



Organization Information

Organization name: Oakland Youth Orchestras, Inc.

City: Rochester

Federal ID # 510172721

State: MI

Year organization founded: 1975

County: Oakland

Organization type: 501(c)3 nonprofit organization

NISP Discipline: 2 - Music

Fiscal year end date: 06-30

NISP Institution: 6 - Performing Group - Youth

DUNS #

NTEE: A69 - Symphony Orchestras

Full-time staff: 1

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

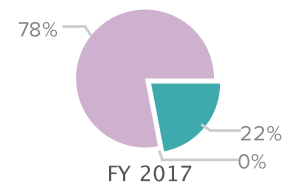
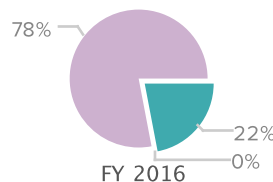
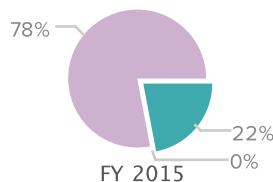
Paid FTEs: 1.54

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

Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$116,870	\$124,403	6%	\$129,730	4%
Earned Non-program	\$27,763	\$21,834	-21%	\$19,423	-11%
<b>Total Earned Revenue</b>	<b>\$144,633</b>	<b>\$146,237</b>	<b>1%</b>	<b>\$149,153</b>	<b>2%</b>
Investment Revenue	\$240	\$37	-85%	\$52	41%
Contributed Revenue	\$41,481	\$40,131	-3%	\$41,827	4%
<b>Total Unrestricted Operating Revenue</b>	<b>\$186,354</b>	<b>\$186,405</b>	<b>0%</b>	<b>\$191,032</b>	<b>2%</b>
Less in-kind	(\$14,415)	(\$10,810)	-25%	(\$12,010)	11%
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$171,939</b>	<b>\$175,595</b>	<b>2%</b>	<b>\$179,022</b>	<b>2%</b>
<b>Expenses by Functional Total</b>					
Program	\$140,653	\$130,605	-7%	\$135,183	4%
Fundraising	\$6,759	\$1,490	-78%	\$1,470	-1%
General & Administrative	\$45,709	\$58,548	28%	\$55,761	-5%
<b>Total Operating Expenses</b>	<b>\$193,121</b>	<b>\$190,643</b>	<b>-1%</b>	<b>\$192,414</b>	<b>1%</b>
Less in-kind	(\$14,415)	(\$10,810)	-25%	(\$12,010)	11%
<b>Total Operating Expenses Less In-kind</b>	<b>\$178,706</b>	<b>\$179,833</b>	<b>-0%</b>	<b>\$180,404</b>	<b>1%</b>
Net Unrestricted Activity - Operating	-\$6,767	-\$4,238	37%	-\$1,382	67%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>-\$6,767</b>	<b>-\$4,238</b>	<b>37%</b>	<b>-\$1,382</b>	<b>67%</b>
Net Temporarily Restricted Activity	\$0	\$0	n/a		n/a
Net Permanently Restricted Activity	\$11	\$1,200	10,809%		-100%
<b>Net Total Activity</b>	<b>-\$6,756</b>	<b>-\$3,038</b>	<b>55%</b>	<b>-\$1,382</b>	<b>55%</b>

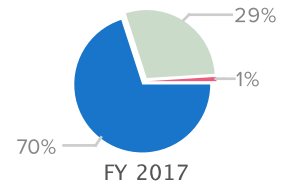
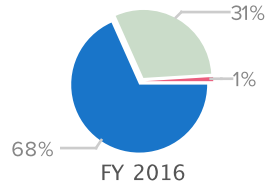
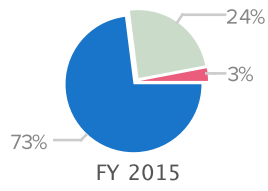
Revenue by Source

