



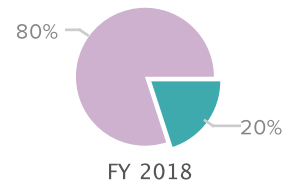
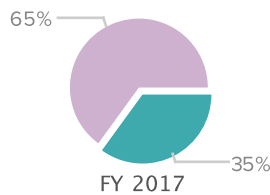
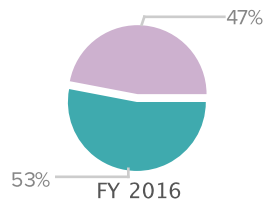
Organization Information

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 2016	FY 2017	% Change	FY 2018	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$35,560	\$64,084	80%	\$83,230	30%
Earned Non-program	\$32,931	\$26,738	-19%	\$32,151	20%
<b>Total Earned Revenue</b>	<b>\$68,491</b>	<b>\$90,822</b>	<b>33%</b>	<b>\$115,381</b>	<b>27%</b>
Investment Revenue			n/a		n/a
Contributed Revenue	\$76,336	\$48,458	-37%	\$29,698	-39%
<b>Total Unrestricted Operating Revenue</b>	<b>\$144,827</b>	<b>\$139,280</b>	<b>-4%</b>	<b>\$145,079</b>	<b>4%</b>
Less in-kind			n/a		n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$144,827</b>	<b>\$139,280</b>	<b>-4%</b>	<b>\$145,079</b>	<b>4%</b>
<b>Expenses by Functional Total</b>					
Program	\$0	\$99,116	n/a	\$100,699	2%
Fundraising	\$0	\$10,259	n/a	\$12,953	26%
General & Administrative	\$156,885	\$26,107	-83%	\$31,382	20%
<b>Total Operating Expenses</b>	<b>\$156,885</b>	<b>\$135,482</b>	<b>-14%</b>	<b>\$145,034</b>	<b>7%</b>
Less in-kind			n/a		n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$156,885</b>	<b>\$135,482</b>	<b>-14%</b>	<b>\$145,034</b>	<b>7%</b>
Net Unrestricted Activity - Operating	-\$12,058	\$3,798	131%	\$45	-99%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>-\$12,058</b>	<b>\$3,798</b>	<b>131%</b>	<b>\$45</b>	<b>-99%</b>
Net Restricted Activity			n/a		n/a
<b>Net Total Activity</b>	<b>-\$12,058</b>	<b>\$3,798</b>	<b>131%</b>	<b>\$45</b>	<b>-99%</b>

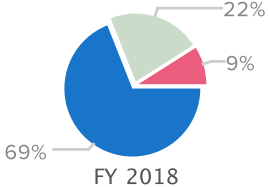
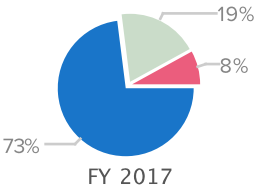
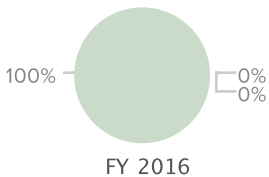
Revenue by Source

