

December 13, 2023

Grant Review Panel,

Fiscal year 2023 concert revenues, expenses, and ticket sales reported in our Funder Report were all down compared to the prior fiscal year. Attendance was up significantly when compared to the prior two fiscal years. The narrative below is a condensed and updated version of the footnotes to the financial statements of the Saginaw Symphony Association to explain the impact COVID-19 continued to have on our non-profit organization this fiscal year.

### **Risk and Uncertainties**

The Association continues to deal with the negative impact the coronavirus pandemic has had on the Association's operations during the past three fiscal years:

Operations Impact: During fiscal year 2023, the Association's concert ticket sales decreased \$13,545 (13%), compared to the prior season. Since the 2019 fiscal year, the Association has lost over \$32,000 (40%) in season ticket sales. The Association also lost fundraising revenue because our Holiday Housewalk fundraiser wasn't able to be restarted after the pandemic. Additional revenue needs to be generated to start reducing the current and projected fiscal year deficits.

The Association's fiscal year ended with a net loss from operations (without donor restrictions) of (\$41,309) compared to a net income from operations (without donor restrictions) of \$15,892 the prior fiscal year.

Financial Statement Impact: During fiscal year 2023, total revenue without donor restrictions decreased \$134,359 (25%) primarily from a \$60,000 pledge that was recorded last fiscal year, no federal grants during the current fiscal year, and a decrease in concert ticket sales. Total expenses decreased \$77,158 (15%) primarily from reduced orchestra and concert-related expenses, fewer guest artists, and Temple Theatre ticket processing fees were passed on to ticket buyers. Also, a marketing services contract was not renewed and there was a decrease in fundraising expenses of \$15,035 due to Holiday Housewalk being discontinued.

In July 2023, the Association's staff and volunteers conducted a major mailing of our new season's brochure and season ticket order form to reintroduce the orchestra to the residents of Saginaw and Bay City. This season's concerts have several exciting surprises, and we are looking forward to getting new patrons to the Temple Theatre and increasing ticket revenue. A committee is also working on a new fundraiser tentatively scheduled for April 2024.

Future Plans: Due to projected losses of \$40,00 to \$60,000 for the next two seasons, the board of directors and staff developed a Covid Recovery Plan to address five main issues:

1. Increase total ticket sales by at least \$10,000 each season
2. Develop new campaigns to increase online donations throughout the season
3. Promote the Build Your Own Sponsorship package to create corporate sponsorships for smaller Association events, concert program underwriting, and program book ads
4. Increase concert sponsorships over the next four (4) seasons
5. Develop a new fundraiser to replace Holiday Housewalk



## **Major Variances**

**Earned Non-Program Revenue - Up 201% from prior year.** The Association recorded \$8,000 in Unrestricted Sponsorship Revenue this fiscal year that was not included in the prior fiscal year.

**Investment Revenue - Up 22% from prior year.** The Association withdrew an additional \$15,000 from its Endowment Fund compared to the amount withdrawn the prior fiscal year.

**Contributed Revenue - Down 40% from prior year.** The Association received \$57,363 from three federal grants for COVID-19 financial assistance and a \$60,000 grant was also received in the prior fiscal year. Individual donations were down approximately \$8,000 because the Orchestra performed a kickoff Pops in the Park concert prior to last season's first concert.

**Program Expenses - Down 19% from prior year.** Orchestra Services expenses were down \$33,800 because we did not have a kickoff concert this season (\$24,500) and the Orchestra budget was reduced (\$9,300). Guest artists were reduced \$7,000; concert ticket fees were eliminated (\$7,400); a marketing contract was cancelled (\$11,500); and other concert expenses were reduced (\$15,500) from the prior fiscal year.

**Management and General Expenses - Up 28% from prior year.** The Association allocates the Executive Director's salary based on Concerts and Activities expenses. Those expenses were \$83,000 less than last fiscal year and more of his salary was allocated to Management and General. Expenses for new donation software, paint and supplies for the new music library, and copier overages were also more than the previous fiscal year.

