



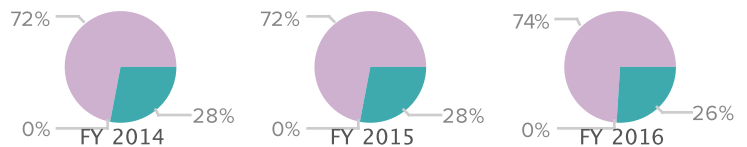
Organization Information

Organization name: Birmingham Bloomfield Art Center
 City: Birmingham Federal ID #: 381717631
 State: MI Year organization founded: 1957
 County: Oakland Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 05 - Visual Arts Fiscal year end date: 06-30
 NISP Institution: 15 - Arts Center DUNS #
 NTEE: A40 - Visual Arts Organizations Full-time staff: 5
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 11.86
 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	\$1,046,624	\$1,150,562	10%	\$1,203,115	5%
Earned Non-program	\$41,385	\$5,885	-86%	\$33,798	474%
Total Earned Revenue	\$1,088,009	\$1,156,447	6%	\$1,236,913	7%
Investment Revenue	\$105	\$213	103%	\$388	82%
Contributed Revenue	\$420,766	\$460,675	9%	\$426,569	-7%
Total Unrestricted Operating Revenue	\$1,508,880	\$1,617,335	7%	\$1,663,870	3%
Less in-kind	(\$12,539)	(\$20,893)	67%	(\$16,809)	-20%
Total Unrestricted Operating Revenue Less In-kind	\$1,496,341	\$1,596,442	7%	\$1,647,061	3%
Expenses by Functional Total					
Program	\$1,094,480	\$1,173,945	7%	\$1,169,439	-0%
Fundraising	\$85,654	\$96,556	13%	\$129,657	34%
General & Administrative	\$114,808	\$113,977	-1%	\$108,079	-5%
Total Operating Expenses	\$1,294,942	\$1,384,478	7%	\$1,407,175	2%
Less in-kind	(\$12,539)	(\$20,893)	67%	(\$16,809)	-20%
Total Operating Expenses Less In-kind	\$1,282,403	\$1,363,585	6%	\$1,390,366	2%
Net Unrestricted Activity - Operating	\$213,938	\$232,857	9%	\$256,695	10%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$213,938	\$232,857	9%	\$256,695	10%
Net Temporarily Restricted Activity	-\$13,195	-\$58,211	-341%	-\$23,863	59%
Net Permanently Restricted Activity	\$0	\$0	n/a	\$0	n/a
Net Total Activity	\$200,743	\$174,646	-13%	\$232,832	33%

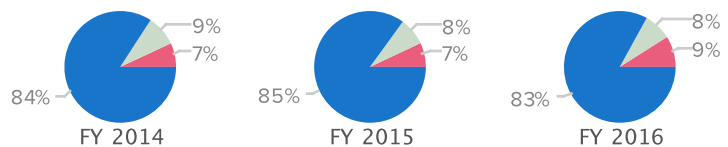
Revenue by Source

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	\$63,189	\$68,533	\$67,713	\$67,713		n/a
Gallery sales		\$177,113	\$164,842	\$164,842		n/a
Tuitions and registration fees	\$830,828	\$879,377	\$970,560	\$970,560		n/a
Other program revenue	\$152,607	\$25,539				n/a
Total earned - program	\$1,046,624	\$1,150,562	\$1,203,115	\$1,203,115	\$0	n/a
Earned - Non-program						
Food and concessions	\$2,564	\$2,563	\$1,897	\$1,897		n/a
Space rentals	\$25,321					n/a
Other earned revenue	\$13,500	\$3,322	\$31,901	\$31,901		n/a
Total earned - non-program	\$41,385	\$5,885	\$33,798	\$33,798	\$0	n/a
Total earned revenue	\$1,088,009	\$1,156,447	\$1,236,913	\$1,236,913		n/a

