



Organization Information

Organization name: Kristi Faulkner Dance

City: Ferndale

State: MI

County: Oakland

NISP Discipline: 1 - Dance

NISP Institution: 3 - Performing Group

NTEE: A60 - Performing Arts

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

Federal ID # 473333479

Year organization founded: 2013

Organization type: 501(c)3 nonprofit organization

Fiscal year end date: 12-31

DUNS # 080515631

Full-time staff: 0

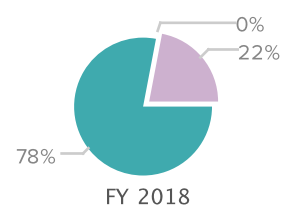
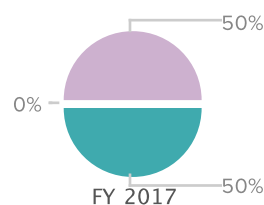
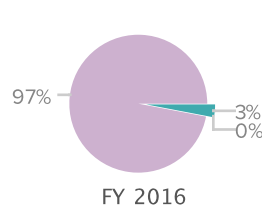
Paid FTEs: 0

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

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$10,874	\$9,872	-9%	\$12,989	32%
Earned Non-program	\$862	\$1,170	36%	\$1,225	5%
Total Earned Revenue	\$11,736	\$11,042	-6%	\$14,214	29%
Investment Revenue	\$0	\$0	n/a	\$0	n/a
Contributed Revenue	\$425	\$10,906	2,466%	\$49,606	355%
Total Unrestricted Operating Revenue	\$12,161	\$21,948	80%	\$63,820	191%
Less in-kind	(\$0)	(\$1,125)	n/a	(\$7,300)	549%
Total Unrestricted Operating Revenue Less In-kind	\$12,161	\$20,823	71%	\$56,520	171%
Expenses by Functional Total					
Program	\$9,836	\$12,024	22%	\$34,102	184%
Fundraising	\$50	\$689	1,278%	\$0	-100%
General & Administrative	\$363	\$677	87%	\$7,754	1,045%
Total Operating Expenses	\$10,249	\$13,390	31%	\$41,856	213%
Less in-kind	(\$0)	(\$1,125)	n/a	(\$7,300)	549%
Total Operating Expenses Less In-kind	\$10,249	\$12,265	20%	\$34,556	182%
Net Unrestricted Activity - Operating	\$1,912	\$8,558	348%	\$21,964	157%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$1,912	\$8,558	348%	\$21,964	157%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$1,912	\$8,558	348%	\$21,964	157%

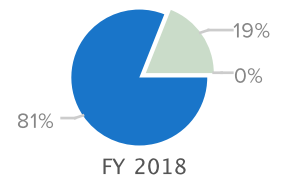
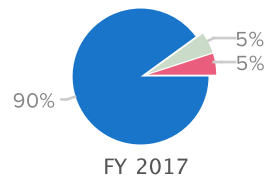
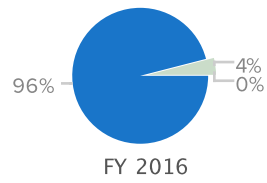
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Single ticket sales	\$2,755	\$2,512	\$2,495	\$2,495		n/a
Touring fees	\$1,812	\$1,750	\$6,685	\$6,685		n/a
Contracted services	\$3,725	\$3,950	\$3,809	\$3,809		n/a
Tuitions and registration fees	\$1,872	\$905	\$0	\$0		n/a
Total earned - program	\$10,874	\$9,872	\$12,989	\$12,989	\$0	n/a
Earned - Non-program						
Advertising revenue	\$350	\$300	\$0	\$0		n/a
Application fees	\$512	\$870	\$1,225	\$1,225		n/a
Total earned - non-program	\$862	\$1,170	\$1,225	\$1,225	\$0	n/a
Total earned revenue	\$11,736	\$11,042	\$14,214	\$14,214		n/a

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
Contributed	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Individual	\$405	\$5,561	\$1,253	\$1,253		
Corporate	\$0	\$180	\$0	\$0		
Foundation	\$20	\$1,040	\$30,935	\$30,935		
State government	\$0	\$3,000	\$10,118	\$10,118		
In-kind operating contributions	\$0	\$1,125	\$7,300	\$7,300		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$425	\$10,906	\$49,606	\$49,606		
Operating investment revenue	\$0	\$0	\$0	\$0		
Total operating revenue	\$12,161	\$21,948	\$63,820	\$63,820		
Total operating revenue less in-kind	\$12,161	\$20,823	\$56,520	\$56,520		
Total non-operating revenue						
Total revenue	\$12,161	\$21,948	\$63,820	\$63,820		
Total revenue less in-kind	\$12,161	\$20,823	\$56,520	\$56,520		

