

Cultural Data Project Funder Report



Organization Name Jackson Symphony Orchestra Association
Federal ID # 38-2146747

Fiscal Year End Date 06/30

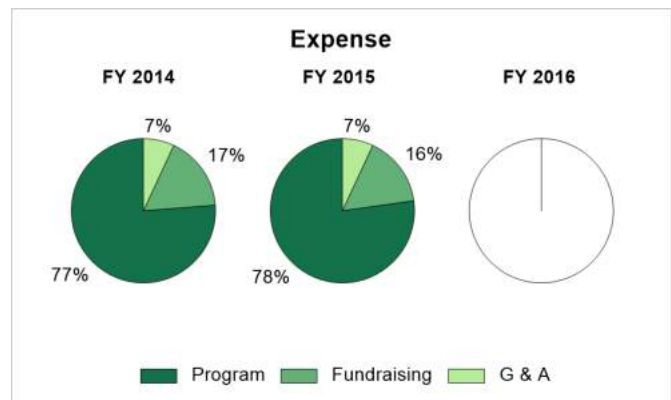
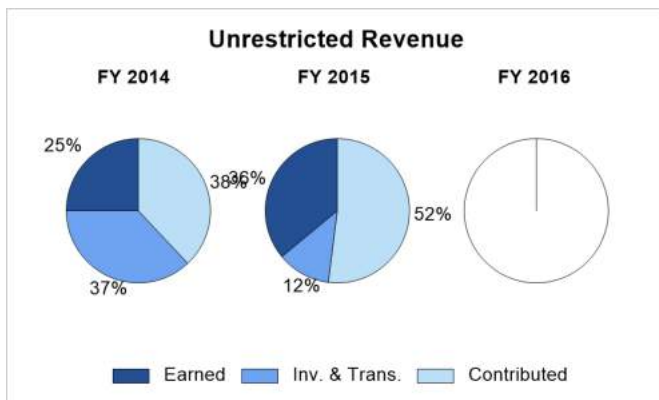
This applicant is audited or reviewed by an independent accounting firm.

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

Data Profile Status: FY 2014 - Review Complete, FY 2015 - Submitted/Completed, FY 2016 - In Progress

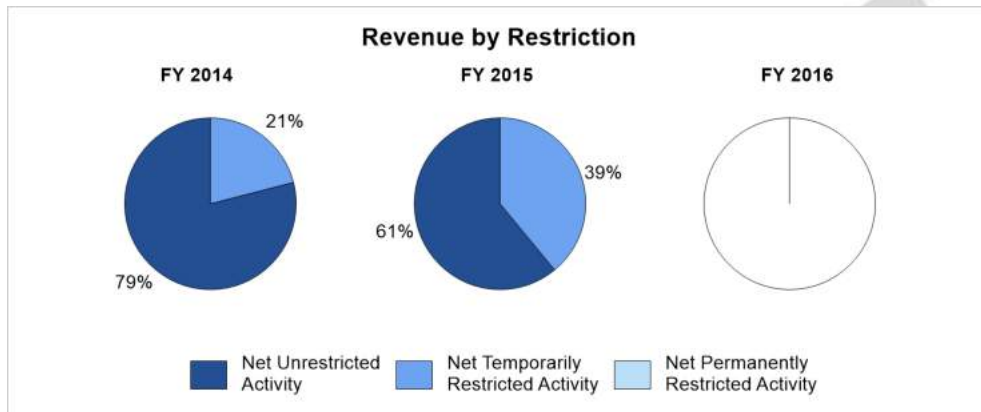
FINANCIAL SUMMARY

Financial Activity	FY 2014	FY 2015	% chg	FY 2016	% chg
Unrestricted Activity					
Revenue					
Earned					
Program	\$231,129	\$304,001	32%	\$0	n/a
Non-program	25,042	20,205	-19%	0	n/a
Total Earned	256,171	324,206	27%	0	n/a
Investments and Transfers	380,168	113,579	-70%	0	n/a
Contributed	392,258	474,867	21%	0	n/a
Total Unrestricted Revenue	\$1,028,597	\$912,652	-11%	\$0	n/a
Expenses					
Program	\$659,620	\$756,747	15%	\$0	n/a
Fundraising	142,936	151,618	6%	0	n/a
General and Administrative	58,862	67,739	15%	0	n/a
Total Expenses	\$861,418	\$976,104	13%	\$0	n/a

