



Organization Information

Organization name: Grandville Avenue Arts & Humanities
 City: Grand Rapids
 State: MI
 County: Kent
 NISP Discipline: 14 - Multidisciplinary
 NISP Institution: n/a
 NTEE: A20 - Arts & Culture
 Applicant is audited or reviewed by an independent accounting firm.

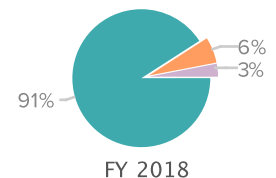
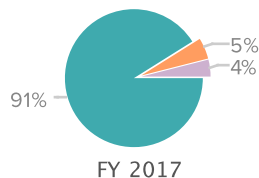
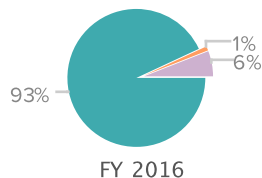
Federal ID #: 383482546
 Year organization founded: 1999
 Organization type: 501(c)3 nonprofit organization
 Fiscal year end date: 06-30
 DUNS #: 135274806
 Full-time staff: 8
 Paid FTEs: 10

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	\$53,298	\$28,203	-47%	\$20,084	-29%
Earned Non-program	\$0	\$0	n/a		n/a
Total Earned Revenue	\$53,298	\$28,203	-47%	\$20,084	-29%
Investment Revenue	\$6,166	\$35,483	475%	\$37,893	7%
Contributed Revenue	\$903,009	\$722,368	-20%	\$546,950	-24%
Total Unrestricted Operating Revenue	\$962,473	\$786,054	-18%	\$604,927	-23%
Less in-kind	(\$32,065)	(\$47,140)	47%	(\$11,497)	-76%
Total Unrestricted Operating Revenue Less In-kind	\$930,408	\$738,914	-21%	\$593,430	-20%
Expenses by Functional Total					
Program	\$557,671	\$596,383	7%	\$611,512	3%
Fundraising	\$89,191	\$58,371	-35%	\$52,638	-10%
General & Administrative	\$56,472	\$68,686	22%	\$123,151	79%
Total Operating Expenses	\$703,334	\$723,440	3%	\$787,301	9%
Less in-kind	(\$32,065)	(\$47,140)	47%	(\$11,497)	-76%
Total Operating Expenses Less In-kind	\$671,269	\$676,300	1%	\$775,804	15%
Net Unrestricted Activity - Operating	\$259,139	\$62,614	-76%	-\$182,374	-391%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$259,139	\$62,614	-76%	-\$182,374	-391%
Net Temporarily Restricted Activity	-\$199,663	\$486	100%	-\$82,354	-17,045%
Net Permanently Restricted Activity	\$0		n/a	\$0	n/a
Net Total Activity	\$59,476	\$63,100	6%	-\$264,728	-520%

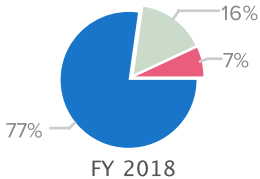
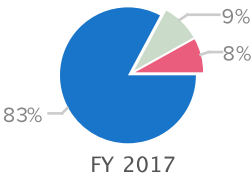
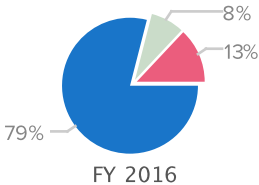
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Contracted services	\$20,710	\$15,360	\$8,735	\$8,735		n/a
Tuitions and registration fees	\$4,860	\$5,211	\$6,556	\$6,556		n/a
Total earned - program	\$53,298	\$28,203	\$20,084	\$20,084	\$0	n/a
Earned - Non-program						
Total earned - non-program	\$0	\$0			\$0	n/a
Total earned revenue	\$53,298	\$28,203	\$20,084	\$20,084		n/a
Contributed						
Trustee & board	\$7,000	\$7,135	\$4,797	\$4,797		
Individual	\$40,469	\$62,167	\$19,824	\$19,824		
Corporate	\$214,135	\$165,200	\$66,357	\$66,357		
Foundation	\$371,750	\$399,680	\$297,139	\$131,342	\$165,797	
State government	\$35,000	\$25,000	\$22,500		\$22,500	
In-kind operating contributions	\$32,065	\$47,140	\$11,497	\$11,497		
Other contributions	-\$249	-\$1,978	\$29,848	\$29,848		
Net assets released from restriction	\$0	\$0	\$0	\$283,285	-\$283,285	
Total contributed revenue	\$700,170	\$704,344	\$451,962	\$546,950	-\$94,988	
Operating investment revenue	\$9,342	\$53,993	\$50,527	\$37,893	\$12,634	\$0
Total operating revenue	\$762,810	\$786,540	\$522,573	\$604,927	-\$82,354	\$0
Total operating revenue less in-kind	\$730,745	\$739,400	\$511,076	\$593,430	-\$82,354	\$0
Transfers and re-classifications						
Total non-operating revenue						
Total revenue	\$762,810	\$786,540	\$522,573	\$604,927	-\$82,354	\$0
Total revenue less in-kind	\$730,745	\$739,400	\$511,076	\$593,430	-\$82,354	\$0

