



# Asian Pacific Islander Cultural Center San Francisco Arts Commission Cultural Centers



## ORGANIZATION INFORMATION

Organization Name <u>Asian Pacific Islander Cultural Center</u>	Year Organization Founded <u>1998</u>
Address <u>934 Brannan Street, San Francisco, CA 94103-4980</u>	Number of Board Members <u>5</u>
County <u>San Francisco</u>	Fiscal Year End Date <u>06/30</u>
Federal ID # <u>94-3295968</u>	DUNS Number <u>148391779</u>
	City Council District <u>6</u>

This applicant is audited or reviewed by an independent accounting firm.

*-0% signifies a value of less than +/- 0.5%.*

## REVENUE

Earned	FY 2010	FY 2011	% chg	FY 2012	% chg
1 Admissions	\$0	\$0	n/a	\$0	n/a
2 Ticket Sales	\$16,706	\$10,429	-38%	\$12,061	16%
3 Tuitions	\$0	\$0	n/a	\$0	n/a
4 Workshop & Lecture Fees	\$0	\$0	n/a	\$0	n/a
5 Touring Fees	\$0	\$0	n/a	\$0	n/a
6 Special Events - Non-fundraising	\$0	\$0	n/a	\$0	n/a
7 Gift Shop/Merchandise Sales	\$0	\$0	n/a	\$0	n/a
7a Gallery/Publication Sales	\$0	\$1,153	n/a	\$1,546	34%
8 Food Sales/Concession Revenue	\$224	\$435	94%	\$107	-75%
8a Parking Concessions	\$0	\$0	n/a	\$0	n/a
9 Membership Dues/Fees	\$120	\$0	n/a	\$0	n/a
10 Subscriptions - Performance	\$0	\$0	n/a	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$2,002	n/a	\$1,800	-10%
12 Rental Income	\$0	\$0	n/a	\$0	n/a
13 Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
14 Advertising Revenue	\$0	\$0	n/a	\$0	n/a
15 Sponsorship Revenue	\$0	\$0	n/a	\$0	n/a
16 Investments-Realized Gains (Losses)	\$0	\$0	n/a	\$0	n/a
17 Investments-Unrealized Gains (Losses)	\$0	\$0	n/a	\$0	n/a
18 Interest & Dividends	\$0	\$0	n/a	\$200	n/a
19 Other Earned Revenue	\$0	\$0	n/a	\$0	n/a
20 Total Earned Revenue	\$17,050	\$14,019	-18%	\$15,714	12%

## REVENUE (Continued)

Contributed	FY 2010	FY 2011	% chg	FY 2012	% chg
21 Trustee/Board Contributions	\$0	\$200	n/a	\$350	75%
22 Individual Contributions	\$7,182	\$29,970	317%	\$2,454	-92%
23 Corporate Contributions	\$0	\$0	n/a	\$0	n/a
24 Foundation Contributions	\$17,500	\$26,200	50%	\$22,700	-13%
25 Government - City	\$127,262	\$98,090	-23%	\$130,120	33%
26 Government - County	\$0	\$0	n/a	\$0	n/a
27 Government - State	\$0	\$0	n/a	\$9,400	n/a
28 Government - Federal	\$0	\$5,000	n/a	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a	\$0	n/a
29 Special Events - Fundraising	\$0	\$0	n/a	\$0	n/a
30 Other Contributions	\$0	\$0	n/a	\$0	n/a
30b Parent Organization Support	\$0	\$0	n/a	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a	\$0	n/a
31 In-kind Contributions	\$41,597	\$32,169	-23%	\$30,007	-7%
32 Net Assets Released from Restrictions	\$0	\$0	n/a	\$0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$193,541	\$191,629	-1%	\$195,031	2%
34 Total Earned and Contributed Revenue Including Net Assets Released	\$210,591	\$205,648	-2%	\$210,745	2%
35 Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
<b>Total Revenue</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>% chg</b>	<b>FY 2012</b>	<b>% chg</b>
36 Total Revenue	\$210,591	\$205,648	-2%	\$210,745	2%
Total Unrestricted Revenue	\$210,591	\$205,648	-2%	\$210,745	2%
Total Unrestricted Revenue Less In-Kind	\$168,994	\$173,479	3%	\$180,738	4%

