

# Great Lakes Performing Artist Associates 2021 Cultural Data Profile

 PRINT

## Organization Info

Organization Type:	501(c)3 nonprofit organization	Fiscal Year End:	6/30/2021
Federal EIN:	38-2215599	Months in Survey:	12
Exemption Date:	1980		

## Discipline

NTEE Classification:	A03 Professional Societies & Associations	NISP Discipline:	Music
NISP Specialty:		NISP Institution Type:	Arts Service Organization

## Survey Providers

Affiliations:

## Organization Location

Org zip code: 48106

## Total Expenses

Total expenses under \$50,000: No

## Financial Information Part 1

Audit for 2021:	No	Restricted Contributed Revenue:	Yes
Restricted Earned Revenue:	No		

## Financial Information Part 2

Non-operating Revenues in 2021:	No	Non-operating Expenses in 2021:	No
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## Revenue: Earned Operating Revenue

	Unrestricted	Restricted	Total 2021	Total 2020
Subscription Revenue				

Membership Fees - Individuals				
Membership Fees - Organizations				
Ticket Sales/Admissions				
Education Revenue				
Publication Sales				
Gallery Sales				
Contracted Services and Touring Fees	\$50,150.00		\$50,150.00	\$62,083.00

**Notes**

Contracted Services and Touring Fees, 2021

Bookings were increasingly difficult to secure due to the continued affects of Covid on all sectors of the economy.

Royalty/Reproduction Revenue				
Rental Revenue				
Sponsorship Revenue				
Attendee-Generated Revenue Not Included Above				
Earned Program Revenue Not Included Above	\$8,610.00		\$8,610.00	\$13,937.00

**Notes**

Earned Program Revenue Not Included Above , 2021

Artist retainer fees - we allowed artists to pay what they could in consideration of Covid's affect on income.

Describe Earned Program Revenue*	artist retainer fees plus artist development services			
Earned Non-Program Revenue Not Included Above				
<b>Total</b>	\$58,760.00	\$0.00	\$58,760.00	\$76,020.00

Of your organization's total earned operating revenue, how much was from programming delivered digitally? 3000

#### Notes

Of your organization's total earned operating revenue, how much was from programming delivered digitally?, 2021

5%

## Revenue: Investment Revenue

	Unrestricted	Restricted	Total 2021	Total 2020
Investment Revenue - Operating				
<b>Total</b>	\$0.00	\$0.00	\$0.00	\$0.00

## Revenue: Contributed Revenue

	Unrestricted	Restricted	Total 2021	Total 2020	Contributors
Trustee/Board	\$16,487.00	\$1,400.00	\$17,887.00	\$29,554.00	9
Other Individual	\$22,090.00	\$2,500.00	\$24,590.00	\$8,157.00	140
Corporate	\$1,200.00		\$1,200.00		2
Foundation		\$5,000.00	\$5,000.00	\$1,500.00	1

#### Notes

Foundation, 2021

Kiwanis grant for Caravans

City Government

County Government

\$1,000.00

State Government

\$14,550.00

\$14,550.00

\$13,200.00

1

#### Notes

State Government, 2021

MCACA

Federal Government	\$15,783.00	\$15,783.00			1
<b>Notes</b>					
Federal Government, 2021					
PPP Loan					
Tribal					
In-Kind Contributions					
Special Fundraising Events					
Contributions Not Included Above					
Net Assets Released from Restriction					
Total Contributed	\$54,327.00	\$24,683.00	\$79,010.00	\$53,411.00	154

Of your organization's total contributed revenue, how much was associated with programming delivered digitally?

**Capital Campaign**

Is your organization currently in a capital campaign? No


**Revenue: Revenue Summary**

	Unrestricted	Restricted	Total 2021	Total 2020
Earned Revenue	\$58,760.00		\$58,760.00	\$76,020.00
Investment Revenue				
Contributed Revenue	\$54,327.00	\$24,683.00	\$79,010.00	\$53,411.00
Total Operating Revenue	\$113,087.00	\$24,683.00	\$137,770.00	\$129,431.00
	Unrestricted	Restricted	Total 2021	Total 2020

Total Revenue	\$113,087.00	\$24,683.00	\$137,770.00	\$129,431.00
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### Funder Report Narrative

This space can be used to add context, explanation, or narrative about your revenue. This text will appear on your reports to funders. Limit 500 characters. This narrative is optional.

