

Kristi Faulkner Dance 2018 Cultural Data Profile

 PRINT**Organization Info**

Organization Type:	501(c)3 nonprofit organization	Fiscal Year End:	12/31/2018
Federal EIN:	47-3333479	Months in Survey:	12
Exemption Date:	2015		

Discipline

NTEE Classification:	A60 Performing Arts	NISP Discipline:	Dance
NISP Specialty:	Modern	NISP Institution Type:	Performing Group

Survey Providers

Affiliations:

Organization Location

Org zip code: 48220

Total Expenses

Total expenses under \$50,000	Yes	Choose Long Survey:	Yes
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Program Activity

Activities: Developing works; Performances; Classes, lectures, or professional development; Open rehearsals; Consulting or fee-for-service work

Financial Information Part 1

Audit for 2018:	No	Temp. or Perm. Restricted Revenue:	No
Temp. Restricted Earned Revenue:	No		

Financial Information Part 2

Non-operating Revenues in 2018:	No	Non-operating Expenses in 2018:	No
Endowment or Reserve Fund:	No		

Membership & Subscriptions

Membership Program:	No	Subscriptions to Events/Performances:	No
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Subscriptions to
Media:

Revenue: Earned Revenue - Operating

	Unrestricted	Temporarily Restricted	Total 2018	Total 2017
Food and Concessions Revenue				
Gift Shop and Merchandise Sales				
Parking Fees				
Advertising Revenue				\$300.00
Sponsorship Revenue				
Single Ticket Sales	\$2,495.00		\$2,495.00	\$2,512.00
Group Ticket Sales				
Touring Fees	\$6,685.00		\$6,685.00	\$1,750.00
Royalties, Rights, and Reproductions				
Contracted Services	\$3,809.00		\$3,809.00	\$3,950.00
Application Fees	\$1,225.00		\$1,225.00	\$870.00
Tuition and Registration Fees				\$905.00
Other Program Revenue				\$755.00
Other Non-Program Revenue				
Total	\$14,214.00	\$0.00	\$14,214.00	\$11,042.00

Revenue: Investment Revenue - Operating

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Investment Revenue - Operating					
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Revenue: Contributed Revenue - Operating*

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Trustee/Board Contributions					
Individual Contributions	\$1,253.00			\$1,253.00	\$5,561.00
Corporate Contributions					\$180.00
Foundation Contributions	\$30,935.00			\$30,935.00	\$1,040.00
City Government Contributions					
County Government Contributions					
State Government Contributions	\$10,118.00			\$10,118.00	\$3,000.00
Federal Government Contributions					
Tribal Contributions					
Total Government Contributions	\$10,118.00			\$10,118.00	\$3,000.00
In-Kind Contributions	\$7,300.00			\$7,300.00	\$1,125.00
Other Contributions					
Total Contributed Revenue - Operating	\$49,606.00			\$49,606.00	\$10,906.00
2018					
Is any of your contributed revenue from special events? (Required)		No			
Are you in the middle of a capital campaign? (Required)		No			

Revenue: Summary

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Contributed Revenue	\$49,606.00			\$49,606.00	\$10,906.00
Earned Revenue	\$14,214.00			\$14,214.00	\$11,042.00
Investment Revenue					
Total Operating Revenue	\$63,820.00			\$63,820.00	\$21,948.00
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Prior Period Adjustments					
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Total Revenue	\$63,820.00			\$63,820.00	\$21,948.00

Expenses: Personnel Expenses*

	Program	Fundraising	General and Administrative	Total 2018	Total 2017	
Employee Salaries						
Payroll Taxes and Fringe Benefits						
Independent Contractors	\$26,615.00		\$7,444.00	\$34,059.00	\$8,450.00	
Professional Fees	\$1,725.00			\$1,725.00	\$500.00	
Total	\$28,340.00		\$0.00	\$7,444.00	\$35,784.00	\$8,950.00
2018						
Were any of the personnel expenses entered above paid to artists? (Required)	Yes					