## EXPENSE

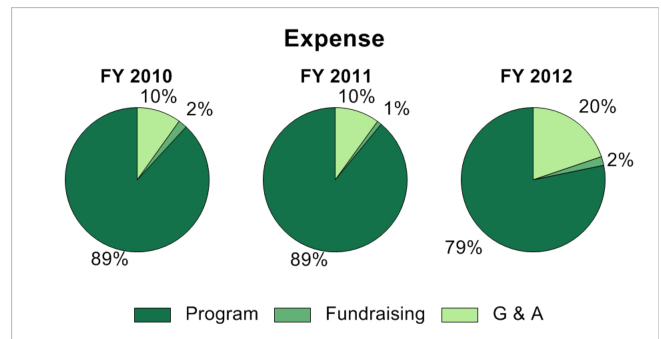
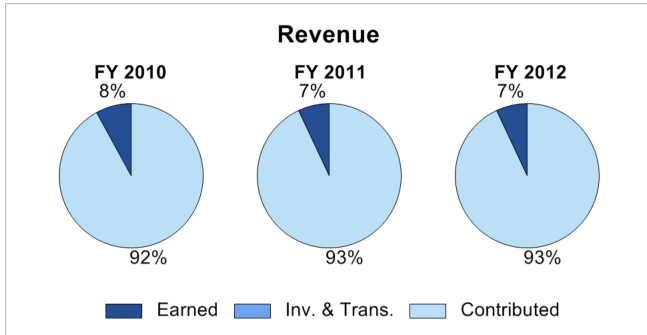
Expense	FY 2010	FY 2011	% chg	FY 2012	% chg
1 Total Salaries & Fringe (From Section 5)	\$62,144	\$60,971	-2%	\$61,972	2%
2 Accounting	\$4,800	\$5,300	10%	\$4,000	-25%
3 Advertising and Marketing	\$9,488	\$14,558	53%	\$9,685	-33%
4 Artist Commission Fees	\$0	\$0	n/a	\$0	n/a
4a Artist Consignments	\$0	\$0	n/a	\$0	n/a
5 Artists & Performers - Non-Salaried	\$49,815	\$59,023	18%	\$52,408	-11%
6 Audit	\$0	\$0	n/a	\$0	n/a
7 Bank Fees	\$0	\$0	n/a	\$0	n/a
8 Repairs & Maintenance	\$0	\$0	n/a	\$0	n/a
9 Catering & Hospitality	\$0	\$0	n/a	\$0	n/a
10 Collections Conservation	\$0	\$0	n/a	\$0	n/a
11 Collections Management	\$0	\$0	n/a	\$0	n/a

