

# The Center for Art in Wood, Inc. 2017 Cultural Data Profile

 PRINT

## Organization Info

|                    |                                |                   |            |
|--------------------|--------------------------------|-------------------|------------|
| Organization Type: | 501(c)3 nonprofit organization | Fiscal Year End:  | 12/31/2017 |
| Federal EIN:       | 22-2806780                     | Months in Survey: | 12         |
| Exemption Date:    | 1986                           |                   |            |

## Discipline

|                      |                 |                        |                           |
|----------------------|-----------------|------------------------|---------------------------|
| NTEE Classification: | A40 Visual Arts | NISP Discipline:       | Crafts                    |
| NISP Specialty:      | Wood            | NISP Institution Type: | Arts Service Organization |

## Survey Providers

Affiliations:

## Organization Location

Org zip code: 19106

## Total Expenses

Total expenses under \$50,000 No

## Program Activity

Activities: Exhibits; Guided tours; Classes, lectures, or professional development; Arts education; Commissioning works

## Financial Information Part 1

|                                  |     |                                    |     |
|----------------------------------|-----|------------------------------------|-----|
| Audit for 2017:                  | Yes | Temp. or Perm. Restricted Revenue: | Yes |
| Temp. Restricted Earned Revenue: | No  |                                    |     |

Financial Information Part 2

Non-operating Revenues in 2017:

No

Non-operating Expenses in 2017:

No

Endowment or Reserve Fund:

Yes

Membership & Subscriptions

Membership Program:

Yes

Subscriptions to Events/Performances:

Subscriptions to Media:

Financial Totals: Audit/Review\*

| 2017                                |         |
|-------------------------------------|---------|
| Total Assets                        | 5404296 |
| Total Liabilities and Net Assets    | 5404296 |
| Net Assets - Unrestricted           | 570840  |
| Net Assets - Temporarily Restricted | 706373  |
| Net Assets - Permanently Restricted | 4000000 |

|                         | Unrestricted   | Temporarily Restricted | Permanently Restricted | Total 2017     |
|-------------------------|----------------|------------------------|------------------------|----------------|
| Total Operating Revenue | \$1,131,561.00 | -\$921,172.00          | \$2,946,348.00         | \$3,156,737.00 |
| Non-Operating Revenue   |                |                        |                        | 0              |
| Total Revenue           | \$1,131,561.00 | -\$921,172.00          | \$2,946,348.00         | \$3,156,737.00 |

| 2017                 |        |
|----------------------|--------|
| Program Expenses     | 628774 |
| Fundraising Expenses | 89441  |

|                            |         |
|----------------------------|---------|
|                            | 217608  |
| Total Operating Expenses   | 935823  |
| Non-Operating Expenses     | 0       |
| Total Expenses             | 935823  |
|                            | 2017    |
| Total Change in Net Assets | 2220914 |

### Revenue: Earned Revenue - Operating

|                                 | Unrestricted | Temporarily Restricted | Total 2017  |
|---------------------------------|--------------|------------------------|-------------|
| Food and Concessions Revenue    |              |                        |             |
| Gift Shop and Merchandise Sales | \$67,674.00  |                        | \$67,674.00 |
| Parking Fees                    |              |                        |             |
| Advertising Revenue             |              |                        |             |
| Sponsorship Revenue             |              |                        |             |
| Membership Revenue              | \$14,659.00  |                        | \$14,659.00 |
| Admissions                      |              |                        |             |
| Guided or Group Tour Revenue    |              |                        |             |
| Gallery Sales                   |              |                        |             |
| Contracted Services             |              |                        |             |
| Application Fees                |              |                        |             |
| Tuition and Registration Fees   |              |                        |             |
| Other Program Revenue           | \$19,019.00  |                        | \$19,019.00 |

|                              | Exhibition participation &<br>other income |        |              |
|------------------------------|--|--------|--------------|
| Other Non-Program<br>Revenue |  |        |              |
| Total                        | \$101,352.00                               | \$0.00 | \$101,352.00 |

