

Organization Information

Organization name: Julius & Esther Stulberg String Competition, Inc.
 City: Kalamazoo Year organization founded: 1975
 State: MI Organization type: 501(c)3 nonprofit organization
 County: Kalamazoo DUNS #:
 Federal ID #: 510147234 Full-time staff: 1
 NISP Discipline: 2 - Music Board Members: 20
 NISP Institution: n/a Fiscal year end date: 06-30
 NTEE: A68 - Music

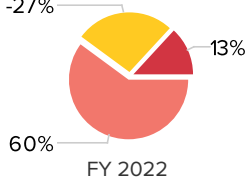
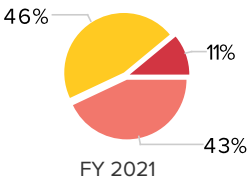
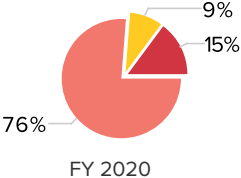
Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2020	FY 2021	% Change	FY 2022	% Change
Unrestricted operating revenue					
Earned program	\$224	\$2,384	964%	\$5,358	125%
Earned non-program	\$23,423	\$27,959	19%	\$29,636	6%
Total earned revenue	\$23,647	\$30,343	28%	\$34,994	15%
Investment revenue	\$14,150	\$124,009	776%	-\$70,379	-157%
Contributed revenue	\$124,690	\$116,232	-7%	\$159,679	37%
Total unrestricted operating revenue	\$162,487	\$270,584	67%	\$124,294	-54%
Less in-kind	\$5,705	\$5,576	-2%	\$5,576	0%
Unrestricted operating revenue less in-kind	\$156,782	\$265,008	69%	\$118,718	-55%
Operating expenses					
Program	\$95,458	\$105,765	11%	\$125,677	19%
Management & general	\$26,341	\$27,560	5%	\$28,458	3%
Fundraising	\$15,592	\$16,236	4%	\$17,970	11%
Total operating expenses	\$137,391	\$149,561	9%	\$172,105	15%
Less in-kind	\$5,705	\$5,576	-2%	\$5,576	0%
Unrestricted operating expenses less in-kind	\$131,686	\$143,985	9%	\$166,529	16%
Unrestricted change in net assets - operating	\$25,096	\$121,023	382%	-\$47,811	-140%
Unrestricted change in net assets	\$25,096	\$121,023	382%	-\$47,811	-140%
Restricted change in net assets			n/a		n/a
Total change in net assets	\$25,096	\$121,023	382%	-\$47,811	-140%

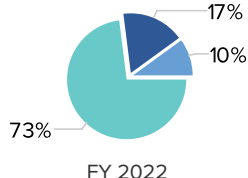
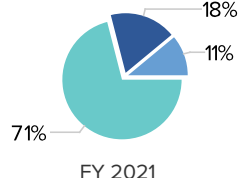
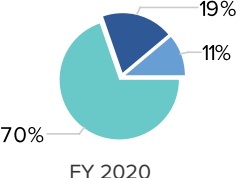
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue	FY 2020	FY 2021	FY 2022	FY 2022	FY 2022
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions	\$0				
Membership fees - individuals	\$0			\$0	\$0
Membership fees - organizations	\$0				
Ticket sales & admissions	\$224	\$2,065	\$5,069	\$5,069	
Education revenue	\$0	\$319	\$289	\$289	
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above					
Total earned - program	\$224	\$2,384	\$5,358	\$5,358	
Earned - Non-program					
Rental revenue					
Sponsorship revenue		\$3,519	\$9,986	\$9,986	
Attendee-generated revenue not listed above	\$1,625	\$1,242	\$2,356	\$2,356	
Earned non-program not listed above	\$21,798	\$23,198	\$17,294	\$17,294	
Total earned - non-program	\$23,423	\$27,959	\$29,636	\$29,636	
Total earned revenue	\$23,647	\$30,343	\$34,994	\$34,994	

Contributed	FY 2020 Total	FY 2021 Total	FY 2022 Total	FY 2022 Unrestricted	FY 2022 Restricted
Trustee & board	\$3,628	\$3,342	\$8,600	\$8,600	
Individual	\$37,699	\$35,722	\$45,800	\$45,800	
Corporate	\$1,658	\$3,342	\$9,986	\$9,986	
Foundation	\$56,000	\$57,000	\$74,000	\$74,000	
State government	\$20,000	\$11,250	\$15,717	\$15,717	
In-kind operating contributions	\$5,705	\$5,576	\$5,576	\$5,576	
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$124,690	\$116,232	\$159,679	\$159,679	
Operating investment revenue	\$14,150	\$124,009	-\$70,379	-\$70,379	
Total operating revenue	\$162,487	\$270,584	\$124,294	\$124,294	
Total operating revenue less operating in-kind	\$156,782	\$265,008	\$118,718	\$118,718	
Total revenue	\$162,487	\$270,584	\$124,294	\$124,294	
Total revenue less in-kind	\$156,782	\$265,008	\$118,718	\$118,718	

