

## ORGANIZATION INFORMATION

Organization Name	<u>Queer Cultural Center</u>	Year Organization Founded	<u>1992</u>
Address	<u>762 Fulton St., San Francisco, CA 94102-4119</u>	Number of Board Members	<u>9</u>
County	<u>San Francisco</u>	Fiscal Year End Date	<u>06/30</u>
Federal ID #	<u>94-3227839</u>	DUNS Number	<u>806360629</u>
		City Council District	<u>5</u>

This applicant is not audited or reviewed by an independent accounting firm.

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

\* The value is less than -999% or greater than +9999%.

## REVENUE

Earned	FY 2010	FY 2011	% chg	FY 2012	% chg
1 Admissions	\$0	\$32,993	n/a	\$38,931	18%
2 Ticket Sales	\$33,331	\$0	n/a	\$0	n/a
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	\$0	n/a	\$0	n/a
8 Food Sales/Concession Revenue	\$0	\$0	n/a	\$887	n/a
8a Parking Concessions	\$0	\$0	n/a	\$0	n/a
9 Membership Dues/Fees	\$0	\$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	\$31,236	\$35,484	14%	\$35,654	~0%
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	\$7,098	\$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	\$8	\$15	88%	\$13	-13%
19 Other Earned Revenue	\$0	\$0	n/a	\$1,025	n/a
20 Total Earned Revenue	\$71,673	\$68,492	-4%	\$76,510	12%

## REVENUE (Continued)

Contributed	FY 2010	FY 2011	% chg	FY 2012	% chg
21 Trustee/Board Contributions	\$500	\$500	0%	\$500	0%
22 Individual Contributions	\$8,118	\$12,596	55%	\$10,871	-14%
23 Corporate Contributions	\$2,253	\$1,450	-36%	\$5,800	300%
24 Foundation Contributions	\$99,000	\$94,152	-5%	\$59,500	-37%
25 Government - City	\$281,767	\$201,050	-29%	\$149,803	-25%
26 Government - County	\$0	\$0	n/a	\$0	n/a
27 Government - State	\$57,000	\$35,800	-37%	\$45,300	27%
28 Government - Federal	\$0	\$10,000	n/a	\$10,000	0%
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	\$0	\$0	n/a	\$0	n/a
32 Net Assets Released from Restrictions	\$0	\$0	n/a	\$0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$448,638	\$355,548	-21%	\$281,774	-21%
34 Total Earned and Contributed Revenue Including Net Assets Released	\$520,311	\$424,040	-19%	\$358,284	-16%
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	\$520,311	\$424,040	-19%	\$358,284	-16%
Total Unrestricted Revenue	\$520,311	\$424,040	-19%	\$87,881	-79%
Total Unrestricted Revenue Less In-Kind	\$520,311	\$424,040	-19%	\$87,881	-79%

