



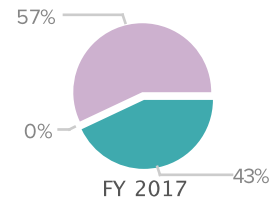
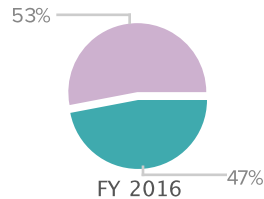
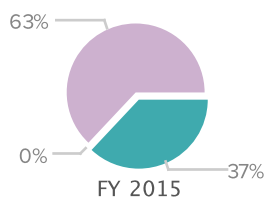
Organization Information

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: 1.84
 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	\$183,341	\$164,712	-10%	\$147,483	-10%
Earned Non-program		\$0	n/a		n/a
Total Earned Revenue	\$183,341	\$164,712	-10%	\$147,483	-10%
Investment Revenue	\$24		-100%	\$5	n/a
Contributed Revenue	\$107,933	\$144,905	34%	\$110,056	-24%
Total Unrestricted Operating Revenue	\$291,298	\$309,617	6%	\$257,544	-17%
Less in-kind			n/a		n/a
Total Unrestricted Operating Revenue Less In-kind	\$291,298	\$309,617	6%	\$257,544	-17%
Expenses by Functional Total					
Program	\$185,861	\$190,770	3%	\$152,503	-20%
Fundraising	\$19,890	\$30,987	56%	\$24,944	-20%
General & Administrative	\$84,364	\$62,693	-26%	\$60,229	-4%
Total Operating Expenses	\$290,115	\$284,450	-2%	\$237,676	-16%
Less in-kind			n/a		n/a
Total Operating Expenses Less In-kind	\$290,115	\$284,450	-2%	\$237,676	-16%
Net Unrestricted Activity - Operating	\$1,183	\$25,167	2,027%	\$19,868	-21%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$1,183	\$25,167	2,027%	\$19,868	-21%
Net Temporarily Restricted Activity	\$10,118		-100%		n/a
Net Permanently Restricted Activity	\$0		n/a		n/a
Net Total Activity	\$11,301	\$25,167	123%	\$19,868	-21%

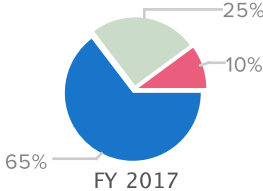
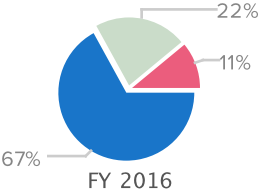
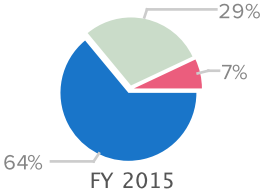
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



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						
Tuitions and registration fees	\$183,341	\$164,066	\$147,296	\$147,296		n/a
Total earned - program	\$183,341	\$164,712	\$147,483	\$147,483	\$0	n/a
Earned - Non-program						
Total earned - non-program		\$0			\$0	n/a
Total earned revenue	\$183,341	\$164,712	\$147,483	\$147,483		n/a
Contributed						
Trustee & board	\$19,550	\$5,900	\$5,650	\$5,650		
Individual	\$49,449	\$83,406	\$58,337	\$58,337		
Corporate	\$9,948	\$11,357	\$7,714	\$7,714		
Foundation	\$29,116	\$40,106	\$26,473	\$26,473		
City government	\$6,244	\$4,136	\$0			
County government	\$0	\$0	\$11,882	\$11,882		
In-kind operating contributions	\$0	\$0	\$0			
Other contributions	\$3,744	\$0	\$0			
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$118,051	\$144,905	\$110,056	\$110,056		
Operating investment revenue	\$24	\$0	\$5	\$5		
Total operating revenue	\$301,416	\$309,617	\$257,544	\$257,544		
Total operating revenue less in-kind	\$301,416	\$309,617	\$257,544	\$257,544		
Total non-operating revenue						
Total revenue	\$301,416	\$309,617	\$257,544	\$257,544		
Total revenue less in-kind	\$301,416	\$309,617	\$257,544	\$257,544		