Revenue Narrative

FY 2020	n/a
FY 2021	n/a
FY 2022	n/a

Expense Details

	FY 2020 Total	FY 2021 Total	% Change	FY 2022 Total	% Change	FY 2022 Program	FY 2022 General & Administrative	FY 2022 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$57,516	\$55,234	-4%	\$66,838	21%	\$33,419	\$20,051	\$13,368
Independent contractors	\$5,300	\$1,500	-72%	\$7,200	380%	\$7,200		
Professional fees	\$15,150	\$27,806	84%	\$30,768	11%	\$21,891	\$5,928	\$2,949
Total personnel expenses - Operating	\$77,966	\$84,540	8%	\$104,806	24%	\$62,510	\$25,979	\$16,317
Non-personnel expenses - Operating								
Occupancy costs	\$8,351	\$8,264	-1%	\$8,264	0%	\$4,132	\$2,479	\$1,653
Depreciation	\$427	\$252	-41%	\$63	-75%	\$63		
Non-personnel expenses not listed above	\$50,647	\$56,505	12%	\$58,972	4%	\$58,972		
Total non-personnel expenses - Operating	\$59,425	\$65,021	9%	\$67,299	4%	\$63,167	\$2,479	\$1,653
Total operating expenses	\$137,391	\$149,561	9%	\$172,105	15%	\$125,677	\$28,458	\$17,970
Total expenses	\$137,391	\$149,561	9%	\$172,105	15%			
Total expenses less in-kind	\$131,686	\$143,985	9%	\$166,529	16%			
Total expenses less depreciation	\$136,964	\$149,309	9%	\$172,042	15%			
Total expenses less in-kind and depreciation	\$131,259	\$143,733	10%	\$166,466	16%			

Expense Narrative

FY 2020	n/a
FY 2021	n/a
FY 2022	n/a

Balance Sheet

Assets	FY 2020	FY 2021	% Change	FY 2022	% Change
Current assets					
Cash and cash equivalents	\$163,259	\$165,734	2%	\$171,984	4%
Receivables	\$10,562	\$1,687	-84%	\$5,687	237%
Investments - current	\$407,203	\$534,626	31%	\$447,759	-16%
Prepaid expenses & other	\$8,720	\$8,762	0%	\$12,173	39%
Total current assets	\$589,744	\$710,809	21%	\$637,603	-10%
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	\$589,744	\$710,809	21%	\$637,603	-10%
Liabilities & Net Assets					
	FY 2020	FY 2021	% Change	FY 2022	% Change
Current liabilities					
Accounts payable and accrued expenses	\$8,720	\$8,762	0%		-100%
Deferred revenue			n/a		n/a
Loans - current			n/a		n/a
Additional current liabilities not listed above			n/a		n/a
Total current liabilities	\$8,720	\$8,762	0%		-100%
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	\$8,720	\$8,762	0%		-100%
Net assets					
Unrestricted	\$231,797	\$245,908	6%	\$241,419	-2%
Restricted	\$349,227	\$456,139	31%	\$396,184	-13%
Total net assets	\$581,024	\$702,047	21%	\$637,603	-9%
Total liabilities & net assets	\$589,744	\$710,809	21%	\$637,603	-10%

Balance Sheet Narrative

FY 2020	n/a
FY 2021	n/a
FY 2022	n/a

Balance Sheet Metrics

	FY 2020	FY 2021	% Change	FY 2022	% Change
Months of operating cash -- Unrestricted	14.26	13.3	-7%	11.99	-10%
Working capital -- Unrestricted	\$231,797	\$245,908	6%	\$241,419	-2%
Current ratio -- Unrestricted	27.58	29.07	5%		-100%
Net assets as a % of total expenses	423%	469%	11%	370%	-21%
Fixed assets (net)			n/a		n/a
Condition of fixed assets					
Leverage -- Unrestricted			n/a		n/a
Total debt			n/a		n/a
Debt service impact	0%	0%	n/a	0%	n/a

Months of operating cash -- unrestricted (Unrestricted 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. This ratio is calculated using unrestricted numbers only.

Working capital -- unrestricted (Unrestricted Current Assets minus Unrestricted Current Liabilities) consists of the unrestricted 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 unrestricted (Unrestricted Current Assets divided by Unrestricted 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.

