



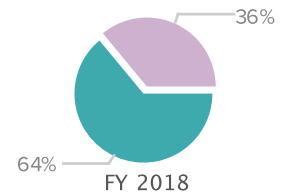
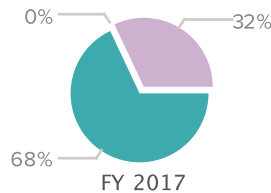
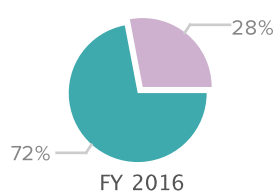
Organization Information

Organization name: Lexington Arts Council
 City: Lexington Federal ID #: 383614175
 State: MI Year organization founded: 1994
 County: Sanilac Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 2 - Music Fiscal year end date: 12-31
 NISP Institution: 16 - Arts Council/Agency DUNS #: 801462248
 NTEE: A26 - Arts & Humanities Councils & Agenc Full-time staff: 0
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 0
 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	\$10,133	\$18,991	87%	\$15,473	-19%
Earned Non-program	\$20,574	\$23,543	14%	\$28,165	20%
Total Earned Revenue	\$30,707	\$42,534	39%	\$43,638	3%
Investment Revenue		\$0	n/a		n/a
Contributed Revenue	\$79,986	\$89,265	12%	\$78,820	-12%
Total Unrestricted Operating Revenue	\$110,693	\$131,799	19%	\$122,458	-7%
Less in-kind	(\$32,500)	(\$38,000)	17%	(\$38,000)	0%
Total Unrestricted Operating Revenue Less In-kind	\$78,193	\$93,799	20%	\$84,458	-10%
Expenses by Functional Total					
Program	\$100,771	\$109,132	8%	\$119,716	10%
Fundraising	\$0		n/a		n/a
General & Administrative	\$7,777	\$11,082	42%	\$8,452	-24%
Total Operating Expenses	\$108,548	\$120,214	11%	\$128,168	7%
Less in-kind	(\$32,500)	(\$38,000)	17%	(\$38,000)	0%
Total Operating Expenses Less In-kind	\$76,048	\$82,214	8%	\$90,168	10%
Net Unrestricted Activity - Operating	\$2,145	\$11,585	440%	-\$5,710	-149%
Net Unrestricted Activity - Non-operating		\$0	n/a		n/a
Total Net Unrestricted Activity	\$2,145	\$11,585	440%	-\$5,710	-149%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$2,145	\$11,585	440%	-\$5,710	-149%

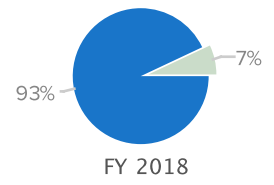
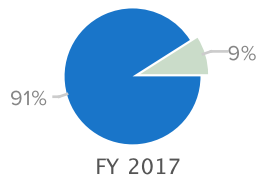
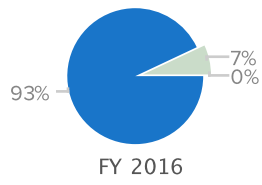
Revenue by Source

- 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						
Single ticket sales	\$5,110	\$8,080	\$6,240	\$6,240		n/a
Other program revenue	\$5,023	\$10,911	\$9,233	\$9,233		n/a
Total earned - program	\$10,133	\$18,991	\$15,473	\$15,473	\$0	n/a
Earned - Non-program						
Food and concessions	\$1,559	\$3,322	\$5,180	\$5,180		n/a
Gift shop and merchandise fees	\$220	\$594	\$430	\$430		n/a
Advertising revenue	\$9,810	\$9,977	\$10,135	\$10,135		n/a
Sponsorship revenue	\$8,650	\$9,650	\$12,420	\$12,420		n/a
Other earned revenue	\$335					n/a
Total earned - non-program	\$20,574	\$23,543	\$28,165	\$28,165	\$0	n/a
Total earned revenue	\$30,707	\$42,534	\$43,638	\$43,638		n/a

