



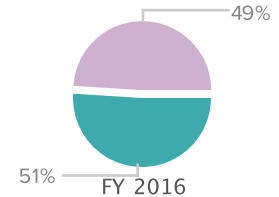
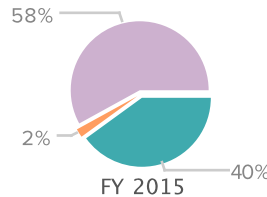
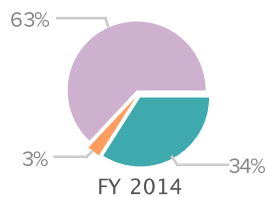
Organization Information

Organization name: Detroit Artists Market
 City: Detroit Federal ID #: 381539993
 State: MI Year organization founded: 1932
 County: Wayne Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 05 - Visual Arts Fiscal year end date: 07-31
 NISP Institution: 10 - Gallery/Exhibit Space DUNS #: 040582066
 NTEE: A90 - Arts Service Organizations and Activ Full-time staff: 2
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 2
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2014	FY 2015	% Change	FY 2016	% Change
Unrestricted Operating Revenue					
Earned Program	\$227,738	\$278,384	22%	\$37,720	-86%
Earned Non-program	\$2,550	\$2,550	0%	\$164,498	6,351%
Total Earned Revenue	\$230,288	\$280,934	22%	\$202,218	-28%
Investment Revenue	\$10,653	\$10,385	-3%		-100%
Contributed Revenue	\$125,572	\$196,472	56%	\$207,518	6%
Total Unrestricted Operating Revenue	\$366,513	\$487,791	33%	\$409,736	-16%
Less in-kind	(\$17,844)	(\$55,095)	209%	(\$4,456)	-92%
Total Unrestricted Operating Revenue Less In-kind	\$348,669	\$432,696	24%	\$405,280	-6%
Expenses by Functional Total					
Program	\$400,892	\$456,303	14%	\$352,985	-23%
Fundraising	\$51,499	\$51,399	-0%	\$45,202	-12%
General & Administrative	\$25,499	\$25,199	-1%	\$22,603	-10%
Total Operating Expenses	\$477,890	\$532,901	12%	\$420,790	-21%
Less in-kind	(\$17,844)	(\$55,095)	209%	(\$4,456)	-92%
Total Operating Expenses Less In-kind	\$460,046	\$477,806	4%	\$416,334	-13%
Net Unrestricted Activity - Operating	-\$111,377	-\$45,110	59%	-\$11,054	75%
Net Unrestricted Activity - Non-operating			n/a	\$11,126	n/a
Total Net Unrestricted Activity	-\$111,377	-\$45,110	59%	\$72	100%
Net Temporarily Restricted Activity	\$54,348	\$79,973	47%	-\$24,992	-131%
Net Permanently Restricted Activity	\$11,931	\$32	-100%	-\$4,919	-15,472%
Net Total Activity	-\$45,098	\$34,895	177%	-\$29,839	-186%

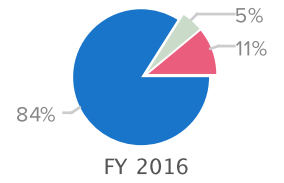
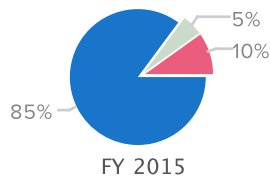
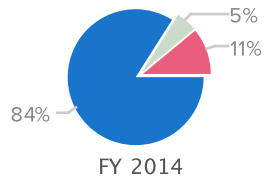
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2014	FY 2015	FY 2016	FY 2016	FY 2016	FY 2016
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$40,000	\$39,748	\$33,280	\$33,280		n/a
Single ticket sales	\$1,450	\$540				n/a
Contracted services	\$41,676	\$65,213				n/a
Other program revenue	\$144,612	\$172,883	\$4,440	\$4,440		n/a
Total earned - program	\$227,738	\$278,384	\$37,720	\$37,720	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees			\$164,498	\$164,498		n/a
Space rentals	\$2,000	\$1,950				n/a
Other earned revenue	\$550	\$600	\$0	\$0		n/a
Total earned - non-program	\$2,550	\$2,550	\$164,498	\$164,498	\$0	n/a
Total earned revenue	\$230,288	\$280,934	\$202,218	\$202,218		n/a

