

# Cultural Data Project Funder Report



Organization Name The Block  
Federal ID # 46-2916008

Fiscal Year End Date 06/30

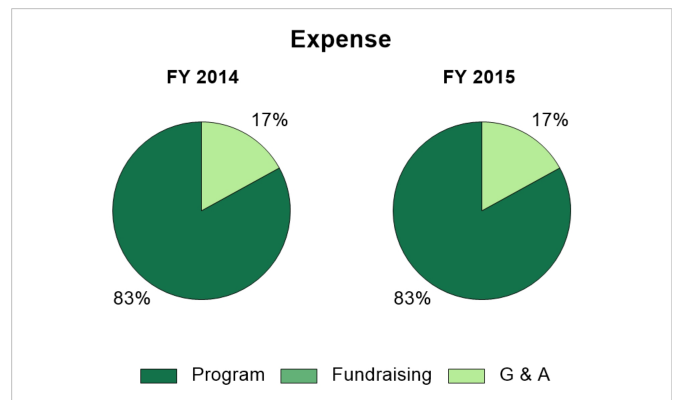
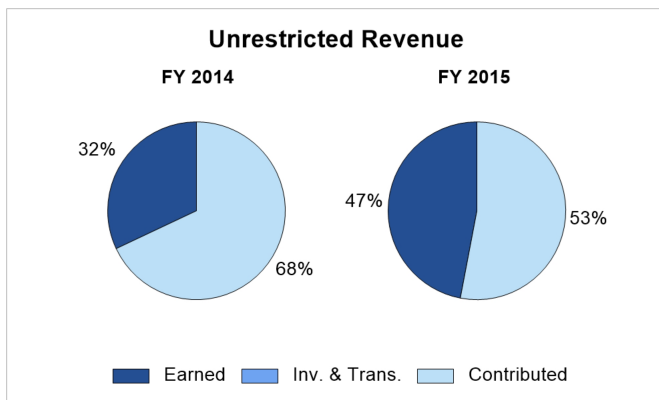
This applicant is not audited or reviewed by an independent accounting firm.

-0% signifies a value of less than +/- 0.5%. \* The value is less than -999% or greater than +9999%.

Data Profile Status: FY 2014 - Review Complete, FY 2015 - Submitted/Completed

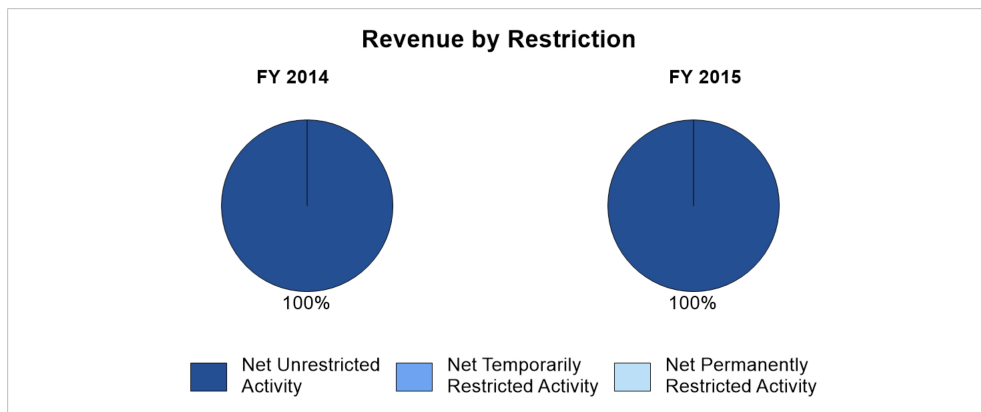
## FINANCIAL SUMMARY

Financial Activity	FY 2014	FY 2015	% chg
<b>Unrestricted Activity</b>			
<b>Revenue</b>			
<b>Earned</b>			
Program	\$32,180	\$31,111	-3%
Non-program	14,100	41,247	193%
<b>Total Earned</b>	<b>46,280</b>	<b>72,358</b>	<b>56%</b>
Investments and Transfers	0	0	n/a
Contributed	98,183	81,695	-17%
<b>Total Unrestricted Revenue</b>	<b>\$144,463</b>	<b>\$154,053</b>	<b>7%</b>
<b>Expenses</b>			
Program	\$120,457	\$128,319	7%
Fundraising	0	0	n/a
General and Administrative	24,172	25,653	6%
<b>Total Expenses</b>	<b>\$144,629</b>	<b>\$153,972</b>	<b>6%</b>

