

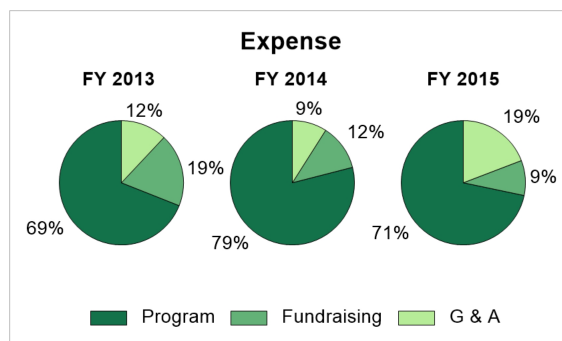
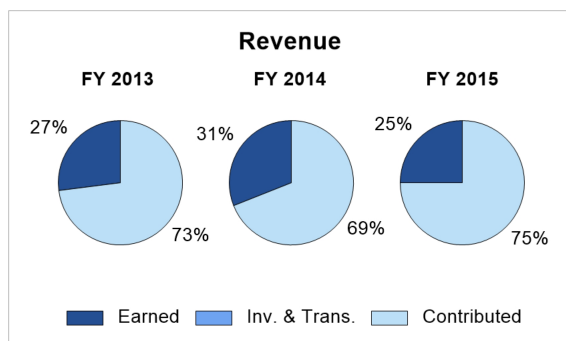
ORGANIZATION OVERVIEW

Organization Name	Clinton County Arts Council	Year Organization Founded	1981
Address	215 N. CLINTON AVE., St Johns, MI 48879-1503	Number of Board Members	12
County	Clinton	Fiscal Year End Date	09/30
Federal ID #	38-2619565	DUNS Number	803104710

This applicant is not audited or reviewed by an independent accounting firm.

ORGANIZATION SUMMARY

Financial Activity	FY 2013	FY 2014	% chg	FY 2015	% chg
Unrestricted Activity					
Revenue					
Earned					
Program	\$29,467	\$31,887	8%	\$22,567	-29%
Non-program	509	470	-8%	812	73%
Total Earned	29,976	32,357	8%	23,379	-28%
Investment & Transfers	0	0	n/a	0	n/a
Contributed	80,083	73,064	-9%	69,088	-5%
Total Unrestricted Revenue	\$110,059	\$105,421	-4%	\$92,467	-12%
Total Unrestricted Revenue Less In-Kind	\$99,064	\$97,176	-2%	\$74,567	-23%
Expenses					
Program	\$73,913	\$76,317	3%	\$66,600	-13%
Fundraising	20,143	12,073	-40%	8,735	-28%
General & Administrative	12,355	8,614	-30%	18,203	111%
Total Expenses	\$106,411	\$97,004	-9%	\$93,538	-4%
Total Expenses Less In-Kind	\$95,416	\$88,759	-7%	\$75,638	-15%
Net Unrestricted Activity	\$3,648	\$8,417		(\$1,071)	
Net Temporarily Restricted Activity	\$0	\$0		\$0	
Net Permanently Restricted Activity	\$0	\$0		\$0	
Net Total Activity	\$3,648	\$8,417		(\$1,071)	



