



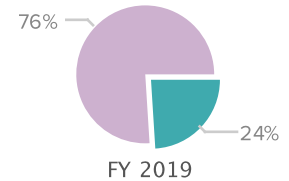
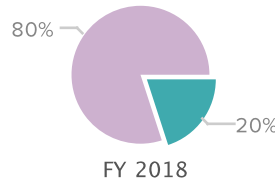
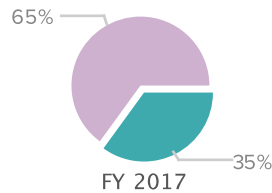
Organization Information

Organization name: Downriver Council for the Arts  
 City: Wyandotte Federal ID #: 382862587  
 State: MI Year organization founded: 1978  
 County: Wayne Organization type: 501(c)3 nonprofit organization  
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 12-31  
 NISP Institution: 16 - Arts Council/Agency DUNS #  
 NTEE: A26 - Arts & Humanities Councils & Agenc Full-time staff: 1  
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 1  
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$64,084	\$83,230	30%	\$76,678	-8%
Earned Non-program	\$26,738	\$32,151	20%	\$48,174	50%
<b>Total Earned Revenue</b>	<b>\$90,822</b>	<b>\$115,381</b>	<b>27%</b>	<b>\$124,852</b>	<b>8%</b>
Investment Revenue			n/a		n/a
Contributed Revenue	\$48,458	\$29,698	-39%	\$40,304	36%
<b>Total Unrestricted Operating Revenue</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>4%</b>	<b>\$165,156</b>	<b>14%</b>
Less in-kind			n/a		n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>4%</b>	<b>\$165,156</b>	<b>14%</b>
<b>Expenses by Functional Total</b>					
Program	\$99,116	\$100,699	2%	\$112,923	12%
Fundraising	\$10,259	\$12,953	26%	\$13,236	2%
General & Administrative	\$26,107	\$31,382	20%	\$31,340	-0%
<b>Total Operating Expenses</b>	<b>\$135,482</b>	<b>\$145,034</b>	<b>7%</b>	<b>\$157,499</b>	<b>9%</b>
Less in-kind			n/a		n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$135,482</b>	<b>\$145,034</b>	<b>7%</b>	<b>\$157,499</b>	<b>9%</b>
Net Unrestricted Activity - Operating	\$3,798	\$45	-99%	\$7,657	16,916%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>\$3,798</b>	<b>\$45</b>	<b>-99%</b>	<b>\$7,657</b>	<b>16,916%</b>
Net Restricted Activity			n/a		n/a
<b>Net Total Activity</b>	<b>\$3,798</b>	<b>\$45</b>	<b>-99%</b>	<b>\$7,657</b>	<b>16,916%</b>

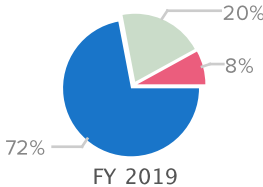
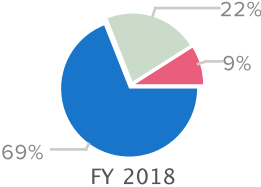
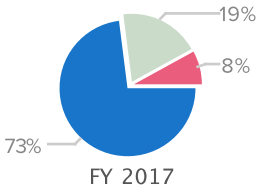
Revenue by Source

- 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
<b>Earned - Program</b>					
Membership revenue	\$9,595	\$10,990	\$11,750	\$11,750	
Gallery sales	\$9,662	\$8,183	\$5,032	\$5,032	
Tuitions and registration fees	\$12,953	\$21,081	\$18,881	\$18,881	
Other program revenue	\$31,874	\$42,976	\$41,015	\$41,015	
<b>Total earned - program</b>	<b>\$64,084</b>	<b>\$83,230</b>	<b>\$76,678</b>	<b>\$76,678</b>	<b>\$0</b>
<b>Earned - Non-program</b>					
Gift shop and merchandise fees	\$3,008	\$1,241	\$1,810	\$1,810	
Space rentals	\$23,730	\$30,910	\$36,422	\$36,422	
Other earned revenue			\$9,942	\$9,942	
<b>Total earned - non-program</b>	<b>\$26,738</b>	<b>\$32,151</b>	<b>\$48,174</b>	<b>\$48,174</b>	<b>\$0</b>
<b>Total earned revenue</b>	<b>\$90,822</b>	<b>\$115,381</b>	<b>\$124,852</b>	<b>\$124,852</b>	