**EXPENSE (Continued)**

12	Conferences & Meetings	\$0	\$0	n/a	\$0	n/a
13	Cost of Sales	\$0	\$0	n/a	\$0	n/a
14	Depreciation	\$0	\$0	n/a	\$0	n/a
15	Dues & Subscriptions	\$0	\$0	n/a	\$0	n/a
16	Equipment Rental	\$0	\$0	n/a	\$895	n/a
17	Facilities - Other	\$0	\$0	n/a	\$0	n/a
18	Fundraising Expenses - Other	\$0	\$1,370	n/a	\$0	n/a
19	Fundraising Professionals	\$3,161	\$0	n/a	\$4,000	n/a
20	Grantmaking Expense	\$0	\$0	n/a	\$104	n/a
21	Honoraria	\$0	\$0	n/a	\$0	n/a
22	In-Kind Contributions	\$41,597	\$32,169	-23%	\$30,007	-7%
23	Insurance	\$0	\$0	n/a	\$900	n/a
24	Interest Expense	\$0	\$0	n/a	\$0	n/a
25	Internet & Website	\$0	\$0	n/a	\$0	n/a
26	Investment Fees	\$0	\$0	n/a	\$0	n/a
27	Legal Fees	\$0	\$0	n/a	\$0	n/a
28	Lodging & Meals	\$0	\$0	n/a	\$0	n/a
29	Major Repairs	\$0	\$0	n/a	\$0	n/a
30	Office Expense - Other	\$0	\$0	n/a	\$0	n/a
31	Other	\$0	\$3,879	n/a	\$4,367	13%
32	Postage & Shipping	\$0	\$0	n/a	\$66	n/a
33	Printing	\$0	\$0	n/a	\$0	n/a
34	Production & Exhibition Costs	\$0	\$0	n/a	\$0	n/a
34a	Programs - Other	\$0	\$0	n/a	\$0	n/a
35	Professional Development	\$0	\$0	n/a	\$0	n/a
36	Professional Fees - Other	\$19,691	\$12,050	-39%	\$15,271	27%
37	Public Relations	\$0	\$0	n/a	\$0	n/a
38	Rent	\$9,223	\$7,591	-18%	\$19,354	155%
38a	Recording & Broadcast Costs	\$0	\$0	n/a	\$0	n/a
38b	Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
39	Sales Commission Fees	\$0	\$0	n/a	\$0	n/a
39a	Security	\$0	\$0	n/a	\$0	n/a
40	Supplies - Office and Other	\$4,402	\$7,999	82%	\$6,783	-15%
41	Telephone	\$1,178	\$160	-86%	\$181	13%
42	Touring	\$0	\$0	n/a	\$0	n/a
43	Travel	\$0	\$0	n/a	\$0	n/a
44	Utilities	\$0	\$0	n/a	\$0	n/a
<b>Total Expense</b>		<b>FY 2010</b>	<b>FY 2011</b>	<b>% chg</b>	<b>FY 2012</b>	<b>% chg</b>
45	Total Expenses	\$205,499	\$205,070	-0%	\$209,993	2%
	Total Expenses Less In-Kind	\$163,902	\$172,901	5%	\$179,986	4%
	Change in Unrestricted Assets	\$5,092	\$578	-89%	\$752	30%
	Change in Temporarily Restricted Assets	\$0	\$0	n/a	\$0	n/a
	Change in Permanently Restricted Assets	\$0	\$0	n/a	\$0	n/a
46	Change in Total Net Assets	\$5,092	\$578	-89%	\$752	30%

## FINANCIAL SUMMARY

Financial Activity	FY 2010	FY 2011	% chg	FY 2012	% chg
<b>Unrestricted Activity</b>					
<b>Revenue</b>					
<b>Earned</b>					
Program	\$16,826	\$13,584	-19%	\$15,407	13%
Non-program	\$224	\$435	94%	\$107	-75%
<b>Total Earned</b>	<b>\$17,050</b>	<b>\$14,019</b>	<b>-18%</b>	<b>\$15,514</b>	<b>11%</b>
<b>Investment &amp; Transfers</b>					
Realized Gains/Losses	\$0	\$0	n/a	\$0	n/a
Unrealized Gains/Losses	\$0	\$0	n/a	\$0	n/a
Interest & Dividends	\$0	\$0	n/a	\$200	n/a
Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
<b>Contributed</b>	<b>\$193,541</b>	<b>\$191,629</b>	<b>-1%</b>	<b>\$195,031</b>	<b>2%</b>
<b>Total Unrestricted Revenue</b>	<b>\$210,591</b>	<b>\$205,648</b>	<b>-2%</b>	<b>\$210,745</b>	<b>2%</b>
<b>Expenses</b>					
Program	\$182,325	\$182,666	~0%	\$164,863	-10%
Fundraising	\$3,161	\$1,370	-57%	\$4,104	200%
General & administrative	\$20,013	\$21,034	5%	\$41,026	95%
<b>Total Expenses</b>	<b>\$205,499</b>	<b>\$205,070</b>	<b>~0%</b>	<b>\$209,993</b>	<b>2%</b>
<b>Net Total Activity</b>	<b>\$5,092</b>	<b>\$578</b>	<b>-89%</b>	<b>\$752</b>	<b>30%</b>



