

**Organization Information**

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

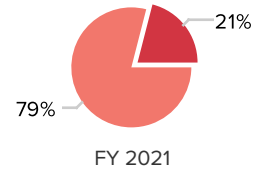
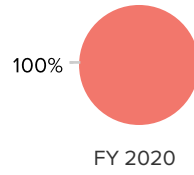
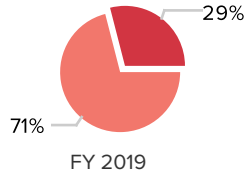
*Applicant is audited or reviewed by an independent accounting firm.*

**Financial Summary**

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
Unrestricted operating revenue					
Earned program	\$18,495		-100%	\$6,586	n/a
Earned non-program	\$24,500		-100%	\$12,553	n/a
Total earned revenue	\$42,995		-100%	\$19,139	n/a
Investment revenue			n/a		n/a
Contributed revenue	\$106,846	\$24,498	-77%	\$73,665	201%
Total unrestricted operating revenue	\$149,841	\$24,498	-84%	\$92,804	279%
Less in-kind	\$38,000		-100%	\$25,000	n/a
Unrestricted operating revenue less in-kind	\$111,841	\$24,498	-78%	\$67,804	177%
Operating expenses					
Program	\$124,232	\$7,799	-94%	\$98,280	1,160%
Management & general	\$8,014	\$8,448	5%	\$4,601	-46%
Fundraising		\$0	n/a		n/a
Total operating expenses	\$132,246	\$16,247	-88%	\$102,881	533%
Less in-kind	\$38,000		-100%	\$25,000	n/a
Unrestricted operating expenses less in-kind	\$94,246	\$16,247	-83%	\$77,881	379%
Unrestricted change in net assets - operating	\$17,595	\$8,251	-53%	-\$10,077	-222%
Unrestricted change in net assets	\$17,595	\$8,251	-53%	-\$10,077	-222%
Restricted change in net assets			n/a		n/a
Total change in net assets	\$17,595	\$8,251	-53%	-\$10,077	-222%

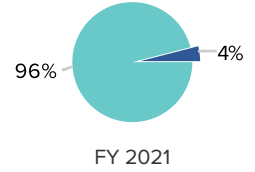
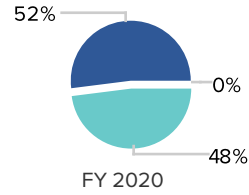
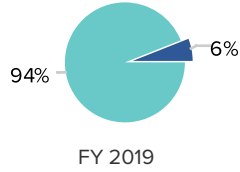
### Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



### Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



## Revenue Details

Operating Revenue Earned - Program	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Subscriptions					
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions	\$8,547		\$5,780	\$5,780	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$9,948		\$806	\$806	
<b>Total earned - program</b>	<b>\$18,495</b>		<b>\$6,586</b>	<b>\$6,586</b>	
<b>Earned - Non-program</b>					
Rental revenue					
Sponsorship revenue	\$10,400		\$2,300	\$2,300	
Attendee-generated revenue not listed above	\$12,899		\$10,253	\$10,253	
Earned non-program not listed above	\$1,201				
<b>Total earned - non-program</b>	<b>\$24,500</b>		<b>\$12,553</b>	<b>\$12,553</b>	
<b>Total earned revenue</b>	<b>\$42,995</b>		<b>\$19,139</b>	<b>\$19,139</b>	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$3,544	\$4,692	\$4,000	\$4,000	
Individual	\$23,977	\$11,956	\$22,715	\$22,715	
Corporate	\$2,525	\$0	\$1,950	\$1,950	
Foundation	\$22,400	\$0	\$2,500	\$2,500	
State government	\$6,400	\$7,850	\$7,500	\$7,500	
Federal government	\$10,000	\$0	\$10,000	\$10,000	
In-kind operating contributions	\$38,000	\$0	\$25,000	\$25,000	
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0		
<b>Total contributed revenue</b>	<b>\$106,846</b>	<b>\$24,498</b>	<b>\$73,665</b>	<b>\$73,665</b>	
Operating investment revenue	\$0	\$0	\$0		
<b>Total operating revenue</b>	<b>\$149,841</b>	<b>\$24,498</b>	<b>\$92,804</b>	<b>\$92,804</b>	
<b>Total operating revenue less operating in-kind</b>	<b>\$111,841</b>	<b>\$24,498</b>	<b>\$67,804</b>	<b>\$67,804</b>	
<b>Total revenue</b>	<b>\$149,841</b>	<b>\$24,498</b>	<b>\$92,804</b>	<b>\$92,804</b>	
<b>Total revenue less in-kind</b>	<b>\$111,841</b>	<b>\$24,498</b>	<b>\$67,804</b>	<b>\$67,804</b>	

