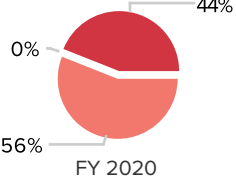
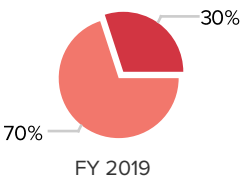
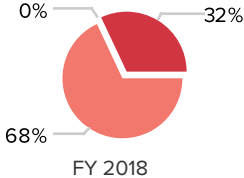


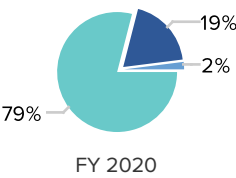
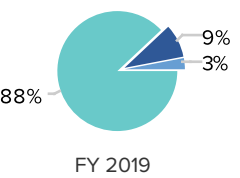
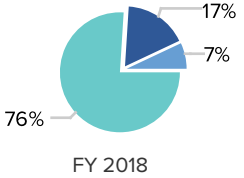
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue	FY 2018	FY 2019	FY 2020	FY 2020	FY 2020
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions			\$0	\$0	
Membership fees - individuals			\$0	\$0	\$0
Membership fees - organizations			\$0	\$0	
Ticket sales & admissions			\$0	\$0	
Education revenue	\$79,019	\$110,518	\$112,849	\$112,849	
Publication sales			\$0	\$0	
Gallery sales			\$0	\$0	
Contracted services & touring fees	\$32,694	\$3,619	\$35,180	\$35,180	
Royalty & reproduction revenue			\$0	\$0	
Earned - program not listed above	\$2,280	\$3,575	\$102	\$102	
Total earned - program	\$113,993	\$117,712	\$148,131	\$148,131	
Earned - Non-program					
Rental revenue			\$0	\$0	
Sponsorship revenue	\$29,649	\$30,230	\$37,697	\$37,697	
Attendee-generated revenue not listed above	\$1,211	\$314	\$1,136	\$1,136	
Earned non-program not listed above	\$836				
Total earned - non-program	\$31,696	\$30,544	\$38,833	\$38,833	
Total earned revenue	\$145,689	\$148,256	\$186,964	\$186,964	

Contributed	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Trustee & board	\$1,150	\$3,000	\$6,920	\$6,920	
Individual	\$46,806	\$36,824	\$72,273	\$72,273	
Corporate	\$12,600	\$15,627	\$16,187	\$16,187	
Foundation	\$25,000	\$17,700	\$45,100	\$45,100	
State government	\$56,880	\$66,159	\$14,575	\$14,575	
Federal government	\$154,824	\$189,106	\$75,771	\$75,771	
In-kind operating contributions	\$6,520	\$11,468	\$11,285	\$11,285	
Special fundraising events			\$0	\$0	
Contributions not listed above	\$6,335	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$310,115	\$339,884	\$242,111	\$242,111	
Operating investment revenue	\$15	\$0	\$40	\$40	
Total operating revenue	\$455,819	\$488,140	\$429,115	\$429,115	
Total operating revenue less operating in-kind	\$449,299	\$476,672	\$417,830	\$417,830	
Total revenue	\$455,819	\$488,140	\$429,115	\$429,115	
Total revenue less in-kind	\$449,299	\$476,672	\$417,830	\$417,830	

Revenue Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

Expense Details

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change	FY 2020 Program	FY 2020 General & Administrative	FY 2020 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$158,824	\$210,593	33%	\$175,312	-17%	\$140,249	\$26,297	\$8,766
Independent contractors	\$16,596	\$53,247	221%	\$75,610	42%	\$75,610	\$0	\$0
Professional fees	\$5,372	\$4,305	-20%	\$5,717	33%	\$0	\$5,717	\$0
Total personnel expenses - Operating	\$180,792	\$268,145	48%	\$256,639	-4%	\$215,859	\$32,014	\$8,766
Non-personnel expenses - Operating								
Occupancy costs	\$2,875	\$785	-73%	\$1,475	88%	\$0	\$1,475	\$0
Interest expense	\$653	\$0	-100%	\$4,284	n/a	\$0	\$4,284	\$0
Non-personnel expenses not listed above	\$408,110	\$223,304	-45%	\$233,688	5%	\$176,632	\$57,056	\$0
Total non-personnel expenses - Operating	\$411,638	\$224,089	-46%	\$239,447	7%	\$176,632	\$62,815	\$0
Total operating expenses	\$592,430	\$492,234	-17%	\$496,086	1%	\$392,491	\$94,829	\$8,766
Total expenses	\$592,430	\$492,234	-17%	\$496,086	1%			
Total expenses less in-kind	\$585,910	\$480,766	-18%	\$484,801	1%			
Total expenses less depreciation	\$592,430	\$492,234	-17%	\$496,086	1%			
Total expenses less in-kind and depreciation	\$585,910	\$480,766	-18%	\$484,801	1%			

