



# Michigan Council for Arts and Cultural Affairs Funder Report



## ORGANIZATION OVERVIEW

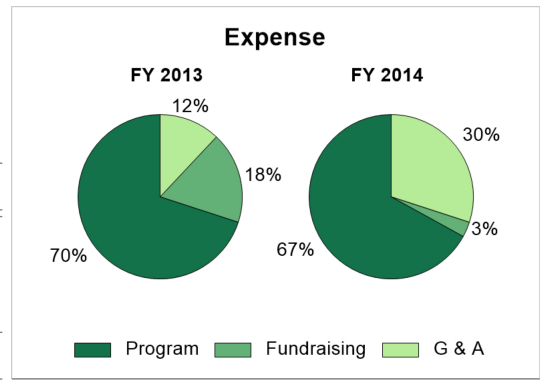
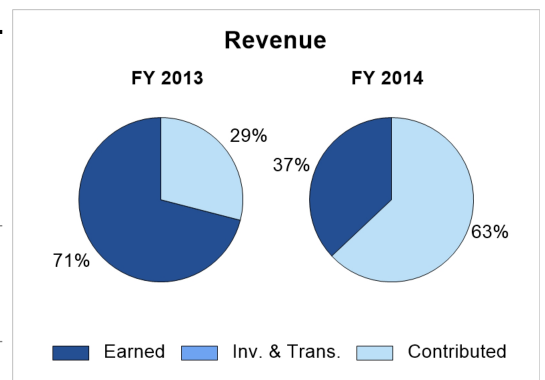
<b>Organization Name</b>	Community Music School of Ann Arbor	<b>Year Organization Founded</b>	1991
<b>Address</b>	1289 Jewett Avenue, Ann Arbor, MI 48104-6201	<b>Number of Board Members</b>	8
<b>County</b>	Washtenaw	<b>Fiscal Year End Date</b>	08/31
<b>Federal ID #</b>	38-2997101	<b>DUNS Number</b>	005688977

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

*\* The value is less than -999% or greater than +9999%.*

## ORGANIZATION SUMMARY

Financial Activity	FY 2013	FY 2014	% chg
<b>Unrestricted Activity</b>			
<b>Revenue</b>			
Earned			
Program	202,937	53,273	-74%
Non-program	1,265	0	n/a
<b>Total Earned</b>	<b>204,202</b>	<b>53,273</b>	<b>-74%</b>
Investments & Transfers	41	57	39%
Contributed	82,588	89,640	9%
<b>Total Unrestricted Revenue</b>	<b>286,831</b>	<b>142,970</b>	<b>-50%</b>
<b>Expenses</b>			
Program	196,997	203,778	3%
Fundraising	51,883	11,338	-78%
General & administrative	32,180	89,415	178%
<b>Total Expenses</b>	<b>281,060</b>	<b>304,531</b>	<b>8%</b>
<b>Net Unrestricted Activity</b>	<b>5,771</b>	<b>(161,561)</b>	<b>*</b>
<b>Net Temporarily Restricted Activity</b>	<b>0</b>	<b>0</b>	<b>n/a</b>
<b>Net Permanently Restricted Activity</b>	<b>8,880</b>	<b>0</b>	<b>n/a</b>
<b>Net Total Activity</b>	<b>14,651</b>	<b>(161,561)</b>	<b>*</b>



Non-Financial Summary	FY 2013	FY 2014
Full-time Permanent Employees	2	1
Total Paid Attendance	230	220
Total Free Attendance	35	45

