



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.

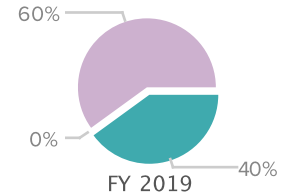
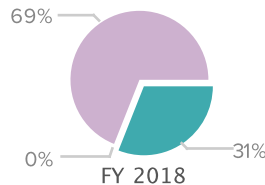
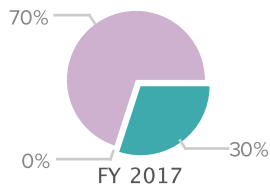
Paid FTEs: 0.87

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

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$97,284	\$76,620	-21%	\$58,315	-24%
Earned Non-program	\$26,231	\$25,389	-3%	\$24,482	-4%
Total Earned Revenue	\$123,515	\$102,009	-17%	\$82,797	-19%
Investment Revenue	\$16	\$21	31%	\$75	257%
Contributed Revenue	\$52,247	\$45,835	-12%	\$54,792	20%
Total Unrestricted Operating Revenue	\$175,778	\$147,865	-16%	\$137,664	-7%
Less in-kind	(\$705)	(\$0)	-100%		n/a
Total Unrestricted Operating Revenue Less In-kind	\$175,073	\$147,865	-16%	\$137,664	-7%
Expenses by Functional Total					
Program	\$91,729	\$104,943	14%	\$73,129	-30%
Fundraising	\$21,169	\$20,221	-4%	\$17,561	-13%
General & Administrative	\$40,021	\$39,648	-1%	\$31,201	-21%
Total Operating Expenses	\$152,919	\$164,812	8%	\$121,891	-26%
Less in-kind	(\$705)	(\$0)	-100%		n/a
Total Operating Expenses Less In-kind	\$152,214	\$164,812	8%	\$121,891	-26%
Net Unrestricted Activity - Operating	\$22,859	-\$16,947	-174%	\$15,773	193%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$22,859	-\$16,947	-174%	\$15,773	193%
Net Restricted Activity			n/a		n/a
Net Total Activity	\$22,859	-\$16,947	-174%	\$15,773	193%

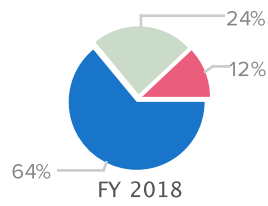
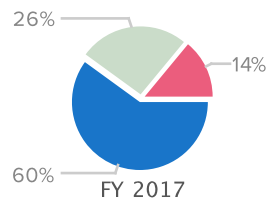
Revenue by Source

- Earned
- Investment
- Contributed

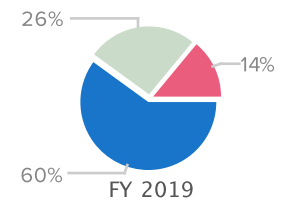


Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Kalamazoo Children's Chorus



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Single ticket sales	\$15,307	\$18,731	\$18,250	\$18,250	
Tuitions and registration fees	\$81,977	\$57,889	\$40,065	\$40,065	
Total earned - program	\$97,284	\$76,620	\$58,315	\$58,315	\$0
Earned - Non-program					
Advertising revenue	\$2,913	\$2,350	\$2,713	\$2,713	
Sponsorship revenue	\$300	\$5,200	\$4,350	\$4,350	
Other earned revenue	\$23,018	\$17,839	\$17,419	\$17,419	
Total earned - non-program	\$26,231	\$25,389	\$24,482	\$24,482	\$0
Total earned revenue	\$123,515	\$102,009	\$82,797	\$82,797	
Contributed					
Trustee & board	\$700	\$750	\$800	\$800	
Individual	\$7,205	\$2,135	\$2,142	\$2,142	
Corporate	\$3,261	\$795	\$3,000	\$3,000	
Foundation	\$37,120	\$26,830	\$25,000	\$25,000	
State government	\$1,615	\$14,900	\$23,850	\$23,850	
In-kind operating contributions	\$705	\$0	\$0		
Other contributions	\$1,641	\$425	\$0		
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$52,247	\$45,835	\$54,792	\$54,792	
Operating investment revenue	\$16	\$21	\$75	\$75	
Total operating revenue	\$175,778	\$147,865	\$137,664	\$137,664	
Total operating revenue less in-kind	\$175,073	\$147,865	\$137,664	\$137,664	
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$175,778	\$147,865	\$137,664	\$137,664	
Total revenue less in-kind	\$175,073	\$147,865	\$137,664	\$137,664	

