



Organization Information

Organization Name: **Example Ballet Company**

City: Philadelphia

State: PA

County: Philadelphia

Federal ID # 123456789

Applicant is audited or reviewed by an independent accounting firm.

Year Organization Founded: 1975

Organization Type: 501(c)3 nonprofit organization

Fiscal Year End Date: 07-31

Number of Board Members: 15

Average Budget: \$10,165,704

Average budget less in-kind: \$10,159,782

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

Unrestricted Activity	FY 2014	FY 2015	% Change
Unrestricted Operating Revenue			
Earned Program	\$4,334,586	\$4,336,762	0%
Earned Non-program	\$351,270	\$427,667	22%
Total Earned Revenue	\$4,685,856	\$4,764,429	2%
Investment Revenue	\$402,580	\$353,663	-12%
Contributed Revenue	\$3,567,201	\$5,492,869	54%
Total Unrestricted Operating Revenue	\$8,655,637	\$10,610,961	23%
Operating Expenses			
Program	\$8,015,479	\$8,730,389	9%
Fundraising	\$686,240	\$635,767	-7%
General & Administrative	\$1,113,211	\$1,150,321	3%
Total Operating Expenses	\$9,814,930	\$10,516,477	7%
Net Unrestricted Activity - Operating	-\$1,159,293	\$94,484	108%
Net Unrestricted Activity - Non-operating	\$5,000	\$235,285	4,606%
Total Net Unrestricted Activity	-\$1,154,293	\$329,769	129%
Net Temporarily Restricted Activity	\$854,102	\$6,121,913	617%
Net Permanently Restricted Activity	\$32,740	\$28,704	-12%
Net Total Activity	-\$267,451	\$6,480,386	2,523%

Net Unrestricted (UR) Activity includes all operating revenue and expenses, funds used to purchase fixed assets, and market value changes in endowments and other investments. Therefore, the Net UR Activity line may include more than just an operating surplus or deficit.

Net Temporarily Restricted (TR) Activity includes TR contribution that are restricted by the donor for a specific purpose or specific time. Some examples of temporarily restricted contributions are gifts for specific programs or productions, gifts for future years, and capital campaign gifts for facilities that are not yet built. When the restriction is fulfilled, the net assets are released to the unrestricted operating statement. Net TR Activity is the sum of all the new TR contributions minus those released to unrestricted.

Net Permanently Restricted (PR) Activity includes PR contributions that are restricted by the donor in perpetuity. The most common example is a gift to an endowment fund.

Balance Sheet Summary	FY 2014	FY 2015	% Change
Assets			
Current assets	\$1,238,038	\$2,188,038	77%
Non-current assets	\$13,812,916	\$18,899,814	37%
Total Assets	\$15,050,954	\$21,087,852	40%
Liabilities			
Current liabilities	\$2,833,211	\$3,727,313	32%
Non-current liabilities	\$3,892,159	\$2,557,136	-34%
Total Liabilities	\$6,725,370	\$6,284,449	-7%
Net Assets			
Unrestricted	\$9,809	\$341,862	3,385%
Temporarily Restricted	\$4,722,380	\$10,839,442	130%
Permanently Restricted	\$3,593,395	\$3,622,099	1%
Total Net Assets	\$8,325,584	\$14,803,403	78%
Total Liabilities & Net Assets	\$15,050,954	\$21,087,852	40%

Revenue Details

Unrestricted Revenue

Operating Revenue

Earned - Program	FY 2014	FY 2015	% Change
Membership revenue			n/a
Performance subscriptions - full	\$889,520	\$1,080,256	21%
Single ticket sales	\$3,198,868	\$3,256,506	2%
Other program revenue	\$246,198	\$0	-100%
Total earned - program	\$4,334,586	\$4,336,762	0%
Earned - Non-program			
Gift shop and merchandise fees	\$40,665	\$41,687	3%
Sponsorship revenue	\$280,606	\$374,328	33%
Other earned revenue	\$29,999	\$11,652	-61%
Total earned - non-program	\$351,270	\$427,667	22%
Total earned revenue	\$4,685,856	\$4,764,429	2%