## Revenue Narrative

FY 2019	n/a
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.  A NEA grant of \$10,000 originally slated for 2020 was deferred to support the 2021 program.

## Expense Details

	FY 2019 Total	FY 2020 Total	% Change	FY 2021 Total	% Change	FY 2021 Program	FY 2021 General & Administrative	FY 2021 Fundraising
Personnel expenses - Operating								
Independent contractors	\$50,668	\$8,500	-83%	\$41,739	391%	\$41,739		
Professional fees	\$1,049	\$0	-100%	\$1,165	n/a	\$1,165		
Total personnel expenses - Operating	\$51,717	\$8,500	-84%	\$42,904	405%	\$42,904		
Non-personnel expenses - Operating								
Non-personnel expenses not listed above	\$80,529	\$7,747	-90%	\$59,977	674%	\$55,376	\$4,601	
Total non-personnel expenses - Operating	\$80,529	\$7,747	-90%	\$59,977	674%	\$55,376	\$4,601	
Total operating expenses	\$132,246	\$16,247	-88%	\$102,881	533%	\$98,280	\$4,601	
Total expenses	\$132,246	\$16,247	-88%	\$102,881	533%			
Total expenses less in-kind	\$94,246	\$16,247	-83%	\$77,881	379%			
Total expenses less depreciation	\$132,246	\$16,247	-88%	\$102,881	533%			
Total expenses less in-kind and depreciation	\$94,246	\$16,247	-83%	\$77,881	379%			

## Expense Narrative

FY 2019	n/a
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.

**Balance Sheet**

Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Current assets</b>					
Cash and cash equivalents	\$42,000		-100%	\$25,056	n/a
Receivables	\$1,041		-100%	\$10,000	n/a
Investments - current			n/a		n/a
Prepaid expenses & other	\$49		-100%		n/a
<b>Total current assets</b>	<b>\$43,090</b>		<b>-100%</b>	<b>\$35,056</b>	<b>n/a</b>
<b>Long-term/non-current assets</b>					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)			n/a	\$6,394	n/a
Non-current assets not listed above	\$1,809		-100%		n/a
<b>Total long-term/non-current assets</b>	<b>\$1,809</b>		<b>-100%</b>	<b>\$6,394</b>	<b>n/a</b>
<b>Total assets</b>	<b>\$44,899</b>		<b>-100%</b>	<b>\$41,450</b>	<b>n/a</b>
<b>Liabilities &amp; Net Assets</b>					
<b>Current liabilities</b>					
Accounts payable and accrued expenses	\$1,575		-100%	\$0	n/a
Deferred revenue			n/a	\$0	n/a
Loans - current			n/a	\$0	n/a
Additional current liabilities not listed above			n/a	\$0	n/a
<b>Total current liabilities</b>	<b>\$1,575</b>		<b>-100%</b>	<b>\$0</b>	<b>n/a</b>
<b>Long-term/non-current liabilities</b>					
Long-term/non-current loans			n/a	\$0	n/a
Additional long-term/non-current liabilities not listed above			n/a	\$0	n/a
<b>Total long-term/non-current liabilities</b>			<b>n/a</b>	<b>\$0</b>	<b>n/a</b>
<b>Total liabilities</b>	<b>\$1,575</b>		<b>-100%</b>	<b>\$0</b>	<b>n/a</b>
<b>Net assets</b>					
Unrestricted	\$43,324		-100%	\$35,640	n/a
Restricted			n/a	\$5,810	n/a
<b>Total net assets</b>	<b>\$43,324</b>		<b>-100%</b>	<b>\$41,450</b>	<b>n/a</b>
<b>Total liabilities &amp; net assets</b>	<b>\$44,899</b>		<b>-100%</b>	<b>\$41,450</b>	<b>n/a</b>