Expenses: -- Payments to Artists and Performers

	Visual Artists	Performing Artists	Other Artists	Total 2018	Total 2017
Artists and Performers - Employee Salaries & Fringe					
Artists and Performers - Independent Contractor Fees		\$34,059.00		\$34,059.00	\$8,450.00
Artists and Performers - Professional Fees			\$1,725.00	\$1,725.00	\$500.00
Total Payments to Artists and Performers		\$34,059.00	\$1,725.00	\$35,784.00	\$8,950.00
	Local	Non-Local		Total 2018	Total 2017
Payments to Artists and Performers - Local and Non-Local	\$35,284.00	\$500.00		\$35,784.00	\$8,950.00

Expenses: Non-Personnel Expenses

	Program	Fundraising	General and Administrative	Total 2018	Total 2017
Advertising and Promotion	\$163.00		\$30.00	\$193.00	\$647.00
Conferences and Meetings	\$25.00			\$25.00	
Dues and Subscriptions	\$6.00		\$110.00	\$116.00	\$70.00
Insurance			\$75.00	\$75.00	
Occupancy Costs	\$1,100.00			\$1,100.00	\$1,515.00
Office and Administration	\$46.00			\$46.00	\$334.00
Printing, Postage, and Shipping	\$58.00		\$40.00	\$98.00	\$122.00
Travel	\$1,291.00		\$55.00	\$1,346.00	\$733.00
Royalties, Rights, and Reproductions					

Production and Event Costs	\$2,704.00		\$2,704.00	\$1,019.00	
Interest Expense					
Depreciation					
Other Operating Expenses	\$369.00		\$369.00		
Other Operating Expenses Description					
Total	\$5,762.00	\$0.00	\$310.00	\$6,072.00	\$4,440.00

Expenses: -- Marketing Expense Details*

	2018	2017
Total Marketing Expense (Required)	270	647
Would you like to enter details about marketing expenses?	No, skip marketing expense details	
	Est.	Total 2018
Direct Mail Recipients	105	105
Email Recipients	983	983

Expenses: Summary

	Program	Fundraising	General and Administrative	Total 2018	Total 2017
Total Personnel Expenses	\$28,340.00		\$7,444.00	\$35,784.00	\$8,950.00
Total Non-Personnel Expenses	\$5,762.00		\$310.00	\$6,072.00	\$4,440.00
Total Operating Expenses	\$34,102.00		\$7,754.00	\$41,856.00	\$13,390.00
	Program	Fundraising	General and Administrative	Total 2018	Total 2017

Total Expenses	\$34,102.00	\$7,754.00	\$41,856.00	\$13,390.00
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Change in Net Assets: Summary

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Total Operating Revenue	\$63,820.00			\$63,820.00	\$21,948.00
Total Operating Expenses	\$41,856.00			\$41,856.00	\$13,390.00
Operating Change in Net Assets	\$21,964.00			\$21,964.00	\$8,558.00
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Total Change in Net Assets	\$21,964.00			\$21,964.00	\$8,558.00

Balance Sheet: Assets, Liabilities, & Net Assets

	2018	2017
Cash and Cash Equivalents	16280	8558
Accounts Receivable	800	0
Grants and Pledges Receivable - Current	320	30000
Prepaid Expenses	0	0
Investments - Current	0	0
Other Current Assets	0	0
Total Current Assets	17400	38558
Grants and Pledges Receivable - Non-Current	0	0

Investments - Non-Current	0	0			
Fixed Assets - Net	0	0			
Other Non-Current Assets	0	0			
Total Non-Current Assets	0	0			
Total Assets	17400	38558			
	2018	2017			
Accounts Payable	0	0			
Accrued Expenses	0	0			
Deferred Revenue	0	0			
Loans - Current	0	0			
Other Current Liabilities	0	0			
Total Current Liabilities	0	0			
Loans - Non-Current	0	0			
Other Non-Current Liabilities	0	0			
Total Non-Current Liabilities	0	0			
Total Liabilities	0	0			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
Net Assets	\$9,000.00	\$8,400.00		\$17,400.00	\$38,558.00
	2018	2017			
Total Assets	17400	38558			

Total Liabilities	0	0
Total Net Assets	17400	38558

People and Places: Workforce (Staff, Board and Volunteers)

	Number of People	Est.				Total 2018
Full-Time Permanent Employees						
	Number of People	Est.	Hours Worked Per Year	Est.	Calculated FTE	Total 2018
Full-Time Seasonal Employees						
Part-Time Permanent Employees						
Part-Time Seasonal Employees						
Independent Contractors	22					
Interns and Apprentices						
	Number of People	Est.				Total 2018
Full-Time Volunteers						
	Number of People	Est.	Hours Contributed Per Year	Est.	Calculated FTE	Total 2018
Part-Time Volunteers	3		120		0.06	