Contributed	FY 2014	FY 2015	% Change
Trustee & board	\$360,893	\$770,835	114%
Individual	\$1,055,258	\$1,524,429	44%
Corporate	\$70,147	\$91,772	31%
Foundation	\$440,750	\$1,350,000	206%
City government	\$16,334	\$10,716	-34%
County government	\$13,768	\$0	-100%
State government	\$262,425	\$251,616	-4%
Federal government	\$80,000	\$35,000	-56%
Tribal contributions	\$0	\$0	n/a
Parent organization support			n/a
In-kind operating contributions	\$2,392	\$9,450	295%
Other contributions	\$389,433	\$423,745	9%
Net assets released from restriction	\$875,801	\$1,025,306	17%
Total contributed revenue	\$3,567,201	\$5,492,869	54%
Operating investment revenue	\$402,580	\$353,663	-12%
Total unrestricted operating revenue	\$8,655,637	\$10,610,961	23%
Total unrestricted non-operating revenue*	\$5,000	\$235,285	4,606%
Total unrestricted revenue	\$8,660,637	\$10,846,246	25%
Total unrestricted revenue less in-kind	\$8,658,245	\$10,836,796	25%
Total temporarily restricted revenue	\$854,102	\$6,121,913	617%
Total permanently restricted revenue	\$32,740	\$28,704	-12%
Total revenue	\$9,547,479	\$16,996,863	78%
Total revenue less in-kind	\$9,540,087	\$16,984,913	78%

* This line contains: non-operating investment income, transfers & reclassifications, prior period adjustments, net assets released from restriction, non-operating contributed revenue, non-operating in kind contributions and other non-operating revenue.

Expense Details

	FY 2014	FY 2015	% Change
Personnel expenses - Operating			
W2 employees (salaries, payroll taxes & fringe benefits)	\$5,108,940	\$5,278,615	3%
Independent contractors	\$301,546	\$424,016	41%
Professional fees	\$205,815	\$153,969	-25%
Total personnel expenses - Operating	\$5,616,301	\$5,856,600	4%
Non-personnel expenses - Operating			
Advertising and promotion	\$1,160,840	\$1,578,408	36%
Conferences and meetings	\$26,879	\$25,524	-5%
Dues and subscriptions	\$11,160	\$11,700	5%
Grant awards and similar amounts paid	\$0	\$14,234	n/a
Insurance	\$65,285	\$53,165	-19%
Occupancy costs	\$699,691	\$715,399	2%
Office and administration	\$82,728	\$78,991	-5%
Printing, postage and shipping	\$6,264	\$7,011	12%
Travel	\$9,115	\$10,095	11%
Productions and events costs	\$1,400,966	\$1,402,852	0%
Interest expense	\$114,204	\$149,313	31%
Depreciation	\$255,235	\$254,742	-0%
Other operating expenses	\$366,262	\$358,443	-2%
Total non-personnel expenses - Operating	\$4,198,629	\$4,659,877	11%
Total operating expenses	\$9,814,930	\$10,516,477	7%
Non-operating personnel expenses	\$0	\$0	n/a
Non-operating non-personnel expenses	\$0	\$0	n/a
Total expenses	\$9,814,930	\$10,516,477	7%
Total expenses less in-kind	\$9,807,538	\$10,504,527	7%
Change in net assets	-\$267,451	\$6,480,386	2,523%

Revenue and Expense Descriptions

Revenue	FY 2014	FY 2015
Other rentals	n/a	n/a
Other program revenue	n/a	n/a
Other earned revenue	costumes, sets & props	Rental of costumes and staging to third parties.
Other contributions	n/a	n/a
Expense		
Other operating expenses	Other Operating Expenses	n/a

Fundraising Activity

	FY 2014	FY 2015	% Change
Total contributed revenue <i>(Includes operating and non-operating revenue)</i>	\$4,459,043	\$11,879,569	166%
Total fundraising expense	\$686,240	\$635,767	-7%
Total expenses <i>(Includes non-operating expenses)</i>	\$9,814,930	\$10,516,477	7%

Metrics

Fundraising expense as a % of total contributions	15%	5%
Fundraising expense as a % of total expense	7%	6%
Fundraising Efficiency	\$6.5	\$18.69
Net Contributed Revenue	\$3,772,803	\$11,243,802

Fundraising Expense as a % of Total Contributions shows how much you are spending to generate contributed revenue.

