



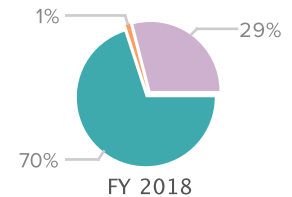
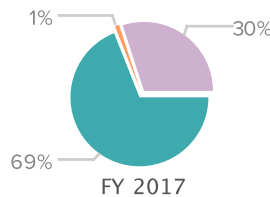
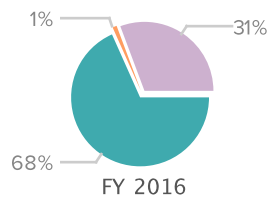
Organization Information

Organization name: Chamber Music Festival of Saugatuck
 City: Saugatuck Federal ID #: 561658498
 State: MI Year organization founded: 1988
 County: Allegan Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 2 - Music Fiscal year end date: 12-31
 NISP Institution: 47 - Cultural Series Organization DUNS #
 NTEE: A68 - Music Full-time staff: 0
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 0
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$26,575	\$26,060	-2%	\$26,986	4%
Earned Non-program			n/a		n/a
Total Earned Revenue	\$26,575	\$26,060	-2%	\$26,986	4%
Investment Revenue	\$562	\$821	46%	\$567	-31%
Contributed Revenue	\$59,455	\$60,696	2%	\$64,417	6%
Total Unrestricted Operating Revenue	\$86,592	\$87,577	1%	\$91,970	5%
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$5,000)	0%
Total Unrestricted Operating Revenue Less In-kind	\$81,592	\$82,577	1%	\$86,970	5%
Expenses by Functional Total					
Program	\$58,140	\$66,936	15%	\$64,798	-3%
Fundraising	\$3,749	\$2,707	-28%	\$3,174	17%
General & Administrative	\$6,415	\$6,534	2%	\$7,543	15%
Total Operating Expenses	\$68,304	\$76,177	12%	\$75,515	-1%
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$5,000)	0%
Total Operating Expenses Less In-kind	\$63,304	\$71,177	12%	\$70,515	-1%
Net Unrestricted Activity - Operating	\$18,288	\$11,400	-38%	\$16,455	44%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$18,288	\$11,400	-38%	\$16,455	44%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$18,288	\$11,400	-38%	\$16,455	44%

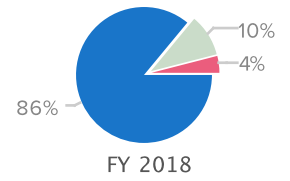
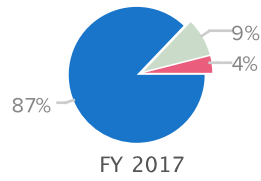
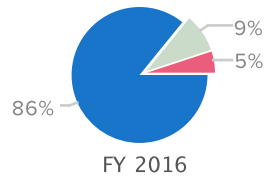
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Performance subscriptions - full	\$16,500	\$16,800	\$17,200	\$17,200		n/a
Single ticket sales	\$10,075	\$9,260	\$9,786	\$9,786		n/a
Total earned - program	\$26,575	\$26,060	\$26,986	\$26,986	\$0	n/a
Earned - Non-program						
Total earned - non-program					\$0	n/a
Total earned revenue	\$26,575	\$26,060	\$26,986	\$26,986		n/a
Contributed						
Trustee & board	\$8,300	\$9,450	\$8,925	\$8,925		
Individual	\$30,904	\$30,303	\$33,226	\$33,226		
Corporate	\$1,000	\$1,400	\$2,650	\$2,650		
State government	\$13,500	\$13,100	\$13,700	\$13,700		
In-kind operating contributions	\$5,000	\$5,000	\$5,000	\$5,000		
Other contributions	\$751	\$1,443	\$916	\$916		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$59,455	\$60,696	\$64,417	\$64,417		
Operating investment revenue	\$562	\$821	\$567	\$567		
Total operating revenue	\$86,592	\$87,577	\$91,970	\$91,970		
Total operating revenue less in-kind	\$81,592	\$82,577	\$86,970	\$86,970		
Total non-operating revenue						
Total revenue	\$86,592	\$87,577	\$91,970	\$91,970		
Total revenue less in-kind	\$81,592	\$82,577	\$86,970	\$86,970		

