



# Michigan Council for Arts and Cultural Affairs Funder Report



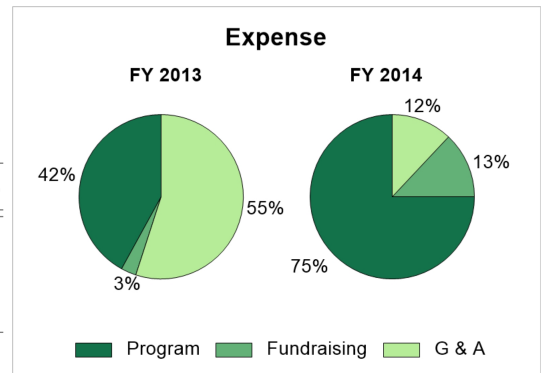
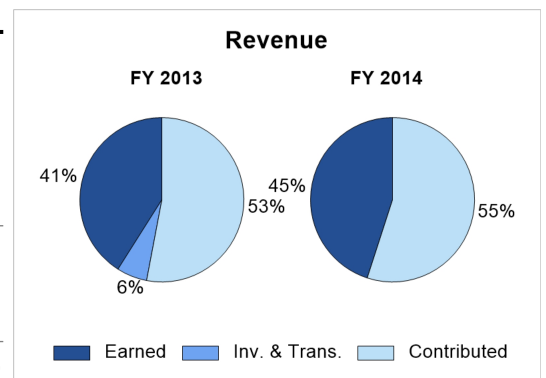
## ORGANIZATION OVERVIEW

<b>Organization Name</b>	Creative Spirit Center (d/b/a Creative 360)	<b>Year Organization Founded</b>	1994
<b>Address</b>	1517 Bayliss Street, Midland, MI 48640-5509	<b>Number of Board Members</b>	14
<b>County</b>	Midland	<b>Fiscal Year End Date</b>	12/31
<b>Federal ID #</b>	38-3211474	<b>DUNS Number</b>	966680415

**This applicant is audited or reviewed by an independent accounting firm.**

## ORGANIZATION SUMMARY

Financial Activity	FY 2013	FY 2014	% chg
<b>Unrestricted Activity</b>			
<b>Revenue</b>			
Earned			
Program	63,695	103,130	62%
Non-program	10,423	21,079	102%
<b>Total Earned</b>	<b>74,118</b>	<b>124,209</b>	<b>68%</b>
Investments & Transfers	11,136	21	-100%
Contributed	95,977	149,056	55%
<b>Total Unrestricted Revenue</b>	<b>181,231</b>	<b>273,286</b>	<b>51%</b>
<b>Expenses</b>			
Program	75,553	241,718	220%
Fundraising	6,050	44,456	635%
General & administrative	99,628	40,294	-60%
<b>Total Expenses</b>	<b>181,231</b>	<b>326,468</b>	<b>80%</b>
<b>Net Unrestricted Activity</b>	<b>0</b>	<b>(53,182)</b>	<b>n/a</b>
<b>Net Temporarily Restricted Activity</b>	<b>0</b>	<b>139,800</b>	<b>n/a</b>
<b>Net Permanently Restricted Activity</b>	<b>0</b>	<b>0</b>	<b>n/a</b>
<b>Net Total Activity</b>	<b>0</b>	<b>86,618</b>	<b>n/a</b>



Non-Financial Summary	FY 2013	FY 2014
Full-time Permanent Employees	2	2
Total Paid Attendance	773	3,240
Total Free Attendance	1,057	1,109