REVENUE

Earned	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Admissions	\$0	\$0	n/a	\$0	n/a
2 Ticket Sales	\$3,661	\$5,017	37%	\$2,418	-52%
3 Tuitions	\$1,422	\$1,163	-18%	\$0	n/a
4 Workshop & Lecture Fees	\$0	\$0	n/a	\$946	n/a
5 Touring Fees	\$0	\$1,400	n/a	\$1,200	-14%
6 Special Events - Non-fundraising	\$0	\$0	n/a	\$1,990	n/a
7 Gift Shop/Merchandise Sales	\$509	\$370	-27%	\$582	57%
7a Gallery/Publication Sales	\$17,539	\$19,535	11%	\$11,326	-42%
8 Food Sales/Concession Revenue	\$0	\$0	n/a	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a	\$0	n/a
9 Membership Dues/Fees	\$5,795	\$4,672	-19%	\$4,115	-12%
10 Subscriptions - Performance	\$0	\$0	n/a	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a	\$0	n/a
11 Contracted Services/Performance Fees	\$1,050	\$100	-90%	\$500	400%
12 Rental Income	\$0	\$0	n/a	\$55	n/a
13 Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
14 Advertising Revenue	\$0	\$100	n/a	\$175	75%
15 Sponsorship Revenue	\$0	\$0	n/a	\$0	n/a
16 Investments-Realized Gain/Losses	\$0	\$0	n/a	\$0	n/a
17 Investments-Unrealized Gains/Losses	\$0	\$0	n/a	\$0	n/a
18 Interest & Dividends	\$0	\$0	n/a	\$0	n/a
19 Other Earned Revenue	\$0	\$0	n/a	\$72	n/a
20 Total Earned Revenue	\$29,976	\$32,357	8%	\$23,379	-28%
Contributed	FY 2013	FY 2014	% chg	FY 2015	% chg
21 Trustee/Board Contributions	\$400	\$400	0%	\$210	-48%
22 Individual Contributions	\$16,231	\$12,120	-25%	\$13,493	11%
23 Corporate Contributions	\$3,048	\$6,487	113%	\$3,836	-41%
24 Foundation Contributions	\$0	\$0	n/a	\$0	n/a
25 Government - City	\$5,000	\$8,213	64%	\$5,000	-39%
26 Government - County	\$0	\$0	n/a	\$0	n/a
27 Government - State	\$13,700	\$16,200	18%	\$13,750	-15%
28 Government - Federal	\$0	\$0	n/a	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a	\$0	n/a
29 Special Events - Fundraising	\$30,709	\$21,399	-30%	\$14,899	-30%
30 Other Contributions	\$0	\$0	n/a	\$0	n/a
30b Parent Organization Support	\$0	\$0	n/a	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a	\$0	n/a
31 In-kind Contributions	\$10,995	\$8,245	-25%	\$17,900	117%
32 Net Assets Released from Restrictions	\$0	\$0	n/a	\$0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$80,083	\$73,064	-9%	\$69,088	-5%
34 Total Earned and Contributed Revenue Including Net Assets Released	\$110,059	\$105,421	-4%	\$92,467	-12%
35 Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
Total Revenue	FY 2013	FY 2014	% chg	FY 2015	% chg
36 Total Revenue	\$110,059	\$105,421	-4%	\$92,467	-12%
Total Unrestricted Revenue	\$110,059	\$105,421	-4%	\$92,467	-12%
Total Unrestricted Revenue Less In-Kind	\$99,064	\$97,176	-2%	\$74,567	-23%