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								
W2 employees (salaries, payroll taxes and fringe benefits)	\$66,962	\$71,274	6%	\$60,185	-16%	\$20,630	\$17,204	\$22,351
Independent contractors	\$33,400	\$39,525	18%	\$28,985	-27%	\$28,985		
Professional fees	\$155	\$0	-100%	\$0	n/a			
Total personnel expenses - Operating	\$100,517	\$110,799	10%	\$89,170	-20%	\$49,615	\$17,204	\$22,351
Non-personnel expenses - Operating								
Advertising and promotion	\$3,239	\$6,290	94%	\$2,255	-64%	\$735		\$1,520
Conferences and meetings	\$4,980	\$4,756	-4%	\$0	-100%			
Dues and subscriptions	\$441	\$527	20%	\$847	61%			\$847
Grant awards and similar amounts paid	\$8,250	\$7,600	-8%	\$3,408	-55%	\$3,408		
Insurance	\$621	\$599	-4%	\$567	-5%			\$567
Occupancy costs	\$5,250	\$4,600	-12%	\$2,850	-38%	\$2,280		\$570
Office and administration	\$6,425	\$6,670	4%	\$4,323	-35%			\$4,323
Printing, postage and shipping	\$1,990	\$2,444	23%	\$2,516	3%	\$1,596	\$357	\$563
Travel	\$864	\$1,097	27%	\$173	-84%	\$173		
Productions and events costs	\$18,956	\$18,636	-2%	\$14,752	-21%	\$14,752		
Other operating expenses	\$1,386	\$794	-43%	\$1,030	30%	\$570		\$460
Total non-personnel expenses - Operating	\$52,402	\$54,013	3%	\$32,721	-39%	\$23,514	\$357	\$8,850
Total operating expenses	\$152,919	\$164,812	8%	\$121,891	-26%	\$73,129	\$17,561	\$31,201
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	\$152,919	\$164,812	8%	\$121,891	-26%	\$73,129	\$17,561	\$31,201
Total expenses less in-kind	\$152,214	\$164,812	8%	\$121,891	-26%			
Total expenses less depreciation	\$152,919	\$164,812	8%	\$121,891	-26%			
Total expenses less in-kind and depreciation	\$152,214	\$164,812	8%	\$121,891	-26%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$28,875	\$21,924	-24%	\$11,701	-47%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$0		n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$28,875	\$21,924	-24%	\$11,701	-47%
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	\$36,452	\$29,501	-19%	\$19,278	-35%
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$2,038	\$2,028	-0%	\$2,163	7%
Loans & other debt	\$0		n/a		n/a
Deferred revenue	\$6,547	\$16,947	159%	\$11,950	-29%
Total current liabilities	\$8,585	\$18,975	121%	\$14,113	-26%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$8,585	\$18,975	121%	\$14,113	-26%
Net assets					
Unrestricted		\$18,074	n/a	\$5,165	-71%
Restricted	\$5,010	\$9,399	88%		-100%
Total net assets	\$27,867	\$10,526	-62%	\$5,165	-51%
Total liabilities & net assets	\$36,452	\$29,501	-19%	\$19,278	-35%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	2	2	1
Total working capital	\$20,290	\$2,949	-\$2,412
Current Ratio	3.36	1.16	0.83
Debt Service Impact	0%		
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	13%	-11%	11%
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.