## EXPENSE

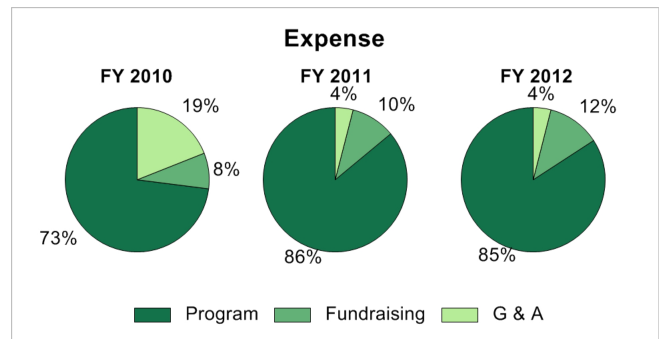
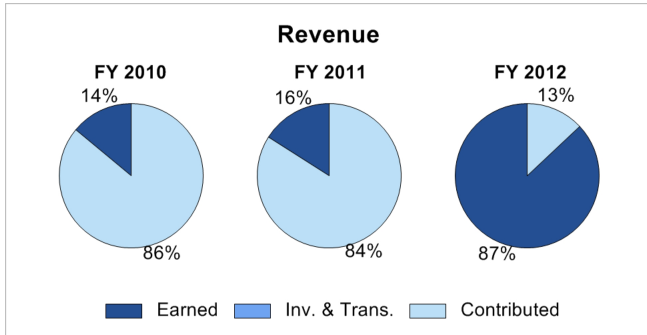
Expense	FY 2010	FY 2011	% chg	FY 2012	% chg
1 Total Salaries & Fringe (From Section 5)	\$0	\$0	n/a	\$0	n/a
2 Accounting	\$9,795	\$7,400	-24%	\$7,350	-1%
3 Advertising and Marketing	\$16,283	\$11,691	-28%	\$13,315	14%
4 Artist Commission Fees	\$5,800	\$36,000	521%	\$23,348	-35%
4a Artist Consignments	\$0	\$0	n/a	\$0	n/a
5 Artists & Performers - Non-Salaried	\$228,317	\$175,473	-23%	\$111,356	-37%
6 Audit	\$4,200	\$4,500	7%	\$4,500	0%
7 Bank Fees	\$169	\$175	4%	\$154	-12%
8 Repairs & Maintenance	\$0	\$0	n/a	\$0	n/a
9 Catering & Hospitality	\$1,753	\$2,124	21%	\$1,412	-34%
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	\$60	\$399	565%	\$589	48%
16	Equipment Rental	\$782	\$0	n/a	\$0	n/a
17	Facilities - Other	\$0	\$0	n/a	\$0	n/a
18	Fundraising Expenses - Other	\$0	\$0	n/a	\$0	n/a
19	Fundraising Professionals	\$35,115	\$38,290	9%	\$40,523	6%
20	Grantmaking Expense	\$970	\$3,879	300%	\$2,555	-34%
21	Honoraria	\$0	\$0	n/a	\$0	n/a
22	In-Kind Contributions	\$0	\$0	n/a	\$0	n/a
23	Insurance	\$5,576	\$3,277	-41%	\$4,929	50%
24	Interest Expense	\$0	\$0	n/a	\$0	n/a
25	Internet & Website	\$36,018	\$37,374	4%	\$34,018	-9%
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	\$110	n/a	\$0	n/a
31	Other	\$754	\$0	n/a	\$0	n/a
32	Postage & Shipping	\$91	\$325	257%	\$200	-38%
33	Printing	\$472	\$184	-61%	\$55	-70%
34	Production & Exhibition Costs	\$0	\$0	n/a	\$3,867	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	\$68,287	\$65,885	-4%	\$88,524	34%
37	Public Relations	\$0	\$0	n/a	\$0	n/a
38	Rent	\$15,166	\$9,987	-34%	\$7,837	-22%
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	\$232	\$340	47%	\$174	-49%
41	Telephone	\$409	\$0	n/a	\$0	n/a
42	Touring	\$0	\$0	n/a	\$0	n/a
43	Travel	\$648	\$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	\$430,897	\$397,413	-8%	\$344,706	-13%
	Total Expenses Less In-Kind	\$430,897	\$397,413	-8%	\$344,706	-13%
	Change in Unrestricted Assets	\$89,414	\$26,627	-70%	(\$256,825)	*
	Change in Temporarily Restricted Assets	\$0	\$0	n/a	\$270,403	n/a
	Change in Permanently Restricted Assets	\$0	\$0	n/a	\$0	n/a
46	Change in Total Net Assets	\$89,414	\$26,627	-70%	\$13,578	-49%

## FINANCIAL SUMMARY

Financial Activity	FY 2010	FY 2011	% chg	FY 2012	% chg
<b>Unrestricted Activity</b>					
<b>Revenue</b>					
<b>Earned</b>					
Program	\$71,665	\$68,477	-4%	\$75,610	10%
Non-program	\$0	\$0	n/a	\$887	n/a
<b>Total Earned</b>	<b>\$71,665</b>	<b>\$68,477</b>	<b>-4%</b>	<b>\$76,497</b>	<b>12%</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	\$8	\$15	88%	\$13	-13%
Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
<b>Contributed</b>	<b>\$448,638</b>	<b>\$355,548</b>	<b>-21%</b>	<b>\$11,371</b>	<b>-97%</b>
<b>Total Unrestricted Revenue</b>	<b>\$520,311</b>	<b>\$424,040</b>	<b>-19%</b>	<b>\$87,881</b>	<b>-79%</b>
<b>Expenses</b>					
Program	\$313,331	\$342,922	9%	\$291,750	-15%
Fundraising	\$35,115	\$38,290	9%	\$40,523	6%
General & administrative	\$82,451	\$16,201	-80%	\$12,433	-23%
<b>Total Expenses</b>	<b>\$430,897</b>	<b>\$397,413</b>	<b>-8%</b>	<b>\$344,706</b>	<b>-13%</b>
<b>Net Total Activity</b>	<b>\$89,414</b>	<b>\$26,627</b>	<b>-70%</b>	<b>\$13,578</b>	<b>-49%</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

Endowments - Term	FY 2010	FY 2011	FY 2012
3 Investments Balance - Beginning of Year	\$0	\$0	\$0
4 Investments Balance - End of Year	\$0	\$0	\$0

Endowments - Permanently Restricted	FY 2010	FY 2011	FY 2012
5 Investments Balance - Beginning of Year	\$0	\$0	\$0
6 Investments Balance - End of Year	\$0	\$0	\$0

