

Organization Information

Organization name:	Arts in Motion Studio West Michigan		
City:	Grand Rapids	Year organization founded:	2010
State:	MI	Organization type:	501(c)3 nonprofit organization
County:	Kent	DUNS #:	024849946
Federal ID #:	300727293	Full-time staff:	1
NISP Discipline:	14 - Multidisciplinary	Board Members:	7
NISP Institution:	15 - Arts Center	Fiscal year end date:	12-31
NTEE:	P82 - Developmentally Disabled Centers		

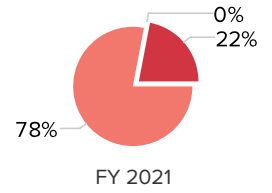
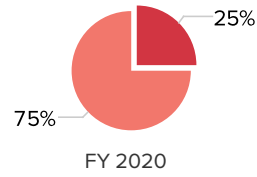
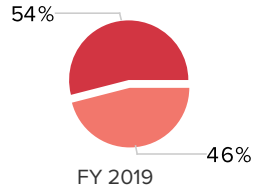
Applicant is not audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
Unrestricted operating revenue					
Earned program	\$58,504	\$21,701	-63%	\$26,143	20%
Earned non-program	\$25,152	\$1,900	-92%	\$2,500	32%
Total earned revenue	\$83,656	\$23,601	-72%	\$28,643	21%
Investment revenue			n/a	\$146	n/a
Contributed revenue	\$71,163	\$70,659	-1%	\$101,893	44%
Total unrestricted operating revenue	\$154,819	\$94,260	-39%	\$130,682	39%
Less in-kind			n/a	\$0	n/a
Unrestricted operating revenue less in-kind	\$154,819	\$94,260	-39%	\$130,682	39%
Operating expenses					
Program	\$111,323	\$46,436	-58%	\$90,807	96%
Management & general	\$32,351	\$7,644	-76%	\$18,961	148%
Fundraising	\$19,196	\$3,548	-82%	\$9,082	156%
Total operating expenses	\$162,870	\$57,628	-65%	\$118,850	106%
Less in-kind			n/a	\$0	n/a
Unrestricted operating expenses less in-kind	\$162,870	\$57,628	-65%	\$118,850	106%
Unrestricted change in net assets - operating	-\$8,051	\$36,632	555%	\$11,832	-68%
Unrestricted change in net assets	-\$8,051	\$36,632	555%	\$11,832	-68%
Restricted change in net assets			n/a		n/a
Total change in net assets	-\$8,051	\$36,632	555%	\$11,832	-68%

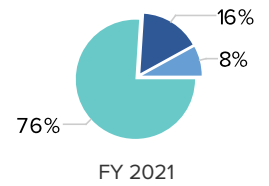
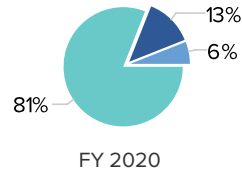
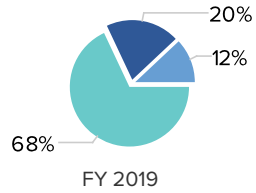
Unrestricted Operating Revenue by Source

■ Earned
■ Investment
■ Contributed



Operating Expenses by Functional Grouping

■ Program
■ Management & General
■ Fundraising



Revenue Details

Operating Revenue Earned - Program	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Subscriptions		\$0	\$0	\$0	
Membership fees - individuals		\$0	\$0	\$0	\$0
Membership fees - organizations		\$0	\$0	\$0	
Ticket sales & admissions	\$1,080	\$0	\$0	\$0	
Education revenue	\$55,424	\$20,372	\$25,601	\$25,601	
Publication sales		\$0	\$0	\$0	
Gallery sales	\$2,000	\$1,329	\$542	\$542	
Contracted services & touring fees			\$0	\$0	
Royalty & reproduction revenue	\$0		\$0	\$0	
Earned - program not listed above			\$0	\$0	
Total earned - program	\$58,504	\$21,701	\$26,143	\$26,143	
Earned - Non-program					
Rental revenue			\$0	\$0	
Sponsorship revenue	\$10,000	\$1,900	\$2,500	\$2,500	
Attendee-generated revenue not listed above	\$1,213		\$0	\$0	
Earned non-program not listed above	\$13,939		\$0	\$0	
Total earned - non-program	\$25,152	\$1,900	\$2,500	\$2,500	
Total earned revenue	\$83,656	\$23,601	\$28,643	\$28,643	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$1,025	\$1,350	\$2,100	\$2,100	
Individual	\$33,137	\$28,660	\$46,132	\$46,132	
Corporate	\$9,956	\$7,100	\$19,253	\$19,253	
Foundation	\$9,500	\$5,000	\$7,500	\$7,500	
County government	\$0	\$5,000	\$0	\$0	
State government	\$16,500	\$13,075	\$16,875	\$16,875	
In-kind operating contributions	\$0	\$0	\$0	\$0	
Special fundraising events		\$9,686	\$10,033	\$10,033	
Contributions not listed above	\$1,045	\$788	\$0		
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$71,163	\$70,659	\$101,893	\$101,893	
Operating investment revenue	\$0	\$0	\$146	\$146	
Total operating revenue	\$154,819	\$94,260	\$130,682	\$130,682	
Total operating revenue less operating in-kind	\$154,819	\$94,260	\$130,682	\$130,682	

