



Organization Information

Organization name: Jodie Randolph Dance

City: Ann Arbor Federal ID #: 611695290

State: MI Year organization founded: 2013

County: Washtenaw Organization type: 501(c)3 nonprofit organization

NISP Discipline: 1 - Dance Fiscal year end date: 06-30

NISP Institution: 3 - Performing Group DUNS #: 081259192

NTEE: A62 - Dance Full-time staff: 0

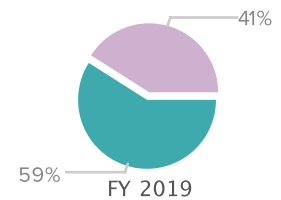
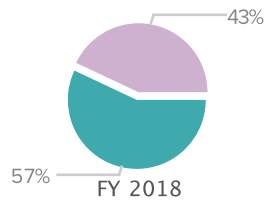
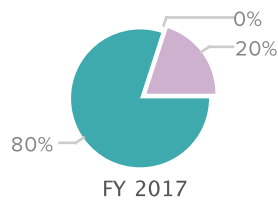
Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 0

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

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$12,747	\$21,668	70%	\$28,253	30%
Earned Non-program	\$1,395	\$588	-58%	\$1,112	89%
<b>Total Earned Revenue</b>	<b>\$14,142</b>	<b>\$22,256</b>	<b>57%</b>	<b>\$29,365</b>	<b>32%</b>
Investment Revenue	\$0	n/a	n/a	n/a	n/a
Contributed Revenue	\$54,844	\$29,496	-46%	\$42,329	44%
<b>Total Unrestricted Operating Revenue</b>	<b>\$68,986</b>	<b>\$51,752</b>	<b>-25%</b>	<b>\$71,694</b>	<b>39%</b>
Less in-kind		(\$41)	n/a		-100%
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$68,986</b>	<b>\$51,711</b>	<b>-25%</b>	<b>\$71,694</b>	<b>39%</b>
<b>Expenses by Functional Total</b>					
Program	\$61,443	\$50,777	-17%	\$51,293	1%
Fundraising	\$887	\$1,883	112%	\$4,164	121%
General & Administrative	\$2,775	\$3,204	15%	\$19,429	506%
<b>Total Operating Expenses</b>	<b>\$65,105</b>	<b>\$55,864</b>	<b>-14%</b>	<b>\$74,886</b>	<b>34%</b>
Less in-kind		(\$41)	n/a		-100%
<b>Total Operating Expenses Less In-kind</b>	<b>\$65,105</b>	<b>\$55,823</b>	<b>-14%</b>	<b>\$74,886</b>	<b>34%</b>
Net Unrestricted Activity - Operating	\$3,881	-\$4,112	-206%	-\$3,192	22%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>\$3,881</b>	<b>-\$4,112</b>	<b>-206%</b>	<b>-\$3,192</b>	<b>22%</b>
Net Restricted Activity			n/a		n/a
<b>Net Total Activity</b>	<b>\$3,881</b>	<b>-\$4,112</b>	<b>-206%</b>	<b>-\$3,192</b>	<b>22%</b>

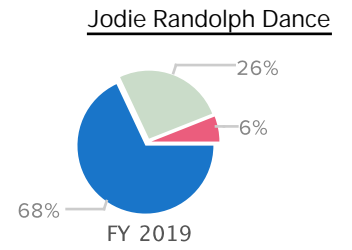
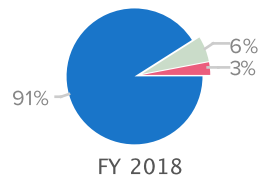
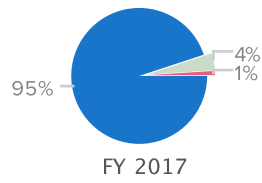
Revenue by Source

