



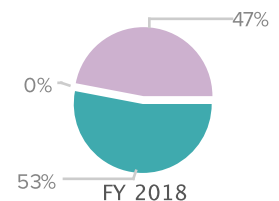
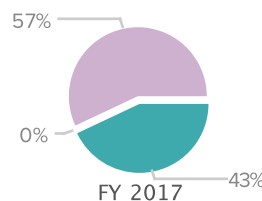
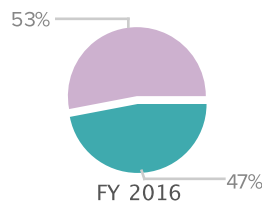
Organization Information

Organization name: Ann Arbor School for the Performing Arts
 City: Ann Arbor Federal ID #: 382997101
 State: MI Year organization founded: 1991
 County: Washtenaw Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 2 - Music Fiscal year end date: 08-31
 NISP Institution: 48 - School of the Arts DUNS #: 005688977
 NTEE: A25 - Arts Education Full-time staff: 1
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 2.1
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$164,712	\$147,483	-10%	\$81,265	-45%
Earned Non-program	\$0		n/a		n/a
Total Earned Revenue	\$164,712	\$147,483	-10%	\$81,265	-45%
Investment Revenue		\$5	n/a	\$85	1,600%
Contributed Revenue	\$144,905	\$110,056	-24%	\$90,087	-18%
Total Unrestricted Operating Revenue	\$309,617	\$257,544	-17%	\$171,437	-33%
Less in-kind			n/a		n/a
Total Unrestricted Operating Revenue Less In-kind	\$309,617	\$257,544	-17%	\$171,437	-33%
Expenses by Functional Total					
Program	\$190,770	\$152,503	-20%	\$142,077	-7%
Fundraising	\$30,987	\$24,944	-20%	\$18,687	-25%
General & Administrative	\$62,693	\$60,229	-4%	\$23,358	-61%
Total Operating Expenses	\$284,450	\$237,676	-16%	\$184,122	-23%
Less in-kind			n/a		n/a
Total Operating Expenses Less In-kind	\$284,450	\$237,676	-16%	\$184,122	-23%
Net Unrestricted Activity - Operating	\$25,167	\$19,868	-21%	-\$12,685	-164%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$25,167	\$19,868	-21%	-\$12,685	-164%
Net Temporarily Restricted Activity			n/a	\$85,865	n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$25,167	\$19,868	-21%	\$73,180	268%

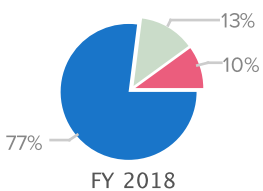
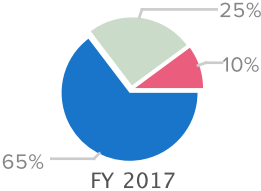
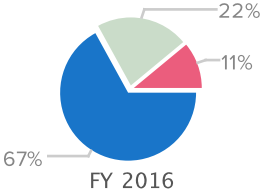
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
Operating Revenue	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Earned - Program						
Tuitions and registration fees	\$164,066	\$147,296	\$79,995	\$79,995		n/a
Other program revenue	\$646	\$187	\$1,270	\$1,270		n/a
Total earned - program	\$164,712	\$147,483	\$81,265	\$81,265	\$0	n/a

Earned - Non-program						
Total earned - non-program	\$0				\$0	n/a
Total earned revenue	\$164,712	\$147,483	\$81,265	\$81,265		n/a

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
Contributed	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$5,900	\$5,650	\$13,980	\$3,180	\$10,800	
Individual	\$83,406	\$58,337	\$103,067	\$28,002	\$75,065	
Corporate	\$11,357	\$7,714	\$13,387	\$13,387		
Foundation	\$40,106	\$26,473	\$39,191	\$39,191		
City government	\$4,136	\$0	\$0			
County government	\$0	\$11,882	\$6,327	\$6,327		
In-kind operating contributions	\$0	\$0	\$0			
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$144,905	\$110,056	\$175,952	\$90,087	\$85,865	
Operating investment revenue	\$0	\$5	\$85	\$85		
Total operating revenue	\$309,617	\$257,544	\$257,302	\$171,437	\$85,865	
Total operating revenue less in-kind	\$309,617	\$257,544	\$257,302	\$171,437	\$85,865	
Transfers and re-classifications						
Total non-operating revenue						
Total revenue	\$309,617	\$257,544	\$257,302	\$171,437	\$85,865	
Total revenue less in-kind	\$309,617	\$257,544	\$257,302	\$171,437	\$85,865	

