



Arts In Motion MCACA Funder Report Narrative

MCACA Funder report narrative

Upon reviewing the funders report, we recognize that we are a non-profit that has grown significantly in the past three years. Our goal for this year as an organization is to focus on current programming and increasing quality of all of our productions.

Financial commentary: The Line item that relates to individual contributions reflects that in 2016 we had donations around \$30,000. That year, we were the chosen charity for a service group and received a significant, one-time donation. Since that year, we are still striving to meet that goal again. This has provided a strong base for motivation.

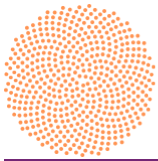
Our tuition revenue has doubled in three years. This demonstrates that our programming is successful and being requested throughout our community.

Program commentary: Our volunteer numbers went down this year after a significant increase during the prior year, but each volunteer is spending more time with us, so the yearly total hours of commitment have gone up. We are continuing to partner with Grand Valley State University programs for volunteers, in particular, the nursing program. This partnership is a good mutual fit for our organizations as it provides us great, caring, volunteers and for them a positive introduction to individuals with disabilities to carry forward into their careers.

The number of schools served offsite has gone down, but the number of school classes that came to our home studio has increased. Our studio has provided a great community-based program that fits the needs of transition programs. Those programs have goals to bring their students into the community. This creates a great affiliation.

There were fewer students served at the summer camp where we provide the arts programming, which did affect the overall number of students served in 2018.

Overall, we are celebrating our growth and looking forward to the difference we can make in the community and the lives of individuals with disabilities through expressive arts!



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

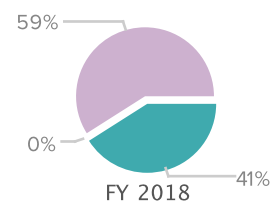
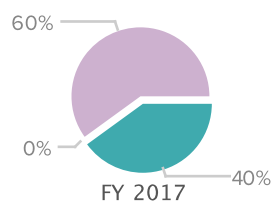
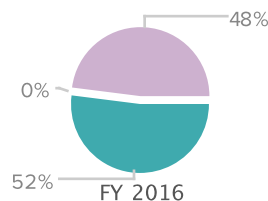
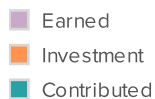
Full-time staff: 1

Paid FTEs: 2.46

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

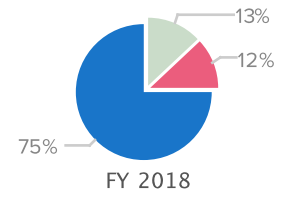
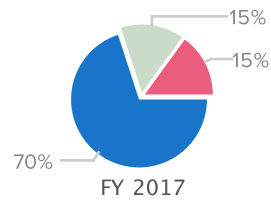
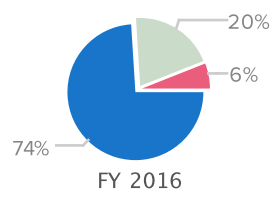
Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$39,093	\$57,883	48%	\$62,628	8%
Earned Non-program	\$15,420	\$24,355	58%	\$33,203	36%
Total Earned Revenue	\$54,513	\$82,238	51%	\$95,831	17%
Investment Revenue	\$0	\$0	n/a	\$0	n/a
Contributed Revenue	\$58,854	\$54,891	-7%	\$67,264	23%
Total Unrestricted Operating Revenue	\$113,367	\$137,129	21%	\$163,095	19%
Less in-kind			n/a	(\$0)	n/a
Total Unrestricted Operating Revenue Less In-kind	\$113,367	\$137,129	21%	\$163,095	19%
Expenses by Functional Total					
Program	\$76,433	\$95,647	25%	\$118,267	24%
Fundraising	\$6,219	\$20,060	223%	\$19,065	-5%
General & Administrative	\$20,633	\$20,497	-1%	\$20,641	1%
Total Operating Expenses	\$103,285	\$136,204	32%	\$157,973	16%
Less in-kind			n/a	(\$0)	n/a
Total Operating Expenses Less In-kind	\$103,285	\$136,204	32%	\$157,973	16%
Net Unrestricted Activity - Operating	\$10,082	\$925	-91%	\$5,122	454%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$10,082	\$925	-91%	\$5,122	454%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$10,082	\$925	-91%	\$5,122	454%

Revenue by Source



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Single ticket sales	\$726	\$865	\$882	\$882		n/a
Gallery sales	\$457	\$0	\$400	\$400		n/a
Tuitions and registration fees	\$37,292	\$57,018	\$61,346	\$61,346		n/a
Other program revenue	\$618	\$0				n/a
Total earned - program	\$39,093	\$57,883	\$62,628	\$62,628	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$0	\$470	\$260	\$260		n/a
Advertising revenue	\$920	\$510	\$460	\$460		n/a
Sponsorship revenue	\$14,500	\$12,000	\$13,000	\$13,000		n/a
Other earned revenue		\$11,375	\$19,483	\$19,483		n/a
Total earned - non-program	\$15,420	\$24,355	\$33,203	\$33,203	\$0	n/a
Total earned revenue	\$54,513	\$82,238	\$95,831	\$95,831		n/a