Total revenue	\$154,819	\$94,260	\$130,682	\$130,682
Total revenue less in-kind	\$154,819	\$94,260	\$130,682	\$130,682

Revenue Narrative

FY 2019	n/a
FY 2020	This has been a year of challenges and change. For a small non-profit it had us concerned, but fortunately for us, our community supported us to ensure we would make it through. Our tuition and fundraising was limited but donations closely equaled last year's so we are fortunate to be able to end with a surplus to help us re-open in-person activities
FY 2021	Although Covid greatly impacted our in-person tuition, our supporters came through in many ways to ensure that this small non-profit would be able to survive the pandemic.

Expense Details

	FY 2019 Total	FY 2020 Total	% Change	FY 2021 Total	% Change	FY 2021 Program	FY 2021 General & Administrative	FY 2021 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$115,290	\$30,912	-73%	\$66,073	114%	\$52,608	\$7,695	\$5,770
Independent contractors	\$10,303	\$5,602	-46%	\$13,122	134%	\$10,422	\$2,700	
Professional fees	\$2,600	\$0	-100%	\$3,610	n/a		\$3,610	
Total personnel expenses - Operating	\$128,193	\$36,514	-72%	\$82,805	127%	\$63,030	\$14,005	\$5,770
Non-personnel expenses - Operating								
Occupancy costs	\$16,397	\$11,934	-27%	\$19,639	65%	\$14,729	\$2,946	\$1,964
Non-personnel expenses not listed above	\$18,280	\$9,180	-50%	\$16,406	79%	\$13,048	\$2,010	\$1,348
Total non-personnel expenses - Operating	\$34,677	\$21,114	-39%	\$36,045	71%	\$27,777	\$4,956	\$3,312
Total operating expenses	\$162,870	\$57,628	-65%	\$118,850	106%	\$90,807	\$18,961	\$9,082
Total expenses	\$162,870	\$57,628	-65%	\$118,850	106%			
Total expenses less in-kind	\$162,870	\$57,628	-65%	\$118,850	106%			
Total expenses less depreciation	\$162,870	\$57,628	-65%	\$118,850	106%			
Total expenses less in-kind and depreciation	\$162,870	\$57,628	-65%	\$118,850	106%			

Expense Narrative

FY 2019	n/a
FY 2020	The majority of our expenses were on staff and supplies related to the new class formats. Some of the staff volunteered to do programming during the shutdown, which helped with our decrease in income. We needed to purchase PPE and other items to ensure safety when we briefly did live events.
FY 2021	Our in person programs began in July of 2021. Prior tp that we only offered virtual classes. Almost every expense increased during the pandemic most insurances as well as cost of supplies increased significantly.

Balance Sheet

Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
Current assets					
Cash and cash equivalents	\$27,392	\$61,209	123%	\$76,413	25%
Receivables	\$6,661	-\$1,575	-124%	\$0	100%
Investments - current	\$0		n/a	\$0	n/a
Prepaid expenses & other	\$638	\$1,638	157%	\$638	-61%
Total current assets	\$34,691	\$61,272	77%	\$77,051	26%
Long-term/non-current assets					
Investments - non current			n/a	\$0	n/a
Fixed assets (net of accumulated depreciation)		\$898	n/a	\$0	-100%
Non-current assets not listed above			n/a	\$0	n/a
Total long-term/non-current assets		\$898	n/a	\$0	-100%
Total assets	\$34,691	\$62,170	79%	\$77,051	24%
Liabilities & Net Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
Current liabilities					
Accounts payable and accrued expenses	\$2,766	-\$3,961	-243%		
Deferred revenue	\$0		n/a		n/a
Loans - current			n/a		n/a
Additional current liabilities not listed above			n/a	\$4,644	n/a
Total current liabilities	\$2,766	-\$3,961	-243%	\$4,644	217%
Long-term/non-current liabilities					
Long-term/non-current loans			n/a		n/a
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities			n/a		n/a
Total liabilities	\$2,766	-\$3,961	-243%	\$4,644	217%
Total net assets	\$31,925	\$66,131	107%	\$72,407	9%
Total liabilities & net assets	\$34,691	\$62,170	79%	\$77,051	24%

