

Organization Information

Organization name: **Michigan Festival of Sacred Music**
 City: Kalamazoo
 State: MI
 County: Kalamazoo
 Federal ID #: 300129719
 NISP Discipline: 2 - Music
 NISP Institution: 14 - Fair/Festival
 NTEE: A20 - Arts & Culture

Year organization founded: 2000
 Organization type: 501(c)3 nonprofit organization
 DUNS #: 181441382
 Full-time staff: 0
 Board Members: 9
 Fiscal year end date: 12-31

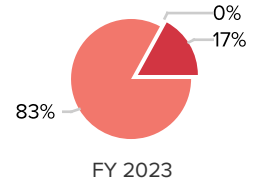
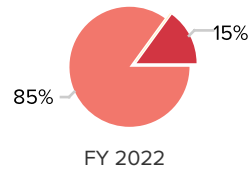
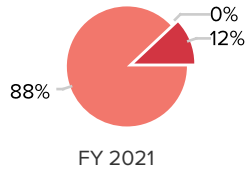
Applicant is not audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2021	FY 2022	% Change	FY 2023	% Change
Unrestricted operating revenue					
Earned program	\$3,597	\$8,035	123%	\$14,146	76%
Earned non-program	\$9,099	\$6,250	-31%	\$7,250	16%
Total earned revenue	\$12,696	\$14,285	13%	\$21,396	50%
Investment revenue	\$0		n/a	\$0	n/a
Contributed revenue	\$95,311	\$83,628	-12%	\$107,085	28%
Total unrestricted operating revenue	\$108,007	\$97,913	-9%	\$128,481	31%
Less in-kind	\$8,350	\$7,450	-11%	\$6,400	-14%
Unrestricted operating revenue less in-kind	\$99,657	\$90,463	-9%	\$122,081	35%
Operating expenses					
Program	\$90,037	\$98,651	10%	\$102,505	4%
Management & general	\$13,497	\$14,403	7%	\$19,952	39%
Fundraising	\$5,430	\$6,422	18%	\$5,520	-14%
Total operating expenses	\$108,964	\$119,476	10%	\$127,977	7%
Less in-kind	\$8,350	\$7,450	-11%	\$6,400	-14%
Unrestricted operating expenses less in-kind	\$100,614	\$112,026	11%	\$121,577	9%
Unrestricted change in net assets - operating	-\$957	-\$21,563	-2,153%	\$504	102%
Unrestricted change in net assets	-\$957	-\$21,563	-2,153%	\$504	102%
Restricted change in net assets			n/a		n/a
Total change in net assets	-\$957	-\$21,563	-2,153%	\$504	102%

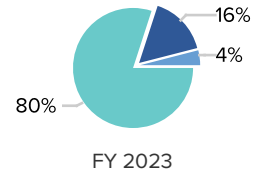
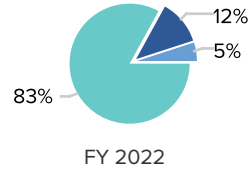
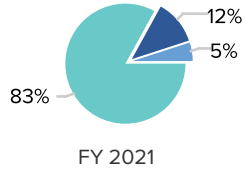
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue	FY 2021	FY 2022	FY 2023	FY 2023	FY 2023
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions					
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions	\$2,497	\$6,785	\$12,321	\$12,321	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$1,100	\$1,250	\$1,825	\$1,825	
Total earned - program	\$3,597	\$8,035	\$14,146	\$14,146	
Earned - Non-program					
Rental revenue					
Sponsorship revenue	\$9,099	\$6,250	\$7,250	\$7,250	
Attendee-generated revenue not listed above					
Earned - non-program not listed above					
Total earned - non-program	\$9,099	\$6,250	\$7,250	\$7,250	
Total earned revenue	\$12,696	\$14,285	\$21,396	\$21,396	