## REVENUE

<b>EARNED</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Admissions	\$0	\$0	n/a
2 Ticket Sales	\$200	\$0	n/a
3 Tuitions	\$202,737	\$218,887	8%
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	\$1,265	\$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	\$0	\$0	n/a
16 Investments-Realized Gains (Losses)	\$0	\$0	n/a
17 Investments-Unrealized Gains (Losses)	\$0	\$0	n/a
18 Interest & Dividends	\$41	\$57	39%
19 Other Earned Revenue	\$0	(\$165,614)	n/a
<b>20 Total Earned Revenue</b>	<b>\$204,243</b>	<b>\$53,330</b>	<b>-74%</b>
<b>CONTRIBUTED</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
21 Trustee/Board Contributions	\$22,488	\$8,095	-64%
22 Individual Contributions	\$41,874	\$23,429	-44%
23 Corporate Contributions	\$8,000	\$16,027	100%
24 Foundation Contributions	\$6,700	\$20,040	199%
25 Government - City	\$8,880	\$7,386	-17%
26 Government - County	\$0	\$0	n/a
27 Government - State	\$0	\$0	n/a
28 Government - Federal	\$0	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a
29 Special Events - Fundraising	\$3,526	\$14,663	316%
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	\$0	\$0	n/a
32 Net Assets Released from Restrictions	\$0	\$0	n/a
<b>33 Total Contributed Revenue and Net Assets Released from Restrictions</b>	<b>\$91,468</b>	<b>\$89,640</b>	<b>-2%</b>
<b>34 Total Earned and Contributed Revenue Incl. Net Assets Released</b>	<b>\$295,711</b>	<b>\$142,970</b>	<b>-52%</b>
35 Transfers & Reclassifications	\$0	\$0	n/a
<b>TOTAL REVENUE</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
<b>36 Total Revenue</b>	<b>\$295,711</b>	<b>\$142,970</b>	<b>-52%</b>
<b>Total Unrestricted Revenue</b>	<b>\$286,831</b>	<b>\$142,970</b>	<b>-50%</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$286,831</b>	<b>\$142,970</b>	<b>-50%</b>

## EXPENSE

EXPENSE	Program	Total	Program	Total	Total
	FY 2013	FY 2013	FY 2014	FY 2014	% chg
1 Total Salaries & Fringe (From Section 5)	\$153,846	\$219,779	\$165,505	\$223,552	2%
2 Accounting	\$0	\$0	\$1,947	\$1,947	n/a
3 Advertising and Marketing	\$1,819	\$2,599	\$572	\$572	-78%
4 Artist Commission Fees	\$0	\$0	\$0	\$0	n/a
4a Artist Consignments	\$0	\$0	\$0	\$0	n/a
5 Artists & Performers - Non-Salaried	\$1,775	\$1,775	\$1,952	\$1,952	10%
6 Audit	\$0	\$0	\$0	\$0	n/a
7 Bank Fees	\$7,509	\$8,010	\$5,103	\$5,103	-36%
8 Repairs & Maintenance	\$0	\$0	\$3,787	\$3,787	n/a
9 Catering & Hospitality	\$0	\$0	\$0	\$0	n/a
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	\$0	\$0	\$0	n/a
15 Dues & Subscriptions	\$0	\$0	\$0	\$359	n/a
16 Equipment Rental	\$0	\$0	\$0	\$0	n/a
17 Facilities - Other	\$4,113	\$4,113	\$4,250	\$4,250	3%
18 Fundraising Expenses - Other	\$0	\$0	\$0	\$8,738	n/a
19 Fundraising Professionals	\$0	\$0	\$0	\$0	n/a
20 Grantmaking Expense	\$225	\$225	\$0	\$0	n/a
21 Honoraria	\$0	\$0	\$0	\$0	n/a
22 In-Kind Contributions	\$0	\$0	\$0	\$0	n/a
23 Insurance	\$1,357	\$1,939	\$1,615	\$2,615	35%
24 Interest Expense	\$0	\$5,736	\$0	\$4,378	-24%
25 Internet & Website	\$0	\$0	\$0	\$405	n/a
26 Investment Fees	\$0	\$0	\$0	\$0	n/a
27 Legal Fees	\$0	\$0	\$0	\$0	n/a
28 Lodging & Meals	\$0	\$0	\$0	\$0	n/a
29 Major Repairs	\$0	\$0	\$0	\$0	n/a
30 Office Expense - Other	\$3,625	\$5,178	\$0	\$6,316	22%
31 Other	\$4,148	\$5,302	\$6,075	\$10,075	90%
32 Postage & Shipping	\$0	\$0	\$0	\$0	n/a
33 Printing	\$0	\$0	\$0	\$0	n/a
34 Production & Exhibition Costs	\$0	\$0	\$0	\$0	n/a
34a Programs - Other	\$304	\$304	\$3,972	\$3,972	1207%
35 Professional Development	\$0	\$0	\$0	\$0	n/a
36 Professional Fees - Other	\$0	\$0	\$0	\$0	n/a
37 Public Relations	\$0	\$0	\$0	\$0	n/a
38 Rent	\$18,252	\$26,072	\$9,000	\$21,000	-19%
38a Recording & Broadcast Costs	\$0	\$0	\$0	\$0	n/a
38b Royalties/Rights & Reproductions	\$0	\$0	\$0	\$0	n/a
39 Sales Commission Fees	\$0	\$0	\$0	\$0	n/a
39a Security	\$0	\$0	\$0	\$0	n/a
40 Supplies - Office & Other	\$0	\$0	\$0	\$1,450	n/a
41 Telephone	\$0	\$0	\$0	\$0	n/a
42 Touring	\$0	\$0	\$0	\$0	n/a
43 Travel	\$24	\$28	\$0	\$199	611%
44 Utilities	\$0	\$0	\$0	\$3,861	n/a
	<b>Program</b>	<b>Total</b>	<b>Program</b>	<b>Total</b>	<b>Total</b>
<b>TOTAL EXPENSE</b>	<b>FY 2013</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>FY 2014</b>	<b>% chg</b>
45 Total Expenses	\$196,997	\$281,060	\$203,778	\$304,531	8%
Total Expenses Less In-Kind	\$196,997	\$281,060	\$203,778	\$304,531	8%
46 Change in Net Assets	\$0	\$14,651	\$0	\$0	*

