



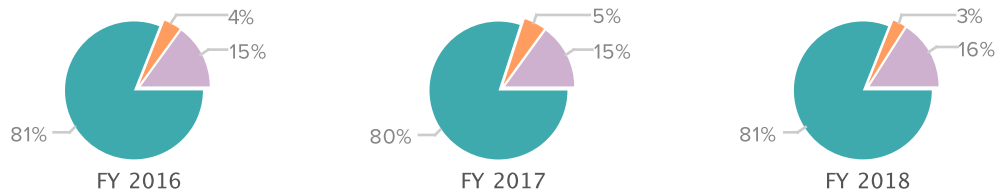
Organization Information

Organization name: Grosse Pointe Symphony Orchestra Society  
 City: Grosse Pointe Federal ID #: 386093163  
 State: MI Year organization founded: 1950  
 County: Wayne Organization type: 501(c)3 nonprofit organization  
 NISP Discipline: 2 - Music Fiscal year end date: 06-30  
 NISP Institution: 5 - Performing Group - Community DUNS #  
 NTEE: A69 - Symphony Orchestras 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%

Total Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
<b>Operating Revenue</b>					
Earned Program	\$5,378	\$3,573	-34%	\$8,520	138%
Earned Non-program	\$1,100	\$1,350	23%	\$0	-100%
<b>Total Earned Revenue</b>	<b>\$6,478</b>	<b>\$4,923</b>	<b>-24%</b>	<b>\$8,520</b>	<b>73%</b>
Investment Revenue	\$1,632	\$1,486	-9%	\$1,633	10%
Contributed Revenue	\$35,630	\$26,208	-26%	\$43,074	64%
<b>Total Operating Revenue</b>	<b>\$43,740</b>	<b>\$32,617</b>	<b>-25%</b>	<b>\$53,227</b>	<b>63%</b>
Less in-kind	(\$0)	(\$0)	n/a	(\$0)	n/a
<b>Total Operating Revenue Less In-kind</b>	<b>\$43,740</b>	<b>\$32,617</b>	<b>-25%</b>	<b>\$53,227</b>	<b>63%</b>
<b>Operating Expenses</b>					
Program	\$36,361	\$44,616	23%	\$37,575.9	-16%
Fundraising	\$471	\$0	-100%	\$1,252.53	n/a
General & Administrative	\$794		-100%	\$2,922.57	n/a
<b>Total Operating Expenses</b>	<b>\$37,626</b>	<b>\$44,616</b>	<b>19%</b>	<b>\$41,751</b>	<b>-6%</b>
Less in-kind	(\$0)	(\$0)	n/a	(\$0)	n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$37,626</b>	<b>\$44,616</b>	<b>19%</b>	<b>\$41,751</b>	<b>-6%</b>
<b>Total Operating Activity</b>	<b>\$6,114</b>	<b>-\$11,999</b>	<b>-296%</b>	<b>\$11,476</b>	<b>196%</b>

Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Revenue Details

## Operating Revenue

Earned - Program	FY 2016	FY 2017	% Change	FY 2018	% Change
Membership revenue			n/a		n/a
Performance subscriptions - full	\$620	\$590	-5%		n/a
Single ticket sales	\$4,758	\$2,983	-37%		n/a
<b>Total earned - program</b>	<b>\$5,378</b>	<b>\$3,573</b>	<b>-34%</b>	<b>\$8,520</b>	<b>138%</b>

## Earned - Non-program

Advertising revenue	\$1,100	\$1,350	23%		n/a
<b>Total earned - non-program</b>	<b>\$1,100</b>	<b>\$1,350</b>	<b>23%</b>		<b>-100%</b>
<b>Total earned revenue</b>	<b>\$6,478</b>	<b>\$4,923</b>	<b>-24%</b>	<b>\$8,520</b>	<b>73%</b>