**Fundraising Expenses - Down 82% from prior year.** We held a fundraising raffle vs a virtual fundraising event in the prior fiscal year. We are in the process of developing a new fundraiser for April 2024.

**Unrestricted Change in Net Assets - Down 360% from prior year.** As noted earlier, without the \$57,363 from three federal grants for COVID-19 financial assistance and a \$60,000 grant that were received in the prior fiscal year, the Association recorded a loss of (\$41,309) in unrestricted change in net assets for the fiscal year.

**Restricted Change in Net Assets - Up 118% from prior year.** The net change with donor restrictions from a perpetual endowed trust decreased \$111,896 in the prior fiscal year due to very large decreases in market value. This fiscal year the perpetual endowed trust increased \$24,884. This produced a net change in restricted net assets of \$16,984.

**Total Change in Net Assets - Up 70% from prior year.** Total support and revenue decreased \$20,701 and total expenses decreased \$77,158 from the prior fiscal year. Total change in net assets increased by \$56,457 to (\$24,325).

**Receivables - Up 69% from prior year.** The Association recorded \$15,000 more in current Pledges Receivable and \$816 in accrued interest from the prior fiscal year.

**Long-Term Non-Current Assets - Up 65% from prior year.** The Association recorded \$84,301 as a right-of-use asset for the lease of its concert venue. This is the first year that this has been booked.

**Deferred Revenue - Up 56% from prior year.** The Association received funds for our Share-A-Seat program. A balance of \$1,665 had not been used as of June 30, 2023.

**Total Liabilities - Up 925% from prior year.** The Association recorded \$41,556 as the current portion and \$45,545 as the non-current portion as lease liabilities for the lease of its concert venue. This is the first year that this has been booked.



Cameron Massey  
Executive Director

**Organization Information**

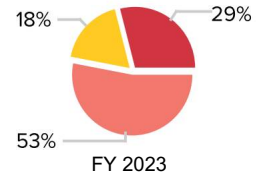
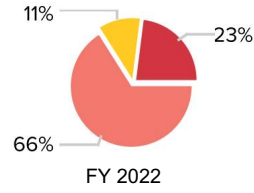
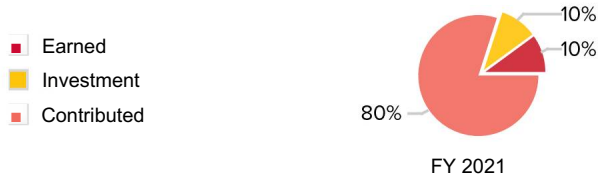
Organization name:	Saginaw Bay Symphony Orchestra		
City:	Saginaw	Year organization founded:	1935
State:	MI	Organization type:	501(c)3 nonprofit organization
County:	Saginaw	DUNS#:	095403325
Federal ID #:	386082223	Full-time staff:	1
NISP Discipline:	2 - Music	Board Members:	14
NISP Institution:	3 - Performing Group	Fiscal year end date:	06-30
NTEE:	A69 - Symphony Orchestras		

*Applicant is audited or reviewed by an independent accounting firm.*

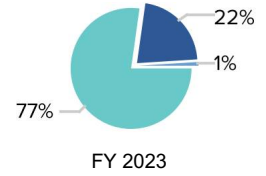
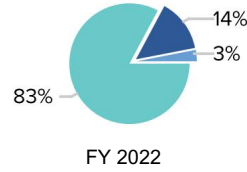
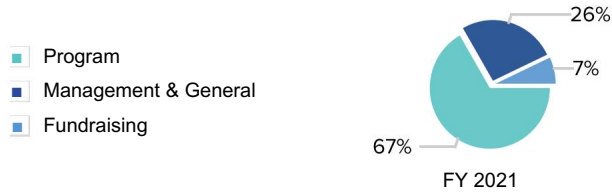
**Financial Summary**