### Revenue: Investment Revenue - Operating

|                                   | Unrestricted | Temporarily<br>Restricted | Permanently<br>Restricted | Total<br>2017 |
|-----------------------------------|--------------|---------------------------|---------------------------|---------------|
| Investment Revenue<br>- Operating | \$306,425.00 |                           |                           | \$306,425.00  |
| Total                             | \$306,425.00 | \$0.00                    | \$0.00                    | \$306,425.00  |

### Revenue: Contributed Revenue - Operating\*

|                                     | Unrestricted | Temporarily<br>Restricted | Permanently<br>Restricted | Total<br>2017  |
|-------------------------------------|--------------|---------------------------|---------------------------|----------------|
| Trustee/Board<br>Contributions      | \$9,100.00   |                           |                           | \$9,100.00     |
| Individual<br>Contributions         | \$159,120.00 | \$60,000.00               |                           | \$219,120.00   |
| Corporate<br>Contributions          | \$7,700.00   |                           |                           | \$7,700.00     |
| Foundation<br>Contributions         | \$6,750.00   | \$392,699.00              | \$2,000,000.00            | \$2,399,449.00 |
| City Government<br>Contributions    | \$12,015.00  |                           |                           | \$12,015.00    |
| County Government<br>Contributions  |              |                           |                           | 0              |
| State Government<br>Contributions   | \$7,077.00   |                           |                           | \$7,077.00     |
| Federal Government<br>Contributions |              |                           |                           | 0              |
| Tribal Contributions                |              |                           |                           | 0              |
| Total Government                    | \$19,092.00  |                           |                           | \$19,092.00    |

|  |              |               |                |                |
|--|--------------|---------------|----------------|----------------|
| Contributions  |              |               |                |                |
| In-Kind Contributions  | \$94,499.00  |               |                | \$94,499.00    |
| Other Contributions  |              |               |                | 0              |
| Net Assets Released from Restriction                               | \$427,523.00 | -\$373,871.00 | -\$53,652.00   | \$0.00         |
| Total Contributed Revenue - Operating                              | \$723,784.00 | \$78,828.00   | \$1,946,348.00 | \$2,748,960.00 |
| 2017   |              |               |                |                |
| Is any of your contributed revenue from special events? (Required) | Yes          |               |                |                |
| Are you in the middle of a capital campaign? (Required)            | No           |               |                |                |

## Revenue: -- Special Events

|  |   |                        |                        |             |
|--|---|------------------------|------------------------|-------------|
| 2017                                       |   |                        |                        |             |
| Description of Special Events              | Annual Fundraiser Event Registrations Tour Group Fees |                        |                        |             |
|  | Unrestricted  | Temporarily Restricted | Permanently Restricted | Total 2017  |
| Special Events Contributed Revenue - Gross | \$39,710.00   |                        |                        | \$39,710.00 |
| Special Events Contributed Revenue - Net   | \$28,146.00   |                        |                        | \$28,146.00 |
|  | Individuals Est.                                      | Corporations Est.      | Other Est.             | Total 2017  |
| Contributors, Underwriters, and Sponsors   |   |                        |                        | 0           |
| 2017                                       |   |                        |                        |             |

## Revenue: -- In-kind Revenue Details

| 2017                                 |                        |  |
|--------------------------------------|------------------------|--|
| In-Kind Independent Contractors      |                        |  |
| In-Kind Professional Fees            | 70800                  |  |
| In-Kind Advertising and Promotion    |                        |  |
| In-Kind Conferences and Meetings     |                        |  |
| In-Kind Insurance                    |                        |  |
| In-Kind Occupancy                    | 14350                  |  |
| In-Kind Office and Administration    |                        |  |
| In-Kind Travel                       |                        |  |
| In-Kind Other Expenses               | 9349                   |  |
| In-Kind Other Expenses - Description | special event supplies |  |
| In-Kind Land                         |                        |  |
| In-Kind Buildings                    |                        |  |
| In-Kind Construction in Progress     |                        |  |
| In-Kind Capitalized Equipment        |                        |  |
| In-Kind Leasehold Improvements       |                        |  |
| In-Kind Other Capitalized Assets     |                        |  |
| In-Kind Total                        | 94499                  |  |
| 2017                                 |                        |  |

|   |       |
|---|-------|
| Total In-Kind Contributions (Reported in Contributed Revenue) | 94499 |
|---|-------|