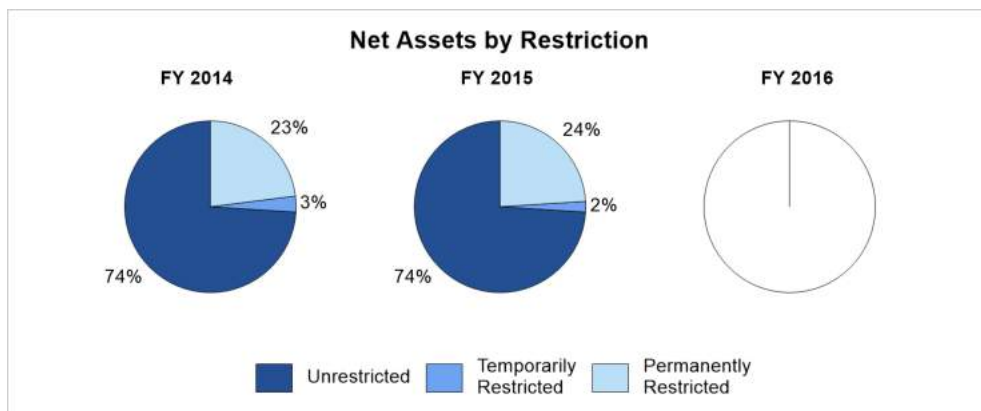


FINANCIAL SUMMARY (continued)

Financial Activity Continued	FY 2014	FY 2015	% chg	FY 2016	% chg
Net Unrestricted Activity	\$167,179	(\$63,452)	-138%	\$0	n/a
Net Temporarily Restricted Activity	44,522	(40,762)	-192%	0	n/a
Net Permanently Restricted Activity	0	0	n/a	0	n/a
Net Total Activity	\$211,701	(\$104,214)	-149%	\$0	n/a



Balance Sheet Summary	FY 2014	FY 2015	% chg	FY 2016	% chg
Total Assets	\$4,727,843	\$4,582,281	-3%	\$0	n/a
Total Liabilities	131,966	90,618	-31%	0	n/a
Total Net Assets	4,595,877	4,491,663	-2%	0	n/a
Total Liabilities & Net Assets	\$4,727,843	\$4,582,281	-3%	\$0	n/a



MISSION STATEMENT

Mission Statement

3a Organization Mission Statement Be one of the most innovative, inspiring and successful music arts organizations in Michigan.

ATTENDANCE TRENDS

Attendance	FY 2014	FY 2015	FY 2016
Total paid attendance	5,500	5,410	0
Physical	5,500	5,410	0
Virtual	0	0	0
Total free attendance	550	2,200	0
Physical	550	2,200	0
Virtual	0	0	0
Total Attendance	6,050	7,610	0

CONTRIBUTED REVENUE DETAIL

Contributors	FY 2014		FY 2015		FY 2016	
	# Contributors	Amt Contrib	# Contributors	Amt Contrib	# Contributors	Amt Contrib
Individuals	303	\$168,920	236	\$142,852	0	\$0
Board	34	\$31,700	26	\$37,524	0	\$0
Corporate	13	\$53,500	14	\$56,600	0	\$0
Foundation	5	\$77,500	3	\$60,000	0	\$0
Government	1	\$17,000	1	\$16,500	0	\$0
Total	356	\$348,620	280	\$313,476	0	\$0

PROGRAM ACTIVITY

Program Activity	FY 2014	FY 2015	FY 2016
Live Productions - Self-produced	7	11	0
Live Productions - Presented only	8	20	0
Public Performances - Home	7	11	0
Classes/Workshops - for the public/constituents	7	1	0
World Premieres	1	1	0
Works Commissioned	1	1	0
Off-site school programs	2	1	0
Number of off-site school program occurrences	230	200	0
Facility Rentals - By your org. for your program use	6	7	0
Rentals of your facility by others	21	17	0

STAFFING TRENDS

Salaried Staff	FY 2014	FY 2015	FY 2016
Full-time Permanent Employees	5.00	5.00	0.00
Part-time/Seasonal Employees	1.00	2.00	0.00
Part-time/Seasonal Empl. - FTEs	0.50	0.50	0.00

Full Time Equivalents (FTEs) - Salaried Staff	FY 2014	FY 2015	FY 2016
Program			
Artists & Performers	1.00	1.00	0.00
Program - All Other	1.00	1.00	0.00
Total Program	2.00	2.00	0.00
Fundraising	1.00	1.00	0.00
General & Administrative	2.50	2.50	0.00
Total FTEs	5.50	5.50	0.00

Full-time equivalents (FTEs) are the number of full-time staff that non-full-time staff are judged to constitute. For example, two part-time staff members working 20 hours per week year-round are equal to one full-time equivalent (FTE).