Unrestricted Activity	FY 2021	FY 2022	% Change	FY 2023	% Change
<b>Unrestricted operating revenue</b>					
Earned program	\$29,341	\$122,216	317%	\$110,625	-9%
Earned non-program	\$6,199	\$2,905	-53%	\$8,755	201%
<b>Total earned revenue</b>	<b>\$35,540</b>	<b>\$125,121</b>	<b>252%</b>	<b>\$119,380</b>	<b>-5%</b>
Investment revenue	\$35,607	\$61,588	73%	\$75,302	22%
Contributed revenue	\$276,663	\$358,874	30%	\$216,542	-40%
<b>Total unrestricted operating revenue</b>	<b>\$347,810</b>	<b>\$545,583</b>	<b>57%</b>	<b>\$411,224</b>	<b>-25%</b>
Less in-kind	\$8,005	\$10,267	28%	\$11,206	9%
<b>Unrestricted operating revenue less in-kind</b>	<b>\$339,805</b>	<b>\$535,316</b>	<b>58%</b>	<b>\$400,018</b>	<b>-25%</b>
<b>Operating expenses</b>					
Program	\$223,055	\$434,816	95%	\$350,975	-19%
Management & general	\$88,114	\$76,534	-13%	\$98,252	28%
Fundraising	\$24,639	\$18,341	-26%	\$3,306	-82%
<b>Total operating expenses</b>	<b>\$335,808</b>	<b>\$529,691</b>	<b>58%</b>	<b>\$452,533</b>	<b>-15%</b>
Less in-kind	\$8,005	\$10,267	28%	\$11,206	9%
<b>Unrestricted operating expenses less in-kind</b>	<b>\$327,803</b>	<b>\$519,424</b>	<b>58%</b>	<b>\$441,327</b>	<b>-15%</b>
Unrestricted change in net assets - operating	\$12,002	\$15,892	32%	-\$41,309	-360%
<b>Unrestricted change in net assets</b>	<b>\$12,002</b>	<b>\$15,892</b>	<b>32%</b>	<b>-\$41,309</b>	<b>-360%</b>
Restricted change in net assets	\$110,163	-\$96,674	-188%	\$16,984	118%
<b>Total change in net assets</b>	<b>\$122,165</b>	<b>-\$80,782</b>	<b>-166%</b>	<b>-\$24,325</b>	<b>70%</b>

**Unrestricted Operating Revenue by Source**



**Operating Expenses by Functional Grouping**



**Revenue Details**

Operating Revenue	FY 2021	FY 2022	FY 2023	FY 2023	FY 2023
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions		\$51,835	\$48,038	\$48,038	
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions	\$7,431	\$55,801	\$43,585	\$43,585	
Education revenue			\$16,302	\$16,302	
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$21,910	\$14,580	\$4,200	\$2,700	\$1,500
<b>Total earned - program</b>	<b>\$29,341</b>	<b>\$122,216</b>	<b>\$112,125</b>	<b>\$110,625</b>	<b>\$1,500</b>
<b>Earned - Non-program</b>					
Rental revenue		\$500	\$300	\$300	
Sponsorship revenue	\$44,000	\$57,000	\$39,000	\$8,000	\$31,000
Attendee-generated revenue not listed above					
Earned - non-program not listed above	\$1,199	\$2,405	\$455	\$455	
<b>Total earned - non-program</b>	<b>\$45,199</b>	<b>\$59,905</b>	<b>\$39,755</b>	<b>\$8,755</b>	<b>\$31,000</b>
<b>Total earned revenue</b>	<b>\$74,540</b>	<b>\$182,121</b>	<b>\$151,880</b>	<b>\$119,380</b>	<b>\$32,500</b>

