

## **CDP/MCACA Funders Report Addendum: Oakland Youth Orchestras**

We are pleased to submit our CDP Funders Report for fiscal years 2018, 2019, and 2020. We would like to draw your attention to the following items of interest in the report that follows.

### **2020 Changes**

*Earned revenue:* OYO did not hold its chamber concert or spring concert due to the pandemic, resulting in lower ticket sales than normal. CD and DVD sales of concerts were also lower.

*Contributed revenue:* OYO received more grants and donations than expected.

*Non-personnel expenses:* Because spring rehearsals and spring 2020 concert were cancelled, OYO paid less in space rental fees.

*Assets, cash and cash equivalents:* Increase in cash & cash equivalents is due to an influx of successful COVID-relief grants (approximately \$50,000 in grant funds more than a normal year).

*Current liabilities, loans:* The increase in liabilities is due to receiving a CARES Act PPP loan (first distribution) of \$21,300 on 5/5/20. Applied for forgiveness 4/17/21.

*Attendance:* Decrease in attendance due to cancellation of chamber concert and spring 2020 concert.

### **2019 Changes**

*Contributed revenue:* Fundraising efforts were more successful than usual in 2019 and resulted in more donations.

*Expenses, Grant awards:* OYO was able to offer more tuition scholarships in 2019.

*Expenses, Productions and event costs:* Cost of rehearsal space increased from 2018.

*Total current liabilities:* In 2019, OYO switched from the cash method of accounting to the accrual method and the increase in current liabilities is associated with the accrual of the remaining fiscal year's salaries expense that was paid out over the following 8 weeks (post year-end).

## Organization Information

Organization name:	Oakland Youth Orchestras, Inc.		
City:	Rochester	Year organization founded:	1975
State:	MI	Organization type:	501(c)3 nonprofit organization
County:	Oakland	DUNS #:	
Federal ID #:	510172721	Full-time staff:	1
NISP Discipline:	2 - Music	Board Members:	9
NISP Institution:	6 - Performing Group - Youth	Fiscal year end date:	06-30
NTEE:	A69 - Symphony Orchestras		

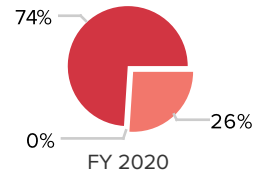
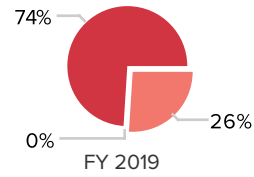
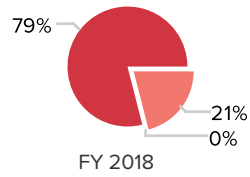
*Applicant is not audited or reviewed by an independent accounting firm.*

## Financial Summary

Unrestricted Activity	FY 2018	FY 2019	% Change	FY 2020	% Change
Unrestricted operating revenue					
Earned program	\$126,030	\$145,469	15%	\$131,847	-9%
Earned non-program	\$17,901	\$16,300	-9%	\$12,402	-24%
Total earned revenue	\$143,931	\$161,769	12%	\$144,249	-11%
Investment revenue	\$43	\$637	1,381%	\$377	-41%
Contributed revenue	\$39,089	\$56,165	44%	\$51,009	-9%
Total unrestricted operating revenue	\$183,063	\$218,571	19%	\$195,635	-10%
Less in-kind	\$11,465	\$13,355	16%	\$7,295	-45%
Unrestricted operating revenue less in-kind	\$171,598	\$205,216	20%	\$188,340	-8%
Operating expenses					
Program	\$132,522	\$142,948	8%	\$120,572	-16%
Management & general	\$54,995	\$61,578	12%	\$61,495	-0%
Fundraising	\$1,270	\$1,650	30%	\$1,260	-24%
Total operating expenses	\$188,787	\$206,176	9%	\$183,327	-11%
Less in-kind	\$11,465	\$13,355	16%	\$7,295	-45%
Unrestricted operating expenses less in-kind	\$177,322	\$192,821	9%	\$176,032	-9%
Unrestricted change in net assets - operating	-\$5,724	\$12,395	317%	\$12,308	-1%
Unrestricted change in net assets	-\$5,724	\$12,395	317%	\$12,308	-1%
Restricted change in net assets		\$819	n/a	\$1,290	58%
Total change in net assets	-\$5,724	\$13,214	331%	\$13,598	3%

