

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:
 NISP Discipline: 2 - Music Board Members: 7
 NISP Institution: 14 - Fair/Festival Fiscal year end date: 12-31
 NTEE: A20 - Arts & Culture

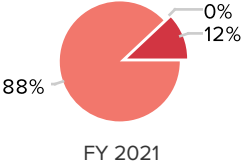
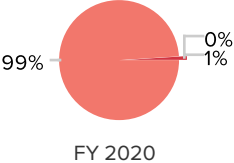
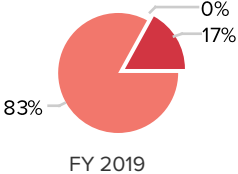
Applicant is not audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
Unrestricted operating revenue					
Earned program	\$9,397	\$0	-100%	\$3,597	n/a
Earned non-program	\$12,100	\$950	-92%	\$9,099	858%
Total earned revenue	\$21,497	\$950	-96%	\$12,696	1,236%
Investment revenue	\$2	\$0	-100%	\$0	n/a
Contributed revenue	\$102,792	\$98,033	-5%	\$95,311	-3%
Total unrestricted operating revenue	\$124,291	\$98,983	-20%	\$108,007	9%
Less in-kind	\$16,610	\$8,350	-50%	\$8,350	0%
Unrestricted operating revenue less in-kind	\$107,681	\$90,633	-16%	\$99,657	10%
Operating expenses					
Program	\$102,056	\$51,636	-49%	\$90,037	74%
Management & general	\$14,813	\$14,176	-4%	\$13,497	-5%
Fundraising	\$6,554	\$5,653	-14%	\$5,430	-4%
Total operating expenses	\$123,423	\$71,465	-42%	\$108,964	52%
Less in-kind	\$16,610	\$8,350	-50%	\$8,350	0%
Unrestricted operating expenses less in-kind	\$106,813	\$63,115	-41%	\$100,614	59%
Unrestricted change in net assets - operating	\$868	\$27,518	3,070%	-\$957	-103%
Unrestricted change in net assets	\$868	\$27,518	3,070%	-\$957	-103%
Restricted change in net assets			n/a		n/a
Total change in net assets	\$868	\$27,518	3,070%	-\$957	-103%

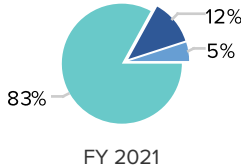
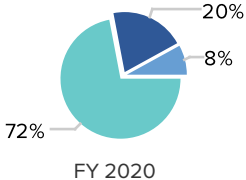
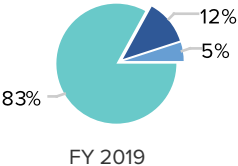
Unrestricted Operating Revenue by Source

- 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		\$0			
Membership fees - individuals		\$0		\$0	\$0
Membership fees - organizations		\$0			
Ticket sales & admissions	\$9,397	\$0	\$2,497	\$2,497	
Education revenue	\$0	\$0			
Publication sales		\$0			
Gallery sales		\$0			
Contracted services & touring fees		\$0			
Royalty & reproduction revenue	\$0	\$0			
Earned - program not listed above		\$0	\$1,100	\$1,100	
Total earned - program	\$9,397	\$0	\$3,597	\$3,597	
Earned - Non-program					
Rental revenue		\$0			
Sponsorship revenue	\$9,900	\$950	\$9,099	\$9,099	
Attendee-generated revenue not listed above	\$2,200	\$0			
Earned non-program not listed above		\$0			
Total earned - non-program	\$12,100	\$950	\$9,099	\$9,099	
Total earned revenue	\$21,497	\$950	\$12,696	\$12,696	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$1,295	\$1,474	\$1,455	\$1,455	
Individual	\$14,066	\$19,609	\$9,172	\$9,172	
Corporate	\$759	\$332	\$459	\$459	
Foundation	\$46,500	\$43,000	\$58,000	\$58,000	
County government	\$1,282	\$11,018	\$375	\$375	
State government	\$17,400	\$8,890	\$9,736	\$9,736	
Federal government	\$4,880	\$5,360	\$7,764	\$7,764	
In-kind operating contributions	\$16,610	\$8,350	\$8,350	\$8,350	
Special fundraising events		\$0			
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$102,792	\$98,033	\$95,311	\$95,311	
Operating investment revenue	\$2	\$0	\$0	\$0	
Total operating revenue	\$124,291	\$98,983	\$108,007	\$108,007	
Total operating revenue less operating in-kind	\$107,681	\$90,633	\$99,657	\$99,657	
Total revenue	\$124,291	\$98,983	\$108,007	\$108,007	
Total revenue less in-kind	\$107,681	\$90,633	\$99,657	\$99,657	

Revenue Narrative

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.
FY 2021	\$8500 in our grant income was from the Music Performance Trust Fund and went directly to pay in full musicians and technicians for a series of live-streamed concerts. We normally would not do such streams, but we were happy to be the sponsor needed to get these funds to area musicians...this seemed fairly "sacred" in these trying times. Otherwise, we were committed to doing in-person experiences which meant a lot of outdoor, free things. Our schedule also molded to opportunities that arose.