Contributed	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$2,040	\$1,300	\$1,200	\$1,200	
Individual	\$10,413	\$6,904	\$11,704	\$11,704	
Corporate	\$3,505	\$4,400	\$1,000	\$1,000	
Foundation	\$0	\$0	\$10,000	\$10,000	
City government	\$20,000	\$0	\$0		
State government	\$12,500	\$17,094	\$16,400	\$16,400	
In-kind operating contributions	\$0	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0		
<b>Total contributed revenue</b>	<b>\$48,458</b>	<b>\$29,698</b>	<b>\$40,304</b>	<b>\$40,304</b>	
Operating investment revenue	\$0	\$0	\$0		
<b>Total operating revenue</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$165,156</b>	<b>\$165,156</b>	
<b>Total operating revenue less in-kind</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$165,156</b>	<b>\$165,156</b>	
Transfers and re-classifications					
<b>Total non-operating revenue</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		
<b>Total revenue</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$165,156</b>	<b>\$165,156</b>	
<b>Total revenue less in-kind</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$165,156</b>	<b>\$165,156</b>	

## 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)	\$48,512	\$48,512	0%	\$48,512	0%	\$32,018	\$4,075	\$12,419
Total personnel expenses - Operating	\$48,512	\$48,512	0%	\$48,512	0%	\$32,018	\$4,075	\$12,419
Non-personnel expenses - Operating								
Advertising and promotion	\$120	\$197	64%	\$526	167%	\$526		
Insurance	\$6,406	\$6,697	5%	\$7,088	6%	\$4,725	\$509	\$1,854
Occupancy costs	\$0	\$39,122	n/a	\$41,875	7%	\$20,875	\$4,383	\$16,617
Other operating expenses	\$80,444	\$50,506	-37%	\$59,498	18%	\$54,779	\$4,269	\$450
Total non-personnel expenses - Operating	\$86,970	\$96,522	11%	\$108,987	13%	\$80,905	\$9,161	\$18,921
Total operating expenses	\$135,482	\$145,034	7%	\$157,499	9%	\$112,923	\$13,236	\$31,340
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	\$135,482	\$145,034	7%	\$157,499	9%	\$112,923	\$13,236	\$31,340
Total expenses less in-kind	\$135,482	\$145,034	7%	\$157,499	9%			
Total expenses less depreciation	\$135,482	\$145,034	7%	\$157,499	9%			
Total expenses less in-kind and depreciation	\$135,482	\$145,034	7%	\$157,499	9%			

## Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$6,851	\$6,786	-1%	\$14,420	112%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
<b>Total current assets</b>	<b>\$6,851</b>	<b>\$6,786</b>	<b>-1%</b>	<b>\$14,420</b>	<b>112%</b>
Non-current investments					
Fixed assets (net)			n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
<b>Total non-current assets</b>			<b>n/a</b>		<b>n/a</b>
<b>Total assets</b>	<b>\$6,851</b>	<b>\$6,786</b>	<b>-1%</b>	<b>\$14,420</b>	<b>112%</b>
Liabilities & Net Assets					
Liabilities	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$1,788	\$1,678	-6%	\$1,655	-1%
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
<b>Total current liabilities</b>	<b>\$1,788</b>	<b>\$1,678</b>	<b>-6%</b>	<b>\$1,655</b>	<b>-1%</b>
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
<b>Total liabilities</b>	<b>\$1,788</b>	<b>\$1,678</b>	<b>-6%</b>	<b>\$1,655</b>	<b>-1%</b>
Net assets					
Unrestricted	\$5,063	\$5,108	1%	\$12,765	150%
Restricted			n/a		n/a
<b>Total net assets</b>	<b>\$5,063</b>	<b>\$5,108</b>	<b>1%</b>	<b>\$12,765</b>	<b>150%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$6,851</b>	<b>\$6,786</b>	<b>-1%</b>	<b>\$14,420</b>	<b>112%</b>

**Balance Sheet Metrics**

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	1	1	1
Total working capital -- Unrestricted	\$5,063	\$5,108	\$12,765
Current Ratio	3.83	4.04	8.71
Debt Service Impact			
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	3%	0%	5%
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.