## REVENUE

<b>EARNED</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Admissions	\$0	\$0	n/a
2 Ticket Sales	\$5,000	\$0	n/a
3 Tuitions	\$50,254	\$91,407	82%
4 Workshop & Lecture Fees	\$0	\$0	n/a
5 Touring Fees	\$0	\$0	n/a
6 Special Events - Non-fundraising	\$5,127	\$0	n/a
7 Gift Shop/Merchandise Sales	\$2,318	\$5,072	119%
7a Gallery/Publication Sales	\$0	\$0	n/a
8 Food Sales/Concession Revenue	\$0	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a
9 Membership Dues/Fees	\$0	\$0	n/a
10 Subscriptions - Performance	\$0	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$0	n/a
12 Rental Income	\$8,105	\$16,007	97%
13 Royalties/Rights & Reproductions	\$0	\$0	n/a
14 Advertising Revenue	\$0	\$0	n/a
15 Sponsorship Revenue	\$0	\$0	n/a
16 Investments-Realized Gains (Losses)	\$0	\$0	n/a
17 Investments-Unrealized Gains (Losses)	\$0	\$0	n/a
18 Interest & Dividends	\$8	\$21	162%
19 Other Earned Revenue	\$3,314	\$11,723	254%
<b>20 Total Earned Revenue</b>	<b>\$74,126</b>	<b>\$124,230</b>	<b>68%</b>
<b>CONTRIBUTED</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
21 Trustee/Board Contributions	\$15,000	\$14,000	-7%
22 Individual Contributions	\$17,900	\$113,756	536%
23 Corporate Contributions	\$7,000	\$0	n/a
24 Foundation Contributions	\$43,977	\$109,000	148%
25 Government - City	\$0	\$0	n/a
26 Government - County	\$0	\$0	n/a
27 Government - State	\$2,100	\$2,100	0%
28 Government - Federal	\$0	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a
29 Special Events - Fundraising	\$10,000	\$0	n/a
30 Other Contributions	\$0	\$0	n/a
30b Parent Organization Support	\$0	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a
31 In-kind Contributions	\$0	\$0	n/a
32 Net Assets Released from Restrictions	\$0	\$0	n/a
<b>33 Total Contributed Revenue and Net Assets Released from Restrictions</b>	<b>\$95,977</b>	<b>\$238,856</b>	<b>149%</b>
<b>34 Total Earned and Contributed Revenue Incl. Net Assets Released</b>	<b>\$170,103</b>	<b>\$363,086</b>	<b>113%</b>
35 Transfers & Reclassifications	\$11,128	\$50,000	349%
<b>TOTAL REVENUE</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
<b>36 Total Revenue</b>	<b>\$181,231</b>	<b>\$413,086</b>	<b>128%</b>
<b>Total Unrestricted Revenue</b>	<b>\$181,231</b>	<b>\$273,286</b>	<b>51%</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$181,231</b>	<b>\$273,286</b>	<b>51%</b>

