



Grand Rapids Art Museum

CDP Data Profile for the Fiscal Year Ending 09/30/2014

Data Profile

Pages 1 to 18

Status: Submitted - Awaiting CDP Review

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* Indicates a note.

Section 1 - ORGANIZATION INFORMATION

Fiscal Year-End Date: **09/30/2014**

1	For the 12 months ended 09/30/2014	
2	Organization Login	GRAM
3	Legal Name of Your Organization	Grand Rapids Art Museum
3a	Organization Mission Statement: Focusing on art, design, and creativity, GRAM will provide diverse platforms for experiences, ideas, and dialogue that enrich the human spirit and build practical learning skills. Through dynamic exhibitions, collections, learning initiatives, and community collaborations, GRAM will increasingly serve as a cultural beacon and civic anchor.	
3b	From where do you draw your primary audience/constituency?	Geographic Range: Regional Community Type: Urban
3c	Does your organization primarily serve a particular racial/ethnic group?	General audience/constituency - no group specified
3d	Does your organization primarily serve a specific gender?	General audience/constituency - no group specified
3e	Does your organization primarily serve a specific age group?	General audience/constituency - no group specified
3f	Are there other distinct groups that you define as primary constituencies?	General audience/constituency - no group specified
4a	Does your organization have a parent organization?	No
4b	Legal Name of Parent Organization (if any)	(not applicable)
5	Is Arts & Culture the primary focus of the Parent Organization?	(not applicable)
6	Is your organization, department, or ongoing program for whom you are filling out this form annually audited or reviewed by an independent public accounting firm?	Yes
7	Street Address	101 Monroe Center
8	Street Address, Line 2	
9	City	Grand Rapids
10	State	MI
11	Zip + 4	49503-2801
12	County	Kent
13	Phone #	616-831-1000
14	Fax #	616-831-1001
15	Federal ID #	38-1387136
16	Organization Type (e.g. 501(c)(3))	501(c)(3): Religious, Educational, Charitable, Scientific, Literary, etc.
16a	If Other, Please Describe	(not applicable)
16b	What is the name of your organization/program's fiscal sponsor?	(not applicable)
17	NTEE Classification	A51 - Art Museums (IRS assigned)
17a	NISP Discipline	05 Visual Arts
17b	Specialty or branch of discipline	
17c	NISP Institution Type	08 Art Museum
17d	If None of the Above, Please Describe	(not applicable)
18	DUNS #	020888731
19	Web Address	www.artmuseumgr.org
20	Accounting Method	Accrual
20a	Accounting Method, if Other	(not applicable)
21a	Did your accounting method change during the period in Line 1?	No
21b	If yes, what was your former method of accounting?	(not applicable)
21c	Other Former Accounting Method	(not applicable)
22	Contact Person	Elly Barnette-Dawson
23	Contact Person Title	Director of Advancement
24	Contact Person E-mail	ebarnette-dawson@artmuseumgr.org
25	# of Board Members	23
26	Year Organization Founded	1910
27	Year Organization Incorporated	1913
28	Date IRS Tax Exemption Received	07/18/1944

Section 1 - ORGANIZATION INFORMATION, continuedFiscal Year-End Date: **09/30/2014**

29 City Council District #	2
30 State House District # *	76
31 State Senate District # *	29
32 Federal Congressional District # *	3
33 Fiscal Year End Date (month & day only)	09/30
34 Date Form Completed	05/31/2015

Section 2 - AUDIT/REVIEW VERIFICATION SHEET

Fiscal Year-End Date: **09/30/2014**

BALANCE SHEET

	Total 09/30/2014	Total 09/30/2013
1 Total Assets *	\$72,236,319	\$72,803,124
2 Total Liabilities and Net Assets *	\$72,236,319	\$72,803,124
3 Net Assets - Unrestricted *	\$58,951,240	\$60,566,552
4 Net Assets - Temporarily Restricted *	\$3,105,514	\$2,131,424
5 Net Assets - Permanently Restricted *	\$0	\$0