## Revenue: Summary

|                          | Unrestricted   | Temporarily Restricted | Permanently Restricted | Total 2017     |
|--------------------------|----------------|------------------------|------------------------|----------------|
| Contributed Revenue      | \$723,784.00   | \$78,828.00            | \$1,946,348.00         | \$2,748,960.00 |
| Earned Revenue           | \$101,352.00   |                        |                        | \$101,352.00   |
| Investment Revenue       | \$306,425.00   |                        |                        | \$306,425.00   |
| Total Operating Revenue  | \$1,131,561.00 | \$78,828.00            | \$1,946,348.00         | \$3,156,737.00 |
| Prior Period Adjustments |                | -\$1,000,000.00        | \$1,000,000.00         | \$0.00         |
| Total Revenue            | \$1,131,561.00 | -\$921,172.00          | \$2,946,348.00         | \$3,156,737.00 |

## Expenses: Personnel Expenses\*

|                                   | Program      | Fundraising | General and Administrative | Total 2017   |
|-----------------------------------|--------------|-------------|----------------------------|--------------|
| Employee Salaries                 | \$155,428.00 | \$48,970.00 | \$104,672.00               | \$309,070.00 |
| Payroll Taxes and Fringe Benefits | \$31,295.00  | \$5,680.00  | \$17,961.00                | \$54,936.00  |
| Independent Contractors           | \$804.00     |             |                            | \$804.00     |
| Professional Fees                 |              |             | \$40,779.00                | \$40,779.00  |
| Total                             | \$187,527.00 | \$54,650.00 | \$163,412.00               | \$405,589.00 |

2017

|  |     |
|--|-----|
| Were any of the personnel expenses entered above paid to artists? (Required) | Yes |
|--|-----|

## Expenses: -- Payments to Artists and Performers

|  | Visual Artists | Performing Artists | Other Artists | Total 2017 |
|--|----------------|--------------------|---------------|------------|
| Artists and Performers - Employee Salaries & Fringe      |                |                    |               | 0          |
| Artists and Performers - Independent Contractor Fees     |                |                    |               | 0          |
| Artists and Performers - Professional Fees               |                |                    |               | 0          |
| Total Payments to Artists and Performers                 |                |                    |               | 0          |
|  | Local          | Non-Local          | Total 2017    |            |
| Payments to Artists and Performers - Local and Non-Local |                |                    |               |            |

## Expenses: Non-Personnel Expenses

|                           | Program    | Fundraising | General and Administrative | Total 2017 |
|---------------------------|------------|-------------|----------------------------|------------|
| Advertising and Promotion | \$2,928.00 |             |                            | \$2,928.00 |
| Conferences and Meetings  |            |             |                            | 0          |
| Dues and Subscriptions    | \$1,190.00 | \$391.00    | \$195.00                   | \$1,776.00 |
| Grants Awarded            |            |             |                            | 0          |



|                                      |  |             |             |              |
|--------------------------------------|--|-------------|-------------|--------------|
|                                      | \$13,961.00  |             | \$1,726.00  | \$15,687.00  |
| Occupancy Costs                      | \$116,750.00   | \$873.00    | \$31,783.00 | \$149,406.00 |
| Office and Administration            | \$34,076.00  | \$7,713.00  | \$5,076.00  | \$46,865.00  |
| Printing, Postage, and Shipping      | \$69,671.00  | \$15,717.00 |             | \$85,388.00  |
| Travel                               | \$14,276.00  | \$4,689.00  | \$2,344.00  | \$21,309.00  |
| Royalties, Rights, and Reproductions |  |             |             | 0            |
| Exhibition Costs                     | \$41,934.00  |             |             | \$41,934.00  |
| Collections Management               | \$170.00   |             |             | \$170.00     |
| Interest Expense                     |  |             |             | 0            |
| Depreciation                         | \$37,938.00  |             | \$9,484.00  | \$47,422.00  |
| Other Operating Expenses             | \$108,353.00   | \$5,408.00  | \$3,588.00  | \$117,349.00 |
| Other Operating Expenses Description | Honoraria, donations, development, licenses/fees, in-kind expenses |             |             |              |
| Total                                | \$441,247.00   | \$34,791.00 | \$54,196.00 | \$530,234.00 |

