

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:	8
NISP Institution:	14 - Fair/Festival	Fiscal year end date:	12-31
NTEE:	A20 - Arts & Culture		

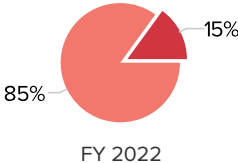
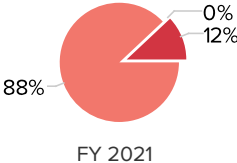
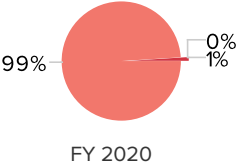
Applicant is not audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2020	FY 2021	% Change	FY 2022	% Change
Unrestricted operating revenue					
Earned program	\$0	\$3,597	n/a	\$8,035	123%
Earned non-program	\$950	\$9,099	858%	\$6,250	-31%
Total earned revenue	\$950	\$12,696	1,236%	\$14,285	13%
Investment revenue	\$0	\$0	n/a		n/a
Contributed revenue	\$98,033	\$95,311	-3%	\$83,628	-12%
Total unrestricted operating revenue	\$98,983	\$108,007	9%	\$97,913	-9%
Less in-kind	\$8,350	\$8,350	0%	\$7,450	-11%
Unrestricted operating revenue less in-kind	\$90,633	\$99,657	10%	\$90,463	-9%
Operating expenses					
Program	\$51,636	\$90,037	74%	\$98,651	10%
Management & general	\$14,176	\$13,497	-5%	\$14,403	7%
Fundraising	\$5,653	\$5,430	-4%	\$6,422	18%
Total operating expenses	\$71,465	\$108,964	52%	\$119,476	10%
Less in-kind	\$8,350	\$8,350	0%	\$7,450	-11%
Unrestricted operating expenses less in-kind	\$63,115	\$100,614	59%	\$112,026	11%
Unrestricted change in net assets - operating	\$27,518	-\$957	-103%	-\$21,563	-2,153%
Unrestricted change in net assets	\$27,518	-\$957	-103%	-\$21,563	-2,153%
Restricted change in net assets			n/a		n/a
Total change in net assets	\$27,518	-\$957	-103%	-\$21,563	-2,153%

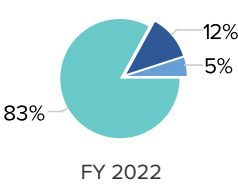
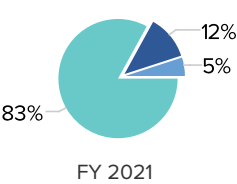
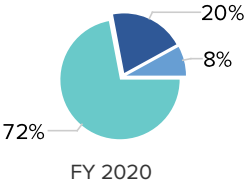
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue	FY 2020	FY 2021	FY 2022	FY 2022	FY 2022
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions	\$0				
Membership fees - individuals	\$0			\$0	\$0
Membership fees - organizations	\$0				
Ticket sales & admissions	\$0	\$2,497	\$6,785	\$6,785	
Education revenue	\$0				
Publication sales	\$0				
Gallery sales	\$0				
Contracted services & touring fees	\$0				
Royalty & reproduction revenue	\$0				
Earned - program not listed above	\$0	\$1,100	\$1,250	\$1,250	
Total earned - program	\$0	\$3,597	\$8,035	\$8,035	
Earned - Non-program					
Rental revenue	\$0				
Sponsorship revenue	\$950	\$9,099	\$6,250	\$6,250	
Attendee-generated revenue not listed above	\$0				
Earned non-program not listed above	\$0				
Total earned - non-program	\$950	\$9,099	\$6,250	\$6,250	
Total earned revenue	\$950	\$12,696	\$14,285	\$14,285	