## Contributed

	FY 2016	FY 2017	% Change	FY 2018	% Change
Trustee & board	\$4,750	\$5,900	24%	\$11,950	103%
Individual	\$9,530	\$10,370	9%	\$8,574	-17%
Corporate	\$2,500	\$0	-100%	\$2,500	n/a
Foundation	\$15,250	\$7,250	-52%	\$16,250	124%
City government	\$0	\$0	n/a	\$0	n/a
County government	\$0	\$0	n/a	\$0	n/a
State government	\$3,600	\$2,400	-33%	\$3,800	58%
Federal government	\$0	\$0	n/a	\$0	n/a
Tribal contributions			n/a		n/a
Parent organization support			n/a		n/a
In-kind operating contributions	\$0	\$0	n/a	\$0	n/a
Other contributions	\$0	\$288	n/a	\$0	-100%
<b>Total contributed revenue</b>	<b>\$35,630</b>	<b>\$26,208</b>	<b>-26%</b>	<b>\$43,074</b>	<b>64%</b>
Operating investment revenue	\$1,632	\$1,486	-9%	\$1,633	10%
<b>Total operating revenue</b>	<b>\$43,740</b>	<b>\$32,617</b>	<b>-25%</b>	<b>\$53,227</b>	<b>63%</b>
<b>Total non-operating revenue*</b>			<b>n/a</b>		<b>n/a</b>
<b>Total revenue</b>	<b>\$43,740</b>	<b>\$32,617</b>	<b>-25%</b>	<b>\$53,227</b>	<b>63%</b>
<b>Total revenue less in-kind</b>	<b>\$43,740</b>	<b>\$32,617</b>	<b>-25%</b>	<b>\$53,227</b>	<b>63%</b>

\* This line contains: non-operating investment income, transfers & reclassifications, prior period adjustments, net assets released from restriction, non-operating contributed revenue, non-operating in kind contributions and other non-operating revenue.

## Expense Details

	FY 2016	FY 2017	% Change	FY 2018	% Change
Personnel expenses - Operating					
Independent contractors	\$28,311	\$37,069	31%	\$34,299	-7%
Total personnel expenses - Operating	\$28,311	\$37,069	31%	\$34,299	-7%
Non-personnel expenses - Operating					
Advertising and promotion	\$1,000	\$0	-100%	\$450	n/a
Dues and subscriptions	\$75	\$0	-100%	\$233	n/a
Occupancy costs	\$1,610	\$855	-47%	\$2,505	193%
Office and administration	\$685	\$25	-96%	\$846	3,284%
Printing, postage and shipping	\$3,411	\$2,669	-22%	\$2,490	-7%
Royalties, rights and reproductions	\$565	\$631	12%	\$0	-100%
Productions and events costs	\$1,810	\$2,688	49%	\$0	-100%
Other operating expenses	\$159	\$679	327%	\$928	37%
Total non-personnel expenses - Operating	\$9,315	\$7,547	-19%	\$7,452	-1%
Total operating expenses	\$37,626	\$44,616	19%	\$41,751	-6%
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	\$37,626	\$44,616	19%	\$41,751	-6%
Total expenses less in-kind	\$37,626	\$44,616	19%	\$41,751	-6%

## Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$37,528	\$38,965	4%		
Receivables	\$0	\$0	n/a		
Investments	\$42,565	\$28,242	-34%		
Prepaid expenses & other	\$0	\$0	n/a		
<b>Total current assets</b>	<b>\$80,093</b>	<b>\$67,207</b>	<b>-16%</b>	<b>\$77,054</b>	<b>15%</b>
Non-current investments					
Fixed assets (net)			n/a		
Other non-current assets	\$0	\$0	n/a	\$0	n/a
<b>Total non-current assets</b>			<b>n/a</b>		<b>n/a</b>
<b>Total assets</b>	<b>\$80,093</b>	<b>\$67,207</b>	<b>-16%</b>	<b>\$77,054</b>	<b>15%</b>
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a		
Loans & other debt			n/a		
Deferred revenue			n/a		
<b>Total current liabilities</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>\$0</b>	<b>n/a</b>
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
<b>Total liabilities</b>	<b>\$0</b>	<b>\$0</b>	<b>n/a</b>	<b>\$0</b>	<b>n/a</b>
Net assets					
Unrestricted	\$37,528	\$38,965	4%	\$30,754	-21%
Temporarily restricted			n/a		n/a
Permanently restricted	\$42,565	\$28,242	-34%	\$46,309	64%
<b>Total net assets</b>	<b>\$80,093</b>	<b>\$67,207</b>	<b>-16%</b>	<b>\$77,063</b>	<b>15%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$80,093</b>	<b>\$67,207</b>	<b>-16%</b>	<b>\$77,063</b>	<b>15%</b>

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	12	10	
Total working capital	\$80,093	\$67,207	\$77,054
Current Ratio	n/a	n/a	n/a
Debt Service Impact		0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	
Operating Margin	14%	-37%	
Depreciation as a % of Fixed Assets	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.