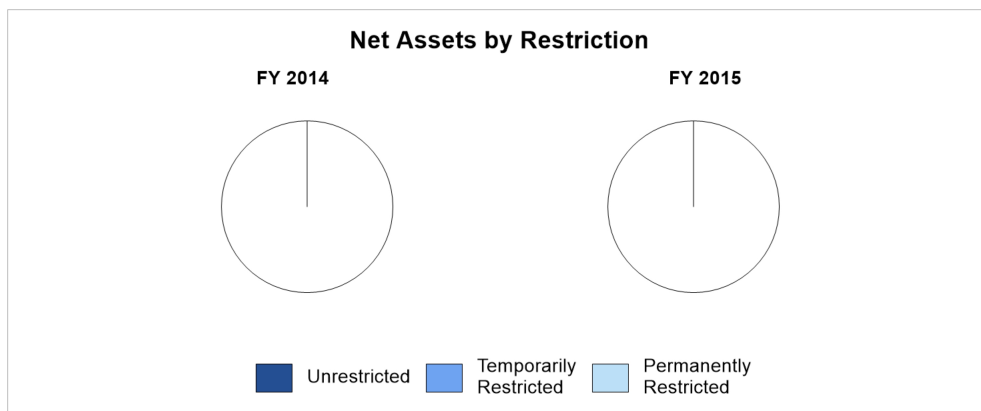


## FINANCIAL SUMMARY (continued)

Financial Activity Continued	FY 2014	FY 2015	% chg
Net Unrestricted Activity	(\$166)	\$81	149%
Net Temporarily Restricted Activity	0	0	n/a
Net Permanently Restricted Activity	0	0	n/a
<b>Net Total Activity</b>	<b>(\$166)</b>	<b>\$81</b>	<b>149%</b>



Balance Sheet Summary	FY 2014	FY 2015	% chg
Total Assets	\$0	\$0	n/a
Total Liabilities	0	0	n/a
Total Net Assets	0	0	n/a
<b>Total Liabilities &amp; Net Assets</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>



## MISSION STATEMENT

### Mission Statement

3a Organization Mission Statement The Block is an intimate concert space in downtown Muskegon - a simple, accessible, inspirational space where honest music can happen...not to you, but with you

## ATTENDANCE TRENDS

Attendance	FY 2014	FY 2015
Total paid attendance	1,929	1,180
Physical	1,929	1,180
Virtual	0	0
Total free attendance	161	628
Physical	161	628
Virtual	0	0
<b>Total Attendance</b>	<b>2,090</b>	<b>1,808</b>

## CONTRIBUTED REVENUE DETAIL

Contributors	FY 2014		FY 2015	
	# Contributors	Amt Contrib	# Contributors	Amt Contrib
Individuals	3	\$133	88	\$15,553
Board	1	\$500	4	\$2,840
Corporate	10	\$23,150	9	\$20,300
Foundation	3	\$4,400	10	\$12,610
Government	0	\$0	1	\$16,392
<b>Total</b>	<b>17</b>	<b>\$28,183</b>	<b>112</b>	<b>\$67,695</b>

## PROGRAM ACTIVITY

Program Activity	FY 2014	FY 2015
Public Performances - Home	25	21
Public Performances - Away	0	5
World Premieres	3	0
National Premieres	3	0
Local Premieres	3	0
Works Commissioned	3	0
Rentals of your facility by others	15	39

## STAFFING TRENDS

Salaried Staff	FY 2014	FY 2015
Full-time Permanent Employees	0.00	0.00
Part-time/Seasonal Employees	4.00	7.00
Part-time/Seasonal Empl. - FTEs	1.25	1.50

Full Time Equivalents (FTEs) - Salaried Staff	FY 2014	FY 2015
Program		
Artists & Performers	0.00	0.00
Program - All Other	1.25	1.50
Total Program	1.25	1.50
Fundraising	0.00	0.00
General & Administrative	0.00	0.00
Total FTEs	1.25	1.50

Full-time equivalents (FTEs) are the number of full-time staff that non-full-time staff are judged to constitute. For example, two part-time staff members working 20 hours per week year-round are equal to one full-time equivalent (FTE).

Salaries and Fringe Benefits - Salaried Staff	FY 2014	FY 2015
Program		
Artists & Performers	\$0	\$0
Program - All Other	36,714	55,662
Total program	36,714	55,662
Fundraising	0	0
General & Administrative	0	0
Total Salaries and Fringe	\$36,714	\$55,662

Total Salaries and Fringe are for employees on an organization's payroll.