## INVESTMENTS

Endowments - Board Designated	FY 2010	FY 2011	FY 2012
1 Investments Balance - Beginning of Year	\$0	\$0	\$0
2 Investments Balance - End of Year	\$0	\$0	\$0
<b>Endowments - Term</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>
3 Investments Balance - Beginning of Year	\$0	\$0	\$0
4 Investments Balance - End of Year	\$0	\$0	\$0
<b>Endowments - Permanently Restricted</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>
5 Investments Balance - Beginning of Year	\$0	\$0	\$0
6 Investments Balance - End of Year	\$0	\$0	\$0
<b>Investments - All Other</b>	<b>FY 2010</b>	<b>FY 2011</b>	<b>FY 2012</b>
7 Investments Balance - Beginning of Year	\$0	\$0	\$0
8 Investments Balance - End of Year	\$0	\$0	\$0

## LOANS

Credit Line	FY 2010	FY 2011	FY 2012
1 Balance - Beginning of Year	\$0	\$0	\$0
2 Additional Borrowings During the Fiscal Year	\$0	\$0	\$0
3 Total Repayments During the Fiscal Year (must be a negative number)	\$0	\$0	\$0
4 Balance - End of Year	\$0	\$0	\$0
5 Credit Line Limit	\$0	\$0	\$0
6 Credit Line Rate	0	0	0

## BALANCE SHEET TRENDS

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

Assets	FY 2010	FY 2011	% chg	FY 2012	% chg
<b>Current Assets</b>					
Cash	\$20,428	\$53,213	160%	\$47,598	-11%
Receivables	\$15,900	\$2,630	-83%	\$14,700	459%
Prepaid Expenses & Other	\$82	\$0	n/a	\$0	n/a
<b>Total Current Assets</b>	<b>\$36,410</b>	<b>\$55,843</b>	<b>53%</b>	<b>\$62,298</b>	<b>12%</b>
Investments	\$0	\$0	n/a	\$0	n/a
Fixed Assets (net)	\$0	\$0	n/a	\$0	n/a
<b>Non-Current Assets</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>\$0</b>	<b>n/a</b>
<b>Total Assets</b>	<b>\$36,410</b>	<b>\$55,843</b>	<b>53%</b>	<b>\$62,298</b>	<b>12%</b>
<b>Liabilities &amp; Net Assets</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable & Other	\$4,334	\$13,589	214%	\$20,612	52%
Loans & Other Debt	\$0	\$0	n/a	\$0	n/a
Deferred Revenue	\$0	\$9,600	n/a	\$8,280	-14%
<b>Total Current Liabilities</b>	<b>\$4,334</b>	<b>\$23,189</b>	<b>435%</b>	<b>\$28,892</b>	<b>25%</b>
<b>Non-Current Liabilities</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>\$0</b>	<b>n/a</b>
<b>Total Liabilities</b>	<b>\$4,334</b>	<b>\$23,189</b>	<b>435%</b>	<b>\$28,892</b>	<b>25%</b>
<b>Net Assets</b>					
Unrestricted	\$32,076	\$32,654	2%	\$33,406	2%
Temporarily Restricted	\$0	\$0	n/a	\$0	n/a
Permanently Restricted	\$0	\$0	n/a	\$0	n/a
<b>Total Net Assets</b>	<b>\$32,076</b>	<b>\$32,654</b>	<b>2%</b>	<b>\$33,406</b>	<b>2%</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$36,410</b>	<b>\$55,843</b>	<b>53%</b>	<b>\$62,298</b>	<b>12%</b>

## BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

Financial Position	FY 2010	FY 2011	FY 2012
Net assets as a % of total expenses	16%	16%	16%
Total Working Capital	\$32,076	\$32,654	\$33,406
Fixed Assets (net)	\$0	\$0	\$0
Total Endowment	\$0	\$0	\$0
Total Debt	\$0	\$0	\$0

