



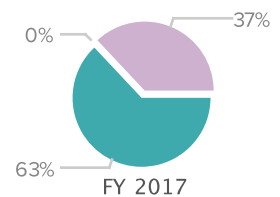
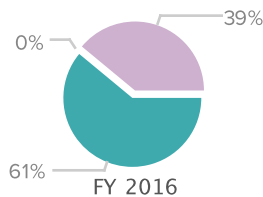
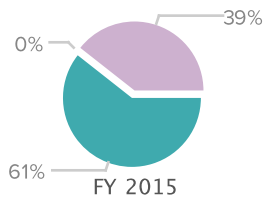
Organization Information

Organization name: Gaylord Area Council for the Arts
 City: Gaylord Federal ID #: 382329722
 State: MI Year organization founded: 1972
 County: Otsego Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 06-30
 NISP Institution: 16 - Arts Council/Agency DUNS #
 NTEE: A26 - Arts & Humanities Councils & Agenc Full-time staff: 0
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 0
 A display value of -0% signifies a value of less than +/- 0.5%

Total Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
Operating Revenue					
Earned Program	\$12,526	\$26,669	113%	\$31,617	19%
Earned Non-program	\$6,281	\$0	-100%	\$0	n/a
Total Earned Revenue	\$18,807	\$26,669	42%	\$31,617	19%
Investment Revenue	\$13	\$43	231%	\$77	79%
Contributed Revenue	\$28,813	\$41,712	45%	\$54,842	31%
Total Operating Revenue	\$47,633	\$68,424	44%	\$86,536	26%
Less in-kind	(\$13,170)	(\$20,167)	53%	(\$24,973)	24%
Total Operating Revenue Less In-kind	\$34,463	\$48,257	40%	\$61,563	28%
Operating Expenses					
Program	\$31,261	\$16,689.22	-47%	\$29,154	75%
Fundraising	\$3,337	\$451.06	-86%	\$521	16%
General & Administrative	\$14,542	\$27,965.72	92%	\$33,067	18%
Total Operating Expenses	\$49,140	\$45,106	-8%	\$62,742	39%
Less in-kind	(\$13,170)	(\$20,167)	53%	(\$24,973)	24%
Total Operating Expenses Less In-kind	\$35,970	\$24,939	-31%	\$37,769	51%
Total Operating Activity	-\$1,507	\$23,318	1,647%	\$23,794	2%

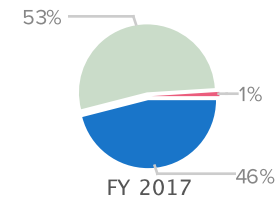
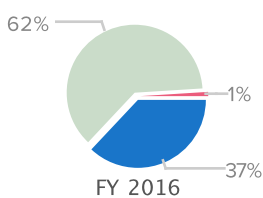
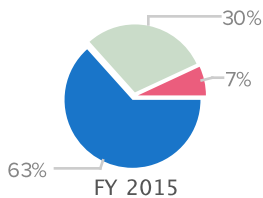
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
Operating Revenue	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Earned - Program						
Membership revenue	\$3,450		\$13,000	\$13,000		n/a
Single ticket sales	\$4,736		\$5,104	\$5,104		n/a
Admissions	\$910		\$0	\$0		n/a
Gallery sales			\$3,767	\$3,767		n/a
Tuitions and registration fees	\$3,430		\$1,505	\$1,505		n/a
Other program revenue	\$0		\$8,241	\$8,241		n/a
Total earned - program	\$12,526	\$26,669	\$31,617	\$31,617	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$4,241		\$0	\$0		n/a
Advertising revenue	\$1,075		\$0	\$0		n/a
Other earned revenue	\$965	\$0				n/a
Total earned - non-program	\$6,281	\$0	\$0	\$0	\$0	n/a
Total earned revenue	\$18,807	\$26,669	\$31,617	\$31,617		n/a

Contributed	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Individual	\$615	\$500	\$0	\$0		
Corporate	\$0	\$0	\$171	\$171		
Foundation	\$0	\$2,250	\$6,000	\$6,000		
State government	\$9,700	\$14,550	\$21,500	\$21,500		
In-kind operating contributions	\$13,170	\$20,167	\$24,973	\$24,973		
Other contributions	\$5,328	\$4,245	\$2,198	\$2,198		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$28,813	\$41,712	\$54,842	\$54,842		
Operating investment revenue	\$13	\$43	\$77	\$77		
Total operating revenue	\$47,633	\$68,424	\$86,536	\$86,536		
Total operating revenue less in-kind	\$34,463	\$48,257	\$61,563	\$61,563		
Total non-operating revenue	\$0					
Total revenue	\$47,633	\$68,424	\$86,536	\$86,536		
Total revenue less in-kind	\$34,463	\$48,257	\$61,563	\$61,563		