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								
Independent contractors	\$82,637	\$53,446	-35%	\$86,130	61%	\$71,693	\$9,187	\$5,250
Professional fees	\$650	\$850	31%	\$650	-24%		\$650	
Total personnel expenses - Operating	\$83,287	\$54,296	-35%	\$86,780	60%	\$71,693	\$9,837	\$5,250
Non-personnel expenses - Operating								
Occupancy costs	\$12,054	\$10,819	-10%	\$12,424	15%	\$9,279	\$3,145	
Non-personnel expenses not listed above	\$28,082	\$6,350	-77%	\$9,760	54%	\$9,065	\$515	\$180
Total non-personnel expenses - Operating	\$40,136	\$17,169	-57%	\$22,184	29%	\$18,344	\$3,660	\$180
Total operating expenses	\$123,423	\$71,465	-42%	\$108,964	52%	\$90,037	\$13,497	\$5,430
Total expenses	\$123,423	\$71,465	-42%	\$108,964	52%			
Total expenses less in-kind	\$106,813	\$63,115	-41%	\$100,614	59%			
Total expenses less depreciation	\$123,423	\$71,465	-42%	\$108,964	52%			
Total expenses less in-kind and depreciation	\$106,813	\$63,115	-41%	\$100,614	59%			

Expense Narrative

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 www.mfsm.us
FY 2021	We had reduced program expense in 2020 due to covid. We resolved to use "leftover" 2020 program budget in early 2021 and increased programming as we were able throughout the year, doing a lot outside. This creates a large disparity in particularly program expense between 2020 and 2021. We are fortunate that our year-end account balances for 2020 and 2021 are very close (2021 ended with \$500 more), so we managed to balance income and expense responsibly both years.

Balance Sheet

Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
Current assets					
Cash and cash equivalents	\$79,851	\$103,155	29%	\$99,904	-3%
Receivables	\$1,688	\$12,500	641%	\$14,500	16%
Investments - current	\$0	\$0	n/a		n/a
Prepaid expenses & other	\$400	\$400	0%	\$375	-6%
Total current assets	\$81,939	\$116,055	42%	\$114,779	-1%
Long-term/non-current assets					
Investments - non current	\$0	\$0	n/a		n/a
Fixed assets (net of accumulated depreciation)	\$1,000	\$800	-20%	\$700	-12%
Non-current assets not listed above		\$0	n/a		n/a
Total long-term/non-current assets	\$1,000	\$800	-20%	\$700	-12%
Total assets	\$82,939	\$116,855	41%	\$115,479	-1%
Liabilities & Net Assets					
	FY 2019	FY 2020	% Change	FY 2021	% Change
Current liabilities					
Accounts payable and accrued expenses		\$0	n/a		n/a
Deferred revenue	\$0	\$0	n/a		n/a
Loans - current	\$0	\$0	n/a		n/a
Additional current liabilities not listed above		\$0	n/a		n/a
Total current liabilities	\$0	\$0	n/a		n/a
Long-term/non-current liabilities					
Long-term/non-current loans	\$0	\$0	n/a		n/a
Additional long-term/non-current liabilities not listed above	\$12,000	\$12,000	0%	\$12,000	0%
Total long-term/non-current liabilities	\$12,000	\$12,000	0%	\$12,000	0%
Total liabilities	\$12,000	\$12,000	0%	\$12,000	0%
Total net assets	\$70,939	\$104,855	48%	\$103,479	-1%
Total liabilities & net assets	\$82,939	\$116,855	41%	\$115,479	-1%

Balance Sheet Narrative

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.
FY 2021	At present we only have one grant awarded and not paid, but we will soon be applying for more. Similarly, we have events upcoming and we have staff expenses, but the amount shown should cover a few months until more revenue comes in

Balance Sheet Metrics

	FY 2019	FY 2020	% Change	FY 2021	% Change
Months of operating cash -- Total	7.76	17.32	123%	11	-36%
Working capital -- Total	\$81,939	\$116,055	42%	\$114,779	-1%
Current ratio -- Total			n/a		n/a
Net assets as a % of total expenses	57%	147%	155%	95%	-35%
Fixed assets (net)	\$1,000	\$800	-20%	\$700	-12%
Condition of fixed assets		25%		0%	
Leverage -- Total	0%	0%	n/a		n/a
Total debt	\$0	\$0	n/a		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.