 [How to utilize the funder report narrative fields \(http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/\)](http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/)

Funder report narrative - Revenue	Bookings were still difficult to obtain due to Covid restrictions - sizes of gatherings and spacing requirements - so revenue from concerts was down. We worked very hard at soliciting individual and board donations to deal with that shortfall. We also received increased funding from foundations (Kiwanis), state (MCACA) and federal sources (PPP loan), which contributed to our revenue being up from the previous fiscal year.
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### Expenses: Expenses

#### Personnel Expenses

	Program	Management and General	Fundraising	Total 2021	Total 2020
W2 Employee Salaries, Benefits, Payroll Taxes		\$37,283.00		\$37,283.00	\$37,598.00

**Notes**

W2 Employee Salaries, Benefits, Payroll Taxes, 2021  
Executive Director salary

Independent Contractors	\$49,191.00			\$49,191.00	\$56,549.00
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**Notes**

Independent Contractors, 2021  
Artist Fees for concerts, plus sound tech company payments

Professional Fees		\$4,380.00		\$4,380.00	\$13,195.00
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**Notes**

## Professional Fees, 2021

accountant/bookkeeper + DEI consultant

<b>Total</b>	\$49,191.00	\$41,663.00	\$0.00	\$90,854.00	\$107,342.00
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Of your organization's total personnel expenses above, what portion was paid to artists and performers?

49191

## Non-Personnel Expenses

	Program	Management and General	Fundraising	Total 2021	Total 2020
Occupancy Costs	\$1,527.00	\$1,688.00		\$3,215.00	\$3,600.00

**Notes**

## Occupancy Costs, 2021

cell phone (program) + business insurance

Interest Expense		\$415.00		\$415.00	\$489.00
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**Notes**

## Interest Expense, 2021

interest on line of credit

Depreciation		\$578.00		\$578.00	
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Non-Personnel Expenses Not Included Above	\$10,675.00	\$6,664.00	\$4,198.00	\$21,537.00	\$30,520.00
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**Notes**

## Non-Personnel Expenses Not Included Above, 2021

program: advertising/marketing/travel/meals for conferences + industry assoc. memberships, Management/general: misc. office supplies, software, etc. fundraising expenses: mobilecause fees, material creation and printing, event planning

Please Describe other Non-Personnel program:  
 advertising/marketing/travel/meals for conferences + industry assoc. memberships, Management/general: misc. office supplies, software, etc. fundraising expenses: mobilecause fees, material creation and printing, event planning

<b>Total</b>	\$12,202.00	\$9,345.00	\$4,198.00	\$25,745.00	\$34,609.00
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### Total Operating Expenses

	Program	Management and General	Fundraising	Total 2021	Total 2020
Total Personnel Expenses	\$49,191.00	\$41,663.00		\$90,854.00	\$107,342.00
Total Non-Personnel Expenses	\$12,202.00	\$9,345.00	\$4,198.00	\$25,745.00	\$34,609.00
Total Operating Expenses	\$61,393.00	\$51,008.00	\$4,198.00	\$116,599.00	\$141,951.00

Personnel			0		
Non-Personnel			8903		

Of your organization's total operating expenses, how much was spent on programming delivered digitally? 6000

#### Notes

Of your organization's total operating expenses, how much was spent on programming delivered digitally?, 2021  
 5%

### Total Expenses

	2021	2020
Total Operating Expenses	116599	141951

Total Expenses (Operating and Non-Operating)	116599	141951
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## Expenses: Change in Net Assets and Narrative


	Unrestricted	Restricted	Total 2021	Total 2020
Total Operating Revenue	\$113,087.00	\$24,683.00	\$137,770.00	\$129,431.00
Total Operating Expenses	\$116,599.00		\$116,599.00	\$141,951.00
Operating Change in Net Assets	-\$3,512.00	\$24,683.00	\$21,171.00	-\$12,520.00

	Unrestricted	Restricted	Total 2021	Total 2020
Total Change in Net Assets	-\$3,512.00	\$24,683.00	\$21,171.00	-\$12,520.00

## Funder Report Narrative - Expenses

This space can be used to add context, explanation, or narrative about your expenses. This text will appear on your reports to Funders. This narrative is optional.