## DESCRIPTIONS

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

### **REVENUE**

19a If Other Earned Revenue, Briefly Describe                      Misc., Loss on disposal of fixed assets due to move

### **EXPENSES**

17a Facilities - Other, Briefly Describe                      Venue rental, supplies  
18a Fundraising Expenses - Other, Briefly Describe                      Venue rental, food, supplies, printing  
30a Office Expense - Other, Briefly Describe                      Books, postage, printing, telephone, internet  
31a If Other, Briefly Describe                      Transaction and credit card fees, payroll service  
34b Programs - Other, Briefly Describe                      Misc, discounts, merchant fees, supplies

## 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.

<b>Assets</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
Current assets			
Cash	(1,354)	15,115	1216%
Receivables	1,786	4,075	128%
Prepaid expenses & other	0	0	n/a
Total current assets	432	19,190	4342%
Investments	0	0	n/a
Fixed assets (net)	167,331	0	n/a
Non-current assets	560	0	n/a
<b>Total Assets</b>	<b>168,323</b>	<b>19,190</b>	<b>-89%</b>
<hr/>			
<b>Liabilities &amp; Net Assets</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
<b>Liabilities</b>			
Current Liabilities			
Accounts payable & other	5,395	12,799	137%
Loans & other debt	17,300	17,300	0%
Deferred revenue	29,298	15,205	-48%
Total current liabilities	51,993	45,304	-13%
Non-current liabilities	55,305	63,093	14%
<b>Total Liabilities</b>	<b>107,298</b>	<b>108,397</b>	<b>1%</b>
<hr/>			
<b>Net Assets</b>			
Unrestricted	61,024	(89,207)	-246%
Temporarily restricted	0	0	n/a
Permanently restricted	1	0	n/a
<b>Total Net Assets</b>	<b>61,025</b>	<b>(89,207)</b>	<b>-246%</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>168,323</b>	<b>19,190</b>	<b>-89%</b>

## BALANCE SHEET TRENDS: FINANCIAL POSITION

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

<b>Financial Position</b>	<b>FY 2013</b>	<b>FY 2014</b>
Net assets as a % of total expenses	22%	-29%
Total working capital	(51,561)	(26,114)
Fixed assets (net)	167,331	0
Total endowment	0	0
Total debt	72,605	80,393

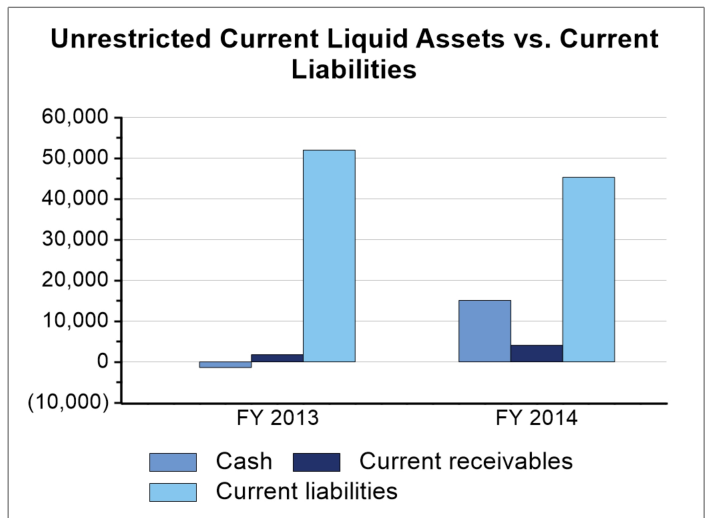
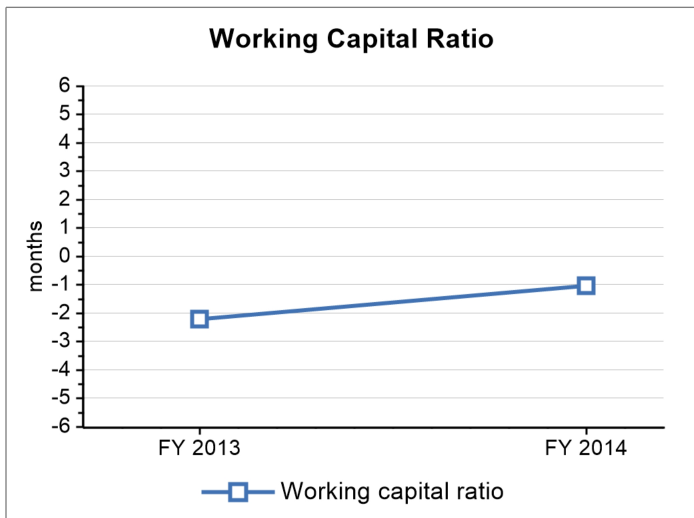
**Net assets as a % of total expenses** measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

