

### Organization Information

Organization name:	Fontana Chamber Arts	Year organization founded:	2000
City:	Kalamazoo	Organization type:	501(c)3 nonprofit organization
State:	MI	DUNS #:	135128580
County:	Kalamazoo	Full-time staff:	1
Federal ID #:	383548660	Board Members:	9
NISP Discipline:	2 - Music	Fiscal year end date:	08-31
NISP Institution:	47 - Cultural Series Organization		
NTEE:	A68 - Music		

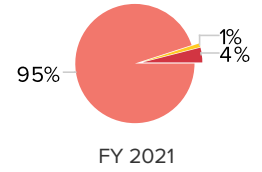
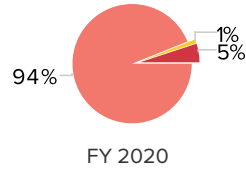
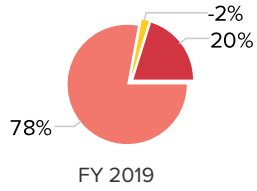
*Applicant is audited or reviewed by an independent accounting firm.*

### Financial Summary

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Unrestricted operating revenue</b>					
Earned program	\$55,262	\$13,675	-75%	\$6,973	-49%
Earned non-program	\$20,011	\$9,100	-55%	\$6,800	-25%
<b>Total earned revenue</b>	<b>\$75,273</b>	<b>\$22,775</b>	<b>-70%</b>	<b>\$13,773</b>	<b>-40%</b>
Investment revenue	-\$8,095	\$4,947	161%	\$4,742	-4%
Contributed revenue	\$290,390	\$387,790	34%	\$353,030	-9%
<b>Total unrestricted operating revenue</b>	<b>\$357,568</b>	<b>\$415,512</b>	<b>16%</b>	<b>\$371,545</b>	<b>-11%</b>
Less in-kind	\$12,682	\$9,430	-26%	\$17,324	84%
<b>Unrestricted operating revenue less in-kind</b>	<b>\$344,886</b>	<b>\$406,082</b>	<b>18%</b>	<b>\$354,221</b>	<b>-13%</b>
<b>Operating expenses</b>					
Program	\$361,600	\$195,847	-46%	\$166,590	-15%
Management & general	\$69,965	\$58,592	-16%	\$62,590	7%
Fundraising	\$50,339	\$41,261	-18%	\$45,684	11%
<b>Total operating expenses</b>	<b>\$481,904</b>	<b>\$295,700</b>	<b>-39%</b>	<b>\$274,864</b>	<b>-7%</b>
Less in-kind	\$12,682	\$9,430	-26%	\$17,324	84%
<b>Unrestricted operating expenses less in-kind</b>	<b>\$469,222</b>	<b>\$286,270</b>	<b>-39%</b>	<b>\$257,540</b>	<b>-10%</b>
<b>Unrestricted change in net assets - operating</b>	<b>-\$124,336</b>	<b>\$119,812</b>	<b>196%</b>	<b>\$96,681</b>	<b>-19%</b>
<b>Unrestricted change in net assets</b>	<b>-\$124,336</b>	<b>\$119,812</b>	<b>196%</b>	<b>\$96,681</b>	<b>-19%</b>
Restricted change in net assets	-\$1,387	\$62,661	4,618%	-\$85,460	-236%
<b>Total change in net assets</b>	<b>-\$125,723</b>	<b>\$182,473</b>	<b>245%</b>	<b>\$11,221</b>	<b>-94%</b>

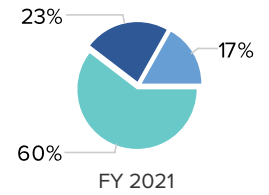
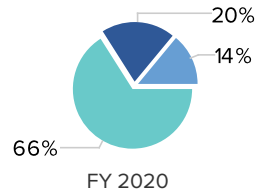
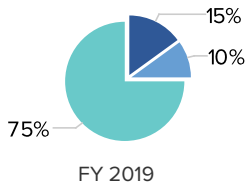
### Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



### Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



## Revenue Details

Operating Revenue Earned - Program	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Subscriptions	\$23,010	\$0			
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions	\$32,252	\$13,675	\$6,973	\$6,973	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above					
<b>Total earned - program</b>	<b>\$55,262</b>	<b>\$13,675</b>	<b>\$6,973</b>	<b>\$6,973</b>	
<b>Earned - Non-program</b>					
Rental revenue					
Sponsorship revenue	\$5,100	\$0	\$2,250	\$2,250	
Attendee-generated revenue not listed above	\$14,911	\$9,100	\$4,550	\$4,550	
Earned non-program not listed above					
<b>Total earned - non-program</b>	<b>\$20,011</b>	<b>\$9,100</b>	<b>\$6,800</b>	<b>\$6,800</b>	
<b>Total earned revenue</b>	<b>\$75,273</b>	<b>\$22,775</b>	<b>\$13,773</b>	<b>\$13,773</b>	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$9,110	\$4,550	\$2,150	\$2,150	
Individual	\$36,054	\$107,601	\$123,192	\$121,792	\$1,400
Foundation	\$119,806	\$214,036	\$27,000	\$13,500	\$13,500
State government	\$15,000	\$18,000	\$0		
In-kind operating contributions	\$12,682	\$9,430	\$17,324	\$17,324	
Special fundraising events					
Contributions not listed above	\$96,523	\$96,205	\$97,167	\$97,167	
Net assets released from restriction	\$0	\$0	\$0	\$101,097	-\$101,097
<b>Total contributed revenue</b>	<b>\$289,175</b>	<b>\$449,822</b>	<b>\$266,833</b>	<b>\$353,030</b>	<b>-\$86,197</b>
Operating investment revenue	-\$8,267	\$5,576	\$5,479	\$4,742	\$737
<b>Total operating revenue</b>	<b>\$356,181</b>	<b>\$478,173</b>	<b>\$286,085</b>	<b>\$371,545</b>	<b>-\$85,460</b>
<b>Total operating revenue less operating in-kind</b>	<b>\$343,499</b>	<b>\$468,743</b>	<b>\$268,761</b>	<b>\$354,221</b>	<b>-\$85,460</b>
<b>Total revenue</b>	<b>\$356,181</b>	<b>\$478,173</b>	<b>\$286,085</b>	<b>\$371,545</b>	<b>-\$85,460</b>
<b>Total revenue less in-kind</b>	<b>\$343,499</b>	<b>\$468,743</b>	<b>\$268,761</b>	<b>\$354,221</b>	<b>-\$85,460</b>

## Revenue Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	The number of concerts/programs offered was down due to COVID-related cancellations. Attendance at virtual offerings was less than in-person attendance during previous years.  Some grants designated for FY 20-21 were received in FY 19-20, which can be seen on the the Contributed - Foundation line. Fontana also received several special, one-time gifts: \$85,700 in FY 19-20 and \$100,000 in FY 20-21.

## Expense Details

	FY 2019 Total	FY 2020 Total	% Change	FY 2021 Total	% Change	FY 2021 Program	FY 2021 General & Administrative	FY 2021 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$171,924	\$140,802	-18%	\$138,727	-1%	\$74,102	\$35,300	\$29,325
Independent contractors	\$157,169	\$72,754	-54%	\$47,277	-35%	\$47,277		
Total personnel expenses - Operating	\$329,093	\$213,556	-35%	\$186,004	-13%	\$121,379	\$35,300	\$29,325
Non-personnel expenses - Operating								
Occupancy costs	\$18,489	\$13,928	-25%	\$29,504	112%	\$14,752	\$8,851	\$5,901
Depreciation	\$796	\$696	-13%	\$389	-44%		\$389	
Non-personnel expenses not listed above	\$133,526	\$67,520	-49%	\$58,967	-13%	\$30,459	\$18,050	\$10,458
Total non-personnel expenses - Operating	\$152,811	\$82,144	-46%	\$88,860	8%	\$45,211	\$27,290	\$16,359
Total operating expenses	\$481,904	\$295,700	-39%	\$274,864	-7%	\$166,590	\$62,590	\$45,684
Total expenses	\$481,904	\$295,700	-39%	\$274,864	-7%			
Total expenses less in-kind	\$469,222	\$286,270	-39%	\$257,540	-10%			
Total expenses less depreciation	\$481,108	\$295,004	-39%	\$274,475	-7%			
Total expenses less in-kind and depreciation	\$468,426	\$285,574	-39%	\$257,151	-10%			

