

Superior Arts Youth Theater - Funder Report Addendum

As you can see from the SAYT Funder Report there are swings in revenue, expenses, and participation over the past three fiscal years. SAYT has been working with participants, and our audiences to find what programming is most beneficial for them!

- **Revenue changes:**

- FY17 & FY18

- SAYT expanded programming and held first ever play series in 2018
 - There was an increase in program revenue with registration fees and non-program revenue with merchandise sales and sponsorships.
- SAYT held two large fundraising events (Murder Mystery Event & Fun Run) for the first time ever in 2018.
 - These events allowed SAYT to gain support from a new demographic of donors.

- FY19

- Program revenue had a loss after a survey of participants said that smaller cast sizes were needed to increase the quality of programming.
 - The youth theater decided to shrink cast sizes by about 15% and added a few more opportunities for youth involvement.
 - The added opportunities helped earn a bit of the lost revenue from registration fees (earned program revenue), but SAYT did not take in ticket sales for the new opportunities so it was not possible to cover the full loss.
- Sponsorship revenue
 - 2018 sponsorships were collected for the 2018-2019 season, and in 2019 the 2019-2020 sponsors chose to donate outside of the sponsorship packages, purchase ads, and support SAYT fundraisers.
 - SAYT's large sponsorship of \$5,000 from Wells Fargo became unavailable due to the business leaving town.
 - In place of the Wells Fargo loss, SAYT gained foundation support from the Flagstar Foundation
 - SAYT is working to make more profitable sponsorship packages for the future.
- Donation base
 - Lower in 2019 because some of the end of year donations were not accounted for in FY19.
 - SAYT's giving Tuesday push happened December 3 with the majority of donations being received through facebook.

- Though donations were tracked they were not received in the SAYT account until after January 1, 2020 so contributions should be higher for FY20.

- **Expense changes:**

- Professional fees
 - FY19 there were added expenses for ticket sales, and video production services due to additional programming. This also increased as SAYT utilized a new space for the play festival and had to use the NMU ticketing service as part of the rental.
- Advertising
 - FY19 SAYT's first ever brochures & rack cards were made to be used for publicity over FY19 & FY20.
- Conferences and Meetings
 - FY19 SAYT received a POD grant to send their Executive Director & Administrative Assistant to the USITT conference for professional development.
- Insurance
 - FY19 Workers comp insurance and D/O insurance was added.
 - D/O insurance was required by foundation grants that SAYT applied for.
- Office & Administration
 - FY17 SAYT received a capital improvement grant to purchase computer equipment, printers, and ipads for staff and students. This purchase created a large expense category for office supplies/equipment.
 - FY18 & FY19 office expenses were maintaining, and purchasing office supplies as needed for operations.

- **Attendance changes:**

- FY17 to FY18
 - SAYT had an increase in programming allowing for more participants and more attendance at productions.
- FY18 to FY19
 - Due to a partnership with Northern Michigan University's Forest Roberts Theater (FRT) SAYT put together a second summer production. SAYT provided staff and FRT fully funded the production while taking all ticket revenue.



Organization Information

Organization name: Superior Arts Youth Theater

City: Marquette

State: MI

County:

NISP Discipline: 4 - Theatre

NISP Institution: 6 - Performing Group - Youth

NTEE: A65 - Theater

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

Federal ID # 474031410

Year organization founded: 2015

Organization type: 501(c)3 nonprofit organization

Fiscal year end date: 12-31

DUNS # 079857353

Full-time staff: 1

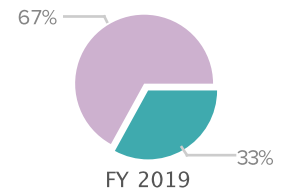
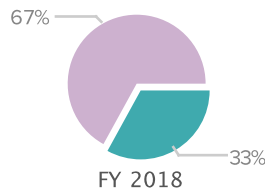
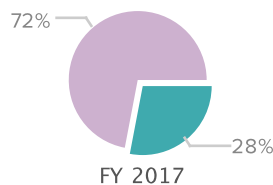
Paid FTEs: 1.22

