

**Organization Information**

Organization name:	Saginaw Arts & Enrichment Commission			
City:	Saginaw	Year organization founded:	1986	
State:	MI	Organization type:	Program or department within a parent organization	
County:	Saginaw	Name of Parent:	Saginaw Arts & Enrichment Commission	
Federal ID #:	38-6004647	DUNS #:		
NISP Discipline:	14 - Multidisciplinary	Full-time staff:		
NISP Institution:	16 - Arts Council/Agency	Board Members:	17	
NTEE:	A26 - Arts & Humanities Councils & Agencies	Fiscal year end date:	06-30	

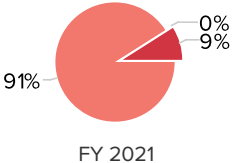
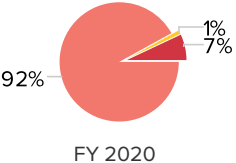
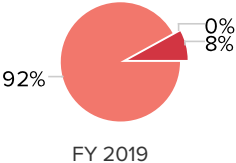
*Applicant is not audited or reviewed by an independent accounting firm.*

**Financial Summary**

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Unrestricted operating revenue</b>					
Earned program	\$13,167	\$11,709	-11%	\$19,930	70%
Earned non-program	\$16,380	\$11,729	-28%	\$9,065	-23%
<b>Total earned revenue</b>	<b>\$29,547</b>	<b>\$23,438</b>	<b>-21%</b>	<b>\$28,995</b>	<b>24%</b>
Investment revenue	\$823	\$1,692	106%	\$940	-44%
Contributed revenue	\$351,644	\$304,491	-13%	\$290,005	-5%
<b>Total unrestricted operating revenue</b>	<b>\$382,014</b>	<b>\$329,621</b>	<b>-14%</b>	<b>\$319,940</b>	<b>-3%</b>
Less in-kind	\$188,925	\$119,689	-37%	\$121,820	2%
<b>Unrestricted operating revenue less in-kind</b>	<b>\$193,089</b>	<b>\$209,932</b>	<b>9%</b>	<b>\$198,120</b>	<b>-6%</b>
<b>Operating expenses</b>					
Program	\$332,597	\$144,577	-57%	\$149,856	4%
Management & general	\$22,516	\$86,550	284%	\$90,779	5%
Fundraising	\$23,556	\$72,125	206%	\$75,650	5%
<b>Total operating expenses</b>	<b>\$378,669</b>	<b>\$303,252</b>	<b>-20%</b>	<b>\$316,285</b>	<b>4%</b>
Less in-kind	\$188,925	\$119,689	-37%	\$121,820	2%
<b>Unrestricted operating expenses less in-kind</b>	<b>\$189,744</b>	<b>\$183,563</b>	<b>-3%</b>	<b>\$194,465</b>	<b>6%</b>
<b>Unrestricted change in net assets - operating</b>	<b>\$3,345</b>	<b>\$26,369</b>	<b>688%</b>	<b>\$3,655</b>	<b>-86%</b>
<b>Unrestricted change in net assets</b>	<b>\$3,345</b>	<b>\$26,369</b>	<b>688%</b>	<b>\$3,655</b>	<b>-86%</b>
Restricted change in net assets			n/a		n/a
<b>Total change in net assets</b>	<b>\$3,345</b>	<b>\$26,369</b>	<b>688%</b>	<b>\$3,655</b>	<b>-86%</b>

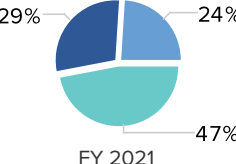
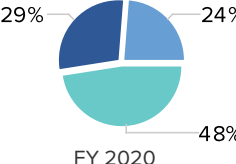
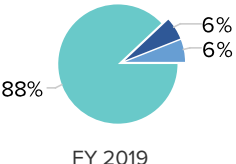
### Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



### Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



## Revenue Details

Operating Revenue Earned - Program	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Subscriptions					
Membership fees - individuals	\$7,895	\$8,060	\$8,915	\$8,915	\$0
Membership fees - organizations					
Ticket sales & admissions	\$4,511	\$1,794	\$2,080	\$2,080	
Education revenue					
Publication sales					
Gallery sales	\$761	\$1,855	\$8,935	\$8,935	
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above					
<b>Total earned - program</b>	<b>\$13,167</b>	<b>\$11,709</b>	<b>\$19,930</b>	<b>\$19,930</b>	
<b>Earned - Non-program</b>					
Rental revenue					
Sponsorship revenue	\$15,068	\$8,520	\$8,965	\$8,965	
Attendee-generated revenue not listed above	\$1,312	\$3,209	\$100	\$100	
Earned non-program not listed above					
<b>Total earned - non-program</b>	<b>\$16,380</b>	<b>\$11,729</b>	<b>\$9,065</b>	<b>\$9,065</b>	
<b>Total earned revenue</b>	<b>\$29,547</b>	<b>\$23,438</b>	<b>\$28,995</b>	<b>\$28,995</b>	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$1,880	\$1,630	\$1,700	\$1,700	
Individual	\$0	\$250	\$0		
Corporate	\$12,750	\$13,250	\$14,250	\$14,250	
Foundation	\$61,260	\$59,992	\$55,135	\$55,135	
State government	\$77,824	\$99,663	\$94,336	\$94,336	
Federal government	\$2,360	\$2,360	\$2,764	\$2,764	
In-kind operating contributions	\$188,925	\$119,689	\$121,820	\$121,820	
Special fundraising events		\$7,657			
Contributions not listed above	\$6,645	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0		
<b>Total contributed revenue</b>	<b>\$351,644</b>	<b>\$304,491</b>	<b>\$290,005</b>	<b>\$290,005</b>	
Operating investment revenue	\$823	\$1,692	\$940	\$940	
<b>Total operating revenue</b>	<b>\$382,014</b>	<b>\$329,621</b>	<b>\$319,940</b>	<b>\$319,940</b>	
<b>Total operating revenue less operating in-kind</b>	<b>\$193,089</b>	<b>\$209,932</b>	<b>\$198,120</b>	<b>\$198,120</b>	
<b>Total revenue</b>	<b>\$382,014</b>	<b>\$329,621</b>	<b>\$319,940</b>	<b>\$319,940</b>	
<b>Total revenue less in-kind</b>	<b>\$193,089</b>	<b>\$209,932</b>	<b>\$198,120</b>	<b>\$198,120</b>	

## Revenue Narrative

FY 2019	n/a
FY 2020	We realized a larger than normal increase in net income. Enabling us to set aside funds for our operating reserve which will stabilize finances by providing a "rainy day account" for unexpected cash flow shortages. Contributing factors: Building closed for 3 mos, all employees furloughed reducing employee costs by \$9,000 - Artifacts newsletter not published for 4 months during Covid shutdown, resulting in decreased expenses - Arts Awards cancelled, no expenses and all sponsorships contributed
FY 2021	The Commission's revenues and expenses have returned to a level more consistent with that pre-Covid. Although, program attendance has continued to be affected by the pandemic resulting in lower than usual numbers. Contributing Factors: <ul style="list-style-type: none"> <li>FY2020 increases in Management/General and Fundraising expenses was due to a changes in reporting of financial data by Data Arts.</li> <li>Decreased program attendance was impacted significantly as a result of the commission being unable to host any school assemblies or in-school programs due to Covid protocol in the schools.</li> <li>The Hollyday Art Mart was reimagined as a shopping experience, the All Area Arts Awards capped guest attendance, and the cancellation of a Jazz in the Garden concert all contributed to a decline in attendance post-Covid.</li> <li>Unless COVID-19 requires further restrictions in the future, SAEC anticipates attendance numbers will rise back to pre-pandemic levels in the coming year.</li> </ul>

## Expense Details

	FY 2019 Total	FY 2020 Total	% Change	FY 2021 Total	% Change	FY 2021 Program	FY 2021 General & Administrative	FY 2021 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$51,500	\$42,500	-17%	\$49,519	17%	\$22,284	\$14,855	\$12,380
Independent contractors	\$8,717	\$8,030	-8%	\$6,974	-13%	\$6,974		
Professional fees	\$3,856	\$6,720	74%	\$6,711	-0%	\$6,711		
Total personnel expenses - Operating	\$64,073	\$57,250	-11%	\$63,204	10%	\$35,969	\$14,855	\$12,380
Non-personnel expenses - Operating								
Occupancy costs	\$22,134	\$24,477	11%	\$22,504	-8%	\$10,127	\$6,751	\$5,626
Non-personnel expenses not listed above	\$292,462	\$221,525	-24%	\$230,577	4%	\$103,760	\$69,173	\$57,644
Total non-personnel expenses - Operating	\$314,596	\$246,002	-22%	\$253,081	3%	\$113,887	\$75,924	\$63,270
Total operating expenses	\$378,669	\$303,252	-20%	\$316,285	4%	\$149,856	\$90,779	\$75,650
Total expenses	\$378,669	\$303,252	-20%	\$316,285	4%			
Total expenses less in-kind	\$189,744	\$183,563	-3%	\$194,465	6%			
Total expenses less depreciation	\$378,669	\$303,252	-20%	\$316,285	4%			
Total expenses less in-kind and depreciation	\$189,744	\$183,563	-3%	\$194,465	6%			