### Expenses: -- Marketing Expense Details\*

|   |                                    |
|---|------------------------------------|
| 2017  |                                    |
| Total Marketing Expense (Required)                        | 2928                               |
| Would you like to enter details about marketing expenses? | No, skip marketing expense details |
| 2017  |                                    |
| Total Marketing Expense (Calculated)                      |                                    |
| Est.  | Total 2017                         |

|                        |      |      |      |
|------------------------|------|------|------|
| Direct Mail Recipients | 7000 | Est. | 7000 |
| Email Recipients       | 6709 |      | 6709 |

## Expenses: Summary

|                              | Program      | Fundraising | General and Administrative | Total 2017   |
|------------------------------|--------------|-------------|----------------------------|--------------|
| Total Personnel Expenses     | \$187,527.00 | \$54,650.00 | \$163,412.00               | \$405,589.00 |
| Total Non-Personnel Expenses | \$441,247.00 | \$34,791.00 | \$54,196.00                | \$530,234.00 |
| Total Operating Expenses     | \$628,774.00 | \$89,441.00 | \$217,608.00               | \$935,823.00 |
|                              | Program      | Fundraising | General and Administrative | Total 2017   |
| Total Expenses               | \$628,774.00 | \$89,441.00 | \$217,608.00               | \$935,823.00 |

## Change in Net Assets: Summary

|                                | Unrestricted   | Temporarily Restricted | Permanently Restricted | Total 2017     |
|--------------------------------|----------------|------------------------|------------------------|----------------|
| Total Operating Revenue        | \$1,131,561.00 | \$78,828.00            | \$1,946,348.00         | \$3,156,737.00 |
| Total Operating Expenses       | \$935,823.00   |                        |                        | \$935,823.00   |
| Operating Change in Net Assets | \$195,738.00   | \$78,828.00            | \$1,946,348.00         | \$2,220,914.00 |
|                                | Unrestricted   | Temporarily Restricted | Permanently Restricted | Total 2017     |
| Total Change in Net Assets     | \$195,738.00   | -\$921,172.00          | \$2,946,348.00         | \$2,220,914.00 |

## Balance Sheet: Assets, Liabilities, & Net Assets

| Unrestricted | Temporarily | Permanently | Total |
|--------------|-------------|-------------|-------|
|--------------|-------------|-------------|-------|

| Restricted                                  | Restricted   | 2017                   |                        |                |
|---|--------------|------------------------|------------------------|----------------|
| Cash and Cash Equivalents                   | \$98,461.00  | \$95,435.00            |                        | \$193,896.00   |
| Accounts Receivable                         |              |                        |                        | 0              |
| Grants and Pledges Receivable - Current     | \$232,173.00 | \$236,057.00           |                        | \$468,230.00   |
| Prepaid Expenses                            | \$2,455.00   |                        |                        | \$2,455.00     |
| Investments - Current                       |              |                        |                        | 0              |
| Other Current Assets                        | \$28,277.00  |                        |                        | \$28,277.00    |
| Other Current Assets Description            |              |                        |                        |                |
| Total Current Assets                        | \$361,366.00 | \$331,492.00           |                        | \$692,858.00   |
| Grants and Pledges Receivable - Non-Current |              |                        |                        | 0              |
| Investments - Non-Current                   |              | \$374,881.00           | \$4,000,000.00         | \$4,374,881.00 |
| Fixed Assets - Net                          | \$331,557.00 |                        |                        | \$331,557.00   |
| Other Non-Current Assets                    | \$5,000.00   |                        |                        | \$5,000.00     |
| Other Non-Current Assets Description        |              |                        |                        |                |
| Total Non-Current Assets                    | \$336,557.00 | \$374,881.00           | \$4,000,000.00         | \$4,711,438.00 |
| Due To/(Due From)                           |              |                        |                        | 0              |
| Total Assets                                | \$697,923.00 | \$706,373.00           | \$4,000,000.00         | \$5,404,296.00 |
|   | Unrestricted | Temporarily Restricted | Permanently Restricted | Total 2017     |
| Accounts Payable                            | \$15,121.00  |                        |                        | \$15,121.00    |
| Accrued Expenses                            | \$99,450.00  |                        |                        | \$99,450.00    |
| Deferred Revenue                            | \$12,512.00  |                        |                        | \$12,512.00    |
| Loans - Current                             |              |                        |                        | 0              |

