



Narrative: Funders Report 2019

Arts in Motion Studio West Michigan

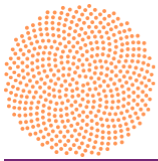
Our organization continues to show growth at a reasonable and manageable rate. We are so excited that our donor base and individual contributions have grown significantly. This demonstrates that the community is behind our efforts. Our contributions were from 263 individuals and we could not be prouder of that support shown to us. It has brightened our future.

The area that we would love to see an increase in is our event revenue. We are still a young, small non-profit; in a town that is full of art service organizations. We are proud to be a community program but want to grow our events to reflect that support. This goal has been addressed at our board and staff meetings and we are revising our energy focus on some new fun ideas while improving the creative long-standing events.

This year Arts in Motion studio's year-end accounts were a little bit off at fiscal closing. Several guaranteed revenue streams arrived after the closing of the fiscal year. Two of them are represented by accounts receivable. (Page 6 line two of the report) there is reflected a \$6,661 year-end account receivable. That amount was received by end of January 2020.

Besides, there was a donor whose year-end check also arrived late reflecting another \$2,000. Taking these two figures into account our budget would have been revenue equal to expenses. That difference was made up in January. We are thankful to note it was a circumstantial deficit and not a trend.

Our organization has put in over 3427 teaching hours to our student population of individuals with disabilities. We measure our success in smiles and the joy our students spread to every community member they encounter through their arts. We are proud of their success.



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

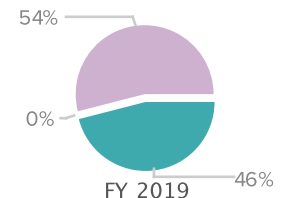
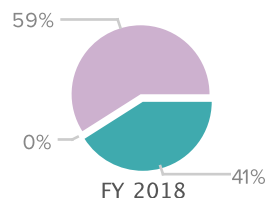
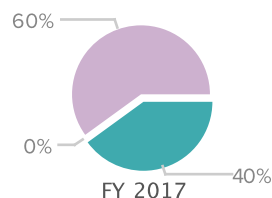
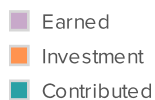
Full-time staff: 1

Paid FTEs: 2.71

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

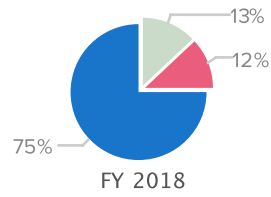
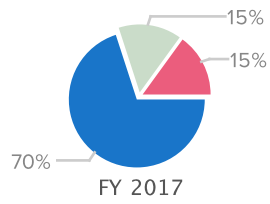
Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$57,883	\$62,628	8%	\$58,504	-7%
Earned Non-program	\$24,355	\$33,203	36%	\$25,152	-24%
Total Earned Revenue	\$82,238	\$95,831	17%	\$83,656	-13%
Investment Revenue	\$0	\$0	n/a	\$0	n/a
Contributed Revenue	\$54,891	\$67,264	23%	\$71,163	6%
Total Unrestricted Operating Revenue	\$137,129	\$163,095	19%	\$154,819	-5%
Less in-kind		(\$0)	n/a		n/a
Total Unrestricted Operating Revenue Less In-kind	\$137,129	\$163,095	19%	\$154,819	-5%
Expenses by Functional Total					
Program	\$95,647	\$118,267	24%	\$111,323	-6%
Fundraising	\$20,060	\$19,065	-5%	\$19,196	1%
General & Administrative	\$20,497	\$20,641	1%	\$32,351	57%
Total Operating Expenses	\$136,204	\$157,973	16%	\$162,870	3%
Less in-kind		(\$0)	n/a		n/a
Total Operating Expenses Less In-kind	\$136,204	\$157,973	16%	\$162,870	3%
Net Unrestricted Activity - Operating	\$925	\$5,122	454%	-\$8,051	-257%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$925	\$5,122	454%	-\$8,051	-257%
Net Restricted Activity			n/a		n/a
Net Total Activity	\$925	\$5,122	454%	-\$8,051	-257%

Revenue by Source

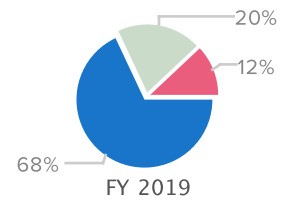


Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Arts in Motion Studio West Michigan



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Single ticket sales	\$865	\$882	\$1,080	\$1,080	
Gallery sales	\$0	\$400	\$2,000	\$2,000	
Tuitions and registration fees	\$57,018	\$61,346	\$55,424	\$55,424	
Total earned - program	\$57,883	\$62,628	\$58,504	\$58,504	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$470	\$260	\$683	\$683	
Advertising revenue	\$510	\$460	\$530	\$530	
Sponsorship revenue	\$12,000	\$13,000	\$10,000	\$10,000	
Other earned revenue	\$11,375	\$19,483	\$13,939	\$13,939	
Total earned - non-program	\$24,355	\$33,203	\$25,152	\$25,152	\$0
Total earned revenue	\$82,238	\$95,831	\$83,656	\$83,656	

