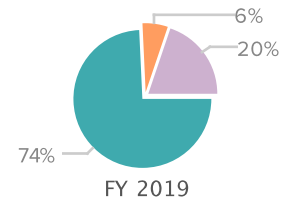
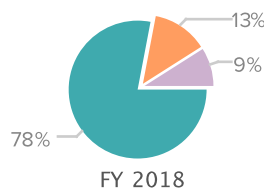
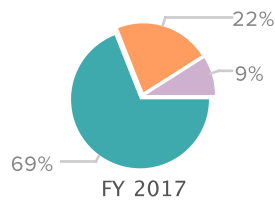
Organization name: Arts Council of Greater Lansing
 City: Lansing Federal ID #: 382086424
 State: MI Year organization founded: 1965
 County: Ingham Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 09-30
 NISP Institution: 16 - Arts Council/Agency DUNS #: 849899802
 NTEE: A26 - Arts & Humanities Councils & Agenc Full-time staff: 3
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 3.38

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	\$64,980	\$65,705	1%	\$121,003	84%
Earned Non-program	\$0	\$0	n/a	\$0	n/a
Total Earned Revenue	\$64,980	\$65,705	1%	\$121,003	84%
Investment Revenue	\$159,471	\$93,357	-41%	\$36,133	-61%
Contributed Revenue	\$509,674	\$576,579	13%	\$460,226	-20%
Total Unrestricted Operating Revenue	\$734,125	\$735,641	0%	\$617,362	-16%
Less in-kind	(\$48,652)	(\$52,741)	8%	(\$62,221)	18%
Total Unrestricted Operating Revenue Less In-kind	\$685,473	\$682,900	-0%	\$555,141	-19%
Expenses by Functional Total					
Program	\$525,089	\$598,482	14%	\$568,562	-5%
Fundraising	\$53,563	\$41,261	-23%	\$38,039	-8%
General & Administrative	\$85,475	\$96,640	13%	\$109,441	13%
Total Operating Expenses	\$664,127	\$736,383	11%	\$716,042	-3%
Less in-kind	(\$48,652)	(\$52,741)	8%	(\$62,221)	18%
Total Operating Expenses Less In-kind	\$615,475	\$683,642	11%	\$653,821	-4%
Net Unrestricted Activity - Operating	\$69,998	-\$742	-101%	-\$98,680	-13,199%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$69,998	-\$742	-101%	-\$98,680	-13,199%
Net Restricted Activity		-\$31,000	n/a	\$0	100%
Net Total Activity	\$69,998	-\$31,742	-145%	-\$98,680	-211%

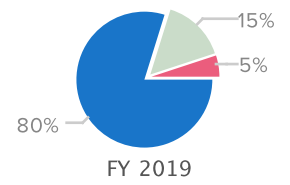
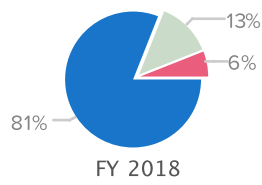
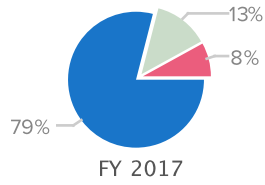
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Operating Revenue	Total	Total	Total	Unrestricted	Restricted
Earned - Program					
Membership revenue	\$12,675	\$13,860	\$12,143	\$12,143	
Other program revenue	\$52,305	\$51,845	\$108,860	\$108,860	
Total earned - program	\$64,980	\$65,705	\$121,003	\$121,003	\$0
Earned - Non-program					
Total earned - non-program	\$0	\$0	\$0	\$0	\$0
Total earned revenue	\$64,980	\$65,705	\$121,003	\$121,003	
	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$15,000	\$14,000	\$11,269	\$11,269	\$0
Individual	\$44,489	\$37,267	\$11,373	\$11,373	\$0
Corporate	\$48,500	\$45,000	\$25,000	\$25,000	\$0
Foundation	\$124,404	\$158,000	\$126,248	\$126,248	\$0
City government	\$7,500	\$0	\$0	\$0	\$0
County government	\$164,179	\$151,002	\$152,890	\$152,890	\$0
State government	\$34,000	\$69,000	\$54,700	\$54,700	\$0
In-kind operating contributions	\$48,652	\$52,741	\$62,221	\$62,221	\$0
Other contributions	\$22,950	\$18,569	\$16,525	\$16,525	\$0
Net assets released from restriction	\$0	\$0	\$0	\$0	\$0
Total contributed revenue	\$509,674	\$545,579	\$460,226	\$460,226	\$0
Operating investment revenue	\$159,471	\$93,357	\$36,133	\$36,133	\$0
Total operating revenue	\$734,125	\$704,641	\$617,362	\$617,362	\$0
Total operating revenue less in-kind	\$685,473	\$651,900	\$555,141	\$555,141	\$0
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$734,125	\$704,641	\$617,362	\$617,362	\$0
Total revenue less in-kind	\$685,473	\$651,900	\$555,141	\$555,141	\$0

