



Michigan Council for Arts and Cultural Affairs Funder Report



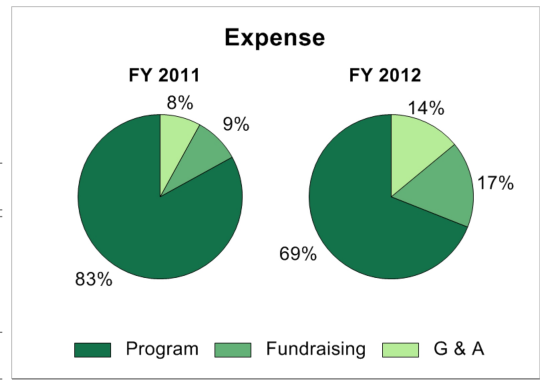
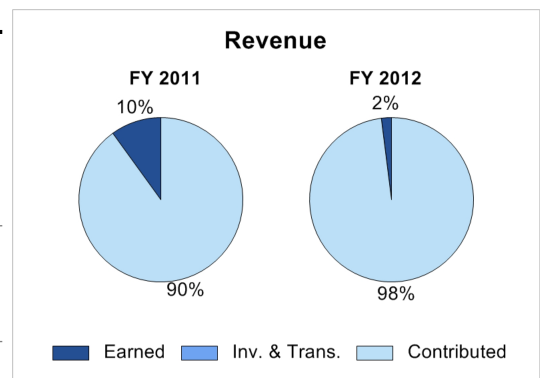
ORGANIZATION OVERVIEW

Organization Name	Michigan Festival of Sacred Music	Year Organization Founded	2000
Address	P.O. Box 50566, Kalamazoo, MI 49005-0566	Number of Board Members	9
County	Kalamazoo	Fiscal Year End Date	12/31
Federal ID #	30-0129719	DUNS Number	18-144-1382

This applicant is not audited or reviewed by an independent accounting firm.

ORGANIZATION SUMMARY

Financial Activity	FY 2011	FY 2012	% chg
Unrestricted Activity			
Revenue			
Earned			
Program	7,980	1,960	-75%
Non-program	80	0	n/a
Total Earned	8,060	1,960	-76%
Investments & Transfers	71	15	-79%
Contributed	71,556	95,239	33%
Total Unrestricted Revenue	79,687	97,214	22%
Expenses			
Program	100,540	45,125	-55%
Fundraising	11,763	11,062	-6%
General & administrative	9,119	8,834	-3%
Total Expenses	121,422	65,021	-46%
Net Unrestricted Activity	(41,735)	32,193	177%
Net Temporarily Restricted Activity	0	0	n/a
Net Permanently Restricted Activity	0	0	n/a
Net Total Activity	(41,735)	32,193	177%



Non-Financial Summary	FY 2011	FY 2012
Full-time Permanent Employees	0	0
Total Paid Attendance	603	283
Total Free Attendance	2,846	648

