



Organization Information

Organization name: Fontana Chamber Arts  
 City: Kalamazoo  
 State: MI  
 County: Kalamazoo  
 NISP Discipline: 02 - Music  
 NISP Institution: 47 - Cultural Series Organization  
 NTEE: A68 - Music

Federal ID #: 383548660  
 Year organization founded: 2000  
 Organization type: 501(c)3 nonprofit organization  
 Fiscal year end date: 08-31  
 DUNS #: 135128580  
 Full-time staff: 1  
 Paid FTEs: 1

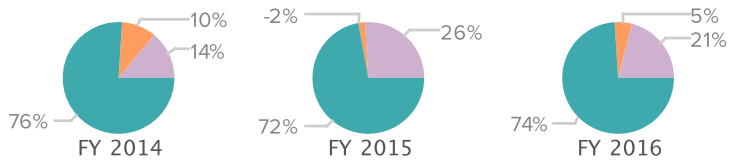
Applicant is audited or reviewed by an independent accounting firm.

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

Unrestricted Activity	FY 2014	FY 2015	% Change	FY 2016	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$55,162	\$123,027	123%	\$69,712	-43%
Earned Non-program	\$22,574	\$23,386	4%	\$26,512	13%
<b>Total Earned Revenue</b>	<b>\$77,736</b>	<b>\$146,413</b>	<b>88%</b>	<b>\$96,224</b>	<b>-34%</b>
Investment Revenue	\$53,548	-\$8,655	-116%	\$22,198	356%
Contributed Revenue	\$421,142	\$409,654	-3%	\$341,533	-17%
<b>Total Unrestricted Operating Revenue</b>	<b>\$552,426</b>	<b>\$547,412</b>	<b>-1%</b>	<b>\$459,955</b>	<b>-16%</b>
Less in-kind	(\$28,212)	(\$14,479)	-49%	(\$12,245)	-15%
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$524,214</b>	<b>\$532,933</b>	<b>2%</b>	<b>\$447,710</b>	<b>-16%</b>
<b>Expenses by Functional Total</b>					
Program	\$343,774	\$431,182	25%	\$383,478	-11%
Fundraising	\$71,118	\$58,590	-18%	\$56,237	-4%
General & Administrative	\$104,297	\$88,301	-15%	\$102,024	16%
<b>Total Operating Expenses</b>	<b>\$519,189</b>	<b>\$578,073</b>	<b>11%</b>	<b>\$541,739</b>	<b>-6%</b>
Less in-kind	(\$28,212)	(\$14,479)	-49%	(\$12,245)	-15%
<b>Total Operating Expenses Less In-kind</b>	<b>\$490,977</b>	<b>\$563,594</b>	<b>15%</b>	<b>\$529,494</b>	<b>-6%</b>
Net Unrestricted Activity - Operating	\$33,237	-\$30,661	-192%	-\$81,784	-167%
Net Unrestricted Activity - Non-operating		\$0	n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>\$33,237</b>	<b>-\$30,661</b>	<b>-192%</b>	<b>-\$81,784</b>	<b>-167%</b>
Net Temporarily Restricted Activity	-\$31,965	\$136,361	527%	\$12,283	-91%
Net Permanently Restricted Activity	\$0	\$0	n/a	\$0	n/a
<b>Net Total Activity</b>	<b>\$1,272</b>	<b>\$105,700</b>	<b>8,210%</b>	<b>-\$69,501</b>	<b>-166%</b>