## EXPENSE

EXPENSE	Program	Total	Program	Total	Total % chg
	FY 2013	FY 2013	FY 2014	FY 2014	
1 Total Salaries & Fringe (From Section 5)	\$0	\$79,313	\$112,790	\$158,608	100%
2 Accounting	\$0	\$0	\$0	\$0	n/a
3 Advertising and Marketing	\$4,265	\$5,962	\$5,560	\$7,128	20%
4 Artist Commission Fees	\$0	\$0	\$0	\$0	n/a
4a Artist Consignments	\$0	\$0	\$0	\$0	n/a
5 Artists & Performers - Non-Salaried	\$13,514	\$13,514	\$28,588	\$28,877	114%
6 Audit	\$0	\$2,500	\$0	\$2,241	-10%
7 Bank Fees	\$587	\$821	\$866	\$1,255	53%
8 Repairs & Maintenance	\$3,096	\$4,328	\$16,867	\$22,194	413%
9 Catering & Hospitality	\$4,201	\$5,873	\$10,386	\$16,752	185%
10 Collections Conservation	\$0	\$0	\$0	\$0	n/a
11 Collections Management	\$0	\$0	\$0	\$0	n/a
12 Conferences & Meetings	\$0	\$0	\$0	\$0	n/a
13 Cost of Sales	\$0	\$0	\$0	\$0	n/a
14 Depreciation	\$17,434	\$24,372	\$17,046	\$23,351	-4%
15 Dues & Subscriptions	\$456	\$638	\$512	\$1,164	82%
16 Equipment Rental	\$6,209	\$8,680	\$4,835	\$6,715	-23%
17 Facilities - Other	\$0	\$0	\$0	\$0	n/a
18 Fundraising Expenses - Other	\$0	\$0	\$0	\$0	n/a
19 Fundraising Professionals	\$0	\$0	\$0	\$0	n/a
20 Grantmaking Expense	\$0	\$0	\$0	\$0	n/a
21 Honoraria	\$0	\$0	\$0	\$0	n/a
22 In-Kind Contributions	\$0	\$0	\$0	\$0	n/a
23 Insurance	\$3,363	\$4,701	\$4,044	\$4,993	6%
24 Interest Expense	\$0	\$0	\$0	\$0	n/a
25 Internet & Website	\$0	\$0	\$0	\$0	n/a
26 Investment Fees	\$0	\$0	\$0	\$0	n/a
27 Legal Fees	\$0	\$0	\$0	\$0	n/a
28 Lodging & Meals	\$0	\$0	\$0	\$0	n/a
29 Major Repairs	\$0	\$0	\$0	\$0	n/a
30 Office Expense - Other	\$0	\$0	\$0	\$0	n/a
31 Other	\$533	\$745	\$748	\$1,700	128%
32 Postage & Shipping	\$545	\$762	\$2,581	\$4,301	464%
33 Printing	\$853	\$1,192	\$6,188	\$6,654	458%
34 Production & Exhibition Costs	\$1,977	\$1,977	\$2,763	\$2,763	40%
34a Programs - Other	\$5,770	\$5,770	\$7,518	\$9,281	61%
35 Professional Development	\$0	\$0	\$0	\$0	n/a
36 Professional Fees - Other	\$0	\$2,260	\$7,822	\$8,694	285%
37 Public Relations	\$0	\$0	\$0	\$0	n/a
38 Rent	\$0	\$0	\$0	\$0	n/a
38a Recording & Broadcast Costs	\$0	\$0	\$0	\$0	n/a
38b Royalties/Rights & Reproductions	\$0	\$0	\$0	\$0	n/a
39 Sales Commission Fees	\$0	\$0	\$0	\$0	n/a
39a Security	\$0	\$0	\$0	\$0	n/a
40 Supplies - Office & Other	\$4,275	\$5,976	\$2,589	\$6,637	11%
41 Telephone	\$1,602	\$2,239	\$1,271	\$1,956	-13%
42 Touring	\$0	\$0	\$0	\$0	n/a
43 Travel	\$81	\$113	\$0	\$273	142%
44 Utilities	\$6,792	\$9,495	\$8,744	\$10,931	15%
<b>TOTAL EXPENSE</b>	<b>Program</b>	<b>Total</b>	<b>Program</b>	<b>Total</b>	<b>Total</b>
	<b>FY 2013</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>FY 2014</b>	<b>% chg</b>
<b>45 Total Expenses</b>	<b>\$75,553</b>	<b>\$181,231</b>	<b>\$241,718</b>	<b>\$326,468</b>	<b>80%</b>
<b>Total Expenses Less In-Kind</b>	<b>\$75,553</b>	<b>\$181,231</b>	<b>\$241,718</b>	<b>\$326,468</b>	<b>80%</b>
<b>46 Change in Net Assets</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$86,618</b>	<b>n/a</b>

## DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

### **REVENUE**

19a If Other Earned Revenue, Briefly Describe                      Workstudy reimbursements, miscellaneous income

### **EXPENSES: SALARIES AND FRINGE**

8a Benefits - Other, Briefly Describe                                      Sick and vacation pay

### **EXPENSES**

31a If Other, Briefly Describe    Miscellaneous

34b Programs - Other, Briefly Describe                                      Classes, workshops

36a Professional Fees - Other, Briefly Describe                              Bookkeeping

