

# **Arts United of Greater Fort Wayne, Inc.**

Independent Auditor's Report and  
Consolidated Financial Statements

June 30, 2016 and 2015



# Arts United of Greater Fort Wayne, Inc.

June 30, 2016 and 2015

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## Independent Auditor's Report

Board of Directors  
Arts United of Greater Fort Wayne, Inc.  
Fort Wayne, Indiana

We have audited the accompanying consolidated financial statements of Art's United of Greater Fort Wayne, Inc. (Organization), which comprise the consolidated statements of financial position as of June 30, 2016 and 2015, and the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Opinion*

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Art's United of Greater Fort Wayne, Inc. as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Supplementary Information*

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary analysis of functional expenses listed in the table of contents is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and accordingly, we do not express an opinion or provide any assurance on it.

*BKD, LLP*

Fort Wayne, Indiana  
December 15, 2016

**Arts United of Greater Fort Wayne, Inc.**  
**Consolidated Statement of Financial Position**  
**June 30, 2016**

	Unrestricted			Temporarily		
	Operating Fund	Capital Fund	Total Unrestricted	Operating Fund	Renaissance Endowment Fund	Campus Fund
<b>Assets</b>						
Cash and cash equivalents	\$ 718,955	\$ -	\$ 718,955	\$ 235,000	\$ 288,465	\$ 600,000
Contributions receivable net of allowance of \$8,500	123,898	-	123,898	10,000	-	-
Accounts receivable	161,562	-	161,562	-	-	25,000
Interest and dividends receivable	431	-	431	-	5,593	-
Grants and prepaid expenses	72,414	-	72,414	-	-	-
Investments	501,558	-	501,558	-	3,403,535	-
Property and equipment	-	7,162,624	7,162,624	-	-	-
Beneficial interest in perpetual trusts	-	-	-	-	-	-
Total assets	<u>\$ 1,578,818</u>	<u>\$ 7,162,624</u>	<u>\$ 8,741,442</u>	<u>\$ 245,000</u>	<u>\$ 3,697,593</u>	<u>\$ 625,000</u>
<b>Liabilities</b>						
Accounts payable and accrued expenses	\$ 219,434	\$ -	\$ 219,434	\$ -	\$ 11,000	\$ -
Funds held for others	37,175	-	37,175	-	-	-
Grants payable	39,741	-	39,741	-	-	-
Allocations payable	614,925	-	614,925	-	-	-
Line of credit	-	374,027	374,027	-	-	-
Deferred revenue	155,054	-	155,054	-	-	-
Total liabilities	<u>1,066,329</u>	<u>374,027</u>	<u>1,440,356</u>	<u>-</u>	<u>11,000</u>	<u>-</u>
<b>Net Assets</b>						
Unrestricted						
Available for current operations	82,267	6,788,597	6,870,864	-	-	-
Board-designated	430,222	-	430,222	-	-	-
Total unrestricted	<u>512,489</u>	<u>6,788,597</u>	<u>7,301,086</u>	<u>-</u>	<u>-</u>	<u>-</u>
Temporarily restricted	-	-	-	245,000	3,686,593	625,000
Permanently restricted	-	-	-	-	-	-
Total net assets	<u>512,489</u>	<u>6,788,597</u>	<u>7,301,086</u>	<u>245,000</u>	<u>3,686,593</u>	<u>625,000</u>
Total liabilities and net assets	<u>\$ 1,578,818</u>	<u>\$ 7,162,624</u>	<u>\$ 8,741,442</u>	<u>\$ 245,000</u>	<u>\$ 3,697,593</u>	<u>\$ 625,000</u>

Restricted		Permanently Restricted					Sub Total	CAP, LLC	Consolidated Total
Millennium Fund	Total Temporarily Restricted	Operating Fund	Renaissance Endowment Fund	Millennium Fund	Total Permanently Restricted				
\$ 40,999	\$ 1,164,464	\$ -	\$ -	\$ -	\$ -	\$ 1,883,419	\$ 114,907	\$ 1,998,326	
5,680	15,680	-	-	-	-	139,578	-	139,578	
-	25,000	-	-	-	-	186,562	5,000	191,562	
-	5,593	-	-	-	-	6,024	-	6,024	
-	-	-	-	-	-	72,414	79,385	151,799	
2,384	3,405,919	486,769	3,300,000	100,000	3,886,769	7,794,246	-	7,794,246	
-	-	-	-	-	-	7,162,624	-	7,162,624	
-	-	763,692	-	-	763,692	763,692	-	763,692	
<u>\$ 49,063</u>	<u>\$ 4,616,656</u>	<u>\$ 1,250,461</u>	<u>\$ 3,300,000</u>	<u>\$ 100,000</u>	<u>\$ 4,650,461</u>	<u>\$ 18,008,559</u>	<u>\$ 199,292</u>	<u>\$ 18,207,851</u>	
\$ -	\$ 11,000	\$ -	\$ -	\$ -	\$ -	\$ 230,434	\$ 1,635	\$ 232,069	
-	-	-	-	-	-	37,175	-	37,175	
-	-	-	-	-	-	39,741	-	39,741	
-	-	-	-	-	-	614,925	-	614,925	
-	-	-	-	-	-	374,027	-	374,027	
-	-	-	-	-	-	155,054	197,750	352,804	
-	11,000	-	-	-	-	1,451,356	199,385	1,650,741	
-	-	-	-	-	-	6,870,864	(93)	6,870,771	
-	-	-	-	-	-	430,222	-	430,222	
-	-	-	-	-	-	7,301,086	(93)	7,300,993	
49,063	4,605,656	-	-	-	-	4,605,656	-	4,605,656	
-	-	1,250,461	3,300,000	100,000	4,650,461	4,650,461	-	4,650,461	
<u>49,063</u>	<u>4,605,656</u>	<u>1,250,461</u>	<u>3,300,000</u>	<u>100,000</u>	<u>4,650,461</u>	<u>16,557,203</u>	<u>(93)</u>	<u>16,557,110</u>	
<u>\$ 49,063</u>	<u>\$ 4,616,656</u>	<u>\$ 1,250,461</u>	<u>\$ 3,300,000</u>	<u>\$ 100,000</u>	<u>\$ 4,650,461</u>	<u>\$ 18,008,559</u>	<u>\$ 199,292</u>	<u>\$ 18,207,851</u>	