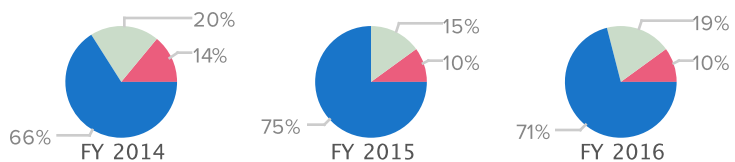
Revenue by Source

Earned Investment Contributed



Expenses by Functional Grouping

Program General & Administrative Fundraising



## Revenue Details

	FY 2014	FY 2015	FY 2016	FY 2016	FY 2016	FY 2016
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
<b>Operating Revenue</b>						
<b>Earned - Program</b>						
Performance subscriptions - full	\$18,000	\$17,487	\$27,537	\$27,537		n/a
Single ticket sales	\$37,162	\$105,540	\$42,175	\$42,175		n/a
Other program revenue	\$0	\$0	\$0	\$0		n/a
<b>Total earned - program</b>	<b>\$55,162</b>	<b>\$123,027</b>	<b>\$69,712</b>	<b>\$69,712</b>	<b>\$0</b>	<b>n/a</b>
<b>Earned - Non-program</b>						
Gift shop and merchandise fees	\$247	\$1,036	\$433	\$433		n/a
Advertising revenue	\$11,785	\$22,050	\$18,815	\$18,815		n/a
Sponsorship revenue	\$14,705	\$1,300	\$7,000	\$7,000		n/a
Other earned revenue	\$837	\$0	\$264	\$264		n/a
<b>Total earned - non-program</b>	<b>\$27,574</b>	<b>\$24,386</b>	<b>\$26,512</b>	<b>\$26,512</b>	<b>\$0</b>	<b>n/a</b>
<b>Total earned revenue</b>	<b>\$82,736</b>	<b>\$147,413</b>	<b>\$96,224</b>	<b>\$96,224</b>		<b>n/a</b>

Contributed	FY 2014	FY 2015	FY 2016	FY 2016	FY 2016	FY 2016
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$9,670	\$8,999	\$7,802	\$7,802	\$0	\$0
Individual	\$67,453	\$126,826	\$72,016	\$65,859	\$6,157	\$0
Corporate	\$0	\$0	\$4,600	\$4,600	\$0	\$0
Foundation	\$145,210	\$257,666	\$145,801	\$1,051	\$144,750	\$0
State government	\$17,000	\$24,000	\$18,000	\$18,000	\$0	\$0
Federal government	\$27,800	\$22,400	\$0	\$0	\$0	\$0
In-kind operating contributions	\$28,212	\$14,479	\$12,245	\$12,245	\$0	\$0
Other contributions	\$88,460	\$90,873	\$93,210	\$93,210	\$0	\$0
Net assets released from restriction	\$0	\$0	\$0	\$138,766	-\$138,766	\$0
<b>Total contributed revenue</b>	<b>\$383,805</b>	<b>\$545,243</b>	<b>\$353,674</b>	<b>\$341,533</b>	<b>\$12,141</b>	<b>\$0</b>
Operating investment revenue	\$53,920	-\$8,883	\$22,340	\$22,198	\$142	\$0
<b>Total operating revenue</b>	<b>\$520,461</b>	<b>\$683,773</b>	<b>\$472,238</b>	<b>\$459,955</b>	<b>\$12,283</b>	<b>\$0</b>
<b>Total operating revenue less in-kind</b>	<b>\$492,249</b>	<b>\$669,294</b>	<b>\$459,993</b>	<b>\$447,710</b>	<b>\$12,283</b>	<b>\$0</b>
<b>Total non-operating revenue</b>		<b>\$0</b>				
<b>Total revenue</b>	<b>\$520,461</b>	<b>\$683,773</b>	<b>\$472,238</b>	<b>\$459,955</b>	<b>\$12,283</b>	<b>\$0</b>
<b>Total revenue less in-kind</b>	<b>\$492,249</b>	<b>\$669,294</b>	<b>\$459,993</b>	<b>\$447,710</b>	<b>\$12,283</b>	<b>\$0</b>