Michigan Festival of Sacred Music

	FY 2021	FY 2022	FY 2023	FY 2023	FY 2023
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$1,455	\$1,101	\$1,117	\$1,117	
Individual	\$9,172	\$10,429	\$13,251	\$13,251	
Corporate	\$459	\$18	\$17	\$17	
Foundation	\$58,000	\$43,600	\$57,500	\$57,500	
County government	\$375	\$4,500	\$5,450	\$5,450	
State government	\$9,736	\$10,536	\$10,464	\$10,464	
Federal government	\$7,764	\$5,994	\$3,286	\$3,286	
In-kind operating contributions	\$8,350	\$7,450	\$6,400	\$6,400	
Special fundraising events					
Contributions not listed above	\$0	\$0	\$9,600	\$9,600	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$95,311	\$83,628	\$107,085	\$107,085	
Operating investment revenue	\$0	\$0	\$0	\$0	
Total operating revenue	\$108,007	\$97,913	\$128,481	\$128,481	
Total operating revenue less operating in-kind	\$99,657	\$90,463	\$122,081	\$122,081	
Total revenue	\$108,007	\$97,913	\$128,481	\$128,481	
Total revenue less in-kind	\$99,657	\$90,463	\$122,081	\$122,081	

Revenue Narrative

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".
FY 2023	Part of our grant increase was \$9300 for strategic and succession planning, which is not something we do every year. We also received \$8700 in a state MACC Community Partner Award for activities in Oct-Dec but the funds did not come in until mid-January 2024

Expense Details

	FY 2021 Total	FY 2022 Total	% Change	FY 2023 Total	% Change	FY 2023 Program	FY 2023 General & Administrative	FY 2023 Fundraising
Personnel expenses - Operating								
Independent contractors	\$86,130	\$88,451	3%	\$91,176	3%	\$76,739	\$9,187	\$5,250
Professional fees	\$650	\$600	-8%	\$7,550	1,158%		\$7,550	
Total personnel expenses - Operating	\$86,780	\$89,051	3%	\$98,726	11%	\$76,739	\$16,737	\$5,250
Non-personnel expenses - Operating								
Occupancy costs	\$12,424	\$11,961	-4%	\$8,994	-25%	\$7,293	\$1,701	
Depreciation	\$0	\$100	n/a	\$100	0%		\$100	
Non-personnel expenses not listed above	\$9,760	\$18,364	88%	\$20,157	10%	\$18,473	\$1,414	\$270
Total non-personnel expenses - Operating	\$22,184	\$30,425	37%	\$29,251	-4%	\$25,766	\$3,215	\$270
Total operating expenses	\$108,964	\$119,476	10%	\$127,977	7%	\$102,505	\$19,952	\$5,520
Total expenses	\$108,964	\$119,476	10%	\$127,977	7%			
Total expenses less in-kind	\$100,614	\$112,026	11%	\$121,577	9%			
Total expenses less depreciation	\$108,964	\$119,376	10%	\$127,877	7%			
Total expenses less in-kind and depreciation	\$100,614	\$111,926	11%	\$121,477	9%			

Expense Narrative

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.
FY 2023	1.Unbudgeted strategic planning in the summer created more expense but targeted grant funds supported the \$6900 expense. 2.We received a MACC Community Partner grant to collaborate with Rootead, bringing folks from Chicago's Ayodele Drum & Dance for workshops and a joint concert. This increased artist expense by c. \$9000, but we did not receive the MACC funds until 2024. 3. The Stites jazz award allowed us to bring Edmar Castaneda, at a substantial fee which was offset by the grant funds.

Balance Sheet

Assets	FY 2021	FY 2022	% Change	FY 2023	% Change
Current assets					
Cash and cash equivalents	\$99,904	\$92,056	-8%	\$75,712	-18%
Receivables	\$14,500	\$3,000	-79%	\$3,000	0%
Investments - current			n/a	\$0	n/a
Prepaid expenses & other	\$375	\$150	-60%	\$100	-33%
Total current assets	\$114,779	\$95,206	-17%	\$78,812	-17%
Long-term/non-current assets					
Investments - non current			n/a	\$0	n/a
Fixed assets (net of accumulated depreciation)	\$700	\$600	-14%	\$500	-17%
Non-current assets not listed above			n/a	\$0	n/a
Total long-term/non-current assets	\$700	\$600	-14%	\$500	-17%
Total assets	\$115,479	\$95,806	-17%	\$79,312	-17%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses			n/a	\$0	n/a
Deferred revenue			n/a	\$0	n/a
Loans - current			n/a	\$0	n/a
Additional current liabilities not listed above			n/a	\$0	n/a
Total current liabilities			n/a	\$0	n/a
Long-term/non-current liabilities					
Long-term/non-current loans			n/a	\$0	n/a
Additional long-term/non-current liabilities not listed above	\$12,000	\$10,000	-17%	\$11,175	12%
Total long-term/non-current liabilities	\$12,000	\$10,000	-17%	\$11,175	12%
Total liabilities	\$12,000	\$10,000	-17%	\$11,175	12%
Total net assets	\$103,479	\$85,806	-17%	\$68,137	-21%
Total liabilities & net assets	\$115,479	\$95,806	-17%	\$79,312	-17%

Balance Sheet Narrative

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.
FY 2023	We own very little: an old pc laptop, older printer and some musical archives.

