



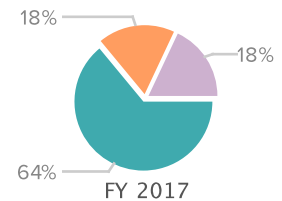
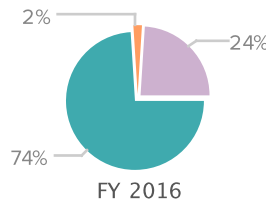
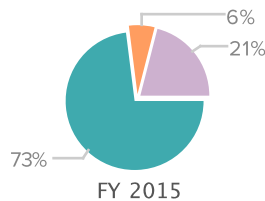
Organization Information

Organization name: Julius & Esther Stulberg String Competition, Inc.
 City: Kalamazoo Federal ID #: 510147234
 State: MI Year organization founded: 1975
 County: Kalamazoo Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 2 - Music Fiscal year end date: 06-30
 NISP Institution: n/a DUNS #
 NTEE: A68 - Music Full-time staff: 0
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 0.75
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
Unrestricted Operating Revenue					
Earned Program	\$21,600	\$21,860	1%	\$19,633	-10%
Earned Non-program	\$17,105	\$20,866	22%	\$21,260	2%
Total Earned Revenue	\$38,705	\$42,726	10%	\$40,893	-4%
Investment Revenue	\$10,172	\$3,297	-68%	\$39,939	1,111%
Contributed Revenue	\$132,467	\$133,785	1%	\$142,817	7%
Total Unrestricted Operating Revenue	\$181,344	\$179,808	-1%	\$223,649	24%
Less in-kind	(\$0)	(\$6,043)	n/a	(\$9,475)	57%
Total Unrestricted Operating Revenue Less In-kind	\$181,344	\$173,765	-4%	\$214,174	23%
Expenses by Functional Total					
Program	\$80,759	\$91,176	13%	\$124,849	37%
Fundraising	\$850	\$55	-94%	\$14,880	26,955%
General & Administrative	\$69,166	\$75,965	10%	\$23,594	-69%
Total Operating Expenses	\$150,775	\$167,196	11%	\$163,323	-2%
Less in-kind	(\$0)	(\$6,043)	n/a	(\$9,475)	57%
Total Operating Expenses Less In-kind	\$150,775	\$161,153	7%	\$153,848	-5%
Net Unrestricted Activity - Operating	\$30,569	\$12,612	-59%	\$60,326	378%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$30,569	\$12,612	-59%	\$60,326	378%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$30,569	\$12,612	-59%	\$60,326	378%

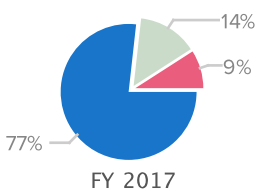
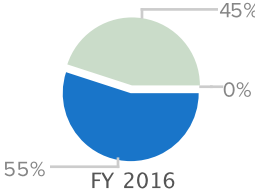
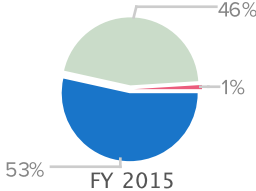
Revenue by Source

- 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	\$20,700	\$21,230	\$19,465	\$19,465		n/a
Tuitions and registration fees	\$900	\$630	\$168	\$168		n/a
Other program revenue	\$0	\$0	\$0	\$0		n/a
Total earned - program	\$21,600	\$21,860	\$19,633	\$19,633	\$0	n/a
Earned - Non-program						
Advertising revenue	\$3,625	\$4,500	\$3,750	\$3,750		n/a
Application fees		\$16,366	\$17,510	\$17,510		n/a
Other earned revenue	\$13,480	\$0	\$0	\$0		n/a
Total earned - non-program	\$17,105	\$20,866	\$21,260	\$21,260	\$0	n/a
Total earned revenue	\$38,705	\$42,726	\$40,893	\$40,893		n/a

Julius & Esther Stulberg String Competition, Inc.