**Arts United of Greater Fort Wayne, Inc.**  
**Consolidated Statement of Financial Position**  
**June 30, 2015**

	Unrestricted			Temporarily Renaissance	
	Operating Fund	Capital Fund	Total Unrestricted	Operating Fund	Endowment Fund
<b>Assets</b>					
Cash and cash equivalents	\$ 912,057	\$ -	\$ 912,057	\$ -	\$ 357,441
Contributions receivable net of allowance of \$7,000	413,826	-	413,826	98,386	-
Accounts receivable	57,808	-	57,808	-	-
Interest and dividends receivable	1,785	-	1,785	-	8,250
Grants and prepaid expenses	14,788	-	14,788	-	-
Investments	225,318	-	225,318	-	3,714,264
Property and equipment	-	7,403,258	7,403,258	-	-
Beneficial interest in perpetual trusts	-	-	-	-	-
Total assets	\$ 1,625,582	\$ 7,403,258	\$ 9,028,840	\$ 98,386	\$ 4,079,955
<b>Liabilities</b>					
Accounts payable and accrued expenses	\$ 66,938	\$ -	\$ 66,938	\$ -	\$ -
Funds held for others	49,528	-	49,528	-	-
Grants payable	45,795	-	45,795	-	-
Allocations payable	614,925	-	614,925	-	2,750
Line of credit	-	511,492	511,492	-	-
Deferred revenue	148,053	-	148,053	-	-
Total liabilities	925,239	511,492	1,436,731	-	2,750
<b>Net Assets</b>					
Unrestricted					
Available for current operations	(15,481)	6,891,766	6,876,285	-	-
Board-designated	715,824	-	715,824	-	-
Total unrestricted	700,343	6,891,766	7,592,109	-	-
Temporarily restricted	-	-	-	98,386	4,077,205
Permanently restricted	-	-	-	-	-
Total net assets	700,343	6,891,766	7,592,109	98,386	4,077,205
Total liabilities and net assets	\$ 1,625,582	\$ 7,403,258	\$ 9,028,840	\$ 98,386	\$ 4,079,955

Restricted		Permanently Restricted				
Millennium Fund	Total Temporarily Restricted	Operating Fund	Renaissance Endowment Fund	Millennium Fund	Total Permanently Restricted	Total
\$ 14,199	\$ 371,640	\$ -	\$ -	\$ -	\$ -	\$ 1,283,697
84,839	183,225	-	-	-	-	597,051
-	-	-	-	-	-	57,808
-	8,250	-	-	-	-	10,035
-	-	-	-	-	-	14,788
7,520	3,721,784	486,769	3,300,000	100,000	3,886,769	7,833,871
-	-	-	-	-	-	7,403,258
-	-	800,994	-	-	800,994	800,994
<u>\$ 106,558</u>	<u>\$ 4,284,899</u>	<u>\$ 1,287,763</u>	<u>\$ 3,300,000</u>	<u>\$ 100,000</u>	<u>\$ 4,687,763</u>	<u>\$ 18,001,502</u>
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 66,938
-	-	-	-	-	-	49,528
-	-	-	-	-	-	45,795
-	2,750	-	-	-	-	617,675
-	-	-	-	-	-	511,492
-	-	-	-	-	-	148,053
-	2,750	-	-	-	-	1,439,481
-	-	-	-	-	-	6,876,285
-	-	-	-	-	-	715,824
-	-	-	-	-	-	7,592,109
106,558	4,282,149	-	-	-	-	4,282,149
-	-	1,287,763	3,300,000	100,000	4,687,763	4,687,763
<u>106,558</u>	<u>4,282,149</u>	<u>1,287,763</u>	<u>3,300,000</u>	<u>100,000</u>	<u>4,687,763</u>	<u>16,562,021</u>
<u>\$ 106,558</u>	<u>\$ 4,284,899</u>	<u>\$ 1,287,763</u>	<u>\$ 3,300,000</u>	<u>\$ 100,000</u>	<u>\$ 4,687,763</u>	<u>\$ 18,001,502</u>



