

Organization Information

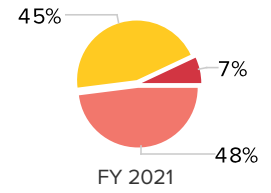
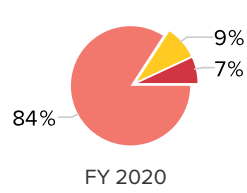
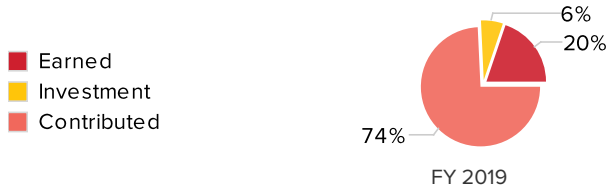
Organization name: Arts Council of Greater Lansing	Year organization founded: 1965
City: Lansing	Organization type: 501(c)3 nonprofit organization
State: MI	DUNS #: 849899802
County: Ingham	Full-time staff: 4
Federal ID #: 382086424	Board Members:
NISP Discipline: 14 - Multidisciplinary	Fiscal year end date: 09-30
NISP Institution: 16 - Arts Council/Agency	
NTEE: A26 - Arts & Humanities Councils & Agencies	

Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

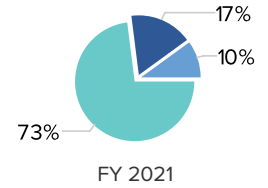
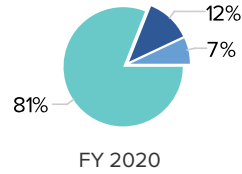
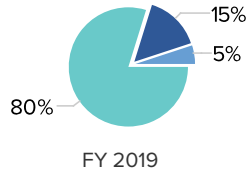
Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
Unrestricted operating revenue					
Earned program	\$121,003	\$43,235	-64%	\$30,985	-28%
Earned non-program	\$0		n/a	\$21,000	n/a
Total earned revenue	\$121,003	\$43,235	-64%	\$51,985	20%
Investment revenue	\$36,133	\$54,320	50%	\$313,050	476%
Contributed revenue	\$460,226	\$537,632	17%	\$334,094	-38%
Total unrestricted operating revenue	\$617,362	\$635,187	3%	\$699,129	10%
Less in-kind	\$62,221	\$47,668	-23%	\$29,650	-38%
Unrestricted operating revenue less in-kind	\$555,141	\$587,519	6%	\$669,479	14%
Operating expenses					
Program	\$568,562	\$529,496	-7%	\$331,950	-37%
Management & general	\$109,441	\$77,273	-29%	\$78,533	2%
Fundraising	\$38,039	\$45,950	21%	\$43,550	-5%
Total operating expenses	\$716,042	\$652,719	-9%	\$454,033	-30%
Less in-kind	\$62,221	\$47,668	-23%	\$29,650	-38%
Unrestricted operating expenses less in-kind	\$653,821	\$605,051	-7%	\$424,383	-30%
Unrestricted change in net assets - operating	-\$98,680	-\$17,532	82%	\$245,096	1,498%
Unrestricted change in net assets	-\$98,680	-\$17,532	82%	\$245,096	1,498%
Restricted change in net assets	\$0		n/a	\$35,233	n/a
Total change in net assets	-\$98,680	-\$17,532	82%	\$280,329	1,699%