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)	\$383,742	\$411,014	7%	\$412,909	0%	\$322,359	\$45,275	\$45,275
Independent contractors	\$30,000	\$30,000	0%	\$30,000	0%	\$30,000		
Professional fees	\$8,190	\$15,275	87%	\$62,666	310%			\$62,666
Total personnel expenses - Operating	\$421,932	\$456,289	8%	\$505,575	11%	\$352,359	\$45,275	\$107,941
Non-personnel expenses - Operating								
Advertising and promotion	\$0	\$32,905	n/a	\$8,306	-75%		\$7,363	\$943
Conferences and meetings	\$0	\$1,739	n/a	\$503	-71%	\$200		\$303
Dues and subscriptions	\$879	\$1,074	22%	\$5,152	380%	\$2,578		\$2,574
Insurance	\$15,077	\$12,445	-17%	\$10,033	-19%	\$7,447		\$2,586
Occupancy costs	\$39,477	\$42,481	8%	\$56,914	34%	\$55,564		\$1,350
Office and administration	\$1,587	\$1,556	-2%	\$3,551	128%	\$998		\$2,553
Printing, postage and shipping	\$874	\$773	-12%	\$1,892	145%	\$1,000		\$892
Productions and events costs	\$153,673	\$107,823	-30%	\$127,591	18%	\$126,520		\$1,071
Other operating expenses	\$6,199	\$2,007	-68%	\$3,298	64%	\$360		\$2,938
Depreciation	\$63,636	\$64,348	1%	\$64,486	0%	\$64,486		
Total non-personnel expenses - Operating	\$281,402	\$267,151	-5%	\$281,726	5%	\$259,153	\$7,363	\$15,210
Total operating expenses	\$703,334	\$723,440	3%	\$787,301	9%	\$611,512	\$52,638	\$123,151
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	\$703,334	\$723,440	3%	\$787,301	9%	\$611,512	\$52,638	\$123,151
Total expenses less in-kind	\$671,269	\$676,300	1%	\$775,804	15%			
Total expenses less depreciation	\$639,698	\$659,092	3%	\$722,815	10%			
Total expenses less in-kind and depreciation	\$607,633	\$611,952	1%	\$711,318	16%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$1,009,504	\$917,342	-9%	\$723,920	-21%
Receivables	\$94,637	\$113,816	20%	\$126,151	11%
Investments	\$0		n/a		n/a
Prepaid expenses & other	\$4,062	\$9,594	136%	\$1,357	-86%
Total current assets	\$1,108,203	\$1,040,752	-6%	\$851,428	-18%
Non-current investments					
Fixed assets (net)	\$364,183	\$478,330	31%	\$524,889	10%
Other non-current assets	\$1,784,136	\$1,726,251	-3%	\$1,675,137	-3%
Total non-current assets	\$125,200	\$207,000	65%	\$129,147	-38%
Total non-current assets	\$2,273,519	\$2,411,581	6%	\$2,329,173	-3%
Total assets	\$3,381,722	\$3,452,333	2%	\$3,180,601	-8%
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$19,627	\$13,126	-33%	\$51,454	292%
Loans & other debt			n/a		n/a
Deferred revenue	\$32,821	\$46,833	43%	\$1,501	-97%
Total current liabilities	\$52,448	\$59,959	14%	\$52,955	-12%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$52,448	\$59,959	14%	\$52,955	-12%
Net assets					
Unrestricted	\$3,329,274	\$3,269,230	-2%	\$2,841,335	-13%
Temporarily restricted		\$47,944	n/a	\$211,111	340%
Permanently restricted		\$75,200	n/a	\$75,200	0%
Total net assets	\$3,329,274	\$3,392,374	2%	\$3,127,646	-8%
Total liabilities & net assets	\$3,381,722	\$3,452,333	2%	\$3,180,601	-8%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	17	15	8
Total working capital -- Unrestricted	\$1,055,755	\$932,849	\$587,362
Current Ratio	21.13	17.36	16.08
Debt Service Impact		0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	\$1,545,138	\$1,542,979	\$1,166,198
Operating Margin	6%	8%	-44%
Depreciation as a % of Fixed Assets	36%	39%	40%
Leverage Ratio			

