

### **Notes on the 2020 Funder Report**

1. Earned program revenue and additional contributed revenue occurs when we host the biennial Upper Peninsula Community Band Festival. It was cancelled in 2020 due to the pandemic.
2. Individual contributions decreased due to inability to “pass-the-hat” at concerts during the pandemic. This generally results in contributions of approximately \$6,000, but was partially offset by an increase in online contributions of \$2,500.
3. Personnel expenses decreased due a smaller ensemble with band members opting out during the pandemic.
4. On the advice of our accountant, instrument purchases in 2020 and going forward will be treated as operational expense rather than capital expense, and will not be depreciated.
5. Since the Band’s revenues did not exceed \$50,000, the shorter Cultural Data Profile form was used resulting in loss of balance sheet metrics for 2020.
6. In-person attendance was down significantly due to the pandemic; however, this was completely compensated for with newly added digital attendance.

## Organization Information

Organization name: Marquette City Band, Inc.

City: Marquette	Year organization founded: 1887
State: MI	Organization type: 501(c)3 nonprofit organization
County: Marquette	
Federal ID #: 382694178	DUNS #: 079129618
NISP Discipline: 2 - Music	Full-time staff:
NISP Institution: 5 - Performing Group - Community	Board Members: 7
NTEE: A6C - Bands & Ensembles	Fiscal year end date: 12-31

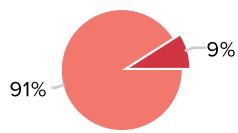
Applicant is not audited or reviewed by an independent accounting firm.      Applicant has a budget under \$50,000.

## Financial Summary

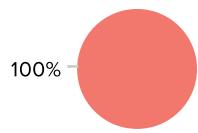
Unrestricted Activity	FY 2018	FY 2019	% Change	FY 2020	% Change
Unrestricted operating revenue					
Earned program	\$3,210		-100%		n/a
Earned non-program	\$1,310		-100%		n/a
Total earned revenue	\$4,520		-100%		n/a
Investment revenue			n/a		n/a
Contributed revenue	\$46,848	\$31,885	-32%	\$33,606	5%
Total unrestricted operating revenue	\$51,368	\$31,885	-38%	\$33,606	5%
Less in-kind	\$1,200		-100%	\$1,200	n/a
Unrestricted operating revenue less in-kind	\$50,168	\$31,885	-36%	\$32,406	2%
Operating expenses					
Program	\$31,325	\$30,284	-3%	\$18,863	-38%
Management & general	\$1,510		-100%	\$7,705	n/a
Fundraising			n/a	\$0	n/a
Total operating expenses	\$32,835	\$30,284	-8%	\$26,568	-12%
Less in-kind	\$1,200		-100%	\$1,200	n/a
Unrestricted operating expenses less in-kind	\$31,635	\$30,284	-4%	\$25,368	-16%
Unrestricted change in net assets - operating	\$18,533	\$1,601	-91%	\$7,038	340%
Unrestricted change in net assets - non-operating	\$22	\$37	68%		-100%
Unrestricted change in net assets	\$18,555	\$1,638	-91%	\$7,038	330%
Restricted change in net assets			n/a		n/a
Total change in net assets	\$18,555	\$1,638	-91%	\$7,038	330%

### Unrestricted Operating Revenue by Source

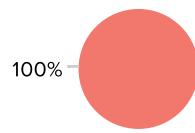
- Earned
- Investment
- Contributed



FY 2018



FY 2019



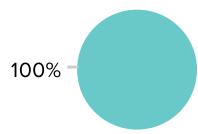
FY 2020

### Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



FY 2018



FY 2019



FY 2020

## Revenue Details

Operating Revenue Earned - Program	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Subscriptions					
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions					
Education revenue	\$3,210				
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above					
Total earned - program	\$3,210				
Earned - Non-program					
Rental revenue					
Sponsorship revenue					
Attendee-generated revenue not listed above	\$1,310				
Earned non-program not listed above					
Total earned - non-program	\$1,310				
Total earned revenue	\$4,520				