INCOME STATEMENT

Revenue	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
6 Per Audit: Total Revenue *	\$5,363,947	\$0	\$0	\$5,363,947	\$5,006,246
7 Per Audit: Other Changes *				\$0	\$0
8 Total Audit: Total Revenue	\$5,363,947	\$0	\$0	\$5,363,947	\$5,006,246

Expenses	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
9a Program *	\$4,672,746			\$4,672,746	\$4,172,461
9b Fundraising *	\$591,854			\$591,854	\$529,558
9c General & Administrative *	\$1,758,308			\$1,758,308	\$1,881,473
9 Per Audit: Total Expenses *	\$7,022,908	\$0	\$0	\$7,022,908	\$6,583,492
10 Per Audit: Other Changes *				\$0	\$0
11 Total Audit: Total Expenses	\$7,022,908	\$0	\$0	\$7,022,908	\$6,583,492

Net	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
12 Change in Net Assets *	-\$1,658,961	\$0	\$0	-\$1,658,961	-\$1,577,246

Section 3 - REVENUE

Fiscal Year-End Date: 09/30/2014

Earned	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
1 Admissions *	\$148,845			\$148,845	\$194,896
2 Ticket Sales				\$0	\$0
3 Tuitions				\$0	\$0
4 Workshop & Lecture Fees	\$16,613			\$16,613	\$0
5 Touring Fees				\$0	\$0
6 Special Events - Non-fundraising *				\$0	\$0
6a Special Events - Non-fundraising, Briefly Describe	(not applicable)				
7 Gift Shop/Merchandise Sales *	\$249,808			\$249,808	\$242,267
7a Gallery/Publication Sales				\$0	\$0
8 Food Sales/Concession Revenue *	\$327,646			\$327,646	\$323,462
8a Parking Concessions				\$0	\$0
9 Membership Dues/Fees *	\$267,288			\$267,288	\$323,039
10 Subscriptions - Performance				\$0	\$0
10a Subscriptions - Media				\$0	\$0
11 Contracted Services/Performance Fees				\$0	\$0
12 Rental Income *	\$250,694			\$250,694	\$205,303
13 Royalties/Rights & Reproductions				\$0	\$0
14 Advertising Revenue				\$0	\$0
15 Sponsorship Revenue *				\$0	\$0
16 Investments-Realized Gains/Losses *				\$0	\$0
17 Investments-Unrealized Gains/Losses				\$0	\$13,753
18 Interest & Dividends *	\$900			\$900	\$1,053
19 Other Earned Revenue *	\$56,465			\$56,465	\$1,148
19a If Other Earned Revenue, Briefly Describe	Miscellaenous				
20 Total Earned Revenue *	\$1,318,259	\$0	\$0	\$1,318,259	\$1,304,921

Section 3 - REVENUE, continued

Fiscal Year-End Date: **09/30/2014**

Contributed	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
21 Trustee/Board Contributions *	\$227,390			\$227,390	\$0
22 Individual Contributions *				\$0	\$0
23 Corporate Contributions *	\$22,000			\$22,000	\$0
24 Foundation Contributions *	\$2,669,163			\$2,669,163	\$2,728,085
25 Government - City				\$0	\$0
26 Government - County				\$0	\$0
27 Government - State *	\$25,500	\$0	\$0	\$25,500	\$0
28 Government - Federal				\$0	\$0
28a Tribal Contributions				\$0	\$0
29 Special Events - Fundraising *	\$446,605			\$446,605	\$276,812
30 Other Contributions *				\$0	\$0
30a Other Contributions, Briefly Describe	(not applicable)				
30b Parent Organization Support				\$0	\$0
30c Related Organization Contributions	\$655,030			\$655,030	\$696,428
31 In-kind Contributions				\$0	\$0
31a In-Kind Contributions, Briefly Describe	(not applicable)				
32 Net Assets Released from Restrictions				\$0	\$0
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$4,045,688	\$0	\$0	\$4,045,688	\$3,701,325
34 Total Earned and Contributed Revenue Including Net Assets Released from Restrictions	\$5,363,947	\$0	\$0	\$5,363,947	\$5,006,246
35 Transfers & Reclassifications				\$0	\$0

Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
36 Total Revenue	\$5,363,947	\$0	\$0	\$5,363,947	\$5,006,246

Unrestricted Revenue Funds	Total 09/30/2014		Total 09/30/2013	
37 Of the Total Unrestricted Revenue reported on line 36, what was the total amount intended for operating/programmatic purposes?	\$5,363,947	Actual	\$4,489,164	Estimated
38 Of the Total Unrestricted Revenue reported on line 36, what was the total amount intended for capital purposes?		Not Applicable	\$498,796	Estimated
39 Total Operating and Capital Revenue	\$5,363,947		\$4,987,960	
40 Briefly describe any discrepancies between Total Unrestricted Revenue (line 36) and Total Operating and Capital Revenue (line 39)	(not applicable)			

Section 4 - GOVERNMENT CONTRACTS AND GRANTS

Fiscal Year-End Date: **09/30/2014**

City Agency/Department	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
A1				\$0	\$0
A2				\$0	\$0
A3				\$0	\$0
A4				\$0	\$0
A5				\$0	\$0
A6				\$0	\$0
A7				\$0	\$0
A8				\$0	\$0
A9				\$0	\$0
A10				\$0	\$0
A11 Other				\$0	\$0
A11a If Other, please describe	(not applicable)				
A12 Total Government - City				\$0	\$0

County Agency/Department	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
B1				\$0	\$0
B2				\$0	\$0
B3				\$0	\$0
B4				\$0	\$0
B5				\$0	\$0
B6				\$0	\$0
B7				\$0	\$0
B8				\$0	\$0
B9				\$0	\$0
B10				\$0	\$0
B11 Other				\$0	\$0
B11a If Other, please describe	(not applicable)				
B12 Total Government - County				\$0	\$0

Section 4 - GOVERNMENT CONTRACTS AND GRANTS, continued

Fiscal Year-End Date: **09/30/2014**

State Agency/Department	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
C1 MCACA - State of Michigan *	\$25,500			\$25,500	\$0
C2				\$0	\$0
C3				\$0	\$0
C4				\$0	\$0
C5				\$0	\$0
C6				\$0	\$0
C7				\$0	\$0
C8				\$0	\$0
C9				\$0	\$0
C10				\$0	\$0
C11 Other				\$0	\$0
C11a If Other, please describe	(not applicable)				
C12 Total Government - State	\$25,500	\$0	\$0	\$25,500	\$0

Federal Agency/Department	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
D1				\$0	\$0
D2				\$0	\$0
D3				\$0	\$0
D4				\$0	\$0
D5				\$0	\$0
D6				\$0	\$0
D7				\$0	\$0
D8				\$0	\$0
D9				\$0	\$0
D10				\$0	\$0
D11 Other				\$0	\$0
D11a If Other, please describe	(not applicable)				
D12 Total Government - Federal				\$0	\$0

Section 5 - EXPENSES: SALARIES AND FRINGE

Fiscal Year-End Date: **09/30/2014**

Expense	PROGRAM				Total	Total
	Artists & Performers	Program - All Other	Fundraising	General & Administrative	09/30/2014	09/30/2013
1 Salaries *		\$584,563	\$175,828	\$686,214	\$1,446,605	\$1,172,187
2 Commissions					\$0	\$0
3 Payroll Taxes *		\$42,805	\$12,226	\$44,059	\$99,090	\$71,350
4 Health Benefits *		\$93,838	\$30,419	\$87,860	\$212,117	\$177,327
5 Disability					\$0	\$0
6 Workers' Compensation					\$0	\$0
7 Pension and Retirement *				\$7,803	\$7,803	\$0
8 Benefits - Other					\$0	\$0
8a Benefits - Other, Briefly Describe	(not applicable)					
9 Total Salaries and Fringe	\$0	\$721,206	\$218,473	\$825,936	\$1,765,615	\$1,420,864