Detroit Artists Market

Contributed	FY 2014	FY 2015	FY 2016	FY 2016	FY 2016	FY 2016
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$2,890	\$2,469	\$3,635	\$3,635		
Individual	\$24,831	\$31,558	\$32,486	\$32,486		
Corporate	\$8,024	\$7,000	\$5,513	\$5,513		
Foundation	\$92,500	\$142,500	\$92,500	\$56,250	\$36,250	
State government	\$18,233	\$22,500	\$22,500	\$19,100	\$3,400	
In-kind operating contributions	\$17,844	\$55,095	\$4,456	\$4,456		
Net assets released from restriction	\$0	\$0	\$0	\$86,078	-\$79,973	-\$6,105
Total contributed revenue	\$164,322	\$261,122	\$161,090	\$207,518	-\$40,323	-\$6,105
Operating investment revenue	\$38,182	\$25,740	\$0			\$0
Total operating revenue	\$432,792	\$567,796	\$363,308	\$409,736	-\$40,323	-\$6,105
Total operating revenue less in-kind	\$414,948	\$512,701	\$358,852	\$405,280	-\$40,323	-\$6,105
Non-operating investment revenue			\$27,643	\$11,126	\$15,331	\$1,186
Total non-operating revenue			\$27,643	\$11,126	\$15,331	\$1,186
Total revenue	\$432,792	\$567,796	\$390,951	\$420,862	-\$24,992	-\$4,919
Total revenue less in-kind	\$414,948	\$512,701	\$386,495	\$416,406	-\$24,992	-\$4,919

Expense Details

	FY 2014 Total	FY 2015 Total	% Change	FY 2016 Total	% Change	FY 2016 Program	FY 2016 Fundraising	FY 2016 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$144,821	\$146,671	1%	\$114,786	-22%	\$80,350	\$22,957	\$11,479
Independent contractors	\$0	\$0	n/a	\$28,328	n/a	\$28,328	\$0	
Professional fees	\$109,597	\$122,696	12%	\$29,882	-76%	\$20,918	\$5,976	\$2,988
Total personnel expenses - Operating	\$254,418	\$269,367	6%	\$172,996	-36%	\$129,596	\$28,933	\$14,467
Non-personnel expenses - Operating								
Advertising and promotion	\$1,967	\$1,281	-35%	\$0	-100%	\$0		
Dues and subscriptions	\$505	\$1,661	229%	\$1,400	-16%	\$980	\$280	\$140
Insurance	\$4,815	\$5,870	22%	\$7,521	28%	\$5,265	\$1,504	\$752
Occupancy costs	\$48,608	\$47,600	-2%	\$46,990	-1%	\$32,893	\$9,398	\$4,699
Office and administration	\$45,211	\$34,138	-24%	\$21,418	-37%	\$14,994	\$4,284	\$2,140
Printing, postage and shipping	\$1,966	\$2,588	32%	\$2,750	6%	\$1,925	\$550	\$275
Travel	\$126	\$0	-100%	\$140	n/a	\$98	\$28	\$14
Productions and events costs	\$61,476	\$61,262	-0%	\$0	-100%			
Other operating expenses	\$57,095	\$107,245	88%	\$166,446	55%	\$166,446	\$0	
Depreciation	\$1,703	\$1,889	11%	\$1,129	-40%	\$788	\$225	\$116
Total non-personnel expenses - Operating	\$223,472	\$263,534	18%	\$247,794	-6%	\$223,389	\$16,269	\$8,136
Total operating expenses	\$477,890	\$532,901	12%	\$420,790	-21%	\$352,985	\$45,202	\$22,603
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	\$477,890	\$532,901	12%	\$420,790	-21%	\$352,985	\$45,202	\$22,603
Total expenses less in-kind	\$460,046	\$477,806	4%	\$416,334	-13%			
Total expenses less depreciation	\$476,187	\$531,012	12%	\$419,661	-21%			
Total expenses less in-kind and depreciation	\$458,343	\$475,917	4%	\$415,205	-13%			