Balance Sheet Narrative

FY 2019	n/a
FY 2020	The most exciting part of our balance sheet is it does set us up to be able to slowly recover from the pandemic. We are determined to open our in-person classes and grow our organization and this will help us to do just that.
FY 2021	Although we have gained assets part of that was due to director lay off. due to in person closed programming.

Balance Sheet Metrics

	FY 2019	FY 2020	% Change	FY 2021	% Change
Months of operating cash -- Total	2.02	12.75	532%	7.71	-39%
Working capital -- Total	\$31,925	\$65,233	104%	\$72,407	11%
Current ratio -- Total	12.54	-15.47	-223%	16.59	207%
Net assets as a % of total expenses	20%	115%	485%	61%	-47%
Fixed assets (net)		\$898	n/a	\$0	-100%
Condition of fixed assets		26%		NaN	
Leverage -- Total			n/a		n/a
Total debt			n/a		n/a
Debt service impact	0%	0%	n/a	0%	n/a

Months of operating cash (Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents.

Working capital (Current Assets minus Current Liabilities) consists of the resources available for operations. 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. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

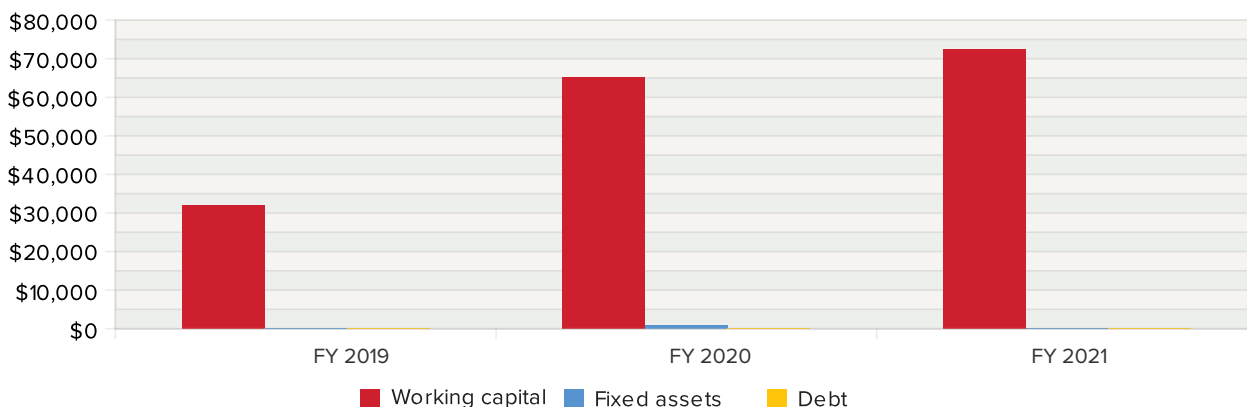
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets (net) is the value of all land, buildings, equipment, leasehold improvements and other property and equipment owned by the organization. It is calculated net of accumulated depreciation to reflect the reduction in the value of an asset as it ages and is used.

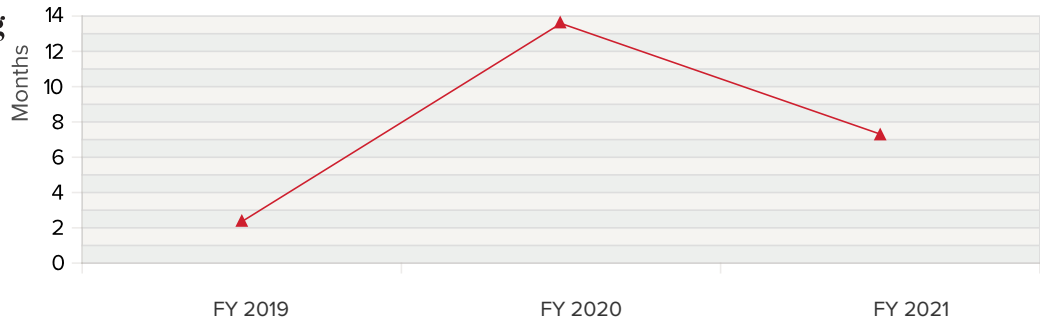
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