Contributed	FY 2021	FY 2022	FY2023	FY2023	FY2023
	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$12,969	\$16,521	\$16,547	\$9,047	\$7,500
Individual	\$54,083	\$48,177	\$41,765	\$31,960	\$9,805
Corporate	\$37,202	\$24,267	\$22,640	\$6,360	\$16,280
Foundation	\$70,219	\$136,191	\$50,814	\$12,364	\$38,450
State government	\$15,235	\$13,286	\$16,214		\$16,214
Federal government	\$35,995	\$60,577	\$3,286		\$3,286
In-kind operating contributions	\$8,005	\$10,267	\$11,206	\$11,206	
Special fundraising events		\$7,810	\$13,670	\$13,670	
Net assets released from restriction	\$0	\$0	\$0	\$131,935	-\$131,935
<b>Total contributed revenue</b>	<b>\$233,708</b>	<b>\$317,096</b>	<b>\$176,142</b>	<b>\$216,542</b>	<b>-\$40,400</b>
Operating investment revenue	\$35,607	\$61,588	\$75,302	\$75,302	
<b>Total operating revenue</b>	<b>\$343,855</b>	<b>\$560,805</b>	<b>\$403,324</b>	<b>\$411,224</b>	<b>-\$7,900</b>
<b>Total operating revenue less operating in-kind</b>	<b>\$335,850</b>	<b>\$550,538</b>	<b>\$392,118</b>	<b>\$400,018</b>	<b>-\$7,900</b>
<b>Non-operating revenue</b>					
Other non-operating	\$114,118	-\$111,896	\$24,884		\$24,884
<b>Total non-operating revenue</b>	<b>\$114,118</b>	<b>-\$111,896</b>	<b>\$24,884</b>		<b>\$24,884</b>
<b>Total revenue</b>	<b>\$457,973</b>	<b>\$448,909</b>	<b>\$428,208</b>	<b>\$411,224</b>	<b>\$16,984</b>
<b>Total revenue less in-kind</b>	<b>\$449,968</b>	<b>\$438,642</b>	<b>\$417,002</b>	<b>\$400,018</b>	<b>\$16,984</b>

## Revenue Narrative

FY 2021	The Music Director had to reprogram all five of his originally developed live concerts to much smaller virtual concerts with fewer musicians to allow for social distancing on stage. The March concert was canceled and reprogrammed into the May 1st hybrid concert. The Association was not able to sell season and single tickets this season, a loss of approximately \$115,000 in ticket revenue, greatly impacted total revenue. A legacy gift, PPP funds, and online donations helped us to survive COVID-19.
FY 2022	See letter attached to Funder Report explaining major differences in the past two seasons,
FY 2023	n/a

**Expense Details**

	FY 2021 Total	FY 2022 Total Change	%	FY 2023 Total Change	%	FY 2023 Program Administrative	FY 2023 General & Administrative	FY 2023 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$115,116	\$115,101	-0%	\$117,817	2%	\$66,234	\$51,583	
Independent contractors	\$100,932	\$219,640	118%	\$186,241	-15%	\$186,241		
Professional fees	\$27,477	\$26,096	-5%	\$12,894	-51%	\$4,000	\$8,894	
<b>Total personnel expenses - Operating</b>	<b>\$243,525</b>	<b>\$360,837</b>	<b>48%</b>	<b>\$316,952</b>	<b>-12%</b>	<b>\$256,475</b>	<b>\$60,477</b>	
Non-personnel expenses - Operating								
Occupancy costs	\$7,164	\$7,314	2%	\$8,784	20%	\$1,470	\$7,314	
Depreciation	\$221	\$220	-0%	\$330	50%		\$330	
Non-personnel expenses not listed above	\$84,898	\$161,320	90%	\$126,467	-22%	\$93,030	\$30,131	\$3,306
<b>Total non-personnel expenses - Operating</b>	<b>\$92,283</b>	<b>\$168,854</b>	<b>83%</b>	<b>\$135,581</b>	<b>-20%</b>	<b>\$94,500</b>	<b>\$37,775</b>	<b>\$3,306</b>
<b>Total operating expenses</b>	<b>\$335,808</b>	<b>\$529,691</b>	<b>58%</b>	<b>\$452,533</b>	<b>-15%</b>	<b>\$350,975</b>	<b>\$98,252</b>	<b>\$3,306</b>
<b>Total expenses</b>	<b>\$335,808</b>	<b>\$529,691</b>	<b>58%</b>	<b>\$452,533</b>	<b>-15%</b>			
<b>Total expenses less in-kind</b>	<b>\$327,803</b>	<b>\$519,424</b>	<b>58%</b>	<b>\$441,327</b>	<b>-15%</b>			
<b>Total expenses less depreciation</b>	<b>\$335,587</b>	<b>\$529,471</b>	<b>58%</b>	<b>\$452,203</b>	<b>-15%</b>			
<b>Total expenses less in-kind and depreciation</b>	<b>\$327,582</b>	<b>\$519,204</b>	<b>58%</b>	<b>\$440,997</b>	<b>-15%</b>			