	09/30/2014		09/30/2013	
10a For the employees on your payroll, organization pays this percent of individual healthcare costs	90.0%	Estimated	91.0%	Actual
10b For the employees on your payroll, organization pays this percent of family healthcare costs	70.0%	Estimated	71.0%	Actual
10c For employees on your payroll, organization offers to contribute up to this percent of annual salary for pension and retirement	3.0%	Estimated	3.0%	Actual

Section 6 - EXPENSES: ALL OTHER

 Fiscal Year-End Date: **09/30/2014**

Expense	Program	Fundraising	General & Administrative	Total 09/30/2014	Total 09/30/2013
1 Total Salaries & Fringe	\$721,206	\$218,473	\$825,936	\$1,765,615	\$1,420,864
2 Accounting				\$0	\$0
3 Advertising and Marketing *	\$165,466		\$44,070	\$209,536	\$133,637
4 Artist Commission Fees *				\$0	\$0
4a Artist Consignments				\$0	\$0
5 Artists & Performers - Non-Salaried	\$33,860			\$33,860	\$0
6 Audit				\$0	\$0
7 Bank Fees *			\$35,154	\$35,154	\$34,226
8 Repairs & Maintenance				\$0	\$0
9 Catering & Hospitality				\$0	\$0
10 Collections Conservation				\$0	\$0
11 Collections Management *				\$0	\$0
12 Conferences & Meetings *				\$0	\$5,041
13 Cost of Sales *	\$180,751			\$180,751	\$524,893
14 Depreciation *	\$1,782,201	\$37,919	\$75,838	\$1,895,958	\$1,904,489
15 Dues & Subscriptions *	\$5,028	\$500	\$9,891	\$15,419	\$21,790
16 Equipment Rental *	\$6,742		\$8,567	\$15,309	\$187,049
17 Facilities - Other *			\$165,821	\$165,821	\$1,260,063
17a Facilities - Other, Briefly Describe	Miscellaneous Other - Others reclassified from prior year				
18 Fundraising Expenses - Other		\$255,212		\$255,212	\$0
18a Fundraising Expenses - Other, Briefly Describe	Gala and Live Artfully Fundraising Events Costs, Donor Relations, Cultivation				
19 Fundraising Professionals				\$0	\$0
20 Grantmaking Expense				\$0	\$0
21 Honoraria				\$0	\$0
22 In-Kind Contributions				\$0	\$0
23 Insurance	\$28,015		\$72,376	\$100,391	\$0
24 Interest Expense *			\$6,286	\$6,286	\$12,847
25 Internet & Website			\$7,662	\$7,662	\$0
26 Investment Fees				\$0	\$0
27 Legal Fees				\$0	\$0
28 Lodging & Meals	\$1,163	\$1,453	\$4,306	\$6,922	\$0
29 Major Repairs	\$1,939		\$28,197	\$30,136	\$0
30 Office Expense - Other *	\$10,821	\$13,154	\$22,154	\$46,129	\$65,281
30a Office Expense - Other, Briefly Describe	Minor Equipment, Software Contracts, Hardware Contracts				
31 Other *	\$16,707	\$1,064	\$88,327	\$106,098	\$179,630
31a If Other, Briefly Describe	Miscellaenous				
32 Postage & Shipping *	\$8,763	\$3,952	\$1,896	\$14,611	\$14,592
33 Printing *	\$4,553	\$1,594	\$16,103	\$22,250	\$126,641
34 Production & Exhibition Costs *	\$731,872			\$731,872	\$144,152
34a Programs - Other *				\$0	\$115,061
34b Programs - Other, Briefly Describe	(not applicable)				
35 Professional Development *	\$4,090	\$2,373	\$2,249	\$8,712	\$0
36 Professional Fees - Other *	\$116,184	\$18,402	\$275,659	\$410,245	\$256,200
36a Professional Fees - Other, Briefly Describe *	Contractual/Consulting,Contractors				
37 Public Relations				\$0	\$0
38 Rent	\$2,400	\$17,320		\$19,720	\$0
38a Recording & Broadcast Costs				\$0	\$0
38b Royalties/Rights & Reproductions				\$0	\$55,423
39 Sales Commission Fees				\$0	\$0