Components of Net Assets



Months of Working Capital



Attendance

	FY 2019	FY 2020	% Change	FY 2021	% Change
Total attendance					
Paid	2,497	284	-89%	72	-75%
Free	1,924	57	-97%	45	-21%
Total	4,421	341	-92%	117	-66%
In-person attendance					
Paid	2,497	227	-91%	72	-68%
Free	1,924	10	-99%		-100%
Total	4,421	237	-95%	72	-70%
Digital attendance					
Paid		57	n/a		-100%
Free		47	n/a	45	-4%
Total		104	n/a	45	-57%
In-person attendees 18 and under	635	22	-97%	37	68%
Programs in schools	FY 2019	FY 2020	% Change	FY 2021	% Change
Children served in schools	181	8	-96%	45	462%
Hours of instruction	312	12	-96%	30	150%

Workforce

Number of People	FY 2019	FY 2020	% Change	FY 2021	% Change
Employees: Full-time permanent	1	1	0%	1	0%
Employees: Part-time permanent	9	7	-22%	7	0%
Volunteers	94	15	-84%	1	-93%
Independent contractors	3	2	-33%	2	0%
Interns and apprentices	2	1	-50%		-100%
Total positions	109	26	-76%	11	-58%

Visual & Performing Artists

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists	13	10	-23%	17	70%
Payments to artists & performers	\$56,372	\$25,000	-56%	\$39,063	56%

Covid-19 Impact

	FY 2019	FY 2020	FY 2021
Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization:			
Number of employees laid off			1
Number of employees furloughed			9
Of those furloughed or laid off employees, how many (if any) have been brought back?			5

Mission and Constituency

Mission statement

Enriching the community and the lives of individuals with disabilities through expressive arts.

Mission demographics

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

If the fields above are blank, this organization does not serve that demographic specifically.

Audience

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served

Urban

If the fields above are blank, this organization does not serve that demographic specifically.

Program Activity

In-person activity	FY 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	7	7			0	
Productions (presented)					0	
Classes/assemblies/other programs in schools	15				5	30
Classes/workshops (outside of schools)	92	2,759	62	1,485	31	1,135
Field trips/school visits					0	
Guided tours					0	
Lectures					0	
Permanent exhibitions	2		1			
Temporary exhibitions	5		2		4	
Traveling exhibitions (hosted)	1					
Films screened					0	
Festivals/conferences	0		0		0	
Readings/workshops (developing works)					0	
Community programs (not included above)					1	8
Additional programs not listed above	0	0	0	0	0	0

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity

Digital activity	FY 2019			FY 2020			FY 2021		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)									
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)				27	1,000				
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions									
Traveling exhibitions (hosted)									
Films screened									
Broadcast productions									
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)							1	8	
Additional programs not listed above									

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Digital activity financials	FY 2019		FY 2020		FY 2021	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$83,656		\$23,601	\$9,000	\$28,643	
Contributed revenue	\$71,163		\$70,659	\$9,000	\$101,893	
Operating expense	\$162,870		\$57,628	\$740	\$118,850	\$4,252

Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% Change
Fiscally sponsored projects			n/a	0	n/a
Amount distributed to fiscally sponsored projects			n/a		n/a
Residencies			n/a	0	n/a
Scholarships awarded			n/a	23	n/a
Amount awarded in scholarships			n/a	\$10,120	n/a
Other grants awarded			n/a	0	n/a
Amount awarded in grants			n/a		n/a
Public art installations			n/a	0	n/a
Works commissioned			n/a	0	n/a
Films produced			n/a	0	n/a
World premieres			n/a	0	n/a
National premieres			n/a	0	n/a
Local/regional premieres	2		-100%	0	n/a
Published works (physical)			n/a		n/a
Published works (digital)			n/a		n/a
Private lessons (in-person)	489	275	-44%	540	96%
Private lessons (digital)		200	n/a	30	-85%
Competitions			n/a	0	n/a
Open rehearsals			n/a	0	n/a

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity Narrative

FY 2019	n/a
FY 2020	When 2020 began we were very excited about our growth and potential. Once the pandemic hit our staff was amazing at working together to create content and move to zoom, youtube, and facetime classes. This effort made even more difficult by the disabilities of our students was met as a challenge that we succeeded to address. We were able to provide close to 1500 hours of teaching at a time when many other organizations remained closed. For us, the classes added emotional support to our students.
FY 2021	We had many concurrent in person and zoom classes having discovered that by having the zoom component increases access. Our students are very vulnerable to covid so the return is slow