- 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	\$8,530	\$6,698	\$6,084	\$6,084	
Tuitions and registration fees	\$4,217	\$14,820	\$19,964	\$19,964	
Other program revenue		\$150	\$2,205	\$2,205	
Total earned - program	\$12,747	\$21,668	\$28,253	\$28,253	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$669	\$588	\$1,105	\$1,105	
Other earned revenue	\$726		\$7	\$7	
Total earned - non-program	\$1,395	\$588	\$1,112	\$1,112	\$0
Total earned revenue	\$14,142	\$22,256	\$29,365	\$29,365	
Contributed					
Trustee & board	\$335	\$2,960	\$2,229	\$2,229	
Individual	\$13,159	\$10,819	\$18,503	\$18,503	
Corporate	\$1,350	\$2,573	\$1,597	\$1,597	
Foundation	\$40,000	\$12,650	\$20,000	\$20,000	
In-kind operating contributions	\$0	\$41	\$0		
Other contributions	\$0	\$453	\$0		
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$54,844	\$29,496	\$42,329	\$42,329	
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$68,986	\$51,752	\$71,694	\$71,694	
Total operating revenue less in-kind	\$68,986	\$51,711	\$71,694	\$71,694	
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$68,986	\$51,752	\$71,694	\$71,694	
Total revenue less in-kind	\$68,986	\$51,711	\$71,694	\$71,694	

## 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)	\$35,389	\$31,481	-11%	\$40,148	28%	\$28,499	\$1,410	\$10,239
Independent contractors	\$14,393	\$10,293	-28%	\$12,867	25%	\$12,867		
Total personnel expenses - Operating	\$49,782	\$41,774	-16%	\$53,015	27%	\$41,366	\$1,410	\$10,239
Non-personnel expenses - Operating								
Advertising and promotion	\$1,994	\$922	-54%	\$846	-8%	\$105	\$46	\$695
Conferences and meetings	\$654	\$1,293	98%	\$2,992	131%	\$1,071	\$44	\$1,877
Dues and subscriptions	\$0	\$406	n/a	\$1,595	293%			\$1,595
Insurance	\$379	\$379	0%	\$379	0%			\$379
Office and administration	\$385	\$85	-78%	\$0	-100%			
Printing, postage and shipping	\$1,761	\$1,786	1%	\$2,785	56%	\$1,717	\$599	\$469
Travel	\$5,264	\$1,511	-71%	\$5,301	251%	\$3,098	\$39	\$2,164
Productions and events costs	\$3,362	\$3,459	3%	\$2,125	-39%	\$2,125		
Interest expense	\$0	\$273	n/a	\$0	-100%			
Other operating expenses	\$1,524	\$3,976	161%	\$5,848	47%	\$1,811	\$2,026	\$2,011
Total non-personnel expenses - Operating	\$15,323	\$14,090	-8%	\$21,871	55%	\$9,927	\$2,754	\$9,190
Total operating expenses	\$65,105	\$55,864	-14%	\$74,886	34%	\$51,293	\$4,164	\$19,429
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	\$65,105	\$55,864	-14%	\$74,886	34%	\$51,293	\$4,164	\$19,429
Total expenses less in-kind	\$65,105	\$55,823	-14%	\$74,886	34%			
Total expenses less depreciation	\$65,105	\$55,864	-14%	\$74,886	34%			
Total expenses less in-kind and depreciation	\$65,105	\$55,823	-14%	\$74,886	34%			

## Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$6,971	\$3,448	-51%	\$638	-81%
Receivables	\$0	\$0	n/a	\$1,176	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$41	n/a	\$0	-100%
<b>Total current assets</b>	<b>\$6,971</b>	<b>\$3,489</b>	<b>-50%</b>	<b>\$1,814</b>	<b>-48%</b>
Non-current investments					
Fixed assets (net)			n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
<b>Total non-current assets</b>			<b>n/a</b>		<b>n/a</b>
<b>Total assets</b>	<b>\$6,971</b>	<b>\$3,489</b>	<b>-50%</b>	<b>\$1,814</b>	<b>-48%</b>
Liabilities & Net Assets					
Liabilities	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$0	\$629	n/a	\$2,147	241%
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
<b>Total current liabilities</b>	<b>\$0</b>	<b>\$629</b>	<b>n/a</b>	<b>\$2,147</b>	<b>241%</b>
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
<b>Total liabilities</b>	<b>\$0</b>	<b>\$629</b>	<b>n/a</b>	<b>\$2,147</b>	<b>241%</b>
Net assets					
Unrestricted	\$6,971	\$2,860	-59%	-\$333	-112%
Restricted			n/a		n/a
<b>Total net assets</b>	<b>\$6,971</b>	<b>\$2,860</b>	<b>-59%</b>	<b>-\$333</b>	<b>-112%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$6,971</b>	<b>\$3,489</b>	<b>-50%</b>	<b>\$1,814</b>	<b>-48%</b>

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	1	1	0
Total working capital	\$6,971	\$2,860	-\$333
Current Ratio	n/a	5.55	0.84
Debt Service Impact		0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	6%	-8%	-4%
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.