EXPENSE

Expense	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Total Salaries & Fringe (From Section 5)	\$15,188	\$13,846	-9%	\$14,428	4%
2 Accounting	\$0	\$50	n/a	\$250	400%
3 Advertising and Marketing	\$840	\$2,292	173%	\$2,170	-5%
4 Artist Commission Fees	\$4,310	\$0	n/a	\$0	n/a
4a Artist Consignments	\$10,432	\$12,086	16%	\$4,943	-59%
5 Artists & Performers - Non-Salaried	\$9,629	\$13,165	37%	\$12,359	-6%
6 Audit	\$0	\$0	n/a	\$0	n/a
7 Bank Fees	\$0	\$0	n/a	\$0	n/a
8 Repairs & Maintenance	\$501	\$496	-1%	\$292	-41%
9 Catering & Hospitality	\$0	\$0	n/a	\$0	n/a
10 Collections Conservation	\$5,557	\$4,275	-23%	\$2,595	-39%
11 Collections Management	\$0	\$0	n/a	\$0	n/a
12 Conferences & Meetings	\$0	\$0	n/a	\$0	n/a
13 Cost of Sales	\$2,308	\$2,003	-13%	\$2,162	8%
14 Depreciation	\$0	\$0	n/a	\$0	n/a
15 Dues & Subscriptions	\$100	\$225	125%	\$560	149%
16 Equipment Rental	\$1,817	\$0	n/a	\$0	n/a
17 Facilities - Other	\$0	\$0	n/a	\$1,097	n/a
18 Fundraising Expenses - Other	\$14,161	\$10,433	-26%	\$7,035	-33%
19 Fundraising Professionals	\$0	\$0	n/a	\$0	n/a
20 Grantmaking Expense	\$50	\$0	n/a	\$0	n/a
21 Honoraria	\$359	\$227	-37%	\$0	n/a
22 In-Kind Contributions	\$10,995	\$8,245	-25%	\$17,900	117%
23 Insurance	\$880	\$912	4%	\$925	1%
24 Interest Expense	\$1	\$0	n/a	\$2	n/a
25 Internet & Website	\$883	\$862	-2%	\$809	-6%
26 Investment Fees	\$0	\$0	n/a	\$0	n/a
27 Legal Fees	\$0	\$0	n/a	\$0	n/a
28 Lodging & Meals	\$0	\$0	n/a	\$0	n/a
29 Major Repairs	\$0	\$5,567	n/a	\$0	n/a
30 Office Expense - Other	\$1,227	\$0	n/a	\$0	n/a
31 Other	\$2,500	\$50	-98%	\$100	100%
32 Postage & Shipping	\$2,567	\$1,639	-36%	\$1,861	14%
33 Printing	\$833	\$290	-65%	\$594	105%
34 Production & Exhibition Costs	\$4,813	\$1,498	-69%	\$6,248	317%
34a Programs - Other	\$1,195	\$4,469	274%	\$3,961	-11%
35 Professional Development	\$0	\$0	n/a	\$0	n/a
36 Professional Fees - Other	\$0	\$959	n/a	\$0	n/a
37 Public Relations	\$0	\$0	n/a	\$0	n/a
38 Rent	\$7,800	\$7,800	0%	\$7,800	0%
38a Recording & Broadcast Costs	\$0	\$0	n/a	\$0	n/a
38b Royalties/Rights & Reproductions	\$761	\$315	-59%	\$375	19%
39 Sales Commission Fees	\$0	\$0	n/a	\$0	n/a
39a Security	\$0	\$0	n/a	\$0	n/a
40 Supplies - Office and Other	\$3,062	\$2,108	-31%	\$944	-55%
41 Telephone	\$811	\$669	-18%	\$771	15%
42 Touring	\$0	\$0	n/a	\$0	n/a
43 Travel	\$0	\$0	n/a	\$0	n/a
44 Utilities	\$2,831	\$2,523	-11%	\$3,357	33%
Total Expense	FY 2013	FY 2014	% chg	FY 2015	% chg
45 Total Expenses	\$106,411	\$97,004	-9%	\$93,538	-4%
Total Expenses Less In-Kind	\$95,416	\$88,759	-7%	\$75,638	-15%
46 Change in Net Assets	\$3,648	\$8,417	131%	(\$1,071)	-113%

DESCRIPTIONS

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

REVENUE

- | | |
|-------------------------------------------------------|-------------------------------------|
| 6a Special Events - Non-fundraising, Briefly Describe | Tour to Detroit Institute of Arts |
| 19a If Other Earned Revenue, Briefly Describe | sales tax discount |
| 31a In-Kind Contributions, Briefly Describe | Skilled workers donating their time |

EXPENSES

- | | |
|----------------------------------------------------|---------------------------------------------------------------------------------------|
| 17a Facilities - Other, Briefly Describe | Gallery display system for hanging art on the walls |
| 18a Fundraising Expenses - Other, Briefly Describe | Charitable Gaming Expenses; Bike Ride for RR |
| 31a If Other, Briefly Describe | grant application fee |
| 34b Programs - Other, Briefly Describe | youth programs: middle school art challenge, summer art program and kids art festival |

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.

