



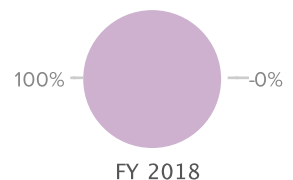
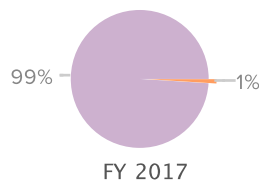
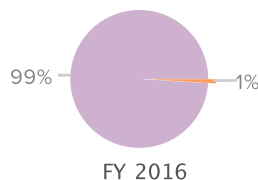
Organization Information

Organization name: Michigan Guild of Artists & Artisans
 City: Ann Arbor Federal ID #: 382300196
 State: MI Year organization founded: 1970
 County: Washtenaw Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 12-31
 NISP Institution: 17 - Arts Service Organization DUNS #
 NTEE: A03 - Professional Societies & Association Full-time staff: 4
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 4
 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	\$551,768	\$524,238	-5%	\$531,065	1%
Earned Non-program	\$133,112	\$140,794	6%	\$128,978	-8%
Total Earned Revenue	\$684,880	\$665,032	-3%	\$660,043	-1%
Investment Revenue	\$3,779	\$6,730	78%	-\$546	-108%
Contributed Revenue			n/a		n/a
Total Unrestricted Operating Revenue	\$688,659	\$671,762	-2%	\$659,497	-2%
Less in-kind			n/a		n/a
Total Unrestricted Operating Revenue Less In-kind	\$688,659	\$671,762	-2%	\$659,497	-2%
Expenses by Functional Total					
Program	\$745,409	\$703,389	-6%	\$759,256	8%
Fundraising			n/a		n/a
General & Administrative	\$49,280	\$71,179	44%	\$43,642	-39%
Total Operating Expenses	\$794,689	\$774,568	-3%	\$802,898	4%
Less in-kind			n/a		n/a
Total Operating Expenses Less In-kind	\$794,689	\$774,568	-3%	\$802,898	4%
Net Unrestricted Activity - Operating	-\$106,030	-\$102,806	3%	-\$143,401	-39%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$106,030	-\$102,806	3%	-\$143,401	-39%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	-\$106,030	-\$102,806	3%	-\$143,401	-39%

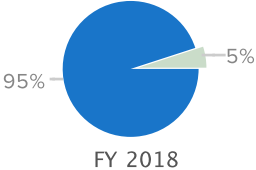
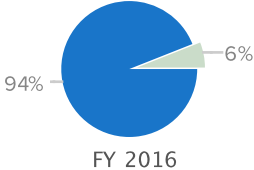
Revenue by Source

- 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						
Membership revenue	\$42,570	\$35,975	\$33,845	\$33,845		n/a
Total earned - program	\$551,768	\$524,238	\$531,065	\$531,065	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$7,495	\$7,369	\$1,438	\$1,438		n/a
Sponsorship revenue	\$125,617	\$133,425	\$127,540	\$127,540		n/a
Total earned - non-program	\$133,112	\$140,794	\$128,978	\$128,978	\$0	n/a
Total earned revenue	\$684,880	\$665,032	\$660,043	\$660,043		n/a
Contributed						
In-kind operating contributions	\$0	\$0	\$0			
Net assets released from restriction	\$0	\$0	\$0			
Operating investment revenue	\$3,779	\$6,730	-\$546	-\$546		
Total operating revenue	\$688,659	\$671,762	\$659,497	\$659,497		
Total operating revenue less in-kind	\$688,659	\$671,762	\$659,497	\$659,497		
Total non-operating revenue						
Total revenue	\$688,659	\$671,762	\$659,497	\$659,497		
Total revenue less in-kind	\$688,659	\$671,762	\$659,497	\$659,497		

