



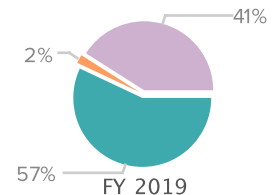
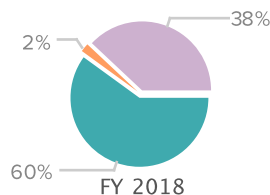
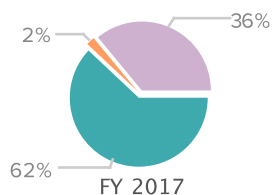
Organization Information

Organization name: Holland Chorale
 City: Holland Federal ID #: 382188467
 State: MI Year organization founded: 1960
 County: Ottawa Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 2 - Music Fiscal year end date: 06-30
 NISP Institution: 5 - Performing Group - Community DUNS #: 790479021
 NTEE: A6B - Singing & Choral Groups Full-time staff: 0
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 0
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$31,565	\$30,055	-5%	\$29,526	-2%
Earned Non-program	\$14,275	\$11,814	-17%	\$17,958	52%
Total Earned Revenue	\$45,840	\$41,869	-9%	\$47,484	13%
Investment Revenue	\$2,119	\$2,109	-0%	\$2,170	3%
Contributed Revenue	\$77,853	\$67,319	-14%	\$66,751	-1%
Total Unrestricted Operating Revenue	\$125,812	\$111,297	-12%	\$116,405	5%
Less in-kind		(\$1,850)	n/a	(\$5,702)	208%
Total Unrestricted Operating Revenue Less In-kind	\$125,812	\$109,447	-13%	\$110,703	1%
Expenses by Functional Total					
Program	\$75,339	\$67,703	-10%	\$63,721	-6%
Fundraising	\$14,278	\$15,561	9%	\$17,542	13%
General & Administrative	\$26,786	\$26,340	-2%	\$22,100	-16%
Total Operating Expenses	\$116,403	\$109,604	-6%	\$103,363	-6%
Less in-kind		(\$1,850)	n/a	(\$5,702)	208%
Total Operating Expenses Less In-kind	\$116,403	\$107,754	-7%	\$97,661	-9%
Net Unrestricted Activity - Operating	\$9,409	\$1,693	-82%	\$13,042	670%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$9,409	\$1,693	-82%	\$13,042	670%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$9,409	\$1,693	-82%	\$13,042	670%

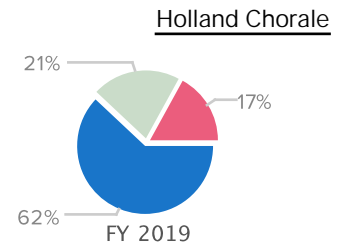
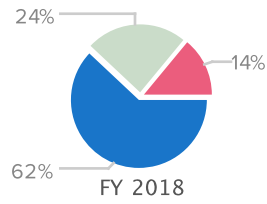
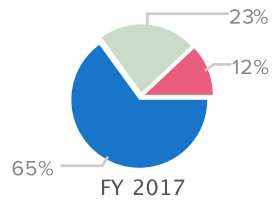
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$10,790	\$10,530	\$12,562	\$12,562		n/a
Performance subscriptions - full	\$3,613	\$2,605	\$2,182	\$2,182		n/a
Single ticket sales	\$14,256	\$15,030	\$11,884	\$11,884		n/a
Touring fees	\$600	\$1,100	\$1,287	\$1,287		n/a
Other program revenue	\$2,306	\$790	\$1,611	\$1,611		n/a
Total earned - program	\$31,565	\$30,055	\$29,526	\$29,526	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$135	\$45	\$48	\$48		n/a
Advertising revenue	\$3,975	\$3,650	\$6,010	\$6,010		n/a
Sponsorship revenue	\$10,165	\$8,080	\$11,900	\$11,900		n/a
Other rentals		\$39				n/a
Total earned - non-program	\$14,275	\$11,814	\$17,958	\$17,958	\$0	n/a
Total earned revenue	\$45,840	\$41,869	\$47,484	\$47,484		n/a

Contributed	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$15,000	\$15,000	\$15,000	\$15,000		
Individual	\$26,978	\$26,113	\$22,074	\$22,074		
Corporate	\$11,525	\$9,356	\$8,375	\$8,375		
Foundation	\$2,500	\$2,500	\$3,000	\$3,000		
City government	\$0	\$0	\$1,000	\$1,000		
County government	\$2,800	\$0	\$0			
State government	\$19,050	\$12,500	\$11,600	\$11,600		
In-kind operating contributions	\$0	\$1,850	\$5,702	\$5,702		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$77,853	\$67,319	\$66,751	\$66,751		
Operating investment revenue	\$2,119	\$2,109	\$2,170	\$2,170		
Total operating revenue	\$125,812	\$111,297	\$116,405	\$116,405		
Total operating revenue less in-kind	\$125,812	\$109,447	\$110,703	\$110,703		
Transfers and re-classifications						
Total non-operating revenue						
Total revenue	\$125,812	\$111,297	\$116,405	\$116,405		
Total revenue less in-kind	\$125,812	\$109,447	\$110,703	\$110,703		

Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2019 Total	% Change	FY 2019 Program	FY 2019 Fundraising	FY 2019 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$30,830	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Independent contractors	\$38,810	\$67,606	74%	\$66,028	-2%	\$43,288	\$4,400	\$18,340
Total personnel expenses - Operating	\$69,640	\$67,606	-3%	\$66,028	-2%	\$43,288	\$4,400	\$18,340
Non-personnel expenses - Operating								
Advertising and promotion	\$8,685	\$11,968	38%	\$4,479	-63%	\$4,265	\$214	
Conferences and meetings	\$603	\$600	-0%	\$600	0%	\$600		
Dues and subscriptions	\$525	\$500	-5%	\$175	-65%			\$175
Grant awards and similar amounts paid	\$50	\$0	-100%	\$0	n/a			
Insurance	\$802	\$723	-10%	\$799	11%			\$799
Occupancy costs	\$6,936	\$5,032	-27%	\$720	-86%			\$720
Office and administration	\$1,963	\$2,096	7%	\$1,803	-14%			\$1,803
Printing, postage and shipping	\$796	\$983	23%	\$406	-59%		\$143	\$263
Royalties, rights and reproductions	\$495	\$707	43%	\$480	-32%	\$480		
Productions and events costs	\$25,908	\$19,389	-25%	\$27,873	44%	\$15,088	\$12,785	
Total non-personnel expenses - Operating	\$46,763	\$41,998	-10%	\$37,335	-11%	\$20,433	\$13,142	\$3,760
Total operating expenses	\$116,403	\$109,604	-6%	\$103,363	-6%	\$63,721	\$17,542	\$22,100
Non-operating personnel expenses	\$0	\$0	n/a	\$0	n/a			
Non-operating non-personnel expenses	\$0	\$0	n/a	\$0	n/a			
Total expenses	\$116,403	\$109,604	-6%	\$103,363	-6%	\$63,721	\$17,542	\$22,100
Total expenses less in-kind	\$116,403	\$107,754	-7%	\$97,661	-9%			
Total expenses less depreciation	\$116,403	\$109,604	-6%	\$103,363	-6%			
Total expenses less in-kind and depreciation	\$116,403	\$107,754	-7%	\$97,661	-9%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$14,917	\$16,872	13%	\$27,672	64%
Receivables	\$693	\$2,850	311%	\$5,450	91%
Investments	\$0		n/a		n/a
Prepaid expenses & other	\$0	\$490	n/a	\$500	2%
Total current assets	\$15,610	\$20,212	29%	\$33,622	66%
Non-current investments					
Fixed assets (net)	\$0		n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$0		n/a		n/a
Total assets	\$15,610	\$20,212	29%	\$33,622	66%
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$1,510	\$880	-42%	\$1,188	35%
Loans & other debt			n/a		n/a
Deferred revenue	\$1,200	\$4,740	295%	\$4,800	1%
Total current liabilities	\$2,710	\$5,620	107%	\$5,988	7%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$2,710	\$5,620	107%	\$5,988	7%
Net assets					
Unrestricted	\$12,900	\$14,592	13%	\$27,633	89%
Temporarily restricted			n/a		n/a
Permanently restricted			n/a		n/a
Total net assets	\$12,900	\$14,592	13%	\$27,634	89%
Total liabilities & net assets	\$15,610	\$20,212	29%	\$33,622	66%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	2	2	3
Total working capital	\$12,900	\$14,592	\$27,634
Current Ratio	5.76	3.6	5.61
Debt Service Impact			
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	7%	2%	11%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a

Leverage Ratio

Months of Operating Cash represents the number of months an organization can operate at current average monthly expense levels with existing cash and cash equivalents. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. The ratio is calculated using total numbers since this organization does not have a disaggregated balance sheet.

Total Working Capital consists of the resources available for operations, and in this report is calculated as total current assets minus total current liabilities since this organization does not have a disaggregated balance sheet. 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. The higher the ratio, the more capable the organization is of paying its obligations. The ratio is calculated using unrestricted numbers only.