- Earned
- Investment
- Contributed



### Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Revenue Details

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Single ticket sales	\$18,790	\$15,920	\$20,155	\$20,155		n/a
Tuitions and registration fees	\$98,080	\$108,483	\$109,575	\$109,575		n/a
Total earned - program	\$116,870	\$124,403	\$129,730	\$129,730	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$15,128	\$14,849	\$12,593	\$12,593		n/a
Advertising revenue	\$10,085	\$6,985	\$6,830	\$6,830		n/a
Sponsorship revenue	\$2,550	\$0				n/a
Total earned - non-program	\$27,763	\$21,834	\$19,423	\$19,423	\$0	n/a
Total earned revenue	\$144,633	\$146,237	\$149,153	\$149,153		n/a
Contributed						
Trustee & board	\$775	\$800	\$1,075	\$1,075		
Individual	\$10,929	\$9,352	\$6,852	\$6,852		
Corporate	\$1,562	\$3,769	\$4,390	\$4,390		
Foundation	\$0	\$0	\$1,000	\$1,000		
State government	\$13,800	\$13,790	\$14,644	\$14,644		
Federal government	\$0	\$1,610	\$1,856	\$1,856		
In-kind operating contributions	\$14,415	\$12,010	\$12,010	\$12,010		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$41,481	\$41,331	\$41,827	\$41,827		
Operating investment revenue	\$251	\$37	\$52	\$52		
Total operating revenue	\$186,365	\$187,605	\$191,032	\$191,032		
Total operating revenue less in-kind	\$171,950	\$175,595	\$179,022	\$179,022		
Total non-operating revenue						
Total revenue	\$186,365	\$187,605	\$191,032	\$191,032		
Total revenue less in-kind	\$171,950	\$175,595	\$179,022	\$179,022		

## Expense Details

	FY 2015 Total	FY 2016 Total	% Change	FY 2017 Total	% Change	FY 2017 Program	FY 2017 Fundraising	FY 2017 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$0	\$78,337	n/a	\$74,376	-5%	\$49,529	\$0	\$24,847
Independent contractors	\$52,830	\$18,625	-65%	\$24,425	31%	\$14,725		\$9,700
Professional fees	\$34,187	\$4,025	-88%	\$4,982	24%			\$4,982
Total personnel expenses - Operating	\$87,017	\$100,987	16%	\$103,783	3%	\$64,254		\$39,529
Non-personnel expenses - Operating								
Advertising and promotion	\$19,328	\$12,897	-33%	\$13,323	3%	\$10,595		\$2,728
Dues and subscriptions	\$350	\$350	0%	\$0	-100%			
Grant awards and similar amounts paid	\$1,850	\$2,575	39%	\$1,450	-44%	\$1,450		
Insurance	\$1,545	\$1,592	3%	\$2,199	38%	\$602		\$1,597
Occupancy costs	\$17,160	\$30,461	78%	\$30,964	2%	\$29,764		\$1,200
Office and administration	\$6,628	\$8,425	27%	\$10,742	28%	\$1,679		\$9,063
Printing, postage and shipping	\$1,600	\$1,855	16%	\$971	-48%			\$971
Travel	\$268	\$0	-100%	\$0	n/a			
Recording and broadcasting expenses	\$0	\$6,837	n/a	\$6,767	-1%	\$6,767		
Royalties, rights and reproductions	\$340	\$340	0%	\$343	1%	\$343		
Productions and events costs	\$19,878	\$8,915	-55%	\$8,741	-2%	\$8,741		
Other operating expenses	\$37,157	\$15,409	-59%	\$13,069	-15%	\$10,926	\$1,470	\$673
Depreciation	\$0	\$0	n/a	\$62	n/a	\$62		
Total non-personnel expenses - Operating	\$106,104	\$89,656	-16%	\$88,631	-1%	\$70,929	\$1,470	\$16,232
Total operating expenses	\$193,121	\$190,643	-1%	\$192,414	1%	\$135,183	\$1,470	\$55,761
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	\$193,121	\$190,643	-1%	\$192,414	1%	\$135,183	\$1,470	\$55,761
Total expenses less in-kind	\$178,706	\$178,633	-0%	\$180,404	1%			
Total expenses less depreciation	\$193,121	\$190,643	-1%	\$192,352	1%			
Total expenses less in-kind and depreciation	\$178,706	\$178,633	-0%	\$180,342	1%			

## Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$21,786	\$77,731	257%	\$76,826	-1%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$24,351	\$0	-100%		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$46,137	\$77,731	68%	\$76,826	-1%
Non-current investments					
Fixed assets (net)		\$62	n/a		-100%
Other non-current assets	\$62	\$0	-100%	\$0	n/a
Total non-current assets	\$27,684	\$62	-100%		-100%
Total assets	\$73,821	\$77,793	5%	\$76,826	-1%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$0	\$2,994	n/a	\$750	-75%
Loans & other debt	\$0		n/a		n/a
Deferred revenue			n/a		n/a
Total current liabilities	\$0	\$2,994	n/a	\$750	-75%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$2,994	n/a	\$750	-75%
Net assets					
Unrestricted	\$46,303	\$47,177	2%	\$48,454	3%
Temporarily restricted			n/a		n/a
Permanently restricted	\$27,518	\$27,622	0%	\$27,622	0%
Total net assets	\$73,821	\$74,799	1%	\$76,076	2%
Total liabilities & net assets	\$73,821	\$77,793	5%	\$76,826	-1%



## Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	1	5	5
Total working capital -- Unrestricted	\$46,137	\$74,737	\$76,076
Current Ratio	n/a	25.96	102.43
Debt Service Impact	0%		
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a		n/a
Operating Margin	-4%	-2%	-1%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio	0%		

**Months of Operating Cash -- Unrestricted** represents the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents.  $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$ . The ratio is calculated using unrestricted numbers only.