					Marquette City Band
	FY 2018	FY 2019	FY 2020	FY 2020	FY 2020
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$820	\$700	\$540	\$540	
Individual	\$26,828	\$14,985	\$10,316	\$10,316	
Corporate	\$0	\$0	\$0	\$0	
Foundation	\$1,000	\$1,000	\$3,000	\$3,000	
City government	\$7,000	\$7,000	\$7,000	\$7,000	
State government	\$10,000	\$8,200	\$11,550	\$11,550	
In-kind operating contributions	\$1,200	\$0	\$1,200	\$1,200	
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0	\$0	
<b>Total contributed revenue</b>	<b>\$46,848</b>	<b>\$31,885</b>	<b>\$33,606</b>	<b>\$33,606</b>	
Operating investment revenue	\$0	\$0	\$0	\$0	
<b>Total operating revenue</b>	<b>\$51,368</b>	<b>\$31,885</b>	<b>\$33,606</b>	<b>\$33,606</b>	
<b>Total operating revenue less operating in-kind</b>	<b>\$50,168</b>	<b>\$31,885</b>	<b>\$32,406</b>	<b>\$32,406</b>	

#### Non-operating revenue

Non-operating investment revenue	\$22	\$37		
<b>Total non-operating revenue</b>	<b>\$22</b>	<b>\$37</b>		
<b>Total revenue</b>	<b>\$51,390</b>	<b>\$31,922</b>	<b>\$33,606</b>	<b>\$33,606</b>
<b>Total revenue less in-kind</b>	<b>\$50,190</b>	<b>\$31,922</b>	<b>\$32,406</b>	<b>\$32,406</b>

#### Revenue Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	We did not collect cash anonymous donations at concerts because of covid-19 pandemic. This resulted in a loss of approximately \$6000 over previous years. Use of Paypal partially mitigated this loss with \$2000 in contributions.

## Expense Details

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change	FY 2020 Program	FY 2020 General & Administrative	FY 2020 Fundraising
Personnel expenses -								
Operating								
Independent contractors	\$19,270	\$18,640	-3%	\$14,540	-22%	\$10,323	\$4,217	
Total personnel expenses -								
Operating	\$19,270	\$18,640	-3%	\$14,540	-22%	\$10,323	\$4,217	
Non-personnel expenses -								
Operating								
Occupancy costs	\$1,458	\$0	-100%	\$1,232	n/a	\$875	\$357	
Depreciation	\$4,292	\$4,651	8%	\$0	-100%			
Non-personnel expenses not listed above	\$7,815	\$6,993	-11%	\$10,796	54%	\$7,665	\$3,131	
Total non-personnel expenses - Operating	\$13,565	\$11,644	-14%	\$12,028	3%	\$8,540	\$3,488	
Total operating expenses	\$32,835	\$30,284	-8%	\$26,568	-12%	\$18,863	\$7,705	\$0
Total expenses	\$32,835	\$30,284	-8%	\$26,568	-12%			
Total expenses less in-kind	\$31,635	\$30,284	-4%	\$25,368	-16%			
Total expenses less depreciation	\$28,543	\$25,633	-10%	\$26,568	4%			
Total expenses less in-kind and depreciation	\$27,343	\$30,284	11%	\$25,368	-16%			

## Expense Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

## Balance Sheet

Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current assets					
Cash and cash equivalents	\$31,351	\$28,877	-8%		-100%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments - current			n/a		n/a
Prepaid expenses & other			n/a		n/a
Total current assets	\$31,351	\$28,877	-8%		-100%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$24,688	\$34,063	38%		-100%
Non-current assets not listed above			n/a		n/a
Total long-term/non-current assets	\$24,688	\$34,063	38%		-100%
Total assets	\$56,039	\$62,940	12%		-100%
Liabilities & Net Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current liabilities					
Accounts payable and accrued expenses			n/a		n/a
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			n/a		n/a
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			n/a		n/a
Total net assets	\$56,039	\$62,940	12%		-100%
Total liabilities & net assets	\$56,039	\$62,940	12%		-100%

## Balance Sheet Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

## Balance Sheet Metrics

	FY 2018	FY 2019	% Change	FY 2020	% Change
Months of operating cash -- Total	11.46	11.44	-0%		-100%
Working capital -- Total	\$31,351	\$28,877	-8%		-100%
Current ratio -- Total			n/a		n/a
Net assets as a % of total expenses	171%	208%	22%		-100%
Fixed assets (net)	\$24,688	\$34,063	38%		-100%
Condition of fixed assets					
Leverage -- Total			n/a		n/a
Total debt			n/a		n/a
Debt service impact	0%	0%	n/a		n/a

Months of operating cash (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.