Non-Salaried Staff	FY 2014	FY 2015
Full-time Volunteers	0.00	0.00
Part-time Volunteers	4.00	0.00
Part-time Volunteers - FTEs	0.25	0.00
Independent Contractors	30.00	38.00
Independent Contractors - FTEs	0.35	1.50
Interns/Apprentices	0.00	0.00
Interns/Apprentices - FTEs	0.00	0.00

**REVENUE**

<b>EARNED</b>	<b>FY 2014</b>	<b>FY 2015</b>	<b>% chg</b>
1 Admissions	\$0	\$0	n/a
2 Ticket Sales	25,780	20,240	-21%
3 Tuitions	6,400	9,130	43%
4 Workshop & Lecture Fees	0	0	n/a
5 Touring Fees	0	0	n/a
6 Special Events - Non-fundraising	0	0	n/a
7 Gift Shop/Merchandise Sales	841	1,715	104%
7a Gallery/Publication Sales	0	0	n/a
8 Food Sales/Concession Revenue	4,094	15,821	286%
8a Parking Concessions	0	0	n/a
9 Membership Dues/Fees	0	0	n/a
10 Subscriptions - Performance	0	1,000	n/a
10a Subscriptions - Media	0	0	n/a
11 Contracted Services/Performance Fees	0	0	n/a
12 Rental Income	9,165	23,711	159%
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	0	0	n/a
19 Other Earned Revenue	0	741	n/a
20 Total Earned Revenue	<u>\$46,280</u>	<u>\$72,358</u>	<u>56%</u>
<b>CONTRIBUTED</b>	<b>FY 2014</b>	<b>FY 2015</b>	<b>% chg</b>
21 Trustee/Board Contributions	\$500	\$2,840	468%
22 Individual Contributions	133	15,553	*
23 Corporate Contributions	23,150	20,300	-12%
24 Foundation Contributions	4,400	12,610	187%
25 Government - City	0	0	n/a
26 Government - County	0	0	n/a
27 Government - State	0	16,392	n/a
28 Government - Federal	0	0	n/a
28a Tribal Contributions	0	0	n/a
29 Special Events - Fundraising	0	0	n/a
30 Other Contributions	0	0	n/a
30b Parent Organization Support	70,000	14,000	-80%
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
33 Total Contributed Revenue and Net Assets Released from Restrictions	<u>98,183</u>	<u>81,695</u>	<u>-17%</u>
34 Total Earned and Contributed Revenue Including Net Assets Released	<u>\$144,463</u>	<u>\$154,053</u>	<u>7%</u>
35 Transfers & Reclassifications	\$0	\$0	n/a
<b>TOTAL REVENUE</b>	<b>FY 2014</b>	<b>FY 2015</b>	<b>% chg</b>
36 Total Revenue	<u>\$144,463</u>	<u>\$154,053</u>	<u>7%</u>
Total Revenue (Not Including In-Kind)	<u>\$144,463</u>	<u>\$154,053</u>	<u>7%</u>

## EXPENSE

EXPENSE	FY 2014	FY 2015	% chg
1 Total Salaries & Fringe	\$36,714	\$55,662	52%
2 Accounting	\$0	\$0	n/a
3 Advertising and Marketing	\$13,152	\$13,962	6%
4 Artist Commission Fees	\$6,000	\$0	n/a
4a Artist Consignments	\$0	\$0	n/a
5 Artists & Performers - Non-Salaried	\$37,743	\$35,814	-5%
6 Audit	\$0	\$0	n/a
7 Bank Fees	\$1,009	\$30	-97%
8 Repairs & Maintenance	\$1,553	\$1,454	-6%
9 Catering & Hospitality	\$10,639	\$6,605	-38%
10 Collections Conservation	\$0	\$0	n/a
11 Collections Management	\$0	\$0	n/a
12 Conferences & Meetings	\$0	\$0	n/a
13 Cost of Sales	\$1,818	\$979	-46%
14 Depreciation	\$0	\$0	n/a
15 Dues & Subscriptions	\$0	\$150	n/a
16 Equipment Rental	\$836	\$0	n/a
17 Facilities - Other	\$1,711	\$0	n/a
18 Fundraising Expenses - Other	\$0	\$0	n/a
19 Fundraising Professionals	\$0	\$0	n/a
20 Grantmaking Expense	\$0	\$0	n/a
21 Honoraria	\$0	\$0	n/a
22 In-Kind Contributions	\$0	\$0	n/a
23 Insurance	\$910	\$778	-15%
24 Interest Expense	\$0	\$0	n/a
25 Internet & Website	\$0	\$0	n/a
26 Investment Fees	\$0	\$0	n/a
27 Legal Fees	\$0	\$0	n/a
28 Lodging & Meals	\$0	\$0	n/a
29 Major Repairs	\$0	\$0	n/a
30 Office Expense - Other	\$0	\$2,500	n/a
31 Other	\$932	\$708	-24%
32 Postage & Shipping	\$0	\$529	n/a
33 Printing	\$0	\$0	n/a
34 Production & Exhibition Costs	\$932	\$2,744	194%
34a Programs - Other	\$0	\$1,690	n/a
35 Professional Development	\$0	\$0	n/a
36 Professional Fees - Other	\$0	\$961	n/a
37 Public Relations	\$0	\$442	n/a
38 Rent	\$21,120	\$20,142	-5%
38a Recording & Broadcast Costs	\$0	\$0	n/a
38b Royalties/Rights & Reproductions	\$0	\$0	n/a
39 Sales Commission Fees	\$0	\$0	n/a
39a Security	\$0	\$0	n/a
40 Supplies - Office & Other	\$1,382	\$4,659	237%
41 Telephone	\$185	\$290	57%
42 Touring	\$0	\$0	n/a
43 Travel	\$4,941	\$896	-82%
44 Utilities	\$3,052	\$2,977	-2%
<b>TOTAL EXPENSE</b>	<b>FY 2014</b>	<b>FY 2015</b>	<b>% chg</b>
45 Total Expenses	\$144,629	\$153,972	6%
46 Change in Total Net Assets	(\$166)	\$81	149%

