

### Organization Information

Organization name:	Michigan Festival of Sacred Music		
City:	Kalamazoo	Year organization founded:	2000
State:	MI	Organization type:	501(c)3 nonprofit organization
County:	Kalamazoo	DUNS #:	181441382
Federal ID #:	300129719	Full-time staff:	0
NISP Discipline:	2 - Music	Board Members:	8
NISP Institution:	14 - Fair/Festival	Fiscal year end date:	12-31
NTEE:	A20 - Arts & Culture		

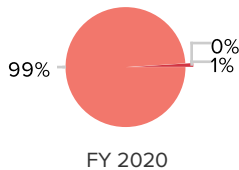
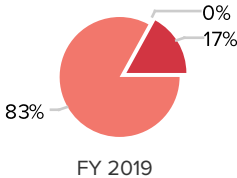
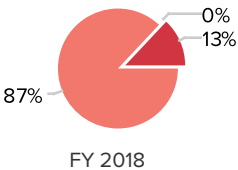
*Applicant is not audited or reviewed by an independent accounting firm.*

### Financial Summary

Unrestricted Activity	FY 2018	FY 2019	% Change	FY 2020	% Change
<b>Unrestricted operating revenue</b>					
Earned program	\$4,349	\$9,397	116%	\$0	-100%
Earned non-program	\$11,760	\$12,100	3%	\$950	-92%
<b>Total earned revenue</b>	<b>\$16,109</b>	<b>\$21,497</b>	<b>33%</b>	<b>\$950</b>	<b>-96%</b>
Investment revenue	\$7	\$2	-71%	\$0	-100%
Contributed revenue	\$105,265	\$102,792	-2%	\$98,033	-5%
<b>Total unrestricted operating revenue</b>	<b>\$121,381</b>	<b>\$124,291</b>	<b>2%</b>	<b>\$98,983</b>	<b>-20%</b>
Less in-kind	\$12,920	\$16,610	29%	\$8,350	-50%
<b>Unrestricted operating revenue less in-kind</b>	<b>\$108,461</b>	<b>\$107,681</b>	<b>-1%</b>	<b>\$90,633</b>	<b>-16%</b>
<b>Operating expenses</b>					
Program	\$101,486	\$102,056	1%	\$51,636	-49%
Management & general	\$13,653	\$14,813	8%	\$14,176	-4%
Fundraising	\$6,584	\$6,554	-0%	\$5,653	-14%
<b>Total operating expenses</b>	<b>\$121,723</b>	<b>\$123,423</b>	<b>1%</b>	<b>\$71,465</b>	<b>-42%</b>
Less in-kind	\$12,920	\$16,610	29%	\$8,350	-50%
<b>Unrestricted operating expenses less in-kind</b>	<b>\$108,803</b>	<b>\$106,813</b>	<b>-2%</b>	<b>\$63,115</b>	<b>-41%</b>
Unrestricted change in net assets - operating	-\$342	\$868	354%	\$27,518	3,070%
<b>Unrestricted change in net assets</b>	<b>-\$342</b>	<b>\$868</b>	<b>354%</b>	<b>\$27,518</b>	<b>3,070%</b>
Restricted change in net assets			n/a		n/a
<b>Total change in net assets</b>	<b>-\$342</b>	<b>\$868</b>	<b>354%</b>	<b>\$27,518</b>	<b>3,070%</b>

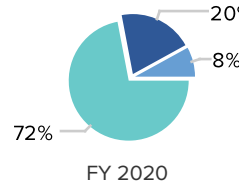
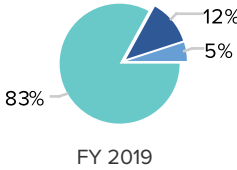
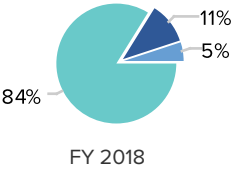
**Unrestricted Operating Revenue by Source**

