

Organization Information

Organization name:	Thunder Bay Arts Council, Inc.		
City:	Alpena	Year organization founded:	1967
State:	MI	Organization type:	501(c)3 nonprofit organization
County:	Alpena	DUNS #:	931166896
Federal ID #:	237132788	Full-time staff:	
NISP Discipline:	14 - Multidisciplinary	Board Members:	17
NISP Institution:	16 - Arts Council/Agency	Fiscal year end date:	08-31
NTEE:	A20 - Arts & Culture		

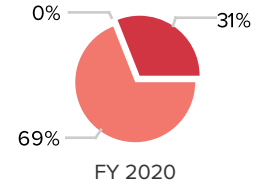
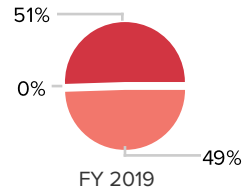
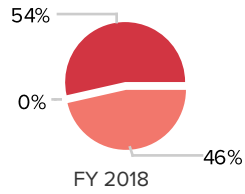
Applicant is not audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2018	FY 2019	% Change	FY 2020	% Change
Unrestricted operating revenue					
Earned program	\$21,442	\$14,940	-30%	\$8,329	-44%
Earned non-program	\$23,400	\$22,390	-4%	\$7,330	-67%
Total earned revenue	\$44,842	\$37,330	-17%	\$15,659	-58%
Investment revenue	\$90	\$102	13%	\$118	16%
Contributed revenue	\$39,004	\$36,514	-6%	\$35,165	-4%
Total unrestricted operating revenue	\$83,936	\$73,946	-12%	\$50,942	-31%
Less in-kind			n/a		n/a
Unrestricted operating revenue less in-kind	\$83,936	\$73,946	-12%	\$50,942	-31%
Operating expenses					
Program	\$76,348	\$50,692	-34%	\$14,944	-71%
Management & general	\$33,692	\$42,327	26%	\$38,972	-8%
Fundraising	\$2,435	\$2,363	-3%	\$1,192	-50%
Total operating expenses	\$112,475	\$95,382	-15%	\$55,108	-42%
Less in-kind			n/a		n/a
Unrestricted operating expenses less in-kind	\$112,475	\$95,382	-15%	\$55,108	-42%
Unrestricted change in net assets - operating	-\$28,539	-\$21,436	25%	-\$4,166	81%
Unrestricted change in net assets	-\$28,539	-\$21,436	25%	-\$4,166	81%
Restricted change in net assets	\$9,875	\$31,632	220%	\$7,652	-76%
Total change in net assets	-\$18,664	\$10,196	155%	\$3,486	-66%

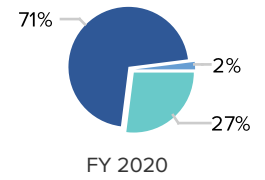
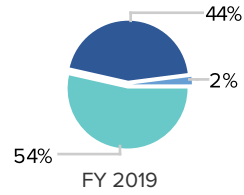
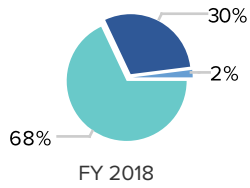
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue Earned - Program	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Subscriptions					
Membership fees - individuals	\$5,109	\$3,811		\$0	\$0
Membership fees - organizations					
Ticket sales & admissions	\$14,738	\$8,874	\$8,274	\$8,274	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$1,595	\$2,255	\$55	\$55	
Total earned - program	\$21,442	\$14,940	\$8,329	\$8,329	
Earned - Non-program					
Rental revenue	\$22,550	\$22,390	\$7,330	\$7,330	
Sponsorship revenue	\$850				
Attendee-generated revenue not listed above					
Earned non-program not listed above			\$0	\$0	
Total earned - non-program	\$23,400	\$22,390	\$7,330	\$7,330	
Total earned revenue	\$44,842	\$37,330	\$15,659	\$15,659	