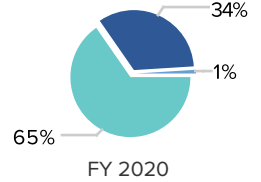
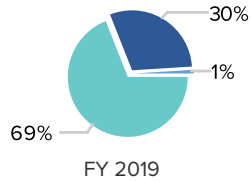
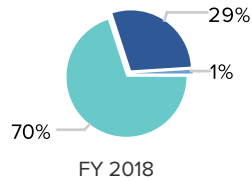
## Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



## Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



## Revenue Details

Operating Revenue Earned - Program	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Subscriptions					
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions	\$18,805	\$21,095	\$13,794	\$13,794	
Education revenue	\$107,225	\$124,374	\$118,053	\$118,053	
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above					
Total earned - program	\$126,030	\$145,469	\$131,847	\$131,847	
Earned - Non-program					
Rental revenue					
Sponsorship revenue					
Attendee-generated revenue not listed above	\$17,901	\$16,300	\$12,402	\$12,402	
Earned non-program not listed above					
Total earned - non-program	\$17,901	\$16,300	\$12,402	\$12,402	
Total earned revenue	\$143,931	\$161,769	\$144,249	\$144,249	

Contributed	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Trustee & board	\$1,600	\$1,135	\$1,575	\$1,575	
Individual	\$4,905	\$9,220	\$10,526	\$10,526	
Corporate	\$2,038	\$10,455	\$2,175	\$2,175	
Foundation	\$1,200	\$3,000	\$2,500	\$2,500	
State government	\$15,960	\$17,089	\$21,360	\$21,360	
Federal government	\$1,540	\$1,911	\$2,578	\$2,578	
In-kind operating contributions	\$11,465	\$13,355	\$7,295	\$7,295	
Special fundraising events					
Contributions not listed above	\$381	\$0	\$3,000	\$3,000	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$39,089	\$56,165	\$51,009	\$51,009	
Operating investment revenue	\$43	\$1,456	\$1,667	\$377	\$1,290
Total operating revenue	\$183,063	\$219,390	\$196,925	\$195,635	\$1,290
Total operating revenue less operating in-kind	\$171,598	\$206,035	\$189,630	\$188,340	\$1,290
Total revenue	\$183,063	\$219,390	\$196,925	\$195,635	\$1,290
Total revenue less in-kind	\$171,598	\$206,035	\$189,630	\$188,340	\$1,290

## Revenue Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

## Expense Details

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change	FY 2020 Program	FY 2020 General & Administrative	FY 2020 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$76,044	\$85,670	13%	\$87,177	2%	\$54,815	\$32,362	
Independent contractors	\$23,100	\$20,825	-10%	\$20,660	-1%	\$7,825	\$11,625	\$1,210
Professional fees	\$3,667	\$4,580	25%	\$120	-97%	\$120		
Total personnel expenses - Operating	\$102,811	\$111,075	8%	\$107,957	-3%	\$62,760	\$43,987	\$1,210
Non-personnel expenses - Operating								
Occupancy costs	\$29,607	\$32,375	9%	\$24,106	-26%	\$22,906	\$1,200	
Non-personnel expenses not listed above	\$56,369	\$62,726	11%	\$51,264	-18%	\$34,906	\$16,308	\$50
Total non-personnel expenses - Operating	\$85,976	\$95,101	11%	\$75,370	-21%	\$57,812	\$17,508	\$50
Total operating expenses	\$188,787	\$206,176	9%	\$183,327	-11%	\$120,572	\$61,495	\$1,260
Total expenses	\$188,787	\$206,176	9%	\$183,327	-11%			
Total expenses less in-kind	\$177,322	\$192,821	9%	\$176,032	-9%			
Total expenses less depreciation	\$188,787	\$206,176	9%	\$183,327	-11%			
Total expenses less in-kind and depreciation	\$177,322	\$192,821	9%	\$176,032	-9%			