- Earned
- Investment
- Contributed



**Operating Expenses by Functional Grouping**

- Program
- Management & General
- Fundraising



## Revenue Details

Operating Revenue	FY 2018	FY 2019	FY 2020	FY 2020	FY 2020
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions			\$0	\$0	
Membership fees - individuals			\$0	\$0	\$0
Membership fees - organizations			\$0	\$0	
Ticket sales & admissions	\$4,349	\$9,397	\$0	\$0	
Education revenue	\$0	\$0	\$0	\$0	
Publication sales			\$0	\$0	
Gallery sales			\$0	\$0	
Contracted services & touring fees			\$0	\$0	
Royalty & reproduction revenue	\$0	\$0	\$0	\$0	
Earned - program not listed above			\$0	\$0	
<b>Total earned - program</b>	<b>\$4,349</b>	<b>\$9,397</b>	<b>\$0</b>	<b>\$0</b>	
<b>Earned - Non-program</b>					
Rental revenue			\$0	\$0	
Sponsorship revenue	\$9,350	\$9,900	\$950	\$950	
Attendee-generated revenue not listed above	\$2,410	\$2,200	\$0	\$0	
Earned non-program not listed above			\$0	\$0	
<b>Total earned - non-program</b>	<b>\$11,760</b>	<b>\$12,100</b>	<b>\$950</b>	<b>\$950</b>	
<b>Total earned revenue</b>	<b>\$16,109</b>	<b>\$21,497</b>	<b>\$950</b>	<b>\$950</b>	

Contributed	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Trustee & board	\$2,645	\$1,295	\$1,474	\$1,474	
Individual	\$13,027	\$14,066	\$19,609	\$19,609	
Corporate	\$455	\$759	\$332	\$332	
Foundation	\$46,450	\$46,500	\$43,000	\$43,000	
County government	\$300	\$1,282	\$11,018	\$11,018	
State government	\$22,783	\$17,400	\$8,890	\$8,890	
Federal government	\$6,685	\$4,880	\$5,360	\$5,360	
In-kind operating contributions	\$12,920	\$16,610	\$8,350	\$8,350	
Special fundraising events			\$0	\$0	
Net assets released from restriction	\$0	\$0	\$0		
<b>Total contributed revenue</b>	<b>\$105,265</b>	<b>\$102,792</b>	<b>\$98,033</b>	<b>\$98,033</b>	
Operating investment revenue	\$7	\$2	\$0	\$0	
<b>Total operating revenue</b>	<b>\$121,381</b>	<b>\$124,291</b>	<b>\$98,983</b>	<b>\$98,983</b>	
<b>Total operating revenue less operating in-kind</b>	<b>\$108,461</b>	<b>\$107,681</b>	<b>\$90,633</b>	<b>\$90,633</b>	
<b>Total revenue</b>	<b>\$121,381</b>	<b>\$124,291</b>	<b>\$98,983</b>	<b>\$98,983</b>	
<b>Total revenue less in-kind</b>	<b>\$108,461</b>	<b>\$107,681</b>	<b>\$90,633</b>	<b>\$90,633</b>	

## Revenue Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	Our income was very different this year, due to COVID: no ticket sales, because we wanted what we presented (outdoors and sometimes on short notice) to be accessible to all; unconventional programming created little need for a program book, so we had no ad sales and little sponsorship. We were fortunate to receive two COVID relief grants and, early on, an uncharacteristically large \$10,000 donation from one individual who foresaw this to be a tough year. We focused artist fees locally.