|                               |              |                        |                        |            |                |
|-------------------------------|--------------|------------------------|------------------------|------------|----------------|
| Other Current Liabilities     | 0            |                        |                        |            |                |
| Total Current Liabilities     | \$127,083.00 |                        |                        |            | \$127,083.00   |
| Loans - Non-Current           |              |                        |                        |            | 0              |
| Other Non-Current Liabilities |              |                        |                        |            | 0              |
| Total Non-Current Liabilities |              |                        |                        |            | 0              |
| Due To/(Due From)             |              |                        |                        |            | 0              |
| Total Liabilities             | \$127,083.00 |                        |                        |            | \$127,083.00   |
|                               | Unrestricted | Temporarily Restricted | Permanently Restricted | Total 2017 |                |
| Total Assets                  | \$697,923.00 | \$706,373.00           | \$4,000,000.00         |            | \$5,404,296.00 |
| Total Liabilities             | \$127,083.00 |                        |                        |            | \$127,083.00   |
| Net Assets                    | \$570,840.00 | \$706,373.00           | \$4,000,000.00         |            | \$5,277,213.00 |

### Balance Sheet: -- Endowment and Reserve Funds

|   |                                  |                        |                        |                |
|---|----------------------------------|------------------------|------------------------|----------------|
| Fund Types  | Permanently restricted endowment |                        |                        |                |
|   | Unrestricted                     | Temporarily Restricted | Permanently Restricted | Total 2017     |
| Permanent Endowment Assets - Cash                 |                                  |                        |                        | 0              |
| Permanent Endowment Assets - Investments          |                                  | \$374,881.00           | \$4,000,000.00         | \$4,374,881.00 |
| Permanent Endowment Assets - Other Assets         |                                  |                        |                        | 0              |
| Total Permanent Endowment                         |                                  | \$374,881.00           | \$4,000,000.00         | \$4,374,881.00 |
| Does this endowment appear on your balance sheet? | Yes                              |                        |                        |                |

|   |                          |
|---|--------------------------|
| Original Endowment<br>Corpus                  | 4000000                  |
| Amount Withdrawn                              | 100000                   |
|   | 2017                     |
| Maximum Annual<br>Withdrawal<br>Percentage    | 5                        |
| Revenue Lines<br>Containing<br>Endowment Draw | Foundation Contributions |
| Notes   |                          |

### People and Places: Workforce (Staff, Board and Volunteers)

|                                     | Number<br>of<br>People<br>Est. | Total<br>2017                          |                   |               |
|-------------------------------------|--------------------------------|--|-------------------|---------------|
| Full-Time<br>Permanent<br>Employees | 5                              |  |                   |               |
|                                     | Number<br>of<br>People<br>Est. | Hours<br>Worked<br>Per<br>Year<br>Est. | Calculated<br>FTE | Total<br>2017 |
| Full-Time<br>Seasonal<br>Employees  |                                |  |                   |               |
| Part-Time<br>Permanent<br>Employees | 2                              | 2860<br>Est.                           | 1.43              |               |
| Part-Time<br>Seasonal<br>Employees  | 2                              | 100<br>Est.                            | 0.05              |               |
| Independent<br>Contractors          | 37                             |  |                   |               |
| Interns and<br>Apprentices          | 2<br>Est.                      |  |                   |               |

|  | Number<br>of<br>People<br>Est. |   | Total<br>2017     |
|--|--------------------------------|---|-------------------|
| Full-Time<br>Volunteers                            |                                |   |                   |
|  | Number<br>of<br>People<br>Est. | Hours<br>Contributed<br>Per<br>Year<br>Est. | Calculated<br>FTE |
| Part-Time<br>Volunteers                            | 4                              | 60<br>Est.                                  | 0.03              |
| Board<br>Members                                   | 8                              | 72<br>Est.                                  |                   |
|  | Number<br>of<br>People<br>Est. |   | Total<br>2017     |
| Full-Time<br>Artists<br>(Breakout)                 |                                |   |                   |
| Part-Time<br>Artists<br>(Breakout)                 |                                |   |                   |
| Independent<br>Contractor<br>Artists<br>(Breakout) |                                |   |                   |