## Expense Narrative

FY 2019	n/a
FY 2020	We realized a larger than normal increase in net income. Enabling us to set aside funds for our operating reserve which will stabilize finances by providing a "rainy day account" for unexpected cash flow shortages. Contributing factors: Building closed for 3 mos, all employees furloughed reducing employee costs by \$9,000 - Artifacts newsletter not published for 4 months during Covid shutdown, resulting in decreased expenses - Arts Awards cancelled, no expenses and all sponsorships contributed
FY 2021	The Commission's revenues and expenses have returned to a level more consistent with that pre-Covid. Although, program attendance has continued to be affected by the pandemic resulting in lower than usual numbers. Contributing Factors: <ul style="list-style-type: none"> <li>FY2020 increases in Management/General and Fundraising expenses was due to a changes in reporting of financial data by Data Arts.</li> <li>Decreased program attendance was impacted significantly as a result of the commission being unable to host any school assemblies or in-school programs due to Covid protocol in the schools.</li> <li>The Hollyday Art Mart was reimagined as a shopping experience, the All Area Arts Awards capped guest attendance, and the cancellation of a Jazz in the Garden concert all contributed to a decline in attendance post-Covid.</li> <li>Unless COVID-19 requires further restrictions in the future, SAEC anticipates attendance numbers will rise back to pre-pandemic levels in the coming year.</li> </ul>

## Balance Sheet

This organization has not provided data to populate this section. Unaudited organizations are not required to complete a balance sheet. Organizations with expenses under \$50,000 and entities under a parent are not given the option to complete a balance sheet.

## Balance Sheet Narrative

This organization has not provided data to populate this section. Unaudited organizations are not required to complete a balance sheet. Organizations with expenses under \$50,000 and entities under a parent are not given the option to complete a balance sheet.

Balance Sheet Metrics

This organization has not provided data to populate this section. Unaudited organizations are not required to complete a balance sheet. Organizations with expenses under \$50,000 and entities under a parent are not given the option to complete a balance sheet.

This organization has not provided data to populate this section.

The organization has not provided data to populate this section.



**Attendance**

	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Total attendance</b>					
Paid	224	225	0%	150	-33%
Free	5,441	2,854	-48%	2,145	-25%
<b>Total</b>	<b>5,665</b>	<b>3,079</b>	<b>-46%</b>	<b>2,295</b>	<b>-25%</b>
<b>In-person attendance</b>					
Paid	224	225	0%	150	-33%
Free	5,441	2,173	-60%	2,145	-1%
<b>Total</b>	<b>5,665</b>	<b>2,398</b>	<b>-58%</b>	<b>2,295</b>	<b>-4%</b>
<b>Digital attendance</b>					
Paid			n/a	0	n/a
Free		681	n/a	0	-100%
<b>Total</b>		<b>681</b>	<b>n/a</b>	<b>0</b>	<b>-100%</b>
In-person attendees 18 and under	1,743	717	-59%	528	-26%
<b>Programs in schools</b>	<b>FY 2019</b>	<b>FY 2020</b>	<b>% Change</b>	<b>FY 2021</b>	<b>% Change</b>
Children served in schools	1,743	717	-59%	0	-100%
Hours of instruction	180	144	-20%	0	-100%

**Workforce**

Number of People	FY 2019	FY 2020	% Change	FY 2021	% Change
Employees: Part-time permanent	2	2	0%	2	0%
Volunteers	62	44	-29%	49	11%
Independent contractors	29	38	31%	32	-16%
Interns and apprentices	1	1	0%		-100%
<b>Total positions</b>	<b>94</b>	<b>85</b>	<b>-10%</b>	<b>83</b>	<b>-2%</b>

**Visual & Performing Artists**

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists	29	43	48%	32	-26%
Payments to artists & performers	\$12,573	\$14,750	17%	\$13,865	-6%

**Covid-19 Impact**

	FY 2019	FY 2020	FY 2021
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		2	0
Of those furloughed or laid off employees, how many (if any) have been brought back?		2	0

**Mission and Constituency**

**Mission statement**

To serve as a catalyst for the arts by encouraging, developing and promoting organizations and activities that enhance the economic vitality of the Saginaw region.