## Expense Details

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change	FY 2020 Program	FY 2020 General & Administrative	FY 2020 Fundraising
Personnel expenses - Operating								
Independent contractors	\$84,702	\$82,637	-2%	\$53,446	-35%	\$39,009	\$9,187	\$5,250
Professional fees	\$650	\$650	0%	\$850	31%	\$0	\$850	\$0
Total personnel expenses - Operating	\$85,352	\$83,287	-2%	\$54,296	-35%	\$39,009	\$10,037	\$5,250
Non-personnel expenses - Operating								
Occupancy costs	\$7,558	\$12,054	59%	\$10,819	-10%	\$7,920	\$2,496	\$403
Non-personnel expenses not listed above	\$28,813	\$28,082	-3%	\$6,350	-77%	\$4,707	\$1,643	
Total non-personnel expenses - Operating	\$36,371	\$40,136	10%	\$17,169	-57%	\$12,627	\$4,139	\$403
Total operating expenses	\$121,723	\$123,423	1%	\$71,465	-42%	\$51,636	\$14,176	\$5,653
Total expenses	\$121,723	\$123,423	1%	\$71,465	-42%			
Total expenses less in-kind	\$108,803	\$106,813	-2%	\$63,115	-41%			
Total expenses less depreciation	\$121,723	\$123,423	1%	\$71,465	-42%			
Total expenses less in-kind and depreciation	\$108,803	\$106,813	-2%	\$63,115	-41%			

## Expense Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	COVID: No regular concerts & we didn't want to use "normal" budget for out-of-town artist streams. We felt there was plenty of that already. We focused on area professional musicians who could benefit from our funds and local exposure-they received 80% of our artist fees. We did what we could live/outdoors as we could, & also had innovative collaborations with two museums. We'll fold our excess into 2021 to present more area musician opportunities similar to our fall 2020 events. see <a href="http://www.mfsm.us">www.mfsm.us</a>

**Balance Sheet**

Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
<b>Current assets</b>					
Cash and cash equivalents	\$72,203	\$79,851	11%	\$103,155	29%
Receivables	\$20,000	\$1,688	-92%	\$12,500	641%
Investments - current	\$0	\$0	n/a	\$0	n/a
Prepaid expenses & other	\$400	\$400	0%	\$400	0%
<b>Total current assets</b>	<b>\$92,603</b>	<b>\$81,939</b>	<b>-12%</b>	<b>\$116,055</b>	<b>42%</b>
<b>Long-term/non-current assets</b>					
Investments - non current	\$0	\$0	n/a	\$0	n/a
Fixed assets (net of accumulated depreciation)	\$1,000	\$1,000	0%	\$800	-20%
Non-current assets not listed above			n/a	\$0	n/a
<b>Total long-term/non-current assets</b>	<b>\$1,000</b>	<b>\$1,000</b>	<b>0%</b>	<b>\$800</b>	<b>-20%</b>
<b>Total assets</b>	<b>\$93,603</b>	<b>\$82,939</b>	<b>-11%</b>	<b>\$116,855</b>	<b>41%</b>
<b>Liabilities &amp; Net Assets</b>					
<b>Current liabilities</b>					
Accounts payable and accrued expenses			n/a	\$0	n/a
Deferred revenue	\$0	\$0	n/a	\$0	n/a
Loans - current	\$0	\$0	n/a	\$0	n/a
Additional current liabilities not listed above			n/a	\$0	n/a
<b>Total current liabilities</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>\$0</b>	<b>n/a</b>
<b>Long-term/non-current liabilities</b>					
Long-term/non-current loans	\$0	\$0	n/a	\$0	n/a
Additional long-term/non-current liabilities not listed above	\$12,000	\$12,000	0%	\$12,000	0%
<b>Total long-term/non-current liabilities</b>	<b>\$12,000</b>	<b>\$12,000</b>	<b>0%</b>	<b>\$12,000</b>	<b>0%</b>
<b>Total liabilities</b>	<b>\$12,000</b>	<b>\$12,000</b>	<b>0%</b>	<b>\$12,000</b>	<b>0%</b>
<b>Total net assets</b>	<b>\$81,603</b>	<b>\$70,939</b>	<b>-13%</b>	<b>\$104,855</b>	<b>48%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$93,603</b>	<b>\$82,939</b>	<b>-11%</b>	<b>\$116,855</b>	<b>41%</b>

**Balance Sheet Narrative**

FY 2018	n/a
FY 2019	n/a
FY 2020	As explained earlier, we have more cash on hand due to our inability to do normal programming, and our good fortune with covid relief grant funds. We intend to put some of our net excess of 2020 into early 2021 programming to benefit area artists as current plans evolve and additional opportunities present themselves. Our fixed assets are fairly old and perhaps value is over-inflated. The copier can only be used for internal materials, due to quality and un-repair-able nature of the old machine.