**Arts United of Greater Fort Wayne, Inc.**  
**Consolidated Statement of Activities**  
**Year Ended June 30, 2016**

	Unrestricted			Temporarily			
	Operating Fund	Capital Fund	Renaissance Endowment Fund	Total Unrestricted	Operating Fund	Renaissance Endowment Fund	Campus Fund
<b>Revenue, Gains (Losses) and Other Support</b>							
Contributions	\$ 974,061	\$ -	\$ -	\$ 974,061	\$ -	\$ -	\$ -
Government grants	284,073	-	-	284,073	-	-	-
Other grants	159,526	-	-	159,526	200,000	-	625,000
Rental income, buildings	437,627	-	-	437,627	-	-	-
Rental income, parking lot	15,648	-	-	15,648	-	-	-
Concessions income	15,240	-	-	15,240	-	-	-
Box office income	85,098	-	-	85,098	-	-	-
Investment income	17,112	-	-	17,112	-	149,280	-
Net realized and unrealized gain on investments	(4,063)	-	-	(4,063)	-	(235,003)	-
Change in value-perpetual trusts	-	-	-	-	-	-	-
Other	58,674	-	-	58,674	-	24,000	-
In-kind	19,074	-	-	19,074	-	-	-
	<u>2,062,070</u>	<u>-</u>	<u>-</u>	<u>2,062,070</u>	<u>200,000</u>	<u>(61,723)</u>	<u>625,000</u>
Net assets released from restriction	70,719	306,481	60,760	437,960	(53,386)	(328,889)	-
Total revenue, gains (losses) and other support	<u>2,132,789</u>	<u>306,481</u>	<u>60,760</u>	<u>2,500,030</u>	<u>146,614</u>	<u>(390,612)</u>	<u>625,000</u>
<b>Expenses</b>							
Resource allocations							
Member organizations	681,510	-	-	681,510	-	-	-
Capital grants	-	-	60,760	60,760	-	-	-
Other grants	240,418	-	-	240,418	-	-	-
Total resource allocations	921,928	-	60,760	982,688	-	-	-
Community services program	437,093	-	-	437,093	-	-	-
Property management program	653,140	409,650	-	1,062,790	-	-	-
Total program services	1,090,233	409,650	-	1,499,883	-	-	-
Management and general	94,008	-	-	94,008	-	-	-
Fundraising	214,474	-	-	214,474	-	-	-
Total expenses	<u>2,320,643</u>	<u>409,650</u>	<u>60,760</u>	<u>2,791,053</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Change in Net Assets</b>	(187,854)	(103,169)	-	(291,023)	146,614	(390,612)	625,000
<b>Net Assets, Beginning of Year</b>	700,343	6,891,766	-	7,592,109	98,386	4,077,205	-
<b>Net Assets, End of Year</b>	<u>\$ 512,489</u>	<u>\$ 6,788,597</u>	<u>\$ -</u>	<u>\$ 7,301,086</u>	<u>\$ 245,000</u>	<u>\$ 3,686,593</u>	<u>\$ 625,000</u>

See Notes to Consolidated Financial Statements

Restricted			Permanently Restricted			Sub Total	CAP, LLC	Consolidated Total
Millennium Fund	Total Temporarily Restricted	Operating Fund	Renaissance Endowment Fund	Millennium Fund	Total Permanently Restricted			
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 974,061	\$ -	\$ 974,061
-	-	-	-	-	-	284,073	-	284,073
-	825,000	-	-	-	-	984,526	-	984,526
-	-	-	-	-	-	437,627	-	437,627
-	-	-	-	-	-	15,648	-	15,648
-	-	-	-	-	-	15,240	-	15,240
-	-	-	-	-	-	85,098	-	85,098
2,096	151,376	-	-	-	-	168,488	-	168,488
(3,906)	(238,909)	-	-	-	-	(242,972)	-	(242,972)
-	-	(37,302)	-	-	(37,302)	(37,302)	-	(37,302)
-	24,000	-	-	-	-	82,674	-	82,674
-	-	-	-	-	-	19,074	-	19,074
(1,810)	761,467	(37,302)	-	-	(37,302)	2,786,235	-	2,786,235
(55,685)	(437,960)	-	-	-	-	-	-	-
(57,495)	323,507	(37,302)	-	-	(37,302)	2,786,235	-	2,786,235
-	-	-	-	-	-	681,510	-	681,510
-	-	-	-	-	-	60,760	-	60,760
-	-	-	-	-	-	240,418	-	240,418
-	-	-	-	-	-	982,688	-	982,688
-	-	-	-	-	-	437,093	-	437,093
-	-	-	-	-	-	1,062,790	-	1,062,790
-	-	-	-	-	-	1,499,883	-	1,499,883
-	-	-	-	-	-	94,008	93	94,101
-	-	-	-	-	-	214,474	-	214,474
-	-	-	-	-	-	2,791,053	93	2,791,146
(57,495)	323,507	(37,302)	-	-	(37,302)	(4,818)	(93)	(4,911)
106,558	4,282,149	1,287,763	3,300,000	100,000	4,687,763	16,562,021	-	16,562,021
\$ 49,063	\$ 4,605,656	\$ 1,250,461	\$ 3,300,000	\$ 100,000	\$ 4,650,461	\$ 16,557,203	\$ (93)	\$ 16,557,110

**Arts United of Greater Fort Wayne, Inc.**  
**Consolidated Statement of Activities**  
**Year Ended June 30, 2015**

	Unrestricted			Total Unrestricted	Operating Fund	Temporarily
	Operating Fund	Capital Fund	Renaissance Endowment Fund			Renaissance Endowment Fund
<b>Revenue, Gains (Losses) and Other Support</b>						
Contributions	\$ 1,117,425	\$ -	\$ -	\$ 1,117,425	\$ 20,000	\$ -
Government grants	309,264	-	-	309,264	-	-
Other grants	137,557	21,459	-	159,016	78,386	-
Rental income, buildings	438,551	-	-	438,551	-	-
Rental income, parking lot	14,476	-	-	14,476	-	-
Concessions income	9,909	-	-	9,909	-	-
Box office income	92,130	-	-	92,130	-	-
Investment income	12,220	-	-	12,220	-	150,830
Net realized and unrealized losses on investments	13,510	-	-	13,510	-	120,551
Change in value-perpetual trusts	-	-	-	-	-	-
Other	96,440	-	-	96,440	-	-
In-kind	20,273	-	-	20,273	-	16,720
	<u>2,261,755</u>	<u>21,459</u>	<u>-</u>	<u>2,283,214</u>	<u>98,386</u>	<u>288,101</u>
Net assets released from restriction	90,727	1,150,387	66,168	1,307,282	(250)	(359,007)
Total revenue, gains (losses) and other support	<u>2,352,482</u>	<u>1,171,846</u>	<u>66,168</u>	<u>3,590,496</u>	<u>98,136</u>	<u>(70,906)</u>
<b>Expenses</b>						
Resource allocations						
Member organizations	659,925	-	-	659,925	-	-
Capital grants	-	-	66,168	66,168	-	-
Other grants	222,579	-	-	222,579	-	-
Total resource allocations	<u>882,504</u>	<u>-</u>	<u>66,168</u>	<u>948,672</u>	<u>-</u>	<u>-</u>
Community services program	316,160	-	-	316,160	-	-
Property management program	606,334	406,415	-	1,012,749	-	-
Total program services	<u>922,494</u>	<u>406,415</u>	<u>-</u>	<u>1,328,909</u>	<u>-</u>	<u>-</u>
Management and general	192,281	-	-	192,281	-	-
Fundraising	214,474	-	-	214,474	-	-
Total expenses	<u>2,211,753</u>	<u>406,415</u>	<u>66,168</u>	<u>2,684,336</u>	<u>-</u>	<u>-</u>
<b>Change in Net Assets</b>	140,729	765,431	-	906,160	98,136	(70,906)
<b>Net Assets, Beginning of Year</b>	<u>559,614</u>	<u>6,126,335</u>	<u>-</u>	<u>6,685,949</u>	<u>250</u>	<u>4,148,111</u>
<b>Net Assets, End of Year</b>	<u>\$ 700,343</u>	<u>\$ 6,891,766</u>	<u>\$ -</u>	<u>\$ 7,592,109</u>	<u>\$ 98,386</u>	<u>\$ 4,077,205</u>

