



**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.

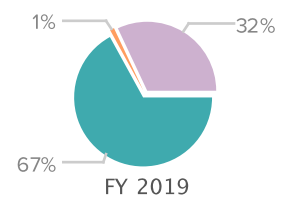
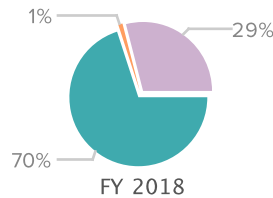
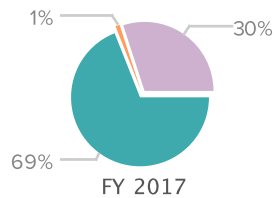
Paid FTEs: 0

A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$26,060	\$26,986	4%	\$29,224	8%
Earned Non-program			n/a		n/a
<b>Total Earned Revenue</b>	<b>\$26,060</b>	<b>\$26,986</b>	<b>4%</b>	<b>\$29,224</b>	<b>8%</b>
Investment Revenue	\$821	\$567	-31%	\$657	16%
Contributed Revenue	\$60,696	\$64,417	6%	\$61,996	-4%
<b>Total Unrestricted Operating Revenue</b>	<b>\$87,577</b>	<b>\$91,970</b>	<b>5%</b>	<b>\$91,877</b>	<b>-0%</b>
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$5,000)	0%
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$82,577</b>	<b>\$86,970</b>	<b>5%</b>	<b>\$86,877</b>	<b>-0%</b>
<b>Expenses by Functional Total</b>					
Program	\$66,936	\$64,798	-3%	\$67,203	4%
Fundraising	\$2,707	\$3,174	17%	\$1,900	-40%
General & Administrative	\$6,534	\$7,543	15%	\$9,364	24%
<b>Total Operating Expenses</b>	<b>\$76,177</b>	<b>\$75,515</b>	<b>-1%</b>	<b>\$78,467</b>	<b>4%</b>
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$5,000)	0%
<b>Total Operating Expenses Less In-kind</b>	<b>\$71,177</b>	<b>\$70,515</b>	<b>-1%</b>	<b>\$73,467</b>	<b>4%</b>
Net Unrestricted Activity - Operating	\$11,400	\$16,455	44%	\$13,410	-19%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>\$11,400</b>	<b>\$16,455</b>	<b>44%</b>	<b>\$13,410</b>	<b>-19%</b>
Net Restricted Activity			n/a		n/a
<b>Net Total Activity</b>	<b>\$11,400</b>	<b>\$16,455</b>	<b>44%</b>	<b>\$13,410</b>	<b>-19%</b>

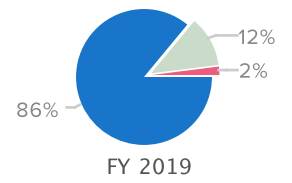
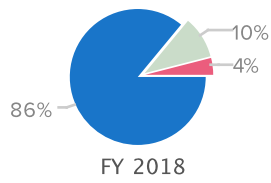
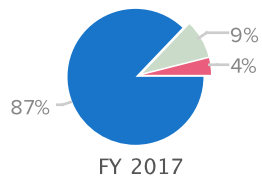
**Revenue by Source**