Expense Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

Balance Sheet

Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current assets					
Cash and cash equivalents	\$20,582	\$13,124	-36%	\$213,745	1,529%
Receivables	\$31,773	\$23,143	-27%	\$8,791	-62%
Investments - current			n/a	\$0	n/a
Prepaid expenses & other	\$5,891	\$141	-98%	\$3,718	2,537%
Total current assets	\$58,246	\$36,408	-37%	\$226,254	521%
Long-term/non-current assets					
Investments - non current			n/a	\$0	n/a
Fixed assets (net of accumulated depreciation)			n/a	\$0	n/a
Non-current assets not listed above			n/a	\$0	n/a
Total long-term/non-current assets			n/a	\$0	n/a
Total assets	\$58,246	\$36,408	-37%	\$226,254	521%
Liabilities & Net Assets					
	FY 2018	FY 2019	% Change	FY 2020	% Change
Current liabilities					
Accounts payable and accrued expenses	\$41,708	\$12,822	-69%	\$32,047	150%
Deferred revenue			n/a		n/a
Loans - current		\$66,878	n/a		-100%
Additional current liabilities not listed above		\$13,570	n/a	\$8,351	-38%
Total current liabilities	\$41,708	\$93,270	124%	\$40,398	-57%
Long-term/non-current liabilities					
Long-term/non-current loans	\$72,100		-100%	\$220,712	n/a
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities	\$72,100		-100%	\$220,712	n/a
Total liabilities	\$113,808	\$93,270	-18%	\$261,110	180%
Total net assets	-\$55,562	-\$56,862	-2%	-\$34,856	39%
Total liabilities & net assets	\$58,246	\$36,408	-37%	\$226,254	521%

Balance Sheet Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	There are two long-term loans: SBA EIDL: \$150,000 to be paid over 30 years Individual: \$70,712, with a paydown plan through 2022

Balance Sheet Metrics

	FY 2018	FY 2019	% Change	FY 2020	% Change
Months of operating cash -- Total	0.42	0.32	-23%	5.17	1,516%
Working capital -- Total	\$16,538	-\$56,862	-444%	\$185,856	427%
Current ratio -- Total	1.4	0.39	-72%	5.6	1,335%
Net assets as a % of total expenses	-9%	-12%	-23%	-7%	39%
Fixed assets (net)			n/a	\$0	n/a
Condition of fixed assets					
Leverage -- Total	124%	184%	48%	98%	-47%
Total debt	\$72,100	\$66,878	-7%	\$220,712	230%
Debt service impact	0%	14%	12,226%	1%	-94%

Months of operating cash (Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents.

Working capital (Current Assets minus Current Liabilities) consists of the resources available for operations. This calculation of working capital 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.

Current ratio (Current Assets divided by Current Liabilities) determines the organization’s ability to pay current debt using current assets. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % 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 expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

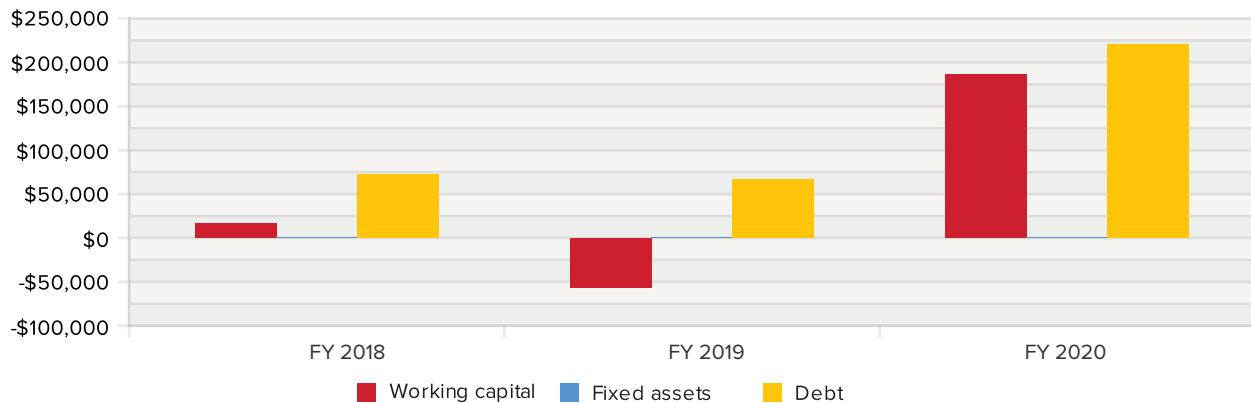
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets (net) is the value of all land, buildings, equipment, leasehold improvements and other property and equipment 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.