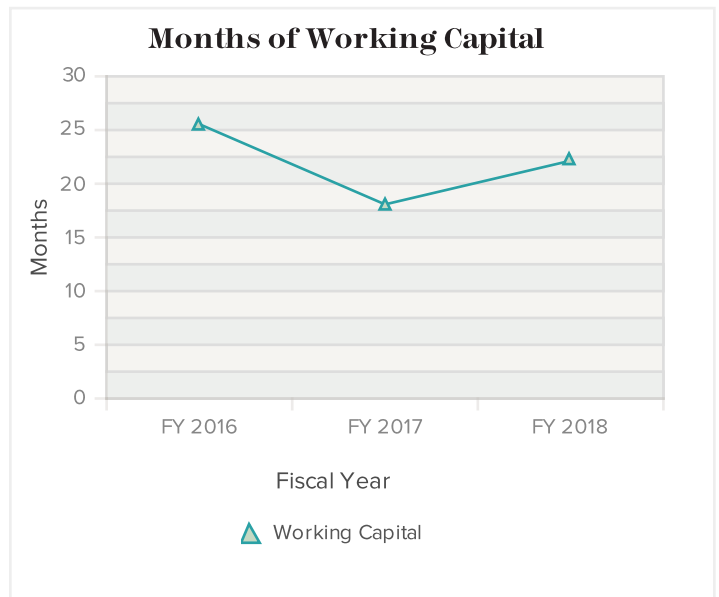
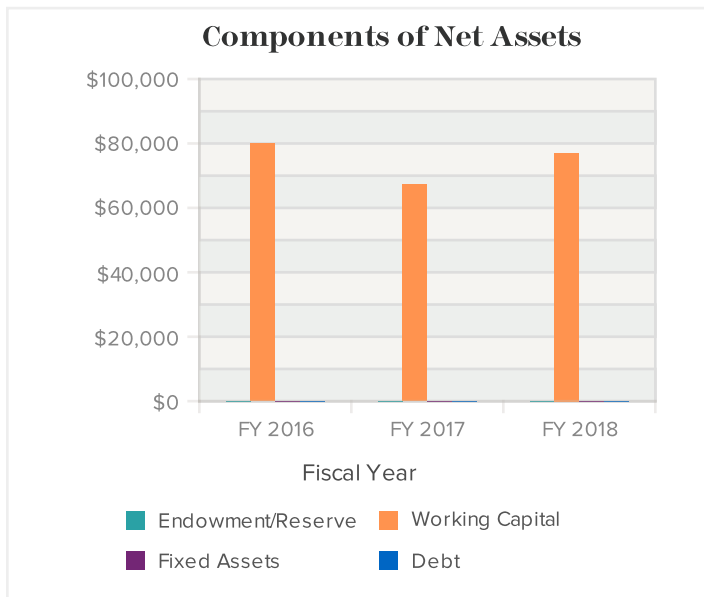
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed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

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) is a measurement of a company's efficiency in operating.



## Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	460	300	-35%	500	67%
In-person participation - free	305	420	38%	50	-88%
Total in-person participation	765	720	-6%	550	-24%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	660	600	-9%		n/a
Registrants for classes/workshops	60	0	-100%		n/a
Lecture attendees	45	120	167%		n/a
Total in-person participation	765	720	-6%	550	-24%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	60	100	67%		n/a
Seniors	300	400	33%		n/a
Adults	100	220	120%		n/a

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
Competition entrants	4	7	75%		n/a
Competition winners	1	1	0%		n/a

## Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Number of part-time or one-time volunteers	30	10	-67%	10	0%
Part-time or one-time volunteers - FTEs	0.5	0.15	-70%	0.25	67%
Independent contractors	51	60	18%	80	33%
Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Independent contractors that are artists	51	60	18%		-100%

## Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct events	10	10	0%		-100%
Total events	12	9	-25%		-100%
Distinct productions	5	5	0%		-100%
Total performances	5	5	0%		-100%
Distinct classes/workshops	1	0	-100%		n/a
Total classes/class sessions	4	0	-100%	0	n/a
Distinct lectures	3	4	33%		-100%
Lecture occurrences	3	4	33%		-100%
Competitions hosted	1	1	0%		-100%