## Expense Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	Independent Contractor expenses has been trending down due to cancellation of programs due to COVID and a decrease in the length of the usual Fontana season. Similarly, employee costs are down due to a reduction in staff since the 18-19 FY.

**Balance Sheet**

Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Current assets</b>					
Cash and cash equivalents	\$116,038	\$303,597	162%	\$163,757	-46%
Receivables	\$3,807	\$2,250	-41%	\$0	-100%
Investments - current	\$67,327	\$64,225	-5%	\$218,968	241%
Prepaid expenses & other	\$13,047	\$5,861	-55%	\$8,813	50%
<b>Total current assets</b>	<b>\$200,219</b>	<b>\$375,933</b>	<b>88%</b>	<b>\$391,538</b>	<b>4%</b>
<b>Long-term/non-current assets</b>					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$537	\$1,007	88%	\$618	-39%
Non-current assets not listed above	\$3,052	\$3,170	4%	\$3,907	23%
<b>Total long-term/non-current assets</b>	<b>\$3,589</b>	<b>\$4,177</b>	<b>16%</b>	<b>\$4,525</b>	<b>8%</b>
<b>Total assets</b>	<b>\$203,808</b>	<b>\$380,110</b>	<b>87%</b>	<b>\$396,063</b>	<b>4%</b>
<b>Liabilities &amp; Net Assets</b>					
<b>Current liabilities</b>					
Accounts payable and accrued expenses	\$10,097	\$3,844	-62%	\$0	-100%
Deferred revenue		\$82	n/a	\$8,658	10,459%
Loans - current			n/a		n/a
Additional current liabilities not listed above			n/a		n/a
<b>Total current liabilities</b>	<b>\$10,097</b>	<b>\$3,926</b>	<b>-61%</b>	<b>\$8,658</b>	<b>121%</b>
<b>Long-term/non-current liabilities</b>					
Long-term/non-current loans			n/a		n/a
Additional long-term/non-current liabilities not listed above			n/a		n/a
<b>Total long-term/non-current liabilities</b>			<b>n/a</b>		<b>n/a</b>
<b>Total liabilities</b>	<b>\$10,097</b>	<b>\$3,926</b>	<b>-61%</b>	<b>\$8,658</b>	<b>121%</b>
<b>Net assets</b>					
Unrestricted	\$141,505	\$261,317	85%	\$357,998	37%
Restricted	\$52,206	\$114,867	120%	\$29,407	-74%
<b>Total net assets</b>	<b>\$193,711</b>	<b>\$376,184</b>	<b>94%</b>	<b>\$387,405</b>	<b>3%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$203,808</b>	<b>\$380,110</b>	<b>87%</b>	<b>\$396,063</b>	<b>4%</b>

**Balance Sheet Narrative**

FY 2019	n/a
FY 2020	n/a
FY 2021	Large one-time gifts that were received in FY 19-20 and FY 20-21 have been transferred into an investment account.

**Balance Sheet Metrics**

	FY 2019	FY 2020	% Change	FY 2021	% Change
Months of operating cash -- Unrestricted	2.34	8.42	260%	7.15	-15%
Working capital -- Unrestricted	\$137,916	\$257,140	86%	\$353,473	37%
Current ratio -- Unrestricted	14.66	66.5	354%	41.83	-37%
Net assets as a % of total expenses	40%	127%	216%	141%	11%
Fixed assets (net)	\$537	\$1,007	88%	\$618	-39%
Condition of fixed assets		6,353%		10,415%	
Leverage -- Unrestricted			n/a		n/a
Total debt			n/a		n/a
Debt service impact	0%	0%	n/a	0%	n/a

Months of operating cash -- unrestricted (Unrestricted Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. This ratio is calculated using unrestricted numbers only.