Contributed	FY 2014	FY 2015	FY 2016	FY 2016	FY 2016	FY 2016
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$15,840	\$17,060	\$20,200	\$20,200		
Individual	\$58,889	\$69,758	\$70,595	\$70,595		
Corporate	\$6,500	\$4,046	\$11,263	\$11,263		
Foundation	\$155,550	\$111,433	\$137,500	\$87,500	\$50,000	
County government	\$0	\$0	\$1,000	\$1,000		
State government	\$51,780	\$65,875	\$37,725	\$30,163	\$7,562	
In-kind operating contributions	\$12,539	\$20,893	\$16,809	\$16,809		
Other contributions	\$106,473	\$113,399	\$107,614	\$107,614	\$0	
Net assets released from restriction	\$0	\$0	\$0	\$81,425	-\$81,425	\$0
Total contributed revenue	\$407,571	\$402,464	\$402,706	\$426,569	-\$23,863	\$0
Operating investment revenue	\$105	\$213	\$388	\$388	\$0	
Total operating revenue	\$1,495,685	\$1,559,124	\$1,640,007	\$1,663,870	-\$23,863	\$0
Total operating revenue less in-kind	\$1,483,146	\$1,538,231	\$1,623,198	\$1,647,061	-\$23,863	\$0
Total non-operating revenue						
Total revenue	\$1,495,685	\$1,559,124	\$1,640,007	\$1,663,870	-\$23,863	\$0
Total revenue less in-kind	\$1,483,146	\$1,538,231	\$1,623,198	\$1,647,061	-\$23,863	\$0

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)	\$438,431	\$435,250	-1%	\$456,476	5%	\$292,914	\$98,798	\$64,764
Independent contractors	\$318,394	\$444,932	40%	\$468,355	5%	\$468,355		\$0
Professional fees	\$80,637	\$0	-100%	\$0	n/a	\$0		
Total personnel expenses - Operating	\$837,462	\$880,182	5%	\$924,831	5%	\$761,269	\$98,798	\$64,764
Non-personnel expenses - Operating								
Advertising and promotion	\$54,269	\$53,137	-2%	\$66,435	25%	\$61,129	\$5,306	\$0
Conferences and meetings	\$2,015	\$2,233	11%	\$3,632	63%	\$0		\$3,632
Dues and subscriptions	\$2,673	\$2,768	4%	\$2,829	2%			\$2,829
Insurance	\$19,459	\$19,373	-0%	\$21,764	12%	\$20,456	\$675	\$633
Occupancy costs	\$136,532	\$139,456	2%	\$138,121	-1%	\$127,990	\$5,317	\$4,814
Office and administration	\$83,059	\$93,479	13%	\$114,370	22%	\$73,644	\$14,173	\$26,553
Printing, postage and shipping	\$6,237	\$6,517	4%	\$7,097	9%	\$4,554	\$1,417	\$1,126
Other operating expenses	\$62,980	\$94,241	50%	\$0	-100%			\$0
Depreciation	\$90,256	\$93,092	3%	\$128,096	38%	\$120,397	\$3,971	\$3,728
Total non-personnel expenses - Operating	\$457,480	\$504,296	10%	\$482,344	-4%	\$408,170	\$30,859	\$43,315
Total operating expenses	\$1,294,942	\$1,384,478	7%	\$1,407,175	2%	\$1,169,439	\$129,657	\$108,079
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	\$1,294,942	\$1,384,478	7%	\$1,407,175	2%	\$1,169,439	\$129,657	\$108,079
Total expenses less in-kind	\$1,282,403	\$1,363,585	6%	\$1,390,366	2%			
Total expenses less depreciation	\$1,204,686	\$1,291,386	7%	\$1,279,079	-1%			
Total expenses less in-kind and depreciation	\$1,192,147	\$1,270,493	7%	\$1,262,270	-1%			

Balance Sheet

Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Current assets					
Cash	\$885,445	\$951,101	7%	\$1,001,272	5%
Receivables	\$68,092	\$57,675	-15%	\$108,581	88%
Investments	\$0		n/a		n/a
Prepaid expenses & other	\$59,918	\$60,554	1%	\$61,785	2%
Total current assets	\$1,013,455	\$1,069,330	6%	\$1,171,638	10%
Non-current investments					
Fixed assets (net)	\$1,499,890	\$1,717,878	15%	\$1,851,117	8%
Other non-current assets	\$664,000	\$617,000	-7%	\$564,992	-8%
Total non-current assets	\$2,163,890	\$2,334,878	8%	\$2,416,109	3%
Total assets	\$3,177,345	\$3,404,208	7%	\$3,587,747	5%
Liabilities & Net Assets					
Liabilities	FY 2014	FY 2015	% Change	FY 2016	% Change
Liabilities					
Accounts payable & other	\$38,463	\$53,381	39%	\$82,154	54%
Loans & other debt	\$0		n/a	\$0	n/a
Deferred revenue	\$114,723	\$152,022	33%	\$145,747	-4%
Total current liabilities	\$153,186	\$205,403	34%	\$227,901	11%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$153,186	\$205,403	34%	\$227,901	11%
Net assets					
Unrestricted	\$2,258,848	\$2,491,705	10%	\$2,676,609	7%
Temporarily restricted	\$765,311	\$707,100	-8%	\$683,237	-3%
Permanently restricted			n/a		n/a
Total net assets	\$3,024,159	\$3,198,805	6%	\$3,359,846	5%
Total liabilities & net assets	\$3,177,345	\$3,404,208	7%	\$3,587,747	5%