REVENUE

EARNED	FY 2011	FY 2012	% chg
1 Admissions	\$0	\$0	n/a
2 Ticket Sales	\$4,280	\$1,960	-54%
3 Tuitions	\$0	\$0	n/a
4 Workshop & Lecture Fees	\$0	\$0	n/a
5 Touring Fees	\$0	\$0	n/a
6 Special Events - Non-fundraising	\$0	\$0	n/a
7 Gift Shop/Merchandise Sales	\$80	\$0	n/a
7a Gallery/Publication Sales	\$0	\$0	n/a
8 Food Sales/Concession Revenue	\$0	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a
9 Membership Dues/Fees	\$0	\$0	n/a
10 Subscriptions - Performance	\$0	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$0	n/a
12 Rental Income	\$0	\$0	n/a
13 Royalties/Rights & Reproductions	\$0	\$0	n/a
14 Advertising Revenue	\$0	\$0	n/a
15 Sponsorship Revenue	\$3,700	\$0	n/a
16 Investments-Realized Gains (Losses)	\$0	\$0	n/a
17 Investments-Unrealized Gains (Losses)	\$0	\$0	n/a
18 Interest & Dividends	\$71	\$15	-79%
19 Other Earned Revenue	\$0	\$0	n/a
20 Total Earned Revenue	\$8,131	\$1,975	-76%
CONTRIBUTED	FY 2011	FY 2012	% chg
21 Trustee/Board Contributions	\$3,780	\$1,859	-51%
22 Individual Contributions	\$6,781	\$7,557	11%
23 Corporate Contributions	\$350	\$100	-71%
24 Foundation Contributions	\$26,000	\$64,100	147%
25 Government - City	\$5,000	\$3,675	-26%
26 Government - County	\$0	\$0	n/a
27 Government - State	\$14,500	\$1,900	-87%
28 Government - Federal	\$1,150	\$5,975	420%
28a Tribal Contributions	\$0	\$0	n/a
29 Special Events - Fundraising	\$1,775	\$2,293	29%
30 Other Contributions	\$0	\$0	n/a
30b Parent Organization Support	\$0	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a
31 In-kind Contributions	\$12,220	\$7,780	-36%
32 Net Assets Released from Restrictions	\$0	\$0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$71,556	\$95,239	33%
34 Total Earned and Contributed Revenue Incl. Net Assets Released	\$79,687	\$97,214	22%
35 Transfers & Reclassifications	\$0	\$0	n/a
TOTAL REVENUE	FY 2011	FY 2012	% chg
36 Total Revenue	\$79,687	\$97,214	22%
Total Unrestricted Revenue	\$79,687	\$97,214	22%
Total Unrestricted Revenue Less In-Kind	\$67,467	\$89,434	33%

EXPENSE

EXPENSE	Program FY 2011	Total FY 2011	Program FY 2012	Total FY 2012	Total % chg
1 Total Salaries & Fringe (From Section 5)	\$0	\$0	\$0	\$0	n/a
2 Accounting	\$0	\$620	\$0	\$675	9%
3 Advertising and Marketing	\$25,264	\$25,369	\$11,742	\$11,742	-54%
4 Artist Commission Fees	\$0	\$0	\$1,500	\$1,500	n/a
4a Artist Consignments	\$0	\$0	\$0	\$0	n/a
5 Artists & Performers - Non-Salaried	\$43,252	\$43,252	\$9,663	\$9,663	-78%
6 Audit	\$0	\$0	\$0	\$0	n/a
7 Bank Fees	\$0	\$0	\$0	\$0	n/a
8 Repairs & Maintenance	\$0	\$0	\$120	\$120	n/a
9 Catering & Hospitality	\$117	\$885	\$3	\$11	-99%
10 Collections Conservation	\$0	\$0	\$0	\$0	n/a
11 Collections Management	\$0	\$0	\$0	\$0	n/a
12 Conferences & Meetings	\$0	\$0	\$0	\$0	n/a
13 Cost of Sales	\$0	\$0	\$0	\$0	n/a
14 Depreciation	\$0	\$186	\$0	\$186	n/a
15 Dues & Subscriptions	\$285	\$665	\$240	\$240	-64%
16 Equipment Rental	\$0	\$0	\$0	\$0	n/a
17 Facilities - Other	\$0	\$0	\$0	\$0	n/a
18 Fundraising Expenses - Other	\$0	\$0	\$0	\$50	n/a
19 Fundraising Professionals	\$0	\$0	\$0	\$2,172	n/a
20 Grantmaking Expense	\$0	\$50	\$0	\$0	n/a
21 Honoraria	\$0	\$0	\$0	\$0	n/a
22 In-Kind Contributions	\$11,020	\$12,220	\$6,580	\$7,780	-36%
23 Insurance	\$380	\$760	\$1,000	\$1,128	48%
24 Interest Expense	\$0	\$0	\$0	\$0	n/a
25 Internet & Website	\$100	\$228	\$400	\$501	120%
26 Investment Fees	\$0	\$0	\$0	\$0	n/a
27 Legal Fees	\$0	\$0	\$0	\$0	n/a
28 Lodging & Meals	\$568	\$568	\$684	\$684	20%
29 Major Repairs	\$0	\$0	\$0	\$0	n/a
30 Office Expense - Other	\$0	\$0	\$0	\$0	n/a
31 Other	\$0	\$0	\$0	\$0	n/a
32 Postage & Shipping	\$405	\$684	\$50	\$241	-65%
33 Printing	\$2,861	\$2,875	\$8	\$8	-100%
34 Production & Exhibition Costs	\$898	\$898	\$1,262	\$1,262	41%
34a Programs - Other	\$0	\$0	\$0	\$0	n/a
35 Professional Development	\$0	\$2,035	\$0	\$0	n/a
36 Professional Fees - Other	\$9,495	\$22,695	\$8,859	\$22,379	-1%
37 Public Relations	\$0	\$0	\$0	\$0	n/a
38 Rent	\$0	\$696	\$0	\$722	4%
38a Recording & Broadcast Costs	\$1,200	\$1,200	\$0	\$0	n/a
38b Royalties/Rights & Reproductions	\$486	\$506	\$439	\$439	-13%
39 Sales Commission Fees	\$0	\$0	\$0	\$0	n/a
39a Security	\$299	\$299	\$103	\$103	-66%
40 Supplies - Office & Other	\$5	\$537	\$0	\$479	-11%
41 Telephone	\$300	\$555	\$100	\$562	1%
42 Touring	\$0	\$0	\$0	\$0	n/a
43 Travel	\$3,605	\$3,639	\$2,372	\$2,374	-35%
44 Utilities	\$0	\$0	\$0	\$0	n/a
TOTAL EXPENSE	Program FY 2011	Total FY 2011	Program FY 2012	Total FY 2012	Total % chg
45 Total Expenses	\$100,540	\$121,422	\$45,125	\$65,021	-46%
Total Expenses Less In-Kind	\$89,520	\$109,202	\$38,545	\$57,241	-48%
46 Change in Net Assets	\$0	\$0	\$0	\$32,193	177%

DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

REVENUE

31a In-Kind Contributions, Briefly Describe Perf/mtg venues, lodge, vols, newsletter, food

EXPENSES

18a Fundraising Expenses - Other, Briefly Describe mcaca app fee
36a Professional Fees - Other, Briefly Describe Exec Dir and Market/fund stipends, hourly help

BALANCE SHEET TRENDS

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

This applicant has not provided Balance Sheet data. This may be due to the fact that the applicant is not independently audited by a public accounting firm or does not generate a Balance Sheet as part of its internal financial documents.

Assets	FY 2011	FY 2012	% chg
Current assets			
Cash	0	0	n/a
Receivables	0	0	n/a
Prepaid expenses & other	0	0	n/a
Total current assets	0	0	n/a
Investments	0	0	n/a
Fixed assets (net)	0	0	n/a
Non-current assets	0	0	n/a
Total Assets	0	0	n/a

Liabilities & Net Assets	FY 2011	FY 2012	% chg
Liabilities			
Current Liabilities			
Accounts payable & other	0	0	n/a
Loans & other debt	0	0	n/a
Deferred revenue	0	0	n/a
Total current liabilities	0	0	n/a
Non-current liabilities	0	0	n/a
Total Liabilities	0	0	n/a

Net Assets			
Unrestricted	0	0	n/a
Temporarily restricted	0	0	n/a
Permanently restricted	0	0	n/a
Total Net Assets	0	0	n/a
Total Liabilities & Net Assets	0	0	n/a

BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

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Financial Position	FY 2011	FY 2012
Net assets as a % of total expenses	0%	0%
Total working capital	0	0
Fixed assets (net)	0	0
Total endowment	0	0
Total debt	0	0

Net assets as a % 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.

Total working capital consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) minus unrestricted current liabilities. This is a conservative calculation of working capital and 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.

Fixed assets (net) include all land, buildings, equipment, and other fixed assets 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 endowment includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

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

NON FINANCIAL INFORMATION (Section 11)