**Expense Narrative**

FY 2021	This loss of revenue due to COVID-19 was offset by reduced expenses for musicians (\$87,250) and Temple Theatre venue rental (\$27,850) due to performing four virtual concerts with fewer musicians instead of five concerts with live audiences.
FY 2022	See letter attached to Funder Report explaining major differences in past two seasons,
FY 2023	n/a



**Balance Sheet**

Assets	FY 2021	FY 2022	% Change	FY 2023	% Change
<b>Current assets</b>					
Cash and cash equivalents	\$376,430	\$365,335	-3%	\$241,649	-34%
Receivables	\$8,243	\$24,475	197%	\$41,386	69%
Investments - current			n/a	\$99,680	n/a
Prepaid expenses & other	\$318	\$1,146	260%	\$218	-81%
<b>Total current assets</b>	<b>\$384,991</b>	<b>\$390,956</b>	<b>2%</b>	<b>\$382,933</b>	<b>-2%</b>
<b>Long-term/non-current assets</b>					
Investments - non current	\$690,670	\$578,774	-16%	\$603,658	4%
Fixed assets (net of accumulated depreciation)	\$711	\$491	-31%	\$711	45%
Non-current assets not listed above	\$52,540	\$73,301	40%	\$120,986	65%
<b>Total long-term/non-current assets</b>	<b>\$743,921</b>	<b>\$652,566</b>	<b>-12%</b>	<b>\$725,355</b>	<b>11%</b>
<b>Total assets</b>	<b>\$1,128,912</b>	<b>\$1,043,522</b>	<b>-8%</b>	<b>\$1,108,288</b>	<b>6%</b>
<b>Liabilities &amp; Net Assets</b>					
<b>Current liabilities</b>					
Accounts payable and accrued expenses	\$11,463	\$8,104	-29%	\$9,247	14%
Deferred revenue	\$2,774	\$1,525	-45%	\$2,372	56%
Loans - current			n/a		n/a
Additional current liabilities not listed above			n/a	\$41,556	n/a
<b>Total current liabilities</b>	<b>\$14,237</b>	<b>\$9,629</b>	<b>-32%</b>	<b>\$53,175</b>	<b>452%</b>
<b>Long-term/non-current liabilities</b>					
Long-term/non-current loans			n/a		n/a
Additional long-term/non-current liabilities not listed above			n/a	\$45,545	n/a
<b>Total long-term/non-current liabilities</b>			<b>n/a</b>	<b>\$45,545</b>	<b>n/a</b>
<b>Total liabilities</b>	<b>\$14,237</b>	<b>\$9,629</b>	<b>-32%</b>	<b>\$98,720</b>	<b>925%</b>
<b>Net assets</b>					
Unrestricted	\$354,371	\$370,263	4%	\$328,954	-11%
Restricted	\$760,304	\$663,630	-13%	\$680,614	3%
<b>Total net assets</b>	<b>\$1,114,675</b>	<b>\$1,033,893</b>	<b>-7%</b>	<b>\$1,009,568</b>	<b>-2%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$1,128,912</b>	<b>\$1,043,522</b>	<b>-8%</b>	<b>\$1,108,288</b>	<b>6%</b>