Balance Sheet Metrics

	FY 2021	FY 2022	% Change	FY 2023	% Change
Months of operating cash -- Total	11	9.25	-16%	7.1	-23%
Working capital -- Total	\$114,779	\$95,206	-17%	\$78,812	-17%
Current ratio -- Total			n/a		n/a
Net assets as a % of total expenses	95%	72%	-24%	53%	-26%
Fixed assets (net)	\$700	\$600	-14%	\$500	-17%
Condition of fixed assets	0%	17%		20%	
Leverage -- Total			n/a	0%	n/a
Total debt			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.

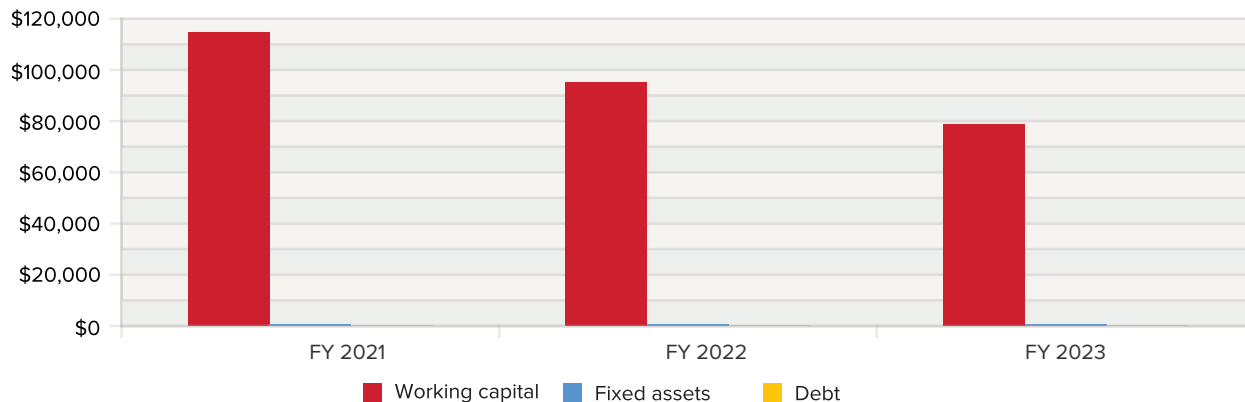
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

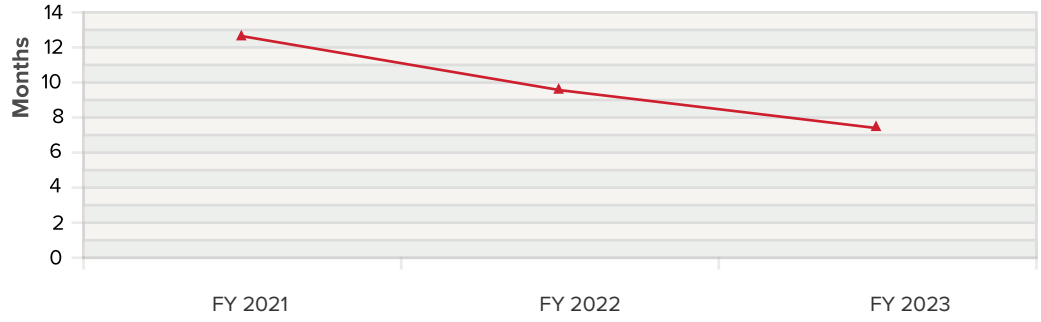
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 2021	FY 2022	% Change	FY 2023	% Change
Total attendance					
Paid	180	588	227%	1,141	94%
Free	3,686	4,820	31%	3,458	-28%
Total	3,866	5,408	40%	4,599	-15%
In-person attendance					
Paid	180	588	227%	1,141	94%
Free	960	3,380	252%	890	-74%
Total	1,140	3,968	248%	2,031	-49%
Digital attendance					
Paid		0	n/a	0	n/a
Free	2,726	1,440	-47%	2,568	78%
Total	2,726	1,440	-47%	2,568	78%
In-person attendees 18 and under	95	1,365	1,337%	154	-89%
Programs in schools	FY 2021	FY 2022	% Change	FY 2023	% Change
Children served in schools		1,580	n/a	0	-100%
Hours of instruction		6,520	n/a	0	-100%