## Balance Sheet Metrics

	FY 2018	FY 2019	% Change	FY 2020	% Change
Months of operating cash -- Total	7.12	7.76	9%	17.32	123%
Working capital -- Total	\$92,603	\$81,939	-12%	\$116,055	42%
Current ratio -- Total			n/a		n/a
Net assets as a % of total expenses	67%	57%	-14%	147%	155%
Fixed assets (net)	\$1,000	\$1,000	0%	\$800	-20%
Condition of fixed assets				25%	
Leverage -- Total	0%	0%	n/a	0%	n/a
Total debt	\$0	\$0	n/a	\$0	n/a
Debt service impact	0%	0%	n/a	0%	n/a

Months of operating cash (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.

Working capital (Current Assets minus Current Liabilities) consists of the 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 (Current Assets divided by 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.

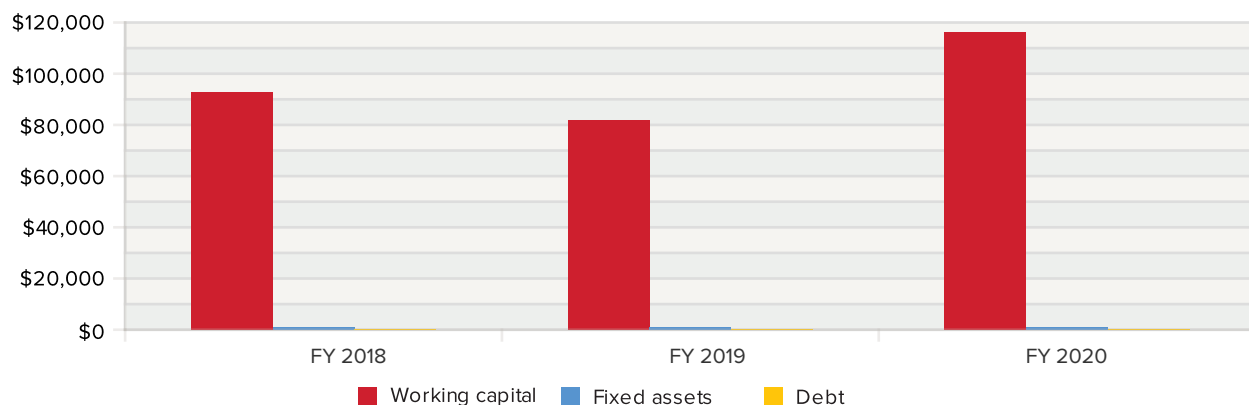
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

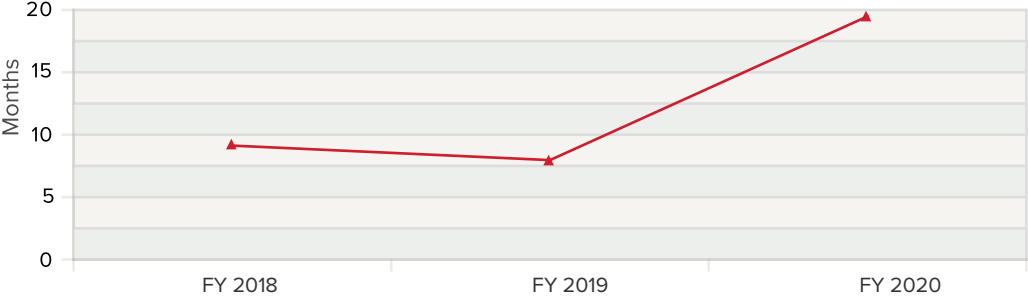
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 Working Capital**





