



Organization Information

Organization name: The Block
 City: Muskegon
 State: MI
 County: Muskegon
 NISP Discipline: 02 - Music
 NISP Institution: 7 - Performance Facility
 NTEE: A20 - Arts, Cultural Organizations - Multi

Federal ID #: 462916008
 Year organization founded: 2013
 Organization type: 501(c)3 nonprofit organization
 Fiscal year end date: 06-30
 DUNS #: 079551514
 Full-time staff:
 Paid FTEs: 1.33

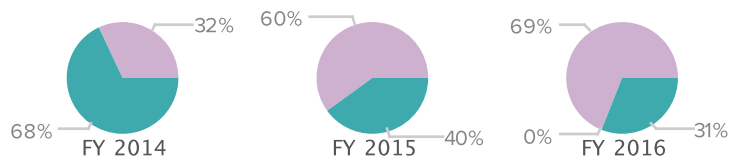
Applicant is audited or reviewed by an independent accounting firm.

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	\$32,180	\$26,040	-19%	\$29,128	12%
Earned Non-program	\$14,100	\$66,318	370%	\$82,764	25%
Total Earned Revenue	\$46,280	\$92,358	100%	\$111,892	21%
Investment Revenue			n/a	\$0	n/a
Contributed Revenue	\$98,183	\$61,695	-37%	\$50,604	-18%
Total Unrestricted Operating Revenue	\$144,463	\$154,053	7%	\$162,496	5%
Less in-kind			n/a	(\$0)	n/a
Total Unrestricted Operating Revenue Less In-kind	\$144,463	\$154,053	7%	\$162,496	5%
Expenses by Functional Total					
Program	\$119,362	\$126,212	6%	\$116,071	-8%
Fundraising	\$0	\$0	n/a	\$0	n/a
General & Administrative	\$25,267	\$27,760	10%	\$28,502	3%
Total Operating Expenses	\$144,629	\$153,972	6%	\$144,573	-6%
Less in-kind			n/a	(\$0)	n/a
Total Operating Expenses Less In-kind	\$144,629	\$153,972	6%	\$144,573	-6%
Net Unrestricted Activity - Operating	-\$166	\$81	149%	\$17,923	22,027%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$166	\$81	149%	\$17,923	22,027%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	-\$166	\$81	149%	\$17,923	22,027%

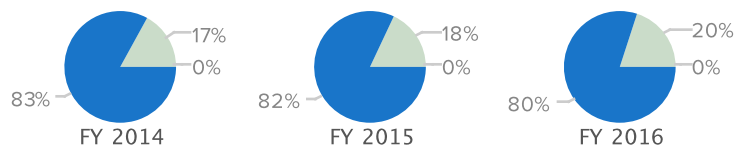
Revenue by Source

Legend: Earned (purple), Investment (orange), Contributed (teal)



Expenses by Functional Grouping

Legend: Program (blue), Fundraising (red), General & Administrative (green)



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						
Performance subscriptions - full		\$1,000	\$2,392	\$2,392		n/a
Single ticket sales	\$25,780	\$20,240	\$20,736	\$20,736		n/a
Tuitions and registration fees	\$6,400	\$4,800	\$6,000	\$6,000		n/a
Other program revenue		\$0	\$0	\$0		n/a
Total earned - program	\$32,180	\$26,040	\$29,128	\$29,128	\$0	n/a
Earned - Non-program						
Food and concessions	\$4,094	\$17,651	\$15,690	\$15,690		n/a
Gift shop and merchandise fees	\$841	\$1,715	\$1,320	\$1,320		n/a
Sponsorship revenue		\$20,000	\$42,500	\$42,500		n/a
Space rentals	\$9,165	\$25,211	\$23,254	\$23,254		n/a
Other earned revenue		\$1,741	\$0	\$0		n/a
Total earned - non-program	\$14,100	\$66,318	\$82,764	\$82,764	\$0	n/a
Total earned revenue	\$46,280	\$92,358	\$111,892	\$111,892		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	\$500	\$2,840	\$3,500	\$3,500		
Individual	\$133	\$15,553	\$12,812	\$12,812		
Corporate	\$23,150	\$300	\$16,900	\$16,900		
Foundation	\$4,400	\$12,610	\$4,892	\$4,892		
State government	\$0	\$16,392	\$12,500	\$12,500		
In-kind operating contributions	\$0	\$0	\$0	\$0		
Other contributions	\$70,000	\$14,000	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$98,183	\$61,695	\$50,604	\$50,604		
Operating investment revenue	\$0	\$0	\$0	\$0		
Total operating revenue	\$144,463	\$154,053	\$162,496	\$162,496		
Total operating revenue less in-kind	\$144,463	\$154,053	\$162,496	\$162,496		
Total non-operating revenue						
Total revenue	\$144,463	\$154,053	\$162,496	\$162,496		
Total revenue less in-kind	\$144,463	\$154,053	\$162,496	\$162,496		

