

Organization Information

Organization name: Lexington Arts Council	Year organization founded: 1994
City: Lexington	Organization type: 501(c)3 nonprofit organization
State: MI	DUNS #: 801462248
County: Sanilac	Full-time staff: 0
Federal ID #: 383614175	Board Members: 14
NISP Discipline: 2 - Music	Fiscal year end date: 12-31
NISP Institution: 16 - Arts Council/Agency	
NTEE: A26 - Arts & Humanities Councils & Agencie	

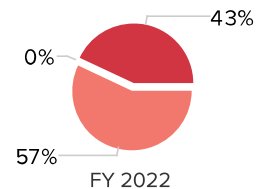
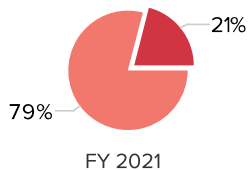
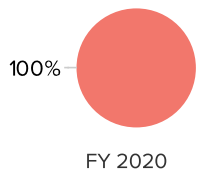
Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2020	FY 2021	% Change	FY 2022	% Change
Unrestricted operating revenue					
Earned program		\$6,586	n/a	\$24,991	279%
Earned non-program		\$12,553	n/a	\$41,203	228%
Total earned revenue		\$19,139	n/a	\$66,194	246%
Investment revenue			n/a	\$0	n/a
Contributed revenue	\$24,498	\$73,665	201%	\$87,880	19%
Total unrestricted operating revenue	\$24,498	\$92,804	279%	\$154,074	66%
Less in-kind		\$25,000	n/a	\$24,750	-1%
Unrestricted operating revenue less in-kind	\$24,498	\$67,804	177%	\$129,324	91%
Operating expenses					
Program	\$7,799	\$98,280	1,160%	\$107,153	9%
Management & general	\$8,448	\$4,601	-46%	\$18,206	296%
Fundraising	\$0		n/a	\$21,815	n/a
Total operating expenses	\$16,247	\$102,881	533%	\$147,174	43%
Less in-kind		\$25,000	n/a	\$24,750	-1%
Unrestricted operating expenses less in-kind	\$16,247	\$77,881	379%	\$122,424	57%
Unrestricted change in net assets - operating	\$8,251	-\$10,077	-222%	\$6,900	168%
Unrestricted change in net assets	\$8,251	-\$10,077	-222%	\$6,900	168%
Restricted change in net assets			n/a		n/a
Total change in net assets	\$8,251	-\$10,077	-222%	\$6,900	168%

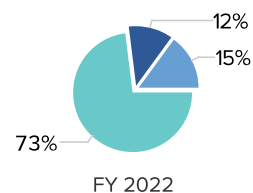
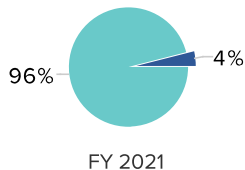
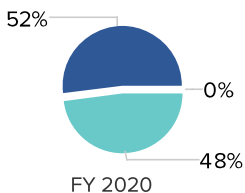
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue Earned - Program	FY 2020 Total	FY 2021 Total	FY 2022 Total	FY 2022 Unrestricted	FY 2022 Restricted
Subscriptions					
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions		\$5,780	\$16,243	\$16,243	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above		\$806	\$8,748	\$8,748	
Total earned - program		\$6,586	\$24,991	\$24,991	
Earned - Non-program					
Rental revenue					
Sponsorship revenue		\$2,300	\$25,230	\$25,230	
Attendee-generated revenue not listed above		\$10,253	\$15,485	\$15,485	
Earned non-program not listed above			\$488	\$488	
Total earned - non-program		\$12,553	\$41,203	\$41,203	
Total earned revenue		\$19,139	\$66,194	\$66,194	