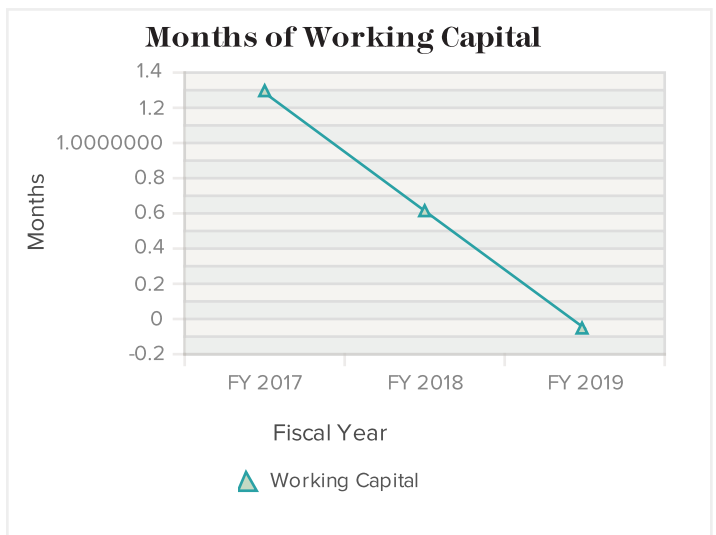
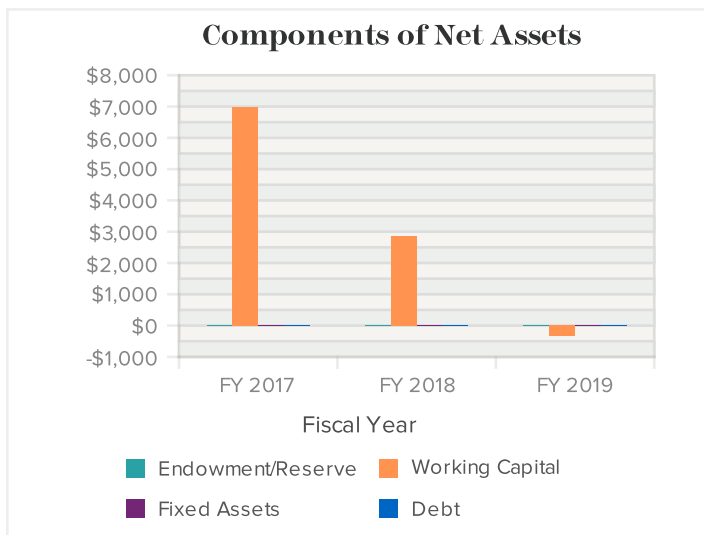
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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	752	880	17%	2,888	228%
In-person participation - free	9	24	167%	138	475%
<b>Total in-person participation</b>	<b>761</b>	<b>904</b>	<b>19%</b>	<b>3,026</b>	<b>235%</b>

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	517	458	-11%	2,220	385%
Open rehearsal tickets	12	5	-58%	9	80%
Registrants for classes/workshops	232	441	90%	797	81%
<b>Total in-person participation</b>	<b>761</b>	<b>904</b>	<b>19%</b>	<b>3,026</b>	<b>235%</b>

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)			n/a	605	n/a
Children served in schools		40	n/a	275	588%
Seniors			n/a	80	n/a
Adults			n/a	2,341	n/a

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

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time permanent employees	2	2	0%	3	50%
Part-time permanent employees - FTEs	0.66	1.04	58%		-100%
Number of part-time or one-time volunteers	1	1	0%	1	0%
Part-time or one-time volunteers - FTEs	0.26	0.13	-50%	0.18	38%
Independent contractors	14	10	-29%	15	50%
Number of interns and apprentices	2		-100%		n/a

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Part-time employees that are artists	1	1	0%	2	100%
Independent contractors that are artists	11	7	-36%	5	-29%

Program Activity

			% Change		% Change
Distinct productions	13	3	-77%	2	-33%
Total performances	15	4	-73%	15	275%
Open rehearsals	2	1	-50%	1	0%
Distinct classes/workshops	13	4	-69%	17	325%
Distinct class series/courses	1	1	0%	2	100%
Total classes/class sessions	65	70	8%	74	6%
Programs offered in schools		2	n/a	3	50%
Hours of programming in schools			n/a	7	n/a
Number of schools served		2	n/a	2	0%