- Earned
- Investment
- Contributed



### Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018
Operating Revenue	Total	Total	Total	Unrestricted	Restricted
<b>Earned - Program</b>					
Membership revenue	\$12,805	\$9,595	\$10,990	\$10,990	
Gallery sales	\$11,650	\$9,662	\$8,183	\$8,183	
Tuitions and registration fees	\$11,105	\$12,953	\$21,081	\$21,081	
<b>Total earned - program</b>	<b>\$35,560</b>	<b>\$64,084</b>	<b>\$83,230</b>	<b>\$83,230</b>	<b>\$0</b>
<b>Earned - Non-program</b>					
Gift shop and merchandise fees	\$2,482	\$3,008	\$1,241	\$1,241	
Space rentals	\$30,449	\$23,730	\$30,910	\$30,910	
<b>Total earned - non-program</b>	<b>\$32,931</b>	<b>\$26,738</b>	<b>\$32,151</b>	<b>\$32,151</b>	<b>\$0</b>
<b>Total earned revenue</b>	<b>\$68,491</b>	<b>\$90,822</b>	<b>\$115,381</b>	<b>\$115,381</b>	
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$2,000	\$2,040	\$1,300	\$1,300	
Individual	\$10,869	\$10,413	\$6,904	\$6,904	
Corporate	\$1,000	\$3,505	\$4,400	\$4,400	
City government	\$25,000	\$20,000	\$0		
State government	\$15,000	\$12,500	\$17,094	\$17,094	
In-kind operating contributions	\$0	\$0	\$0		
Other contributions	\$22,467	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0		
<b>Total contributed revenue</b>	<b>\$76,336</b>	<b>\$48,458</b>	<b>\$29,698</b>	<b>\$29,698</b>	
Operating investment revenue	\$0	\$0	\$0		
<b>Total operating revenue</b>	<b>\$144,827</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$145,079</b>	
<b>Total operating revenue less in-kind</b>	<b>\$144,827</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$145,079</b>	
<b>Transfers and re-classifications</b>					
<b>Total non-operating revenue</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>		
<b>Total revenue</b>	<b>\$144,827</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$145,079</b>	
<b>Total revenue less in-kind</b>	<b>\$144,827</b>	<b>\$139,280</b>	<b>\$145,079</b>	<b>\$145,079</b>	

## Expense Details

	FY 2016 Total	FY 2017 Total	% Change	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$45,907	\$48,512	6%	\$48,512	0%	\$32,018	\$4,075	\$12,419
Independent contractors	\$8,443	\$0	-100%	\$0	n/a			
Total personnel expenses - Operating	\$54,350	\$48,512	-11%	\$48,512	0%	\$32,018	\$4,075	\$12,419
Non-personnel expenses - Operating								
Advertising and promotion	\$170	\$120	-29%	\$197	64%	\$197		
Dues and subscriptions	\$100	\$0	-100%	\$0	n/a			
Grant awards and similar amounts paid	\$2,500	\$0	-100%	\$0	n/a			
Insurance	\$7,094	\$6,406	-10%	\$6,697	5%	\$4,387	\$558	\$1,752
Occupancy costs	\$48,246	\$0	-100%	\$39,122	n/a	\$20,360	\$4,636	\$14,126
Office and administration	\$1,510	\$0	-100%	\$0	n/a			
Printing, postage and shipping	\$7,315	\$0	-100%	\$0	n/a			
Other operating expenses	\$35,600	\$80,444	126%	\$50,506	-37%	\$43,737	\$3,684	\$3,085
Total non-personnel expenses - Operating	\$102,535	\$86,970	-15%	\$96,522	11%	\$68,681	\$8,878	\$18,963
Total operating expenses	\$156,885	\$135,482	-14%	\$145,034	7%	\$100,699	\$12,953	\$31,382
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	\$156,885	\$135,482	-14%	\$145,034	7%	\$100,699	\$12,953	\$31,382
Total expenses less in-kind	\$156,885	\$135,482	-14%	\$145,034	7%			
Total expenses less depreciation	\$156,885	\$135,482	-14%	\$145,034	7%			
Total expenses less in-kind and depreciation	\$156,885	\$135,482	-14%	\$145,034	7%			

## Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$2,732	\$6,851	151%	\$6,786	-1%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$2,732	\$6,851	151%	\$6,786	-1%
Non-current investments					
Fixed assets (net)			n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets			n/a		n/a
Total assets	\$2,732	\$6,851	151%	\$6,786	-1%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$1,467	\$1,788	22%	\$1,678	-6%
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
Total current liabilities	\$1,467	\$1,788	22%	\$1,678	-6%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$1,467	\$1,788	22%	\$1,678	-6%
Net assets					
Unrestricted	\$1,265	\$5,063	300%	\$5,108	1%
Restricted			n/a		n/a
Total net assets	\$1,265	\$5,063	300%	\$5,108	1%
Total liabilities & net assets	\$2,732	\$6,851	151%	\$6,786	-1%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	0	1	1
Total working capital -- Unrestricted	\$1,265	\$5,063	\$5,108
Current Ratio	1.86	3.83	4.04
Debt Service Impact			
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	-8%	3%	0%
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.