	FY 2018	FY 2019	FY 2020	FY 2020	FY 2020
Contributed	Total	Total	Total	Unrestricted	Restricted
Individual	\$10,064	\$18,021	\$15,640	\$15,640	
Corporate	\$0	\$2,020	\$0		
Foundation	\$12,493	\$14,500	\$10,800	\$7,000	\$3,800
City government	\$0	\$10,000	\$0		
County government	\$2,604	\$5,000	\$0		
State government	\$20,126	\$13,200	\$16,377	\$12,525	\$3,852
In-kind operating contributions	\$0	\$0	\$0		
Special fundraising events					
Contributions not listed above	\$3,592	\$5,405	\$0		
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$48,879	\$68,146	\$42,817	\$35,165	\$7,652
Operating investment revenue	\$90	\$102	\$118	\$118	
Total operating revenue	\$93,811	\$105,578	\$58,594	\$50,942	\$7,652
Total operating revenue less operating in-kind	\$93,811	\$105,578	\$58,594	\$50,942	\$7,652
Total revenue	\$93,811	\$105,578	\$58,594	\$50,942	\$7,652
Total revenue less in-kind	\$93,811	\$105,578	\$58,594	\$50,942	\$7,652

Revenue Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	Our contributed revenue was substantially less this season due to the pandemic. We did qualify for Matching funds through the MEDC Patronicity Program. We were also unable to host our annual Art on the Bay festival, which is reflected by a 68% loss in rental income for booths at the festival. Additionally, our sculpture project income was formerly added in to our revenue. The sculpture project has been absorbed by Art Vision, who uses the TBA umbrella but now maintains their own income.

Expense Details

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change	FY 2020 Program	FY 2020 General & Administrative	FY 2020 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$14,399	\$18,129	26%	\$13,728	-24%		\$13,728	
Independent contractors	\$35,672	\$21,275	-40%	\$6,035	-72%	\$6,035		
Professional fees	\$140	\$1,650	1,079%	\$1,800	9%			
Total personnel expenses - Operating	\$50,211	\$41,054	-18%	\$21,563	-47%	\$6,035	\$15,528	
Non-personnel expenses - Operating								
Occupancy costs	\$11,447	\$13,122	15%	\$12,588	-4%		\$12,588	
Non-personnel expenses not listed above	\$50,817	\$41,206	-19%	\$20,957	-49%	\$8,909	\$10,856	\$1,192
Total non-personnel expenses - Operating	\$62,264	\$54,328	-13%	\$33,545	-38%	\$8,909	\$23,444	\$1,192
Total operating expenses	\$112,475	\$95,382	-15%	\$55,108	-42%	\$14,944	\$38,972	\$1,192
Total expenses	\$112,475	\$95,382	-15%	\$55,108	-42%			
Total expenses less in-kind	\$112,475	\$95,382	-15%	\$55,108	-42%			
Total expenses less depreciation	\$112,475	\$95,382	-15%	\$55,108	-42%			
Total expenses less in-kind and depreciation	\$112,475	\$95,382	-15%	\$55,108	-42%			

Expense Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	There was a 72% decrease in independent contractors' expenses due to our pandemic programming cancellations. There has been a reduction of number of staffing hours worked, to help compensate for a loss in revenue, but many of our fixed costs remain the same. Additionally, our sculpture project expenses were formerly added in to our totals. The sculpture project has been absorbed by Art Vision, who uses the TBA umbrella but now maintains their own expenses.

Balance Sheet

Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current assets					
Cash and cash equivalents	\$38,826	\$49,986	29%	\$35,796	-28%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments - current			n/a		n/a
Prepaid expenses & other			n/a		n/a
Total current assets	\$38,826	\$49,986	29%	\$35,796	-28%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$100,000	\$100,000	0%	\$90,000	-10%
Non-current assets not listed above			n/a		n/a
Total long-term/non-current assets	\$100,000	\$100,000	0%	\$90,000	-10%
Total assets	\$138,826	\$149,986	8%	\$125,796	-16%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses			n/a		n/a
Deferred revenue			n/a		n/a
Loans - current			n/a		n/a
Additional current liabilities not listed above			n/a		n/a
Total current liabilities			n/a		n/a
Long-term/non-current liabilities					
Long-term/non-current loans			n/a		n/a
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities			n/a		n/a
Total liabilities			n/a		n/a
Total net assets	\$138,826	\$149,986	8%	\$125,796	-16%
Total liabilities & net assets	\$138,826	\$149,986	8%	\$125,796	-16%

Balance Sheet Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	Our end of the year cash shows a 29% reduction from last year due to decreased donations, cancellation of programming and a decrease in fundraising due to the Covid-19 pandemic, in addition to the cancellation of our Annual Art on the Bay Festival. Our total assets were also reduced due to the annual depreciation of our grand piano.