Working capital -- unrestricted (Unrestricted Current Assets minus Unrestricted Current Liabilities) consists of the unrestricted resources available for operations. 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 unrestricted (Unrestricted Current Assets divided by Unrestricted Current Liabilities) determines the organization's ability to pay current debt using current assets. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % 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.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

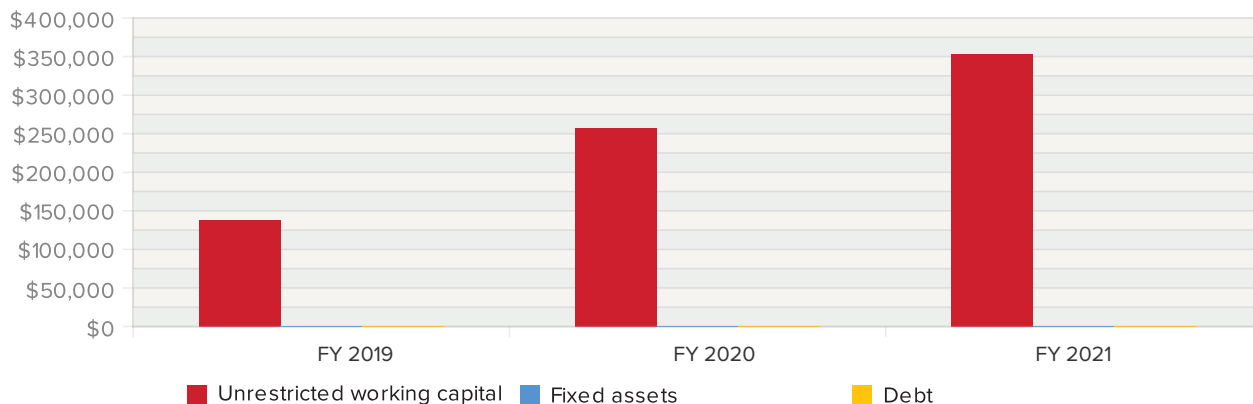
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets net is the value of all land, buildings, equipment, leasehold improvements and other property and equipment 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.

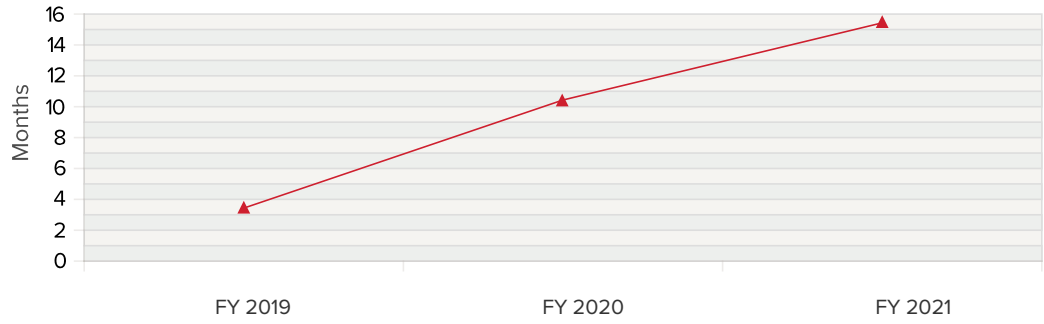
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