Restricted		Permanently Restricted				Total
Millennium Fund	Total Temporarily Restricted	Operating Fund	Renaissance Endowment Fund	Millennium Fund	Total Permanently Restricted	
\$ 31,607	\$ 51,607	\$ -	\$ -	\$ -	\$ -	\$ 1,169,032
-	-	-	-	-	-	309,264
-	78,386	-	-	-	-	237,402
-	-	-	-	-	-	438,551
-	-	-	-	-	-	14,476
-	-	-	-	-	-	9,909
-	-	-	-	-	-	92,130
7,750	158,580	-	-	-	-	170,800
(3,386)	117,165	-	-	-	-	130,675
-	-	(24,847)	-	-	(24,847)	(24,847)
-	-	-	-	-	-	96,440
-	16,720	-	-	-	-	36,993
35,971	422,458	(24,847)	-	-	(24,847)	2,680,825
(948,025)	(1,307,282)	-	-	-	-	-
(912,054)	(884,824)	(24,847)	-	-	(24,847)	2,680,825
-	-	-	-	-	-	659,925
-	-	-	-	-	-	66,168
-	-	-	-	-	-	222,579
-	-	-	-	-	-	948,672
-	-	-	-	-	-	316,160
-	-	-	-	-	-	1,012,749
-	-	-	-	-	-	1,328,909
-	-	-	-	-	-	192,281
-	-	-	-	-	-	214,474
-	-	-	-	-	-	2,684,336
(912,054)	(884,824)	(24,847)	-	-	(24,847)	(3,511)
1,018,612	5,166,973	1,312,610	3,300,000	100,000	4,712,610	16,565,532
\$ 106,558	\$ 4,282,149	\$ 1,287,763	\$ 3,300,000	\$ 100,000	\$ 4,687,763	\$ 16,562,021

**Arts United of Greater Fort Wayne, Inc.**  
**Consolidated Statements of Cash Flows**  
**Years Ended June 30, 2016 and 2015**

	<b>2016</b>	<b>2015</b>
<b>Operating Activities</b>		
Change in net assets	\$ (4,911)	\$ (3,511)
Items not requiring (providing) operating activities cash flows		
Depreciation	409,650	406,615
Net realized and unrealized losses (gains) on investments	242,972	(130,675)
Change in value of beneficial interest in perpetual trusts	37,302	24,847
Contributions restricted for long-lived assets	(625,000)	—
Changes in		
Receivables	327,730	674,658
Prepaid expenses	(137,011)	(2,803)
Accounts payable, accrued expenses and funds held by others	150,028	(117,487)
Grants payable	(6,054)	1,104
Deferred revenue	<u>204,751</u>	<u>8,313</u>
Net cash provided by operating activities	<u>599,457</u>	<u>861,061</u>
<b>Investing Activities</b>		
Purchase of property and equipment	(169,016)	(283,671)
Purchase of investments	(3,018,741)	(2,190,957)
Sales and maturities of investments	<u>2,815,394</u>	<u>2,645,913</u>
Net cash provided by (used in) investing activities	<u>(372,363)</u>	<u>171,285</u>
<b>Financing Activities</b>		
Payments on line of credit	(137,465)	(887,663)
Contributions restricted for long-lived assets	<u>625,000</u>	<u>—</u>
Net cash provided by (used in) financing activities	<u>487,535</u>	<u>(887,663)</u>
<b>Net Increase in Cash and Cash Equivalents</b>	714,629	144,683
<b>Cash and Cash Equivalents, Beginning of Year</b>	<u>1,283,697</u>	<u>1,139,014</u>
<b>Cash and Cash Equivalents, End of Year</b>	<u>\$ 1,998,326</u>	<u>\$ 1,283,697</u>
<b>Supplemental Cash Flows Information</b>		
Interest paid	\$ 8,571	\$ 17,818

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

**Note 1: Nature of Operations and Summary of Significant Accounting Policies**

***Nature of Operations***

Arts United of Greater Fort Wayne, Inc. (Organization) was incorporated as a not-for-profit organization in June 1955, under the laws of the state of Indiana. The Organization's mission is to provide support to arts organizations and unite and coordinate arts efforts within northeast Indiana. The Organization's support is derived principally from contributions.

***Principle of Consolidation***

The consolidated financial statements include the accounts of Arts United of Greater Fort Wayne, Inc. and CAP, LLC. All material interorganizational accounts and transactions have been eliminated in consolidation.

***Use of Estimates***

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of the revenue, expenses, gains, losses and other changes in net assets during the reporting period. Actual results could differ from those estimates.

***Temporarily and Permanently Restricted Net Assets***

Temporarily restricted net assets are those whose use by the Organization has been limited by donors to a specific time period or purpose. Permanently restricted net assets have been restricted by donors to be maintained by the Organization in perpetuity.