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.

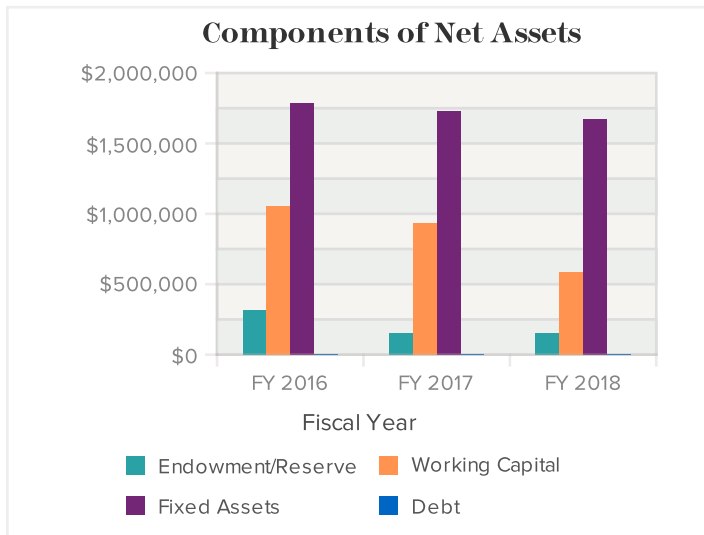
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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, 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.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	654	658	1%	550	-16%
In-person participation - free	7,505	1,710	-77%	1,500	-12%
Total in-person participation	8,159	2,368	-71%	2,050	-13%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	5,000		-100%		n/a
Registrants for classes/workshops	1,851	1,850	-0%	1,650	-11%
Students given private lessons	8	8	0%		-100%
Field trip participants	400	400	0%	400	0%
Participants of other events	900	110	-88%		-100%
Total in-person participation	8,159	2,368	-71%	2,050	-13%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	7,159	2,268	-68%	1,950	-14%
Children served in schools	500	500	0%	300	-40%
Seniors		25	n/a	25	0%
Adults	1,000	75	-92%	75	0%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	5	6	20%	8	33%
Part-time permanent employees	12	10	-17%	5	-50%
Part-time permanent employees - FTEs	5	5	0%	2	-60%
Number of part-time or one-time volunteers	75	100	33%	100	0%
Part-time or one-time volunteers - FTEs	3.75	5	33%		-100%
Independent contractors	45	45	0%	70	56%
Number of interns and apprentices	20	24	20%	23	-4%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time employees that are artists	1	1	0%		-100%
Independent contractors that are artists	43	40	-7%		-100%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	7	5	-29%	7	40%
Total performances	45	13	-71%	12	-8%
Distinct classes/workshops	15	15	0%	15	0%
Distinct class series/courses	47	45	-4%	45	0%
Total classes/class sessions	1,629	1,730	6%	1,730	0%
Private lessons offered	320	300	-6%	250	-17%
Distinct field trips	20	20	0%	20	0%
Field trip occurrences	20	20	0%	20	0%
Programs offered in schools	10	33	230%	20	-39%
Hours of programming in schools	400	200	-50%	100	-50%
Number of schools served	10	18	80%	8	-56%
Artists placed in schools	20	20	0%	10	-50%
Distinct other programs	5	6	20%		-100%
Other programs occurrences	555	740	33%		-100%