Balance Sheet Metrics

	FY 2018	FY 2019	% Change	FY 2020	% Change
Months of operating cash -- Total	4.14	6.29	52%	7.8	24%
Working capital -- Total	\$38,826	\$49,986	29%	\$35,796	-28%
Current ratio -- Total			n/a		n/a
Net assets as a % of total expenses	123%	157%	27%	228%	45%
Fixed assets (net)	\$100,000	\$100,000	0%	\$90,000	-10%
Condition of fixed assets				11%	
Leverage -- Total	0%	0%	n/a	0%	n/a
Total debt			n/a		n/a
Debt service impact	0%	0%	n/a	0%	n/a

Months of operating cash (Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents.

Working capital (Current Assets minus Current Liabilities) consists of the resources available for operations. This calculation of working capital 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. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % 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.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

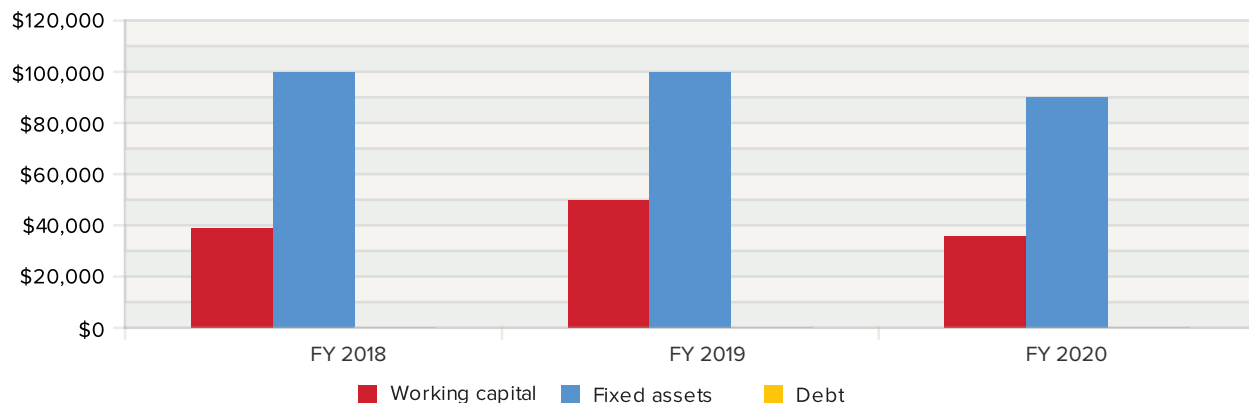
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets (net) is the value of all land, buildings, equipment, leasehold improvements and other property and equipment 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.

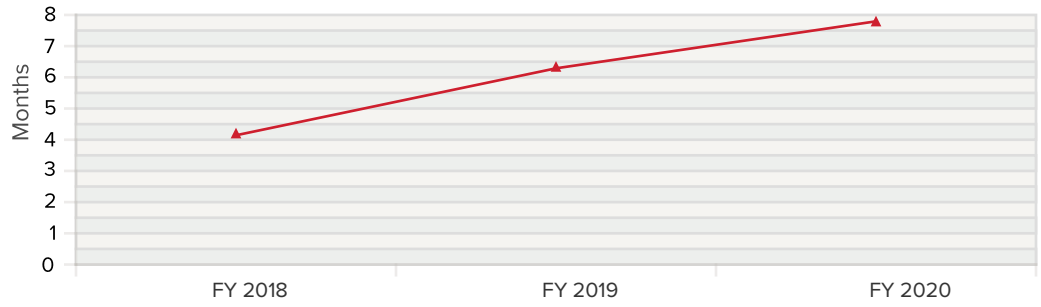
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