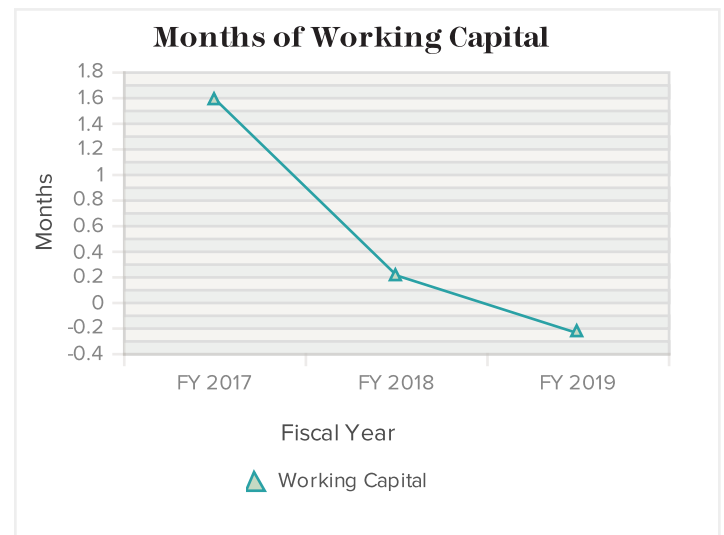
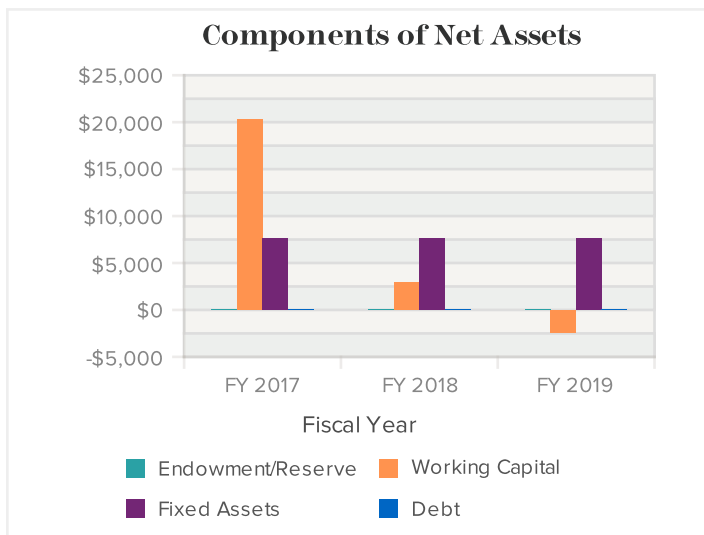
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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	2,155	5,332	147%	4,348	-18%
In-person participation - free	2,827	1,610	-43%	286	-82%
Total in-person participation	4,982	6,942	39%	4,634	-33%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	4,777	6,786	42%	4,526	-33%
Registrants for classes/workshops	205	156	-24%	108	-31%
Total in-person participation	4,982	6,942	39%	4,634	-33%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	1,550	2,082	34%	350	-83%
Children served in schools	26	23	-12%		-100%
Seniors	1,600	2,638	65%	1,084	-59%
Adults	1,832	2,222	21%	3,200	44%

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

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time permanent employees	4	3	-25%	3	0%
Part-time permanent employees - FTEs	1.33	1.17	-12%	0.87	-26%
Number of part-time or one-time volunteers	258	20	-92%	6	-70%
Part-time or one-time volunteers - FTEs	0.34	0.2	-41%	0.05	-75%
Independent contractors	12	9	-25%	8	-11%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time employees that are artists	1	1	0%	2	100%
Independent contractors that are artists	11	9	-18%	8	-11%

Program Activity

			% Change		% Change
Distinct productions	10	6	-40%	6	0%
Total performances	10	8	-20%	9	12%
Distinct classes/workshops		1	n/a	0	-100%
Distinct class series/courses	4	3	-25%	3	0%
Total classes/class sessions	69	91	32%	51	-44%
Programs offered in schools	1	1	0%		-100%
Hours of programming in schools	15	15	0%		-100%
Number of schools served	1	1	0%		-100%
Artists placed in schools	2	2	0%		-100%