**Components of Net Assets**



**Months of  
Unrestricted  
Working Capital**





**Attendance**

	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Total attendance</b>					
Paid	1,554	600	-61%	195	-68%
Free	1,274		-100%	0	n/a
<b>Total</b>	<b>2,828</b>	<b>600</b>	<b>-79%</b>	<b>195</b>	<b>-68%</b>
<b>In-person attendance</b>					
Paid	1,554	600	-61%		-100%
Free	1,274		-100%		n/a
<b>Total</b>	<b>2,828</b>	<b>600</b>	<b>-79%</b>	<b>0</b>	<b>-100%</b>
<b>Digital attendance</b>					
Paid			n/a	195	n/a
Free			n/a	0	n/a
<b>Total</b>			<b>n/a</b>	<b>195</b>	<b>n/a</b>
In-person attendees 18 and under	400	200	-50%	0	-100%
<b>Programs in schools</b>	<b>FY 2019</b>	<b>FY 2020</b>	<b>% Change</b>	<b>FY 2021</b>	<b>% Change</b>
Children served in schools			n/a		n/a
Hours of instruction			n/a		n/a

**Workforce**

Number of People	FY 2019	FY 2020	% Change	FY 2021	% Change
Employees: Full-time permanent	1	1	0%	1	0%
Employees: Part-time permanent	1	1	0%	1	0%
Volunteers	10	6	-40%	6	0%
Independent contractors	10	17	70%	8	-53%
Interns and apprentices			n/a		n/a
<b>Total positions</b>	<b>22</b>	<b>25</b>	<b>14%</b>	<b>16</b>	<b>-36%</b>

**Visual & Performing Artists**

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists		14	n/a	4	-71%
Payments to artists & performers		\$72,754	n/a	\$47,277	-35%

**Covid-19 Impact**

	FY 2019	FY 2020	FY 2021
Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization:			
Number of employees laid off			0
Number of employees furloughed			0
Of those furloughed or laid off employees, how many (if any) have been brought back?			0

**Mission and Constituency**

**Mission statement**

Fontana's mission is "to enrich the human spirit through the creation and performance of high quality chamber music within the diverse communities we serve."

**Mission demographics**

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

*If the fields above are blank, this organization does not serve that demographic specifically.*

**Audience**

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served

Suburban

*If the fields above are blank, this organization does not serve that demographic specifically.*

**Program Activity**

In-person activity	FY 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	12	12	4	4	4	4
Productions (presented)						
Classes/assemblies/other programs in schools						
Classes/workshops (outside of schools)	0	0	0	0	0	0
Field trips/school visits						
Guided tours						
Lectures						
Permanent exhibitions						
Temporary exhibitions						
Traveling exhibitions (hosted)						
Films screened						
Festivals/conferences	0		0		0	
Readings/workshops (developing works)						
Community programs (not included above)						
Additional programs not listed above	0	0	0	0	0	0

*NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.*

**Program Activity**

Digital activity	FY 2019			FY 2020			FY 2021		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)							4	4	0
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions									
Traveling exhibitions (hosted)									
Films screened									
Broadcast productions									
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)									
Additional programs not listed above									

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Digital activity financials	FY 2019		FY 2020		FY 2021	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$75,273		\$22,775	\$0	\$13,773	\$7,000
Contributed revenue	\$289,175		\$449,822	\$0	\$266,833	
Operating expense	\$481,904		\$295,700	\$0	\$274,864	\$274,864

## Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% Change
Fiscally sponsored projects			n/a		n/a
Amount distributed to fiscally sponsored projects			n/a		n/a
Residencies	0		n/a		n/a
Scholarships awarded			n/a		n/a
Amount awarded in scholarships			n/a		n/a
Other grants awarded			n/a		n/a
Amount awarded in grants			n/a		n/a
Public art installations			n/a		n/a
Works commissioned			n/a		n/a
Films produced			n/a		n/a
World premieres			n/a		n/a
National premieres			n/a		n/a
Local/regional premieres	4		-100%		n/a
Published works (physical)			n/a		n/a
Published works (digital)			n/a		n/a
Private lessons (in-person)			n/a		n/a
Private lessons (digital)			n/a		n/a
Competitions			n/a		n/a
Open rehearsals			n/a		n/a

*NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.*

## Program Activity Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	n/a