Balance Sheet Metrics

	FY 2014	FY 2015	FY 2016
Months of Operating Cash -- Unrestricted	8	8	8
Total working capital -- Unrestricted	\$738,958	\$753,827	\$805,492
Current Ratio	6.62	5.21	5.14
Debt Service Impact	0%		0%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$758,958	\$773,827	\$825,492
Operating Margin	13%	11%	14%
Depreciation as a % of Fixed Assets	55%	52%	52%
Leverage Ratio	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.

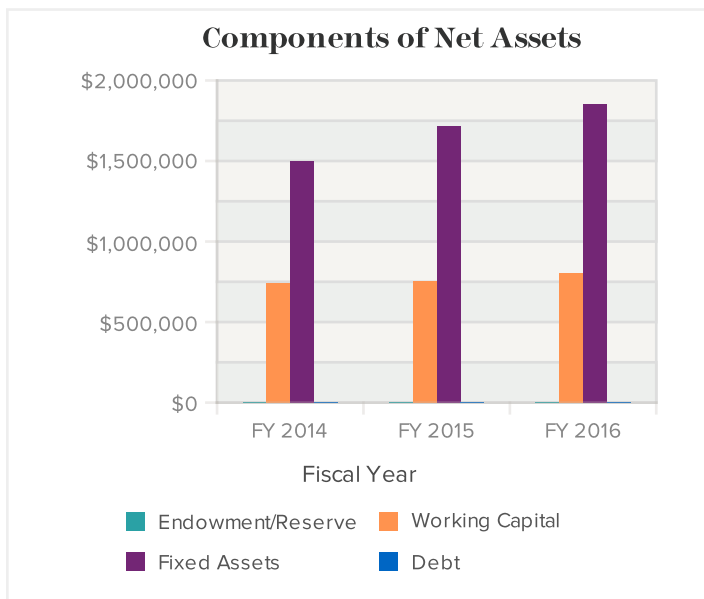
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	6,220	1	-100%	3,271	327,000%
In-person participation - free	3,100	76,560	2,370%	76,595	0%
Total in-person participation	9,320	76,561	721%	79,866	4%

Types of In-person Attendance	FY 2014	FY 2015	% Change	FY 2016	% Change
Registrants for classes/workshops			n/a	3,291	n/a
Students given private lessons		1	n/a		-100%
Lecture attendees		160	n/a	175	9%
Festival attendees		75,000	n/a	75,000	0%
Total in-person participation	9,320	76,561	721%	79,866	4%

Attendance Ages	FY 2014	FY 2015	% Change	FY 2016	% Change
Children (18 and under)	1,700	0	-100%	1,750	n/a
Children served in schools			n/a	150	n/a
Seniors			n/a	1,000	n/a
Adults			n/a	2,116	n/a

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

Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Full-time permanent employees	5	5	0%	5	0%
Part-time permanent employees	10	11	10%	12	9%
Part-time permanent employees - FTEs	5.9	6.4	8%	6.86	7%
Number of part-time or one-time volunteers	184	183	-1%	180	-2%
Part-time or one-time volunteers - FTEs	9.4	9.4	0%	9.25	-2%
Independent contractors	75	81	8%	81	0%
Number of interns and apprentices	5	1	-80%	1	0%

Artistic Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Independent contractors that are artists	75	81	8%	81	0%

Program Activity

	FY 2014	FY 2015	% Change	FY 2016	% Change
Temporary exhibits	17	19	12%	20	5%
Distinct classes/workshops	646	650	1%	12	-98%
Distinct class series/courses			n/a	525	n/a
Total classes/class sessions	0	0	n/a	3,332	n/a
Private lessons offered		1	n/a		-100%
Distinct lectures	8	8	0%	7	-12%
Lecture occurrences	8	8	0%	7	-12%
Programs offered in schools	25	25	0%	7	-72%
Number of schools served			n/a	4	n/a
Fairs/festivals/parades		1	n/a	1	0%