***Fund Balances***

To ensure observance of limitations and restrictions placed on the use of resources available, the accounts of the Organization are internally maintained in accordance with the principles of fund accounting whereby resources for various purposes are classified for accounting purposes into funds established according to their nature and purpose. Separate accounts are maintained for each fund.

For external financial reporting purposes, the activities and net assets of the Organization are presented in funds. A description of these funds and the restrictions on net assets are as follows:

***Operating Fund***

The operating fund reflects the activities of carrying out the annual fund drive, allocating financial resources and managing the Arts United Center, Auer Center of Arts & Culture, Hall Community Arts Center and other art facilities. It is used to account for all annual fundraising and administrative activities of the Organization.

**Arts United of Greater Fort Wayne, Inc.**  
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Included in the net assets of the operating fund are Board-designated monies relating to the reserve fund, the campaign fund and other Board initiatives. The reserve fund is utilized for operations and is typically maintained at 1 to 1.5 times monthly operating expenses.

*Capital Fund*

This fund includes the land, buildings and equipment of the Organization and is for capital improvements.

*Campus Fund*

This fund includes revenues and expenses associated with Arts Campus Master Planning Initiative. This project focuses on the renovation of the Arts United Center, enhancements to pedestrian and vehicular faultfinding and connectivity between the Arts Campus and other downtown amenities.

*Renaissance Endowment Fund*

This fund includes the funds of the Renaissance Endowment Fund campaign. At the end of each calendar year, approximately 5 percent of the market value of the fund as of January 1 of that calendar year (adjusted for inflation), is available for allocation in the following calendar year less any gifts that have been distributed during that calendar year.

*Millennium Fund*

This fund reflects the activities related to the capital campaign to purchase, renovate and expand the Auer Center building in an effort to expand the downtown arts campus.

***Cash and Cash Equivalents***

The Organization considers all liquid investments with original maturities of three months or less to be cash equivalents. At June 30, 2016 and 2015, cash equivalents consisted primarily of money market funds.

At June 30, 2016, the Organization's cash accounts exceeded federally insured limits by approximately \$860,000.

***Investments and Investment Return***

Investments in equity securities having a readily determinable fair value and in all debt securities are carried at fair value. Certificates of deposit are carried at cost. Realized and unrealized gains and losses are reflected in the statements of activities. Investment return includes dividend, interest and other investment income; realized and unrealized gains and losses on investments carried at fair value; and realized gains and losses on other investments.

Investment return that is initially restricted by donor stipulation and for which the restriction will be satisfied in the same year is included in unrestricted net assets. Other investment return is reflected in the statements of activities as unrestricted, temporarily restricted or permanently restricted based upon the existence and nature of any donor or legally imposed restrictions.

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

***Income Taxes***

The Organization is exempt from federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code and a similar provision of state law. However, the Organization is subject to federal income tax on any unrelated business taxable income. The Organization is not considered to be a private foundation.

***Property and Equipment***

Expenditures for property and equipment and items, which substantially increase the useful lives of existing assets, are capitalized at cost. The Organization provides for depreciation on the straight-line method at rates designed to depreciate the costs of assets over estimated useful lives as follows:

	<u>Years</u>
Furniture and equipment	5-25
Building and land improvements	5-25
Buildings	30-50

***Deferred Revenue***

Income from grants is deferred and recognized over the periods to which the grants relate.

***Contributions***

Gifts of cash and other assets received without donor stipulations are reported as unrestricted revenue and net assets. Gifts received with a donor stipulation that limits their use are reported as temporarily or permanently restricted revenue and net assets. When a donor stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Gifts having donor stipulations which are satisfied in the period the gift is received are reported as unrestricted revenue and net assets.

Unconditional gifts expected to be collected within one year are reported at their net realizable value. Unconditional gifts expected to be collected in future years are initially reported at fair value determined using the discounted present value of estimated future cash flows technique. The resulting discount is amortized using the level-yield method and is reported as contribution revenue.

Conditional gifts depend on the occurrence of a specified future and uncertain event to bind the potential donor and are recognized as assets and revenue when the conditions are substantially met and the gift becomes unconditional.



**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

***In-Kind Contributions***

In addition to receiving cash contributions, the Organization receives in-kind contributions from various donors. It is the policy of the Organization to record the estimated fair value of certain in-kind donations as an expense in its financial statements and similarly increase contribution revenue by a like amount. For the years ended June 30, 2016 and 2015, \$19,074 and \$36,993, respectively, was received in in-kind contributions.

***Functional Allocation of Expenses***

The costs of supporting the various programs and other activities have been summarized on a functional basis in the statements of activities. Certain costs have been allocated among the program, management and general and fund raising categories based on the level of effort and other methods.

**Note 2: Contributions Receivable**

Contributions receivable at June 30 consisted of the following:

	<u>2016</u>	<u>2015</u>
Due within one year	\$ 136,778	\$ 581,047
Due in 1-5 years	11,300	23,004
Allowance for uncollectible contributions	<u>(8,500)</u>	<u>(7,000)</u>
	<u>\$ 139,578</u>	<u>\$ 597,051</u>

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

**Note 3: Investments and Investment Return**

The Organization's investments at June 30 are as follows:

	<u>2016</u>	<u>2015</u>
Certificates of deposit	\$ 581,146	\$ 290,487
U.S. Government securities	219,977	259,801
Corporate bonds	333,476	330,199
Common stocks		
Consumer	353,007	387,346
Energy	73,371	89,569
Financial	308,303	372,502
Service	107,962	120,427
Health care	270,940	312,846
Industrial	219,326	211,836
Information technology	375,203	410,841
Material	108,049	115,428
Telecommunication	27,218	23,668
Utilities	54,396	16,668
Foreign	12,953	22,919
Mutual funds		
Fixed income funds	1,802,302	1,497,212
Blended funds	1,263,942	1,299,425
Emerging market funds	98,100	151,585
Growth funds	714,692	940,392
Value funds	291,384	387,115
Real estate funds	145,132	162,183
Bank loan funds	59,849	60,552
Other funds	373,518	370,870
	<u>373,518</u>	<u>370,870</u>
Total	<u>\$ 7,794,246</u>	<u>\$ 7,833,871</u>

The following schedule summarizes the investment return and its classification in the statements of activities for the years ended June 30, 2016 and 2015:

	<u>2016</u>	<u>2015</u>
Dividends and interest	\$ 168,488	\$ 170,800
Net realized and unrealized (losses) gains on investments	<u>(242,972)</u>	<u>130,675</u>
Total return (loss) on investments	<u>\$ (74,484)</u>	<u>\$ 301,475</u>

Management fees relating to the above investments totaled \$42,790 and \$44,888 for the years ended June 30, 2016 and 2015, respectively.