Fundraising Expense as a % of Total Expense shows what percentage of total expenses you are spending on fundraising efforts.

Fundraising Efficiency calculates the average dollar amount of contributions raised from each dollar spent on fundraising.

Net Contributed Revenue shows how much an organization received in contributions net of all fundraising costs.

	FY 2014			FY 2015		
	Contributions	Contributors	Average Contribution	Contributions	Contributors	Average Contribution
Board	\$400,263	12	\$33,355	\$973,597	14	\$69,543
Individuals	\$2,262,871	1,891	\$1,197	\$7,015,146	1,764	\$3,977
Corporate	\$110,842	23	\$4,819	\$232,288	26	\$8,934
Foundation	\$908,505	28	\$32,447	\$2,920,660	25	\$116,826
Government <i>(Includes tribal)</i>	\$379,737	4	\$94,934	\$302,183	4	\$75,546
Total	\$4,062,218	1,958	\$2,075	\$11,443,874	1,833	\$6,243

Board Members	12	15
Percentage of board members who contribute	100%	93%

Balance Sheet

Assets	FY 2014	FY 2015	% Change
Current assets			
Cash	\$65,125	\$36,857	-43%
Receivables	\$972,641	\$1,542,844	59%
Investments	-\$201,678	\$242,952	220%
Prepaid expenses & other	\$401,950	\$365,385	-9%
Total current assets	\$1,238,038	\$2,188,038	77%
Non-current investments			
Fixed assets (net)	\$7,861,193	\$7,720,557	-2%
Other non-current assets	\$2,842,390	\$7,969,924	180%
Total non-current assets	\$13,812,916	\$18,899,814	37%
Total assets	\$15,050,954	\$21,087,852	40%
Liabilities & Net Assets			
Liabilities			
Accounts payable & other	\$808,437	\$647,065	-20%
Loans & other debt	\$937,000	\$2,008,342	114%
Deferred revenue	\$1,087,774	\$1,071,906	-1%
Total current liabilities	\$2,833,211	\$3,727,313	32%
Non-current liabilities	\$3,892,159	\$2,557,136	-34%
Total liabilities	\$6,725,370	\$6,284,449	-7%
Net assets			
Unrestricted	\$9,809	\$341,862	3,385%
Temporarily restricted	\$4,722,380	\$10,839,442	130%
Permanently restricted	\$3,593,395	\$3,622,099	1%
Total net assets	\$8,325,584	\$14,803,403	78%
Total liabilities & net assets	\$15,050,954	\$21,087,852	40%

Other non-current assets are all other assets, not included in a specific line above, that an organization expects to hold for more than one year, such as investments in another company and intangible assets such as patents or trademarks.

Workspace Details

	FY 2014	FY 2015
Workspace	Theater	Theater
Status	Rent	Rent
Type	Programmatic	Programmatic
ADA compliance	Yes	Yes
Gross square footage	5,000	5,000
	FY 2014	FY 2015
Workspace 2	Rehearsal Space	Rehearsal Space
Status	Rent	Rent
Type	Programmatic	Programmatic
ADA compliance	Yes	Yes
Gross square footage	1,000	1,000
	FY 2014	FY 2015
Workspace 3	Office	Office
Status	Rent	Rent
Type	Administrative	Administrative
ADA compliance	Yes	Yes
Gross square footage	2,500	2,500

Attendance

Types of In-person Attendance	FY 2014	FY 2015	% Change
Performance Tickets	82,000	83,045	1%
Open Rehearsal Tickets	20		-100%
Admissions	13,000	12,961	-0%
Registrants for Classes/Workshops	2,200	9,800	345%
Lecture Attendees	70	120	71%
Conference Participants	1,008	1,571	56%
Total In-Person Participation	98,298	107,497	9%

Attendance Ages	FY 2014	FY 2015	% Change
Children (18 and under)	11,855	11,440	-4%
Children served in schools	250	150	-40%