Unrestricted Operating Revenue by Source



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	\$12,143	\$7,767	\$4,260	\$4,260	\$0
Membership fees - organizations		\$9,718	\$6,898	\$6,898	
Ticket sales & admissions					
Education revenue	\$0				
Publication sales					
Gallery sales	\$0				
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$108,860	\$25,750	\$19,827	\$19,827	
Total earned - program	\$121,003	\$43,235	\$30,985	\$30,985	
Earned - Non-program					
Rental revenue					
Sponsorship revenue	\$0		\$21,000	\$21,000	
Attendee-generated revenue not listed above					
Earned non-program not listed above					
Total earned - non-program	\$0		\$21,000	\$21,000	
Total earned revenue	\$121,003	\$43,235	\$51,985	\$51,985	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$11,269	\$18,375	\$4,701	\$4,701	
Individual	\$11,373	\$18,953	\$3,870	\$3,870	
Corporate	\$25,000	\$25,000	\$0		
Foundation	\$126,248	\$163,466	\$102,138	\$102,138	
City government	\$0	\$0	\$97,500	\$97,500	
County government	\$152,890	\$125,860	\$10,400	\$10,400	
State government	\$54,700	\$72,900	\$84,200	\$42,612	\$41,588
Federal government	\$0	\$50,000	\$36,868	\$36,868	
In-kind operating contributions	\$62,221	\$47,668	\$29,650	\$29,650	
Special fundraising events		\$15,410	\$0	\$0	
Contributions not listed above	\$16,525	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0	\$6,355	-\$6,355
Total contributed revenue	\$460,226	\$537,632	\$369,327	\$334,094	\$35,233
Operating investment revenue	\$36,133	\$54,320	\$313,050	\$313,050	
Total operating revenue	\$617,362	\$635,187	\$734,362	\$699,129	\$35,233
Total operating revenue less operating in-kind	\$555,141	\$587,519	\$704,712	\$669,479	\$35,233
Total revenue	\$617,362	\$635,187	\$734,362	\$699,129	\$35,233
Total revenue less in-kind	\$555,141	\$587,519	\$704,712	\$669,479	\$35,233

Revenue Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	n/a

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								
W2 employees (salaries, payroll taxes and fringe benefits)	\$191,422	\$157,141	-18%	\$185,174	18%	\$111,104	\$46,294	\$27,776
Independent contractors	\$8,265	\$7,679	-7%	\$8,058	5%	\$4,432	\$3,223	\$403
Professional fees	\$0	\$7,857	n/a	\$16,302	107%		\$3,423	\$12,879
Total personnel expenses - Operating	\$199,687	\$172,677	-14%	\$209,534	21%	\$115,536	\$52,940	\$41,058
Non-personnel expenses - Operating								
Occupancy costs	\$20,274	\$20,031	-1%	\$19,165	-4%	\$11,499	\$6,708	\$958
Depreciation	\$2,376	\$1,449	-39%	\$1,348	-7%	\$337	\$1,011	
Non-personnel expenses not listed above	\$493,705	\$458,562	-7%	\$223,986	-51%	\$204,578	\$17,874	\$1,534
Total non-personnel expenses - Operating	\$516,355	\$480,042	-7%	\$244,499	-49%	\$216,414	\$25,593	\$2,492
Total operating expenses	\$716,042	\$652,719	-9%	\$454,033	-30%	\$331,950	\$78,533	\$43,550
Total expenses	\$716,042	\$652,719	-9%	\$454,033	-30%			
Total expenses less in-kind	\$653,821	\$605,051	-7%	\$424,383	-30%			
Total expenses less depreciation	\$713,666	\$651,270	-9%	\$452,685	-30%			
Total expenses less in-kind and depreciation	\$651,445	\$603,602	-7%	\$423,035	-30%			

Expense Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	n/a

Balance Sheet

Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
Current assets					
Cash and cash equivalents	\$100,482	\$192,829	92%	\$188,928	-2%
Receivables	\$94,622	\$47,707	-50%	\$33,711	-29%
Investments - current	\$26,000	\$26,000	0%	\$26,000	0%
Prepaid expenses & other	\$14,339	\$20,789	45%	\$11,788	-43%
Total current assets	\$235,443	\$287,325	22%	\$260,427	-9%
Long-term/non-current assets					
Investments - non current	\$1,593,621	\$1,619,991	2%	\$613,493	-62%
Fixed assets (net of accumulated depreciation)	\$39,160	\$37,711	-4%	\$36,363	-4%
Non-current assets not listed above			n/a	\$1,245,010	n/a
Total long-term/non-current assets	\$1,632,781	\$1,657,702	2%	\$1,894,866	14%
Total assets	\$1,868,224	\$1,945,027	4%	\$2,155,293	11%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses	\$7,783	\$12,188	57%	\$17,545	44%
Deferred revenue	\$2,500	\$3,383	35%	\$0	-100%
Loans - current		\$0	n/a	\$34,492	n/a
Additional current liabilities not listed above	\$181,053	\$250,100	38%	\$137,216	-45%
Total current liabilities	\$191,336	\$265,671	39%	\$189,253	-29%
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	\$191,336	\$265,671	39%	\$189,253	-29%
Net assets					
Unrestricted	\$1,676,888	\$1,679,356	0%	\$1,924,452	15%
Restricted			n/a	\$41,588	n/a
Total net assets	\$1,676,888	\$1,679,356	0%	\$1,966,040	17%
Total liabilities & net assets	\$1,868,224	\$1,945,027	4%	\$2,155,293	11%