## People and Places: Contributors

|                               | Contributors | Est. | Total 2017 |
|-------------------------------|--------------|------|------------|
| Trustee/Board<br>Contributors | 8            |      | 8          |
| Individual<br>Contributors    | 228          | Est. | 228        |
| Corporate<br>Contributors     | 4            | Est. | 4          |
| Foundation<br>Contributors    | 6            | Est. | 6          |

|                                 |   |   |
|---------------------------------|---|---|
| City Government Contributors    | 1 | 1 |
| County Government Contributors  |   | 0 |
| State Government Contributors   | 1 | 1 |
| Federal Government Contributors |   | 0 |
| Tribal Contributors             |   | 0 |
| Total Government Contributors   | 2 | 2 |

## People and Places: Membership

|                        | Paid | Est. | Free | Est. | Total<br>2017 |
|------------------------|------|------|------|------|---------------|
| Organizational Members |      |      |      |      | 0             |
| Individual Members     | 130  |      |      |      | 130           |
| Other Memberships      |      |      |      |      | 0             |

|                              | New<br>Est. | Returned<br>Est. | Lapsed<br>Est. | Total<br>2017 |
|------------------------------|-------------|------------------|----------------|---------------|
| Organizational Member Status |             |                  |                | 0             |
| Individual Member Status     | 32          | 98               |                | 130           |
| Other Member Status          |             |                  |                | 0             |

|  | High       | Est. | Low     | Est. |
|--|------------|------|---------|------|
| Standard Price Range - Organizational Membership |            |      |         |      |
| Standard Price Range - Individual                | \$2,500.00 |      | \$35.00 |      |

|                |
|----------------|
| Membership     |
| Standard Price |
| Range - Other  |
| Memberships    |

People and Places: Workspace\*

|                            |                            |      |
|----------------------------|----------------------------|------|
| 2017                       |                            |      |
| Workspace Name             | THE CENTER FOR ART IN WOOD |      |
| Address (required)         | 141 N. 3RD STREET          |      |
| City (required)            | PHILA                      |      |
| State (required)           | PA                         |      |
| Zip Code (required)        | 19106                      |      |
| Workspace Status           | Rent                       |      |
| Workspace Type             | Both                       |      |
| ADA Compliant?             | Yes                        |      |
| Total Gross Square Footage | 7100                       | 7100 |
| 2017                       |                            |      |
| Workspace 2 Name           |                            |      |
| Address Line 1             |                            |      |
| City                       |                            |      |
| State                      |                            |      |
| Zip Code                   |                            |      |
| Workspace Status           |                            |      |
| Workspace Type             |                            |      |
| ADA Compliant?             |                            |      |



|                            |   |
|----------------------------|---|
|                            | 0 |
| 2017                       |   |
| Workspace 3 Name           |   |
| Address Line 1             |   |
| City                       |   |
| State                      |   |
| Zip Code                   |   |
| Workspace Status           |   |
| Workspace Type             |   |
| ADA Compliant?             |   |
| Total Gross Square Footage | 0 |
| 2017                       |   |
| Workspace 4 Name           |   |
| Address Line 1             |   |
| City                       |   |
| State                      |   |
| Zip Code                   |   |
| Workspace Status           |   |
| Workspace Type             |   |
| ADA Compliant?             |   |
| Total Gross Square Footage | 0 |
| 2017                       |   |
| Workspace 5 Name           |   |

|                            |   |
|----------------------------|---|
| City                       |   |
| State                      |   |
| Zip Code                   |   |
| Workspace Status           |   |
| Workspace Type             |   |
| ADA Compliant?             |   |
| Total Gross Square Footage | 0 |