**Balance Sheet Narrative**

FY 2019	n/a
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.

## Balance Sheet Metrics

	FY 2019	FY 2020	% Change	FY 2021	% Change
Months of operating cash -- Unrestricted	3.81		-100%	2.24	n/a
Working capital -- Unrestricted	\$41,515		-100%	\$29,246	n/a
Current ratio -- Unrestricted	27.36		-100%		n/a
Net assets as a % of total expenses	33%		-100%	40%	n/a
Fixed assets (net)			n/a	\$6,394	n/a
Condition of fixed assets				334%	
Leverage -- Unrestricted			n/a	0%	n/a
Total debt			n/a	\$0	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.

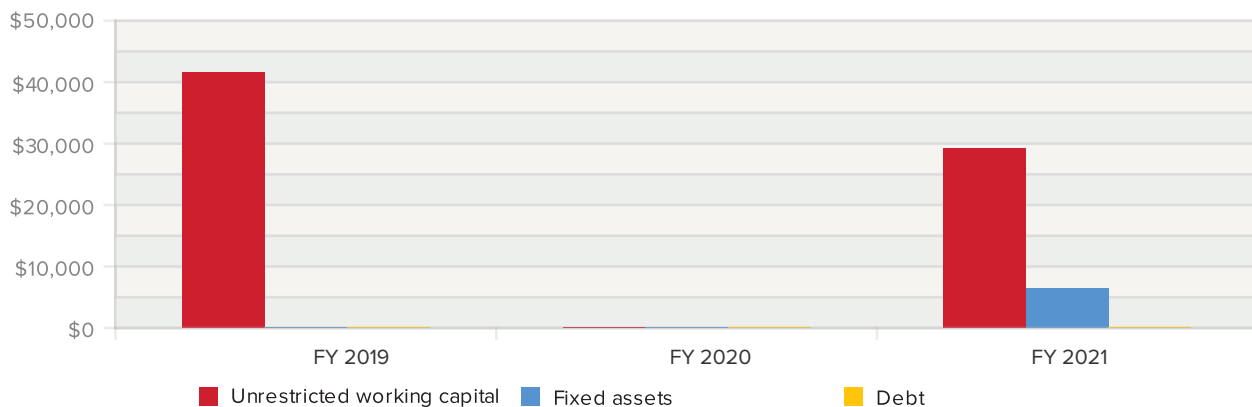
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