Section 6 - EXPENSES: ALL OTHER, continued

Fiscal Year-End Date: **09/30/2014**

Expense	Program	Fundraising	General & Administrative	Total 09/30/2014	Total 09/30/2013
39a Security *	\$322,315	\$6,857	\$13,716	\$342,888	\$0
40 Supplies - Office & Other *	\$2,242	\$2,351	\$17,482	\$22,075	\$24,591
41 Telephone *	\$1,302		\$4,763	\$6,065	\$19,678
42 Touring				\$0	\$0
43 Travel *	\$3,266	\$125	\$9,649	\$13,040	\$77,344
44 Utilities *	\$521,860	\$11,105	\$22,206	\$555,171	\$0
45 Total Expenses *	\$4,672,746	\$591,854	\$1,758,308	\$7,022,908	\$6,583,492
46 Change in Net Assets *				-\$1,658,961	-\$1,577,246

Section 7 - MARKETING EXPENSES

Fiscal Year-End Date: **09/30/2014**

Expense	Total 09/30/2014		Total 09/30/2013	
1 Advertising *	\$43,644	Actual	\$54,878	Actual
2 Dues & Subscriptions *	\$2,495	Actual	\$2,918	Actual
3 Internet & Website		Not Applicable	\$0	Not Available
4 Lodging & Meals	\$253	Actual	\$215	Actual
5 Marketing Salaries & Fringes	\$139,285	Actual	\$111,453	Actual
6 Postage & Shipping *	\$794	Actual	\$503	Actual
7 Printing *	\$169	Actual	\$2,209	Actual
8 Professional Fees *	\$18,003	Actual	\$18,921	Actual
9 Public Relations		Not Applicable	\$0	Not Available
10 Sales Commission Fees		Not Applicable	\$0	Not Applicable
11 Telephone *		Not Applicable	\$0	Not Applicable
12 Travel *		Not Applicable	\$1,086	Actual
13 Marketing - Other	\$2,728	Actual	\$1,661	Actual
13a Marketing - Other, Briefly Describe		Miscellaenous		
13b In-Kind Marketing Expense		Not Applicable	\$0	Not Applicable
13c In-Kind Marketing Expense, Briefly Describe		(not applicable)		
14 Total Marketing	\$207,371		\$193,844	

Section 8 - BALANCE SHEET

 Fiscal Year-End Date: **09/30/2014**
ASSETS

Current Assets	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
1 Cash & Cash Equivalents *	\$1,087,904	\$1,546,989		\$2,634,893	\$1,898,833
2 Accounts Receivable *	\$53,664			\$53,664	\$247,732
3 Pledges Receivable - Current *	\$0	\$1,558,525		\$1,558,525	\$570,277
4 Grants Receivable - Current				\$0	\$0
5 Contracts Receivable				\$0	\$0
6 Receivables - Other				\$0	\$0
7 Inventory *	\$135,846			\$135,846	\$95,006
8 Endowment Investments - Board Designated				\$0	\$0
9 Endowment Investments - Term				\$0	\$0
10 Endowment Investments - Permanently Restricted				\$0	\$0
11 Investments - All Other Marketable Securities *				\$0	\$167,566
12 Prepaid Expenses *	\$225,333			\$225,333	\$339,095
13 Current Assets - Other *				\$0	\$0

Non-Current Assets	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
14 Fixed Assets - Land *	\$7,575,615			\$7,575,615	\$7,575,615
15 Fixed Assets - Building *	\$73,062,191			\$73,062,191	\$73,032,908
16 Fixed Assets - Furniture, Fixtures & Equipment *	\$1,925,285			\$1,925,285	\$1,921,922
16a Leasehold Improvements *	\$3,800			\$3,800	\$3,800
17 Accumulated Depreciation *	-\$14,981,277			-\$14,981,277	-\$13,092,074
18 Pledges Receivable - Non-current				\$0	\$0
19 Grants Receivable - Non-current				\$0	\$0
20 Other - Non-current Assets *	\$42,444			\$42,444	\$42,444
21 Interfund Balances (must total to zero)				\$0	\$0
22 Total Assets *	\$69,130,805	\$3,105,514	\$0	\$72,236,319	\$72,803,124