Contributed	FY 2020 Total	FY 2021 Total	FY 2022 Total	FY 2022 Unrestricted	FY 2022 Restricted
Trustee & board	\$1,474	\$1,455	\$1,101	\$1,101	
Individual	\$19,609	\$9,172	\$10,429	\$10,429	
Corporate	\$332	\$459	\$18	\$18	
Foundation	\$43,000	\$58,000	\$43,600	\$43,600	
County government	\$11,018	\$375	\$4,500	\$4,500	
State government	\$8,890	\$9,736	\$10,536	\$10,536	
Federal government	\$5,360	\$7,764	\$5,994	\$5,994	
In-kind operating contributions	\$8,350	\$8,350	\$7,450	\$7,450	
Special fundraising events	\$0				
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$98,033	\$95,311	\$83,628	\$83,628	
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$98,983	\$108,007	\$97,913	\$97,913	
Total operating revenue less operating in-kind	\$90,633	\$99,657	\$90,463	\$90,463	
Total revenue	\$98,983	\$108,007	\$97,913	\$97,913	
Total revenue less in-kind	\$90,633	\$99,657	\$90,463	\$90,463	

Revenue Narrative

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.
FY 2022	In 2020 and 2021 we were eligible for more covid recovery grant funds than in 2022. In 2022, though we did more indoor programs, we did not have as much audience as pre-covid and that lack of involvement and awareness could also have affected sponsorships. We also did not have capacity to really seek out new sponsorships and one of our major sponsors went from \$5000 to \$1000. This change was possibly due to our late "ask".

Expense Details

	FY 2020 Total	FY 2021 Total	% Change	FY 2022 Total	% Change	FY 2022 Program	FY 2022 General & Administrative	FY 2022 Fundraising
Personnel expenses - Operating								
Independent contractors	\$53,446	\$86,130	61%	\$88,451	3%	\$73,714	\$9,187	\$5,550
Professional fees	\$850	\$650	-24%	\$600	-8%		\$600	
Total personnel expenses - Operating	\$54,296	\$86,780	60%	\$89,051	3%	\$73,714	\$9,787	\$5,550
Non-personnel expenses - Operating								
Occupancy costs	\$10,819	\$12,424	15%	\$11,961	-4%	\$8,037	\$3,424	\$500
Depreciation	\$0	\$0	n/a	\$100	n/a		\$100	
Non-personnel expenses not listed above	\$6,350	\$9,760	54%	\$18,364	88%	\$16,900	\$1,092	\$372
Total non-personnel expenses - Operating	\$17,169	\$22,184	29%	\$30,425	37%	\$24,937	\$4,616	\$872
Total operating expenses	\$71,465	\$108,964	52%	\$119,476	10%	\$98,651	\$14,403	\$6,422
Total expenses	\$71,465	\$108,964	52%	\$119,476	10%			
Total expenses less in-kind	\$63,115	\$100,614	59%	\$112,026	11%			
Total expenses less depreciation	\$71,465	\$108,964	52%	\$119,376	10%			
Total expenses less in-kind and depreciation	\$63,115	\$100,614	59%	\$111,926	11%			

Expense Narrative

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.
FY 2022	Due to covid, we were not able to present as many events in 2020 and 2021, nor pay as many artists. However, there were additional grants to help us through this time and our donors, foundations, grant and other support remained strong. We felt we could afford to and really, on some level, should present more programming, giving back more to the community and artists, in 2022, to use some of the surplus we had after the shutdown. This is why expenses intentionally exceeded income in 2022, though not enough to zero out our modest improvement in cash reserves. Also we had more expense for sound systems and backline due to artists selected, than we have had in the past.