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	\$86,401	\$102,608	19%	\$93,349	-9%
Earned Non-program	\$15,503	\$22,437	45%	\$15,334	-32%
Total Earned Revenue	\$101,904	\$125,045	23%	\$108,683	-13%
Investment Revenue			n/a		n/a
Contributed Revenue	\$40,174	\$62,526	56%	\$52,845	-15%
Total Unrestricted Operating Revenue	\$142,078	\$187,571	32%	\$161,528	-14%
Less in-kind	(\$1,091)	(\$1,327)	22%		-100%
Total Unrestricted Operating Revenue Less In-kind	\$140,987	\$186,244	32%	\$161,528	-13%
Expenses by Functional Total					
Program	\$109,717	\$120,579	10%	\$125,192	4%
Fundraising	\$4,368	\$9,572	119%	\$10,062	5%
General & Administrative	\$30,962	\$29,334	-5%	\$27,090	-8%
Total Operating Expenses	\$145,047	\$159,485	10%	\$162,344	2%
Less in-kind	(\$1,091)	(\$1,327)	22%		-100%
Total Operating Expenses Less In-kind	\$143,956	\$158,158	10%	\$162,344	3%
Net Unrestricted Activity - Operating	-\$2,969	\$28,086	1,046%	-\$816	-103%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$2,969	\$28,086	1,046%	-\$816	-103%
Net Restricted Activity	\$5,950		-100%	\$5,103	n/a
Net Total Activity	\$2,981	\$28,086	842%	\$4,287	-85%

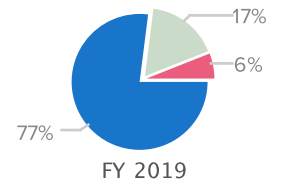
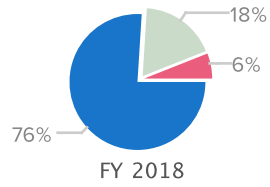
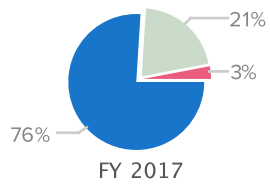
Revenue by Source

- 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	\$49,886	\$56,978	\$52,936	\$52,936	
Tuitions and registration fees	\$36,515	\$45,430	\$39,880	\$39,880	
Other program revenue		\$200	\$533	\$533	
Total earned - program	\$86,401	\$102,608	\$93,349	\$93,349	\$0
Earned - Non-program					
Food and concessions		\$3,748	\$3,810	\$3,810	
Gift shop and merchandise fees	\$5,535	\$7,184	\$7,714	\$7,714	
Advertising revenue	\$2,468	\$2,505	\$3,810	\$3,810	
Sponsorship revenue	\$7,500	\$9,000	\$0	\$0	
Total earned - non-program	\$15,503	\$22,437	\$15,334	\$15,334	\$0
Total earned revenue	\$101,904	\$125,045	\$108,683	\$108,683	

Superior Arts Youth Theater

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$1,825	\$2,905	\$1,330	\$1,330	
Individual	\$11,508	\$18,712	\$9,977	\$9,977	
Foundation	\$675	\$4,500	\$17,500	\$13,500	\$4,000
State government	\$19,360	\$18,725	\$13,109	\$12,006	\$1,103
Federal government	\$1,490	\$2,425	\$1,794	\$1,794	
In-kind operating contributions	\$1,091	\$1,327	\$0		
Other contributions	\$10,175	\$13,932	\$14,238	\$14,238	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$46,124	\$62,526	\$57,948	\$52,845	\$5,103
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$148,028	\$187,571	\$166,631	\$161,528	\$5,103
Total operating revenue less in-kind	\$146,937	\$186,244	\$166,631	\$161,528	\$5,103
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$148,028	\$187,571	\$166,631	\$161,528	\$5,103
Total revenue less in-kind	\$146,937	\$186,244	\$166,631	\$161,528	\$5,103