- Earned
- Investment
- Contributed



### Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Performance subscriptions - full	\$16,800	\$17,200	\$18,700	\$18,700	
Single ticket sales	\$9,260	\$9,786	\$10,524	\$10,524	
Total earned - program	\$26,060	\$26,986	\$29,224	\$29,224	\$0
Earned - Non-program					
Total earned - non-program					\$0
Total earned revenue	\$26,060	\$26,986	\$29,224	\$29,224	
Contributed					
Trustee & board	\$9,450	\$8,925	\$15,010	\$15,010	
Individual	\$30,303	\$33,226	\$28,652	\$28,652	
Corporate	\$1,400	\$2,650	\$334	\$334	
Foundation	\$0	\$0	\$1,000	\$1,000	
State government	\$13,100	\$13,700	\$12,000	\$12,000	
In-kind operating contributions	\$5,000	\$5,000	\$5,000	\$5,000	
Other contributions	\$1,443	\$916	\$0	\$0	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$60,696	\$64,417	\$61,996	\$61,996	
Operating investment revenue	\$821	\$567	\$657	\$657	
Total operating revenue	\$87,577	\$91,970	\$91,877	\$91,877	
Total operating revenue less in-kind	\$82,577	\$86,970	\$86,877	\$86,877	
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$87,577	\$91,970	\$91,877	\$91,877	
Total revenue less in-kind	\$82,577	\$86,970	\$86,877	\$86,877	

## Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2019 Total	% Change	FY 2019 Program	FY 2019 Fundraising	FY 2019 General & Administrative
Personnel expenses - Operating								
Independent contractors	\$52,063	\$51,004	-2%	\$54,373	7%	\$52,618		\$1,755
Total personnel expenses - Operating	\$52,063	\$51,004	-2%	\$54,373	7%	\$52,618		\$1,755
Non-personnel expenses - Operating								
Advertising and promotion	\$5,687	\$7,847	38%	\$5,389	-31%		\$1,300	\$4,089
Conferences and meetings	\$1,166	\$2,112	81%	\$2,206	4%	\$2,206		
Dues and subscriptions	\$1,121	\$883	-21%	\$1,012	15%	\$1,012		
Insurance	\$1,485	\$1,167	-21%	\$1,762	51%			\$1,762
Occupancy costs	\$5,870	\$5,553	-5%	\$6,408	15%	\$5,650		\$758
Office and administration	\$1,060	\$1,065	0%	\$940	-12%	\$540		\$400
Printing, postage and shipping	\$6,105	\$4,183	-31%	\$4,672	12%	\$3,472	\$600	\$600
Productions and events costs	\$1,000	\$1,500	50%	\$1,500	0%	\$1,500		
Other operating expenses	\$620	\$201	-68%	\$205	2%	\$205		
Total non-personnel expenses - Operating	\$24,114	\$24,511	2%	\$24,094	-2%	\$14,585	\$1,900	\$7,609
Total operating expenses	\$76,177	\$75,515	-1%	\$78,467	4%	\$67,203	\$1,900	\$9,364
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	\$76,177	\$75,515	-1%	\$78,467	4%	\$67,203	\$1,900	\$9,364
Total expenses less in-kind	\$71,177	\$70,515	-1%	\$73,467	4%			
Total expenses less depreciation	\$76,177	\$75,515	-1%	\$78,467	4%			
Total expenses less in-kind and depreciation	\$71,177	\$70,515	-1%	\$73,467	4%			

## Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash		\$41,750	n/a	\$36,219	-13%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments		\$0	n/a	\$0	n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$0	\$41,750	n/a	\$36,219	-13%
Non-current investments					
Fixed assets (net)		\$0	n/a	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets		\$149,789	n/a	\$162,516	8%
Total assets	\$0	\$191,539	n/a	\$198,735	4%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	\$0	n/a
Loans & other debt		\$0	n/a	\$0	n/a
Deferred revenue		\$0	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		\$191,539	n/a	\$198,735	4%
Restricted		\$0	n/a		n/a
Total net assets	\$0	\$191,539	n/a	\$198,735	4%
Total liabilities & net assets	\$0	\$191,539	n/a	\$198,735	4%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash		7	6
Total working capital		\$41,750	\$36,219
Current Ratio	n/a	n/a	n/a
Debt Service Impact		0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	13%	18%	15%
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.