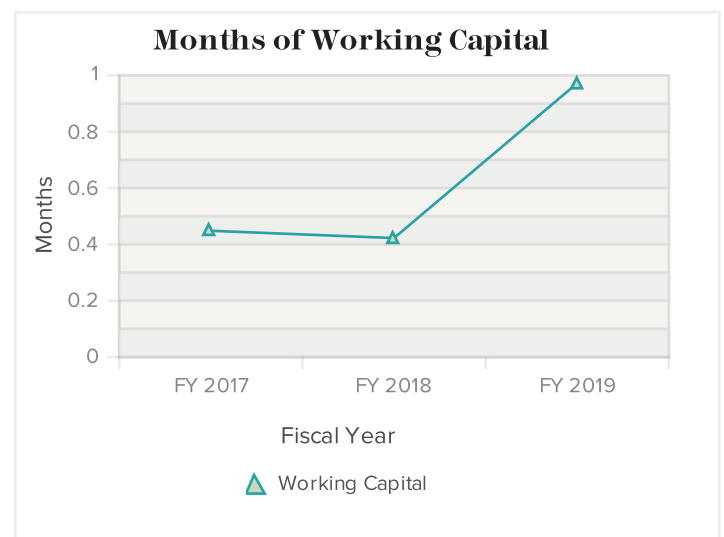
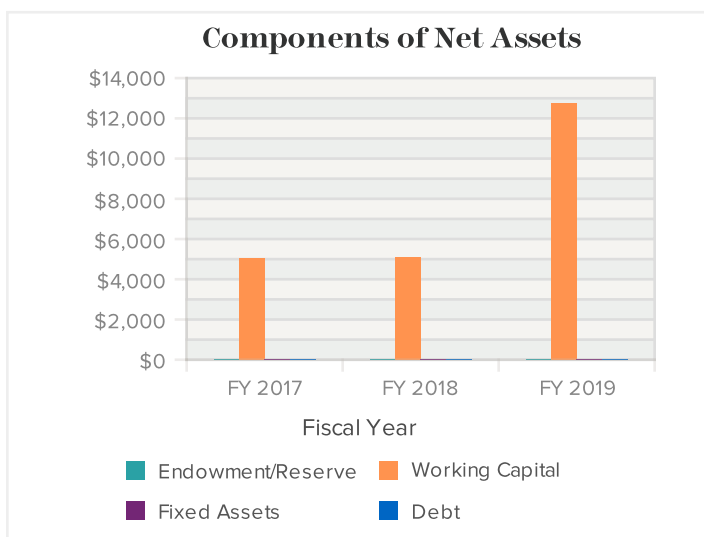
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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	2,505	3,705	48%	4,703	27%
In-person participation - free	4,225	5,380	27%	4,647	-14%
<b>Total in-person participation</b>	<b>6,730</b>	<b>9,085</b>	<b>35%</b>	<b>9,350</b>	<b>3%</b>

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	200	750	275%	1,000	33%
Admissions	2,000	2,705	35%	2,000	-26%
Registrants for classes/workshops	1,010	1,100	9%	2,700	145%
Lecture attendees	20	30	50%		-100%
Festival attendees	3,500	4,500	29%	3,650	-19%
<b>Total in-person participation</b>	<b>6,730</b>	<b>9,085</b>	<b>35%</b>	<b>9,350</b>	<b>3%</b>

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	2,730	3,000	10%	3,100	3%
Seniors	2,000	3,250	62%	3,350	3%
Adults	2,000	2,835	42%	2,900	2%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
Sponsorship applicants	1	1	0%		-100%
Residency applicants	20	25	25%	10	-60%
Competition entrants	150	150	0%		-100%
Competition winners	30	30	0%		-100%

## Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	1		-100%	1	n/a
Part-time permanent employees - FTEs	0.43		-100%		n/a
Number of full-time volunteers			n/a	4	n/a
Number of part-time or one-time volunteers	20	20	0%	10	-50%
Part-time or one-time volunteers - FTEs	1		-100%	0.5	n/a
Number of interns and apprentices	3		-100%	3	n/a

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
Distinct productions	10	5	-50%		-100%
Total performances	10	10	0%	12	20%
Permanent exhibits	1	1	0%	1	0%
Temporary exhibits	24	24	0%	25	4%
Objects/works in collection	20	30	50%	40	33%
Objects/works on exhibit	20	30	50%	32	7%
Distinct classes/workshops	45	45	0%	48	7%
Distinct class series/courses	6	6	0%	8	33%
Total classes/class sessions	345	345	0%	360	4%
Distinct lectures	4	4	0%		-100%
Fairs/festivals/parades	2	2	0%	3	50%
Projects fiscally sponsored	1	1	0%		-100%
Space - days rented	25	25	0%	20	-20%
Residencies awarded	9	12	33%	4	-67%
Competitions hosted	3	3	0%		-100%