Investments - All Other	FY 2010	FY 2011	FY 2012
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	\$139,523	\$70,120	-50%	\$42,798	-39%
Receivables	\$60,110	\$66,408	10%	\$96,850	46%
Prepaid Expenses & Other	\$0	\$0	n/a	\$0	n/a
<b>Total Current Assets</b>	<b>\$199,633</b>	<b>\$136,528</b>	<b>-32%</b>	<b>\$139,648</b>	<b>2%</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>\$199,633</b>	<b>\$136,528</b>	<b>-32%</b>	<b>\$139,648</b>	<b>2%</b>
<b>Liabilities &amp; Net Assets</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable & Other	\$23,447	\$19,192	-18%	\$12,893	-33%
Loans & Other Debt	\$0	\$0	n/a	\$0	n/a
Deferred Revenue	\$0	\$0	n/a	\$0	n/a
<b>Total Current Liabilities</b>	<b>\$23,447</b>	<b>\$19,192</b>	<b>-18%</b>	<b>\$12,893</b>	<b>-33%</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>\$23,447</b>	<b>\$19,192</b>	<b>-18%</b>	<b>\$12,893</b>	<b>-33%</b>
<b>Net Assets</b>					
Unrestricted	\$116,076	\$117,336	1%	\$46,844	-60%
Temporarily Restricted	\$60,110	\$0	n/a	\$79,911	n/a
Permanently Restricted	\$0	\$0	n/a	\$0	n/a
<b>Total Net Assets</b>	<b>\$176,186</b>	<b>\$117,336</b>	<b>-33%</b>	<b>\$126,755</b>	<b>8%</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$199,633</b>	<b>\$136,528</b>	<b>-32%</b>	<b>\$139,648</b>	<b>2%</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	41%	30%	37%
Total Working Capital	\$116,076	\$117,336	\$46,844
Fixed Assets (net)	\$0	\$0	\$0
Total Endowment	\$0	\$0	\$0
Total Debt	\$0	\$0	\$0

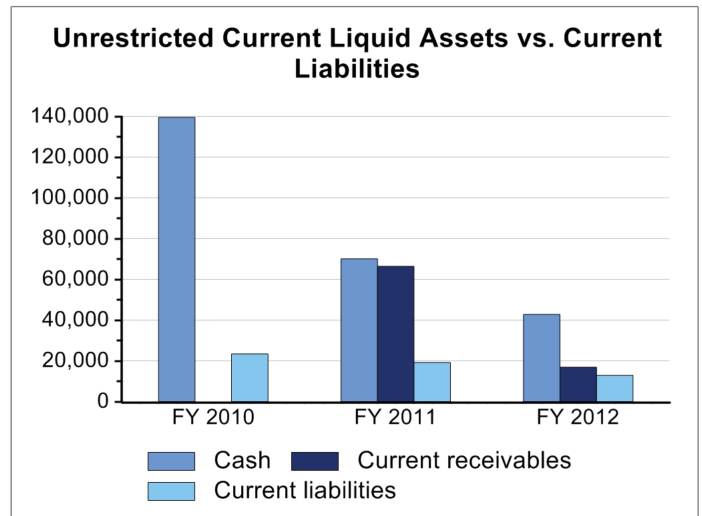
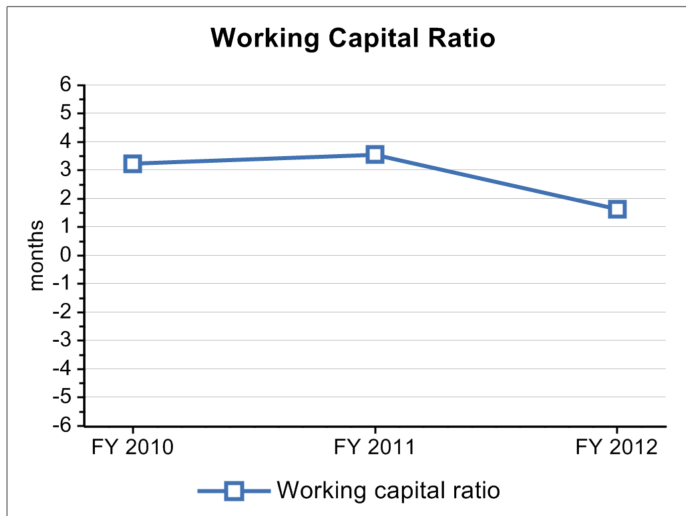
Net assets as a % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expense. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

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

19a If Other Earned Revenue, Briefly Describe Refunds

### EXPENSES

36a Professional Fees - Other, Briefly Describe Art Director, Techl staff, Production Mgr others