Balance Sheet

Assets	FY 2020	FY 2021	% Change	FY 2022	% Change
Current assets					
Cash and cash equivalents	\$103,155	\$99,904	-3%	\$92,056	-8%
Receivables	\$12,500	\$14,500	16%	\$3,000	-79%
Investments - current	\$0		n/a		n/a
Prepaid expenses & other	\$400	\$375	-6%	\$150	-60%
Total current assets	\$116,055	\$114,779	-1%	\$95,206	-17%
Long-term/non-current assets					
Investments - non current	\$0		n/a		n/a
Fixed assets (net of accumulated depreciation)	\$800	\$700	-12%	\$600	-14%
Non-current assets not listed above	\$0		n/a		n/a
Total long-term/non-current assets	\$800	\$700	-12%	\$600	-14%
Total assets	\$116,855	\$115,479	-1%	\$95,806	-17%
Liabilities & Net Assets					
	FY 2020	FY 2021	% Change	FY 2022	% Change
Current liabilities					
Accounts payable and accrued expenses	\$0		n/a		n/a
Deferred revenue	\$0		n/a		n/a
Loans - current	\$0		n/a		n/a
Additional current liabilities not listed above	\$0		n/a		n/a
Total current liabilities	\$0		n/a		n/a
Long-term/non-current liabilities					
Long-term/non-current loans	\$0		n/a		n/a
Additional long-term/non-current liabilities not listed above	\$12,000	\$12,000	0%	\$10,000	-17%
Total long-term/non-current liabilities	\$12,000	\$12,000	0%	\$10,000	-17%
Total liabilities	\$12,000	\$12,000	0%	\$10,000	-17%
Total net assets	\$104,855	\$103,479	-1%	\$85,806	-17%
Total liabilities & net assets	\$116,855	\$115,479	-1%	\$95,806	-17%

Balance Sheet Narrative

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
FY 2022	Our line of credit is just our credit card limit-we have never endeavored to acquire any further line of credit. Our "assets" are primarily archival recordings, CDs given to us by artists over the years, and aged laptop and office equipment which we will likely try to donate as we move out of office space which has not been useful for us, as our small contract staff works from home.

Balance Sheet Metrics

	FY 2020	FY 2021	% Change	FY 2022	% Change
Months of operating cash -- Total	17.32	11	-36%	9.25	-16%
Working capital -- Total	\$116,055	\$114,779	-1%	\$95,206	-17%
Current ratio -- Total			n/a		n/a
Net assets as a % of total expenses	147%	95%	-35%	72%	-24%
Fixed assets (net)	\$800	\$700	-12%	\$600	-14%
Condition of fixed assets	25%	0%		17%	
Leverage -- Total	0%		n/a		n/a
Total debt	\$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.

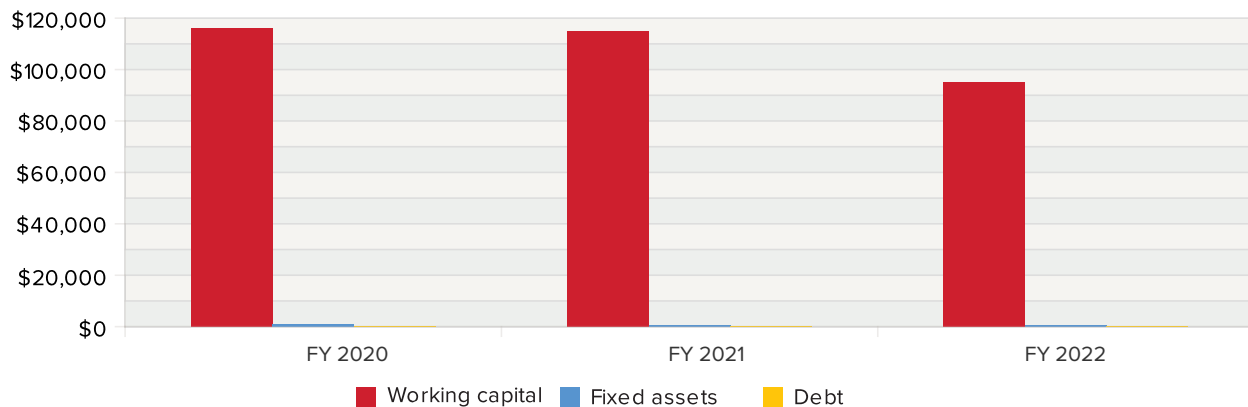
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