## BALANCE SHEET

This applicant has not provided Balance Sheet data. This may be due to the fact that the applicant is not independently audited by a public accounting firm or does not generate a Balance Sheet as part of its internal financial documents.

Assets	FY 2014	FY 2015	% chg
<u>Current assets</u>			
1 Cash & Cash Equivalents	\$0	\$0	n/a
2 Accounts Receivable	0	0	n/a
3 Pledges Receivable - Current	0	0	n/a
4 Grants Receivable - Current	0	0	n/a
5 Contracts Receivable	0	0	n/a
6 Receivables - Other	0	0	n/a
7 Inventory	0	0	n/a
8 Endowment Investments - Board Designated	0	0	n/a
9 Endowment Investments - Term	0	0	n/a
10 Endowment Investments - Permanently Restricted	0	0	n/a
11 Investments - All Other Marketable Securities	0	0	n/a
12 Prepaid Expenses	0	0	n/a
<u>Non-Current Assets</u>			
14 Fixed Assets - Land	\$0	\$0	n/a
15 Fixed Assets - Building	0	0	n/a
16 Fixed Assets - Furniture, Fixtures & Equipment	0	0	n/a
16a Leasehold Improvements	0	0	n/a
17 Accumulated Depreciation (must be a negative number)	0	0	n/a
18 Pledges Receivable - Non-current	0	0	n/a
19 Grants Receivable - Non-current	0	0	n/a
20 Other - Non-current Assets	0	0	n/a
21 Interfund Balances (must total to zero)	0	0	n/a
22 Total Assets	\$0	\$0	n/a
<hr/>			
Liabilities & Net Assets	FY 2014	FY 2015	% chg
<u>Current Liabilities</u>			
23 Accounts Payable	\$0	\$0	n/a
24 Accrued Expenses	0	0	n/a
25 Grants Payable - Current	0	0	n/a
26 Credit Line Payable	0	0	n/a
27 Mortgages Payable - Current	0	0	n/a
28 Other Loans & Notes - Current	0	0	n/a
29 Deferred Revenue	0	0	n/a
30 Other Current Liabilities	0	0	n/a
<u>Non-Current Liabilities</u>			
31 Grants Payable - Non-current	\$0	\$0	n/a
32 Mortgages Payable - Non-current	0	0	n/a
33 Other Loans & Notes - Non-current	0	0	n/a
34 Other - Non-current Liabilities	0	0	n/a
35 Interfund Balances (must total zero)	0	0	n/a
<u>Net Assets</u>			
36 Net Assets	\$0	\$0	n/a
37 Total Liabilities & Net Assets	\$0	\$0	n/a

## BALANCE SHEET TRENDS

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

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Financial Position	FY 2014	FY 2015
Net assets as a % of total expenses	0%	0%
Total working capital	\$0	\$0
Current Ratio	n/a	n/a
Operating Margin	~0%	~0%
Months of operating cash	0.0	0.0
Unrestricted Net Assets (URNA) net of Property, Plant and Equipment (PPE)	\$0	\$0
Debt Service Impact	0%	0%
Fundraising Efficiency	n/a	n/a

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.

The 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.

Operating Margin (Change in Net Assets divided by Unrestricted Total Revenue) is a measurement of a company's efficiency in operating.

Months of Operating Cash:  $\text{Cash} + \text{Short Term Investments} / (\text{Total Expense} / 12)$ . The ratio is calculated using unrestricted numbers only.

Unrestricted Net Assets net of Property, Plant and Equipment:  $\text{URNA} - (\text{Net Fixed Assets} - \text{mortgage debt})$

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.

Fundraising Efficiency (Contributed Revenue divided by Fundraising Expense) calculates the average dollar amount of contributions raised from each dollar spent on fundraising.