

## Organization Information

Organization name: Arts in Motion Studio West Michigan

City: Grand Rapids

State: MI

County: Kent

NISP Discipline: 14 - Multidisciplinary

NISP Institution: 15 - Arts Center

NTEE: P82 - Developmentally Disabled Centers

Applicant is not audited or reviewed by an independent accounting firm.

Federal ID # 300727293

Year organization founded: 2010

Organization type: 501(c)3 nonprofit organization

Fiscal year end date: 12-31

DUNS # 024849946

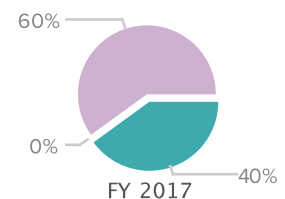
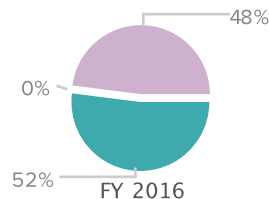
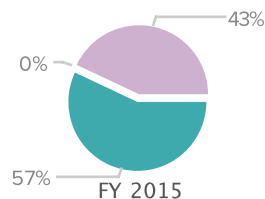
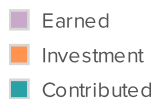
Full-time staff: 1

Paid FTEs: 2.35

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

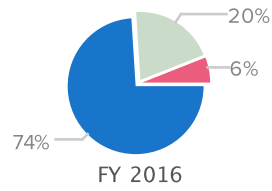
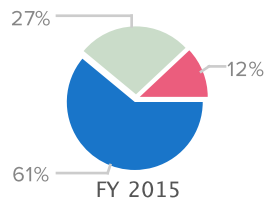
Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$33,868	\$39,093	15%	\$57,883	48%
Earned Non-program	\$1,836	\$15,420	740%	\$24,355	58%
<b>Total Earned Revenue</b>	<b>\$35,704</b>	<b>\$54,513</b>	<b>53%</b>	<b>\$82,238</b>	<b>51%</b>
Investment Revenue	\$0	\$0	n/a	\$0	n/a
Contributed Revenue	\$48,170	\$58,854	22%	\$54,891	-7%
<b>Total Unrestricted Operating Revenue</b>	<b>\$83,874</b>	<b>\$113,367</b>	<b>35%</b>	<b>\$137,129</b>	<b>21%</b>
Less in-kind			n/a		n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$83,874</b>	<b>\$113,367</b>	<b>35%</b>	<b>\$137,129</b>	<b>21%</b>
<b>Expenses by Functional Total</b>					
Program	\$55,883	\$76,433	37%	\$95,647	25%
Fundraising	\$10,555	\$6,219	-41%	\$20,060	223%
General & Administrative	\$24,783	\$20,633	-17%	\$20,497	-1%
<b>Total Operating Expenses</b>	<b>\$91,221</b>	<b>\$103,285</b>	<b>13%</b>	<b>\$136,204</b>	<b>32%</b>
Less in-kind			n/a		n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$91,221</b>	<b>\$103,285</b>	<b>13%</b>	<b>\$136,204</b>	<b>32%</b>
Net Unrestricted Activity - Operating	-\$7,347	\$10,082	237%	\$925	-91%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>-\$7,347</b>	<b>\$10,082</b>	<b>237%</b>	<b>\$925</b>	<b>-91%</b>
Net Temporarily Restricted Activity	\$0		n/a		n/a
Net Permanently Restricted Activity	\$0		n/a		n/a
<b>Net Total Activity</b>	<b>-\$7,347</b>	<b>\$10,082</b>	<b>237%</b>	<b>\$925</b>	<b>-91%</b>

## Revenue by Source

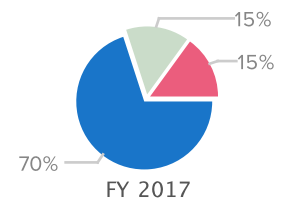


## Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Arts in Motion Studio West Michigan



