



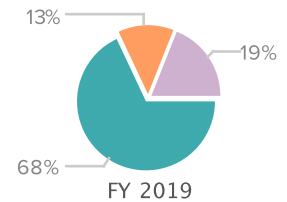
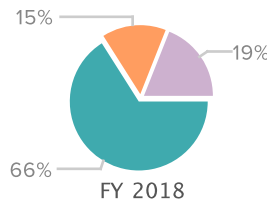
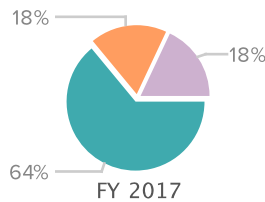
Organization Information

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

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$19,633	\$19,520	-1%	\$10,618	-46%
Earned Non-program	\$21,260	\$23,706	12%	\$25,615	8%
Total Earned Revenue	\$40,893	\$43,226	6%	\$36,233	-16%
Investment Revenue	\$39,939	\$33,875	-15%	\$24,046	-29%
Contributed Revenue	\$142,817	\$152,958	7%	\$127,718	-17%
Total Unrestricted Operating Revenue	\$223,649	\$230,059	3%	\$187,997	-18%
Less in-kind	(\$9,475)	(\$5,898)	-38%	(\$5,799)	-2%
Total Unrestricted Operating Revenue Less In-kind	\$214,174	\$224,161	5%	\$182,198	-19%
Expenses by Functional Total					
Program	\$124,849	\$147,525	18%	\$129,964	-12%
Fundraising	\$14,880	\$14,879	-0%	\$15,222	2%
General & Administrative	\$23,594	\$24,419	3%	\$24,879	2%
Total Operating Expenses	\$163,323	\$186,823	14%	\$170,065	-9%
Less in-kind	(\$9,475)	(\$5,898)	-38%	(\$5,799)	-2%
Total Operating Expenses Less In-kind	\$153,848	\$180,925	18%	\$164,266	-9%
Net Unrestricted Activity - Operating	\$60,326	\$43,236	-28%	\$17,932	-59%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$60,326	\$43,236	-28%	\$17,932	-59%
Net Restricted Activity			n/a		n/a
Net Total Activity	\$60,326	\$43,236	-28%	\$17,932	-59%

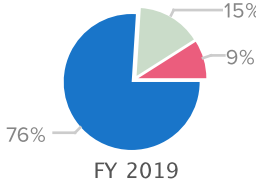
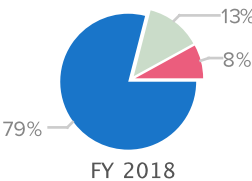
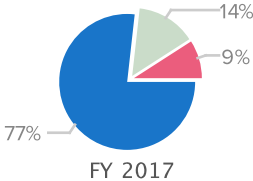
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Single ticket sales	\$19,465	\$19,130	\$10,168	\$10,168	
Tuitions and registration fees	\$168	\$390	\$450	\$450	
Total earned - program	\$19,633	\$19,520	\$10,618	\$10,618	\$0
Earned - Non-program					
Advertising revenue	\$3,750	\$3,125	\$3,500	\$3,500	
Application fees	\$17,510	\$20,581	\$22,115	\$22,115	
Total earned - non-program	\$21,260	\$23,706	\$25,615	\$25,615	\$0
Total earned revenue	\$40,893	\$43,226	\$36,233	\$36,233	
Contributed					
Trustee & board	\$4,635	\$6,710	\$3,458	\$3,458	
Individual	\$45,296	\$41,500	\$42,558	\$42,558	
Corporate	\$17,411	\$13,250	\$12,048	\$12,048	
Foundation	\$48,500	\$63,100	\$43,855	\$43,855	
State government	\$17,500	\$22,500	\$20,000	\$20,000	
In-kind operating contributions	\$9,475	\$5,898	\$5,799	\$5,799	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$142,817	\$152,958	\$127,718	\$127,718	
Operating investment revenue	\$39,939	\$33,875	\$24,046	\$24,046	
Total operating revenue	\$223,649	\$230,059	\$187,997	\$187,997	
Total operating revenue less in-kind	\$214,174	\$224,161	\$182,198	\$182,198	
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$223,649	\$230,059	\$187,997	\$187,997	
Total revenue less in-kind	\$214,174	\$224,161	\$182,198	\$182,198	

Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2019 Total	% Change	FY 2019 Program	FY 2019 Fundraising	FY 2019 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$48,385	\$50,792	5%	\$52,292	3%	\$26,146	\$10,458	\$15,688
Independent contractors	\$8,288	\$9,000	9%	\$7,950	-12%	\$7,950	\$0	\$0
Professional fees	\$22,708	\$23,132	2%	\$31,840	38%	\$28,243		\$3,597
Total personnel expenses - Operating	\$79,381	\$82,924	4%	\$92,082	11%	\$62,339	\$10,458	\$19,285
Non-personnel expenses - Operating								
Advertising and promotion	\$15,346	\$16,853	10%	\$14,846	-12%	\$14,846	\$0	\$0
Dues and subscriptions	\$480	\$499	4%	\$510	2%	\$510	\$0	\$0
Insurance	\$2,037	\$2,003	-2%	\$2,332	16%	\$2,332		
Occupancy costs	\$8,324	\$8,346	0%	\$8,356	0%	\$4,178	\$1,671	\$2,507
Office and administration	\$9,410	\$9,881	5%	\$12,216	24%	\$9,298	\$1,013	\$1,905
Printing, postage and shipping	\$10,203	\$10,102	-1%	\$9,059	-10%	\$6,147	\$2,030	\$882
Travel	\$1,846	\$1,898	3%	\$0	-100%			
Productions and events costs	\$24,250	\$40,774	68%	\$24,250	-41%	\$24,250	\$0	\$0
Interest expense	\$67	\$77	15%	\$0	-100%	\$0	\$0	\$0
Other operating expenses	\$11,662	\$13,166	13%	\$6,114	-54%	\$6,064	\$50	\$0
Depreciation	\$317	\$300	-5%	\$300	0%	\$0	\$0	\$300
Total non-personnel expenses - Operating	\$83,942	\$103,899	24%	\$77,983	-25%	\$67,625	\$4,764	\$5,594
Total operating expenses	\$163,323	\$186,823	14%	\$170,065	-9%	\$129,964	\$15,222	\$24,879
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	\$163,323	\$186,823	14%	\$170,065	-9%	\$129,964	\$15,222	\$24,879
Total expenses less in-kind	\$153,848	\$180,925	18%	\$164,266	-9%			
Total expenses less depreciation	\$163,006	\$186,523	14%	\$169,765	-9%			
Total expenses less in-kind and depreciation	\$153,531	\$180,625	18%	\$163,966	-9%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$137,973	\$143,874	4%	\$150,473	5%
Receivables	\$8,960	\$17,550	96%	\$11,366	-35%
Investments	\$347,265	\$381,063	10%	\$398,928	5%
Prepaid expenses & other	\$4,832	\$4,532	-6%	\$4,232	-7%
Total current assets	\$499,030	\$547,019	10%	\$564,999	3%
Non-current investments					
Fixed assets (net)	\$0		n/a	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$0		n/a	\$0	n/a
Total assets	\$499,030	\$547,019	10%	\$564,999	3%
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$9,270	\$9,023	-3%	\$9,070	1%
Loans & other debt	\$0		n/a	\$0	n/a
Deferred revenue	\$0		n/a	\$0	n/a
Total current liabilities	\$9,270	\$9,023	-3%	\$9,070	1%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$9,270	\$9,023	-3%	\$9,070	1%
Net assets					
Unrestricted	\$489,760	\$532,996	9%	\$217,958	-59%
Restricted		\$5,000	n/a	\$337,971	6,659%
Total net assets	\$489,760	\$537,996	10%	\$555,929	3%
Total liabilities & net assets	\$499,030	\$547,019	10%	\$564,999	3%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	10	9	11
Total working capital -- Unrestricted	\$489,760	\$532,996	\$217,958
Current Ratio	53.83	60.62	62.29
Debt Service Impact	0%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	27%	19%	10%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio -- Unrestricted			

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.