Section 8 - BALANCE SHEET, continued

Fiscal Year-End Date: **09/30/2014**

LIABILITIES & NET ASSETS

Current Liabilities	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
23 Accounts Payable *	\$337,905			\$337,905	\$401,425
24 Accrued Expenses	\$332,146			\$332,146	\$205,581
25 Grants Payable - Current				\$0	\$0
26 Credit Line Payable				\$0	\$0
27 Mortgages Payable - Current				\$0	\$0
28 Other Loans & Notes - Current				\$0	\$0
29 Deferred Revenue				\$0	\$0
30 Other Current Liabilities	\$9,420,000			\$9,420,000	\$0

Non-Current Liabilities	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
31 Grants Payable - Non-current				\$0	\$0
32 Mortgages Payable - Non-current *				\$0	\$0
33 Other Loans & Notes - Non-current *				\$0	\$9,420,000
34 Other - Non-current Liabilities *	\$89,514			\$89,514	\$78,142
35 Interfund Balances (must total zero)				\$0	\$0

Net Assets	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 09/30/2014	Total 09/30/2013
36 Net Assets *	\$58,951,240	\$3,105,514		\$62,056,754	\$62,697,976
37 Total Liabilities & Net Assets *	\$69,130,805	\$3,105,514	\$0	\$72,236,319	\$72,803,124

Section 9 - INVESTMENTS

Fiscal Year-End Date: **09/30/2014**

Endowments - Board Designated		Total 09/30/2014	Total 09/30/2013
1	Investments Balance - Beginning of Year		\$0
2	Interest & Dividends		\$0
3	Realized Gains (Losses)		\$0
4	Unrealized Gains (Losses)		\$0
5	New Funds In		\$0
6	Funds Out (must be a negative number)		\$0
7	Investments Balance - End of Year	\$0	\$0

Endowments - Term		Total 09/30/2014	Total 09/30/2013
8	Investments Balance - Beginning of Year		\$0
9	Interest & Dividends		\$0
10	Realized Gains (Losses)		\$0
11	Unrealized Gains (Losses)		\$0
12	New Funds In		\$0
13	Funds Out (must be a negative number)		\$0
14	Investments Balance - End of Year	\$0	\$0

Endowments - Permanently Restricted		Total 09/30/2014	Total 09/30/2013
15	Investments Balance - Beginning of Year		\$0
16	Interest & Dividends		\$0
17	Realized Gains (Losses)		\$0
18	Unrealized Gains (Losses)		\$0
19	New Funds In		\$0
20	Funds Out (must be a negative number)		\$0
21	Investments Balance - End of Year	\$0	\$0

Investments - All Other		Total 09/30/2014	Total 09/30/2013
22	Investments Balance - Beginning of Year		\$153,813
23	Interest & Dividends		\$0
24	Realized Gains (Losses)		\$0
25	Unrealized Gains (Losses)		\$13,753
26	New Funds In		\$0
27	Funds Out (must be a negative number)		\$0
28	Investments Balance - End of Year	\$0	\$167,566

Section 10 - LOANS

Fiscal Year-End Date: **09/30/2014**

Credit Line	Total 09/30/2014	Total 09/30/2013
1 Balance - Beginning of Year		\$0
2 Additional Borrowings During the Fiscal Year		\$0
3 Total Repayments During the Fiscal Year		\$0
4 Balance - End of Year		\$0
5 Credit Line Limit		\$0
6 Credit Line Rate		0.0%

Mortgage Payable	Total 09/30/2014	Total 09/30/2013
7 Balance - Beginning of Year		\$0
8 Additional Borrowings During the Fiscal Year		\$0
9 Total Repayments During the Fiscal Year		\$0
10 Balance - End of Year		\$0
10a Mortgages Payable - Current		\$0
10b Mortgages Payable - Non Current		\$0
11 Mortgage Rate		0.0%

