



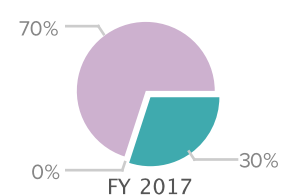
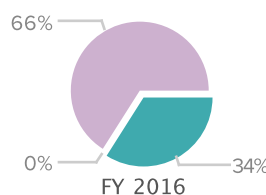
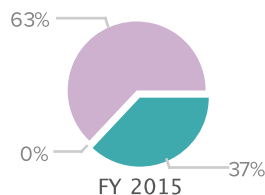
Organization Information

Organization name: Kalamazoo Children's Chorus
 City: Kalamazoo Federal ID #: 382599280
 State: MI Year organization founded: 1981
 County: Kalamazoo Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 2 - Music Fiscal year end date: 06-30
 NISP Institution: 6 - Performing Group - Youth DUNS #: 005788375
 NTEE: A6B - Singing & Choral Groups Full-time staff: 0
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 1.33
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
Unrestricted Operating Revenue					
Earned Program	\$85,368	\$72,695	-15%	\$97,284	34%
Earned Non-program	\$20,641	\$13,843	-33%	\$26,231	89%
Total Earned Revenue	\$106,009	\$86,538	-18%	\$123,515	43%
Investment Revenue	\$37	\$18	-51%	\$16	-11%
Contributed Revenue	\$62,852	\$45,428	-28%	\$52,247	15%
Total Unrestricted Operating Revenue	\$168,898	\$131,984	-22%	\$175,778	33%
Less in-kind	(\$3,500)	(\$35)	-99%	(\$705)	1,914%
Total Unrestricted Operating Revenue Less In-kind	\$165,398	\$131,949	-20%	\$175,073	33%
Expenses by Functional Total					
Program	\$118,025	\$93,960	-20%	\$91,729	-2%
Fundraising	\$3,020	\$1,935	-36%	\$21,169	994%
General & Administrative	\$49,922	\$53,355	7%	\$40,021	-25%
Total Operating Expenses	\$170,967	\$149,250	-13%	\$152,919	2%
Less in-kind	(\$3,500)	(\$35)	-99%	(\$705)	1,914%
Total Operating Expenses Less In-kind	\$167,467	\$149,215	-11%	\$152,214	2%
Net Unrestricted Activity - Operating	-\$2,069	-\$17,266	-735%	\$22,859	232%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$2,069	-\$17,266	-735%	\$22,859	232%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	-\$2,069	-\$17,266	-735%	\$22,859	232%

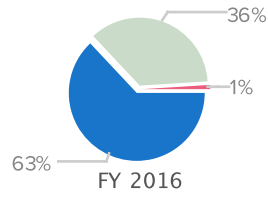
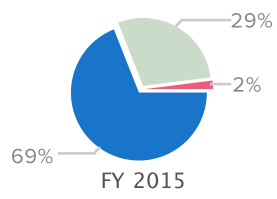
Revenue by Source

- Earned
- Investment
- Contributed

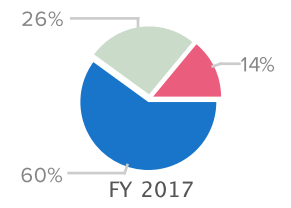


Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Kalamazoo Children's Chorus



Revenue Details

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Single ticket sales	\$15,559	\$15,386	\$15,307	\$15,307		n/a
Tuitions and registration fees	\$69,809	\$54,944	\$81,977	\$81,977		n/a
Other program revenue	\$0	\$2,365				n/a
Total earned - program	\$85,368	\$72,695	\$97,284	\$97,284	\$0	n/a
Earned - Non-program						
Advertising revenue	\$2,268	\$3,715	\$2,913	\$2,913		n/a
Sponsorship revenue	\$4,200	\$450	\$300	\$300		n/a
Other earned revenue	\$14,173	\$9,678	\$23,018	\$23,018		n/a
Total earned - non-program	\$20,641	\$13,843	\$26,231	\$26,231	\$0	n/a
Total earned revenue	\$106,009	\$86,538	\$123,515	\$123,515		n/a