Board Members	4	225	
	Number of People	Est.	Total 2018
Full-Time Artists (Breakout)			
Part-Time Artists (Breakout)			
Independent Contractor Artists (Breakout)	22		

People and Places: Contributors

	Contributors	Est.	Total 2018
Trustee/Board Contributors			0
Individual Contributors	32		32
Corporate Contributors			0
Foundation Contributors	4		4
City Government Contributors			0
County Government Contributors			0
State Government Contributors	2		2
Federal Government Contributors			0
Tribal Contributors			0
Total Government Contributors	2		2

People and Places: Workspace*

2018

Workspace Name	Boll Theater	
Address (required)	1401 Broadway	
City (required)	Detroit	
State (required)	Michigan	
Zip Code (required)	48226	
Workspace Status	Rent	
Workspace Type	Programmatic	
ADA Compliant?	Yes	
Total Gross Square Footage	900	900
	2018	
Workspace 2 Name	Marygrove College	
Address Line 1	8425 W McNichols Rd	
City	Detroit	
State	MI	
Zip Code	48221	
Workspace Status	Rent	
Workspace Type	Programmatic	
ADA Compliant?	Don't Know	
Total Gross Square Footage		0
	2018	
Workspace 3 Name	Planet Ant	

Address Line 1	2320 Caniff
City	Hamtramck
State	MI
Zip Code	48212
Workspace Status	Donated in-kind
Workspace Type	Programmatic
ADA Compliant?	Don't Know
Total Gross Square Footage	0
2018	
Workspace 4 Name	Ruth Ellis Center
Address Line 1	77 Victor St
City	Highland Park
State	MI
Zip Code	48203
Workspace Status	Donated in-kind
Workspace Type	Programmatic
ADA Compliant?	Yes
Total Gross Square Footage	0
2018	
Workspace 5 Name	Jam Handy

Address Line 1	2900 E Grand Blvd
City	Detroit
State	MI
Zip Code	48202
Workspace Status	Rent
Workspace Type	Programmatic
ADA Compliant?	Don't Know
Total Gross Square Footage	0

People and Places: Social Media and Web

	Unique Fans/Followers	Est.	Total 2018
Facebook	903		903
Twitter			0
YouTube	292		292
Instagram	973		973
Tumblr			0
Pinterest			0
Google+			0
Vimeo			0
Flickr			0
Other Social Media			0
		Est.	Total 2018
Website Page Views			0
Website Sessions/Visits			0
Website Unique Visitors			0

Program Activity: Classes/Workshops

2018

Classes/ Workshops Narrative	In 2018, Kristi Faulkner Dance held workshops at Central Michigan University, Brenau University, and Excessive Realness LGBTQ summer dance intensive. Artistic Director, Kristi Faulkner, and representatives from the Ruth Ellis Center also held a workshop at the Allied Media Conference to discuss their collaboration, queer performance, and lead participants in movement activities exploring the elements of vogue.				
	Types of Classes	Est.	Total Class Sessions/Meetings	Est.	
One-time Classes/Workshops	5		5		
Class Series/Courses					
	Paid	Est.	Free	Est.	Total 2018
Registrants	15		165		180
	High	Est.	Low	Est.	
Class Fee	\$150.00		\$5.00		
Series Fee/Tuition					

Program Activity: Consulting/Fee-for-Service Work

2018

Consulting Services Narrative	Artistic Director Kristi Faulkner Dance was contracted to set choreography on students at Bowling Green State University, Eastern Michigan University, and to provide entertainment at a PNC Bank event for local LGBTQ professionals.				
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2018

Clients	3			
	High	Est.	Low	Est.
Fee Range	\$1,600.00		\$300.00	

Program Activity: Developing Works

2018

New Work Development Narrative	<p>In 2018, Kristi Faulkner Dance created "Not In My House" - a collaboration with the Ruth Ellis Center that blends vogue, contemporary dance, and storytelling in an evening-length live performance. Alongside the development of this work, Kristi Faulkner Dance was gathering video footage and interviews to be used in their self-produced documentary video about the process which will premiere in 2019. In addition to this project, Kristi Faulkner Dance created "Women's Work" (2018 Maggie Allesee Choreography Award finalist), "Party of One", collaborated with Zeke Thomas on a performance at Motor City Sound Board, and restaged "Miss Informed" for performance at the Spring to Dance Festival hosted by Dance St Louis.</p>			
		Est.	Total 2018	
Works Developed	6		6	
Workshops/Readings			0	