Contributed	FY 2020	FY 2021	FY 2022	FY 2022	FY 2022
	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$4,692	\$4,000	\$3,050	\$3,050	
Individual	\$11,956	\$22,715	\$25,925	\$25,925	
Corporate	\$0	\$1,950	\$5,563	\$5,563	
Foundation	\$0	\$2,500	\$4,000	\$4,000	
State government	\$7,850	\$7,500	\$14,592	\$14,592	
Federal government	\$0	\$10,000	\$10,000	\$10,000	
In-kind operating contributions	\$0	\$25,000	\$24,750	\$24,750	
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$24,498	\$73,665	\$87,880	\$87,880	
Operating investment revenue	\$0	\$0	\$0	\$0	
Total operating revenue	\$24,498	\$92,804	\$154,074	\$154,074	
Total operating revenue less operating in-kind	\$24,498	\$67,804	\$129,324	\$129,324	
Total revenue	\$24,498	\$92,804	\$154,074	\$154,074	
Total revenue less in-kind	\$24,498	\$67,804	\$129,324	\$129,324	

Revenue Narrative

FY 2020	Music in the Park and Bach Festival were cancelled due to pandemic restrictions. A contribution campaign was undertaken to match a Michigan Council for the Arts and Cultural affairs grant. Informal "pop up" concerts were undertaken but produced no revenues. The community support continued despite program curtailment.
FY 2021	Many viewed 2020 donations supported 2021 programs; actual 2021 contributions were down 25% from 2019. However, contributions for 2020 and 2021 together are comparable to past years. Non-program Earned Revenue was down as changing COVID restrictions deferred decisions on programs, delaying soliciting advertising and sponsorships.
FY 2022	A NEA grant of \$10,000 originally slated for 2020 was deferred to support the 2021 program. Earned revenue, both program and non-program, more than tripled, as both productions (Music in the Park and the Bach Festival) returned to "normal" with COVID restrictions no longer adversely impacting musicians or audiences. Contributed revenue increased by almost 20%, demonstrating the continued support of the donor base and the impact of fundraising efforts to expand that base. Program stability has been enhanced by the continued support of the National Endowment for the Arts and the Michigan Arts and Culture Council. In all, revenues returned to historical levels, exceeding that for 2019.

Expense Details

	FY 2020 Total	FY 2021 Total	% Change	FY 2022 Total	% Change	FY 2022 Program	FY 2022 General & Administrative	FY 2022 Fundraising
Personnel expenses - Operating								
Independent contractors	\$8,500	\$41,739	391%	\$58,517	40%	\$58,517		
Professional fees	\$0	\$1,165	n/a	\$6,466	455%	\$0	\$6,466	
Total personnel expenses - Operating	\$8,500	\$42,904	405%	\$64,983	51%	\$58,517	\$6,466	\$0
Non-personnel expenses - Operating								
Non-personnel expenses not listed above	\$7,747	\$59,977	674%	\$82,191	37%	\$48,636	\$11,740	\$21,815
Total non-personnel expenses - Operating	\$7,747	\$59,977	674%	\$82,191	37%	\$48,636	\$11,740	\$21,815
Total operating expenses	\$16,247	\$102,881	533%	\$147,174	43%	\$107,153	\$18,206	\$21,815
Total expenses	\$16,247	\$102,881	533%	\$147,174	43%			
Total expenses less in-kind	\$16,247	\$77,881	379%	\$122,424	57%			
Total expenses less depreciation	\$16,247	\$102,881	533%	\$147,174	43%			
Total expenses less in-kind and depreciation	\$16,247	\$77,881	379%	\$122,424	57%			

Expense Narrative

FY 2020	Program expenses were limited to those spent or contractually obligated to prior to the cancellation of programs. Other expenses were either committed to prior to program cancellation or required to maintain the organization.
FY 2021	Substantially all expenses are program related and were down about 20% from past program years. For Music in the Park, the calendar allowed eight concerts as opposed to the traditional nine. For the Bach Festival, it was not feasible to assemble a Festival Orchestra; performances instead were for soloists and ensembles, reducing cost somewhat.
FY 2022	Expenses in total increased over 40% reflecting return to full programming, increased Management /General and Marketing expenses. Direct program costs were up 9% reflecting the return of the Bach Festival orchestra. Management/General expenses increased driven by insurance, licenses and contracted administrative support. Fundraising has not previously been tracked and was minimal during 2020/2021; 2022 reflects renewed emphasis on fundraising and community participation. Revenue directly attributable to these fundraising efforts exceeded costs.