Balance Sheet

Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Current assets					
Cash	\$100,922	\$105,323	4%	\$100,913	-4%
Receivables	\$55,127	\$89,063	62%	\$69,328	-22%
Investments	\$5,095	\$6,314	24%	\$8,211	30%
Prepaid expenses & other	\$6,147	\$5,830	-5%	\$3,302	-43%
Total current assets	\$167,291	\$206,530	23%	\$181,754	-12%
Non-current investments					
Fixed assets (net)	\$4,675	\$3,007	-36%	\$1,882	-37%
Other non-current assets	\$3,000	\$3,000	0%	\$3,000	0%
Total non-current assets	\$142,251	\$134,455	-5%	\$128,411	-4%
Total assets	\$309,542	\$340,985	10%	\$310,165	-9%
Liabilities & Net Assets					
Liabilities	FY 2014	FY 2015	% Change	FY 2016	% Change
Liabilities					
Accounts payable & other	\$14,872	\$11,127	-25%	\$10,296	-7%
Loans & other debt	\$0		n/a		n/a
Deferred revenue	\$1,726	\$2,019	17%	\$1,869	-7%
Total current liabilities	\$16,598	\$13,146	-21%	\$12,165	-7%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$16,598	\$13,146	-21%	\$12,165	-7%
Net assets					
Unrestricted	\$104,021	\$119,418	15%	\$119,490	0%
Temporarily restricted	\$54,347	\$79,973	47%	\$54,981	-31%
Permanently restricted	\$134,576	\$128,448	-5%	\$123,529	-4%
Total net assets	\$292,944	\$327,839	12%	\$298,000	-9%
Total liabilities & net assets	\$309,542	\$340,985	10%	\$310,165	-9%

Balance Sheet Metrics

	FY 2014	FY 2015	FY 2016
Months of Operating Cash -- Unrestricted	3	2	3
Total working capital -- Unrestricted	\$96,346	\$113,411	\$114,608
Current Ratio	10.08	15.71	14.94
Debt Service Impact	0%		0%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$99,346	\$116,411	\$117,608
Operating Margin	-12%	7%	-7%
Depreciation as a % of Fixed Assets	99%	99%	n/a
Leverage Ratio	0%	0%	

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.

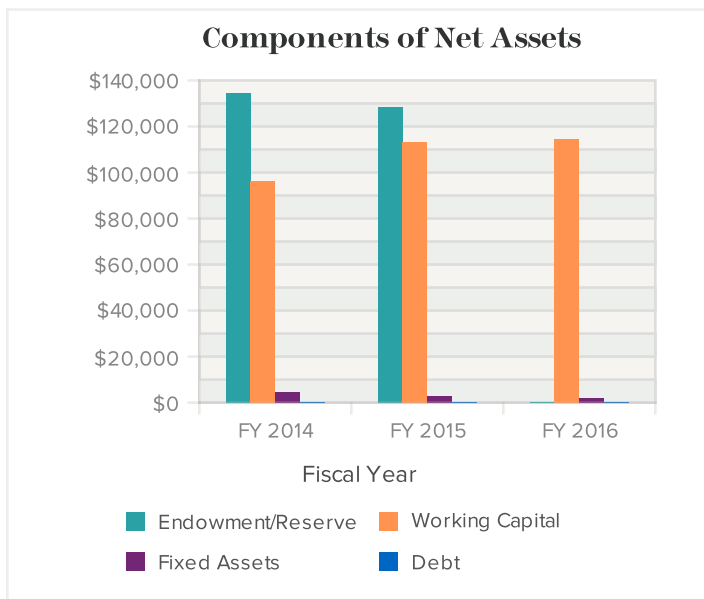
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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 (Long Term Debt divided by Total Unrestricted and Temporarily Restricted Assets) is a measurement of a company's efficiency in operating.



Attendance

In-person Participation	FY 2014	FY 2015	% Change	FY 2016	% Change
In-person participation - paid	340	305	-10%	0	-100%
In-person participation - free	11,160	11,500	3%	0	-100%
Total in-person participation	11,500	11,805	3%	0	-100%

Types of In-person Attendance	FY 2014	FY 2015	% Change	FY 2016	% Change
Total in-person participation	11,500	11,805	3%	0	-100%

Attendance Ages	FY 2014	FY 2015	% Change	FY 2016	% Change
-----------------	---------	---------	----------	---------	----------

Other Participation	FY 2014	FY 2015	% Change	FY 2016	% Change
---------------------	---------	---------	----------	---------	----------

Staffing

Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Full-time permanent employees	2	2	0%	2	0%
Part-time seasonal employees			n/a	1	n/a
Number of part-time or one-time volunteers	50	50	0%	50	0%
Part-time or one-time volunteers - FTEs	12	12	0%		-100%
Independent contractors	1	1	0%	3	200%

Artistic Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
---------------------------------------	---------	---------	----------	---------	----------

Program Activity					
	FY 2014	FY 2015	% Change	FY 2016	% Change
Temporary exhibits	7	8	14%		-100%
Distinct lectures	1	1	0%		-100%
Lecture occurrences	7	7	0%		-100%
Distinct other programs	2	2	0%		-100%
Other programs occurrences	7	7	0%		-100%