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								
Independent contractors	\$15,713	\$29,052	85%	\$35,241	21%	\$13,040	\$352	\$21,849
Professional fees	\$3,009	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Total personnel expenses - Operating	\$18,722	\$29,052	55%	\$35,241	21%	\$13,040	\$352	\$21,849
Non-personnel expenses - Operating								
Advertising and promotion	\$1,494	\$1,036	-31%	\$7,636	637%	\$7,330	\$153	\$153
Conferences and meetings	\$767	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Dues and subscriptions	\$432	\$258	-40%	\$613	138%	\$0	\$0	\$613
Grant awards and similar amounts paid	\$100	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Insurance	\$835	\$892	7%	\$906	2%	\$0	\$0	\$906
Occupancy costs	\$7,404	\$5,470	-26%	\$5,253	-4%	\$0	\$0	\$5,253
Office and administration	\$2,549	\$3,136	23%	\$3,764	20%	\$0	\$0	\$3,764
Printing, postage and shipping	\$862	\$861	-0%	\$785	-9%	\$691	\$16	\$78
Travel	\$0	\$50	n/a	\$503	906%	\$503	\$0	\$0
Productions and events costs	\$0	\$0	n/a	\$6,537	n/a	\$6,537	\$0	\$0
Other operating expenses	\$15,975	\$4,351	-73%	\$1,504	-65%	\$1,053		\$451
Total non-personnel expenses - Operating	\$30,418	\$16,054	-47%	\$27,501	71%	\$16,114	\$169	\$11,218
Total operating expenses	\$49,140	\$45,106	-8%	\$62,742	39%	\$29,154	\$521	\$33,067
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	\$49,140	\$45,106	-8%	\$62,742	39%	\$29,154	\$521	\$33,067
Total expenses less in-kind	\$35,970	\$24,939	-31%	\$37,769	51%			
Total expenses less depreciation	\$49,140	\$45,106	-8%	\$62,742	39%			
Total expenses less in-kind and depreciation	\$35,970	\$24,939	-31%	\$37,769	51%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$0			\$66,386	n/a
Receivables	\$0			\$0	n/a
Investments	\$0			\$0	n/a
Prepaid expenses & other	\$0			\$0	n/a
Total current assets	\$0	\$62,863	n/a	\$66,386	6%
Non-current investments					
Fixed assets (net)	\$0			\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$0	\$0	n/a	\$0	n/a
Total assets	\$0	\$62,863	n/a	\$66,386	6%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$0			\$47	n/a
Loans & other debt	\$0			\$0	n/a
Deferred revenue	\$0			\$0	n/a
Total current liabilities	\$0	\$100	n/a	\$47	-53%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$100	n/a	\$47	-53%
Net assets					
Unrestricted		\$62,863	n/a	\$66,386	6%
Temporarily restricted		\$0	n/a	\$0	n/a
Permanently restricted		\$0	n/a	\$0	n/a
Total net assets	\$0	\$62,863	n/a	\$66,339	6%
Total liabilities & net assets	\$0	\$62,963	n/a	\$66,386	5%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash	0		13
Total working capital		\$62,763	\$66,339
Current Ratio	n/a	628.63	1,412.47
Debt Service Impact	0%		0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a		n/a
Operating Margin	-3%		27%
Depreciation as a % of Fixed Assets	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.

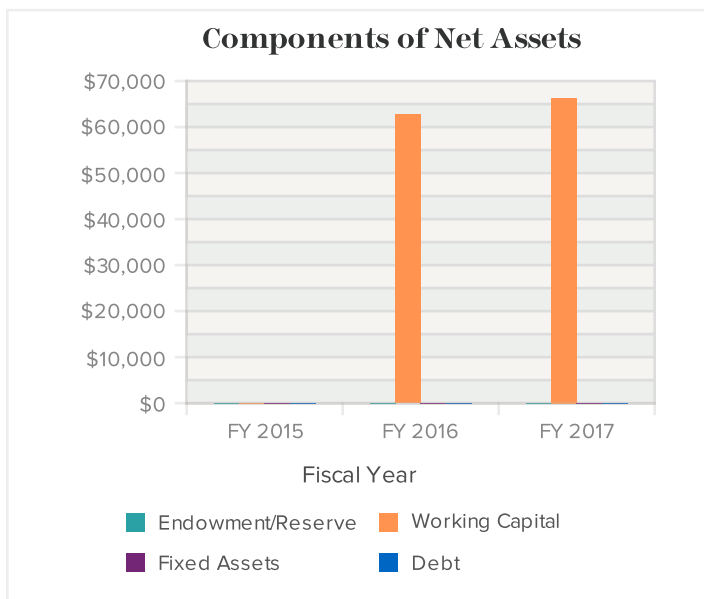
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	650	377	-42%	697	85%
In-person participation - free	1,575	2,497	59%	1,062	-57%
Total in-person participation	2,225	2,874	29%	1,759	-39%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets			n/a	128	n/a
Registrants for classes/workshops			n/a	755	n/a
Lecture attendees			n/a	160	n/a
Festival attendees			n/a	420	n/a
Total in-person participation	2,225	2,874	29%	1,759	-39%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	375		n/a	528	n/a
Children served in schools			n/a	280	n/a
Seniors			n/a	791	n/a
Adults			n/a	440	n/a

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
Competition entrants			n/a	31	n/a
Competition winners			n/a	12	n/a

Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Number of part-time or one-time volunteers	50	50	0%	75	50%
Part-time or one-time volunteers - FTEs	0.93	1.13	22%	1.24	10%
Independent contractors	2	2	0%	3	50%
Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change

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

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct events	23	32	39%	53	66%
Total events	27	114	322%	100	-12%
Total performances	0		n/a	1	n/a
Temporary exhibits	6		-100%	8	n/a
Distinct classes/workshops	14		-100%	28	n/a
Total classes/class sessions	0	0	n/a	85	n/a
Distinct lectures	1		-100%	14	n/a
Lecture occurrences	1		-100%	14	n/a
Programs offered in schools	3		-100%	2	n/a
Hours of programming in schools			n/a	180	n/a
Number of schools served			n/a	2	n/a
Artists placed in schools			n/a	2	n/a
Fairs/festivals/parades			n/a	1	n/a
Competitions hosted			n/a	2	n/a
Distinct other programs	2		-100%		n/a
Other programs occurrences	26		-100%		n/a