 [How to utilize the Funder Report Narratives](http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/)  
(<http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/>)

**Funder Report Narrative - Expenses**

Our restricted revenue was higher in 2021 because of an effort to market our Caravan programs - bringing our artists into the schools. Bookings were still down as were individual donations. We brought our expenses down by not renewing our office space lease, and generally trimming wherever we could.

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

	2021	2020
Cash and Cash Equivalents	6983	5937
Receivables	11800	
Investments - Current		



Current Assets not included above		
Total Current Assets	18783	5937
Investments - Non-Current		
Fixed Assets (Net of Accumulated Depreciation)	1875	2606
<b>Notes</b>		
Fixed Assets (Net of Accumulated Depreciation), 2021 computer, office equipment		
Non-Current Assets Not Included Above		
Total Long-Term/Non-Current Assets	1875	2606
Total Assets	20658	8543
<b>Gross Fixed Assets*</b>	2889	
<b>Less Accumulated Depreciation*</b>	-1014	
	2021	2020
Accounts Payable and Accrued Expenses	9460	618
Deferred Revenue		
Loans - Current	0	18471
Current Liabilities Not Included Above	1459	
<b>Notes</b>		
Current Liabilities Not Included Above, 2021 payroll liabilities		
Describe Current Liabilities Not Included Above	payroll liabilities	

Total Current Liabilities	10919	19089
Long-Term/Non-Current Loans		
Long-Term/Non-Current Liabilities Not Included Above		
Total Long Term/Non-Current Liabilities		
Total Liabilities	10919	19089
	2021	2020
Total Assets	20658	8543
Total Liabilities	10919	19089
Total Net Assets	9739	-10546
Total Liabilities and Net Assets	20658	8543
	2021	2020
Line of Credit - Limit	0	10000

### Notes


Line of Credit - Limit, 2021

paid off the line of credit in March of 2021

### Funder Report Narrative

This space can be used to add context, explanation, or narrative about your Balance Sheet.

This text will appear on your reports to Funders. This narrative is optional.

 [How to utilize the Funder Report Narratives \(http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/\)](http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/)

Funder Report Narrative - Both Accounts payable and receivables  
 Balance Sheet are high because 2 artists were  
 contracted to perform at the end of the  
 fiscal year and the invoices had been  
 issued to the presenter but had not  
 been paid yet and the bills had been  
 recorded for the artists' payments, but  
 not paid since the income had yet to be  
 received. We paid off our line of credit  
 in 2021 and our PPP loan was forgiven  
 so our liabilities are much lower.

## Workforce and Workspaces: Workforce

	Number of Positions	Turnover	Total 2021
Full-Time Permanent			
Full-Time Temporary			
Part-Time Permanent	1		1
Part-Time Temporary			
Volunteers			
Independent Contractors	22		22
<b>Notes</b>			
Independent Contractors, 2021			
21 artists plus 1 sound tech			
Interns and Apprentices			
Board Members	9		9
Total Positions	32		32
Of the employees and contractors entered above, how many were artists or performers?*	21		

## Workforce and Workspaces: COVID-19 Impact

2021

### COVID-19 Workforce Effects

The COVID-19 crisis has necessitated that organizations lay off or furlough employees to remain in operation. The following questions aim to gauge this impact on your organization's workforce. Please only answer these questions if the fiscal year you are reporting on includes a span of time impacted by the COVID-19 pandemic. Answers collected from fiscal years outside of the impact of the COVID-19 pandemic will not be used for research or reporting purposes. This is optional.