## BALANCE SHEET TRENDS

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

<b>Assets</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
Current assets			
Cash	6,825	38,465	464%
Receivables	2,376	0	n/a
Prepaid expenses & other	2,000	2,000	0%
Total current assets	11,201	40,465	261%
Investments	0	0	n/a
Fixed assets (net)	526,066	504,964	-4%
Non-current assets	0	79,800	n/a
<b>Total Assets</b>	<b>537,267</b>	<b>625,229</b>	<b>16%</b>
<b>Liabilities &amp; Net Assets</b>			
<b>Liabilities</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
Current Liabilities			
Accounts payable & other	9,877	11,221	14%
Loans & other debt	0	0	n/a
Deferred revenue	0	0	n/a
Total current liabilities	9,877	11,221	14%
Non-current liabilities	0	0	n/a
<b>Total Liabilities</b>	<b>9,877</b>	<b>11,221</b>	<b>14%</b>
<b>Net Assets</b>			
Unrestricted	527,390	474,208	-10%
Temporarily restricted	0	139,800	n/a
Permanently restricted	0	0	n/a
<b>Total Net Assets</b>	<b>527,390</b>	<b>614,008</b>	<b>16%</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>537,267</b>	<b>625,229</b>	<b>16%</b>

## BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

Financial Position	FY 2013	FY 2014
Net assets as a % of total expenses	291%	188%
Total working capital	1,324	(9,221)
Fixed assets (net)	526,066	504,964
Total endowment	0	0
Total debt	0	0

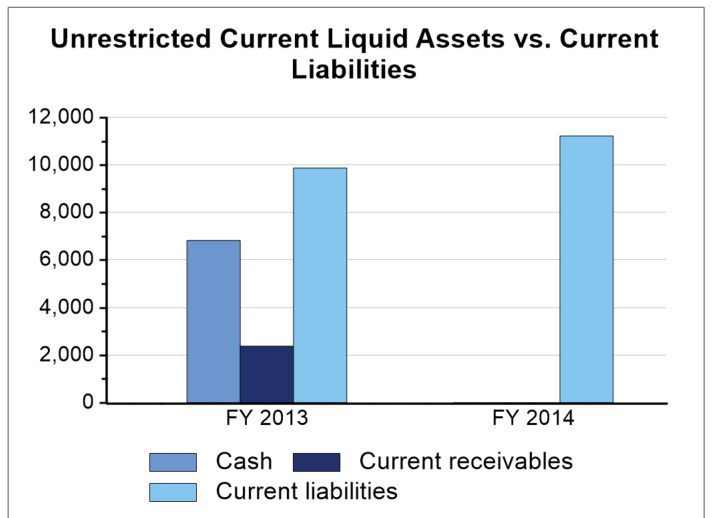
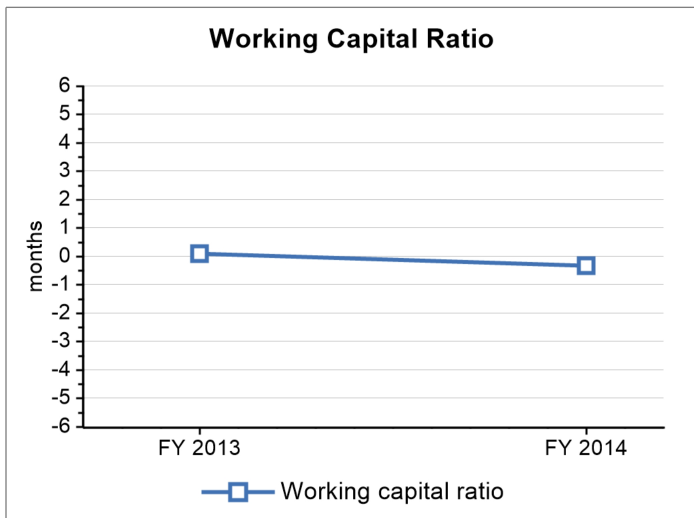
**Net assets as a % of total expenses** measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

**Total working capital** consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) 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.

**Fixed assets (net)** include all land, buildings, equipment, and other fixed assets 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 endowment** includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

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



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating revenue are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