## People and Places: Social Media and Web

|                         | Unique<br>Fans/Followers | Est. | Total 2017 |
|-------------------------|--------------------------|------|------------|
| Facebook                | 4007                     |      | 4007       |
| Twitter                 | 645                      |      | 645        |
| YouTube                 | 74                       |      | 74         |
| Instagram               | 2600                     |      | 2600       |
| Tumblr                  |                          |      | 0          |
| Pinterest               |                          |      | 0          |
| Google+                 |                          |      | 0          |
| Vimeo                   |                          |      | 0          |
| Flickr                  |                          |      | 0          |
| Other Social Media      |                          |      | 0          |
|                         |                          | Est. | Total 2017 |
| Website Page Views      | 29000                    |      | 29000      |
| Website Sessions/Visits | 41000                    |      | 41000      |
| Website Unique          | 2000000                  |      | 2000000    |

Visitors

Program Activity: Classes/Workshops

|                              |  |      |                               |      |            |
|------------------------------|--|------|-------------------------------|------|------------|
| 2017                         |  |      |                               |      |            |
| Classes/ Workshops Narrative | Center offers crafts, demos and artist lectures free to the public |      |                               |      |            |
|                              | Types of Classes   | Est. | Total Class Sessions/Meetings | Est. |            |
| One-time Classes/Workshops   | 6  | Est. | 6                             | Est. |            |
| Class Series/Courses         |  |      |                               |      |            |
|                              | Paid   | Est. | Free                          | Est. | Total 2017 |
| Registrants                  |  |      | 250                           | Est. | 250        |
|                              | High   | Est. | Low                           | Est. |            |
| Class Fee                    |  |      |                               |      |            |
| Series Fee/Tuition           |  |      |                               |      |            |

Program Activity: Commissioning Works

|                              |      |            |
|------------------------------|------|------------|
| 2017                         |      |            |
| Commissioned Works Narrative |      |            |
|                              | Est. | Total 2017 |
| Works Commissioned           |      | 0          |

Program Activity: Exhibits\*

|  |  |                      |                         |            |
|--|--|----------------------|-------------------------|------------|
| 2017   |  |                      |                         |            |
| Exhibits Narrative   | The Center stages 3-4 exhibitions through the year |                      |                         |            |
|  | High   | Est.                 | Low                     | Est.       |
|  |  |                      |                         |            |
| Standard Admission Price Range                                 |  |                      |                         |            |
| 2017   |  |                      |                         |            |
| Suggested Donation Amount                                      | 5  |                      |                         |            |
|  | Paid Admissions Est.                               | Free Admissions Est. | Suggested Donation Est. | Total 2017 |
| Admissions   | 15115  |                      | 802                     | 15917      |
|  |  |                      | Est.                    | Total 2017 |
| Permanent Exhibits   | 1  |                      | 1                       |            |
| Temporary Exhibits   | 4  |                      | 4                       |            |
| Traveling Exhibits   | 1  |                      | 1                       |            |
|  | World Est.   | National Est.        | Local/Regional Est.     | Total 2017 |
| Premieres - Exhibits   | 4  |                      | 1                       | 5          |
| What type of collection does your organization own? (Required) | Objects  |                      |                         |            |
|  |  |                      | Est.                    | Total 2017 |
| Objects/Works in Collection                                    | 1175   |                      | 1175                    |            |
| Objects/Works Exhibited  | 146  |                      | 146                     |            |

Program Activity: Guided Tours

| Guided Tours<br>Narrative | Various social group tour<br>the Center |      |             |                    |
|---------------------------|---|------|-------------|--------------------|
|                           | Types of<br>Tours                       | Est. | Total Tours | Est.               |
| Guided Tours              | 10                                      | Est. |             |                    |
|                           | Paid                                    | Est. | Free        | Est. Total<br>2017 |
| Participants              | 28                                      |      | 120         | Est. 148           |
|                           | High                                    | Est. | Low         | Est.               |
| Price Range               |   |      |             |                    |