## Expense Details

	FY 2014 Total	FY 2015 Total	% Change	FY 2016 Total	% Change	FY 2016 Program	FY 2016 Fundraising	FY 2016 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$230,187	\$195,508	-15%	\$201,398	3%	\$90,135	\$51,192	\$60,071
Independent contractors	\$110,544	\$167,334	51%	\$168,922	1%	\$168,922	\$0	\$0
Total personnel expenses - Operating	\$340,731	\$362,842	6%	\$370,320	2%	\$259,057	\$51,192	\$60,071
Non-personnel expenses - Operating								
Advertising and promotion	\$71,473	\$94,389	32%	\$72,513	-23%	\$70,350	\$2,163	\$0
Conferences and meetings	\$8,682	\$15,019	73%	\$10,825	-28%	\$7,996	\$1,473	\$1,356
Dues and subscriptions	\$0	\$0	n/a	\$1,500	n/a	\$1,500	\$0	\$0
Insurance	\$3,937	\$4,865	24%	\$5,042	4%	\$0	\$0	\$5,042
Occupancy costs	\$35,823	\$26,340	-26%	\$16,280	-38%	\$5,876	\$0	\$10,404
Office and administration	\$23,982	\$24,357	2%	\$23,756	-2%	\$0	\$1,409	\$22,347
Printing, postage and shipping	\$0	\$0	n/a	\$1,161	n/a	\$1,161	\$0	\$0
Travel	\$0	\$0	n/a	\$2,500	n/a	\$2,500	\$0	\$0
Royalties, rights and reproductions	\$0	\$0	n/a	\$1,500	n/a	\$1,500	\$0	\$0
Productions and events costs	\$30,953	\$47,446	53%	\$33,538	-29%	\$33,538	\$0	\$0
Depreciation	\$3,608	\$2,815	-22%	\$2,804	-0%	\$0	\$0	\$2,804
Total non-personnel expenses - Operating	\$178,458	\$215,231	21%	\$171,419	-20%	\$124,421	\$5,045	\$41,953
Total operating expenses	\$519,189	\$578,073	11%	\$541,739	-6%	\$383,478	\$56,237	\$102,024
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	\$519,189	\$578,073	11%	\$541,739	-6%	\$383,478	\$56,237	\$102,024
Total expenses less in-kind	\$490,977	\$563,594	15%	\$529,494	-6%			
Total expenses less depreciation	\$515,581	\$575,258	12%	\$538,935	-6%			
Total expenses less in-kind and depreciation	\$487,369	\$560,779	15%	\$526,690	-6%			

## Balance Sheet

Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Current assets					
Cash	\$15,167	\$52,642	247%	\$86,221	64%
Receivables	\$35,309	\$125,720	256%	\$10,010	-92%
Investments	\$385,643	\$334,107	-13%	\$335,662	0%
Prepaid expenses & other	\$16,785	\$25,203	50%	\$31,399	25%
Total current assets	\$452,904	\$537,672	19%	\$463,292	-14%
Non-current investments					
Fixed assets (net)	\$0	\$22,749	n/a	\$23,647	4%
Other non-current assets	\$7,809	\$4,994	-36%	\$2,190	-56%
Total non-current assets	\$5,622	\$2,644	-53%	\$2,786	5%
Total assets	\$13,431	\$30,387	126%	\$28,623	-6%
Total assets	\$466,335	\$568,059	22%	\$491,915	-13%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Liabilities					
Accounts payable & other	\$4,815	\$2,675	-44%	\$3,701	38%
Loans & other debt	\$0		n/a		n/a
Deferred revenue	\$43,358	\$41,522	-4%	\$27,192	-35%
Total current liabilities	\$48,173	\$44,197	-8%	\$30,893	-30%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$48,173	\$44,197	-8%	\$30,893	-30%
Net assets					
Unrestricted	\$391,216	\$360,555	-8%	\$406,418	13%
Temporarily restricted	\$26,946	\$163,307	506%	\$54,604	-67%
Permanently restricted			n/a		n/a
Total net assets	\$418,162	\$523,862	25%	\$461,022	-12%
Total liabilities & net assets	\$466,335	\$568,059	22%	\$491,915	-13%

Balance Sheet Metrics

	FY 2014	FY 2015	FY 2016
Months of Operating Cash -- Unrestricted	0	1	1
Total working capital -- Unrestricted	\$377,785	\$352,917	\$401,442
Current Ratio	9.4	12.17	15
Debt Service Impact	0%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$383,407	\$355,561	\$404,228
Operating Margin	0%	19%	-15%
Depreciation as a % of Fixed Assets	87%	92%	n/a
Leverage Ratio	0%	0%	

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.