## NON-FINANCIAL INFORMATION (Section 11)

A - Number of Contributors	FY 2010	FY 2011	% chg	FY 2012	% chg
A1 Individuals	50	60	20%	65	8%
A2 Board	9	9	0%	2	-78%
A3 Corporate	7	2	-71%	1	-50%
A4 Foundation	18	16	-11%	10	-38%
A5 Government (Federal, State & Local)	3	3	0%	4	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	13,600	13,000	-4%	5,000	-62%
B3 Donated/In-Kind Space	0	5,000	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	6,800	10,000	47%	10,000	0%
Physical	6,800	10,000	47%	10,000	0%
Virtual	0	0	n/a	0	n/a
C2 Total Free Attendance	85,000	800,000	841%	70,000	-91%
Physical	85,000	75,000	-12%	70,000	-7%
Virtual	0	725,000	n/a	0	n/a
C3 Total Attendance	91,800	810,000	782%	80,000	-90%
C4 Children 18 and under	0	100	n/a	100	0%
C5 Number of Groups of Children 18 and Under	0	0	n/a	0	n/a
C5a Number of other groups	0	0	n/a	0	n/a
C6 Attendance - Classes/Workshops	76	98	29%	172	76%
<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	0	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	\$10.00	\$10.00	0%	\$10.00	0%
F2 Average Child Price	\$0.00	\$0.00	n/a	\$0.00	n/a
F3 Average Senior Citizen Price	\$8.00	\$8.00	0%	\$8.00	0%
F4 Average Student Price	\$8.00	\$8.00	0%	\$8.00	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	\$12.50	\$12.50	0%	\$12.50	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	\$0.00	n/a	\$0.00	n/a
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	85	68	-20%	56	-18%
G1a Live Productions - Presented Only	0	0	n/a	0	n/a
G2 Public Performances - Home	93	76	-18%	64	-16%
G3 Public Performances - Away	0	1	n/a	6	500%
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	8	8	0%	8	0%
G6 Classes/Workshops - for the public/constituents	0	0	n/a	0	n/a
G7 Classes/Workshops - for professional artists	5	5	0%	6	20%
G7a Publications	0	0	n/a	0	n/a
G7b Number of Publications Distributed	0	0	n/a	0	n/a
G8 Tours	0	1	n/a	2	100%
G8a Number of Tour Occurrences	0	1	n/a	2	100%
G9 Films	25	25	0%	32	28%
G9a Number of Film Screenings	0	25	n/a	32	28%
G10 Lectures	3	4	33%	4	0%
G10a Number of Lecture Occurrences	0	4	n/a	4	0%
G11 Exhibition Openings	6	6	0%	6	0%
G12 World Premieres	25	25	0%	35	40%
G13 National Premieres	0	0	n/a	0	n/a
G14 Local Premieres	0	0	n/a	0	n/a
G15 Works Commissioned	18	20	11%	29	45%
G16 Workshops or readings of new works	0	0	n/a	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	20	20	0%	22	10%
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	0.00	0.00	n/a	0.00	n/a
13 Part-time/Seasonal Empl. - FTEs	0.00	0.00	n/a	0.00	n/a
14 Full-time Volunteers	0.00	0.00	n/a	0.00	n/a
15 Part-time Volunteers	50.00	50.00	0%	50.00	0%
16 Part-time Volunteers - FTEs	5.00	5.00	0%	5.00	0%
17 Independent Contractors	130.00	125.00	-4%	131.00	5%
18 Independent Contractors - FTEs	4.25	1.75	-59%	5.00	186%
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	0.00	0.00	n/a	0.00	n/a
Total Program	0.00	0.00	n/a	0.00	n/a
Fundraising	0.00	0.00	n/a	0.00	n/a
General & Administrative	0.00	0.00	n/a	0.00	n/a
Total FTEs	0.00	0.00	n/a	0.00	n/a

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	0	0	n/a	0	n/a
Total Program	0	0	n/a	0	n/a
Fundraising	0	0	n/a	0	n/a
General & Administrative	0	0	n/a	0	n/a
Total Salaries and Fringe	\$0	\$0	n/a	\$0	n/a

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	\$5,800	\$36,000	521%	\$23,348	-35%
Artist Consignments	0	0	n/a	0	n/a
Artists & Performers - Non-Salaried	228,317	175,473	-23%	111,356	-37%
Professional Fees - Other	68,287	65,885	-4%	88,524	34%
Royalties/Rights & Reproductions	0	0	n/a	0	n/a
Total Other Artistic Fees	\$302,404	\$277,358	-8%	\$223,228	-20%