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

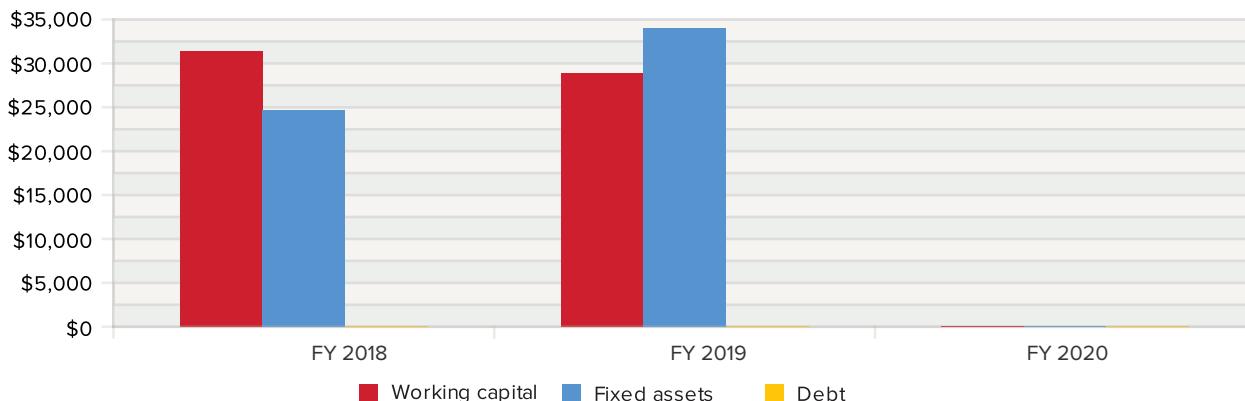
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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 Working Capital**



## Attendance

	FY 2018	FY 2019	% Change	FY 2020	% Change
Total attendance					
Paid	82		-100%		n/a
Free	3,000	3,200	7%	3,300	3%
Total	3,082	3,200	4%	3,300	3%
In-person attendance					
Paid	82		-100%		n/a
Free	3,000	3,200	7%	800	-75%
Total	3,082	3,200	4%	800	-75%
Digital attendance					
Paid			n/a		n/a
Free			n/a	2,500	n/a
Total			n/a	2,500	n/a
In-person attendees 18 and under	200	200	0%	60	-70%

Programs in schools	FY 2018	FY 2019	% Change	FY 2020	% Change
Children served in schools			n/a		n/a
Hours of instruction			n/a		n/a

## Workforce

Number of People	FY 2018	FY 2019	% Change	FY 2020	% Change
Volunteers	20	15	-25%		-100%
Independent contractors	91	81	-11%	62	-23%
Interns and apprentices			n/a		n/a
Total positions	111	96	-14%	62	-35%

## Visual &amp; Performing Artists

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of visual & performing artists	91	81	-11%	69	-15%
Payments to artists & performers	\$17,960	\$16,245	-10%	\$12,980	-20%

## Covid-19 Impact

	FY 2018	FY 2019	FY 2020
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

Number of employees furloughed

Of those furloughed or laid off employees, how many (if any) have been brought back?

## Mission and Constituency

### Mission statement

The general purpose of this corporation shall be to advance, develop, and foster an interest in and appreciation of music primarily through the presentation of band concerts; and to do any and all things necessary, convenient, useful or incidental to the attainment of its purposes

### 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

Rural

*If the fields above are blank, this organization does not serve that demographic specifically.*

## Program Activity

In-person activity	FY 2018		FY 2019		FY 2020	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	8	9	9	10	8	8
Productions (presented)					8	8
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	1		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 2018		FY 2019		FY 2020				
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)							5	5	0
Productions (presented)							5	5	0
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									
Festivals/conferences									
Readings/workshops (developing works)									
Community programs (not included above)									
Additional programs not listed above									

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 2018		FY 2019		FY 2020	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$4,520					
Contributed revenue	\$46,848		\$31,885		\$33,606	\$0
Operating expense	\$32,835		\$30,284		\$26,568	\$2,650

## Program Activity

	FY 2018 Total	FY 2019 Total % Change	FY 2020 Total % 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	10	n/a	-100%
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		n/a	n/a
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 2018	n/a
FY 2019	n/a
FY 2020	n/a