Staff & Non-Staff Statistics (Number of People)	FY 2011	FY 2012	% chg
1 Full-time Permanent Employees	0.00	0.00	n/a
2 Part-time/Seasonal Employees	0.00	0.00	n/a
3 Part-time/Seasonal Empl. - FTEs	0.00	0.00	n/a
4 Full-time Volunteers	0.00	0.00	n/a
5 Part-time Volunteers	62.00	57.00	-8%
6 Part-time Volunteers - FTEs	0.49	0.36	-27%
7 Independent Contractors	63.00	30.00	-52%
8 Independent Contractors - FTEs	1.00	0.69	-31%
9 Interns/Apprentices	0.00	0.00	n/a
10 Interns/Apprentices - FTEs	0.00	0.00	n/a
Number of Contributors			
	FY 2011	FY 2012	% chg
1 Individuals	95	477	402%
2 Board	10	9	-10%
3 Corporate	10	2	-80%
4 Foundation	6	5	-17%
5 Government (Federal, State & Local)	4	3	-25%
Percent of Board Giving	100%	100%	0%
Attendance			
	FY 2011	FY 2012	% chg
1 Total Paid Attendance	603	283	-53%
Physical	603	283	-53%
Virtual	0	0	n/a
2 Total Free Attendance	2,846	648	-77%
Physical	2,846	648	-77%
Virtual	0	0	n/a
3 Total Attendance	3,449	931	-73%
4 Children 18 and under	400	48	-88%
5 Number of Groups of Children 18 and Under	2	2	0%
5a Number of Other Groups	5	3	-40%
6 Attendance - Classes/Workshops	870	44	-95%
Website Activity			
	FY 2011	FY 2012	% chg
1 Number of Page Views	0	0	n/a
2 Number of Unique Web Visitors	0	0	n/a
3 Total Number of Web Visitors	0	0	n/a
4 Total income earned from website activities (from admissions, ticket sales, shop sales, etc.)	0	0	n/a
5 Total website generated donations	15	15	0%

NON FINANCIAL INFORMATION (Continued)

Subscribers & Members	FY 2011	FY 2012	% chg
1 Paying Subscribers - Performance	0	0	n/a
1a Paying Subscribers - Media	0	0	n/a
1b Non-paying Subscribers - Media	0	0	n/a
2 Paying Members	0	0	n/a
3 How many people are both members and subscribers?	0	0	n/a
Pricing (in dollars)	FY 2011	FY 2012	% chg
1 Average Adult Price	15	15	0%
2 Average Child Price	5	5	0%
3 Average Senior Citizen Price	12	15	25%
4 Average Student Price	5	5	0%
5 Highest Single Price	15	20	33%
6 Lowest Single Price	5	5	0%
7 Median Price	12	14	17%
8 Average Adult Tuition/Workshop Price	0	0	n/a
9 Average Child Tuition/Workshop Price	0	0	n/a
10 Average Publication Price	0	0	n/a
11 Average Fundraising Special Event Price	30	40	33%
12 Average Non-fundraising Special Event Price	0	0	n/a
13 Average Media Content Price	0	0	n/a
Program Activity (Number of Events)	FY 2011	FY 2012	% chg
1 Live Productions - Self-Produced	0	0	n/a
1a Live Productions - Presented Only	15	5	-67%
2 Public Performances - Home	15	5	-67%
3 Public Performances - Away	0	0	n/a
3a Online/radio/television programs	0	0	n/a
4 Permanent Exhibitions	0	0	n/a
5 Temporary Exhibitions	0	0	n/a
6 Classes/Workshops - for the public/constituents	2	1	-50%
7 Classes/Workshops - for professional artists	1	0	n/a
7a Publications	0	0	n/a
7b Number of Publications Sold/Distributed	0	0	n/a
8 Tours	0	0	n/a
8a Number of Tour Occurrences	0	0	n/a
9 Films	0	0	n/a
9a Number of Film Screenings	0	0	n/a
10 Lectures	7	0	n/a
10a Number of Lecture Occurrences	9	0	n/a
11 Exhibition Openings	0	0	n/a
12 World Premieres	1	0	n/a
13 National Premieres	0	0	n/a
14 Local Premieres	9	0	n/a
15 Works Commissioned	0	1	n/a
16 Workshops or readings of new works	0	0	n/a
17 Programs - Other	1	1	0%
17a Number of Programs - Other Occurrences	1	1	0%
18 Off-site School Programs	2	2	0%
18a Number of Off-site School Program Occurrences	2	2	0%
19 Facility Rentals - By your organization for your program use	24	7	-71%
20 Facility Rentals - By your organization for your non-program use	25	24	-4%
21 Rentals of your facility by others	0	0	n/a