Workforce

	FY 2021	FY 2022	% Change	FY 2023	% Change
Number of People					
Volunteers	10	20	100%	15	-25%
Independent contractors	30	30	0%	30	0%
Interns and apprentices			n/a	0	n/a
Total positions	40	50	25%	45	-10%

Visual & Performing Artists

	FY 2021	FY 2022	% Change	FY 2023	% Change
Number of visual & performing artists	25	27	8%	27	0%
Payments to artists & performers	\$43,547	\$46,909	8%	\$50,659	8%

Covid-19 Impact

	FY 2021	FY 2022	FY 2023
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**

Belief: The intentional use of the intrinsic power of music reaches across faiths and cultures.

Mission: We serve audiences and communities of all faiths and cultures by providing opportunities to connect with each other through music.

Vision: The connecting power of music fosters mutual understanding and respect, and builds community harmony.

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 2021		FY 2022		FY 2023	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)					0	0
Productions (presented)	12	12	21	21	18	18
Classes/assemblies/other programs in schools			1	3	0	0
Classes/workshops (outside of schools)	0	0	1	2	0	0
Field trips/school visits			1	4	0	0
Guided tours					0	0
Lectures					0	0
Permanent exhibitions			1		0	
Temporary exhibitions	1		1		0	
Traveling exhibitions (hosted)					0	
Films screened					2	2
Festivals/conferences	0		0		0	0
Readings/workshops (developing works)					0	0
Community programs (not included above)			1	1	10	10
Additional programs not listed above	0	0	3	3	1	2

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 2021			FY 2022			FY 2023		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)							0	0	0
Productions (presented)	15	15	3				0	0	0
Classes/assemblies/other programs in schools							0	0	0
Classes/workshops (outside of schools)							0	0	0
Field trips/school visits							0	0	0
Guided tours							0	0	0
Lectures							0	0	0
Permanent exhibitions						2			2
Temporary exhibitions			2						0
Traveling exhibitions (hosted)									0
Films screened							0	0	0
Broadcast productions							0	0	0
Festivals/conferences							0	0	0
Readings/workshops (developing works)							0	0	0
Community programs (not included above)							0	0	0
Additional programs not listed above							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.

Digital activity financials	FY 2021		FY 2022		FY 2023	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$12,696	\$0	\$14,285	\$0	\$21,396	\$0
Contributed revenue	\$95,311	\$250	\$83,628	\$0	\$107,085	\$0
Operating expense	\$108,964	\$2,263	\$119,476	\$0	\$127,977	\$0

Program Activity

	FY 2021	FY 2022	% Change	FY 2023	% Change
Fiscally sponsored projects			n/a	0	n/a
Amount distributed to fiscally sponsored projects			n/a	\$0	n/a
Residencies			n/a	0	n/a
Scholarships awarded			n/a	0	n/a
Amount awarded in scholarships			n/a	\$0	n/a
Other grants awarded			n/a	0	n/a
Amount awarded in grants			n/a	\$0	n/a
Public art installations	2	2	0%	0	-100%
Works commissioned	10		-100%	0	n/a
Films produced			n/a	0	n/a
World premieres	10	2	-80%	1	-50%
National premieres	10		-100%	1	n/a
Local/regional premieres	10	40	300%	52	30%
Published works (physical)			n/a	0	n/a
Published works (digital)			n/a	0	n/a
Private lessons (in-person)			n/a	0	n/a
Private lessons (digital)			n/a	0	n/a
Competitions			n/a	0	n/a
Open rehearsals			n/a	0	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 2021	Most of or 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".
FY 2023	We partnered with Kalamazoo Regional Educational Services (K-RESA) Education for the Arts (EFA) to bring The String Queens to approx. 1200 school children: they present the educational program and we the public program, making it feasible to present these amazing African American women. Bringing Rahim AlHaj to the Juvenile Home is always very effective: his history of imprisonment and torture as a teen, living in exile in mountains, escape from Iraq and arrival in US as a refugee, is powerful.