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
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**Note 4: Property and Equipment**

The Organization's property and equipment at June 30 are as follows:

	<b>2016</b>	<b>2015</b>
Building and improvements	\$ 11,215,079	\$ 11,067,791
Furniture and equipment	1,623,510	1,601,781
Land improvements	<u>763,867</u>	<u>763,867</u>
	13,602,456	13,433,439
Accumulated depreciation	<u>(7,588,202)</u>	<u>(7,178,551)</u>
	6,014,254	6,254,888
Land	<u>1,148,370</u>	<u>1,148,370</u>
	<u>\$ 7,162,624</u>	<u>\$ 7,403,258</u>

**Note 5: Beneficial Interest in Perpetual Trusts**

The Organization is the beneficiary under three perpetual trusts administered by an outside party. Under the terms of the trust, the Organization has the irrevocable right to receive income earned on the trust assets in perpetuity, but never receives the assets held in trust. The estimated value of the expected future cash flows is \$763,692 and \$800,994, which represents the fair market value of the trust assets at June 30, 2016 and 2015, respectively.

**Note 6: Leases**

The Organization leases office and arts facilities and equipment to other not-for-profit member organizations under various agreements, which are renewed annually. Rental income from the lease agreements for the years ended 2016 and 2015 was \$453,275 and \$453,027, respectively. The gross amounts of property and equipment and related accumulated depreciation for leasing under operating leases are as follows:

	<b>2016</b>	<b>2015</b>
Buildings and land improvements	\$ 13,127,317	\$ 12,980,028
Property and equipment	<u>1,623,510</u>	<u>1,601,781</u>
	14,750,827	14,581,809
Accumulated depreciation	<u>(7,588,203)</u>	<u>(7,178,551)</u>
	<u>\$ 7,162,624</u>	<u>\$ 7,403,258</u>

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
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Future minimum rental income payments under operating leases are:

2017	\$ 45,404
2018	43,755
2019	<u>44,807</u>
Total minimum lease payments	<u>\$ 133,966</u>

**Note 7: Line of Credit**

The Organization has a \$1,500,000 revolving line of credit expiring in February 2017. At June 30, 2016 and 2015, there were \$374,027 and \$511,492, respectively, borrowed against this line. The line is secured by investments. Interest varies at LIBOR plus 1.5 percent.

**Note 8: Temporarily Restricted Net Assets**

Temporarily restricted net assets are available for the following purposes or periods:

	<u>2016</u>	<u>2015</u>
Renaissance endowment, accumulated earnings	\$ 3,686,593	\$ 4,077,205
Annual fund drive	10,000	20,000
Other contributions receivable	235,000	78,386
Campus fund	625,000	-
Millennium capital campaign	<u>49,063</u>	<u>106,558</u>
	<u>\$ 4,605,656</u>	<u>\$ 4,282,149</u>

**Note 9: Permanently Restricted Net Assets**

Permanently restricted net assets are restricted to:

	<u>2016</u>	<u>2015</u>
Investment in perpetuity, the income of which is expendable to support		
Facilities management activities	\$ 3,400,000	\$ 3,400,000
Any activity of the Organization	486,769	486,769
Beneficial interest in perpetual trusts	<u>763,692</u>	<u>800,994</u>
	<u>\$ 4,650,461</u>	<u>\$ 4,687,763</u>

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

**Note 10: Endowment**

The Organization's endowment consists of two individual funds established for a variety of purposes. The endowment includes only donor-restricted endowment funds. As required by accounting principles generally accepted in the United States of America (GAAP), net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Organization's governing body has interpreted the State of Indiana Uniform Prudent Management of Institutional Funds Act (Indiana UPMIFA) as requiring preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of donor-restricted endowment funds is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by Indiana UPMIFA. In accordance with Indiana UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. Duration and preservation of the fund
2. Purposes of the Organization and the fund
3. General economic conditions
4. Possible effect of inflation and deflation
5. Expected total return from investment income and appreciation or depreciation of investments
6. Other resources of the Organization
7. Investment policies of the Organization

The composition of net assets by type of endowment fund at June 30, 2016 and 2015, was:

	<b>2016</b>			<b>Total</b>
	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Permanently Restricted</b>	
Donor-restricted endowment funds	\$ —	\$ 3,686,593	\$ 4,650,461	\$ 8,337,054
	<b>2015</b>			
	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Permanently Restricted</b>	<b>Total</b>
Donor-restricted endowment funds	\$ —	\$ 4,077,205	\$ 4,684,763	\$ 8,764,968

**Arts United of Greater Fort Wayne, Inc.**  
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Amounts of donor-restricted endowment funds classified as permanently and temporarily restricted net assets at June 30, 2016 and 2015, consisted of:

	<b>2016</b>	<b>2015</b>
Permanently restricted net assets, portion of perpetual endowment funds required to be retained permanently by explicit donor stipulation or Indiana UPMIFA	\$ 4,650,461	\$ 4,687,763
Temporarily restricted net assets, portion of perpetual endowment funds subject to a time restriction under Indiana UPMIFA with purpose restrictions	\$ 3,686,593	\$ 4,077,205

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level the Organization is required to retain as a fund of perpetual duration pursuant to donor stipulation or Indiana UPMIFA. In accordance with GAAP, deficiencies of this nature are reported in unrestricted net assets. There were no such deficiencies at June 30, 2016 and 2015.