**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
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Number of Employees Furloughed	0
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Of those furloughed or laid off employees, how many (if any) have been brought back?	
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## Workforce and Workspaces: Organization Leadership

2021

### Organization Leader

Provide information about the person with the highest level of decision-making authority (not including board members). This could be your organization's Executive Director, CEO, or President. You may enter two co-leaders if your organization has a shared leadership structure.

Leader First Name	Aileen
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Leader Last Name	Rohwer
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Leader Title	Executive Director
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Leader Year Started	2018
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#### Notes

Leader Year Started, 2021

Aileen resigned January of 2022. Amanda Stanger-Read was hired March 1, 2022

Leader Email Address	aileen.rohwer@gmail.com
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2021

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Co-Leader First Name

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Co-Leader Last Name

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Co-Leader Title

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Co-Leader Year Started

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Co-Leader Email Address

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### Workforce and Workspaces: Workspaces (up to 5)

One workspace is required, and you can include up to 5 different locations your organization has used this year. Use the button below to pre-fill the address in your organizations' profile into the first workspace.

If you do not have a physical workspace check this box:

No workspace

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2021

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Address (required)

---

City (required)

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State (required)

---

Zip Code (required)

---

Workspace Status

---

Square Footage

---

Use

---

2021

---

Address Line 1

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City

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State

---

Zip Code

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Workspace Status

---

Square Footage

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Use

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2021

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Address Line 1

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City

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State

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Zip Code

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Workspace Status

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Square Footage

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Use

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2021

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Address Line 1

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City

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State

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Zip Code

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Workspace Status

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Square Footage

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Use

2021

Address Line 1

City

State

Zip Code

Workspace Status

Square Footage

Use

### Program Activity & Audiences: Tickets/Admissions/Package Prices

Low

High

Ticket/Admission Prices

Subscription Package Price

Individual Membership Price

Organizational Membership Price

Subscription Ticket Price

Ticket/Admission Prices for Individual Members

Ticket/Admission Prices for Organizational Members

### Program Activity & Audiences: Members and Subscribers

Count

Renewal Rate

Total 2021

Subscribers\*

Members - Individual(s)\*

Members – Organizations\*

## Program Activity & Audiences: Programs

	2021	2020
Residencies Awarded		
Public Art Installations		
Works Commissioned		
Films Produced		
World Premieres		
National Premieres		
Local/Regional Premieres	21	22

### Notes

Local/Regional Premieres, 2021

each artist/ensemble premiered at least one new piece

Competitions

Open Rehearsals	5	2
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### Notes

Open Rehearsals, 2021

Caravan programs included open rehearsals

Count

Monetary Value

Fiscally Sponsored Projects		
Scholarships awarded		
Other Grants awarded		



	In Person/Physical	Digital			
Permanent Exhibitions					
Temporary Exhibitions					
Traveling Exhibitions (Hosted)					
Published Works Distributed					
Private Lessons					
	Distinct Offerings	# Events at Festivals	Distinct Live/Live-streamed	# of Times Accessed Live-streamed	Distinct On-demand Offerings
					Total 2021
Festivals/Conferences	0				
	Distinct Offerings	# of Times Offered	Distinct Live-Streamed	# of Times Live-Streamed	On-demand Offerings
Total 2021					
Productions (Self-produced)	70		28	28	14
Productions (Presented)	0				
Broadcast Productions	0				
Classes/Workshops (Outside of Schools)	0				
Classes/Assemblies/Other Programs in Schools	5	5	10		
Field Trips/School Visits	0				
Guided Tours	0				
Lectures	0				

Films Screened	0
Readings/Workshops (Developing Works)	0
Community Programs not Included Above	0
Community Programs not included above - Description	
Additional Programs not Included Above	0
Additional Programs not included above - Description	

### Program Activity & Audiences: Attendance/Participation

	Paid	Free	Total 2021
Total In-Person Participation			
<b>Notes</b>			
Total In-Person Participation, 2021			
5 school shows with approx. 300 kids each			
Total Digital Participation (for mission-related, digitally delivered programming)		1500	1500
<b>Notes</b>			
Total Digital Participation (for mission-related, digitally delivered programming), 2021			
includes crowdcast fundraisers and livestream caravan programs in schools			
<b>Total</b>	0	1500	1500