Contributed	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$1,950	\$720	\$700	\$700		
Individual	\$3,328	\$5,460	\$7,205	\$7,205		
Corporate	\$2,400	\$3,700	\$3,261	\$3,261		
Foundation	\$38,820	\$34,630	\$37,120	\$37,120		
State government	\$6,249	\$0	\$1,615	\$1,615		
Federal government	\$6,605	\$883	\$0			
In-kind operating contributions	\$3,500	\$35	\$705	\$705		
Other contributions	\$0	\$0	\$1,641	\$1,641		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$62,852	\$45,428	\$52,247	\$52,247		
Operating investment revenue	\$37	\$18	\$16	\$16		
Total operating revenue	\$168,898	\$131,984	\$175,778	\$175,778		
Total operating revenue less in-kind	\$165,398	\$131,949	\$175,073	\$175,073		
Total non-operating revenue						
Total revenue	\$168,898	\$131,984	\$175,778	\$175,778		
Total revenue less in-kind	\$165,398	\$131,949	\$175,073	\$175,073		

Expense Details

	FY 2015 Total	FY 2016 Total	% Change	FY 2017 Total	% Change	FY 2017 Program	FY 2017 Fundraising	FY 2017 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$65,454	\$61,058	-7%	\$66,962	10%	\$22,381	\$13,984	\$30,597
Independent contractors	\$36,075	\$30,350	-16%	\$33,400	10%	\$33,400		
Professional fees	\$0	\$0	n/a	\$155	n/a			\$155
Total personnel expenses - Operating	\$101,529	\$91,408	-10%	\$100,517	10%	\$55,781	\$13,984	\$30,752
Non-personnel expenses - Operating								
Advertising and promotion	\$8,322	\$7,446	-11%	\$3,239	-57%	\$3,239		
Conferences and meetings	\$598	\$0	-100%	\$4,980	n/a	\$4,980		
Dues and subscriptions	\$425	\$367	-14%	\$441	20%			\$441
Grant awards and similar amounts paid	\$6,250	\$6,535	5%	\$8,250	26%	\$8,250		
Insurance	\$649	\$561	-14%	\$621	11%	\$621		
Occupancy costs	\$8,168	\$5,432	-33%	\$5,250	-3%	\$4,200		\$1,050
Office and administration	\$2,780	\$5,688	105%	\$6,425	13%			\$6,425
Printing, postage and shipping	\$1,654	\$5,352	224%	\$1,990	-63%	\$1,393	\$199	\$398
Travel	\$3,415	\$268	-92%	\$864	222%	\$785		\$79
Productions and events costs	\$23,846	\$13,059	-45%	\$18,956	45%	\$11,970	\$6,986	
Other operating expenses	\$13,331	\$13,134	-1%	\$1,386	-89%	\$510		\$876
Total non-personnel expenses - Operating	\$69,438	\$57,842	-17%	\$52,402	-9%	\$35,948	\$7,185	\$9,269
Total operating expenses	\$170,967	\$149,250	-13%	\$152,919	2%	\$91,729	\$21,169	\$40,021
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	\$170,967	\$149,250	-13%	\$152,919	2%	\$91,729	\$21,169	\$40,021
Total expenses less in-kind	\$167,467	\$149,215	-11%	\$152,214	2%			
Total expenses less depreciation	\$170,967	\$149,250	-13%	\$152,919	2%			
Total expenses less in-kind and depreciation	\$167,467	\$149,215	-11%	\$152,214	2%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$14,593	\$38,271	162%	\$28,875	-25%
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	\$14,593	\$38,271	162%	\$28,875	-25%
Non-current investments					
Fixed assets (net)	\$7,577	\$7,577	0%	\$7,577	0%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$7,577	\$7,577	0%	\$7,577	0%
Total assets	\$22,170	\$45,848	107%	\$36,452	-20%
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$0	\$22,973	n/a	\$2,038	-91%
Loans & other debt	\$0	\$0	n/a	\$0	n/a
Deferred revenue	\$9,687	\$17,294	79%	\$6,547	-62%
Total current liabilities	\$9,687	\$40,267	316%	\$8,585	-79%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$9,687	\$40,267	316%	\$8,585	-79%
Net assets					
Unrestricted	\$12,482	\$5,580	-55%		-100%
Temporarily restricted	\$0		n/a		n/a
Permanently restricted	\$0		n/a	\$5,010	n/a
Total net assets	\$12,483	\$5,581	-55%	\$27,867	399%
Total liabilities & net assets	\$22,170	\$45,848	107%	\$36,452	-20%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash	1	3	2
Total working capital	\$4,906	-\$1,996	\$20,290
Current Ratio	1.51	0.95	3.36
Debt Service Impact	0%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	-1%	-13%	13%
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.