Balance Sheet Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	n/a

Balance Sheet Metrics

	FY 2019	FY 2020	% Change	FY 2021	% Change
Months of operating cash -- Unrestricted	1.68	3.54	111%	3.89	10%
Working capital -- Unrestricted	\$44,107	\$21,654	-51%	\$29,586	37%
Current ratio -- Unrestricted	1.23	1.08	-12%	1.16	7%
Net assets as a % of total expenses	234%	257%	10%	433%	68%
Fixed assets (net)	\$39,160	\$37,711	-4%	\$36,363	-4%
Condition of fixed assets		105%		113%	
Leverage -- Unrestricted		0%	n/a	2%	n/a
Total debt		\$0	n/a	\$34,492	n/a
Debt service impact	0%	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.

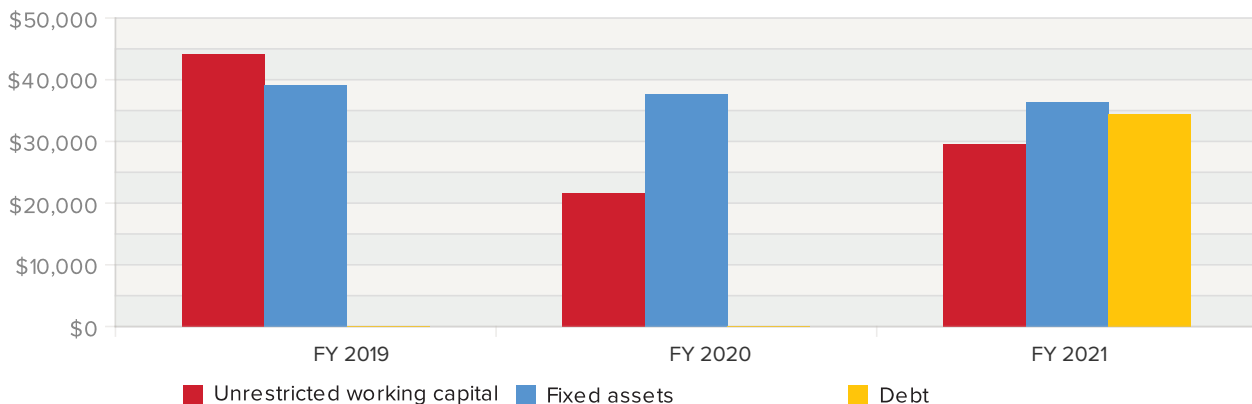
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