Expense Details

	FY 2016 Total	FY 2017 Total	% Change	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating								
Independent contractors	\$3,680	\$8,450	130%	\$34,059	303%	\$26,615	\$0	\$7,444
Professional fees	\$500	\$500	0%	\$1,725	245%	\$1,725	\$0	\$0
Total personnel expenses - Operating	\$4,180	\$8,950	114%	\$35,784	300%	\$28,340	\$0	\$7,444
Non-personnel expenses - Operating								
Advertising and promotion	\$737	\$647	-12%	\$193	-70%	\$163	\$0	\$30
Conferences and meetings	\$1,890	\$0	-100%	\$25	n/a	\$25	\$0	\$0
Dues and subscriptions	\$35	\$70	100%	\$116	66%	\$6	\$0	\$110
Insurance	\$0	\$0	n/a	\$75	n/a	\$0	\$0	\$75
Occupancy costs	\$1,375	\$1,515	10%	\$1,100	-27%	\$1,100	\$0	\$0
Office and administration	\$176	\$334	90%	\$46	-86%	\$46	\$0	\$0
Printing, postage and shipping	\$50	\$122	144%	\$98	-20%	\$58	\$0	\$40
Travel	\$1,163	\$733	-37%	\$1,346	84%	\$1,291	\$0	\$55
Royalties, rights and reproductions	\$55	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Productions and events costs	\$588	\$1,019	73%	\$2,704	165%	\$2,704	\$0	\$0
Other operating expenses	\$0	\$0	n/a	\$369	n/a	\$369	\$0	\$0
Total non-personnel expenses - Operating	\$6,069	\$4,440	-27%	\$6,072	37%	\$5,762	\$0	\$310
Total operating expenses	\$10,249	\$13,390	31%	\$41,856	213%	\$34,102	\$0	\$7,754
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	\$10,249	\$13,390	31%	\$41,856	213%	\$34,102	\$0	\$7,754
Total expenses less in-kind	\$10,249	\$12,265	20%	\$34,556	182%			
Total expenses less depreciation	\$10,249	\$13,390	31%	\$41,856	213%			
Total expenses less in-kind and depreciation	\$10,249	\$12,265	20%	\$34,556	182%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$1,912	\$8,558	348%	\$16,280	90%
Receivables	\$0	\$30,000	n/a	\$1,120	-96%
Investments	\$0	\$0	n/a	\$0	n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$1,912	\$38,558	1,917%	\$17,400	-55%
Non-current investments	\$0	\$0	n/a	\$0	n/a
Fixed assets (net)	\$0	\$0	n/a	\$0	n/a
Other non-current assets	\$30,000	\$0	-100%	\$0	n/a
Total non-current assets	\$30,000	\$0	-100%	\$0	n/a
Total assets	\$31,912	\$38,558	21%	\$17,400	-55%
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	\$0	n/a
Loans & other debt	\$0	\$0	n/a	\$0	n/a
Deferred revenue	\$0	\$0	n/a	\$0	n/a
Total current liabilities	\$0	\$0	n/a	\$0	n/a
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$0	n/a	\$0	n/a
Net assets					
Unrestricted	\$1,912	\$8,558	348%	\$9,000	5%
Temporarily restricted	\$30,000	\$30,000	0%	\$8,400	-72%
Permanently restricted	\$0	\$0	n/a	\$0	n/a
Total net assets	\$31,912	\$38,558	21%	\$17,400	-55%
Total liabilities & net assets	\$31,912	\$38,558	21%	\$17,400	-55%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	2	8	5
Total working capital	\$1,912	\$38,558	\$17,400
Current Ratio	n/a	n/a	n/a
Debt Service Impact	0%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	16%	39%	34%
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. $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$. 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).

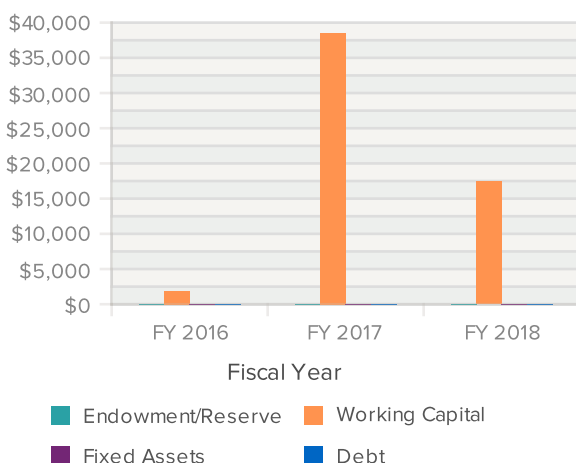
Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based 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, highlighting the amount of an organization's surplus or deficit.

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 Unrestricted and Temporarily Restricted Assets) determines how heavily the organization has borrowed. A number in excess of 50% may indicate a potential crunch.

Components of Net Assets



Months of Working Capital



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	1,265	2,540	101%	3,015	19%
In-person participation - free	1,945	695	-64%	1,040	50%
Total in-person participation	3,210	3,235	1%	4,055	25%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	2,700	2,900	7%	3,500	21%
Open rehearsal tickets	20		-100%	125	n/a
Registrants for classes/workshops	310	175	-44%	180	3%
Lecture attendees	180	160	-11%	250	56%
Total in-person participation	3,210	3,235	1%	4,055	25%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	200	250	25%	75	-70%
Children served in schools	60	150	150%		-100%
Seniors	50	50	0%	50	0%
Adults	2,960	2,935	-1%	3,930	34%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
Consulting/fee-for-service clients	3	9	200%	3	-67%

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Number of part-time or one-time volunteers	5	3	-40%	3	0%
Part-time or one-time volunteers - FTEs	0.06	0.05	-17%	0.06	20%
Independent contractors	10	18	80%	22	22%
Number of interns and apprentices	2	0	-100%	0	n/a

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Independent contractors that are artists	10	18	80%	22	22%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	10	8	-20%	11	38%
Total performances	15	13	-13%	14	8%
Open rehearsals	1		-100%	15	n/a
Works developed	4	6	50%	6	0%
Distinct classes/workshops	10	4	-60%	5	25%
Distinct class series/courses	1	2	100%	0	-100%
Total classes/class sessions	40	49	22%	5	-90%
Distinct lectures	13	2	-85%	2	0%
Lecture occurrences	13	2	-85%	2	0%
Programs offered in schools	4	2	-50%		-100%
Hours of programming in schools	6	7	17%		-100%
Number of schools served	2	2	0%		-100%
Artists placed in schools	1	1	0%		-100%