Expense Details

	FY 2016 Total	FY 2017 Total	% Change	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating								
Independent contractors	\$46,773	\$52,063	11%	\$51,004	-2%	\$51,004		
Total personnel expenses - Operating	\$46,773	\$52,063	11%	\$51,004	-2%	\$51,004		
Non-personnel expenses - Operating								
Advertising and promotion	\$6,855	\$5,687	-17%	\$7,847	38%		\$2,674	\$5,173
Conferences and meetings	\$842	\$1,166	38%	\$2,112	81%	\$2,112		
Dues and subscriptions	\$821	\$1,121	37%	\$883	-21%	\$883		
Insurance	\$1,479	\$1,485	0%	\$1,167	-21%			\$1,167
Occupancy costs	\$4,245	\$5,870	38%	\$5,553	-5%	\$5,200		\$353
Office and administration	\$1,145	\$1,060	-7%	\$1,065	0%	\$715		\$350
Printing, postage and shipping	\$4,048	\$6,105	51%	\$4,183	-31%	\$3,183	\$500	\$500
Productions and events costs	\$1,800	\$1,000	-44%	\$1,500	50%	\$1,500		
Other operating expenses	\$296	\$620	109%	\$201	-68%	\$201		
Total non-personnel expenses - Operating	\$21,531	\$24,114	12%	\$24,511	2%	\$13,794	\$3,174	\$7,543
Total operating expenses	\$68,304	\$76,177	12%	\$75,515	-1%	\$64,798	\$3,174	\$7,543
Non-operating personnel expenses	\$0	\$0	n/a	\$0	n/a			
Non-operating non-personnel expenses	\$0	\$0	n/a	\$0	n/a			
Total expenses	\$68,304	\$76,177	12%	\$75,515	-1%	\$64,798	\$3,174	\$7,543
Total expenses less in-kind	\$63,304	\$71,177	12%	\$70,515	-1%			
Total expenses less depreciation	\$68,304	\$76,177	12%	\$75,515	-1%			
Total expenses less in-kind and depreciation	\$63,304	\$71,177	12%	\$70,515	-1%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash			n/a	\$41,750	n/a
Receivables	\$0	\$0	n/a	\$0	n/a
Investments			n/a	\$0	n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$0	\$0	n/a	\$41,750	n/a
Non-current investments					
Fixed assets (net)			n/a	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets			n/a	\$149,789	n/a
Total assets	\$0	\$0	n/a	\$191,539	n/a
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	\$0	n/a
Loans & other debt			n/a	\$0	n/a
Deferred revenue			n/a	\$0	n/a
Total current liabilities	\$0	\$0	n/a	\$0	n/a
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$0	n/a	\$0	n/a
Net assets					
Unrestricted			n/a	\$191,539	n/a
Temporarily restricted			n/a	\$0	n/a
Permanently restricted			n/a	\$0	n/a
Total net assets	\$0	\$0	n/a	\$191,539	n/a
Total liabilities & net assets	\$0	\$0	n/a	\$191,539	n/a

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash			7
Total working capital			\$41,750
Current Ratio	n/a	n/a	n/a
Debt Service Impact			0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	21%	13%	18%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio			

Months of Operating Cash represents the number of months an organization can operate at current average monthly expense levels with existing cash and cash equivalents. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. The ratio is calculated using total numbers since this organization does not have a disaggregated balance sheet.