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)	\$204,751	\$200,092	-2%	\$169,077	-16%	\$118,671	\$17,189	\$33,217
Independent contractors	\$5,355	\$12,721	138%	\$15,389	21%	\$12,789		\$2,600
Professional fees	\$13,953	\$0	-100%	\$0	n/a			
Total personnel expenses - Operating	\$224,059	\$212,813	-5%	\$184,466	-13%	\$131,460	\$17,189	\$35,817
Non-personnel expenses - Operating								
Advertising and promotion	\$654	\$1,349	106%	\$936	-31%	\$655	\$187	\$94
Dues and subscriptions	\$0	\$729	n/a	\$0	-100%			
Grant awards and similar amounts paid	\$250	\$1,464	486%	\$0	-100%			
Insurance	\$3,251	\$3,806	17%	\$4,082	7%	\$1,694	\$484	\$1,904
Occupancy costs	\$33,001	\$27,291	-17%	\$29,229	7%	\$8,816	\$4,279	\$16,134
Office and administration	\$22,366	\$7,839	-65%	\$9,772	25%	\$5,416	\$2,016	\$2,340
Travel	\$1,886	\$355	-81%	\$238	-33%	\$238		
Productions and events costs	\$0	\$5,535	n/a	\$0	-100%			
Interest expense	\$4,456	\$3,302	-26%	\$1,262	-62%	\$884	\$252	\$126
Other operating expenses	\$192	\$19,967	10,299%	\$7,691	-61%	\$3,340	\$537	\$3,814
Total non-personnel expenses - Operating	\$66,056	\$71,637	8%	\$53,210	-26%	\$21,043	\$7,755	\$24,412
Total operating expenses	\$290,115	\$284,450	-2%	\$237,676	-16%	\$152,503	\$24,944	\$60,229
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	\$290,115	\$284,450	-2%	\$237,676	-16%	\$152,503	\$24,944	\$60,229
Total expenses less in-kind	\$290,115	\$284,450	-2%	\$237,676	-16%			
Total expenses less depreciation	\$290,115	\$284,450	-2%	\$237,676	-16%			
Total expenses less in-kind and depreciation	\$290,115	\$284,450	-2%	\$237,676	-16%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$9,407	\$11,208	19%	\$1,851	-83%
Receivables	\$6,940	\$12,660	82%	\$10,519	-17%
Investments	\$0		n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$16,347	\$23,868	46%	\$12,370	-48%
Non-current investments					
Fixed assets (net)	\$0		n/a	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$0	\$0	n/a	\$0	n/a
Total assets	\$16,347	\$23,868	46%	\$12,370	-48%
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$14,235	\$22,069	55%	\$9,922	-55%
Loans & other debt	\$10,000		-100%	\$13,332	n/a
Deferred revenue	\$18,583		-100%	\$16,647	n/a
Total current liabilities	\$42,818	\$22,069	-48%	\$39,901	81%
Non-current liabilities	\$51,435	\$54,538	6%	\$10,990	-80%
Total liabilities	\$94,253	\$76,607	-19%	\$50,891	-34%
Net assets					
Unrestricted	-\$78,906	-\$52,739	33%	-\$38,521	27%
Temporarily restricted	\$1,000	\$0	-100%		n/a
Permanently restricted			n/a		n/a
Total net assets	-\$77,906	-\$52,739	32%	-\$38,521	27%
Total liabilities & net assets	\$16,347	\$23,868	46%	\$12,370	-48%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	0	0	0
Total working capital -- Unrestricted	-\$27,471	\$1,799	-\$27,531
Current Ratio	0.38	1.08	0.31
Debt Service Impact	23%	3%	11%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	4%	8%	8%
Depreciation as a % of Fixed Assets	100%	n/a	n/a
Leverage Ratio	-79%		

Months of Operating Cash -- Unrestricted represents the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. The ratio is calculated using unrestricted numbers only.

Total working capital -- Unrestricted consists of the resources available for operations, and in this report is calculated as unrestricted current assets 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.

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.

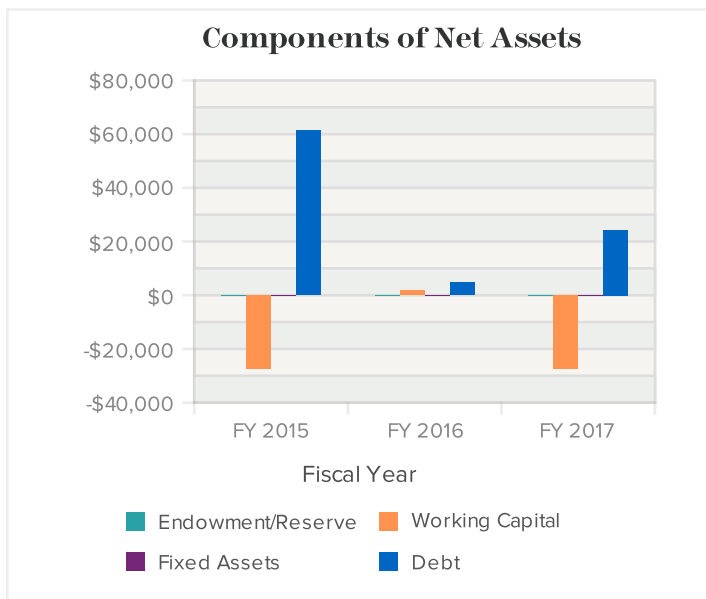
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	212	1,016	379%	350	-66%
In-person participation - free	45	140	211%	462	230%
Total in-person participation	257	1,156	350%	812	-30%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		780	n/a	500	-36%
Registrants for classes/workshops		236	n/a	210	-11%
Students given private lessons		120	n/a	102	-15%
Total in-person participation	257	1,156	350%	812	-30%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	194	994	412%	300	-70%
Children served in schools		30	n/a	30	0%
Seniors		46	n/a	75	63%
Adults		116	n/a	437	277%

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

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	29	31	7%	3	-90%
Part-time permanent employees - FTEs	4	58.58	1,364%	0.84	-99%
Number of part-time or one-time volunteers	4	3	-25%	8	167%
Part-time or one-time volunteers - FTEs	0.2	0.05	-75%	0.08	60%
Independent contractors	25	4	-84%	11	175%
Number of interns and apprentices	1		-100%	2	n/a

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time employees that are artists	0	29	n/a		-100%
Independent contractors that are artists	24	4	-83%		-100%

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	14	0	-100%	13	n/a
Total performances	14	16	14%	14	-12%
Distinct classes/workshops	22	5	-77%	2	-60%
Distinct class series/courses		13	n/a	11	-15%
Total classes/class sessions	0	415	n/a	284	-32%
Private lessons offered		33,270	n/a	46	-100%
Distinct field trips		1	n/a		-100%
Programs offered in schools	2	1	-50%	1	0%
Hours of programming in schools		435	n/a	720	66%
Number of schools served		5	n/a	5	0%
Artists placed in schools		16	n/a	14	-12%