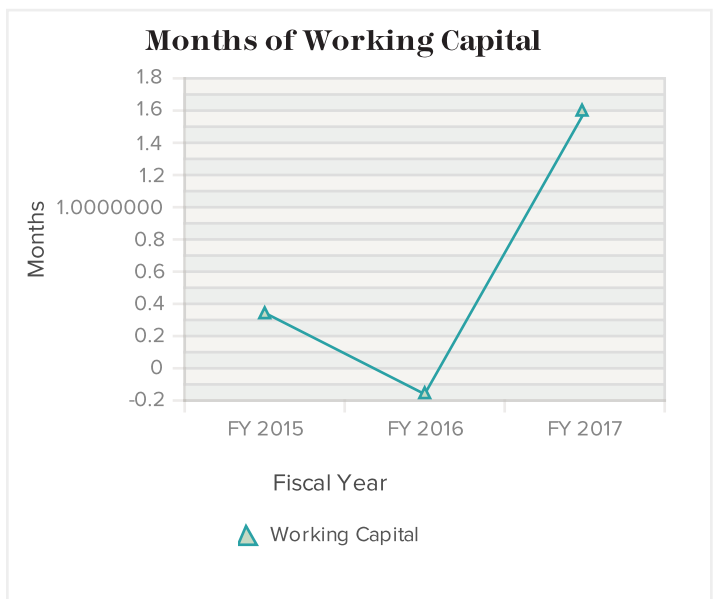
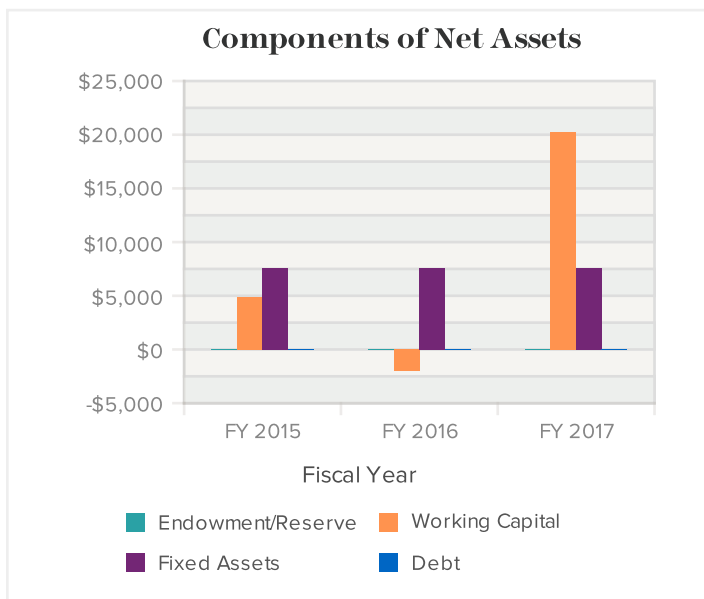
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	1,729	8,532	393%	2,155	-75%
In-person participation - free	4,028	4,525	12%	2,827	-38%
Total in-person participation	5,757	13,057	127%	4,982	-62%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets	1,995	11,614	482%	4,777	-59%
Registrants for classes/workshops	193	150	-22%	205	37%
Festival attendees	3,569	1,293	-64%		-100%
Total in-person participation	5,757	13,057	127%	4,982	-62%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	1,450	2,176	50%	1,550	-29%
Children served in schools	187	90	-52%	26	-71%
Seniors	1,900	3,265	72%	1,600	-51%
Adults	2,407	7,616	216%	1,832	-76%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change

Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time permanent employees	4	4	0%	4	0%
Part-time permanent employees - FTEs	1.53	1.56	2%	1.33	-15%
Number of part-time or one-time volunteers	52	48	-8%	258	438%
Part-time or one-time volunteers - FTEs	0.59	0.6	2%	0.34	-43%
Independent contractors	13	12	-8%	12	0%

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time employees that are artists	1	1	0%	1	0%
Independent contractors that are artists	13	12	-8%	11	-8%

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	11	15	36%	10	-33%
Total performances	11	17	55%	10	-41%
Distinct class series/courses	2	2	0%	4	100%
Total classes/class sessions	61	71	16%	69	-3%
Programs offered in schools	5	4	-20%	1	-75%
Hours of programming in schools	10	10	0%	15	50%
Number of schools served	5	3	-40%	1	-67%
Artists placed in schools	2	1	-50%	2	100%
Fairs/festivals/parades	2	2	0%	0	-100%