Balance Sheet

Assets	FY 2020	FY 2021	% Change	FY 2022	% Change
Current assets					
Cash and cash equivalents		\$25,056	n/a	\$19,992	-20%
Receivables		\$10,000	n/a	\$21,776	118%
Investments - current			n/a		n/a
Prepaid expenses & other			n/a		n/a
Total current assets		\$35,056	n/a	\$41,768	19%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)		\$6,394	n/a	\$1,320	-79%
Non-current assets not listed above			n/a		n/a
Total long-term/non-current assets		\$6,394	n/a	\$1,320	-79%
Total assets		\$41,450	n/a	\$43,088	4%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses		\$0	n/a	\$300	n/a
Deferred revenue		\$0	n/a		n/a
Loans - current		\$0	n/a		n/a
Additional current liabilities not listed above		\$0	n/a		n/a
Total current liabilities		\$0	n/a	\$300	n/a
Long-term/non-current liabilities					
Long-term/non-current loans		\$0	n/a		n/a
Additional long-term/non-current liabilities not listed above		\$0	n/a		n/a
Total long-term/non-current liabilities		\$0	n/a		n/a
Total liabilities		\$0	n/a	\$300	n/a
Net assets					
Unrestricted		\$35,640	n/a	\$37,790	6%
Restricted		\$5,810	n/a	\$4,998	-14%
Total net assets		\$41,450	n/a	\$42,788	3%
Total liabilities & net assets		\$41,450	n/a	\$43,088	4%

Balance Sheet Narrative

FY 2020	n/a
FY 2021	Liquidity has been preserved by (1) minimizing expenses during the COVID period, (2) soliciting contributions to prevent the Michigan Arts and Cultural Affairs Council grant from lapsing and (3) extending the NEA grant to the 2021 program. The NEA grant classified as a Receivable was approved for payment in February, 2022.
FY 2022	Liquidity has been maintained at levels consistent with prior years with cash and receivables (to be funded in Q1, 2023) at \$40,000, or about 40% of the 2023 program year operating costs.

Balance Sheet Metrics

	FY 2020	FY 2021	% Change	FY 2022	% Change
Months of operating cash -- Unrestricted		2.25	n/a	1.22	-46%
Working capital -- Unrestricted		\$29,246	n/a	\$36,470	25%
Current ratio -- Unrestricted			n/a	122.57	n/a
Net assets as a % of total expenses		40%	n/a	29%	-28%
Fixed assets (net)		\$6,394	n/a	\$1,320	-79%
Condition of fixed assets		334%		2,004%	
Leverage -- Unrestricted		0%	n/a		n/a
Total debt		\$0	n/a		n/a
Debt service impact		0%	n/a	0%	n/a

Months of operating cash -- unrestricted (Unrestricted 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. This ratio is calculated using unrestricted numbers only.

Working capital -- unrestricted (Unrestricted Current Assets minus Unrestricted Current Liabilities) consists of the unrestricted 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 unrestricted (Unrestricted Current Assets divided by Unrestricted 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.