Assets	FY 2013	FY 2014	% chg	FY 2015	% chg
Current Assets					
Cash	\$0	\$80,498	n/a	\$78,565	-2%
Receivables	0	2,130	n/a	2,150	1%
Prepaid Expenses & Other	0	588	n/a	204	-65%
Total Current Assets	0	83,216	n/a	80,919	-3%
Investments	0	0	n/a	0	n/a
Fixed Assets (net)	0	0	n/a	0	n/a
Non-Current Assets	0	0	n/a	0	n/a
Total Assets	\$0	\$83,216	n/a	\$80,919	-3%

Liabilities & Net Assets	FY 2013	FY 2014	% chg	FY 2015	% chg
Liabilities					
Current Liabilities					
Accounts Payable & Other	\$0	\$4,035	n/a	\$2,809	-30%
Loans & Other Debt	0	0	n/a	0	n/a
Deferred Revenue	0	0	n/a	0	n/a
Total Current Liabilities	0	4,035	n/a	2,809	-30%
Non-Current Liabilities	0	0	n/a	0	n/a
Total Liabilities	\$0	\$4,035	n/a	\$2,809	-30%

Net Assets					
Unrestricted	\$0	\$79,181	n/a	\$78,110	-1%
Temporarily Restricted	0	0	n/a	0	n/a
Permanently Restricted	0	0	n/a	0	n/a
Total Net Assets	\$0	\$79,181	n/a	\$78,110	-1%
Total Liabilities & Net Assets	\$0	\$83,216	n/a	\$80,919	-3%

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	FY 2015
Net assets as a % of total expenses	0%	82%	84%
Total Working Capital	\$0	\$79,181	\$78,110
Fixed Assets (net)	\$0	\$0	\$0
Total Endowment	\$0	\$0	\$0
Total Debt	\$0	\$0	\$0

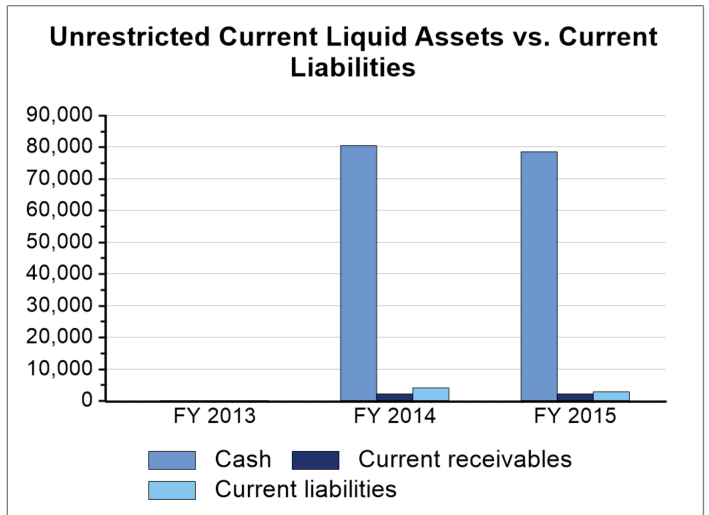
Net assets as a % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

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)

Staff & Non-staff Statistics (Number of People)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Full-time Permanent Employees	0.00	0.00	n/a	1.00	n/a
2 Part-time/Seasonal Employees	2.00	1.00	-50%	1.00	0%
3 Part-time/Seasonal Empl. - FTEs	0.52	0.50	-4%	0.28	-44%
4 Full-time Volunteers	0.00	0.00	n/a	0.00	n/a
5 Part-time Volunteers	71.00	111.00	56%	93.00	-16%
6 Part-time Volunteers - FTEs	2.25	3.56	58%	7.00	97%
7 Independent Contractors	3.00	0.00	n/a	1.00	n/a
8 Independent Contractors - FTEs	0.07	0.00	n/a	0.10	n/a
9 Interns/Apprentices	0.00	0.00	n/a	0.00	n/a
10 Interns/Apprentices - FTEs	0.00	0.00	n/a	0.00	n/a

Number of Contributors	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Individuals	370	405	9%	733	81%
2 Board	4	3	-25%	6	100%
3 Corporate	12	11	-8%	30	173%
4 Foundation	0	0	n/a	0	n/a
5 Government (Federal, State & Local)	2	1	-50%	1	0%