## Program Activity: Lectures

2017

| Lectures Narrative | Artist discussions   |      |                   |      |               |
|--------------------|----------------------|------|-------------------|------|---------------|
|                    | Distinct<br>Lectures | Est. | Total<br>Lectures | Est. |               |
| Lectures           | 5                    | Est. | 5                 | Est. |               |
|                    | Paid                 | Est. | Free              | Est. | Total<br>2017 |
| Lecture Attendees  |                      |      | 200               | Est. | 200           |

## Program Activity: Private Lessons

2017

| Private Lessons<br>Narrative |  |      |            |  |  |
|------------------------------|--|------|------------|--|--|
|                              |  | Est. | Total 2017 |  |  |
| Lessons Offered              |  |      | 0          |  |  |

|           | Paid | Est. | Free | Est. Total<br>2017 |
|-----------|------|------|------|--------------------|
| Students  |      |      |      | 0                  |
|           | High | Est. | Low  | Est.               |
| Fee Range |      |      |      |                    |

## Program Activity: Programs in Schools

|                                  | 2017            |
|----------------------------------|-----------------|
| Programs in Schools<br>Narrative |                 |
|                                  | Est. Total 2017 |
| Programs in Schools              | 0               |
| Time in Schools                  | 0               |
| Schools Served                   | 0               |
| Artists in Schools               | 0               |
| Children Served in<br>School     | 0               |

## Program Activity: Program Activity Summary

|                                | Paid             | Free            | Total 2017                   |
|--------------------------------|------------------|-----------------|------------------------------|
| Tickets and<br>Admissions      | 802              | 15115           | 15917                        |
| Educational Event<br>Attendees | 28               | 570             | 598                          |
| Total In-Person<br>Attendees   | 830              | 15685           | 16515                        |
|                                | Children<br>Est. | Seniors<br>Est. | Adults<br>Est. Total<br>2017 |
| Age Groups                     |                  |                 | 0                            |

|  |                    |                      |
|--|--------------------|----------------------|
| Percent from<br>outside local<br>community |                    |                      |
|  | Distinct<br>Events | Event<br>Occurrences |
| Total Programs and<br>Events               | 26                 | 11                   |

## Program Activity: Constituencies Served

|  |              |
|--|--------------|
| From where do you<br>draw your primary<br>audience/constituency?                       | Regional     |
| How do you<br>primarily engage<br>with your<br>audience/constituency?                  | Each Equally |
| Which term best<br>describes the local<br>community you<br>serve?                      | Urban        |
| Does your<br>organization<br>primarily serve a<br>particular ethnic<br>group?          | No           |
| Does your<br>organization<br>primarily serve a<br>specific gender?                     | No           |
| Does your<br>organization<br>primarily serve a<br>specific age group?                  | No           |
| Are there other<br>distinct groups that<br>you define as<br>primary<br>constituencies? | No           |

## Review and Complete: Complete Survey

Unrestricted   Temporarily   Permanently   Total

| Restricted                  | Restricted     | 2017                   |                        |                |
|-----------------------------|----------------|------------------------|------------------------|----------------|
| Total Revenue               | \$1,131,561.00 | -\$921,172.00          | \$2,946,348.00         | \$3,156,737.00 |
| Total Expenses              | \$935,823.00   |                        |                        | \$935,823.00   |
| Total Change in Net Assets  | \$195,738.00   | -\$921,172.00          | \$2,946,348.00         | \$2,220,914.00 |
|                             | Unrestricted   | Temporarily Restricted | Permanently Restricted | Total 2017     |
| Total Assets                | \$697,923.00   | \$706,373.00           | \$4,000,000.00         | \$5,404,296.00 |
| Total Liabilities           | \$127,083.00   |                        |                        | \$127,083.00   |
| Total Net Assets            | \$570,840.00   | \$706,373.00           | \$4,000,000.00         | \$5,277,213.00 |
|                             | Paid           | Free                   | Total 2017             |                |
| Tickets and Admissions      | 802            | 15115                  | 15917                  |                |
| Educational Event Attendees | 28             | 570                    | 598                    |                |
| Other Event Attendees       |                |                        |                        |                |
| Total                       | 830            | 15685                  | 16515                  |                |

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