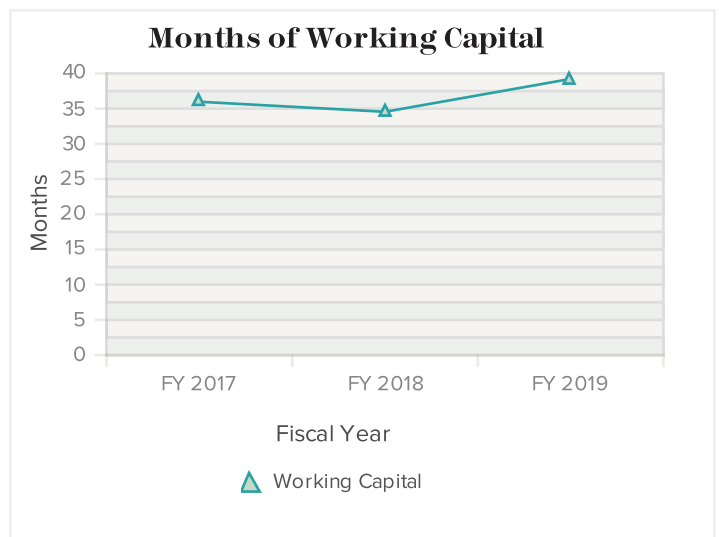
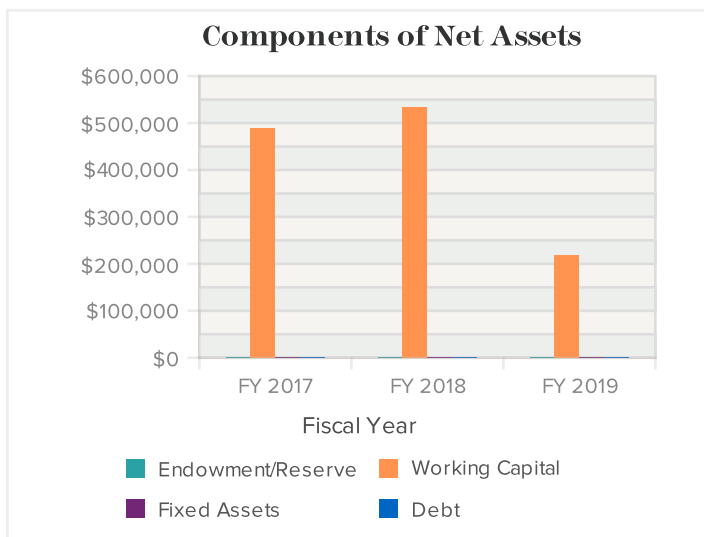
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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. The higher the margin, the more sustainable the organization because it's using more reliable sources of revenue to operate. Low ratios indicate that an organization is using revenue sources with a higher degree of variability and uncertainty. Negative operating margins highlight losses, and an organization's need to increase revenue, decrease expenses, or both, to be sustainable over time.

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 - Unrestricted (Total Unrestricted 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.



Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	2,158	2,107	-2%	3,078	46%
In-person participation - free	1,479	2,112	43%	885	-58%
Total in-person participation	3,637	4,219	16%	3,963	-6%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	3,191	3,966	24%	3,435	-13%
Registrants for classes/workshops	245	183	-25%	217	19%
Lecture attendees	201	70	-65%	311	344%
Total in-person participation	3,637	4,219	16%	3,963	-6%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	691	642	-7%	801	25%
Children served in schools	147	30	-80%	58	93%
Adults	2,946	3,577	21%	3,162	-12%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
Competition entrants	12	12	0%	12	0%
Competition winners	3	3	0%	3	0%

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time permanent employees	1	1	0%	1	0%
Part-time permanent employees - FTEs	0.75	0.75	0%		-100%
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%	0.02	-85%
Independent contractors	1	1	0%	1	0%
Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% 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 2017	FY 2018	% Change	FY 2019	% Change
Distinct productions	10	10	0%	12	20%
Total performances	10	10	0%	12	20%
Distinct classes/workshops	3	3	0%	3	0%
Total classes/class sessions	3	3	0%	3	0%
Distinct lectures	3	2	-33%		-100%
Lecture occurrences	5	2	-60%	7	250%
Programs offered in schools	5	2	-60%	2	0%
Hours of programming in schools	5	2	-60%	2	0%
Number of schools served	4	1	-75%	2	100%
Artists placed in schools	3	2	-33%	1	-50%
Competitions hosted	1	1	0%	1	0%