All Other Loan And Notes Combined	Total 09/30/2014	Total 09/30/2013
12 Balance - Beginning of Year		\$9,500,000
13 Additional Borrowings During the Fiscal Year		\$0
14 Total Repayments During the Fiscal Year *		-\$80,000
15 Balance - End of Year		\$9,420,000
15a Other Notes & Loans - Current		\$0
15b Other Notes & Loans - Non Current		\$9,420,000

Section 11 - NON-FINANCIAL INFORMATION

Fiscal Year-End Date: **09/30/2014**

A - Number of Monetary Contributors	Total 09/30/2014		Total 09/30/2013	
A1 Individuals	Not Available		0	Not Available
A2 Board	23	Actual	0	Not Available
A3 Corporate *	60	Actual	63	Actual
A4 Foundation *	34	Actual	32	Actual
A5 Government (Federal, State & Local)	1	Actual	2	Actual

B - Space	Square Footage 09/30/2014			Square Footage 09/30/2013		
B1 Do you own space? *	Yes	121,634	Actual	Yes	121,634	Actual
B2 Do you rent space?	Yes	1,047	Actual	Yes	1,047	Actual
B3 Is space donated to you or provided in-kind?	No	Not Applicable		No	Not Applicable	

C - Attendance 09/30/2014	Physical	Virtual	Total	
C1 Total Paid Attendance *	16,688		16,688	Actual
C2 Total Free Attendance *	131,336		131,336	Actual
C3 Total Attendance	148,024	0	148,024	
C4 Children 18 and under *	8,800		8,800	Actual
C5 Number of Groups of Children 18 and Under *	88		88	Actual
C5a Number of Other Groups *	116		116	Actual
C6 Attendance - Classes/Workshops *	5,656		5,656	Actual

D - Website Activity	Total 09/30/2014		Total 09/30/2013	
D1 Number of Page Views *	445,000	Estimated	431,205	Actual
D2 Number of Unique Web Visitors	125,000	Estimated	120,131	Actual
D3 Total Number of Web Visitors	175,000	Estimated	171,288	Actual
D4 Total income earned from website activities (from admissions, ticket sales, shop sales, etc.)	Not Available		\$0	Not Available
D5 Total website generated donations	\$3,000	Estimated	\$2,215	Actual

E - Subscribers & Members	Total 09/30/2014		Total 09/30/2013	
E1 Paying Subscribers - Performance	Not Applicable		0	Not Applicable
E1a Paying Subscribers - Media	Not Applicable		0	Not Applicable
E1b Non-paying Subscribers - Media	Not Applicable		0	Not Applicable
E2 Paying Members *	3,497	Actual	3,957	Actual
E3 How many people are both members and subscribers?	Not Applicable		0	Not Applicable

F - Admission/Ticket Pricing (in dollars)	Total 09/30/2014		Total 09/30/2013	
F1 Average Adult Price *	\$8.00	Actual	\$6.66	Estimated
F2 Average Child Price *	\$6.00	Actual	\$4.66	Estimated
F3 Average Senior Citizen Price *	\$6.00	Actual	\$6.00	Estimated
F4 Average Student Price *	\$6.00	Actual	\$6.00	Estimated
F5 Highest Single Price *	\$8.00	Actual	\$8.00	Actual
F6 Lowest Single Price	\$4.00	Actual	\$4.00	Actual
F7 Median Price	\$6.00	Actual	\$6.00	Estimated

Section 11 - NON-FINANCIAL INFORMATION, continued

Fiscal Year-End Date: 09/30/2014

Other Pricing	Total 09/30/2014		Total 09/30/2013	
F8 Average Adult Tuition/Workshop Price	\$30.00	Estimated	\$28.00	Estimated
F9 Average Child Tuition/Workshop Price	\$83.00	Estimated	\$77.00	Estimated
F10 Average Publication Price		Not Applicable	\$0.00	Not Applicable
F11 Average Fundraising Special Event Price	\$750.00	Estimated	\$551.11	Estimated
F12 Average Non-fundraising Special Event Price		Not Applicable	\$0.00	Not Applicable
F13 Average Media Content Price		Not Applicable	\$0.00	Not Applicable

