

September 20, 2021

TO: Board of Directors

FROM: Lynn Taylor Moore, Director of Finance and Administration

RE: FY21 Finance Report

FY21 total income is \$1,044,698 (50% over the annual FY21 budget).

The increase comes from all revenue sources: Individual donors (43% increase), grants (61% increase), program operating revenues (23% increase), and investment income (not budgeted).

Total expenses are \$779,423 (18% over the annual FY21 budget).

The increase comes from program expenses (39% increase covering Drive-In Theatre rental, video tech support), administrative expenses (13% increase covering virtual office transition), and “other” (not yet allocated).

NOTE: Additional invoices dated prior to 8/31/21 are still being submitted and will increase the total expense.

As we enter the second full year of consistent and accurate accrual financial reporting, budgeting is also more accurate. See below for changes to allocations.

At 8/31/21 funds invested through One Day in July total \$235,712. This is an increase of 3% over \$229,611 invested at 6/30/21.

Cash at 8/31/21 in the checking/savings accounts totals \$426,468, compared to \$241,697 at 8/31/20 (audited).

Total FY21 unaudited assets are \$887,604 compared to \$586,515 at FY20 audited.

BALANCE SHEET

\$3,841 at Bill.com shows invoices that have been received but not yet paid out as of 8/31/21.

INCOME

As you know, the first half of the fiscal year is our peak income period, with Gala, performing company tuition, and many of our large grants. The second half of the year involves peak expenses for theatre space and performance activities.

Individual Donors:

Individual donations received in FY21 total \$373,964 which is 43% over the annual budget, thanks to Board member donations, virtual Gala sponsors, Giving Tuesday/annual appeal donors, the summer matching appeal, and donations received instead of ticket purchases. The death of ArtStreamer Matt Wood resulted in over \$10,000 donated in his memory.

Donations in honor/in memory have been reduced to the pre-pandemic level.

\$10,300 in service organization donations have been reclassified into the Grant category.

Development and Fundraising shows donations made to the annual Gala and in response to direct mail appeals. This is classified separately because we must report the fundraising revenue/expense on the 990 tax form.

Grant revenue:

FY21 Grants total \$401, 463 which is 61% over the budget, thanks to \$120,000 in COVID-19 relief grants and the \$35,000 Advancement grant from the Arts and Humanities Council of Montgomery County (AHCMC). The COVID-19 relief grants are not likely to occur in FY22.

Programs:

Program revenue of \$208,141 is 23% over budget. This is due to more than doubling the number of tuition classes online. The volume of online classes will be reduced in FY22.

EXPENSE

Payroll:

FY22 payroll is increased to cover the cost of additional staff – see FY22 budget packet.

Programs:

Program expenses are 39% over budget because of unbudgeted expenses for Drive-In Theatre rentals and video tech support, along with administrative expense allocations.

Equipment and Computer:

The increase in equipment and computer/admin expenses covers the ongoing conversion to a virtual office.

Administrative:

Administrative expenses are being allocated across programs and services, so only actual administrative fees that cannot be allocated will be shown here going forward into FY22 and beyond.

ArtStream, Inc.
Balance Sheet
As of August 31, 2021

Unaudited for discussion purposes only

	<u>Aug 31, 21</u>	FY20 audit	FY19 audit
ASSETS			
Current Assets			
Cash	426,468	241,697	91,628
Bill.com	(3,841)		
Investments	235,712	200,293	194,712
Total Cash & Investments	<u>658,339</u>	<u>441,990</u>	<u>286,340</u>
Accounts Receivable	178,790	110,462	91,753
Other Current Assets	35,870		
Total Current Assets	<u>872,998</u>	<u>371,724</u>	<u>195,153</u>
Fixed Assets	636		
Other Assets	13,970		
TOTAL ASSETS	<u>887,604</u>	<u>586,515</u>	<u>403,005</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities	44,917		
Total Liabilities	<u>44,917</u>	<u>55,699</u>	<u>81,137</u>
Equity			
Retained Earnings	577,412		
Net Income	265,276		
Total Equity	<u>842,687</u>		
TOTAL LIABILITIES & EQUITY	<u>887,604</u>	<u>586,515</u>	<u>403,005</u>

For comparison, FY19 and 20 audited amounts are shown where applicable.

ArtStream, Inc.
Profit & Loss Budget Performance
September 2020 through August 2021

	September 1, 2020-August 31, 2021	September 1, 2021-August 31, 2022
	Sep '20 - Aug 21	Annual Budget
	Annual Budget	Annual Budget
Revenues		
Individuals Unrestricted	193,354	125,000
Individuals Restricted	5,000	
In Honor - In Memory	64,880	25,000
Foundations Donations/Gifts	8,500	
Corporations	220	-
Service Organizations	2,700	13,000
Grants	401,463	250,218
Other Income	7,516	5,500
Program	208,141	168,647
Dev. & Fundraising	102,230	110,900
Investment Income	50,694	-
Total Revenues	1,044,698	698,265
Expense		
Payroll	387,272	377,175
Program	265,397	191,022
Equipment & Computer	10,863	6,817
Marketing & Advertisement	306	1,050
Professional Fees	6,600	6,500 1-
Administrative	87,290	77,418
Other Expenses	20,529	-
Dev. & Fundraising	1,166	2,250
Total Expense	779,423	658,932
Net Income	265,276	39,334
		(50,330)

1 Professional Fee expenses omitted in error

ArtStream, Inc.
Statement of Cash Flows
September 2020 through August 2021

	<u>Sep '20 - Aug 21</u>
OPERATING ACTIVITIES	
Net Income	265,276
Adjustments to reconcile Net Income to net cash provided by operations:	
Accounts Receivable	(74,586)
Accounts Payable	25,803
Net cash provided by Operating Activities	<u>216,493</u>
INVESTING ACTIVITIES	
Other Assets: Security Deposit(s)	(110)
Net cash provided by Investing Activities	<u>(110)</u>
Net cash increase for period	216,383
Cash at beginning of period	<u>442,216</u>
Cash at end of period	658,599
Adjustment for Funds In Transit	<u>(260)</u>
	<u><u>658,339</u></u>



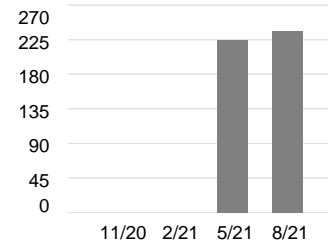
Schwab One® Account of
ARTSTREAM, INC

Account Number
5724-7501

Statement Period
August 1-31, 2021

Account Value as of 08/31/2021: \$ 235,711.59

Change in Account Value	This Period	Year to Date	Account Value [in Thousands]
Starting Value	\$ 232,007.23	\$ 0.00	
Credits	74.56	4,811.35	
Debits	(96.67)	(286.25)	
Transfer of Securities (In/Out)	0.00	218,954.97	
Income Reinvested	0.00	0.00	
Change in Value of Investments	3,726.47	12,231.52	
Ending Value on 08/31/2021	\$ 235,711.59	\$ 235,711.59	
Total Change in Account Value	\$ 3,704.36	\$ 235,711.59	



Asset Composition	Market Value	% of Account Assets
Bank Sweep ^{x,z}	\$ 1,559.97	<1%
Exchange Traded Funds	234,151.62	99%
Total Assets Long	\$ 235,711.59	
Total Account Value	\$ 235,711.59	100%

ONE DAY
IN JULY

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