Arts in Motion Studio West Michigan

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
Contributed	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$2,250	\$1,000	\$2,100	\$2,100		
Individual	\$30,062	\$17,041	\$19,002	\$19,002		
Corporate	\$3,500	\$10,950	\$12,300	\$12,300		
Foundation	\$8,000	\$11,000	\$9,000	\$9,000		
State government	\$15,000	\$14,900	\$20,100	\$20,100		
In-kind operating contributions	\$0	\$0	\$0	\$0		
Other contributions	\$42	\$0	\$4,762	\$4,762		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$58,854	\$54,891	\$67,264	\$67,264		
Operating investment revenue	\$0	\$0	\$0	\$0		
Total operating revenue	\$113,367	\$137,129	\$163,095	\$163,095		
Total operating revenue less in-kind	\$113,367	\$137,129	\$163,095	\$163,095		
Total non-operating revenue						
Total revenue	\$113,367	\$137,129	\$163,095	\$163,095		
Total revenue less in-kind	\$113,367	\$137,129	\$163,095	\$163,095		

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)	\$73,013	\$95,786	31%	\$113,613	19%	\$83,559	\$13,075	\$16,979
Independent contractors	\$11,355	\$10,844	-5%	\$10,620	-2%	\$10,620		
Professional fees	\$0	\$1,923	n/a	\$1,695	-12%	\$1,695		
Total personnel expenses - Operating	\$84,368	\$108,553	29%	\$125,928	16%	\$95,874	\$13,075	\$16,979
Non-personnel expenses - Operating								
Advertising and promotion	\$3,727	\$400	-89%	\$390	-2%	\$390		
Conferences and meetings	\$293	\$300	2%	\$352	17%	\$352		
Dues and subscriptions	\$90	\$100	11%	\$100	0%	\$50		\$50
Insurance	\$1,372	\$2,544	85%	\$2,846	12%	\$2,046		\$800
Occupancy costs	\$8,483	\$8,816	4%	\$13,149	49%	\$10,949	\$1,200	\$1,000
Office and administration	\$1,310	\$1,384	6%	\$1,418	2%			\$1,418
Printing, postage and shipping	\$315	\$249	-21%	\$344	38%	\$100	\$200	\$44
Travel	\$180	\$302	68%	\$120	-60%	\$120		
Exhibition costs	\$113	\$504	346%	\$534	6%	\$534		
Collections management	\$233	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Productions and events costs	\$134	\$6,819	4,989%	\$6,213	-9%	\$1,671	\$4,542	
Other operating expenses	\$2,667	\$6,183	132%	\$6,579	6%	\$6,181	\$48	\$350
Depreciation	\$0	\$50	n/a	\$0	-100%			
Total non-personnel expenses - Operating	\$18,917	\$27,651	46%	\$32,045	16%	\$22,393	\$5,990	\$3,662
Total operating expenses	\$103,285	\$136,204	32%	\$157,973	16%	\$118,267	\$19,065	\$20,641
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	\$103,285	\$136,204	32%	\$157,973	16%	\$118,267	\$19,065	\$20,641
Total expenses less in-kind	\$103,285	\$136,204	32%	\$157,973	16%			
Total expenses less depreciation	\$103,285	\$136,154	32%	\$157,973	16%			
Total expenses less in-kind and depreciation	\$103,285	\$136,154	32%	\$157,973	16%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$31,292	\$25,303	-19%	\$36,848	46%
Receivables	\$0	\$8,960	n/a	-\$560	-106%
Investments	\$0	\$0	n/a		n/a
Prepaid expenses & other	\$638	\$400	-37%	\$1,396	249%
Total current assets	\$31,930	\$34,663	9%	\$37,684	9%
Non-current investments	\$0	\$0	n/a	\$0	n/a
Fixed assets (net)	\$0	\$0	n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$61	n/a
Total non-current assets	\$0	\$0	n/a	\$61	n/a
Total assets	\$31,930	\$34,663	9%	\$37,745	9%
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	-\$1,050	n/a
Loans & other debt	\$0	\$0	n/a		n/a
Deferred revenue	\$0	\$0	n/a		n/a
Total current liabilities	\$0	\$0	n/a	-\$1,050	n/a
Non-current liabilities	\$0	\$0	n/a	\$332	n/a
Total liabilities	\$0	\$0	n/a	-\$718	n/a
Net assets					
Unrestricted	\$31,930	\$34,663	9%		-100%
Temporarily restricted	\$0		n/a		n/a
Permanently restricted	\$0		n/a		n/a
Total net assets	\$31,930	\$34,663	9%	\$38,463	11%
Total liabilities & net assets	\$31,930	\$34,663	9%	\$37,745	9%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	4	2	3
Total working capital	\$31,930	\$34,663	\$38,734
Current Ratio	n/a	n/a	-35.89
Debt Service Impact	0%	0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	9%	1%	3%
Depreciation as a % of Fixed Assets	n/a	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. $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$. 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).