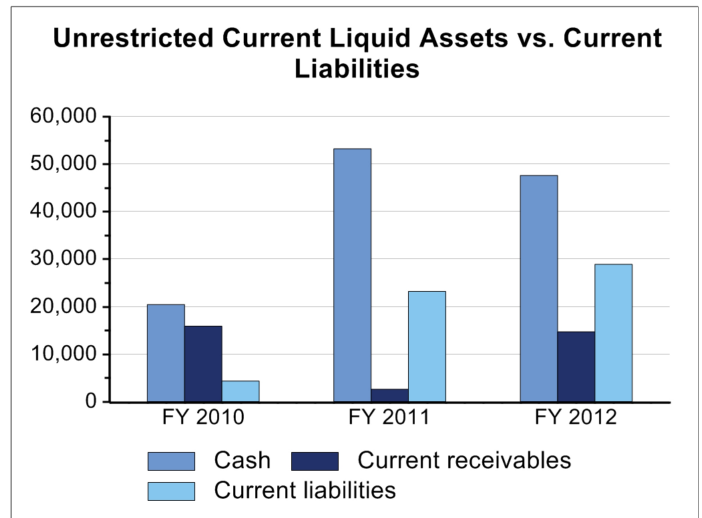
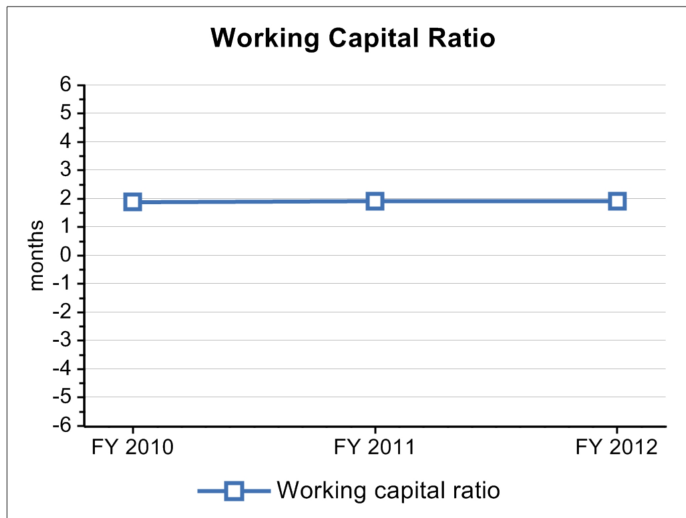
Net assets as a % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expense. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Total working capital consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) minus unrestricted current liabilities. This is a conservative calculation of working capital and may differ from your internal calculations. Adequate working capital provides financial strength and flexibility to your organization, the ability to meet obligations as they come due, and the ability to take more risks, knowing there is a cushion to fall back on.

Fixed assets (net) include all land, buildings, equipment, and other fixed assets owned by the organization. It is calculated net of accumulated depreciation to reflect the reduction in the value of an asset as it ages and is used.

Total endowment includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

Total debt consists of all short and long-term contractual obligations of the organization, including notes, bonds, and capital leases payable.



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating expenses are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

## DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

### REVENUE

31a In-Kind Contributions, Briefly Describe

Venue&Office Space Discount, Volunteer Hours

### EXPENSES

31a If Other, Briefly Describe

Fiscal Sponsor Fee for SFAC Contract

36a Professional Fees - Other, Briefly Describe

Production assistants, technical assistants



## NON-FINANCIAL INFORMATION (Section 11)

A - Number of Contributors	FY 2010	FY 2011	% chg	FY 2012	% chg
A1 Individuals	23	28	22%	22	-21%
A2 Board	0	2	n/a	4	100%
A3 Corporate	0	0	n/a	0	n/a
A4 Foundation	1	2	100%	6	200%
A5 Government (Federal, State & Local)	3	3	0%	2	-33%
<b>B- Space (Square Footage)</b>					
B- Space (Square Footage)	FY 2010	FY 2011	% chg	FY 2012	% chg
B1 Owned Space	0	0	n/a	0	n/a
B2 Rented Space	9,300	200	-98%	250	25%
B3 Donated/In-Kind Space	0	0	n/a	0	n/a
<b>C - Attendance (number of people)</b>					
C - Attendance (number of people)	FY 2010	FY 2011	% chg	FY 2012	% chg
C1 Total Paid Attendance	825	1,600	94%	7,217	351%
Physical	825	1,600	94%	7,217	351%
Virtual	0	0	n/a	0	n/a
C2 Total Free Attendance	5,000	5,000	0%	20,400	308%
Physical	5,000	5,000	0%	20,400	308%
Virtual	0	0	n/a	0	n/a
C3 Total Attendance	5,825	6,600	13%	27,617	318%
C4 Children 18 and under	30	3,000	9900%	3,000	0%
C5 Number of Groups of Children 18 and Under	2	0	n/a	0	n/a
C5a Number of other groups	0	0	n/a	0	n/a
C6 Attendance - Classes/Workshops	0	0	n/a	0	n/a
<b>E - Subscribers &amp; Members</b>					
E - Subscribers & Members	FY 2010	FY 2011	% chg	FY 2012	% chg
E1 Paying Subscribers - Performance	0	0	n/a	0	n/a
E1a Paying Subscribers - Media	0	0	n/a	0	n/a
E1b Non-paying Subscribers - Media	0	0	n/a	0	n/a
E2 Paying Members	20	0	n/a	0	n/a
E3 How many people are both members and subscribers?	0	0	n/a	0	n/a

## NON-FINANCIAL INFORMATION (Continued)

F - Pricing (In Dollars)	FY 2010	FY 2011	% chg	FY 2012	% chg
F1 Average Adult Price	\$13.00	\$13.00	0%	\$13.00	0%
F2 Average Child Price	\$10.00	\$10.00	0%	\$10.00	0%
F3 Average Senior Citizen Price	\$10.00	\$10.00	0%	\$10.00	0%
F4 Average Student Price	\$10.00	\$10.00	0%	\$10.00	0%
F5 Highest Single Price	\$20.00	\$20.00	0%	\$20.00	0%
F6 Lowest Single Price	\$5.00	\$5.00	0%	\$5.00	0%
F7 Median Price	\$10.00	\$10.00	0%	\$10.00	0%
F8 Average Adult Tuition/Workshop Price	\$0.00	\$0.00	n/a	\$0.00	n/a
F9 Average Child Tuition/Workshop Price	\$0.00	\$0.00	n/a	\$0.00	n/a
F10 Average Publication Price	\$0.00	\$23.00	n/a	\$23.00	0%
F11 Average Fundraising Special Event Price	\$0.00	\$0.00	n/a	\$0.00	n/a
F12 Average Non-fundraising Special Event Price	\$0.00	\$0.00	n/a	\$0.00	n/a
F13 Average Media Content Price	\$0.00	\$0.00	n/a	\$0.00	n/a
G - Program Activity (number of events)	FY 2010	FY 2011	% chg	FY 2012	% chg
G1 Live Productions - Self-Produced	31	8	-74%	9	12%
G1a Live Productions - Presented Only	0	23	n/a	26	13%
G2 Public Performances - Home	30	31	3%	35	13%
G3 Public Performances - Away	1	0	n/a	0	n/a
G3a Online/radio/television programs	0	0	n/a	0	n/a
G4 Permanent Exhibitions	0	0	n/a	0	n/a
G5 Temporary Exhibitions	3	3	0%	3	0%
G6 Classes/Workshops - for the public/constituents	3	0	n/a	0	n/a
G7 Classes/Workshops - for professional artists	0	0	n/a	0	n/a
G7a Publications	0	1	n/a	1	0%
G7b Number of Publications Distributed	0	38	n/a	24	-37%
G8 Tours	0	0	n/a	0	n/a
G8a Number of Tour Occurrences	0	0	n/a	0	n/a
G9 Films	1	1	0%	3	200%
G9a Number of Film Screenings	0	1	n/a	3	200%
G10 Lectures	0	3	n/a	1	-67%
G10a Number of Lecture Occurrences	0	3	n/a	1	-67%
G11 Exhibition Openings	3	2	-33%	2	0%
G12 World Premieres	1	0	n/a	1	n/a
G13 National Premieres	1	0	n/a	0	n/a
G14 Local Premieres	1	0	n/a	0	n/a
G15 Works Commissioned	0	0	n/a	0	n/a
G16 Workshops or readings of new works	2	2	0%	0	n/a
G17 Programs - Other	0	0	n/a	0	n/a
G17a Number of Programs - Other Occurrences	0	0	n/a	0	n/a
G18 Off-site School Programs	0	0	n/a	0	n/a
G18a Number of Off-site School Program Occurrences	0	0	n/a	0	n/a
G19 Facility Rentals - By your org. for your program use	10	6	-40%	6	0%
G20 Facility Rentals - By your org. for your non-program use	0	0	n/a	0	n/a
G21 Rentals of your facility by others	0	0	n/a	0	n/a