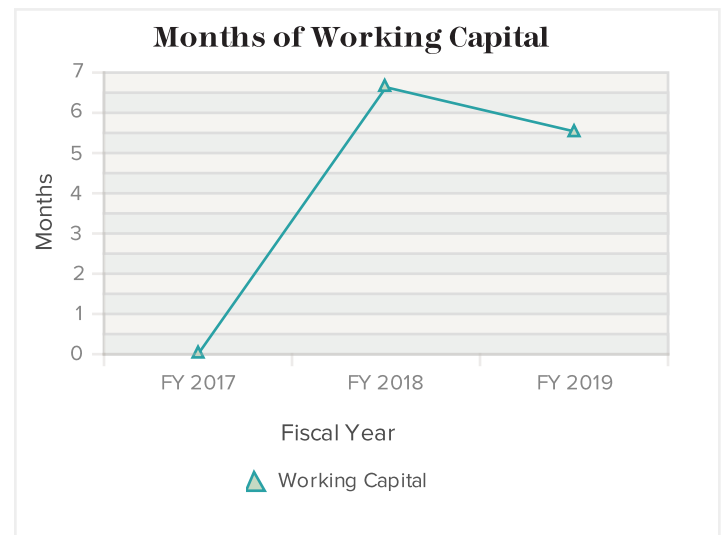
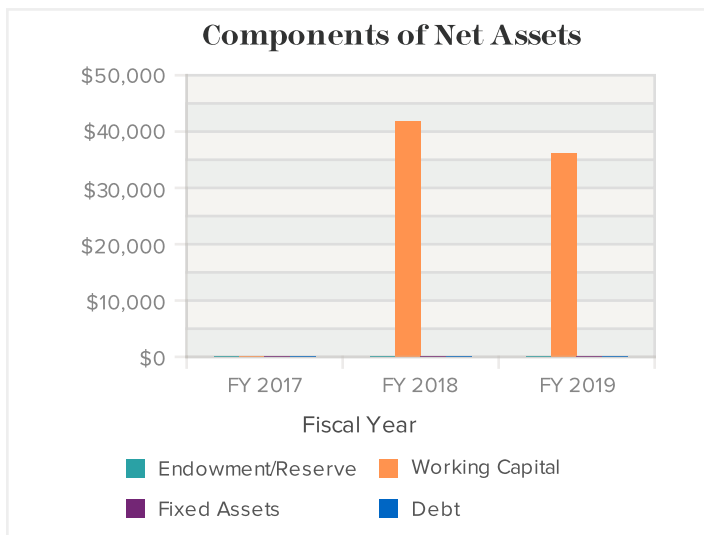
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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. The higher the margin, the more sustainable the organization because it's using more reliable sources of revenue to operate. Low ratios indicate that an organization is using revenue sources with a higher degree of variability and uncertainty. Negative operating margins highlight losses, and an organization's need to increase revenue, decrease expenses, or both, to be sustainable over time.

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 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.



## Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	1,638	1,650	1%	1,670	1%
In-person participation - free	436	448	3%	462	3%
<b>Total in-person participation</b>	<b>2,074</b>	<b>2,098</b>	<b>1%</b>	<b>2,132</b>	<b>2%</b>

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	1,663	1,675	1%	1,700	1%
Registrants for classes/workshops	350	355	1%	360	1%
Students given private lessons	16	18	12%	17	-6%
Lecture attendees	45	50	11%	55	10%
<b>Total in-person participation</b>	<b>2,074</b>	<b>2,098</b>	<b>1%</b>	<b>2,132</b>	<b>2%</b>

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	350	423	21%	425	0%
Children served in schools	350	350	0%	360	3%
Seniors	525	850	62%	849	-0%
Adults	1,199	825	-31%	858	4%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
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## Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Number of part-time or one-time volunteers	46	46	0%	47	2%
Part-time or one-time volunteers - FTEs	0.5	0.55	10%	0.57	4%
Independent contractors	30	38	27%	31	-18%
Number of interns and apprentices	3	2	-33%	2	0%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Independent contractors that are artists	30	38	27%	30	-21%

## Program Activity

	FY 2017	FY 2018	% Change	FY 2019	% 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%