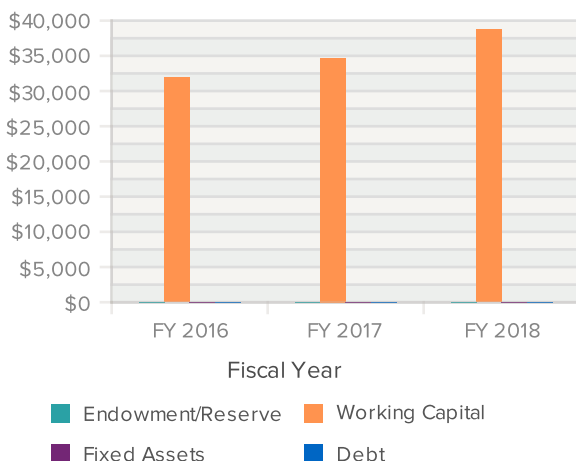
Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based 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.

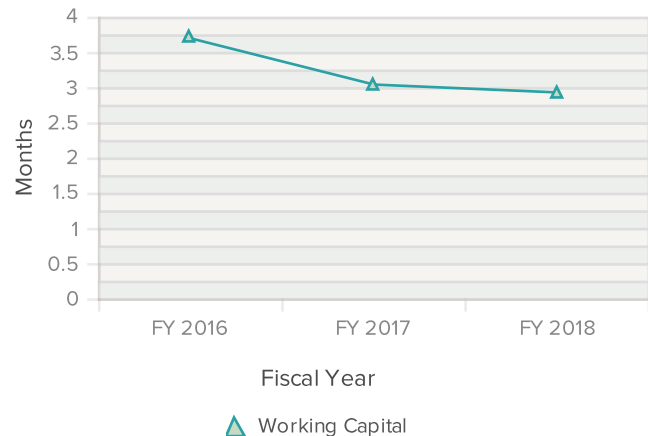
Depreciation as a % of Fixed Assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props); especially significant for organizations that own a building or carry a long-term lease.

Leverage Ratio (Total Debt divided by Total Unrestricted and Temporarily Restricted Assets) determines how heavily the organization has borrowed. A number in excess of 50% may indicate a potential crunch.

Components of Net Assets



Months of Working Capital



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	2,156	2,087	-3%	2,325	11%
In-person participation - free	255	1,675	557%	145	-91%
Total in-person participation	2,411	3,762	56%	2,470	-34%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	193	903	368%	205	-77%
Registrants for classes/workshops	2,015	1,898	-6%	2,117	12%
Students given private lessons	3	11	267%	23	109%
Lecture attendees	200	100	-50%	125	25%
Participants of other events		850	n/a		-100%
Total in-person participation	2,411	3,762	56%	2,470	-34%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	1,290	876	-32%	682	-22%
Children served in schools	158	167	6%	60	-64%
Seniors	263	349	33%	61	-83%
Adults	858	2,537	196%	1,727	-32%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
People engaged in advocacy	1		-100%		n/a

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	6	9	50%	10	11%
Part-time permanent employees - FTEs	1.04	1.35	30%	1.46	8%
Number of part-time or one-time volunteers	4	130	3,150%	80	-38%
Part-time or one-time volunteers - FTEs	0.16	0.23	44%	0.69	200%
Independent contractors	5	4	-20%	4	0%
Number of interns and apprentices	1	2	100%	1	-50%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time employees that are artists	1	1	0%		-100%
Part-time employees that are artists	6	8	33%		-100%
Independent contractors that are artists	5	2	-60%		-100%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	12	7	-42%	2	-71%
Total performances	12	7	-42%	12	71%
Permanent exhibits	0	2	n/a	1	-50%
Temporary exhibits	5	7	40%	7	0%
Traveling exhibits	0	1	n/a	2	100%
Distinct classes/workshops	0	9	n/a	12	33%
Distinct class series/courses	42	97	131%	65	-33%
Total classes/class sessions	2,024	2,833	40%	2,017	-29%
Private lessons offered	3	350	11,567%	460	31%
Distinct lectures	3	2	-33%		-100%
Lecture occurrences	3	2	-33%	3	50%
Programs offered in schools	12	23	92%	12	-48%
Hours of programming in schools	235	457	94%	229	-50%
Number of schools served	6	10	67%	8	-20%
Artists placed in schools	3	5	67%	5	0%
Distinct other programs		10	n/a		-100%
Other programs occurrences		10	n/a		-100%

Key advocacy issues

FY 2016	Adapting programming
	Adapting equipment
	Ensuring ADA compliance of performance venues
	Promoting arts for all

FY 2017

FY 2018