G - Program Activity	Total 09/30/2014		Total 09/30/2013	
G1 Live Productions - Self-Produced *		Not Applicable	0	Not Applicable
G1a Live Productions - Presented Only		Not Applicable	0	Not Applicable
G2 Public Performances - Home *	27	Estimated	26	Estimated
G3 Public Performances - Away		Not Applicable	0	Not Applicable
G3a Online/radio/television programs		Not Applicable	0	Not Applicable
G4 Permanent Exhibitions	1	Actual	1	Actual
G5 Temporary Exhibitions *	15	Actual	15	Actual
G6 Classes/Workshops - for the public/constituents *	12	Actual	9	Actual
G7 Classes/Workshops - for professional artists		Not Applicable	0	Not Applicable
G7a Publications		Not Applicable	0	Not Applicable
G7b Number of Publications Sold/Distributed		Not Applicable	0	Not Applicable
G8 Tours *	204	Actual	0	Not Applicable
G8a Number of Tour Occurrences	204	Actual	0	Not Applicable
G9 Films *	2	Actual	2	Actual
G9a Number of Film Screenings	6	Actual	8	Actual
G10 Lectures *	25	Estimated	31	Estimated
G10a Number of Lecture Occurrences	25	Estimated	31	Estimated
G11 Exhibition Openings *	4	Actual	4	Actual
G12 World Premieres		Not Applicable	0	Not Applicable
G13 National Premieres		Not Applicable	0	Not Applicable
G14 Local Premieres *		Not Applicable	9	Estimated
G15 Works Commissioned	1	Actual	0	Not Applicable
G16 Workshops or readings of new works		Not Applicable	0	Not Applicable
G17 Programs - Other *	12	Estimated	11	Estimated
G17a Number of Programs - Other Occurrences	450	Estimated	452	Estimated
G17b Programs - Other, Briefly Describe	Educator, Student, Studio, Grazing at Gram, Gram on Green, Concerts,			
G18 Off-site School Programs		Not Applicable	0	Not Applicable
G18a Number of Off-site School Program Occurrences		Not Applicable	0	Not Applicable
G19 Facility Rentals - By your organization for your program use		Not Applicable	0	Not Applicable
G20 Facility Rentals - By your organization for your non-program use *		Not Applicable	0	Not Applicable
G21 Rentals of your facility by others *	99	Actual	106	Actual

Section 11 - NON-FINANCIAL INFORMATION, continued

Fiscal Year-End Date: **09/30/2014**

H - Capital and Endowment Campaigns 09/30/2014

	Capital	Endowment
H1 Has your organization recently completed a capital or endowment fundraising campaign (not including annual campaigns)?	No	No
H1a If yes, when was it completed?		
H2 Is your organization in the middle of or actively planning a capital or endowment fundraising campaign (not including annual campaigns)?	No	No
H2a If yes, what is the expected completion date?		
H2b If yes, what is the campaign goal (in dollars)?		
H2c If the campaign is in progress, how much has been raised as of the end of the fiscal year?		

**I - Staff & Non-Staff Statistics
(number of people and their full-time equivalents ["FTEs"])
09/30/2014**

	PROGRAM				Total	
	Artists & Performers	Program - All Other	Fundraising	General & Administrative		
I1 Full-time Permanent Employees		10.00	5.00	15.00	30.00	Actual
I2 Part-time/Seasonal Employees		34.00		1.00	35.00	Estimated
I3 Part-time/Seasonal Empl. - FTEs		17.70		0.80	18.50	Estimated
I4 Full-time Volunteers					0.00	Not Applicable
I5 Part-time Volunteers				1.00	1.00	Actual
I6 Part-time Volunteers - FTEs				0.68	0.68	Actual
I7 Independent Contractors					0.00	Not Applicable
I8 Independent Contractors - FTEs					0.00	Not Applicable
I9 Interns/Apprentices					0.00	Not Applicable
I10 Interns/Apprentices - FTEs					0.00	Not Applicable