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)	\$47,988	\$56,737	18%	\$51,831	-9%	\$31,098	\$2,074	\$18,659
Independent contractors	\$20,425	\$27,252	33%	\$25,833	-5%	\$25,833		
Professional fees	\$6,222	\$6,096	-2%	\$8,188	34%	\$6,054		\$2,134
Total personnel expenses - Operating	\$74,635	\$90,085	21%	\$85,852	-5%	\$62,985	\$2,074	\$20,793
Non-personnel expenses - Operating								
Advertising and promotion	\$181	\$393	117%	\$641	63%	\$451		\$190
Conferences and meetings	\$0	\$0	n/a	\$1,675	n/a			\$1,675
Dues and subscriptions	\$16	\$459	2,769%	\$279	-39%			\$279
Insurance	\$2,162	\$2,652	23%	\$3,498	32%	\$3,048		\$450
Occupancy costs	\$15,078	\$12,909	-14%	\$12,827	-1%	\$10,863		\$1,964
Office and administration	\$8,514	\$522	-94%	\$889	70%		\$100	\$789
Printing, postage and shipping	\$3,773	\$5,677	50%	\$5,828	3%	\$5,221		\$607
Royalties, rights and reproductions	\$11,691	\$11,139	-5%	\$13,305	19%	\$13,305		
Productions and events costs	\$10,567	\$15,868	50%	\$17,544	11%	\$9,363	\$7,838	\$343
Other operating expenses	\$4,728	\$5,656	20%	\$5,881	4%	\$5,831	\$50	
Depreciation	\$13,702	\$14,125	3%	\$14,125	0%	\$14,125		
Total non-personnel expenses - Operating	\$70,412	\$69,400	-1%	\$76,492	10%	\$62,207	\$7,988	\$6,297
Total operating expenses	\$145,047	\$159,485	10%	\$162,344	2%	\$125,192	\$10,062	\$27,090
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	\$145,047	\$159,485	10%	\$162,344	2%	\$125,192	\$10,062	\$27,090
Total expenses less in-kind	\$143,956	\$158,158	10%	\$162,344	3%			
Total expenses less depreciation	\$131,345	\$145,360	11%	\$148,219	2%			
Total expenses less in-kind and depreciation	\$130,254	\$144,033	11%	\$148,219	3%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$42,606	\$84,089	97%	\$101,646	21%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$76	n/a
Total current assets	\$42,606	\$84,089	97%	\$101,722	21%
Non-current investments					
Fixed assets (net)	\$194,701	\$180,576	-7%	\$166,451	-8%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$194,701	\$180,576	-7%	\$166,451	-8%
Total assets	\$237,307	\$264,665	12%	\$268,173	1%
Liabilities & Net Assets					
Liabilities	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$1,324	\$1,923	45%	\$1,144	-41%
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
Total current liabilities	\$1,324	\$1,923	45%	\$1,144	-41%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$1,324	\$1,923	45%	\$1,144	-41%
Net assets					
Unrestricted	\$235,983	\$262,742	11%	\$267,029	2%
Restricted	\$0		n/a		n/a
Total net assets	\$235,983	\$262,742	11%	\$267,029	2%
Total liabilities & net assets	\$237,307	\$264,665	12%	\$268,173	1%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	4	6	8
Total working capital	\$41,282	\$82,166	\$100,578
Current Ratio	32.18	43.73	88.92
Debt Service Impact			
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	2%	15%	3%
Depreciation as a % of Fixed Assets	n/a	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.

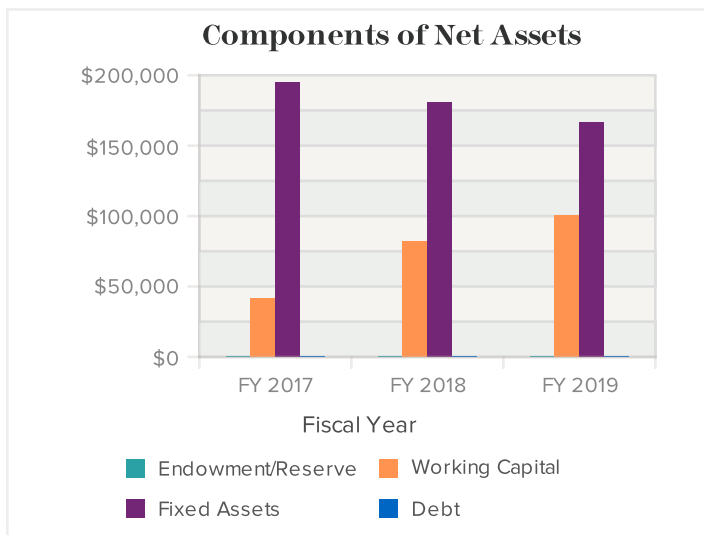
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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 (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.



Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	4,291	5,304	24%	6,618	25%
In-person participation - free	60	352	487%	374	6%
Total in-person participation	4,351	5,656	30%	6,992	24%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	4,005	5,180	29%	6,573	27%
Registrants for classes/workshops	71	226	218%	66	-71%
Participants of other events	275	250	-9%	353	41%
Total in-person participation	4,351	5,656	30%	6,992	24%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	1,740	2,362	36%	2,942	25%
Seniors	435		-100%		n/a
Adults	2,176	3,294	51%	4,050	23%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	1	1	0%	1	0%
Part-time permanent employees - FTEs	0.38	0.25	-34%	0.22	-12%
Number of part-time or one-time volunteers	75	100	33%	100	0%
Part-time or one-time volunteers - FTEs	0.75	1.66	121%	1.66	0%
Independent contractors	39	35	-10%	30	-14%
Number of interns and apprentices	2	1	-50%	1	0%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time employees that are artists	0	1	n/a	1	0%
Part-time employees that are artists	1	1	0%	1	0%
Independent contractors that are artists	39	35	-10%	30	-14%

Program Activity

			% Change		% Change
Distinct productions	4	5	25%	7	40%
Total performances	22	25	14%	31	24%
Distinct classes/workshops		2	n/a	2	0%
Distinct class series/courses	7	2	-71%	8	300%
Total classes/class sessions	30	12	-60%	42	250%
Distinct other programs	5	3	-40%	5	67%
Other programs occurrences	5	3	-40%	5	67%