



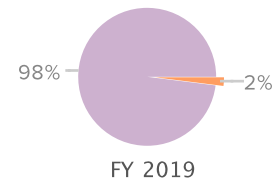
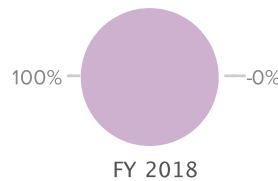
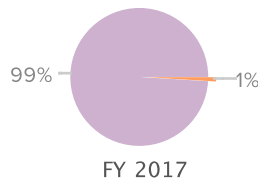
Organization Information

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: 5  
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 5  
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$524,238	\$531,065	1%	\$558,075	5%
Earned Non-program	\$140,794	\$128,978	-8%	\$175,654	36%
<b>Total Earned Revenue</b>	<b>\$665,032</b>	<b>\$660,043</b>	<b>-1%</b>	<b>\$733,729</b>	<b>11%</b>
Investment Revenue	\$6,730	-\$546	-108%	\$11,606	2,226%
Contributed Revenue			n/a		n/a
<b>Total Unrestricted Operating Revenue</b>	<b>\$671,762</b>	<b>\$659,497</b>	<b>-2%</b>	<b>\$745,335</b>	<b>13%</b>
Less in-kind			n/a		n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$671,762</b>	<b>\$659,497</b>	<b>-2%</b>	<b>\$745,335</b>	<b>13%</b>
<b>Expenses by Functional Total</b>					
Program	\$703,389	\$759,256	8%	\$732,568	-4%
Fundraising			n/a		n/a
General & Administrative	\$71,179	\$43,642	-39%	\$44,061	1%
<b>Total Operating Expenses</b>	<b>\$774,568</b>	<b>\$802,898</b>	<b>4%</b>	<b>\$776,629</b>	<b>-3%</b>
Less in-kind			n/a		n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$774,568</b>	<b>\$802,898</b>	<b>4%</b>	<b>\$776,629</b>	<b>-3%</b>
Net Unrestricted Activity - Operating	-\$102,806	-\$143,401	-39%	-\$31,294	78%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>-\$102,806</b>	<b>-\$143,401</b>	<b>-39%</b>	<b>-\$31,294</b>	<b>78%</b>
Net Restricted Activity			n/a		n/a
<b>Net Total Activity</b>	<b>-\$102,806</b>	<b>-\$143,401</b>	<b>-39%</b>	<b>-\$31,294</b>	<b>78%</b>

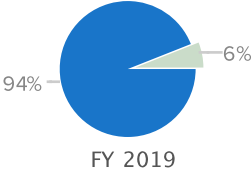
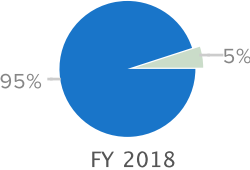
Revenue by Source

- Earned
- Investment
- Contributed



**Expenses by Functional Grouping**

- Program
- General & Administrative
- Fundraising



## Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Membership revenue	\$35,975	\$33,845	\$35,280	\$35,280	
Other program revenue	\$488,263	\$497,220	\$522,795	\$522,795	
Total earned - program	\$524,238	\$531,065	\$558,075	\$558,075	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$7,369	\$1,438	-\$387	-\$387	
Sponsorship revenue	\$133,425	\$127,540	\$176,041	\$176,041	
Total earned - non-program	\$140,794	\$128,978	\$175,654	\$175,654	\$0
Total earned revenue	\$665,032	\$660,043	\$733,729	\$733,729	
Contributed					
In-kind operating contributions	\$0	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0		
Operating investment revenue	\$6,730	-\$546	\$11,606	\$11,606	
Total operating revenue	\$671,762	\$659,497	\$745,335	\$745,335	
Total operating revenue less in-kind	\$671,762	\$659,497	\$745,335	\$745,335	
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$671,762	\$659,497	\$745,335	\$745,335	
Total revenue less in-kind	\$671,762	\$659,497	\$745,335	\$745,335	

## 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)	\$293,139	\$305,960	4%	\$317,342	4%	\$317,342	\$0	\$0
Professional fees	\$2,331	\$3,152	35%	\$3,542	12%	\$3,542		
Total personnel expenses - Operating	\$295,470	\$309,112	5%	\$320,884	4%	\$320,884		
Non-personnel expenses - Operating								
Advertising and promotion	\$67,577	\$58,479	-13%	\$63,265	8%	\$63,265		
Dues and subscriptions	\$4,873	\$5,521	13%	\$4,495	-19%			\$4,495
Insurance	\$8,621	\$8,307	-4%	\$8,364	1%	\$8,364		
Occupancy costs	\$19,145	\$25,027	31%	\$17,650	-29%			\$17,650
Printing, postage and shipping	\$8,958	\$7,776	-13%	\$8,354	7%	\$8,084		\$270
Travel	\$15,030	\$16,061	7%	\$10,035	-38%	\$10,035		
Interest expense	\$3,737	\$3,169	-15%	\$8,542	170%			\$8,542
Other operating expenses	\$328,793	\$353,004	7%	\$321,936	-9%	\$321,936		
Depreciation	\$22,364	\$16,442	-26%	\$13,104	-20%			\$13,104
Total non-personnel expenses - Operating	\$479,098	\$493,786	3%	\$455,745	-8%	\$411,684		\$44,061
Total operating expenses	\$774,568	\$802,898	4%	\$776,629	-3%	\$732,568		\$44,061
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	\$774,568	\$802,898	4%	\$776,629	-3%	\$732,568		\$44,061
Total expenses less in-kind	\$774,568	\$802,898	4%	\$776,629	-3%			
Total expenses less depreciation	\$752,204	\$786,456	5%	\$763,525	-3%			
Total expenses less in-kind and depreciation	\$752,204	\$786,456	5%	\$763,525	-3%			

## Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$276,521	\$174,553	-37%	\$226,610	30%
Receivables	\$20	\$20	0%	\$20	0%
Investments	\$33,100		-100%		n/a
Prepaid expenses & other	\$5,121	\$9,574	87%	\$5,278	-45%
<b>Total current assets</b>	<b>\$314,762</b>	<b>\$184,147</b>	<b>-41%</b>	<b>\$231,908</b>	<b>26%</b>
Non-current investments					
Fixed assets (net)	\$177,222	\$167,510	-5%	\$184,052	10%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
<b>Total non-current assets</b>	<b>\$177,222</b>	<b>\$167,510</b>	<b>-5%</b>	<b>\$184,052</b>	<b>10%</b>
<b>Total assets</b>	<b>\$491,984</b>	<b>\$351,657</b>	<b>-29%</b>	<b>\$415,960</b>	<b>18%</b>
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$26,997	\$36,659	36%	\$33,528	-9%
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
<b>Total current liabilities</b>	<b>\$26,997</b>	<b>\$36,659</b>	<b>36%</b>	<b>\$33,528</b>	<b>-9%</b>
Non-current liabilities	\$63,917	\$55,897	-13%	\$151,472	171%
<b>Total liabilities</b>	<b>\$90,914</b>	<b>\$92,556</b>	<b>2%</b>	<b>\$185,000</b>	<b>100%</b>
Net assets					
Unrestricted			n/a	\$230,960	n/a
Restricted			n/a		n/a
<b>Total net assets</b>	<b>\$401,070</b>	<b>\$259,101</b>	<b>-35%</b>	<b>\$230,960</b>	<b>-11%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$491,984</b>	<b>\$351,657</b>	<b>-29%</b>	<b>\$415,960</b>	<b>18%</b>

## Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	4	3	4
Total working capital	\$287,765	\$147,488	\$198,380
Current Ratio	11.66	5.02	6.92
Debt Service Impact	9%	7%	21%
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	-15%	-22%	-4%
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.

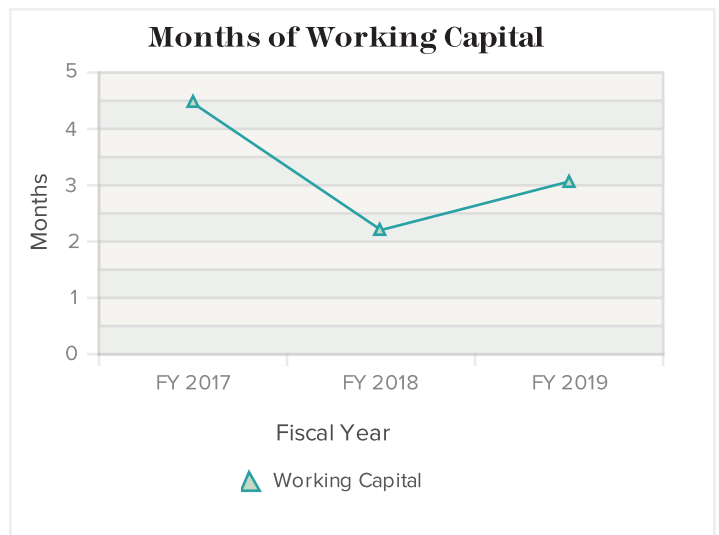
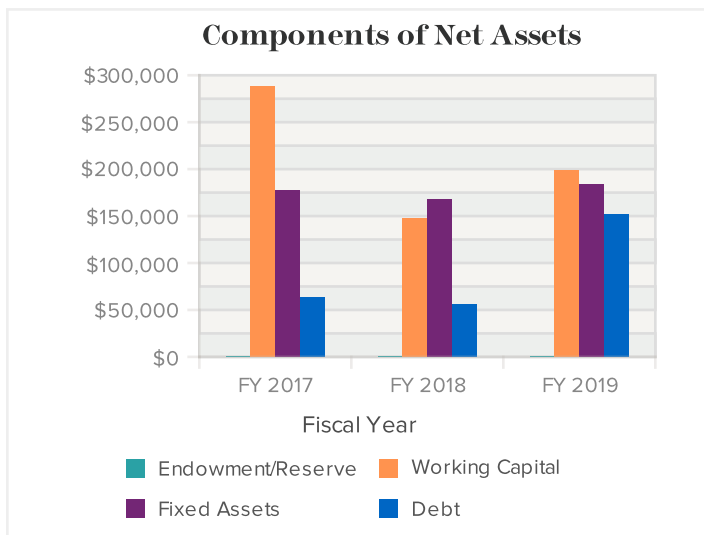
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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 organization's 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.



## Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid			n/a		n/a
In-person participation - free	520,000	425,000	-18%	445,000	5%
Total in-person participation	520,000	425,000	-18%	445,000	5%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Festival attendees	520,000	425,000	-18%	445,000	5%
Total in-person participation	520,000	425,000	-18%	445,000	5%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)		42,500	n/a	43,000	1%
Seniors		63,750	n/a	65,000	2%
Adults		318,750	n/a	337,000	6%

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	3	4	33%	5	25%
Part-time permanent employees	3	2	-33%	1	-50%
Part-time seasonal employees	2		-100%		n/a
Number of interns and apprentices		2	n/a	3	50%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% 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

			% Change		% Change
Fairs/festivals/parades	6	6	0%	6	0%