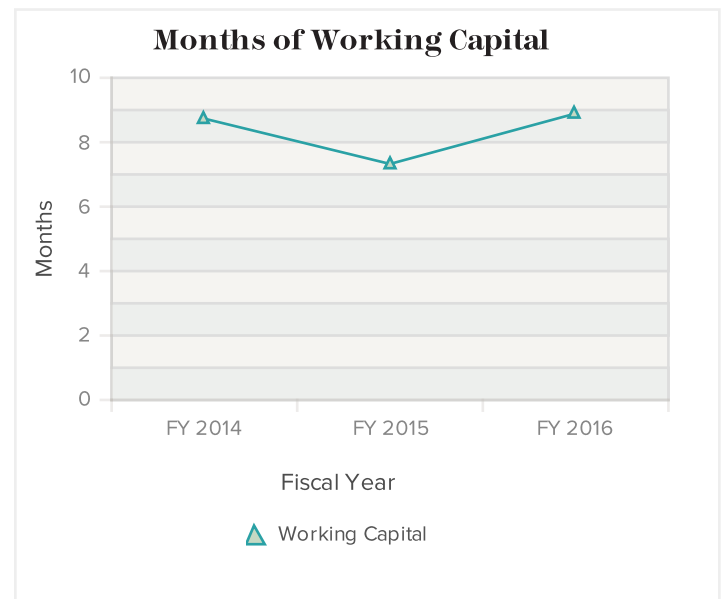
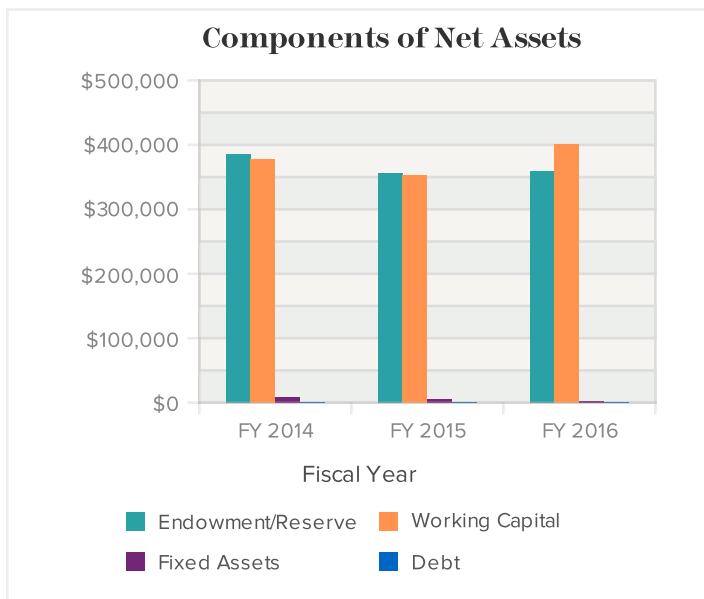
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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 (Long Term Debt divided by Total Unrestricted and Temporarily Restricted Assets) is a measurement of a company's efficiency in operating.



## Attendance

In-person Participation	FY 2014	FY 2015	% Change	FY 2016	% Change
In-person participation - paid	2,000	5,150	158%	1,826	-65%
In-person participation - free	3,000	4,500	50%	2,500	-44%
Total in-person participation	5,000	9,650	93%	4,326	-55%
Types of In-person Attendance	FY 2014	FY 2015	% Change	FY 2016	% Change
Performance tickets			n/a	4,326	n/a
Total in-person participation	5,000	9,650	93%	4,326	-55%
Attendance Ages	FY 2014	FY 2015	% Change	FY 2016	% Change
Children (18 and under)	500	1,250	150%	1,200	-4%
Seniors			n/a	1,200	n/a
Other Participation	FY 2014	FY 2015	% Change	FY 2016	% Change
Virtual attendance	100,000	40,000	-60%		-100%

## Staffing

Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Full-time permanent employees	3	3	0%	1	-67%
Part-time permanent employees	2	0	-100%	3	n/a
Part-time permanent employees - FTEs	1	0	-100%		n/a
Number of part-time or one-time volunteers	10	15	50%	12	-20%
Part-time or one-time volunteers - FTEs	0.3	2	567%	0.44	-78%
Independent contractors	3	3	0%	29	867%
Number of interns and apprentices	1	0	-100%	0	n/a
Artistic Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change

This organization has not provided data on artistic staff. This may be because the organization does not hire artistic staff or the organization's annual expenses are under \$50,000, and they are therefore only required to complete the short form of the DataArts Survey.

## Program Activity

	FY 2014	FY 2015	% Change	FY 2016	% Change
Distinct productions	0	26	n/a	15	-42%
Total performances	27	26	-4%	15	-42%
Distinct classes/workshops	8	5	-38%		-100%
Programs offered in schools	0	2	n/a		-100%