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
Contributed	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$8,825	\$10,560	\$4,635	\$4,635		
Individual	\$35,276	\$32,320	\$45,296	\$45,296		
Corporate	\$13,116	\$9,542	\$17,411	\$17,411		
Foundation	\$55,250	\$50,320	\$48,500	\$48,500		
State government	\$20,000	\$22,500	\$17,500	\$17,500		
In-kind operating contributions	\$0	\$6,043	\$9,475	\$9,475		
Other contributions	\$0	\$2,500	\$0			
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$132,467	\$133,785	\$142,817	\$142,817		
Operating investment revenue	\$10,172	\$3,297	\$39,939	\$39,939		
Total operating revenue	\$181,344	\$179,808	\$223,649	\$223,649		
Total operating revenue less in-kind	\$181,344	\$173,765	\$214,174	\$214,174		
Total non-operating revenue						
Total revenue	\$181,344	\$179,808	\$223,649	\$223,649		
Total revenue less in-kind	\$181,344	\$173,765	\$214,174	\$214,174		

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)	\$42,417	\$46,562	10%	\$48,385	4%	\$24,193	\$10,111	\$14,081
Independent contractors	\$6,850	\$30,002	338%	\$8,288	-72%	\$8,288	\$0	\$0
Professional fees	\$18,006	\$0	-100%	\$22,708	n/a	\$19,107	\$0	\$3,601
Total personnel expenses - Operating	\$67,273	\$76,564	14%	\$79,381	4%	\$51,588	\$10,111	\$17,682
Non-personnel expenses - Operating								
Advertising and promotion	\$14,349	\$16,709	16%	\$15,346	-8%	\$15,346	\$0	\$0
Conferences and meetings	\$130	\$10	-92%	\$0	-100%	\$0	\$0	\$0
Dues and subscriptions	\$498	\$320	-36%	\$480	50%	\$480	\$0	\$0
Insurance	\$2,367	\$2,131	-10%	\$2,037	-4%	\$2,037	\$0	\$0
Occupancy costs	\$2,211	\$8,320	276%	\$8,324	0%	\$4,162	\$1,665	\$2,497
Office and administration	\$9,646	\$9,056	-6%	\$9,410	4%	\$6,283	\$1,063	\$2,064
Printing, postage and shipping	\$8,212	\$9,121	11%	\$10,203	12%	\$7,250	\$2,041	\$912
Travel	\$6,908	\$6,500	-6%	\$1,846	-72%	\$1,846	\$0	\$0
Productions and events costs	\$13,132	\$24,250	85%	\$24,250	0%	\$24,250	\$0	\$0
Interest expense	\$0	\$68	n/a	\$67	-1%	\$0	\$0	\$67
Other operating expenses	\$25,527	\$13,770	-46%	\$11,662	-15%	\$11,607	\$0	\$55
Depreciation	\$522	\$377	-28%	\$317	-16%	\$0	\$0	\$317
Total non-personnel expenses - Operating	\$83,502	\$90,632	9%	\$83,942	-7%	\$73,261	\$4,769	\$5,912
Total operating expenses	\$150,775	\$167,196	11%	\$163,323	-2%	\$124,849	\$14,880	\$23,594
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	\$150,775	\$167,196	11%	\$163,323	-2%	\$124,849	\$14,880	\$23,594
Total expenses less in-kind	\$150,775	\$161,153	7%	\$153,848	-5%			
Total expenses less depreciation	\$150,253	\$166,819	11%	\$163,006	-2%			
Total expenses less in-kind and depreciation	\$150,253	\$160,776	7%	\$153,531	-5%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$110,238	\$118,472	7%	\$137,973	16%
Receivables	\$13,750	\$10,285	-25%	\$8,960	-13%
Investments	\$304,165	\$307,393	1%	\$347,265	13%
Prepaid expenses & other	\$243	\$2,026	734%	\$4,832	138%
Total current assets	\$428,396	\$438,176	2%	\$499,030	14%
Non-current investments					
Fixed assets (net)	\$1,708	\$0	-100%	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$1,708	\$0	-100%	\$0	n/a
Total assets	\$430,104	\$438,176	2%	\$499,030	14%
Liabilities & Net Assets					
Liabilities	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$10,142	\$8,741	-14%	\$9,270	6%
Loans & other debt		\$0	n/a	\$0	n/a
Deferred revenue	\$3,140	\$0	-100%	\$0	n/a
Total current liabilities	\$13,282	\$8,741	-34%	\$9,270	6%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$13,282	\$8,741	-34%	\$9,270	6%
Net assets					
Unrestricted	\$416,822	\$429,435	3%	\$489,760	14%
Temporarily restricted			n/a		n/a
Permanently restricted			n/a		n/a
Total net assets	\$416,822	\$429,435	3%	\$489,760	14%
Total liabilities & net assets	\$430,104	\$438,176	2%	\$499,030	14%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	9	9	10
Total working capital -- Unrestricted	\$415,114	\$429,435	\$489,760
Current Ratio	32.25	50.13	53.83
Debt Service Impact	0%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$415,114	n/a	n/a
Operating Margin	17%	7%	27%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio			