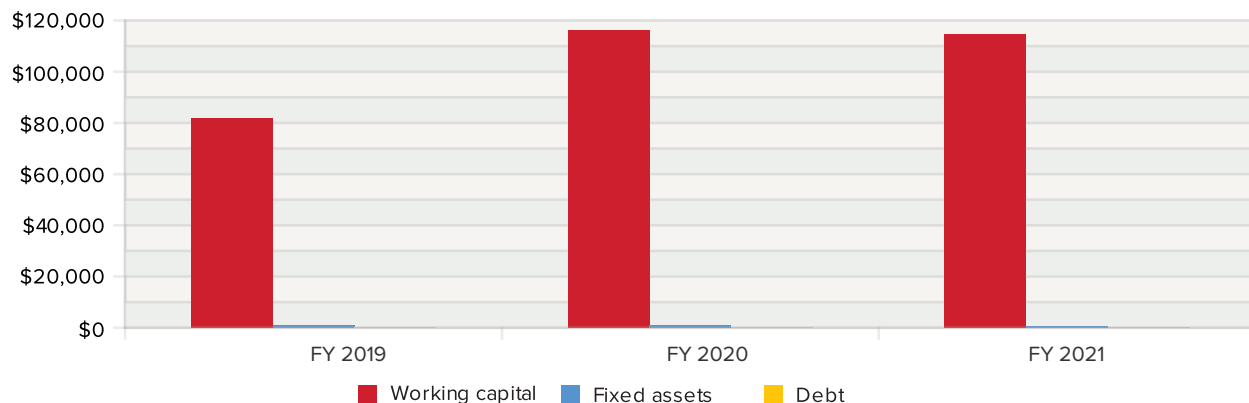
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

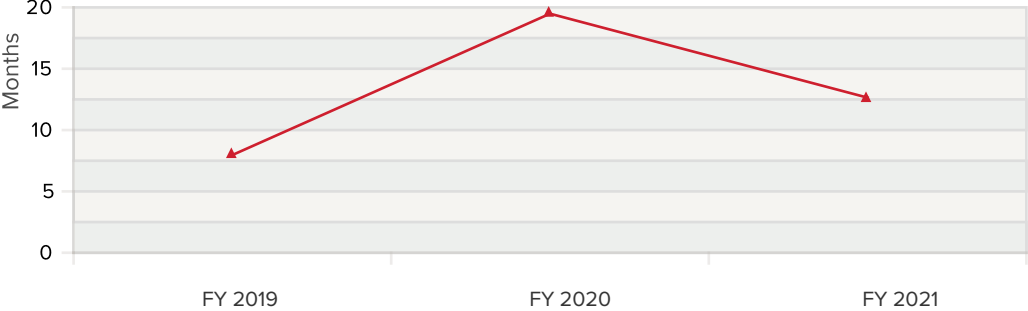
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 2019	FY 2020	% Change	FY 2021	% Change
Total attendance					
Paid	725		-100%	180	n/a
Free	3,901	28,440	629%	3,686	-87%
Total	4,626	28,440	515%	3,866	-86%
In-person attendance					
Paid	725		-100%	180	n/a
Free	3,901	1,200	-69%	960	-20%
Total	4,626	1,200	-74%	1,140	-5%
Digital attendance					
Paid			n/a		n/a
Free		27,240	n/a	2,726	-90%
Total		27,240	n/a	2,726	-90%
In-person attendees 18 and under	626	85	-86%	95	12%
Programs in schools	FY 2019	FY 2020	% Change	FY 2021	% Change
Children served in schools	170		-100%		n/a
Hours of instruction	5		-100%		n/a

Workforce

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of People					
Volunteers	12	15	25%	10	-33%
Independent contractors	24	28	17%	30	7%
Interns and apprentices	0	0	n/a		n/a
Total positions	36	43	19%	40	-7%

Visual & Performing Artists

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists	21	24	14%	25	4%
Payments to artists & performers	\$42,410	\$15,000	-65%	\$43,547	190%

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

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 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	17	17	8	8		
Productions (presented)					12	12
Classes/assemblies/other programs in schools	5					
Classes/workshops (outside of schools)	1	2	0	0	0	0
Field trips/school visits						
Guided tours						
Lectures	4	4				
Permanent exhibitions						
Temporary exhibitions			2		1	
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				
Productions (presented)							15	15	3
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions						4			2
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	\$21,497		\$950	\$0	\$12,696	\$0
Contributed revenue	\$102,792		\$98,033	\$226	\$95,311	\$250
Operating expense	\$123,423		\$71,465	\$1,628	\$108,964	\$2,263

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			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		2	n/a	2	0%
Works commissioned	0	10	n/a	10	0%
Films produced			n/a		n/a
World premieres		10	n/a	10	0%
National premieres		10	n/a	10	0%
Local/regional premieres	16	10	-38%	10	0%
Published works (physical)			n/a		n/a
Published works (digital)			n/a		n/a
Private lessons (in-person)	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 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.
FY 2021	Most of our livestream concerts were done in order to provide sponsorship for Music Performance Trust Fund events. Future similar livestreams will be dependent on MPTF funds available.