## Expense Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

**Balance Sheet**

Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current assets					
Cash and cash equivalents	\$73,774	\$77,829	5%	\$116,313	49%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments - current			n/a		n/a
Prepaid expenses & other		\$27,441	n/a	\$28,732	5%
Total current assets	\$73,774	\$105,270	43%	\$145,045	38%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)			n/a		n/a
Non-current assets not listed above			n/a		n/a
Total long-term/non-current assets			n/a		n/a
Total assets	\$73,774	\$105,270	43%	\$145,045	38%
Liabilities & Net Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current liabilities					
Accounts payable and accrued expenses	\$600	\$14,282	2,280%	\$14,077	-1%
Deferred revenue			n/a		n/a
Loans - current			n/a	\$21,300	n/a
Additional current liabilities not listed above			n/a		n/a
Total current liabilities	\$600	\$14,282	2,280%	\$35,377	148%
Long-term/non-current liabilities					
Long-term/non-current loans			n/a		n/a
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities			n/a		n/a
Total liabilities	\$600	\$14,282	2,280%	\$35,377	148%
Total net assets	\$73,174	\$90,988	24%	\$109,668	21%
Total liabilities & net assets	\$73,774	\$105,270	43%	\$145,045	38%

**Balance Sheet Narrative**

FY 2018	n/a
FY 2019	n/a
FY 2020	CARES Act PPP loan (first distribution) received 5.5.20 for \$21,300. Applied for forgiveness 4.17.21.

## Balance Sheet Metrics

	FY 2018	FY 2019	% Change	FY 2020	% Change
Months of operating cash -- Total	4.69	4.53	-3%	7.61	68%
Working capital -- Total	\$73,174	\$90,988	24%	\$109,668	21%
Current ratio -- Total	122.96	7.37	-94%	4.1	-44%
Net assets as a % of total expenses	39%	44%	14%	60%	36%
Fixed assets (net)			n/a		n/a
Condition of fixed assets					
Leverage -- Total			n/a	15%	n/a
Total debt			n/a	\$21,300	n/a
Debt service impact	0%	0%	n/a	12%	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.

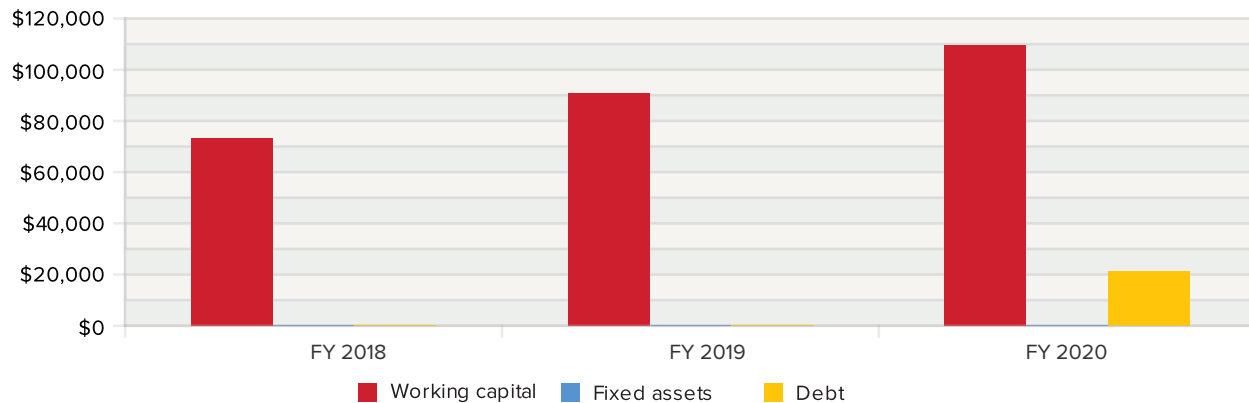
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