**Total working capital -- Unrestricted** consists of the resources available for operations, and in this report is calculated as unrestricted current assets 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.

**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.

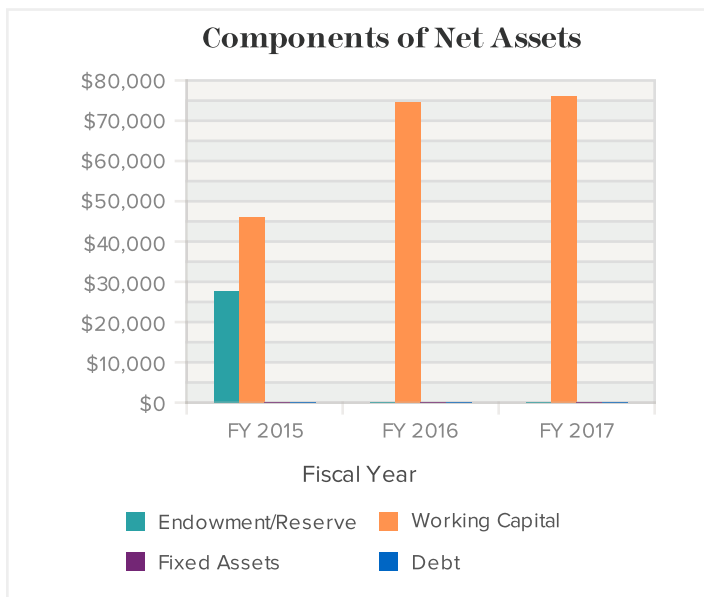
**Debt Service Impact** (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed assets that they truly own free and clear of related obligations and depreciated value. It is calculated as  $\text{Unrestricted Net Assets} - (\text{Net Fixed Assets} - \text{Mortgage Debt})$ .

**Unrestricted Net Assets Net of Property, Plant and Equipment** ( $\text{Unrestricted Net Assets} - (\text{Net Fixed Assets} - \text{Mortgage Debt})$ ) 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) is a measurement of a company's efficiency in operating.



## Attendance

In-person Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	2,700	2,929	8%	2,973	2%
In-person participation - free	1,155	1,711	48%	1,506	-12%
<b>Total in-person participation</b>	<b>3,855</b>	<b>4,640</b>	<b>20%</b>	<b>4,479</b>	<b>-3%</b>

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		4,050	n/a	3,925	-3%
Open rehearsal tickets		150	n/a	150	0%
Registrants for classes/workshops		385	n/a	354	-8%
Participants of other events		55	n/a	50	-9%
<b>Total in-person participation</b>	<b>3,855</b>	<b>4,640</b>	<b>20%</b>	<b>4,479</b>	<b>-3%</b>

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	1,900	1,850	-3%	1,850	0%
Seniors		600	n/a	600	0%
Adults		2,190	n/a	2,029	-7%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
Virtual attendance	0	280,000	n/a	280,000	0%
Competition entrants		54	n/a	62	15%
Competition winners		12	n/a	12	0%

## Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	0	1	n/a	1	0%
Part-time permanent employees	0	4	n/a	4	0%
Part-time permanent employees - FTEs	0	0.54	n/a	0.54	0%
Number of part-time or one-time volunteers	185	185	0%	200	8%
Part-time or one-time volunteers - FTEs	0.74	0.8	8%	1.31	64%
Independent contractors	7	18	157%	19	6%
Number of interns and apprentices	0	1	n/a	1	0%
Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time employees that are artists	0	4	n/a	4	0%
Independent contractors that are artists	0	15	n/a	16	7%

## Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	4	10	150%	10	0%
Total performances	4	10	150%	10	0%
Open rehearsals		5	n/a	5	0%
Works commissioned	1		-100%		n/a
Distinct classes/workshops	12	0	-100%		n/a
Distinct class series/courses		14	n/a	13	-7%
Total classes/class sessions	0	291	n/a	291	0%
Competitions hosted		4	n/a	4	0%
Hours of video or cinema content produced	0	2	n/a	2	0%
Hours of video or cinema content broadcast	0	120	n/a	120	0%
Distinct other programs	1	1	0%	1	0%
Other programs occurrences	4	1	-75%	1	0%