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. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. 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.

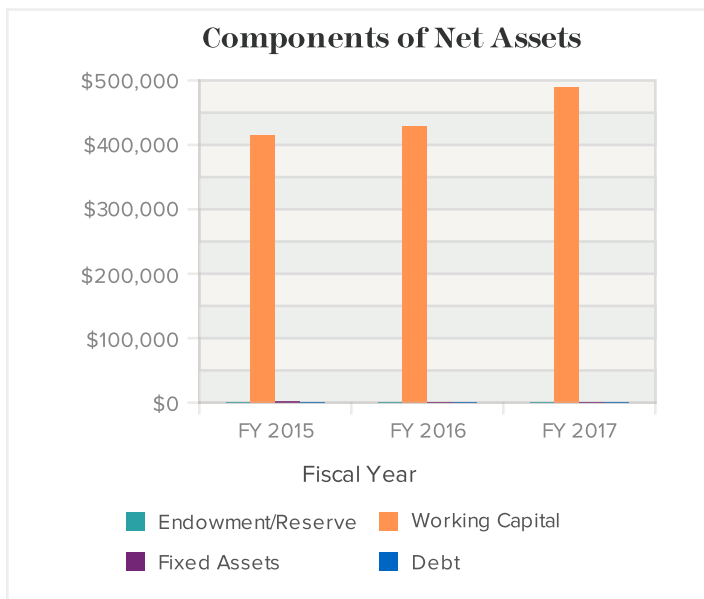
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed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

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 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	2,418	3,787	57%	2,158	-43%
In-person participation - free	3,975	3,492	-12%	1,479	-58%
Total in-person participation	6,393	7,279	14%	3,637	-50%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets	5,968	7,024	18%	3,191	-55%
Registrants for classes/workshops	425	255	-40%	245	-4%
Lecture attendees			n/a	201	n/a
Total in-person participation	6,393	7,279	14%	3,637	-50%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	1,076	1,021	-5%	691	-32%
Children served in schools		124	n/a	147	19%
Adults		6,258	n/a	2,946	-53%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
Competition entrants		12	n/a	12	0%
Competition winners		4	n/a	3	-25%

Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time permanent employees	1	1	0%	1	0%
Part-time permanent employees - FTEs	0.75	0.75	0%	0.75	0%
Number of part-time or one-time volunteers	15	15	0%	15	0%
Part-time or one-time volunteers - FTEs	0.13	0.13	0%	0.13	0%
Independent contractors	1	1	0%	1	0%
Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change

This organization has not provided data on artistic staff. This may be because the organization does not hire artistic staff or the organization's annual expenses are under \$50,000, and they are therefore only required to complete the short form of the DataArts Survey.

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	9	11	22%	10	-9%
Total performances	9	11	22%	10	-9%
Distinct classes/workshops	3	4	33%	3	-25%
Total classes/class sessions	0	4	n/a	3	-25%
Distinct lectures	0		n/a	3	n/a
Lecture occurrences	0		n/a	5	n/a
Programs offered in schools	0	4	n/a	5	25%
Hours of programming in schools		4	n/a	5	25%
Number of schools served		2	n/a	4	100%
Artists placed in schools		4	n/a	3	-25%
Competitions hosted		1	n/a	1	0%