**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

Urban

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

## Program Activity

In-person activity	FY 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)			1	2		
Productions (presented)						
Classes/assemblies/other programs in schools	1		2	9		
Classes/workshops (outside of schools)	6	6	8	27	5	15
Field trips/school visits						
Guided tours						
Lectures	0	0				
Permanent exhibitions						
Temporary exhibitions	10		6		7	
Traveling exhibitions (hosted)						
Films screened						
Festivals/conferences	4		1	1	2	2
Readings/workshops (developing works)						
Community programs (not included above)					3	6
Additional programs not listed above	0	0	1	4	1	1

*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 2019			FY 2020			FY 2021		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)						1			
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 2019		FY 2020		FY 2021	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$29,547		\$23,438		\$28,995	\$0
Contributed revenue	\$351,644		\$304,491		\$290,005	
Operating expense	\$378,669		\$303,252	\$3,528	\$316,285	\$861

## Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% 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	60	63	5%	73	16%
Amount awarded in grants	\$91,206	\$86,622	-5%	\$95,307	10%
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)	0		n/a		n/a
Private lessons (digital)			n/a		n/a
Competitions			n/a		n/a
Open rehearsals			n/a		n/a

*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 2019	n/a
FY 2020	In 2020, much of our programming was either cancelled, or adapted, due to our building closure and staff furlough, or to meet city, state and CDC Covid guidelines. Including; bi-monthly and fall art exhibits, Art & Garden Festival, Jazz in the Garden concert series, All Area Arts Awards, Youth Outreach school assemblies, multi-week art and music classes, grant workshops, ARTS Roundtable meetings and our advocacy efforts. Produced a new, free of charge, virtual concert.

FY 2021

## Advocacy

- 1) To increase public access to arts & culture in Saginaw County.
- 2) To heighten the visibility of the arts while encouraging participation.
- 3) To promote public understanding about the contribution of the arts to the economic vitality of the community.
- 4) To raise awareness, protect access and encourage action on behalf of the arts.

## Exhibits

Ongoing art exhibits and a fall watercolor exhibition give local and regional artists an opportunity to display and sell their work as well as receive media attention for their exhibit. Solo exhibits are changed every other month with an afternoon Artist Meet and Greet, and the fall exhibition features over 20 mid-Michigan artists. A wine and cheese reception is held for the fall show.

## Festivals and Community Programming

Our annual Hollyday Art Mart features Michigan artists at booths offering a variety of high quality fine art and craft work. The event also offers a fresh holly sale, lunch, a silent auction and free admission to art mart.

Art & Garden Festival is held in June in our rose garden and draws hundreds of art and garden aficionados from around the state. The day's festivities include an art fair and garden vendors, lunch and garden expert speakers. Admission to the Art & Garden Festival is free.

Jazz in the Garden is an annual concert series which runs four consecutive Wednesday evenings in July. Popular Michigan bands are featured and all concerts are offered free to the public.

Our annual fundraising event, All Area Arts Awards is held annually each spring. The event celebrates the importance of arts and culture to our community and acknowledges the people and organizations which make art happen in our community.

Our annual fundraising event, All Area Arts Awards is held annually each spring. The event celebrates the importance of arts and culture to our community and acknowledges the people and organizations which make art happen in our community.

## Programs in Schools

Visiting Artists: Our Youth Outreach program offers unique opportunities for Saginaw children who are at risk and living in underserved areas in the community. The Commission makes available school concerts and multi week art and music programs to elementary schools and inner city youth centers. All classes are back this year after cutbacks in 2021 due to Covid.

We also hold an annual student art exhibit – “Celebrating Saginaw’s Cultures – Building Unity through Diversity”. This project is a collaboration with the Saginaw Public Schools and over 400 pieces of student art are exhibited. An award ceremony and reception is held for students and their friends and families. The program was scaled back in 2021 but will return in full in 2022.

## Classes/Workshops

Grant Writing Workshops: As administrators for the Michigan Arts & Culture Council minigrant program, we hold grant writing workshops for organizations interested in applying for grants. We walk attendees through the program guidelines highlighting grantee requirements, grant deadlines, review criteria, itemized budget preparation and online application process.

The Commission coordinates round table meetings of more than twenty Saginaw arts and cultural organizations to provide educational opportunities and share new ideas. On a regional level, the Commission coordinates meetings and workshops with arts organizations in mid-Michigan to promoting best practices and regional partnerships.

## Grant Making

The Saginaw Arts Commission is the Region 5 administrator for the Michigan Council for Arts & Cultural Affairs minigrant program. We handle all marketing and publicity, grant writing workshops, panel review meetings, contracts, grant payments and final reports for eight counties in mid-Michigan. Applicants may apply for up to \$4,000 for arts projects, \$1,500 for personal or organizational development, \$1,500 for Art Equipment & Supplies and \$500 for Bussing for field trips.

We also administer our own endowment, the Artreach Fund which we created 30 years ago and is held at the Saginaw Community Foundation. The fund provides grants for arts programming which addresses local needs and increases public access to arts and culture in Saginaw County. We are able to grant \$30,000 annually.

Saginaw Celebrates Summer provides programming grants to arts and cultural organizations in the City of Saginaw specifically for summer events and activities. We administer this program on behalf of the title sponsor, awarding \$6,600 in minigrants each summer.