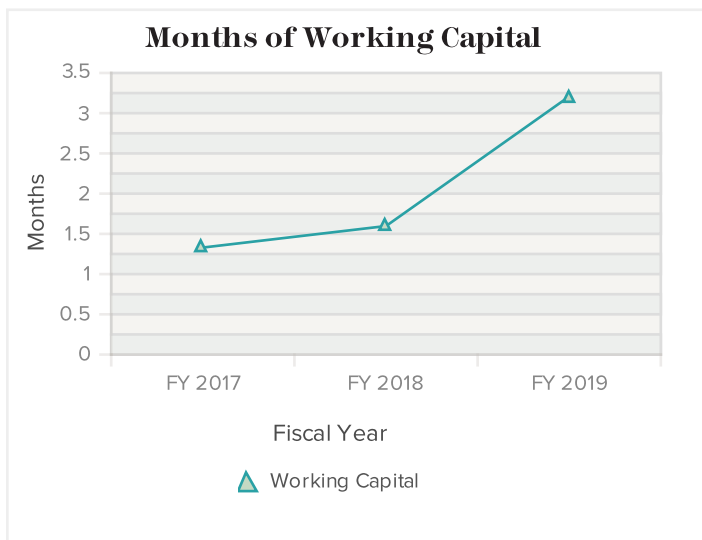
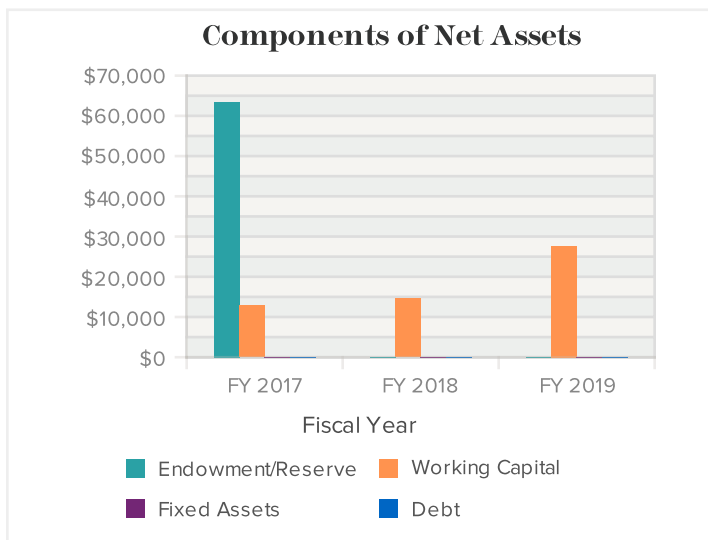
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based on unrestricted values for net assets and fixed assets, if an organization fills out a single column balance sheet and does not separate fixed assets into restricted and unrestricted categories, this value will be blank

Operating Margin (Change in Net Assets divided by Total Unrestricted Operating Revenue) is a measurement of the organizations efficiency in operating, highlighting the amount of an organization's surplus or deficit.

Depreciation as a % of Fixed Assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props); especially significant for organizations that own a building or carry a long-term lease.

Leverage Ratio (Total Debt divided by Total Unrestricted and Temporarily Restricted Assets) determines how heavily the organization has borrowed. A number in excess of 50% may indicate a potential crunch.



Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	1,420	1,135	-20%	696	-39%
In-person participation - free	665	755	14%	595	-21%
Total in-person participation	2,085	1,890	-9%	1,291	-32%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	1,125	1,350	20%	1,015	-25%
Open rehearsal tickets	10		-100%		n/a
Registrants for classes/workshops	200	110	-45%	88	-20%
Students given private lessons	55	35	-36%	16	-54%
Field trip participants	410		-100%		n/a
Festival attendees	285	395	39%	172	-56%
Total in-person participation	2,085	1,890	-9%	1,291	-32%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	300	225	-25%	100	-56%
Children served in schools		110	n/a	88	-20%
Seniors	750	750	0%	750	0%
Adults	1,035	915	-12%	441	-52%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
Borrowers	2	3	50%	0	-100%

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time permanent employees	2	0	-100%		n/a
Part-time permanent employees - FTEs	0.64		-100%		n/a
Number of part-time or one-time volunteers	40	68	70%	105	54%
Independent contractors	8	32	300%	44	38%
Number of interns and apprentices		2	n/a	2	0%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Independent contractors that are artists		31	n/a	38	23%

Program Activity

	FY 2017	FY 2018	% Change	FY 2019	% Change
Distinct productions	6	6	0%	6	0%
Total performances	8	9	12%	9	0%
Open rehearsals	10	30	200%	30	0%
Works commissioned		2	n/a	2	0%
Works available for circulation	500	500	0%	2,000	300%
Works circulated	6	8	33%	30	275%
Works acquired	15	14	-7%	10	-29%
Distinct classes/workshops	2	2	0%	2	0%
Total classes/class sessions	1	1	0%	1	0%
Private lessons offered	55	35	-36%	16	-54%
Distinct field trips	1		-100%		n/a
Field trip occurrences	1		-100%		n/a
Programs offered in schools		1	n/a	1	0%
Hours of programming in schools		10	n/a	10	0%
Number of schools served		6	n/a	8	33%
Artists placed in schools		5	n/a	9	80%
Fairs/festivals/parades	1	1	0%	1	0%