**Of your organization's total in-person participation, how many participants were 18 and under?**

<b>Attendance</b>	1500
<b>Hours of Instruction</b>	5

## Social Media and Web

	2021	2020
Facebook Followers	807	600
Twitter Followers	62	40
YouTube Subscribers	19	18
Instagram Followers	239	206
Vimeo Subscribers		
TikTok Followers		
Snapchat Followers		
Other Social Media Followers		

	2021	2020
Website Page Views		

### Notes

#### Website Page Views, 2021

we don't currently have analytics on our webpage, but are upgrading as we speak to include this


Website Sessions/Visits

Website Unique Visitors

	2021	2020
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## Funder Report Narrative

This space can be used to add context, explanation, or narrative about your Program Activity. This text will appear on your reports to Funders. This narrative is optional.

 [How to utilize the Funder Report Narratives \(http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/\)](http://culturaldata.force.com/Resources/articles/Article/How-to-utilize-the-Funder-Report-Narratives/)

Funder report narrative - Program Activity	The only self-produced events are either our Caravan programs or our fundraising events. All were online.
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## Program Activity & Audiences: Organization Mission

### Organization Mission

This section seeks to identify whether it is your organization's mission to create, present, or interpret works from a specific ethnic, cultural, or other demographic group (e.g., an African American museum and archive, an LGBTQ choral group, or a women's dance troupe).

If your organization creates, presents, or interprets works from a range of different cultural traditions or demographic groups, answer "no" to this question.

If you select yes, you will see a list of demographic groups to select from.

 More help with this section (<http://culturaldata.force.com/Resources/articles/Article/Program-Activity-and-Audiences-Section-Resources/#OrganizationMission>)

Is your organization's mission rooted in an explicitly identified ethnic, cultural, or other demographic voice? No

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## Program Activity & Audiences: Organization Audience

### Organization Audience

This question seeks to identify specific ethnic, cultural, or other demographic groups that your organization serves as audience members or participants.

You should only answer "yes" and select a demographic group if your organization's mission is focused on serving them, or if individuals from that group make up a significant portion of your overall audience (roughly 25% or more). If you do not have audience demographics data available, these answers may be based on estimates or perceptions of your audience or participants.

 More help with this question (<http://culturaldata.force.com/Resources/articles/Article/Program-Activity-and-Audiences-Section-Resources/#OrganizationAudience>)

Does your organization primarily serve (or seek to serve) a specific audience? No

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### Local Community

Choose one community type, based on where the majority of your participants live. If you do not have data available, this can be based on estimates or your perceptions of your audience.

Which term best describes the local community you primarily serve? Suburban

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## Program Activity & Audiences: Response to COVID-19

## COVID-19 Program Impacts

This question is optional. Please only answer this question if the fiscal year you are reporting on includes a span of time impacted by the COVID-19 pandemic. Answers collected from fiscal years outside of the impact of the COVID-19 pandemic will be eliminated during research analysis.

During the period of the COVID-19 crisis when in-person gatherings were impossible due to stay-at-home orders and/or government health guidelines, did your organization?

Modify program delivery

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## Wrap-up: Complete Survey

### Complete your Survey

Congratulations, you've reached the last section of your survey. Click check and complete to run the error check. This will take a few minutes, and you will see a list of errors and warning.

**!** Errors must be addressed before you can complete your profile.

**▲** Warnings do not need to be addressed before you complete your profile.

After you have completed your survey, don't forget about these next steps:

**Run a Funder Report:** if you are applying for grants that require the CDP, don't forget to run a Funder Report (<http://culturaldata.force.com/Resources/articles/Article/How-do-I-run-or-produce-a-Funder-Report>).

**Make use of your data:** SMU DataArts offers free reports that can help you understand your data, compare yourself to peer organizations across the country, and assess your performance. Read more about our Analytic reports (<http://culturaldata.force.com/Resources/articles/Article/Get-Started-with-Analytic-Reports/>) and the KIPi Dashboard. (<https://dataarts.smu.edu/kipis/>)

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