## NON FINANCIAL INFORMATION (Section 11)

<b>Staff &amp; Non-Staff Statistics (Number of People)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Full-time Permanent Employees	2.00	2.00	0%
2 Part-time/Seasonal Employees	2.00	2.00	0%
3 Part-time/Seasonal Empl. - FTEs	1.00	1.00	0%
4 Full-time Volunteers	1.00	1.00	0%
5 Part-time Volunteers	44.00	44.00	0%
6 Part-time Volunteers - FTEs	1.00	1.00	0%
7 Independent Contractors	0.00	0.00	n/a
8 Independent Contractors - FTEs	0.00	0.00	n/a
9 Interns/Apprentices	5.00	4.00	-20%
10 Interns/Apprentices - FTEs	1.00	1.00	0%
<b>Number of Contributors</b>			
	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Individuals	383	165	-57%
2 Board	11	14	27%
3 Corporate	86	0	n/a
4 Foundation	4	8	100%
5 Government (Federal, State & Local)	1	1	0%
Percent of Board Giving	100%	100%	0%
<b>Attendance</b>			
	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Total Paid Attendance	773	3,240	319%
Physical	773	3,240	319%
Virtual	0	0	n/a
2 Total Free Attendance	1,057	1,109	5%
Physical	1,057	1,109	5%
Virtual	0	0	n/a
<b>3 Total Attendance</b>	<b>1,830</b>	<b>4,349</b>	<b>138%</b>
4 Children 18 and under	320	145	-55%
5 Number of Groups of Children 18 and Under	8	5	-38%
5a Number of Other Groups	5	4	-20%
6 Attendance - Classes/Workshops	1,317	945	-28%
<b>Website Activity</b>			
	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Number of Page Views	30,000	35,000	17%
2 Number of Unique Web Visitors	6,500	6,500	0%
3 Total Number of Web Visitors	9,000	9,500	6%
4 Total income earned from website activities (from admissions, ticket sales, shop sales, etc.)	12,000	15,000	25%
5 Total website generated donations	0	0	n/a

**NON FINANCIAL INFORMATION (Continued)**

<b>Subscribers &amp; Members</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Paying Subscribers - Performance	0	0	n/a
1a Paying Subscribers - Media	0	0	n/a
1b Non-paying Subscribers - Media	2,500	3,000	20%
2 Paying Members	0	0	n/a
3 How many people are both members and subscribers?	0	0	n/a
<b>Pricing (in dollars)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Average Adult Price	12	12	0%
2 Average Child Price	5	5	0%
3 Average Senior Citizen Price	12	12	0%
4 Average Student Price	8	8	0%
5 Highest Single Price	30	30	0%
6 Lowest Single Price	5	5	0%
7 Median Price	0	0	n/a
8 Average Adult Tuition/Workshop Price	25	25	0%
9 Average Child Tuition/Workshop Price	35	15	-57%
10 Average Publication Price	0	0	n/a
11 Average Fundraising Special Event Price	40	0	n/a
12 Average Non-fundraising Special Event Price	15	0	n/a
13 Average Media Content Price	0	0	n/a
<b>Program Activity (Number of Events)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Live Productions - Self-Produced	29	13	-55%
1a Live Productions - Presented Only	2	31	1450%
2 Public Performances - Home	31	44	42%
3 Public Performances - Away	0	1	n/a
3a Online/radio/television programs	0	0	n/a
4 Permanent Exhibitions	0	0	n/a
5 Temporary Exhibitions	8	5	-38%
6 Classes/Workshops - for the public/constituents	132	126	-5%
7 Classes/Workshops - for professional artists	0	0	n/a
7a Publications	0	0	n/a
7b Number of Publications Sold/Distributed	0	0	n/a
8 Tours	5	7	40%
8a Number of Tour Occurrences	35	40	14%
9 Films	0	1	n/a
9a Number of Film Screenings	0	1	n/a
10 Lectures	2	38	1800%
10a Number of Lecture Occurrences	2	38	1800%
11 Exhibition Openings	8	5	-38%
12 World Premieres	0	0	n/a
13 National Premieres	0	0	n/a
14 Local Premieres	2	0	n/a
15 Works Commissioned	0	0	n/a
16 Workshops or readings of new works	3	1	-67%
17 Programs - Other	0	0	n/a
17a Number of Programs - Other Occurrences	0	0	n/a
18 Off-site School Programs	6	2	-67%
18a Number of Off-site School Program Occurrences	46	2	-96%
19 Facility Rentals - By your organization for your program use	0	0	n/a
20 Facility Rentals - By your organization for your non-program use	0	0	n/a
21 Rentals of your facility by others	100	98	-2%