## NON-FINANCIAL INFORMATION (Continued)

I - Staff & Non-Staff Statistics (# of people)	FY 2010	FY 2011	% chg	FY 2012	% chg
11 Full-time Permanent Employees	0.00	0.00	n/a	0.00	n/a
12 Part-time/Seasonal Employees	4.00	2.00	-50%	4.00	100%
13 Part-time/Seasonal Empl. - FTEs	2.00	1.00	-50%	1.38	38%
14 Full-time Volunteers	0.00	0.00	n/a	0.00	n/a
15 Part-time Volunteers	36.00	23.00	-36%	26.00	13%
16 Part-time Volunteers - FTEs	0.26	4.20	1515%	0.50	-88%
17 Independent Contractors	81.00	42.00	-48%	8.00	-81%
18 Independent Contractors - FTEs	5.00	4.00	-20%	0.15	-96%
19 Interns/Apprentices	0.00	0.00	n/a	0.00	n/a
110 Interns/Apprentices - FTEs	0.00	0.00	n/a	0.00	n/a

## STAFFING TRENDS

Full Time Equivalents (FTEs) - Paid Staff	FY 2010	FY 2011	% chg	FY 2012	% chg
Program					
Artist & Performers	0.00	0.00	n/a	0.00	n/a
Program - All Other	1.00	0.50	-50%	1.00	100%
Total Program	1.00	0.50	-50%	1.00	100%
Fundraising	0.00	0.00	n/a	0.00	n/a
General & Administrative	1.00	0.50	-50%	0.38	-24%
Total FTEs	2.00	1.00	-50%	1.38	38%

Total FTEs includes full-time and part-time staff, and does not include independent contractors, volunteers, interns and apprentices.

Full-time equivalents (FTEs) are the number of full-time staff that non-full-time staff are judged to constitute. For example, two part-time staff members working 20 hours per week year-round are equal to one full-time equivalent (FTE).

Salaries and Fringe Benefits	FY 2010	FY 2011	% chg	FY 2012	% chg
Program					
Artist & Performers	\$0	\$0	n/a	\$0	n/a
Program - All Other	52,330	51,382	-2%	33,645	-35%
Total Program	52,330	51,382	-2%	33,645	-35%
Fundraising	0	0	n/a	0	n/a
General & Administrative	9,814	9,589	-2%	28,327	195%
Total Salaries and Fringe	\$62,144	\$60,971	-2%	\$61,972	2%

Total Salaries and Fringe are for employees on an organization's payroll. Commissioned and contracted artists appear in the table below.

Other Artistic Fees	FY 2010	FY 2011	% chg	FY 2012	% chg
Artist Commission Fees	\$0	\$0	n/a	\$0	n/a
Artist Consignments	0	0	n/a	0	n/a
Artists & Performers - Non-Salaried	49,815	59,023	18%	52,408	-11%
Professional Fees - Other	19,691	12,050	-39%	15,271	27%
Royalties/Rights & Reproductions	0	0	n/a	0	n/a
Total Other Artistic Fees	\$69,506	\$71,073	2%	\$67,679	-5%