



Expense Details

|  | FY 2015<br>Total | % Total<br>Exp | FY 2016<br>Total | % Total<br>Exp | %<br>change | FY 2017<br>Total | % Total<br>Exp | %<br>change |
|--|------------------|----------------|------------------|----------------|-------------|------------------|----------------|-------------|
| <b>Personnel Expenses</b>                                  |                  |                |                  |                |             |                  |                |             |
| W2 Employees (Salaries, Payroll Taxes and Fringe Benefits) | \$78,738         | 40%            | \$85,985         | 36%            | 9%          | \$89,342         | 41%            | 4%          |
| Independent Contractors                                    | \$0              | 0%             | \$28,976         | 17%            | n/a         | \$18,159         | 11%            | -37%        |
| Professional Fees  | \$18,720         | 13%            | \$1,473          | 1%             | -92%        | \$0              | 0%             | -100%       |
| <b>Total Personnel Expenses - Operating</b>                | <b>\$97,458</b>  | <b>68%</b>     | <b>\$116,434</b> | <b>67%</b>     | <b>19%</b>  | <b>\$107,501</b> | <b>66%</b>     | <b>-8%</b>  |
| <b>Non-personnel Expenses</b>                              |                  |                |                  |                |             |                  |                |             |
| Advertising and Promotion                                  | \$3,757          | 3%             | \$11,510         | 7%             | 206%        | \$5,428          | 3%             | -53%        |
| Conferences and Meetings                                   | \$189            | 0%             | \$293            | 0%             | 55%         | \$204            | 0%             | -30%        |
| Dues and Subscriptions                                     | \$658            | 0%             | \$731            | 0%             | 11%         | \$677            | 0%             | -7%         |
| Insurance  | \$805            | 1%             | \$1,321          | 1%             | 64%         | \$2,295          | 1%             | 74%         |
| Occupancy Costs  | \$4,218          | 3%             | \$5,677          | 3%             | 35%         | \$3,065          | 2%             | -46%        |
| Office and Administration                                  | \$13,998         | 10%            | \$14,848         | 9%             | 6%          | \$11,716         | 7%             | -21%        |
| Printing, Postage and Shipping                             | \$3,108          | 2%             | \$3,481          | 2%             | 12%         | \$1,148          | 1%             | -67%        |
| Travel   | \$2,870          | 2%             | \$3,865          | 2%             | 35%         | \$2,922          | 2%             | -24%        |
| Exhibition Costs   | \$0              | 0%             | \$0              | 0%             | n/a         | \$2,390          | 1%             | n/a         |
| Productions and Events Costs                               | \$0              | 0%             | \$2,073          | 1%             | n/a         | \$4,740          | 3%             | 129%        |
| Interest Expense   | \$313            | 0%             | \$240            | 0%             | -23%        | \$18             | 0%             | -92%        |
| Depreciation   | \$12,863         | 9%             | \$13,463         | 8%             | 5%          | \$14,682         | 9%             | 9%          |
| Other Operating Expenses                                   | \$2,194          | 2%             | \$54             | 0%             | -98%        | \$5,966          | 4%             | 10,948%     |
| <b>Total Non-personnel Expenses - Operating</b>            | <b>\$44,973</b>  | <b>32%</b>     | <b>\$57,556</b>  | <b>33%</b>     | <b>28%</b>  | <b>\$55,251</b>  | <b>34%</b>     | <b>-4%</b>  |
| Non-operating personnel expenses                           | \$0              | 0%             | \$0              | 0%             | 19%         | \$0              | 0%             | -8%         |
| Non-operating Non-personnel Expenses                       | \$0              | 0%             | \$0              | 0%             | n/a         | \$0              | 0%             | n/a         |
| <b>Total Expenses</b>                                      | <b>\$142,431</b> |                | <b>\$173,990</b> |                | <b>22%</b>  | <b>\$162,752</b> |                | <b>-6%</b>  |
| Total Expenses Less In-kind                                | \$142,431        |                | \$157,967        |                | 11%         | \$160,052        |                | 1%          |
| Total Expenses Less Depreciation                           | \$129,568        |                | \$160,527        |                | 24%         | \$148,070        |                | -8%         |
| Total Expenses Less In-kind and Depreciation               | \$129,568        |                | \$144,504        |                | 12%         | \$145,370        |                | 1%          |



Expense Details

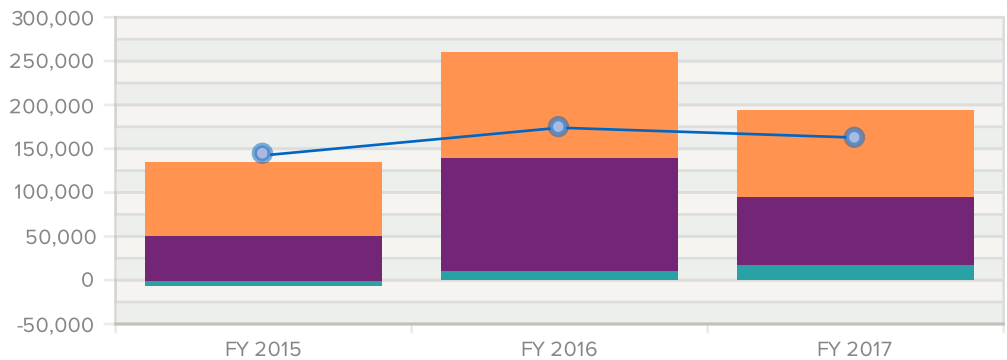
| Expense Ratios                 | FY 2015   | FY 2016   | FY 2017   |
|--------------------------------|-----------|-----------|-----------|
| Three Months of Operating Cash | \$35,608  | \$43,498  | \$40,688  |
| Full Cost                      | \$155,050 | \$189,439 | \$177,015 |

Three Months of Operating Cash ((Total Expenses/12)\*3) is the amount of cash or other reserves it would need to have on hand to operate for 90 days without any additional earned or contributed revenue.

Full Cost (Expenses + One Month of Savings + Loan Repayments) as conceived by the Nonprofit Finance Fund expands the definition of expenses to include "hidden costs" such as depreciation on fixed assets, debt repayments, and one month's worth of expenses as a surplus to act as a cushion or contribute to savings, such as for a future rainy day or a strategic opportunity. Though covering the full costs of doing business every year is aspirational for most organizations, doing so ensures longer-term sustainability and vibrancy.

Unrestricted Coverage of Expenses

- Investment Income
- Contributed Revenue
- Earned Revenue
- Expenses (before depreciation)



Note: If one or more columns of this report are blank, then your organization has not provided all of the data that appears in this report. This may be because your organization did not have that type of data for one or more years, or because your organization's annual expenses are under \$50,000 and you completed the short form of the DataArts Survey.