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and other items supported by its endowment while seeking to maintain the purchasing power of the endowment. Endowment assets include those assets of donor-restricted endowment funds the Organization must hold in perpetuity or for donor-specified periods. Under the Organization’s policies, endowment assets are invested in a manner that is intended to produce results that exceed appropriate benchmarks while assuming a moderate level of investment risk. The Organization expects its endowment funds to provide an average rate of return of approximately 8 percent annually over time. Actual returns in any given year may vary from this amount.

To satisfy its long-term rate of return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both current yield (investment income such as dividends and interest) and capital appreciation (both realized and unrealized). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

The Organization has a policy (the spending policy) of appropriating for expenditure each year up to 5 percent of its endowment fund’s average fair value over the prior twelve quarters through the year-end preceding the year in which expenditure is planned. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, over the long term, the Organization expects the current spending policy to allow its endowment to grow at an average of 3 percent annually. This is consistent with the Organization’s objective to maintain the purchasing power of endowment assets held in perpetuity or for a specified term, as well as to provide additional real growth through new gifts and investment return.

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

**Note 11: Funded Grants**

Allocations to funded members and Neighborhood Partnership Grants consist of basic operating support. Project Grants and Re grants of Indiana Arts Commission (IAC) Funds consist of funds for specific projects and are made to funded members, associate and affiliate members, nonaffiliated not-for-profit corporations and individuals. Allocations and other grants paid for the year ended June 30, 2016, and approved for 2017 are as follows:

	<b>Allocations Paid in 2016</b>	<b>Allocations Approved for Payment in 2017*</b>
Allocations		
Fort Wayne Philharmonic	\$ 187,070	\$ 187,070
Fort Wayne Museum of Art	137,706	114,206
Fort Wayne Civic Theatre	101,783	91,603
Fort Wayne Ballet	77,103	64,303
Cinema Center	28,221	23,961
Allen County/Fort Wayne Historical Society	51,560	46,400
Fort Wayne Youtheatre	37,404	30,884
ARCH	15,097	13,587
Artlink	16,894	14,274
Fort Wayne Dance Collective	16,287	13,637
F.A.M.E	6,000	5,000
Unity Performing Arts	10,000	10,000
Total allocations	685,125	614,925
Indiana Arts Commission Re grants	173,755	-
Other Grants		
NAII Internship Grants	29,127	-
Arts United Center Project	66,545	-
Total allocations and grants	\$ 954,552	\$ 614,925

\* Allocations to funded members have been approved. Other grants are payable upon services being rendered. Other grants are subject to additional requirements and review before final disbursements are made.

**Note 12: Employee Benefits**

The Organization maintains a 403(b) tax-deferred annuity plan for the benefit of all full-time employees, which allows for both employee and employer contributions. The Organization contributes a matching contribution of 50 percent of employee contributions, up to 3 percent to 4 percent of eligible employee compensation, based on length of service. The Organization's contribution to the plan was \$13,556 and \$6,629 for 2016 and 2015, respectively.

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

**Note 13: Concentration**

***Contributions***

Approximately 53 percent of all contributions receivable were from two donors at June 30, 2015. There were no such concentrations in contributions receivable at June 30, 2016. The Organization received two contributions that comprised 28 percent and 29 percent of total contributions income for the years ended June 30, 2016 and 2015, respectively.

**Note 14: Related Party Transactions**

At June 30, 2016 and 2015, the Organization had cash and investments of approximately \$3,533,000 and \$4,387,000 respectively, at two financial institutions where Board members are either employed or have an ownership interest. The Organization also has a line of credit with one of the financial institutions in the amount of \$374,027 and \$511,492 in June 30, 2016 and 2015, respectively.

**Note 15: Disclosures About Fair Value of Assets and Liabilities**

ASC Topic 820, *Fair Value Measurements* defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Topic 820 also specifies a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

- Level 1** Quoted prices in active markets for identical assets or liabilities
- Level 2** Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities
- Level 3** Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities



**Arts United of Greater Fort Wayne, Inc.**  
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Following is a description of the inputs and valuation methodologies used for assets measured at fair value on a recurring basis and recognized in the accompanying statements of financial position, as well as the general classification of such assets pursuant to the valuation hierarchy. There were no liabilities measured at fair value on a recurring basis and no assets or liabilities measured at fair value on a nonrecurring basis. There have been no significant changes in the valuation techniques during the year ended June 30, 2016.

***Cash Equivalents and Investments***

Where quoted market prices are available in an active market, securities are classified within Level 1 of the valuation hierarchy. Level 1 securities include common stocks, exchange-traded mutual funds and money market funds. If quoted market prices are not available, then fair values are estimated by using pricing models, quoted prices of securities with similar characteristics or discounted cash flows and are classified within Level 2 of the valuation hierarchy. The inputs used by the pricing services to determine fair value may include one, or a combination of, observable inputs such as benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data market publications. Level 2 securities include corporate bonds, U.S. Government securities and U.S. Government agency securities. In certain cases where Level 1 or Level 2 inputs are not available, securities are classified within Level 3 of the hierarchy. There are no Level 3 securities.

***Beneficial Interest in Perpetual Trusts***

Fair value is estimated at the present value of the future distributions expected to be received over the term of the agreements. Due to the nature of the valuation inputs, the interest is classified within Level 2 of the hierarchy.