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$4,225	\$3,825	\$4,470	\$4,470		
Individual	\$28,761	\$32,730	\$23,600	\$23,600		
Corporate	\$2,000	\$810	\$0			
Foundation	\$12,500	\$7,150	\$4,900	\$4,900		
State government	\$0	\$6,750	\$7,850	\$7,850		
In-kind operating contributions	\$32,500	\$38,000	\$38,000	\$38,000		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$79,986	\$89,265	\$78,820	\$78,820		
Operating investment revenue	\$0	\$0	\$0			
Total operating revenue	\$110,693	\$131,799	\$122,458	\$122,458		
Total operating revenue less in-kind	\$78,193	\$93,799	\$84,458	\$84,458		
Total non-operating revenue		\$0				
Total revenue	\$110,693	\$131,799	\$122,458	\$122,458		
Total revenue less in-kind	\$78,193	\$93,799	\$84,458	\$84,458		

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								
Independent contractors	\$40,930	\$41,116	0%	\$48,903	19%	\$48,903		
Professional fees	\$4,865	\$2,400	-51%	\$2,300	-4%			\$2,300
Total personnel expenses - Operating	\$45,795	\$43,516	-5%	\$51,203	18%	\$48,903		\$2,300
Non-personnel expenses - Operating								
Advertising and promotion	\$1,932	\$3,383	75%	\$0	-100%			
Dues and subscriptions	\$50	\$75	50%	\$149	99%			\$149
Insurance	\$838	\$591	-29%	\$823	39%			\$823
Office and administration	\$1,743	\$527	-70%	\$5,940	1,027%	\$2,709		\$3,231
Printing, postage and shipping	\$4,852	\$8,908	84%	\$8,659	-3%	\$8,028		\$631
Productions and events costs	\$11,199	\$12,779	14%	\$13,702	7%	\$13,702		
Other operating expenses	\$41,858	\$46,329	11%	\$46,374	0%	\$46,374		
Depreciation	\$281	\$4,106	1,361%	\$1,318	-68%			\$1,318
Total non-personnel expenses - Operating	\$62,753	\$76,698	22%	\$76,965	0%	\$70,813		\$6,152
Total operating expenses	\$108,548	\$120,214	11%	\$128,168	7%	\$119,716		\$8,452
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	\$108,548	\$120,214	11%	\$128,168	7%	\$119,716		\$8,452
Total expenses less in-kind	\$76,048	\$82,214	8%	\$90,168	10%			
Total expenses less depreciation	\$108,267	\$116,108	7%	\$126,850	9%			
Total expenses less in-kind and depreciation	\$75,767	\$78,108	3%	\$88,850	14%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$18,299	\$26,806	46%	\$15,613	-42%
Receivables	\$0	\$0	n/a	\$6,801	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$18,299	\$26,806	46%	\$22,414	-16%
Non-current investments					
Fixed assets (net)	\$421	\$3,500	731%	\$1,809	-48%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$421	\$3,500	731%	\$1,809	-48%
Total assets	\$18,720	\$30,306	62%	\$24,223	-20%
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	\$0	n/a
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
Total current liabilities	\$0	\$0	n/a	\$0	n/a
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$0	n/a	\$0	n/a
Net assets					
Unrestricted	\$18,720	\$24,796	32%	\$18,713	-25%
Temporarily restricted			n/a		n/a
Permanently restricted		\$5,510	n/a	\$5,510	0%
Total net assets	\$18,720	\$30,306	62%	\$24,223	-20%
Total liabilities & net assets	\$18,720	\$30,306	62%	\$24,223	-20%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	2	2	1
Total working capital -- Unrestricted	\$18,299	\$21,296	\$16,904
Current Ratio	n/a	n/a	n/a
Debt Service Impact			
Unrestricted Net Assets Net of Property, Plant and Equipment	\$18,299	\$21,296	\$16,904
Operating Margin	2%	9%	-5%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
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.