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)	\$191,936	\$210,051	9%	\$191,422	-9%	\$114,850	\$28,714	\$47,858
Independent contractors	\$10,417	\$13,974	34%	\$8,265	-41%	\$4,546	\$413	\$3,306
Professional fees	\$9,015	\$0	-100%	\$0	n/a			
Total personnel expenses - Operating	\$211,368	\$224,025	6%	\$199,687	-11%	\$119,396	\$29,127	\$51,164
Non-personnel expenses - Operating								
Advertising and promotion	\$10,522	\$14,347	36%	\$21,466	50%	\$10,733	\$1,073	\$9,660
Conferences and meetings	\$84,227	\$75,885	-10%	\$109,648	44%	\$103,106	\$1,060	\$5,482
Dues and subscriptions	\$0	\$0	n/a	\$6,529	n/a			\$6,529
Grant awards and similar amounts paid	\$250,803	\$307,987	23%	\$264,108	-14%	\$264,108		
Insurance	\$807	\$488	-40%	\$1,244	155%	\$311	\$0	\$933
Occupancy costs	\$18,970	\$21,443	13%	\$20,274	-5%	\$12,164	\$1,014	\$7,096
Office and administration	\$30,559	\$32,897	8%	\$22,379	-32%	\$13,427	\$1,119	\$7,833
Printing, postage and shipping	\$0	\$0	n/a	\$4,615	n/a		\$4,615	
Travel	\$4,806	\$3,177	-34%	\$4,417	39%	\$2,770	\$31	\$1,616
Other operating expenses	\$48,652	\$52,741	8%	\$59,299	12%	\$41,953		\$17,346
Depreciation	\$3,413	\$3,393	-1%	\$2,376	-30%	\$594	\$0	\$1,782
Total non-personnel expenses - Operating	\$452,759	\$512,358	13%	\$516,355	1%	\$449,166	\$8,912	\$58,277
Total operating expenses	\$664,127	\$736,383	11%	\$716,042	-3%	\$568,562	\$38,039	\$109,441
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	\$664,127	\$736,383	11%	\$716,042	-3%	\$568,562	\$38,039	\$109,441
Total expenses less in-kind	\$615,475	\$683,642	11%	\$653,821	-4%			
Total expenses less depreciation	\$660,714	\$732,990	11%	\$713,666	-3%			
Total expenses less in-kind and depreciation	\$612,062	\$680,249	11%	\$651,445	-4%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$69,308	\$218,804	216%	\$100,482	-54%
Receivables	\$163,910	\$43,441	-73%	\$94,622	118%
Investments	\$26,000	\$26,000	0%	\$26,000	0%
Prepaid expenses & other	\$20,409	\$24,052	18%	\$14,339	-40%
Total current assets	\$279,627	\$312,297	12%	\$235,443	-25%
Non-current investments					
Fixed assets (net)	\$44,928	\$41,536	-8%	\$39,160	-6%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$1,720,656	\$1,680,443	-2%	\$1,632,781	-3%
Total assets	\$2,000,283	\$1,992,740	-0%	\$1,868,224	-6%
Liabilities & Net Assets					
Liabilities					
Accounts payable & other	\$165,928	\$189,127	14%	\$188,836	-0%
Loans & other debt	\$0	\$0	n/a		n/a
Deferred revenue	\$27,045	\$28,045	4%	\$2,500	-91%
Total current liabilities	\$192,973	\$217,172	13%	\$191,336	-12%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$192,973	\$217,172	13%	\$191,336	-12%
Net assets					
Unrestricted	\$1,776,310	\$1,775,568	-0%	\$1,676,888	-6%
Restricted	\$31,000		-100%		n/a
Total net assets	\$1,807,310	\$1,775,568	-2%	\$1,676,888	-6%
Total liabilities & net assets	\$2,000,283	\$1,992,740	-0%	\$1,868,224	-6%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	1	4	2
Total working capital -- Unrestricted	\$55,654	\$95,125	\$44,107
Current Ratio	1.45	1.44	1.23
Debt Service Impact	0%	0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	\$1,731,382	\$1,734,032	\$1,637,728
Operating Margin	10%	-4%	-16%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio -- Unrestricted			

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.