Attendance (Number of People)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Total Paid Attendance	492	250	-49%	485	94%
Physical	492	250	-49%	485	94%
Virtual	0	0	n/a	0	n/a
2 Total Free Attendance	5,750	7,100	23%	17,141	141%
Physical	5,750	7,100	23%	16,165	128%
Virtual	0	0	n/a	976	n/a
3 Total Attendance	6,242	7,350	18%	17,626	140%
4 Children 18 and under	1,940	1,300	-33%	2,640	103%
5 Number of Groups of Children 18 and Under	6	3	-50%	2	-33%
5a Number of Other Groups	4	5	25%	0	n/a
6 Attendance - Classes/Workshops	161	100	-38%	98	-2%

Subscribers & Members	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Paying Subscribers - Performance	0	0	n/a	0	n/a
1a Paying Subscribers - Media	0	0	n/a	0	n/a
1b Non-paying Subscribers - Media	0	0	n/a	0	n/a
2 Paying Members	157	158	1%	157	-1%
3 How many people are both members and subscribers?	0	0	n/a	0	n/a

NON FINANCIAL INFORMATION (Continued)

Pricing (in dollars)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Average Adult Price	\$10.00	\$10.00	0%	\$10.00	0%
2 Average Child Price	\$7.50	\$10.00	33%	\$5.00	-50%
3 Average Senior Citizen Price	\$10.00	\$10.00	0%	\$10.00	0%
4 Average Student Price	\$7.50	\$10.00	33%	\$10.00	0%
5 Highest Single Price	\$10.00	\$10.00	0%	\$10.00	0%
6 Lowest Single Price	\$5.00	\$10.00	100%	\$5.00	-50%
7 Median Price	\$9.00	\$10.00	11%	\$10.00	0%
8 Average Adult Tuition/Workshop Price	\$35.00	\$35.00	0%	\$35.00	0%
9 Average Child Tuition/Workshop Price	\$11.00	\$11.00	0%	\$11.00	0%
10 Average Publication Price	\$0.00	\$0.00	n/a	\$0.00	n/a
11 Average Fundraising Special Event Price	\$0.00	\$30.00	n/a	\$20.00	-33%
12 Average Non-fundraising Special Event Price	\$18.00	\$0.00	n/a	\$45.00	n/a
13 Average Media Content Price	\$200.00	\$0.00	n/a	\$0.00	n/a

Program Activity (Number of Events)	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Live Productions - Self-Produced	2	0	n/a	6	n/a
1a Live Productions - Presented Only	12	12	0%	12	0%
2 Public Performances - Home	22	6	-73%	18	200%
3 Public Performances - Away	10	0	n/a	0	n/a
3a Online/radio/television programs	0	0	n/a	0	n/a
4 Permanent Exhibitions	2	3	50%	3	0%
5 Temporary Exhibitions	11	2	-82%	1	-50%
6 Classes/Workshops - for the public/constituents	24	0	n/a	1	n/a
7 Classes/Workshops - for professional artists	0	0	n/a	0	n/a
7a Publications	0	0	n/a	0	n/a
7b Number of Publications Distributed	0	0	n/a	0	n/a
8 Tours	2	0	n/a	2	n/a
8a Number of Tour Occurrences	2	0	n/a	30	n/a
9 Films	0	0	n/a	0	n/a
9a Number of Film Screenings	0	0	n/a	0	n/a
10 Lectures	0	0	n/a	0	n/a
10a Number of Lecture Occurrences	0	0	n/a	0	n/a
11 Exhibition Openings	8	1	-88%	1	0%
12 World Premieres	0	0	n/a	0	n/a
13 National Premieres	0	0	n/a	0	n/a
14 Local Premieres	0	0	n/a	0	n/a
15 Works Commissioned	1	0	n/a	0	n/a
16 Workshops or readings of new works	0	0	n/a	0	n/a
17 Programs - Other	0	0	n/a	0	n/a
17a Number of Programs - Other Occurrences	0	0	n/a	0	n/a
18 Off-site School Programs	3	3	0%	0	n/a
18a Number of Off-site School Program Occurrences	7	6	-14%	0	n/a
19 Facility Rentals - By your org. for your program use	1	3	200%	3	0%
20 Facility Rentals - By your org. for your non-program use	0	0	n/a	0	n/a
21 Facility Rentals - Of your org. for another org's use	0	0	n/a	3	n/a