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$1,000	\$2,100	\$1,025	\$1,025	
Individual	\$17,041	\$19,002	\$33,137	\$33,137	
Corporate	\$10,950	\$12,300	\$9,956	\$9,956	
Foundation	\$11,000	\$9,000	\$9,500	\$9,500	
State government	\$14,900	\$20,100	\$16,500	\$16,500	
In-kind operating contributions	\$0	\$0	\$0		
Other contributions	\$0	\$4,762	\$1,045	\$1,045	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$54,891	\$67,264	\$71,163	\$71,163	
Operating investment revenue	\$0	\$0	\$0	\$0	
Total operating revenue	\$137,129	\$163,095	\$154,819	\$154,819	
Total operating revenue less in-kind	\$137,129	\$163,095	\$154,819	\$154,819	
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$137,129	\$163,095	\$154,819	\$154,819	
Total revenue less in-kind	\$137,129	\$163,095	\$154,819	\$154,819	

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)	\$95,786	\$113,613	19%	\$115,290	1%	\$76,501	\$13,762	\$25,027
Independent contractors	\$10,844	\$10,620	-2%	\$10,303	-3%	\$8,703		\$1,600
Professional fees	\$1,923	\$1,695	-12%	\$2,600	53%	\$2,600		
Total personnel expenses - Operating	\$108,553	\$125,928	16%	\$128,193	2%	\$87,804	\$13,762	\$26,627
Non-personnel expenses - Operating								
Advertising and promotion	\$400	\$390	-2%	\$203	-48%	\$203		
Conferences and meetings	\$300	\$352	17%	\$184	-48%	\$92		\$92
Dues and subscriptions	\$100	\$100	0%	\$50	-50%	\$50	\$0	\$0
Insurance	\$2,544	\$2,846	12%	\$2,672	-6%	\$1,300	\$72	\$1,300
Occupancy costs	\$8,816	\$13,149	49%	\$16,397	25%	\$13,997		\$2,400
Office and administration	\$1,384	\$1,418	2%	\$1,631	15%			\$1,631
Printing, postage and shipping	\$249	\$344	38%	\$501	46%		\$200	\$301
Travel	\$302	\$120	-60%	\$42	-65%	\$42		
Exhibition costs	\$504	\$534	6%	\$850	59%	\$650	\$200	
Productions and events costs	\$6,819	\$6,213	-9%	\$5,543	-11%	\$581	\$4,962	
Other operating expenses	\$6,183	\$6,579	6%	\$6,604	0%	\$6,604		
Depreciation	\$50	\$0	-100%	\$0	n/a			
Total non-personnel expenses - Operating	\$27,651	\$32,045	16%	\$34,677	8%	\$23,519	\$5,434	\$5,724
Total operating expenses	\$136,204	\$157,973	16%	\$162,870	3%	\$111,323	\$19,196	\$32,351
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	\$136,204	\$157,973	16%	\$162,870	3%	\$111,323	\$19,196	\$32,351
Total expenses less in-kind	\$136,204	\$157,973	16%	\$162,870	3%			
Total expenses less depreciation	\$136,154	\$157,973	16%	\$162,870	3%			
Total expenses less in-kind and depreciation	\$136,154	\$157,973	16%	\$162,870	3%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$25,303	\$36,848	46%	\$27,392	-26%
Receivables	\$8,960	-\$560	-106%	\$6,661	1,289%
Investments	\$0		n/a	\$0	n/a
Prepaid expenses & other	\$400	\$1,396	249%	\$638	-54%
Total current assets	\$34,663	\$37,684	9%	\$34,691	-8%
Non-current investments	\$0	\$0	n/a		n/a
Fixed assets (net)	\$0		n/a		n/a
Other non-current assets	\$0	\$61	n/a	\$0	-100%
Total non-current assets	\$0	\$61	n/a		-100%
Total assets	\$34,663	\$37,745	9%	\$34,691	-8%
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$0	-\$1,050	n/a	\$2,766	363%
Loans & other debt	\$0		n/a		n/a
Deferred revenue	\$0		n/a	\$0	n/a
Total current liabilities	\$0	-\$1,050	n/a	\$2,766	363%
Non-current liabilities	\$0	\$332	n/a	\$0	-100%
Total liabilities	\$0	-\$718	n/a	\$2,766	485%
Net assets					
Unrestricted	\$34,663		-100%	\$31,925	n/a
Restricted			n/a	\$0	n/a
Total net assets	\$34,663	\$38,463	11%	\$31,925	-17%
Total liabilities & net assets	\$34,663	\$37,745	9%	\$34,691	-8%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	2	3	2
Total working capital	\$34,663	\$38,734	\$31,925
Current Ratio	n/a	-35.89	12.54
Debt Service Impact	0%		
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	1%	3%	-5%
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).