**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.



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating revenue are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

## NON FINANCIAL INFORMATION (Section 11)

<b>Staff &amp; Non-Staff Statistics (Number of People)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Full-time Permanent Employees	2.00	1.00	-50%
2 Part-time/Seasonal Employees	33.00	30.00	-9%
3 Part-time/Seasonal Empl. - FTEs	4.35	4.35	0%
4 Full-time Volunteers	0.00	0.00	n/a
5 Part-time Volunteers	0.00	0.00	n/a
6 Part-time Volunteers - FTEs	0.00	0.00	n/a
7 Independent Contractors	7.00	7.00	0%
8 Independent Contractors - FTEs	0.01	0.01	0%
9 Interns/Apprentices	1.00	1.00	0%
10 Interns/Apprentices - FTEs	0.25	0.30	20%

<b>Number of Contributors</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Individuals	225	190	-16%
2 Board	9	8	-11%
3 Corporate	17	15	-12%
4 Foundation	4	3	-25%
5 Government (Federal, State & Local)	1	2	100%
Percent of Board Giving	100%	100%	0%

<b>Attendance</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Total Paid Attendance	230	220	-4%
Physical	230	220	-4%
Virtual	0	0	n/a
2 Total Free Attendance	35	45	29%
Physical	35	45	29%
Virtual	0	0	n/a
<b>3 Total Attendance</b>	<b>265</b>	<b>265</b>	<b>0%</b>
4 Children 18 and under	230	198	-14%
5 Number of Groups of Children 18 and Under	0	0	n/a
5a Number of Other Groups	0	0	n/a
6 Attendance - Classes/Workshops	90	90	0%

<b>Website Activity</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
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	0	0	n/a

## NON FINANCIAL INFORMATION (Continued)

<b>Subscribers &amp; Members</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
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
<b>Pricing (in dollars)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Average Adult Price	5	15	200%
2 Average Child Price	0	0	n/a
3 Average Senior Citizen Price	0	0	n/a
4 Average Student Price	0	0	n/a
5 Highest Single Price	30	30	0%
6 Lowest Single Price	5	5	0%
7 Median Price	15	15	0%
8 Average Adult Tuition/Workshop Price	530	530	0%
9 Average Child Tuition/Workshop Price	530	530	0%
10 Average Publication Price	0	0	n/a
11 Average Fundraising Special Event Price	80	80	0%
12 Average Non-fundraising Special Event Price	0	0	n/a
13 Average Media Content Price	0	0	n/a
<b>Program Activity (Number of Events)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Live Productions - Self-Produced	13	13	0%
1a Live Productions - Presented Only	0	0	n/a
2 Public Performances - Home	13	13	0%
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	17	20	18%
7 Classes/Workshops - for professional artists	0	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	0	0	n/a
10a Number of Lecture Occurrences	0	0	n/a
11 Exhibition Openings	0	0	n/a
12 World Premieres	0	0	n/a
13 National Premieres	0	0	n/a
14 Local Premieres	0	0	n/a
15 Works Commissioned	0	0	n/a
16 Workshops or readings of new works	0	0	n/a
17 Programs - Other	0	0	n/a
17a Number of Programs - Other Occurrences	0	0	n/a
18 Off-site School Programs	2	2	0%
18a Number of Off-site School Program Occurrences	810	810	0%
19 Facility Rentals - By your organization for your program use	7	7	0%
20 Facility Rentals - By your organization for your non-program use	0	0	n/a
21 Rentals of your facility by others	0	0	n/a