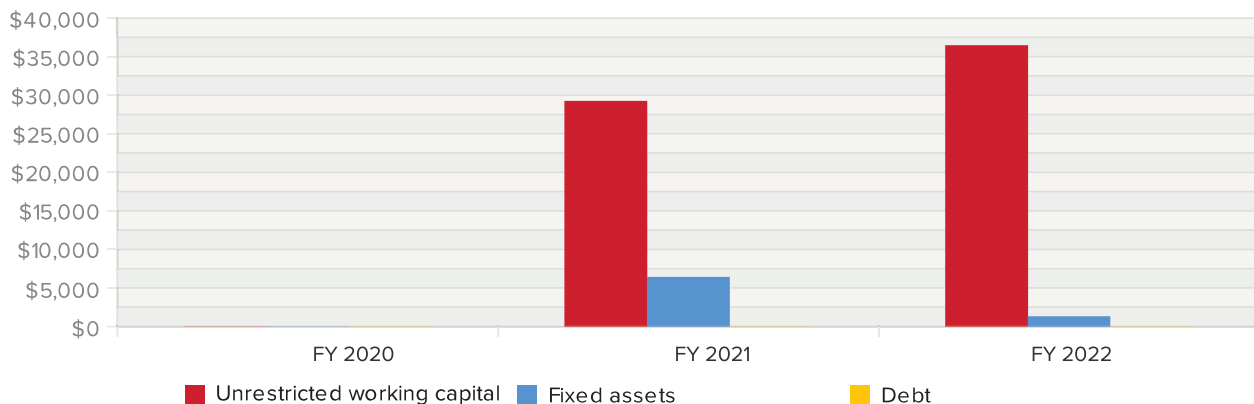
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

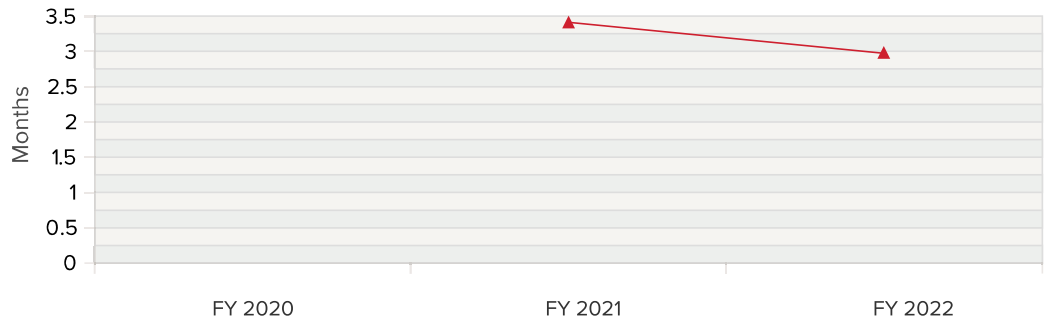
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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
Unrestricted
Working Capital**



Attendance

	FY 2020	FY 2021	% Change	FY 2022	% Change
Total attendance					
Paid		523	n/a	626	20%
Free	1,700	9,600	465%	16,876	76%
Total	1,700	10,123	495%	17,502	73%
In-person attendance					
Paid		523	n/a	626	20%
Free	500	9,600	1,820%	16,876	76%
Total	500	10,123	1,925%	17,502	73%
Digital attendance					
Paid			n/a	0	n/a
Free	1,200		-100%	0	n/a
Total	1,200		-100%	0	n/a
In-person attendees 18 and under	50	1,500	2,900%	2,896	93%
Programs in schools	FY 2020	FY 2021	% Change	FY 2022	% Change
Children served in schools	0		n/a		n/a
Hours of instruction	0		n/a		n/a

Workforce

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of People					
Volunteers	15	75	400%	74	-1%
Independent contractors	3	41	1,267%	75	83%
Interns and apprentices			n/a	0	n/a
Total positions	18	116	544%	149	28%

Visual & Performing Artists

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of visual & performing artists		41	n/a	75	83%
Payments to artists & performers	\$0	\$41,739	n/a	\$58,517	40%

Covid-19 Impact

	FY 2020	FY 2021	FY 2022
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			0
Number of employees furloughed			0
Of those furloughed or laid off employees, how many (if any) have been brought back?			0

Mission and Constituency

Mission statement

to satisfy the increasing cultural taste of the Thumb Blue Water community by producing musical, visual, and other fine arts programming