Types of In-person Attendance - Paid	FY 2014	FY 2015	% Change
Performance Tickets	73,000	72,100	-1%
Open Rehearsal Tickets			n/a
Registrants for Classes/Workshops	1,200	9,000	650%
Lecture Attendees	20	20	0%
Conference Participants	954	1,514	59%
Total In-Person Participation - Paid	75,174	82,634	10%

Types In-person Attendance - Free	FY 2014	FY 2015	% Change
Performance Tickets	9,000	10,945	22%
Open Rehearsal Tickets	20		-100%
Free Admissions	13,000	12,961	-0%
Registrants for Classes/Workshops	1,000	800	-20%
Lecture Attendees	50	100	100%
Conference Participants	54	57	6%
Total In-Person Participation - Free	23,124	24,863	8%

Other Participation	FY 2014	FY 2015	% Change
Virtual attendance	164	549	235%
Grant applicants		30	n/a
Grant recipients		2	n/a
People engaged in advocacy	589	100	-83%

Members & Subscribers

Performances -- Full Subscriptions	FY 2014	FY 2015	% Change
Full Subscription Revenue	\$889,520	\$1,080,256	21%
Total Tickets Sold		4,161	n/a
Total Subscribers	4,461	4,161	-7%
Yield Per Subscriber	\$199	\$260	30%

Program Activity

	FY 2014	FY 2015	% Change
Distinct productions	6	6	0%
Total performances	60	56	-7%
Open rehearsals	4		-100%
Temporary exhibits	1	1	0%
Works commissioned	1	2	100%
Distinct classes/workshops	10	4	-60%
Total classes/class sessions	95	25	-74%
Distinct lectures	5	10	100%
Lecture occurrences	5	10	100%
Programs offered in schools	7	5	-29%
Hours of programming in schools	150	100	-33%
Number of schools served	5	5	0%
Artists placed in schools	10	10	0%
Conferences hosted	1	2	100%
Hours of video or cinema content broadcast	2	2	0%

Types of objects restored/preserved	
FY 2014	Textiles and costumes
FY 2015	Textiles and costumes
Key advocacy Issues	
FY 2014	National Arts Advocacy Day
FY 2015	Supporting the sugary beverage tax in the City of Philadelphia

Pricing

	FY 2014		FY 2015	
	High	Low	High	Low
Other membership				
Performances - single tickets	\$129	\$15	\$139	\$15
Workshops/Classes - class fees	\$25	\$10	\$25	\$10
Conferences - registration fees	\$700	\$50	\$700	\$150

Staffing

Staff & Non-Staff Statistics	FY 2014		FY 2015	
	# of People	FTEs	# of People	FTEs
Full-time permanent employees	20	20	20	20
Part-time permanent employees	149	59.06	149	59.08
Part-time volunteers	220	3.75	220	0.75
Total	389	82.81	389	79.83

	FY 2014	FY 2015	% Change
Independent contractors	63	63	0%
Interns and apprentices	6	6	0%

Staff Expenses	FY 2014	FY 2015	% Change
W2 employees -- Salaries	\$3,938,844	\$4,046,417	3%
Payroll taxes and fringe benefits	\$1,170,096	\$1,232,198	5%
Total	\$5,108,940	\$5,278,615	3%
Independent contractors	\$301,546	\$424,016	41%
Professional fees	\$205,815	\$153,969	-25%
Non-operating personnel	\$0	\$0	n/a
Total personnel expenses	\$5,616,301	\$5,856,600	4%

Artists	FY 2014	FY 2015	% Change
Full-time Employees that are Artists	1	1	0%
Part-time Employees that are Artists	120	120	0%
Independent Contractors that are Artists	38	38	0%

Payments to Artists	FY 2014	FY 2015	% Change
Artists & Performers Employees (Salaries, Payroll Taxes)			n/a
Artists & Performers Independent Contractors	\$241,546	\$361,135	50%
Payments to Artists & Performers total	\$241,546	\$361,135	50%

Board Members	FY 2014	FY 2015	% Change
Number of Board Members	12	15	25%
Hours Contributed			n/a

Full-time equivalents (FTEs) are the number of full-time staff that non-full-time staff are judged to constitute. For example, two part-time staff members working 20 hours per week year-round are equal to one full-time equivalent.