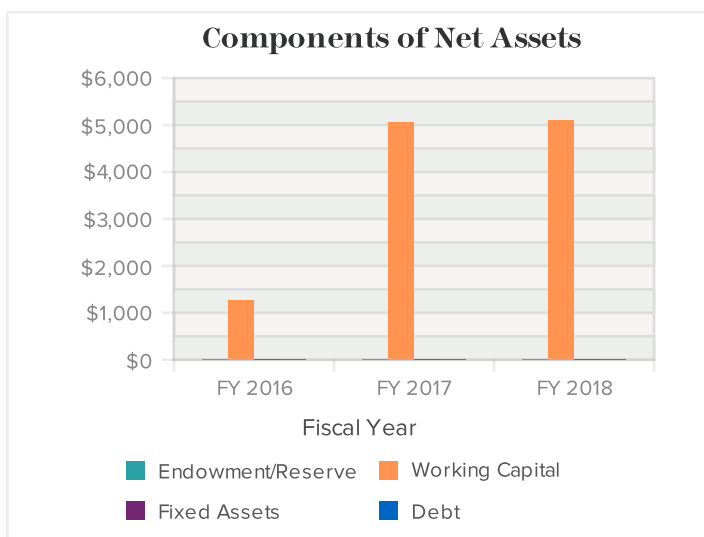
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	1,547	2,505	62%	3,705	48%
In-person participation - free	5,010	4,225	-16%	5,380	27%
<b>Total in-person participation</b>	<b>6,557</b>	<b>6,730</b>	<b>3%</b>	<b>9,085</b>	<b>35%</b>

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets		200	n/a	750	275%
Admissions	2,500	2,000	-20%	2,705	35%
Registrants for classes/workshops	1,557	1,010	-35%	1,100	9%
Lecture attendees		20	n/a	30	50%
Festival attendees	2,500	3,500	40%	4,500	29%
<b>Total in-person participation</b>	<b>6,557</b>	<b>6,730</b>	<b>3%</b>	<b>9,085</b>	<b>35%</b>

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	2,500	2,730	9%	3,000	10%
Seniors	2,500	2,000	-20%	3,250	62%
Adults	1,557	2,000	28%	2,835	42%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
Sponsorship applicants		1	n/a	1	0%
Residency applicants	15	20	33%	25	25%
Competition entrants		150	n/a	150	0%
Competition winners		30	n/a	30	0%

## Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	1	1	0%		-100%
Part-time permanent employees - FTEs	0.01	0.43	4,200%		-100%
Number of part-time or one-time volunteers		20	n/a	20	0%
Part-time or one-time volunteers - FTEs		1	n/a		-100%
Independent contractors	25	0	-100%		n/a
Number of interns and apprentices	0	3	n/a		-100%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% 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

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	3	10	233%	5	-50%
Total performances	3	10	233%	10	0%
Permanent exhibits	1	1	0%	1	0%
Temporary exhibits	16	24	50%	24	0%
Traveling exhibits	2		-100%		n/a
Objects/works in collection		20	n/a	30	50%
Objects/works on exhibit		20	n/a	30	50%
Distinct classes/workshops	41	45	10%	45	0%
Distinct class series/courses	7	6	-14%	6	0%
Total classes/class sessions	177	345	95%	345	0%
Distinct lectures		4	n/a	4	0%
Fairs/festivals/parades	2	2	0%	2	0%
Projects fiscally sponsored		1	n/a	1	0%
Space - days rented		25	n/a	25	0%
Residencies awarded	7	9	29%	12	33%
Competitions hosted		3	n/a	3	0%