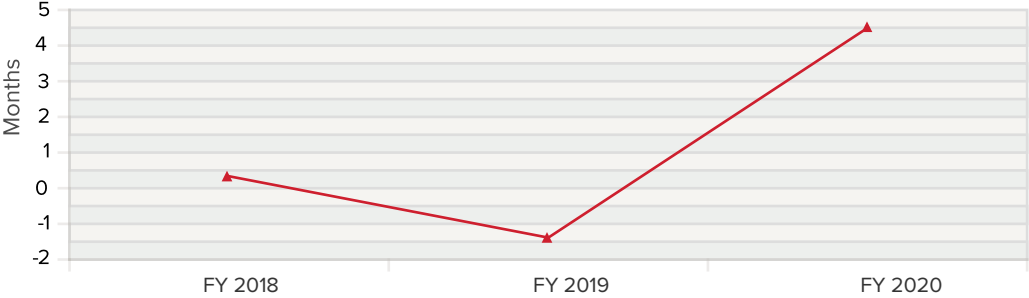
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

Debt service impact (Total Debt Service, including principal and interest, divided by Total Expense) calculates the % of an organization’s total expenses applied to the total debt-service burden. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

Components of Net Assets



Months of Working Capital



Attendance

	FY 2018	FY 2019	% Change	FY 2020	% Change
Total attendance					
Paid	1,450	1,500	3%	2,000	33%
Free	290	500	72%	580	16%
Total	1,740	2,000	15%	2,580	29%
In-person attendance					
Paid	1,450	1,500	3%	1,000	-33%
Free	290	500	72%	80	-84%
Total	1,740	2,000	15%	1,080	-46%
Digital attendance					
Paid			n/a	1,000	n/a
Free			n/a	500	n/a
Total			n/a	1,500	n/a
In-person attendees 18 and under	25	20	-20%	30	50%
Programs in schools	FY 2018	FY 2019	% Change	FY 2020	% Change
Children served in schools	0		n/a		n/a
Hours of instruction	0		n/a		n/a

Workforce

Number of People	FY 2018	FY 2019	% Change	FY 2020	% Change
Employees: Full-time permanent	4	3	-25%	43	1,333%
Employees: Part-time permanent	1	1	0%	1	0%
Volunteers	130	90	-31%	80	-11%
Independent contractors	35	20	-43%	4	-80%
Interns and apprentices			n/a	0	n/a
Total positions	170	114	-33%	128	12%

Visual & Performing Artists

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of visual & performing artists		20	n/a	69	245%
Payments to artists & performers	\$3,834	\$15,016	292%	\$34,725	131%

Covid-19 Impact

	FY 2018	FY 2019	FY 2020
Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization:			
Number of employees laid off			0
Number of employees furloughed			0
Of those furloughed or laid off employees, how many (if any) have been brought back?			

Mission and Constituency

Mission statement

Crosshatch builds strong communities through the intersections of art, farming, ecology and economy.

Mission demographics

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

If the fields above are blank, this organization does not serve that demographic specifically.

Audience

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served Rural

If the fields above are blank, this organization does not serve that demographic specifically.

Program Activity

In-person activity	FY 2018		FY 2019		FY 2020	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)						
Productions (presented)						
Classes/assemblies/other programs in schools	0					
Classes/workshops (outside of schools)	22	22	0	0	1	1
Field trips/school visits						
Guided tours						
Lectures	0	0				
Permanent exhibitions					0	
Temporary exhibitions					0	
Traveling exhibitions (hosted)					0	
Films screened						
Festivals/conferences	2		0		1	1
Readings/workshops (developing works)						
Community programs (not included above)						
Additional programs not listed above	0	0	6	25	0	0

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity

Digital activity	FY 2018			FY 2019			FY 2020		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)									
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)							20	20	0
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									0
Temporary exhibitions									0
Traveling exhibitions (hosted)									0
Films screened									
Broadcast productions									
Festivals/conferences							20	20	0
Readings/workshops (developing works)									
Community programs (not included above)									
Additional programs not listed above									

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Digital activity financials	FY 2018		FY 2019		FY 2020	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$145,689		\$148,256		\$186,964	
Contributed revenue	\$310,115		\$339,884		\$242,111	
Operating expense	\$592,430		\$492,234		\$496,086	

Program Activity

	FY 2018	FY 2019		FY 2020	
	Total	Total	% Change	Total	% Change
Fiscally sponsored projects	1		-100%	1	n/a
Amount distributed to fiscally sponsored projects	\$4,856		-100%	\$4,000	n/a
Residencies	10		-100%	0	n/a
Scholarships awarded			n/a	0	n/a
Amount awarded in scholarships			n/a	\$0	n/a
Other grants awarded			n/a	68	n/a
Amount awarded in grants			n/a	\$30,725	n/a
Public art installations			n/a	0	n/a
Works commissioned			n/a	0	n/a
Films produced			n/a	0	n/a
World premieres			n/a	0	n/a
National premieres			n/a	0	n/a
Local/regional premieres			n/a	0	n/a
Published works (physical)			n/a	0	n/a
Published works (digital)			n/a	0	n/a
Private lessons (in-person)	0		n/a	0	n/a
Private lessons (digital)			n/a	0	n/a
Competitions			n/a	0	n/a
Open rehearsals			n/a	0	n/a

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a