Program Activity: Lectures

2018

Lectures Narrative	Artistic Director, Kristi Faulkner, was invited to speak at Central Michigan University about careers in dance and participated in a post show discussion following performances at Excessive Realness about queer identity among the dance community.				
	Distinct Lectures	Est.	Total Lectures	Est.	
Lectures	2		2		
	Paid	Est.	Free	Est.	Total 2018
Lecture Attendees			250		250

Program Activity: Open Rehearsals

2018					
Open Rehearsals Narrative	Kristi Faulkner Dance held free open rehearsals at the Ruth Ellis Center for youth at the center to observe the creative process in developing "Not In My House",				
			Est.	Total 2018	
Open Rehearsals	15			15	
	Paid	Est.	Free	Est.	Total 2018
Tickets/Seats			125		125

Program Activity: Performances*

2018					
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Performance Description	In 2018, Kristi Faulkner Dance self-produced "Not In My House" at Planet Ant as part of the Live Out Fest. Additionally, they curated "Women's Work" at the Boll Theater which presented the work of over 30 local and national performing artists and GRUNTIDetroit which presented their work "Party of One" in concert with April Sellers Dance Collective and youth from the Ruth Ellis Center. Kristi Faulkner Dance also performed at Spring to Dance, Motor City Sound Board, Going Dutch, Detroit Fringe Festival, Excessive Realness, Performances Potluck & Punch, Sidewalk Festival, and as a guest of DDCdances. Their 2017 dance film "Party of One" was screened at ScreenDance Miami.						
	Productions		Est.	Total Performances (Required)		Est.	
Performances	11			14			
	World	Est.	National	Est.	Local/Regional	Est.	Total 2018
Premieres	4		4		4		12
	Sold	Est.	Free	Est.	Capacity	Est.	Total 2018
Tickets	3000		500		4000		
	High		Est.	Low		Est.	
Single Adult Ticket Price Range	\$250.00			\$5.00			

Program Activity: Private Lessons

	2018
Private Lessons Narrative	No private lessons were provided in 2018.
	Est. Total 2018

Lessons Offered	0				
	Paid	Est.	Free	Est.	Total 2018
Students	0				
	High	Est.	Low	Est.	
Fee Range					

Program Activity: Programs in Schools

2018

Programs in Schools Narrative	No programs were completed in schools other than the previously mentioned contracted services at universities.	
	Est.	Total 2018
Programs in Schools		0
Time in Schools		0
Schools Served		0
Artists in Schools		0
Children Served in School		0

Program Activity: Program Activity Summary

	Paid		Free		Total 2018		
Tickets and Admissions	3000		625		3625		
Educational Event Attendees	15		415		430		
Total In-Person Attendees	3015		1040		4055		
	Children	Est.	Seniors	Est.	Adults	Est.	Total 2018

Age Groups	75	50	3930	4055
2018				
Percent from outside local community	30			
Distinct Events		Event Occurrences		
Total Programs and Events	33		21	

Program Activity: Constituencies Served

From where do you draw your primary audience/constituency?	Statewide
How do you primarily engage with your audience/constituency?	In person/face-to-face
Which term best describes the local community you serve?	
Does your organization primarily serve a particular ethnic group?	No
Does your organization primarily serve a specific gender?	No
Does your organization primarily serve a specific age group?	No
Are there other distinct groups that you define as primary constituencies?	Yes
Other Distinct Group Served	Artists;People of low socio-economic status;People who identify as LGBTQ

Review and Complete: Complete Survey

Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
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Total Revenue	\$63,820.00		\$63,820.00	\$21,948.00
Total Expenses	\$41,856.00		\$41,856.00	\$13,390.00
Total Change in Net Assets	\$21,964.00		\$21,964.00	\$8,558.00
	Paid	Free	Total 2018	Total 2017
Tickets and Admissions	3000	625	3625	2900
Educational Event Attendees	15	415	430	335
Other Event Attendees				
Total	3015	1040	4055	3235

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