

**Section II: City Council Questionnaire**

1. What other Chattanooga organizations have a mission similar to yours?

There are no organizations in Chattanooga that have a similar mission as ArtsBuild. The United Way has a similar approach in uniting citizens to build a stronger community through funding social service organizations. ArtsBuild’s mission is to build a stronger Chattanooga by galvanizing broad participation in and widespread support for the arts.

2. What does your organization do, supply, or perform that no other organization in Chattanooga addresses?

No other organization in Chattanooga serves as a unified, singular voice for the arts. ArtsBuild distributes funds raised to support arts programming throughout Chattanooga. ArtsBuild also serves as an advocate for economic and social prosperity and education as we lead the implementation of *Imagine Chattanooga 20/20*.

3. What is your fiscal year?

July 1, 2013—June 30, 2014

4. List the previous years you have submitted requests to the City of Chattanooga, the amount of the requests, and the amounts granted.

	<u>Request</u>	<u>Actual Award</u>
<u>Year</u>	<u>City</u>	<u>City</u>
FY 1986		32,000.00
FY 1988		60,000.00
FY 1990		138,750.00
FY 1992		138,750.00
FY 1994		138,750.00
FY 1995		150,000.00
FY 1996		150,000.00
FY 1997		150,000.00
FY 1998		150,000.00
FY 1999		250,000.00
FY 2000		250,000.00
FY 2001		250,000.00
FY 2002	275,000.00	250,000.00
FY 2003	275,000.00	250,000.00
FY 2004	250,000.00	250,000.00
FY 2005	250,000.00	250,000.00
FY 2006	300,000.00	250,000.00
FY 2007	250,000.00	155,000.00
FY 2008	300,000.00	255,000.00
FY 2009	260,000.00	255,000.00
FY 2010	255,000.00	191,250.00
FY 2011	255,000.00	161,200.00
FY 2012	191,200.00	176,472.00
FY 2013	190,000.00	226,472.00

\*50,000 for *Pops on the River* is included in FY 2013

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5. Describe your debt and expenses in ratio to revenue.

FY 2012 year-end, debt to revenue ratio= .002%; expense to revenue – 83.26% (excluding endowment)

6. List any debt over \$10,000 and when that debt will be satisfied.

Total year end debt - \$4,069. This was paid before 30 days.

7. What percentage of your budget is dedicated to salaries vs. percentage of budget dedicated to client programs or benefits?

Per form 990 FY 2012 end, programs and services expense was 82.8 % of total expenses. 2012 budgeted salaries were 17.98% of operating the budget. We try to absorb our salary expense from the proceeds of our endowment, which allows almost 100% of donated dollars to be used for program purposes.

8. What cost savings initiatives did your organization undertake during the preceding year?

We reduced the amount of grants awarded to Cultural Partners. This allows more allocations in keeping with our refreshed vision. We reduced local travel, conferences and membership services. We plan to increase local travel expense in 2014 with a new hire for Development which should reduce the percentage of expense to revenues in the long run.

9. List travel expenses over the last three years and how the travel benefited your organization.

Conference and local travel expense have been cut >50% over the past 4 years. To stay market smart, we consider conferences to be mandatory in some respects. If we do not feel we get a return on the conference investment, we will not attend. One important conference we attend is the Kennedy Center conference in DC. That is a measurable return on investment.

10. If you are a membership-based organization: Not applicable

11. Do your clients pay anything for your services, products, programs? If so, explain.

Not applicable

12. What is your strategic plan to become independent of City funding?

All progressive communities invest in the arts. The arts are essential to our continued revitalization, to keeping us competitive in terms of economic development, and to preparing our young people for the 21st century workforce. As stated in the *Arts & Economic Prosperity IV* study, “nonprofit arts and culture are a \$106 million industry in the Greater Chattanooga area.” It would be detrimental to Chattanooga’s image, progress, and to its citizens to lose support from the City. Therefore, we have no plans to become independent of City funding, but rather continue to keep City leaders informed of the critical value of the arts to our community.