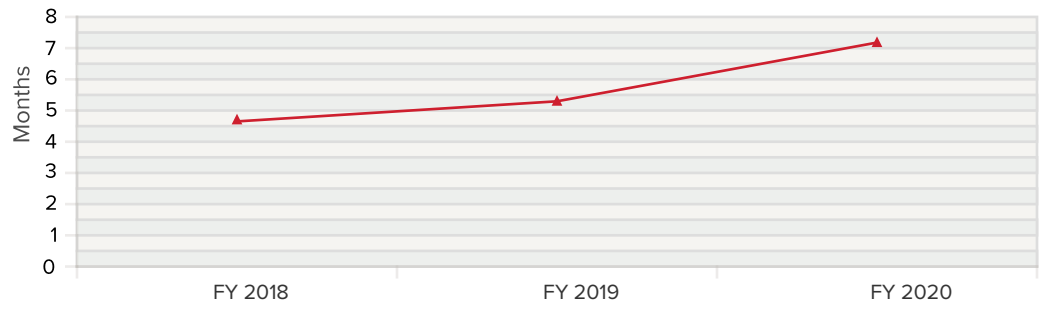
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 2018	FY 2019	% Change	FY 2020	% Change
Total attendance					
Paid	2,928	2,375	-19%	1,000	-58%
Free	281,384	281,724	0%	280,500	-0%
Total	284,312	284,099	-0%	281,500	-1%
In-person attendance					
Paid	2,928	2,375	-19%	1,000	-58%
Free	1,384	1,724	25%	500	-71%
Total	4,312	4,099	-5%	1,500	-63%
Digital attendance					
Paid			n/a	0	n/a
Free	280,000	280,000	0%	280,000	0%
Total	280,000	280,000	0%	280,000	0%
In-person attendees 18 and under	1,850	1,912	3%	400	-79%
Programs in schools	FY 2018	FY 2019	% Change	FY 2020	% Change
Children served in schools			n/a		n/a
Hours of instruction			n/a		n/a

**Workforce**

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of People					
Employees: Full-time permanent	1	1	0%	1	0%
Employees: Part-time permanent	4	4	0%	4	0%
Volunteers	200	200	0%	125	-38%
Independent contractors	18	19	6%	21	11%
Interns and apprentices	1	1	0%	1	0%
Total positions	224	225	0%	152	-32%

**Visual & Performing Artists**

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of visual & performing artists	18		-100%	18	n/a
Payments to artists & performers	\$64,003		-100%	\$62,640	n/a

**Covid-19 Impact**

	FY 2018	FY 2019	FY 2020
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
Number of employees furloughed			0
Of those furloughed or laid off employees, how many (if any) have been brought back?			0

## Mission and Constituency

### Mission statement

The mission of OYO is to:

- provide a quality orchestral experience for students who have no such opportunity in their home schools;
- provide an advanced performance medium for orchestra students in addition to that which they received in their home schools;
- strengthen the local public and private school orchestra programs in existence, and
- provide the opportunity to learn comprehensive musicianship and high quality performance standards in large ensembles.

### Mission demographics

This organization's mission is 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

Under 18

Additional group (please state)

#### Disability

Not Applicable

#### 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

Suburban

*If the fields above are blank, this organization does not serve that demographic specifically.*

## Program Activity

In-person activity	FY 2018		FY 2019		FY 2020	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	8	8	8	8	4	4
Productions (presented)						
Classes/assemblies/other programs in schools						
Classes/workshops (outside of schools)	15	305	15	305	13	35
Field trips/school visits						
Guided tours						
Lectures						
Permanent exhibitions						
Temporary exhibitions						
Traveling exhibitions (hosted)						
Films screened						
Festivals/conferences	0		0		0	
Readings/workshops (developing works)						
Community programs (not included above)						
Additional programs not listed above	1	1	1	1	0	0

*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 2018			FY 2019			FY 2020		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)									
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
Field trips/school visits									
Guided tours									
Lectures									
Permanent exhibitions									
Temporary exhibitions									
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 2018		FY 2019		FY 2020	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$143,931		\$161,769		\$144,249	
Contributed revenue	\$39,089		\$56,165		\$51,009	
Operating expense	\$188,787		\$206,176		\$183,327	

## Program Activity

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% 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			n/a		n/a
Works commissioned			n/a		n/a
Films produced			n/a		n/a
World premieres			n/a		n/a
National premieres			n/a		n/a
Local/regional premieres			n/a		n/a
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	4	4	0%	0	-100%
Open rehearsals	5	5	0%	0	-100%

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 2018	n/a
FY 2019	n/a
FY 2020	n/a