Salaries and Fringe Benefits - Salaried Staff	FY 2014	FY 2015	FY 2016
Program			
Artists & Performers	\$152,978	\$76,560	\$0
Program - All Other	39,526	122,483	0
Total program	192,504	199,043	0
Fundraising	65,965	83,599	0
General & Administrative	34,144	42,704	0
Total Salaries and Fringe	\$292,613	\$325,346	\$0

Total Salaries and Fringe are for employees on an organization's payroll.

Non-Salaried Staff	FY 2014	FY 2015	FY 2016
Full-time Volunteers	0.00	0.00	0.00
Part-time Volunteers	10.00	10.00	0.00
Part-time Volunteers - FTEs	1.00	1.00	0.00
Independent Contractors	117.00	122.00	0.00
Independent Contractors - FTEs	12.00	13.00	0.00
Interns/Apprentices	0.00	0.00	0.00
Interns/Apprentices - FTEs	0.00	0.00	0.00

REVENUE

EARNED	FY 2014	FY 2015	% chg	FY 2016	% chg
1 Admissions	\$0	\$0	n/a	\$0	n/a
2 Ticket Sales	30,936	52,192	69%	0	n/a
3 Tuitions	131,674	185,418	41%	0	n/a
4 Workshop & Lecture Fees	0	0	n/a	0	n/a
5 Touring Fees	0	0	n/a	0	n/a
6 Special Events - Non-fundraising	0	0	n/a	0	n/a
7 Gift Shop/Merchandise Sales	5,050	0	n/a	0	n/a
7a Gallery/Publication Sales	0	0	n/a	0	n/a
8 Food Sales/Concession Revenue	0	0	n/a	0	n/a
8a Parking Concessions	0	0	n/a	0	n/a
9 Membership Dues/Fees	0	0	n/a	0	n/a
10 Subscriptions - Performance	68,519	66,391	-3%	0	n/a
10a Subscriptions - Media	0	0	n/a	0	n/a
11 Contracted Services/Performance Fees	0	0	n/a	0	n/a
12 Rental Income	15,535	15,060	-3%	0	n/a
13 Royalties/Rights & Reproductions	0	0	n/a	0	n/a
14 Advertising Revenue	4,457	5,145	15%	0	n/a
15 Sponsorship Revenue	0	0	n/a	0	n/a
16 Investments-Realized Gains (Losses)	47,160	164,928	250%	0	n/a
17 Investments-Unrealized Gains (Losses)	280,691	(119,574)	-143%	0	n/a
18 Interest & Dividends	52,317	68,225	30%	0	n/a
19 Other Earned Revenue	0	0	n/a	0	n/a
20 Total Earned Revenue	\$636,339	\$437,785	-31%	\$0	n/a
CONTRIBUTED	FY 2014	FY 2015	% chg	FY 2016	% chg
21 Trustee/Board Contributions	\$31,700	\$37,524	18%	\$0	n/a
22 Individual Contributions	168,920	142,852	-15%	0	n/a
23 Corporate Contributions	53,500	56,600	6%	0	n/a
24 Foundation Contributions	77,500	60,000	-23%	0	n/a
25 Government - City	0	0	n/a	0	n/a
26 Government - County	0	0	n/a	0	n/a
27 Government - State	17,000	16,500	-3%	0	n/a
28 Government - Federal	0	0	n/a	0	n/a
28a Tribal Contributions	0	0	n/a	0	n/a
29 Special Events - Fundraising	0	0	n/a	0	n/a
30 Other Contributions	86,005	118,399	38%	0	n/a
30b Parent Organization Support	0	0	n/a	0	n/a
30c Related Organization Contributions	0	0	n/a	0	n/a
31 In-kind Contributions	2,155	2,230	3%	0	n/a
32 Net Assets Released from Restrictions	0	0	n/a	0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	436,780	434,105	-1%	0	n/a
34 Total Earned and Contributed Revenue Including Net Assets Released	\$1,073,119	\$871,890	-19%	\$0	n/a
35 Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
TOTAL REVENUE	FY 2014	FY 2015	% chg	FY 2016	% chg
36 Total Revenue	\$1,073,119	\$871,890	-19%	\$0	n/a
Total Revenue (Not Including In-Kind)	\$1,070,964	\$869,660	-19%	\$0	n/a