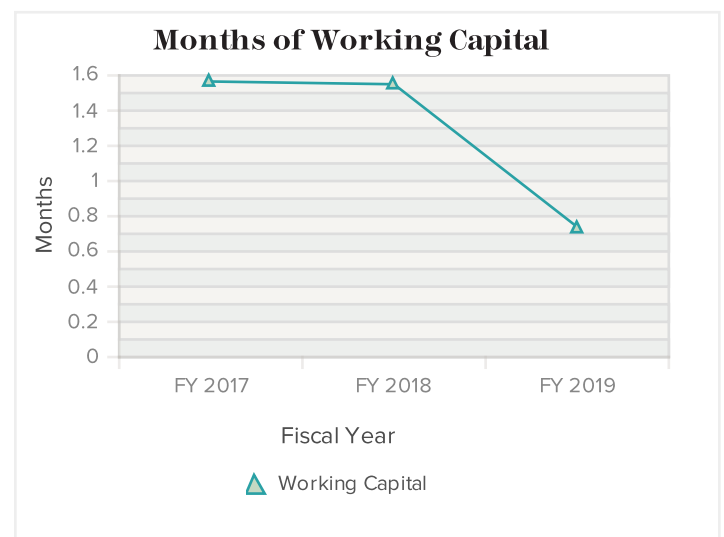
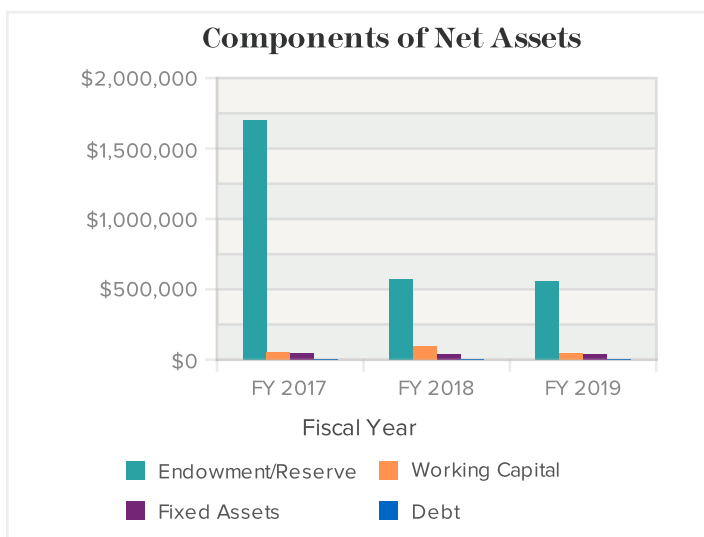
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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 - Unrestricted (Total Unrestricted Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted 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	650	650	0%	650	0%
In-person participation - free	16,900	16,900	0%	16,900	0%
Total in-person participation	17,550	17,550	0%	17,550	0%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Admissions	1,800	1,800	0%	1,800	0%
Registrants for classes/workshops	750	750	0%	750	0%
Festival attendees	15,000	15,000	0%	15,000	0%
Total in-person participation	17,550	17,550	0%	17,550	0%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	3,000	3,000	0%	3,000	0%
Children served in schools	1,500	1,500	0%	1,500	0%
Seniors	3,650	3,500	-4%	3,500	0%
Adults	10,900	11,050	1%	11,050	0%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
Grant applicants	250	250	0%	250	0%
Grant recipients	100	100	0%	100	0%
Consulting/fee-for-service clients	200	200	0%	200	0%
People engaged in advocacy	700	700	0%	700	0%

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	4	4	0%	3	-25%
Part-time permanent employees	2	2	0%	1	-50%
Part-time permanent employees - FTEs	0.3	0.38	27%	0.38	0%
Number of full-time volunteers	30	0	-100%		n/a
Number of part-time or one-time volunteers	20	50	150%	50	0%
Part-time or one-time volunteers - FTEs	0.02	0.1	400%	0.1	0%
Independent contractors	2	3	50%	3	0%
Number of interns and apprentices	4	3	-25%	1	-67%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
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This organization has not provided data on artistic staff. This may be because the organization does not hire artistic staff or the organization's annual expenses are under \$50,000, and they are therefore only required to complete the short form of the DataArts Survey.

Program Activity

			% Change		% Change
Temporary exhibits	12	12	0%	12	0%
Distinct classes/workshops	10	10	0%	10	0%
Total classes/class sessions	1	1	0%	1	0%
Programs offered in schools	14	14	0%	14	0%
Hours of programming in schools	500	500	0%	500	0%
Number of schools served	11	11	0%	11	0%
Artists placed in schools	8	8	0%	8	0%
Fairs/festivals/parades	6	6	0%	6	0%

Key advocacy Issues

Arts Education

Funding - Local, Statewide and National

Arts Education

Funding - Local, Statewide and National

Arts Education

Funding - Local, statewide and national