Total Working Capital consists of the resources available for operations, and in this report is calculated as total current assets minus total current liabilities since this organization does not have a disaggregated balance sheet. 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. The higher the ratio, the more capable the organization is of paying its obligations. The ratio is calculated using unrestricted numbers only.

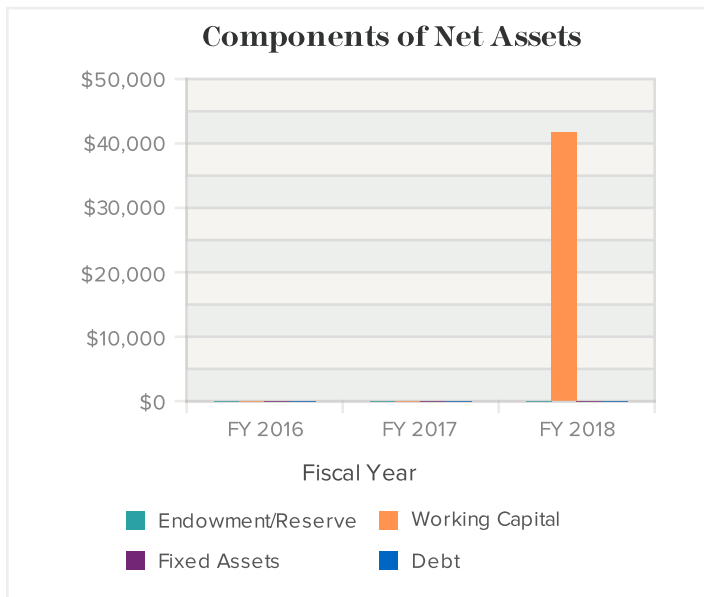
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed assets that they truly own free and clear of related obligations and depreciated value. It is calculated as $Unrestricted\ Net\ Assets - (Net\ Fixed\ Assets - Mortgage\ Debt)$.

Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based on unrestricted values for net assets and fixed assets, if an organization fills out a single column balance sheet and does not separate fixed assets into restricted and unrestricted categories, this value will be blank

Operating Margin (Change in Net Assets divided by Total Unrestricted Operating Revenue) is a measurement of the organizations efficiency in operating, highlighting the amount of an organization's surplus or deficit.

Depreciation as a % of Fixed Assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props); especially significant for organizations that own a building or carry a long-term lease.

Leverage Ratio (Total Debt divided by Total Unrestricted and Temporarily Restricted Assets) is a measurement of a company's efficiency in operating.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	1,550	1,638	6%	1,650	1%
In-person participation - free	436	436	0%	448	3%
Total in-person participation	1,986	2,074	4%	2,098	1%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	1,575	1,663	6%	1,675	1%
Registrants for classes/workshops	350	350	0%	355	1%
Students given private lessons	16	16	0%	18	12%
Lecture attendees	45	45	0%	50	11%
Total in-person participation	1,986	2,074	4%	2,098	1%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	350	350	0%	423	21%
Children served in schools	350	350	0%	350	0%
Seniors	525	525	0%	850	62%
Adults	1,025	1,199	17%	825	-31%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Number of part-time or one-time volunteers	47	46	-2%	46	0%
Part-time or one-time volunteers - FTEs	0.5	0.5	0%	0.55	10%
Independent contractors	31	30	-3%	38	27%
Number of interns and apprentices	3	3	0%	2	-33%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Independent contractors that are artists	31	30	-3%	38	27%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	13	13	0%	13	0%
Total performances	19	19	0%	19	0%
Distinct classes/workshops	2	2	0%	2	0%
Total classes/class sessions	6	6	0%	6	0%
Private lessons offered	3	3	0%	3	0%
Distinct lectures	3	3	0%	3	0%
Lecture occurrences	3	3	0%	3	0%
Programs offered in schools	6	6	0%	6	0%
Hours of programming in schools	9	9	0%	9	0%
Number of schools served	3	3	0%	3	0%
Artists placed in schools	3	3	0%	3	0%