EXPENSE

EXPENSE	FY 2014	FY 2015	% chg	FY 2016	% chg
1 Total Salaries & Fringe	\$292,613	\$325,346	11%	\$0	n/a
2 Accounting	\$840	\$840	0%	\$0	n/a
3 Advertising and Marketing	\$22,796	\$23,835	5%	\$0	n/a
4 Artist Commission Fees	\$9,100	\$750	-92%	\$0	n/a
4a Artist Consignments	\$0	\$0	n/a	\$0	n/a
5 Artists & Performers - Non-Salaried	\$134,061	\$180,336	35%	\$0	n/a
6 Audit	\$7,750	\$5,725	-26%	\$0	n/a
7 Bank Fees	\$4,650	\$4,930	6%	\$0	n/a
8 Repairs & Maintenance	\$18,616	\$21,460	15%	\$0	n/a
9 Catering & Hospitality	\$0	\$0	n/a	\$0	n/a
10 Collections Conservation	\$0	\$0	n/a	\$0	n/a
11 Collections Management	\$0	\$0	n/a	\$0	n/a
12 Conferences & Meetings	\$1,810	\$1,631	-10%	\$0	n/a
13 Cost of Sales	\$0	\$0	n/a	\$0	n/a
14 Depreciation	\$69,190	\$53,463	-23%	\$0	n/a
15 Dues & Subscriptions	\$703	\$1,200	71%	\$0	n/a
16 Equipment Rental	\$0	\$0	n/a	\$0	n/a
17 Facilities - Other	\$0	\$0	n/a	\$0	n/a
18 Fundraising Expenses - Other	\$0	\$0	n/a	\$0	n/a
19 Fundraising Professionals	\$0	\$0	n/a	\$0	n/a
20 Grantmaking Expense	\$0	\$0	n/a	\$0	n/a
21 Honoraria	\$0	\$0	n/a	\$0	n/a
22 In-Kind Contributions	\$0	\$0	n/a	\$0	n/a
23 Insurance	\$9,974	\$10,890	9%	\$0	n/a
24 Interest Expense	\$0	\$0	n/a	\$0	n/a
25 Internet & Website	\$6,000	\$4,862	-19%	\$0	n/a
26 Investment Fees	\$0	\$0	n/a	\$0	n/a
27 Legal Fees	\$0	\$4,930	n/a	\$0	n/a
28 Lodging & Meals	\$0	\$0	n/a	\$0	n/a
29 Major Repairs	\$0	\$0	n/a	\$0	n/a
30 Office Expense - Other	\$0	\$0	n/a	\$0	n/a
31 Other	\$40,186	\$29,092	-28%	\$0	n/a
32 Postage & Shipping	\$5,240	\$6,784	29%	\$0	n/a
33 Printing	\$5,120	\$7,567	48%	\$0	n/a
34 Production & Exhibition Costs	\$32,151	\$17,084	-47%	\$0	n/a
34a Programs - Other	\$135,345	\$207,517	53%	\$0	n/a
35 Professional Development	\$305	\$5,000	1539%	\$0	n/a
36 Professional Fees - Other	\$4,462	\$0	n/a	\$0	n/a
37 Public Relations	\$0	\$0	n/a	\$0	n/a
38 Rent	\$15,044	\$15,686	4%	\$0	n/a
38a Recording & Broadcast Costs	\$4,132	\$4,210	2%	\$0	n/a
38b Royalties/Rights & Reproductions	\$2,512	\$1,434	-43%	\$0	n/a
39 Sales Commission Fees	\$0	\$0	n/a	\$0	n/a
39a Security	\$540	\$540	0%	\$0	n/a
40 Supplies - Office & Other	\$21,160	\$24,998	18%	\$0	n/a
41 Telephone	\$2,544	\$2,554	-0%	\$0	n/a
42 Touring	\$0	\$0	n/a	\$0	n/a
43 Travel	\$0	\$0	n/a	\$0	n/a
44 Utilities	\$14,574	\$13,440	-8%	\$0	n/a
TOTAL EXPENSE	FY 2014	FY 2015	% chg	FY 2016	% chg
45 Total Expenses	\$861,418	\$976,104	13%	\$0	n/a
46 Change in Total Net Assets	\$211,701	(\$104,214)	-149%	\$0	n/a

BALANCE SHEET

This applicant has not provided Balance Sheet data. This may be due to the fact that the applicant is not independently audited by a public accounting firm or does not generate a Balance Sheet as part of its internal financial documents.