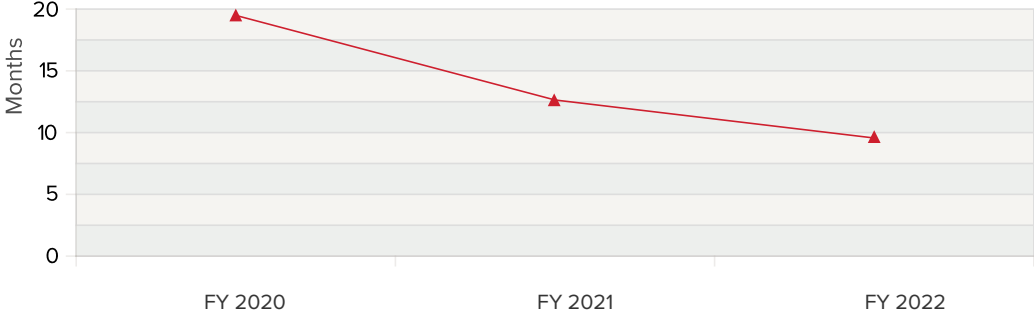
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 2020	FY 2021	% Change	FY 2022	% Change
Total attendance					
Paid		180	n/a	588	227%
Free	28,440	3,686	-87%	4,820	31%
Total	28,440	3,866	-86%	5,408	40%
In-person attendance					
Paid		180	n/a	588	227%
Free	1,200	960	-20%	3,380	252%
Total	1,200	1,140	-5%	3,968	248%
Digital attendance					
Paid			n/a	0	n/a
Free	27,240	2,726	-90%	1,440	-47%
Total	27,240	2,726	-90%	1,440	-47%
In-person attendees 18 and under	85	95	12%	1,365	1,337%
Programs in schools	FY 2020	FY 2021	% Change	FY 2022	% Change
Children served in schools			n/a	1,580	n/a
Hours of instruction			n/a	6,520	n/a

Workforce

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of People					
Volunteers	15	10	-33%	20	100%
Independent contractors	28	30	7%	30	0%
Interns and apprentices	0		n/a		n/a
Total positions	43	40	-7%	50	25%

Visual & Performing Artists

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of visual & performing artists	24	25	4%	27	8%
Payments to artists & performers	\$15,000	\$43,547	190%	\$46,909	8%

Covid-19 Impact

	FY 2020	FY 2021	FY 2022
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		0
Number of employees furloughed	0		0
Of those furloughed or laid off employees, how many (if any) have been brought back?	0		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 2020		FY 2021		FY 2022	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	8	8				
Productions (presented)			12	12	21	21
Classes/assemblies/other programs in schools					1	3
Classes/workshops (outside of schools)	0	0	0	0	1	2
Field trips/school visits					1	4
Guided tours						
Lectures						
Permanent exhibitions					1	
Temporary exhibitions	2		1		1	
Traveling exhibitions (hosted)						
Films screened						
Festivals/conferences	0		0		0	
Readings/workshops (developing works)						
Community programs (not included above)					1	1
Additional programs not listed above	0	0	0	0	3	3

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 2020			FY 2021			FY 2022		
	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									2
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 2020		FY 2021		FY 2022	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$950	\$0	\$12,696	\$0	\$14,285	\$0
Contributed revenue	\$98,033	\$226	\$95,311	\$250	\$83,628	\$0
Operating expense	\$71,465	\$1,628	\$108,964	\$2,263	\$119,476	\$0

Program Activity

	FY 2020	FY 2021	% Change	FY 2022	% 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	2	0%	2	0%
Works commissioned	10	10	0%		-100%
Films produced			n/a		n/a
World premieres	10	10	0%	2	-80%
National premieres	10	10	0%		-100%
Local/regional premieres	10	10	0%	40	300%
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 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.
FY 2022	It is difficult to accurately count attendees at things like the Dark Sky Park, Migratory Music at the Nature Center, and Foodways, where people come and go at different times, so our "free" numbers may be low. Our Resonance Project was used as an online and in person (the works can be heard via QR codes when viewing the artworks which inspired them at the Kalamazoo Institute of Arts) resource and curriculum for KRESA's Education for the Arts, which involved accessing online as well as being taught about it in class and visiting the KIA exhibit and hearing the music in the gallery. Our Resonance Project and Music in Place are our "digital exhibits".