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)	\$333,704	\$293,139	-12%	\$305,960	4%	\$305,960	\$0	\$0
Professional fees	\$2,657	\$2,331	-12%	\$3,152	35%	\$3,152		
Total personnel expenses - Operating	\$336,361	\$295,470	-12%	\$309,112	5%	\$309,112		
Non-personnel expenses - Operating								
Advertising and promotion	\$66,280	\$67,577	2%	\$58,479	-13%	\$58,479		
Dues and subscriptions	\$5,424	\$4,873	-10%	\$5,521	13%	\$72		\$5,449
Insurance	\$8,514	\$8,621	1%	\$8,307	-4%	\$8,307		
Occupancy costs	\$14,981	\$19,145	28%	\$25,027	31%	\$25,027		
Printing, postage and shipping	\$7,866	\$8,958	14%	\$7,776	-13%	\$7,564		\$212
Travel	\$12,304	\$15,030	22%	\$16,061	7%	\$16,061		
Interest expense	\$4,131	\$3,737	-10%	\$3,169	-15%	\$3,169		
Other operating expenses	\$327,259	\$328,793	0%	\$353,004	7%	\$315,023		\$37,981
Depreciation	\$11,569	\$22,364	93%	\$16,442	-26%	\$16,442		
Total non-personnel expenses - Operating	\$458,328	\$479,098	5%	\$493,786	3%	\$450,144		\$43,642
Total operating expenses	\$794,689	\$774,568	-3%	\$802,898	4%	\$759,256		\$43,642
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	\$794,689	\$774,568	-3%	\$802,898	4%	\$759,256		\$43,642
Total expenses less in-kind	\$794,689	\$774,568	-3%	\$802,898	4%			
Total expenses less depreciation	\$783,120	\$752,204	-4%	\$786,456	5%			
Total expenses less in-kind and depreciation	\$783,120	\$752,204	-4%	\$786,456	5%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$392,370	\$276,521	-30%	\$174,553	-37%
Receivables	\$20	\$20	0%	\$20	0%
Investments	\$27,179	\$33,100	22%		-100%
Prepaid expenses & other	\$10,877	\$5,121	-53%	\$9,574	87%
Total current assets	\$430,446	\$314,762	-27%	\$184,147	-41%
Non-current investments					
Fixed assets (net)	\$178,520	\$177,222	-1%	\$167,510	-5%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$178,520	\$177,222	-1%	\$167,510	-5%
Total assets	\$608,966	\$491,984	-19%	\$351,657	-29%
Liabilities & Net Assets					
Liabilities	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$31,998	\$26,997	-16%	\$36,659	36%
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
Total current liabilities	\$31,998	\$26,997	-16%	\$36,659	36%
Non-current liabilities	\$73,092	\$63,917	-13%	\$55,897	-13%
Total liabilities	\$105,090	\$90,914	-13%	\$92,556	2%
Net assets					
Unrestricted			n/a		n/a
Temporarily restricted			n/a		n/a
Permanently restricted			n/a		n/a
Total net assets	\$503,876	\$401,070	-20%	\$259,101	-35%
Total liabilities & net assets	\$608,966	\$491,984	-19%	\$351,657	-29%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	6	4	3
Total working capital	\$398,448	\$287,765	\$147,488
Current Ratio	13.45	11.66	5.02
Debt Service Impact	10%	9%	7%
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	-15%	-15%	-22%
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. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. 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.

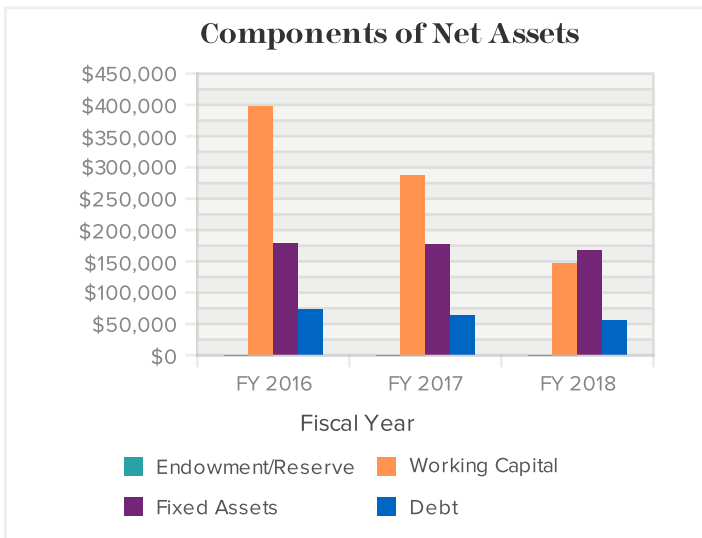
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid			n/a		n/a
In-person participation - free	500,000	520,000	4%	425,000	-18%
Total in-person participation	500,000	520,000	4%	425,000	-18%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Festival attendees	500,000	520,000	4%	425,000	-18%
Total in-person participation	500,000	520,000	4%	425,000	-18%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)			n/a	42,500	n/a
Seniors			n/a	63,750	n/a
Adults			n/a	318,750	n/a

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

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	3	3	0%	4	33%
Part-time permanent employees	2	3	50%	2	-33%
Part-time seasonal employees	3	2	-33%		-100%
Number of interns and apprentices			n/a	2	n/a

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
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This organization has not provided data on artistic staff. This may be because the organization does not hire artistic staff or the organization's annual expenses are under \$50,000, and they are therefore only required to complete the short form of the DataArts Survey.

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Fairs/festivals/parades	5	6	20%	6	0%