**Balance Sheet Narrative**

FY 2021	Cash and cash equivalents at June 30, 2021, includes a U.S. Treasury note in the amount of \$124,946 with a maturity date of August 15, 2021, because it was due to mature within three months or less from the fiscal year end. This is based on the Cash and Cash Equivalents accounting policy in Note 2.
FY 2022	See letter attached to Funder Report explaining major differences in the past two seasons.
FY 2023	n/a



**Balance Sheet Metrics**

	FY 2021	FY 2022	% Change	FY 2023	% Change
Months of operating cash -- Unrestricted	10.96	6.35	-42%	4.37	-31%
Working capital -- Unrestricted	\$301,120	\$296,471	-2%	\$252,802	-15%
Current ratio -- Unrestricted	22.15	31.79	44%	5.75	-82%
Net assets as a % of total expenses	332%	195%	-41%	223%	14%
Fixed assets (net)	\$711	\$491	-31%	\$711	45%
Condition of fixed assets	5,641%	8,214%		5,719%	
Leverage -- Unrestricted			n/a		n/a
Total debt			n/a		n/a
Debt service impact	0%	0%	n/a	0%	n/a

Months of operating cash -- unrestricted (Unrestricted 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. This ratio is calculated using unrestricted numbers only.

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

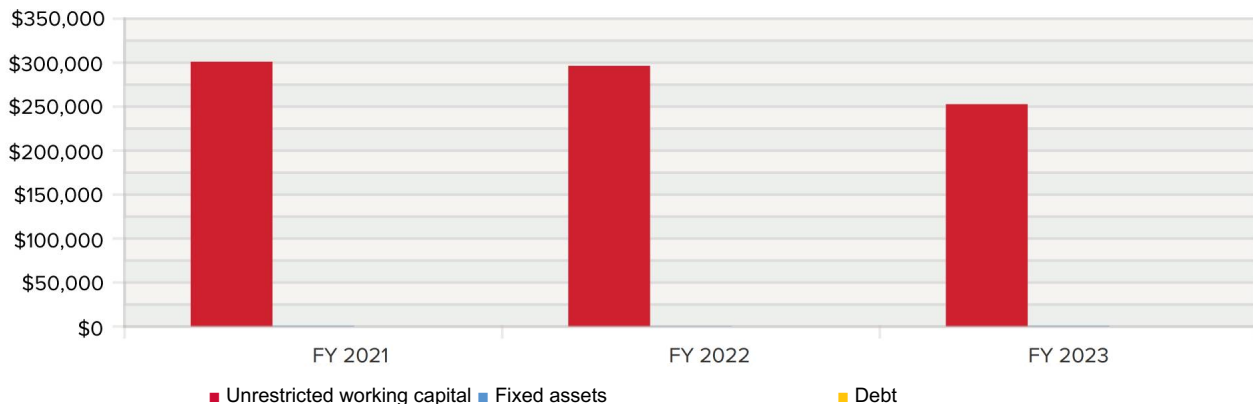
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

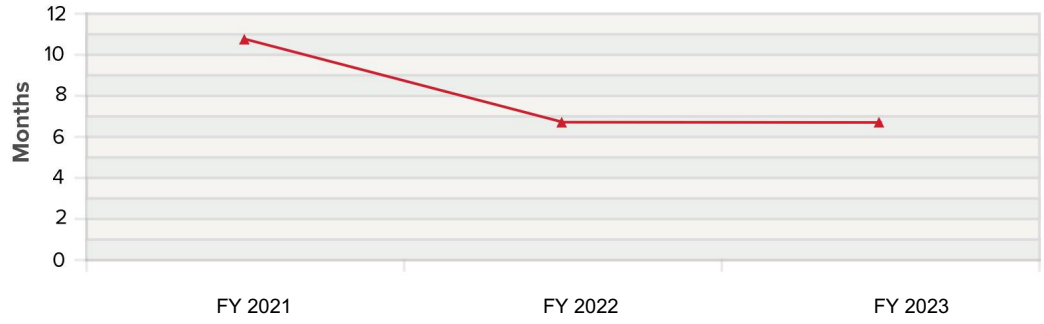
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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  
Unrestricted  
Working Capital**