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)	\$36,714	\$55,662	52%	\$54,902	-1%	\$54,902	\$0	\$0
Independent contractors	\$37,743	\$35,814	-5%	\$34,635	-3%	\$34,635	\$0	\$0
Professional fees	\$6,000	\$0	-100%	\$650	n/a	\$0	\$0	\$650
Total personnel expenses - Operating	\$80,457	\$91,476	14%	\$90,187	-1%	\$89,537	\$0	\$650
Non-personnel expenses - Operating								
Advertising and promotion	\$11,982	\$11,844	-1%	\$4,560	-61%	\$4,560	\$0	\$0
Occupancy costs	\$25,267	\$26,187	4%	\$26,793	2%	\$0	\$0	\$26,793
Office and administration	\$3,412	\$4,758	39%	\$4,165	-12%	\$3,106	\$0	\$1,059
Printing, postage and shipping	\$0	\$477	n/a	\$199	-58%	\$199	\$0	
Travel	\$1,245	\$1,046	-16%	\$1,190	14%	\$1,190		
Productions and events costs	\$22,266	\$18,184	-18%	\$17,479	-4%	\$17,479	\$0	\$0
Total non-personnel expenses - Operating	\$64,172	\$62,496	-3%	\$54,386	-13%	\$26,534	\$0	\$27,852
Total operating expenses	\$144,629	\$153,972	6%	\$144,573	-6%	\$116,071	\$0	\$28,502
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	\$144,629	\$153,972	6%	\$144,573	-6%	\$116,071	\$0	\$28,502
Total expenses less in-kind	\$144,629	\$153,972	6%	\$144,573	-6%			
Total expenses less depreciation	\$144,629	\$153,972	6%	\$144,573	-6%			
Total expenses less in-kind and depreciation	\$144,629	\$153,972	6%	\$144,573	-6%			

Balance Sheet

Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Current assets					
Cash			n/a	\$1,815	n/a
Receivables	\$0	\$0	n/a	\$0	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$2,141	n/a
Total current assets	\$0	\$0	n/a	\$3,956	n/a
Non-current investments					
Fixed assets (net)			n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets			n/a		n/a
Total assets	\$0	\$0	n/a	\$3,956	n/a
Liabilities & Net Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	\$2,743	n/a
Loans & other debt			n/a		n/a
Deferred revenue			n/a	\$21,795	n/a
Total current liabilities	\$0	\$0	n/a	\$24,538	n/a
Non-current liabilities	\$0	\$0	n/a	\$50,830	n/a
Total liabilities	\$0	\$0	n/a	\$75,368	n/a
Net assets					
Unrestricted			n/a	-\$71,412	n/a
Temporarily restricted			n/a		n/a
Permanently restricted			n/a		n/a
Total net assets	\$0	\$0	n/a	-\$71,412	n/a
Total liabilities & net assets	\$0	\$0	n/a	\$3,956	n/a

Balance Sheet Metrics

	FY 2014	FY 2015	FY 2016
Months of Operating Cash -- Unrestricted			0
Total working capital -- Unrestricted			-\$20,582
Current Ratio	n/a	n/a	0.16
Debt Service Impact			
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	-0%	0%	11%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio			

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.

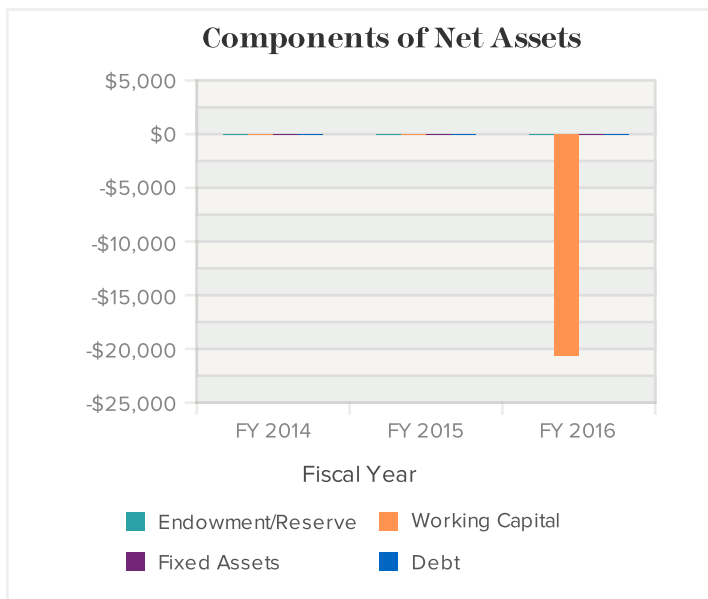
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	925	885	-4%	1,415	60%
In-person participation - free	158	242	53%	375	55%
Total in-person participation	1,083	1,127	4%	1,790	59%

Types of In-person Attendance	FY 2014	FY 2015	% Change	FY 2016	% Change
Performance tickets	1,083	1,095	1%	1,550	42%
Registrants for classes/workshops		32	n/a	40	25%
Lecture attendees			n/a	200	n/a
Total in-person participation	1,083	1,127	4%	1,790	59%

Attendance Ages	FY 2014	FY 2015	% Change	FY 2016	% Change
Children (18 and under)	48	75	56%	95	27%
Seniors	621	602	-3%	896	49%
Adults	414	450	9%	799	78%

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
Part-time permanent employees	4	7	75%	10	43%
Part-time permanent employees - FTEs	1.25	1.5	20%	1.33	-11%
Number of part-time or one-time volunteers	4	0	-100%		n/a
Part-time or one-time volunteers - FTEs	0.25	0	-100%		n/a
Independent contractors	30	38	27%	56	47%

Artistic Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Independent contractors that are artists	25	38	52%	56	47%

Program Activity

	FY 2014	FY 2015	% Change	FY 2016	% Change
Distinct productions	20	15	-25%	15	0%
Total performances	25	18	-28%	15	-17%
Distinct class series/courses		1	n/a	1	0%
Total classes/class sessions	0	20	n/a	20	0%
Distinct lectures	0	0	n/a	5	n/a
Lecture occurrences	0	0	n/a	5	n/a