Components of Net Assets



Months of Working Capital



Attendance

	FY 2018	FY 2019	% Change	FY 2020	% Change
Total attendance					
Paid	1,276	1,090	-15%	705	-35%
Free	5,707	5,865	3%	1,750	-70%
Total	6,983	6,955	-0%	2,455	-65%
In-person attendance					
Paid	1,276	1,090	-15%	705	-35%
Free	5,707	5,865	3%	1,750	-70%
Total	6,983	6,955	-0%	2,455	-65%
Digital attendance					
Paid			n/a	0	n/a
Free			n/a		n/a
Total			n/a	0	n/a
In-person attendees 18 and under	1,942	1,947	0%	1,750	-10%
Programs in schools	FY 2018	FY 2019	% Change	FY 2020	% Change
Children served in schools	1,000		-100%	1,326	n/a
Hours of instruction			n/a	5	n/a

Workforce

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of People					
Employees: Part-time permanent	2	2	0%	2	0%
Independent contractors	39	85	118%	38	-55%
Interns and apprentices			n/a		n/a
Total positions	41	87	112%	40	-54%

Visual & Performing Artists

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of visual & performing artists	39	85	118%	38	-55%
Payments to artists & performers	\$35,672	\$21,275	-40%	\$6,035	-72%

Covid-19 Impact

	FY 2018	FY 2019	FY 2020
Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization:			
Number of employees laid off			0
Number of employees furloughed			0
Of those furloughed or laid off employees, how many (if any) have been brought back?			0

Mission and Constituency

Mission statement

The mission of Thunder Bay Arts Council is to promote, support, and preserve the arts through performance, education, and leadership.

Mission demographics

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

If the fields above are blank, this organization does not serve that demographic specifically.

Audience

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served

Rural

If the fields above are blank, this organization does not serve that demographic specifically.

Program Activity

In-person activity	FY 2018		FY 2019		FY 2020	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)		9		8		
Productions (presented)						
Classes/assemblies/other programs in schools	2		2			
Classes/workshops (outside of schools)	0	0	1	1	0	0
Field trips/school visits						
Guided tours						
Lectures						
Permanent exhibitions			500		600	
Temporary exhibitions	500		1			
Traveling exhibitions (hosted)						
Films screened						
Festivals/conferences	1		1		0	
Readings/workshops (developing works)						
Community programs (not included above)						
Additional programs not listed above	0	0	0	0	0	0

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity

Digital activity	FY 2018			FY 2019			FY 2020		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)									
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions									
Traveling exhibitions (hosted)									
Films screened									
Broadcast productions									
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)									
Additional programs not listed above									

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Digital activity financials	FY 2018		FY 2019		FY 2020	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$44,842		\$37,330		\$15,659	\$0
Contributed revenue	\$48,879		\$68,146		\$42,817	\$0
Operating expense	\$112,475		\$95,382		\$55,108	\$0

Program Activity

	FY 2018 Total	FY 2019 Total % Change	FY 2020 Total % Change
Fiscally sponsored projects		n/a	n/a
Amount distributed to fiscally sponsored projects		n/a	n/a
Residencies		n/a	n/a
Scholarships awarded		n/a	n/a
Amount awarded in scholarships		n/a	n/a
Other grants awarded		n/a	n/a
Amount awarded in grants		n/a	n/a
Public art installations		n/a	n/a
Works commissioned		n/a	n/a
Films produced		n/a	n/a
World premieres		n/a	n/a
National premieres		n/a	n/a
Local/regional premieres		n/a	n/a
Published works (physical)		n/a	n/a
Published works (digital)		n/a	n/a
Private lessons (in-person)		n/a	n/a
Private lessons (digital)		n/a	n/a
Competitions		n/a	n/a
Open rehearsals	20	20 0%	-100%

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity Narrative

FY 2018 n/a

FY 2019 n/a

FY 2020 We were only able to sponsor five programs this year due to Covid as we had to cancel two programs. We also had to cancel our annual Arts an Crafts festival, Art on the Bay as noted above. These cancellations have decreased our total number of participants for the season to 2905 from 6,955. Almost half of our total number of participants this season was due to a program we hosted at our local area elementary schools in October 2019.