Expense Details

	FY 2016 Total	FY 2017 Total	% Change	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$200,092	\$169,077	-16%	\$129,820	-23%	\$99,002	\$13,277	\$17,541
Independent contractors	\$12,721	\$15,389	21%	\$7,607	-51%	\$7,507	\$0	\$100
Professional fees	\$0	\$0	n/a	\$5,377	n/a	\$3,764	\$1,075	\$538
Total personnel expenses - Operating	\$212,813	\$184,466	-13%	\$142,804	-23%	\$110,273	\$14,352	\$18,179
Non-personnel expenses - Operating								
Advertising and promotion	\$1,349	\$936	-31%	\$1,034	10%	\$724	\$207	\$103
Dues and subscriptions	\$729	\$0	-100%	\$1,521	n/a	\$1,065	\$304	\$152
Grant awards and similar amounts paid	\$1,464	\$0	-100%	\$14,879	n/a	\$14,879		
Insurance	\$3,806	\$4,082	7%	\$3,298	-19%	\$1,906	\$545	\$847
Occupancy costs	\$27,291	\$29,229	7%	\$7,846	-73%	\$7,846		
Office and administration	\$7,839	\$9,772	25%	\$6,452	-34%	\$1,865	\$2,748	\$1,839
Travel	\$355	\$238	-33%	\$285	20%	\$210	\$75	
Productions and events costs	\$5,535	\$0	-100%	\$0	n/a			
Interest expense	\$3,302	\$1,262	-62%	\$1,263	0%	\$884	\$253	\$126
Other operating expenses	\$19,967	\$7,691	-61%	\$4,740	-38%	\$2,425	\$203	\$2,112
Total non-personnel expenses - Operating	\$71,637	\$53,210	-26%	\$41,318	-22%	\$31,804	\$4,335	\$5,179
Total operating expenses	\$284,450	\$237,676	-16%	\$184,122	-23%	\$142,077	\$18,687	\$23,358
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	\$284,450	\$237,676	-16%	\$184,122	-23%	\$142,077	\$18,687	\$23,358
Total expenses less in-kind	\$284,450	\$237,676	-16%	\$184,122	-23%			
Total expenses less depreciation	\$284,450	\$237,676	-16%	\$184,122	-23%			
Total expenses less in-kind and depreciation	\$284,450	\$237,676	-16%	\$184,122	-23%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$11,208	\$1,851	-83%	\$53,077	2,767%
Receivables	\$12,660	\$10,519	-17%	\$1,506	-86%
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$6,646	n/a
Total current assets	\$23,868	\$12,370	-48%	\$61,229	395%
Non-current investments					
Fixed assets (net)		\$0	n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets		\$0	n/a		n/a
Total assets	\$23,868	\$12,370	-48%	\$61,229	395%
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$22,069	\$9,922	-55%	\$9,590	-3%
Loans & other debt		\$13,332	n/a	\$4,800	-64%
Deferred revenue		\$16,647	n/a		-100%
Total current liabilities	\$22,069	\$39,901	81%	\$14,390	-64%
Non-current liabilities	\$54,538	\$10,990	-80%	\$0	-100%
Total liabilities	\$76,607	\$50,891	-34%	\$14,390	-72%
Net assets					
Unrestricted	-\$52,739	-\$38,521	27%		
Temporarily restricted	\$0		n/a		n/a
Permanently restricted			n/a		n/a
Total net assets	-\$52,739	-\$38,521	27%	\$46,839	222%
Total liabilities & net assets	\$23,868	\$12,370	-48%	\$61,229	395%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	0	0	3
Total working capital	\$1,799	-\$27,531	\$46,839
Current Ratio	1.08	0.31	4.25
Debt Service Impact	3%	11%	3%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	8%	8%	43%
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.

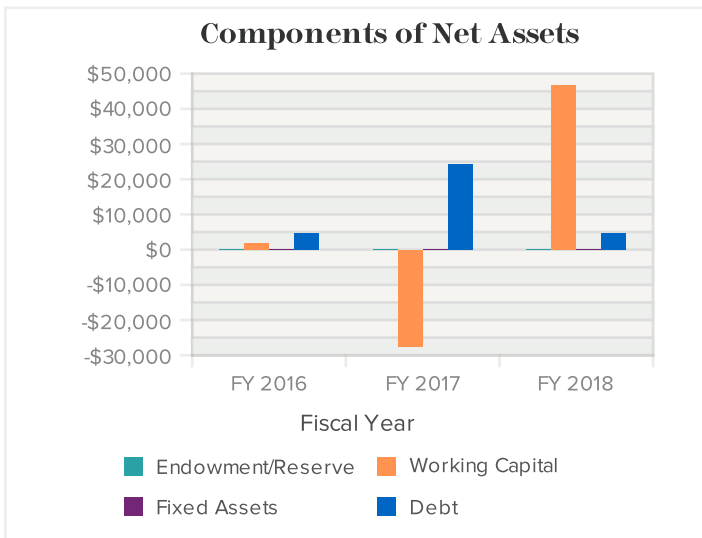
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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, 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) determines how heavily the organization has borrowed. A number in excess of 50% may indicate a potential crunch.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	1,016	350	-66%	140	-60%
In-person participation - free	140	462	230%	1,125	144%
Total in-person participation	1,156	812	-30%	1,265	56%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	780	500	-36%	1,100	120%
Registrants for classes/workshops	236	210	-11%	125	-40%
Students given private lessons	120	102	-15%	40	-61%
Total in-person participation	1,156	812	-30%	1,265	56%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	994	300	-70%	300	0%
Children served in schools	30	30	0%	30	0%
Seniors	46	75	63%	365	387%
Adults	116	437	277%	600	37%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	31	3	-90%	17	467%
Part-time permanent employees - FTEs	58.58	0.84	-99%	1.1	31%
Number of part-time or one-time volunteers	3	8	167%		-100%
Part-time or one-time volunteers - FTEs	0.05	0.08	60%		-100%
Independent contractors	4	11	175%	12	9%
Number of interns and apprentices		2	n/a	2	0%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time employees that are artists	29		-100%	15	n/a
Independent contractors that are artists	4		-100%	12	n/a

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	0	13	n/a		-100%
Total performances	16	14	-12%	10	-29%
Distinct classes/workshops	5	2	-60%	4	100%
Distinct class series/courses	13	11	-15%	12	9%
Total classes/class sessions	415	284	-32%	35	-88%
Private lessons offered	33,270	46	-100%	750	1,530%
Distinct field trips	1		-100%		n/a
Programs offered in schools	1	1	0%	1	0%
Hours of programming in schools	435	720	66%	500	-31%
Number of schools served	5	5	0%	5	0%
Artists placed in schools	16	14	-12%	14	0%
Was your space rented for the entire year?	No				