**Attendance**

	FY 2021	FY 2022	% Change	FY 2023	% Change
<b>Total attendance</b>					
Paid	535	75	-86%	2,399	3,099%
Free	60	0	-100%	653	n/a
<b>Total</b>	<b>595</b>	<b>75</b>	<b>-87%</b>	<b>3,052</b>	<b>3,969%</b>
<b>In-person attendance</b>					
Paid	104		-100%	2,399	n/a
Free	0		n/a	653	n/a
<b>Total</b>	<b>104</b>	<b>0</b>	<b>-100%</b>	<b>3,052</b>	<b>n/a</b>
<b>Digital attendance</b>					
Paid	431	75	-83%		-100%
Free	60	0	-100%		n/a
<b>Total</b>	<b>491</b>	<b>75</b>	<b>-85%</b>		<b>-100%</b>
In-person attendees 18 and under	0		n/a	223	n/a
<b>Programs in schools</b>	<b>FY 2021</b>	<b>FY 2022</b>	<b>% Change</b>	<b>FY 2023</b>	<b>% Change</b>
Children served in schools	0		n/a		n/a
Hours of instruction	0		n/a		n/a

**Workforce**

Number of People	FY 2021	FY 2022	% Change	FY 2023	% Change
Employees: Full-time permanent	1	1	0%	1	0%
Employees: Part-time permanent	5	5	0%	5	0%
Volunteers	8	50	525%	30	-40%
Independent contractors	134	152	13%	230	51%
Interns and apprentices	1	1	0%	1	0%
<b>Total positions</b>	<b>149</b>	<b>209</b>	<b>40%</b>	<b>267</b>	<b>28%</b>

**Visual & Performing Artists**

	FY 2021	FY 2022	% Change	FY 2023	% Change
Number of visual & performing artists	130	1	-99%	225	22,400%
Payments to artists & performers	\$39,813	\$154,541	288%	\$121,466	-21%

**Covid-19 Impact**

	FY 2021	FY 2022	FY 2023
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:			
<b>Number of employees laid off</b>	0	0	0
<b>Number of employees furloughed</b>	0	0	0
<b>Of those furloughed or laid off employees, how many (if any) have been brought back?</b>			0

## Mission and Constituency

### Mission statement

The mission of the Saginaw Bay Symphony Orchestra is to advance the appreciation of orchestral music to our diverse audiences through high quality performances and innovative educational programs.

### 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

Urban

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

## Program Activity

In-person activity	FY 2021		FY 2022		FY 2023	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	1	1	11	11	11	11
Productions (presented)						
Classes/assemblies/other programs in schools						
Classes/workshops (outside of schools)	2	2	3	3	24	24
Field trips/school visits						
Guided tours						
Lectures						
Permanent exhibitions						
Temporary exhibitions						
Traveling exhibitions (hosted)						
Films screened						
Festivals/conferences	0		0		0	
Readings/workshops (developing works)						
Community programs (not included above)			7	7		
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 2021			FY 2022			FY 2023		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)	6	6	6			1	0	0	0
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)	3	3	0						
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 2021		FY 2022		FY 2023	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$74,540	\$3,187	\$182,121	\$0	\$151,880	\$0
Contributed revenue	\$233,708	\$12,732	\$317,096	\$21,316	\$176,142	\$0
Operating expense	\$335,808	\$16,077	\$529,691	\$6,397	\$452,533	\$0

**Program Activity**

	FY 2021	FY2022 %<Change	FY 2023 % 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		1	n/a
National premieres		n/a	n/a
Local/regional premieres		n/a	n/a
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 2021	n/a
FY 2022	n/a
FY 2023	n/a