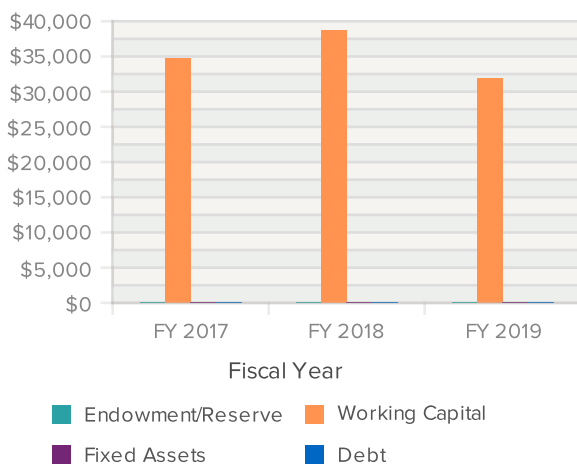
Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based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

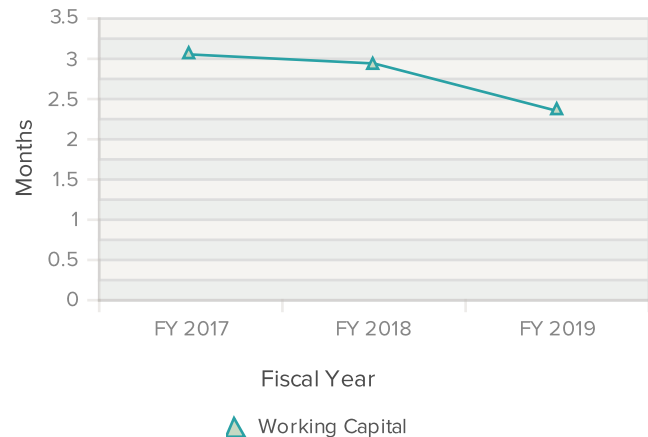
Depreciation as a % of Fixed Assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props); especially significant for organizations that own a building or carry a long-term lease.

Leverage Ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Components of Net Assets



Months of Working Capital



Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	2,087	2,325	11%	2,497	7%
In-person participation - free	1,675	145	-91%	1,924	1,227%
Total in-person participation	3,762	2,470	-34%	4,421	79%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	903	205	-77%	1,550	656%
Admissions			n/a	462	n/a
Registrants for classes/workshops	1,898	2,117	12%	2,384	13%
Students given private lessons	11	23	109%	25	9%
Lecture attendees	100	125	25%		-100%
Participants of other events	850		-100%		n/a
Total in-person participation	3,762	2,470	-34%	4,421	79%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	876	682	-22%	635	-7%
Children served in schools	167	60	-64%	181	202%
Seniors	349	61	-83%	583	856%
Adults	2,537	1,727	-32%	3,203	85%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
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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	9	10	11%	9	-10%
Part-time permanent employees - FTEs	1.35	1.46	8%	1.71	17%
Number of part-time or one-time volunteers	130	80	-38%	94	18%
Part-time or one-time volunteers - FTEs	0.23	0.69	200%	0.78	13%
Independent contractors	4	4	0%	3	-25%
Number of interns and apprentices	2	1	-50%	2	100%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time employees that are artists	1		-100%	1	n/a
Part-time employees that are artists	8		-100%	9	n/a
Independent contractors that are artists	2		-100%	3	n/a

Program Activity

			% Change		% Change
Distinct productions	7	2	-71%	7	250%
Total performances	7	12	71%	7	-42%
Permanent exhibits	2	1	-50%	2	100%
Temporary exhibits	7	7	0%	5	-29%
Traveling exhibits	1	2	100%	1	-50%
Distinct classes/workshops	9	12	33%	27	125%
Distinct class series/courses	97	65	-33%	65	0%
Total classes/class sessions	2,833	2,017	-29%	2,759	37%
Private lessons offered	350	460	31%	489	6%
Distinct lectures	2		-100%		n/a
Lecture occurrences	2	3	50%		-100%
Programs offered in schools	23	12	-48%	15	25%
Hours of programming in schools	457	229	-50%	312	36%
Number of schools served	10	8	-20%	10	25%
Artists placed in schools	5	5	0%	4	-20%
Distinct other programs	10		-100%		n/a
Other programs occurrences	10		-100%		n/a