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

Rural

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

Program Activity

In-person activity	FY 2020		FY 2021		FY 2022	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)			13	13	13	13
Productions (presented)			13	13	13	13
Classes/assemblies/other programs in schools					1	2
Classes/workshops (outside of schools)	0	0	0	0	0	0
Field trips/school visits					0	0
Guided tours					0	0
Lectures					3	3
Permanent exhibitions					0	
Temporary exhibitions					0	
Traveling exhibitions (hosted)					0	
Films screened					0	0
Festivals/conferences	0		0		9	12
Readings/workshops (developing works)					0	0
Community programs (not included above)					0	0
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 2020			FY 2021			FY 2022		
	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)							0	0	0
Classes/assemblies/other programs in schools							0	0	0
Classes/workshops (outside of schools)							0	0	0
Field trips/school visits							0	0	0
Guided tours							0	0	0
Lectures							0	0	0
Permanent exhibitions									0
Temporary exhibitions									0
Traveling exhibitions (hosted)									0
Films screened							0	0	0
Broadcast productions							0	0	0
Festivals/conferences							0	0	0
Readings/workshops (developing works)							0	0	0
Community programs (not included above)			10				0	0	0
Additional programs not listed above							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.

Digital activity financials	FY 2020		FY 2021		FY 2022	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue			\$19,139		\$66,194	
Contributed revenue	\$24,498		\$73,665		\$87,880	
Operating expense	\$16,247	\$0	\$102,881		\$147,174	

Program Activity

	FY 2020	FY 2021	% Change	FY 2022	% Change
Fiscally sponsored projects		0	n/a		n/a
Amount distributed to fiscally sponsored projects		\$0	n/a		n/a
Residencies		0	n/a	0	n/a
Scholarships awarded		1	n/a	3	200%
Amount awarded in scholarships		\$500	n/a	\$1,500	200%
Other grants awarded		0	n/a	0	n/a
Amount awarded in grants		\$0	n/a		n/a
Public art installations		0	n/a	0	n/a
Works commissioned		0	n/a	0	n/a
Films produced		0	n/a	0	n/a
World premieres		0	n/a	0	n/a
National premieres		0	n/a	0	n/a
Local/regional premieres		0	n/a	0	n/a
Published works (physical)			n/a	0	n/a
Published works (digital)			n/a	0	n/a
Private lessons (in-person)			n/a	0	n/a
Private lessons (digital)			n/a	0	n/a
Competitions		0	n/a	0	n/a
Open rehearsals		2	n/a	2	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 Narrative

FY 2020	The Council was precluded from presenting its traditional programs due to pandemic restrictions. Performance contracts and other activities were curtailed when it was determined that programs were not feasible; "pop up" concerts and on-line offerings were undertaken to support the Council's mission. The Council used the hiatus to revise its bylaws and recruit new board members. Despite the lack of programs, the community continued support through donations.
FY 2021	The 2021 program goal was to make up for a "lost" year. Music in the Park was eight concerts of both favorites and new performers. There was no admission charge and production personnel were volunteers. The Lexington Bach Festival returned in COVID modified form. As it was not feasible to assemble a Festival Orchestra, the Festival was three featured performances: pianist Mark Markham, the Axiom Brass Quintet and Leah Crocetto, a coloratura soprano, accompanied by Markham.
FY 2022	Music in the Park consists of eight weekly concerts by popular music bands presented at the lakefront park in Lexington, MI. This series is popular with the summer population of the area; crowd average exceeded 2,000 fans. There is no admission charge for the concert; the production personnel are all volunteers. The Lexington Bach Festival returned in its complete format after a 2020/2021 hiatus which prevented including a Festival Orchestra. Performances took place on September 15 through 18. The Festival String Quartet was the first event with two performances at the St. Clair Community College, and followed on Friday in Lexington by Duo Silvio – a Baroque testudo duo featuring Bach and Silvius Weiss selections. Saturday and Sunday performances featured Josefien Stoppelenburg, Soprano, a specialist in Baroque Music, performing oratorio works by Handel and Mozart.