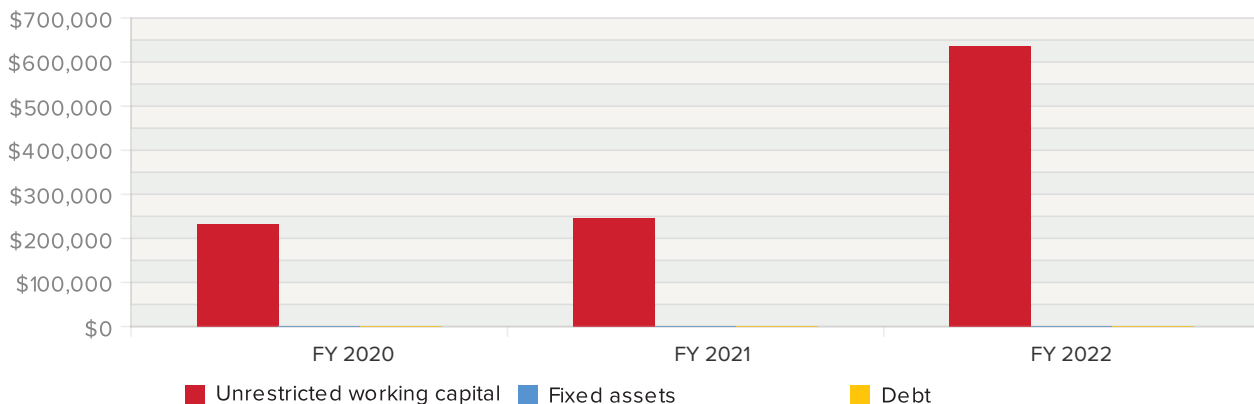
Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% 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 Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

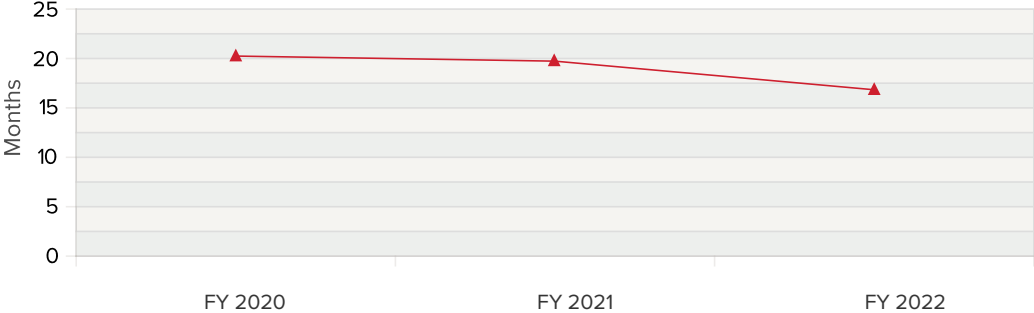
Fixed assets net is the value of all land, buildings, equipment, leasehold improvements and other property and equipment owned by the organization. It is calculated net of accumulated depreciation to reflect the reduction in the value of an asset as it ages and is used.

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
Unrestricted
Working Capital**



Attendance

	FY 2020	FY 2021	% Change	FY 2022	% Change
Total attendance					
Paid	3,026	3,000	-1%	2,640	-12%
Free	7,900	9,200	16%	13,096	42%
Total	10,926	12,200	12%	15,736	29%
In-person attendance					
Paid	3,026	3,000	-1%	2,640	-12%
Free	900	700	-22%	1,096	57%
Total	3,926	3,700	-6%	3,736	1%
Digital attendance					
Paid		0	n/a		n/a
Free	7,000	8,500	21%	12,000	41%
Total	7,000	8,500	21%	12,000	41%
In-person attendees 18 and under	800	800	0%	450	-44%
Programs in schools	FY 2020	FY 2021	% Change	FY 2022	% Change
Children served in schools	60		-100%	0	n/a
Hours of instruction	3		-100%	0	n/a

Workforce

Number of People	FY 2020	FY 2021	% Change	FY 2022	% Change
Employees: Full-time permanent		1	n/a	1	0%
Employees: Part-time permanent	1		-100%		n/a
Volunteers	15	17	13%		-100%
Independent contractors	17	19	12%	21	11%
Interns and apprentices			n/a		n/a
Total positions	33	37	12%	22	-41%

Visual & Performing Artists

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of visual & performing artists	17	18	6%	20	11%
Payments to artists & performers	\$5,300	\$25,354	378%	\$7,200	-72%

Covid-19 Impact

	FY 2020	FY 2021	FY 2022
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	0	0
Number of employees furloughed	0	0	0
Of those furloughed or laid off employees, how many (if any) have been brought back?	0		0

Mission and Constituency

Mission statement

The mission of the Julius & Esther Stulberg Competition, Inc. is to promote excellence in string instrument performance by gifted young artists under the age of twenty.

Mission demographics

This organization's mission is not 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

Additional group (please state)

Disability

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 2020		FY 2021		FY 2022	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)						
Productions (presented)						
Classes/assemblies/other programs in schools						
Classes/workshops (outside of schools)	0	0	0	0	0	0
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	0	0	0	0	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 2020			FY 2021			FY 2022		
	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				1	1		4	4	25
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)									
Additional programs not listed above				10	10				

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 2020		FY 2021		FY 2022	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$23,647		\$30,343		\$34,994	
Contributed revenue	\$124,690		\$116,232		\$159,679	
Operating expense	\$137,391		\$149,561		\$172,105	

Program Activity

	FY 2020	FY 2021	% Change	FY 2022	% 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	1	1	0%	1	0%
Open rehearsals			n/a		n/a

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 2020	n/a
FY 2021	n/a
FY 2022	n/a