## Revenue Details

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Single ticket sales	\$1,087	\$726	\$865	\$865		n/a
Gallery sales		\$457	\$0	\$0		n/a
Tuitions and registration fees	\$32,756	\$37,292	\$57,018	\$57,018		n/a
Other program revenue	\$25	\$618	\$0	\$0		n/a
Total earned - program	\$33,868	\$39,093	\$57,883	\$57,883	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$116	\$0	\$470	\$470		n/a
Advertising revenue	\$860	\$920	\$510	\$510		n/a
Sponsorship revenue	\$860	\$14,500	\$12,000	\$12,000		n/a
Other earned revenue	\$0		\$11,375	\$11,375		n/a
Total earned - non-program	\$1,836	\$15,420	\$24,355	\$24,355	\$0	n/a
Total earned revenue	\$35,704	\$54,513	\$82,238	\$82,238		n/a

Arts in Motion Studio West Michigan

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
Contributed	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$4,000	\$2,250	\$1,000	\$1,000		
Individual	\$8,034	\$30,062	\$17,041	\$17,041		
Corporate	\$2,000	\$3,500	\$10,950	\$10,950		
Foundation	\$8,000	\$8,000	\$11,000	\$11,000		
State government	\$3,450	\$15,000	\$14,900	\$14,900		
In-kind operating contributions	\$0	\$0	\$0			
Other contributions	\$22,686	\$42	\$0			
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$48,170	\$58,854	\$54,891	\$54,891		
Operating investment revenue	\$0	\$0	\$0	\$0		
Total operating revenue	\$83,874	\$113,367	\$137,129	\$137,129		
Total operating revenue less in-kind	\$83,874	\$113,367	\$137,129	\$137,129		
Total non-operating revenue						
Total revenue	\$83,874	\$113,367	\$137,129	\$137,129		
Total revenue less in-kind	\$83,874	\$113,367	\$137,129	\$137,129		

## 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								
W2 employees (salaries, payroll taxes and fringe benefits)	\$70,801	\$73,013	3%	\$95,786	31%	\$68,059	\$14,293	\$13,434
Independent contractors	\$1,960	\$11,355	479%	\$10,844	-5%	\$10,844		
Professional fees	\$0	\$0	n/a	\$1,923	n/a	\$641	\$641	\$641
Total personnel expenses - Operating	\$72,761	\$84,368	16%	\$108,553	29%	\$79,544	\$14,934	\$14,075
Non-personnel expenses - Operating								
Advertising and promotion	\$274	\$3,727	1,260%	\$400	-89%	\$400		
Conferences and meetings	\$318	\$293	-8%	\$300	2%	\$150		\$150
Dues and subscriptions	\$0	\$90	n/a	\$100	11%		\$50	\$50
Grant awards and similar amounts paid	\$50	\$0	-100%	\$0	n/a			
Insurance	\$1,000	\$1,372	37%	\$2,544	85%	\$2,544		
Occupancy costs	\$6,589	\$8,483	29%	\$8,816	4%	\$4,408		\$4,408
Office and administration	\$5,028	\$1,310	-74%	\$1,384	6%			\$1,384
Printing, postage and shipping	\$703	\$315	-55%	\$249	-21%		\$249	
Travel	\$115	\$180	57%	\$302	68%	\$152		\$150
Exhibition costs	\$0	\$113	n/a	\$504	346%	\$504		
Collections management	\$0	\$233	n/a	\$0	-100%	\$0	\$0	\$0
Productions and events costs	\$0	\$134	n/a	\$6,819	4,989%	\$2,062	\$4,757	
Other operating expenses	\$4,383	\$2,667	-39%	\$6,183	132%	\$5,883	\$70	\$230
Depreciation	\$0	\$0	n/a	\$50	n/a			\$50
Total non-personnel expenses - Operating	\$18,460	\$18,917	2%	\$27,651	46%	\$16,103	\$5,126	\$6,422
Total operating expenses	\$91,221	\$103,285	13%	\$136,204	32%	\$95,647	\$20,060	\$20,497
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	\$91,221	\$103,285	13%	\$136,204	32%	\$95,647	\$20,060	\$20,497
Total expenses less in-kind	\$91,221	\$103,285	13%	\$136,204	32%			
Total expenses less depreciation	\$91,221	\$103,285	13%	\$136,154	32%			
Total expenses less in-kind and depreciation	\$91,221	\$103,285	13%	\$136,154	32%			

## Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$20,429	\$31,292	53%	\$25,303	-19%
Receivables	\$638	\$0	-100%	\$8,960	n/a
Investments		\$0	n/a	\$0	n/a
Prepaid expenses & other	\$0	\$638	n/a	\$400	-37%
Total current assets	\$21,067	\$31,930	52%	\$34,663	9%
Non-current investments		\$0	n/a	\$0	n/a
Fixed assets (net)	\$0	\$0	n/a	\$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	\$21,067	\$31,930	52%	\$34,663	9%
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$2,190	\$0	-100%	\$0	n/a
Loans & other debt		\$0	n/a	\$0	n/a
Deferred revenue		\$0	n/a	\$0	n/a
Total current liabilities	\$2,190	\$0	-100%	\$0	n/a
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$2,190	\$0	-100%	\$0	n/a
Net assets					
Unrestricted	\$18,877	\$31,930	69%	\$34,663	9%
Temporarily restricted		\$0	n/a		n/a
Permanently restricted		\$0	n/a		n/a
Total net assets	\$18,877	\$31,930	69%	\$34,663	9%
Total liabilities & net assets	\$21,067	\$31,930	52%	\$34,663	9%

## Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	3	4	2
Total working capital -- Unrestricted	\$18,877	\$31,930	\$34,663
Current Ratio	9.62	n/a	n/a
Debt Service Impact		0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	-9%	9%	1%
Depreciation as a % of Fixed Assets	100%	n/a	n/a
Leverage Ratio	0%		

**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.  $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$ . 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). 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  $\text{Unrestricted Net Assets} - (\text{Net Fixed Assets} - \text{Mortgage Debt})$ .

**Unrestricted Net Assets Net of Property, Plant and Equipment** ( $\text{Unrestricted Net Assets} - (\text{Net Fixed Assets} - \text{Mortgage Debt})$ ) 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.

Components of Net Assets



Months of Working Capital



## Attendance

In-person Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	245	2,156	780%	2,087	-3%
In-person participation - free	3,771	255	-93%	1,675	557%
Total in-person participation	4,016	2,411	-40%	3,762	56%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		193	n/a	903	368%
Registrants for classes/workshops		2,015	n/a	1,898	-6%
Students given private lessons		3	n/a	11	267%
Lecture attendees		200	n/a	100	-50%
Participants of other events			n/a	850	n/a
Total in-person participation	4,016	2,411	-40%	3,762	56%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	575	1,290	124%	876	-32%
Children served in schools		158	n/a	167	6%
Seniors		263	n/a	349	33%
Adults		858	n/a	2,537	196%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
People engaged in advocacy		1	n/a		-100%

## Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	0	1	n/a	1	0%
Part-time permanent employees	4	6	50%	9	50%
Part-time permanent employees - FTEs	1.55	1.04	-33%	1.35	30%
Number of part-time or one-time volunteers	5	4	-20%	130	3,150%
Part-time or one-time volunteers - FTEs	0.75	0.16	-79%	0.23	44%
Independent contractors	2	5	150%	4	-20%
Number of interns and apprentices	4	1	-75%	2	100%

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time employees that are artists	0	1	n/a	1	0%
Part-time employees that are artists	2	6	200%	8	33%
Independent contractors that are artists	2	5	150%	2	-60%



## Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	26	12	-54%	7	-42%
Total performances	26	12	-54%	7	-42%
Permanent exhibits	0	0	n/a	2	n/a
Temporary exhibits	5	5	0%	7	40%
Traveling exhibits		0	n/a	1	n/a
Distinct classes/workshops	68	0	-100%	9	n/a
Distinct class series/courses		42	n/a	97	131%
Total classes/class sessions	0	2,024	n/a	2,833	40%
Private lessons offered		3	n/a	350	11,567%
Distinct lectures	0	3	n/a	2	-33%
Lecture occurrences	0	3	n/a	2	-33%
Programs offered in schools	8	12	50%	23	92%
Hours of programming in schools		235	n/a	457	94%
Number of schools served		6	n/a	10	67%
Artists placed in schools		3	n/a	5	67%
Distinct other programs	0		n/a	10	n/a
Other programs occurrences	0		n/a	10	n/a