Assets	FY 2014	FY 2015	% chg	FY 2016	% chg
Current assets					
1 Cash & Cash Equivalents	\$240,615	\$99,577	-59%	\$0	n/a
2 Accounts Receivable	19,143	150,237	685%	0	n/a
3 Pledges Receivable - Current	59,745	13,587	-77%	0	n/a
4 Grants Receivable - Current	0	0	n/a	0	n/a
5 Contracts Receivable	0	0	n/a	0	n/a
6 Receivables - Other	0	0	n/a	0	n/a
7 Inventory	0	0	n/a	0	n/a
8 Endowment Investments - Board Designated	0	0	n/a	0	n/a
9 Endowment Investments - Term	145,825	105,063	-28%	0	n/a
10 Endowment Investments - Permanently Restricted	1,059,750	1,059,750	0%	0	n/a
11 Investments - All Other Marketable Securities	2,020,501	2,030,376	-0%	0	n/a
12 Prepaid Expenses	15,616	2,065	-87%	0	n/a
Non-Current Assets					
14 Fixed Assets - Land	\$0	\$0	n/a	\$0	n/a
15 Fixed Assets - Building	1,576,148	1,576,148	0%	0	n/a
16 Fixed Assets - Furniture, Fixtures & Equipment	267,416	272,305	2%	0	n/a
16a Leasehold Improvements	0	0	n/a	0	n/a
17 Accumulated Depreciation (must be a negative number)	(683,216)	(730,127)	-7%	0	n/a
18 Pledges Receivable - Non-current	6,300	3,300	-48%	0	n/a
19 Grants Receivable - Non-current	0	0	n/a	0	n/a
20 Other - Non-current Assets	0	0	n/a	0	n/a
21 Interfund Balances (must total to zero)	0	0	n/a	0	n/a
22 Total Assets	\$4,727,843	\$4,582,281	-3%	\$0	n/a
Liabilities & Net Assets					
Current Liabilities					
23 Accounts Payable	\$11,272	\$9,719	-14%	\$0	n/a
24 Accrued Expenses	0	0	n/a	0	n/a
25 Grants Payable - Current	0	0	n/a	0	n/a
26 Credit Line Payable	0	0	n/a	0	n/a
27 Mortgages Payable - Current	0	0	n/a	0	n/a
28 Other Loans & Notes - Current	0	0	n/a	0	n/a
29 Deferred Revenue	120,694	80,899	-33%	0	n/a
30 Other Current Liabilities	0	0	n/a	0	n/a
Non-Current Liabilities					
31 Grants Payable - Non-current	\$0	\$0	n/a	\$0	n/a
32 Mortgages Payable - Non-current	0	0	n/a	0	n/a
33 Other Loans & Notes - Non-current	0	0	n/a	0	n/a
34 Other - Non-current Liabilities	0	0	n/a	0	n/a
35 Interfund Balances (must total zero)	0	0	n/a	0	n/a
Net Assets					
36 Net Assets	\$4,595,877	\$4,491,663	-2%	\$0	n/a
37 Total Liabilities & Net Assets	\$4,727,843	\$4,582,281	-3%	\$0	n/a

BALANCE SHEET TRENDS

The key measures of financial position below can help understand the capital structure of an organization.

This applicant has not provided Balance Sheet data. This may be due to the fact that the applicant is not independently audited by a public accounting firm or does not generate a Balance Sheet as part of its internal financial documents.

Financial Position	FY 2014	FY 2015	FY 2016
Net assets as a % of total expenses	534%	460%	n/a
Total working capital	\$2,223,654	\$2,205,224	\$0
Current Ratio	1,785%	2,534%	n/a
Operating Margin	21%	-11%	n/a
Months of operating cash	3.4	1.2	0.0
Unrestricted Net Assets (URNA) net of Property, Plant and Equipment (PPE)	\$2,229,954	\$2,208,524	\$0
Debt Service Impact	0%	0%	n/a
Fundraising Efficiency	306%	286%	n/a

Net assets as a % 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.

Total working capital consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) 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.

The 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.

Operating Margin (Change in Net Assets divided by Unrestricted Total Revenue) is a measurement of a company's efficiency in operating.

Months of Operating Cash: $\text{Cash} + \text{Short Term Investments} / (\text{Total Expense} / 12)$. The ratio is calculated using unrestricted numbers only.

Unrestricted Net Assets net of Property, Plant and Equipment: URNA – (Net Fixed Assets – mortgage debt)

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.

Fundraising Efficiency (Contributed Revenue divided by Fundraising Expense) calculates the average dollar amount of contributions raised from each dollar spent on fundraising.