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

The following tables present the fair value measurements of assets recognized in the accompanying statements of financial position measured at fair value on a recurring basis and the level within the fair value hierarchy in which the fair value measurements fall at June 30, 2016 and 2015:

	<b>2016</b>			
	<b>Fair Value</b>	<b>Fair Value Measurements Using</b>		
		<b>Quoted</b>	<b>Significant</b>	<b>Significant</b>
		<b>Prices in</b>	<b>Other</b>	<b>Unobservable</b>
	<b>Active</b>	<b>Observable</b>	<b>Inputs</b>	
	<b>Markets for</b>	<b>Inputs</b>	<b>(Level 3)</b>	
	<b>Identical</b>	<b>(Level 2)</b>		
	<b>Assets</b>	<b>(Level 1)</b>	<b>(Level 3)</b>	
	<b>(Level 1)</b>	<b>(Level 2)</b>	<b>(Level 3)</b>	
<b>Assets</b>				
Cash equivalents				
Money market funds	\$ 389,759	\$ 389,759	\$ -	\$ -
Investments				
U.S. Government securities	219,977	-	219,977	-
Corporate bonds	333,476	-	333,476	-
Common stocks				
Consumer	353,007	353,007	-	-
Energy	73,371	73,371	-	-
Financial	308,303	308,303	-	-
Service	107,962	107,962	-	-
Health care	270,940	270,940	-	-
Industrial	219,326	219,326	-	-
Information technology	375,203	375,203	-	-
Material	108,049	108,049	-	-
Telecommunication	27,218	27,218	-	-
Utilities	54,396	54,396	-	-
Foreign	12,953	12,953	-	-
Mutual funds				
Fixed income funds	1,802,302	1,802,302	-	-
Blended funds	1,263,942	1,263,942	-	-
Emerging market funds	98,100	98,100	-	-
Growth funds	714,692	714,692	-	-
Value funds	291,384	291,384	-	-
Real estate funds	145,132	145,132	-	-
Bank loan funds	59,849	59,849	-	-
Other funds	373,518	373,518	-	-
Beneficial interest in perpetual trusts	763,962	-	763,962	-

**Arts United of Greater Fort Wayne, Inc.**  
**Notes to Consolidated Financial Statements**  
**June 30, 2016 and 2015**

	2015			
	Fair Value	Fair Value Measurements Using		
		Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<b>Assets</b>				
Cash equivalents				
Money market funds	\$ 502,089	\$ 502,089	\$ -	\$ -
Investments				
U.S. Government securities	259,801	-	259,801	-
Corporate bonds	330,199	-	330,199	-
Common stocks				
Consumer	387,346	387,346	-	-
Energy	89,569	89,569	-	-
Financial	372,502	372,502	-	-
Service	120,427	120,427	-	-
Health care	312,846	312,846	-	-
Industrial	211,836	211,836	-	-
Information technology	410,841	410,841	-	-
Material	115,428	115,428	-	-
Telecommunication	23,668	23,668	-	-
Utilities	16,668	16,668	-	-
Foreign	22,919	22,919	-	-
Mutual funds				
Fixed income funds	1,497,212	1,497,212	-	-
Blended funds	1,299,425	1,299,425	-	-
Emerging market funds	151,585	151,585	-	-
Growth funds	940,392	940,392	-	-
Value funds	387,115	387,115	-	-
Real estate funds	162,183	162,183	-	-
Bank loan funds	60,552	60,552	-	-
Other funds	370,873	370,873	-	-
Beneficial interest in perpetual trusts	800,994	-	800,994	-

**Note 16: Subsequent Events**

Subsequent events have been evaluated through the date of the Independent Auditor's Report, which is the date the financial statements were available to be issued.

## **Supplementary Information**

# Arts United of Greater Fort Wayne, Inc.

## Analysis of Functional Expenses Year Ended June 30, 2016 (With Comparative Totals for 2015)

	<b>Program Services</b>		<b>Management and General</b>
	<b>Community Services</b>	<b>Property Management</b>	
Salaries and wages	\$ 166,263	\$ 264,314	\$ 45,608
Employee benefits	32,001	48,244	8,501
Total salaries, wages and related expenses	198,264	312,558	54,109
Board development/CAC	374	35	950
Meetings and conferences	4,089	423	2,146
Utilities	109	197,247	31
Telephone/internet	1,088	12,779	1,644
Internet/computer fees	23,533	14,882	4,230
Advertising/promotion	24,020	911	2
Campaign and special events	99,586	-	-
Insurance	1,052	19,297	300
Professional services and fees	51,695	964	22,147
Dues and subscriptions	400	22	289
Office supplies	1,717	1,331	334
Printing and publications	3,479	802	1,905
Postage	1,275	461	1,188
Depreciation	-	406,416	-
Repairs and maintenance	218	54,209	-
Building and stage supplies	-	29,623	-
Security	-	10,288	-
Office expense	-	-	-
Auto expense	433	179	-
Investment management and bank fees	25,644	363	4,504
Interest expense	-	-	-
Legal fees	-	-	-
Other expense	117	-	322
In-kind	-	-	-
Totals	<u>\$ 437,093</u>	<u>\$ 1,062,790</u>	<u>\$ 94,101</u>

<b>Fund Raising</b>	<b>2016 Total Expenses</b>	<b>2015 Total Expenses</b>
\$ 123,854	\$ 600,039	\$ 582,903
21,639	110,385	105,791
145,493	710,424	688,694
3,292	4,651	1,053
324	6,982	2,336
70	197,457	205,454
674	16,185	15,076
14,909	57,554	55,803
28,442	53,375	2,341
7,178	106,764	85,379
676	21,325	21,277
403	75,209	77,136
610	1,321	1,010
2,140	5,522	5,795
912	7,098	6,631
5,960	8,884	5,671
-	406,416	406,416
899	55,326	49,518
-	29,623	27,171
-	10,288	3,677
-	-	-
189	801	538
2,303	32,814	43,539
-	-	17,818
-	-	-
-	439	13,331
-	-	-
<u>\$ 214,474</u>	<u>\$ 1,808,458</u>	<u>\$ 1,735,664</u>