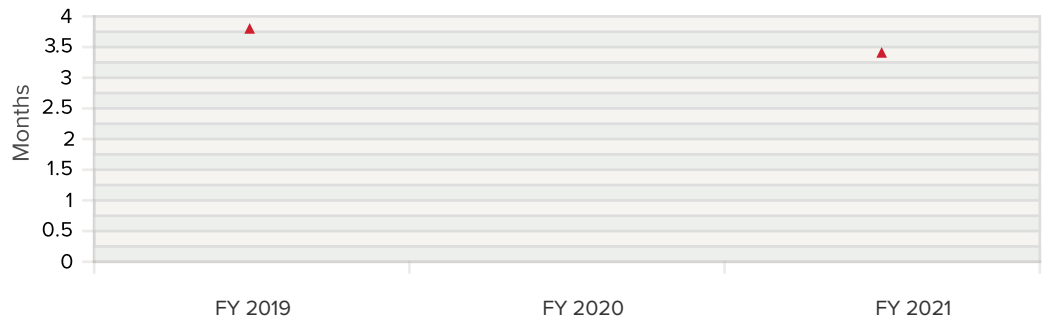
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 2019	FY 2020	% Change	FY 2021	% Change
<b>Total attendance</b>					
Paid	697		-100%	523	n/a
Free	12,323	1,700	-86%	9,600	465%
<b>Total</b>	<b>13,020</b>	<b>1,700</b>	<b>-87%</b>	<b>10,123</b>	<b>495%</b>
<b>In-person attendance</b>					
Paid	697		-100%	523	n/a
Free	12,323	500	-96%	9,600	1,820%
<b>Total</b>	<b>13,020</b>	<b>500</b>	<b>-96%</b>	<b>10,123</b>	<b>1,925%</b>
<b>Digital attendance</b>					
Paid			n/a		n/a
Free		1,200	n/a		-100%
<b>Total</b>		<b>1,200</b>	<b>n/a</b>		<b>-100%</b>
In-person attendees 18 and under	2,115	50	-98%	1,500	2,900%
<b>Programs in schools</b>	<b>FY 2019</b>	<b>FY 2020</b>	<b>% Change</b>	<b>FY 2021</b>	<b>% Change</b>
Children served in schools		0	n/a		n/a
Hours of instruction		0	n/a		n/a

**Workforce**

	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Number of People</b>					
Volunteers	60	15	-75%	75	400%
Independent contractors	73	3	-96%	41	1,267%
Interns and apprentices	0		n/a		n/a
<b>Total positions</b>	<b>133</b>	<b>18</b>	<b>-86%</b>	<b>116</b>	<b>544%</b>

**Visual & Performing Artists**

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists	73		-100%	41	n/a
Payments to artists & performers	\$50,668	\$0	-100%	\$41,739	n/a

**Covid-19 Impact**

	FY 2019	FY 2020	FY 2021
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 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	12	12			13	13
Productions (presented)					13	13
Classes/assemblies/other programs in schools						
Classes/workshops (outside of schools)	0	0	0	0	0	0
Field trips/school visits						
Guided tours						
Lectures						
Permanent exhibitions						
Temporary exhibitions						
Traveling exhibitions (hosted)						
Films screened						
Festivals/conferences	0		0		0	
Readings/workshops (developing works)						
Community programs (not included above)						
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 2019			FY 2020			FY 2021		
	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)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions									
Traveling exhibitions (hosted)									
Films screened									
Broadcast productions									
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)						10			
Additional programs not listed above									

*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 2019		FY 2020		FY 2021	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$42,995				\$19,139	
Contributed revenue	\$106,846		\$24,498		\$73,665	
Operating expense	\$132,246		\$16,247	\$0	\$102,881	

## Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% Change
Fiscally sponsored projects			n/a	0	n/a
Amount distributed to fiscally sponsored projects			n/a	\$0	n/a
Residencies			n/a	0	n/a
Scholarships awarded			n/a	1	n/a
Amount awarded in scholarships			n/a	\$500	n/a
Other grants awarded			n/a	0	n/a
Amount awarded in grants			n/a	\$0	n/a
Public art installations			n/a	0	n/a
Works commissioned			n/a	0	n/a
Films produced			n/a	0	n/a
World premieres			n/a	0	n/a
National premieres			n/a	0	n/a
Local/regional premieres			n/a	0	n/a
Published works (physical)			n/a		n/a
Published works (digital)			n/a		n/a
Private lessons (in-person)			n/a		n/a
Private lessons (digital)			n/a		n/a
Competitions			n/a	0	n/a
Open rehearsals			n/a	2	n/a

*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 2019	n/a
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.