**Attendance**

	FY 2018	FY 2019	% Change	FY 2020	% Change
<b>Total attendance</b>					
Paid	520	725	39%		-100%
Free	1,204	3,901	224%	28,440	629%
<b>Total</b>	<b>1,724</b>	<b>4,626</b>	<b>168%</b>	<b>28,440</b>	<b>515%</b>
<b>In-person attendance</b>					
Paid	520	725	39%		-100%
Free	1,204	3,901	224%	1,200	-69%
<b>Total</b>	<b>1,724</b>	<b>4,626</b>	<b>168%</b>	<b>1,200</b>	<b>-74%</b>
<b>Digital attendance</b>					
Paid			n/a		n/a
Free			n/a	27,240	n/a
<b>Total</b>			<b>n/a</b>	<b>27,240</b>	<b>n/a</b>
In-person attendees 18 and under	427	626	47%	85	-86%
<b>Programs in schools</b>	<b>FY 2018</b>	<b>FY 2019</b>	<b>% Change</b>	<b>FY 2020</b>	<b>% Change</b>
Children served in schools	389	170	-56%		-100%
Hours of instruction	5	5	0%		-100%

**Workforce**

	FY 2018	FY 2019	% Change	FY 2020	% Change
<b>Number of People</b>					
Volunteers	20	12	-40%	15	25%
Independent contractors	23	24	4%	28	17%
Interns and apprentices	0	0	n/a	0	n/a
<b>Total positions</b>	<b>43</b>	<b>36</b>	<b>-16%</b>	<b>43</b>	<b>19%</b>

**Visual & Performing Artists**

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of visual & performing artists	20	21	5%	24	14%
Payments to artists & performers	\$48,872	\$42,410	-13%	\$15,000	-65%

**Covid-19 Impact**

	FY 2018	FY 2019	FY 2020
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

The mission of the Michigan Festival of Sacred Music is to present high-quality events which represent diverse religious traditions, promoting mutual respect and understanding through sharing the music treasured by these traditions, and promoting community interaction. These events include public concerts, lectures, and related workshops.

### 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

Urban

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

## Program Activity

In-person activity	FY 2018		FY 2019		FY 2020	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	17	17	17	17	8	8
Productions (presented)						
Classes/assemblies/other programs in schools	5		5			
Classes/workshops (outside of schools)	0	0	1	2	0	0
Field trips/school visits						
Guided tours						
Lectures	3	3	4	4		
Permanent exhibitions						
Temporary exhibitions					2	
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 2018			FY 2019			FY 2020		
	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	
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions									4
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 2018		FY 2019		FY 2020	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$16,109		\$21,497		\$950	\$0
Contributed revenue	\$105,265		\$102,792		\$98,033	\$226
Operating expense	\$121,723		\$123,423		\$71,465	\$1,628

## Program Activity

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change
Fiscally sponsored projects			n/a		n/a
Amount distributed to fiscally sponsored projects			n/a		n/a
Residencies			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	2	n/a
Works commissioned	0	0	n/a	10	n/a
Films produced			n/a		n/a
World premieres	2		-100%	10	n/a
National premieres	2		-100%	10	n/a
Local/regional premieres	12	16	33%	10	-38%
Published works (physical)			n/a		n/a
Published works (digital)			n/a		n/a
Private lessons (in-person)	0	0	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 2018 n/a

FY 2019 n/a

FY 2020 We presented few "normal" events, but engaged area artists in live settings when we could. We had no "formal" festival, no marketing driving people to a specific collection of events, and we believe this, combined with links from social media to events, explains our lower website data vs 2019. C. 24000 of digital attendees are attributed to our sponsoring an Anthony McGill stream in June which was "presented" by many organizations, helping us decide not to flood internet with our own streams.