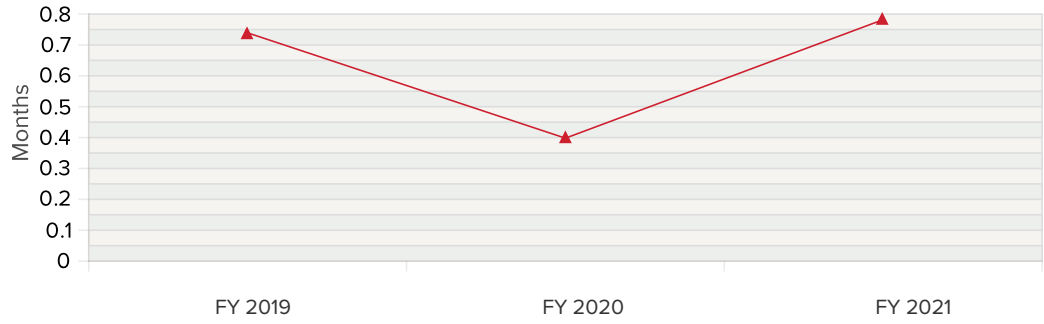
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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
Total attendance					
Paid	650	250	-62%	372	49%
Free	16,900	300	-98%	124	-59%
Total	17,550	550	-97%	496	-10%
In-person attendance					
Paid	650	0	-100%		n/a
Free	16,900	0	-100%		n/a
Total	17,550	0	-100%	0	n/a
Digital attendance					
Paid		250	n/a	372	49%
Free		300	n/a	124	-59%
Total		550	n/a	496	-10%
In-person attendees 18 and under	3,000	0	-100%	0	n/a
Programs in schools	FY 2019	FY 2020	% Change	FY 2021	% Change
Children served in schools	1,500	0	-100%		n/a
Hours of instruction	500	0	-100%		n/a

Workforce

Number of People	FY 2019	FY 2020	% Change	FY 2021	% Change
Employees: Full-time permanent	3	3	0%	4	33%
Employees: Part-time permanent	1	2	100%	3	50%
Volunteers	50	50	0%		-100%
Independent contractors	3	3	0%	2	-33%
Interns and apprentices	1	0	-100%		n/a
Total positions	58	58	0%	9	-84%

Visual & Performing Artists

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists		0	n/a		n/a
Payments to artists & performers		\$0	n/a	\$0	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

The Arts Council of Greater Lansing leads, advocates for, and advances arts and culture in the capital region.

Mission demographics

This organization's mission is 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

Urban

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)			0	0		
Productions (presented)			0	0		
Classes/assemblies/other programs in schools	14		0	0		
Classes/workshops (outside of schools)	10	1	0	0	0	0
Field trips/school visits			0	0		
Guided tours			0	0		
Lectures			0	0		
Permanent exhibitions			0			
Temporary exhibitions	12		3		12	
Traveling exhibitions (hosted)			0			
Films screened			0	0		
Festivals/conferences	6		0	0	0	
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 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)				0	0	0			
Productions (presented)				0	0	0			
Classes/assemblies/other programs in schools				0	0	0			
Classes/workshops (outside of schools)				2	2	0	3	3	
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				1	1	1			
Festivals/conferences				1	1	1	1	12	6
Readings/workshops (developing works)				0	0	0			
Community programs (not included above)				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 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	\$121,003		\$43,235		\$51,985	
Contributed revenue	\$460,226		\$537,632		\$369,327	
Operating expense	\$716,042		\$652,719	\$0	\$454,033	

Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% Change
Fiscally sponsored projects		0	n/a		n/a
Amount distributed to fiscally sponsored projects		\$0	n/a		n/a
Residencies		0	n/a		n/a
Scholarships awarded		0	n/a		n/a
Amount awarded in scholarships		\$0	n/a		n/a
Other grants awarded	100	52	-48%		-100%
Amount awarded in grants	\$264,108	\$334,560	27%		-100%
Public art installations		0	n/a	2	n/a
Works commissioned		0	n/a		n/a
Films produced		0	n/a		n/a
World premieres		0	n/a		n/a
National premieres		0	n/a		n/a
Local/regional premieres	12	0	-100%		n/a
Published works (physical)		0	n/a		n/a
Published works (digital)		0	n/a		n/a
Private lessons (in-person)		0	n/a		n/a
Private lessons (digital)		2	n/a		-100%
Competitions		0	n/a		n/a
Open rehearsals		0	n/a		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	Much like everyone else, 2020 was an especially unique year in our organization's history. Our programming was greatly affected, however, we were able to use this time to be creative with digital offerings, including a new podcast series, a digital version of our popular "Arts Night Out" community event and offering technical assistance for grants in the form of online consultations.
FY 2021	n/a