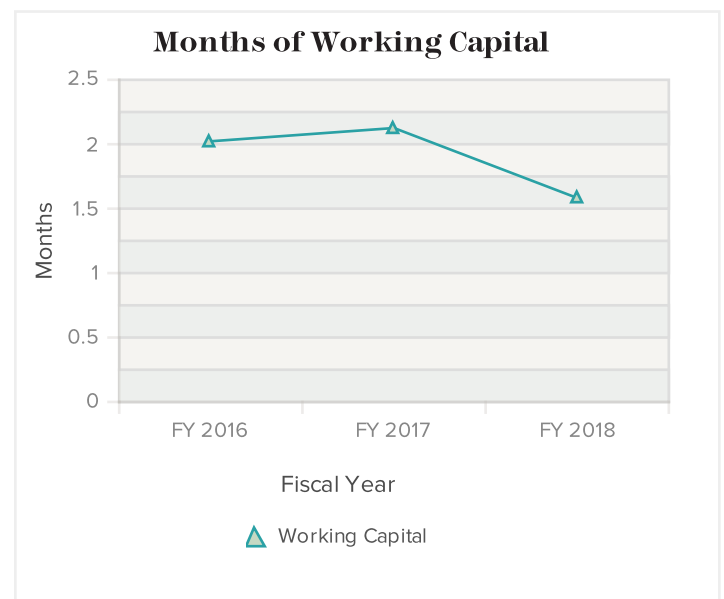
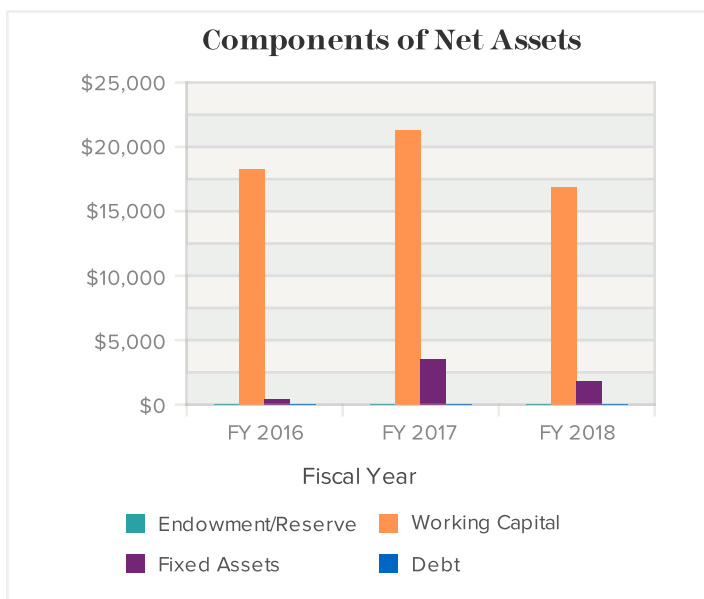
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed assets that they truly own free and clear of related obligations and depreciated value. It is calculated as $Unrestricted\ Net\ Assets - (Net\ Fixed\ Assets - Mortgage\ Debt)$.

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) is a measurement of a company's efficiency in operating.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	615	1,440	134%	840	-42%
In-person participation - free	18,150	18,900	4%	19,070	1%
Total in-person participation	18,765	20,340	8%	19,910	-2%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	18,515	20,190	9%	19,760	-2%
Open rehearsal tickets	150	150	0%	150	0%
Festival attendees	100		-100%		n/a
Total in-person participation	18,765	20,340	8%	19,910	-2%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	1,000	1,100	10%	1,250	14%
Seniors	5,000	5,400	8%	5,500	2%
Adults	12,765	13,840	8%	13,160	-5%

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

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Number of part-time or one-time volunteers	42	74	76%	75	1%
Part-time or one-time volunteers - FTEs		0.51	n/a	0.51	0%
Independent contractors	60	60	0%	60	0%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Independent contractors that are artists	60	60	0%	60	0%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	3	3	0%	12	300%
Total performances	12	13	8%	14	8%
Open rehearsals	1	1	0%	4	300%
Fairs/festivals/parades	3	3	0%		-100%