



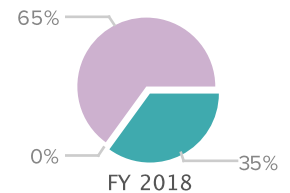
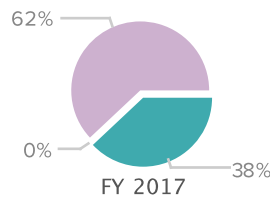
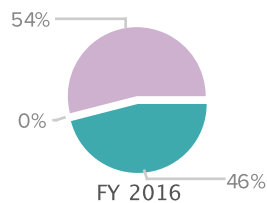
Organization Information

Organization name: Community Circle Players
 City: Lansing Federal ID #: 386093206
 State: MI Year organization founded: 1958
 County: Ingham Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 4 - Theatre Fiscal year end date: 06-30
 NISP Institution: 5 - Performing Group - Community DUNS #
 NTEE: A61 - Performing Arts Centers Full-time staff: 1
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 2.58
 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	\$117,381	\$97,652	-17%	\$105,344	8%
Earned Non-program	\$32,019	\$27,270	-15%	\$28,226	4%
Total Earned Revenue	\$149,400	\$124,922	-16%	\$133,570	7%
Investment Revenue	\$73	\$0	-100%	\$41	n/a
Contributed Revenue	\$126,945	\$75,732	-40%	\$70,742	-7%
Total Unrestricted Operating Revenue	\$276,418	\$200,654	-27%	\$204,353	2%
Less in-kind	(\$1,500)	(\$1,396)	-7%		-100%
Total Unrestricted Operating Revenue Less In-kind	\$274,918	\$199,258	-28%	\$204,353	3%
Expenses by Functional Total					
Program	\$213,903	\$213,851	-0%	\$202,165	-5%
Fundraising	\$649	\$577	-11%	\$1,172	103%
General & Administrative	\$57,750	\$59,235	3%	\$55,389	-6%
Total Operating Expenses	\$272,302	\$273,663	0%	\$258,726	-5%
Less in-kind	(\$1,500)	(\$1,396)	-7%		-100%
Total Operating Expenses Less In-kind	\$270,802	\$272,267	1%	\$258,726	-5%
Net Unrestricted Activity - Operating	\$4,116	-\$73,009	-1,874%	-\$54,373	26%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$4,116	-\$73,009	-1,874%	-\$54,373	26%
Net Temporarily Restricted Activity	-\$5,906	\$0	100%		n/a
Net Permanently Restricted Activity	\$0	\$0	n/a		n/a
Net Total Activity	-\$1,790	-\$73,009	-3,979%	-\$54,373	26%

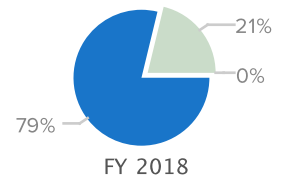
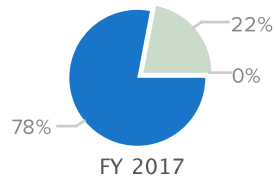
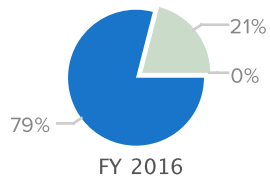
Revenue by Source

- 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						
Performance subscriptions - full	\$11,604	\$10,296	\$11,750	\$11,750		n/a
Single ticket sales	\$105,777	\$87,356	\$93,428	\$93,428		n/a
Tuitions and registration fees			\$166	\$166		n/a
Total earned - program	\$117,381	\$97,652	\$105,344	\$105,344	\$0	n/a
Earned - Non-program						
Food and concessions	\$5,972	\$5,012	\$5,060	\$5,060		n/a
Gift shop and merchandise fees	\$1,383	\$0	\$107	\$107		n/a
Advertising revenue	\$3,300	\$4,210	\$5,365	\$5,365		n/a
Space rentals	\$315	\$18,048	\$17,694	\$17,694		n/a
Other rentals	\$21,049		\$0	\$0		n/a
Total earned - non-program	\$32,019	\$27,270	\$28,226	\$28,226	\$0	n/a
Total earned revenue	\$149,400	\$124,922	\$133,570	\$133,570		n/a

Community Circle Players

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$2,085	\$2,595	\$2,140	\$2,140		
Individual	\$65,488	\$44,642	\$40,811	\$40,811		
Corporate	\$4,150	\$5,475	\$8,481	\$8,481		
Foundation	\$14,250	\$0	\$360	\$360		
City government	\$0	\$0	\$1,900	\$1,900		
County government	\$4,856	\$2,004	\$0	\$0		
State government	\$28,710	\$19,620	\$15,475	\$15,475		
In-kind operating contributions	\$1,500	\$1,396	\$0			
Other contributions	\$0	\$0	\$1,575	\$1,575		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$121,039	\$75,732	\$70,742	\$70,742		
Operating investment revenue	\$73	\$0	\$41	\$41		
Total operating revenue	\$270,512	\$200,654	\$204,353	\$204,353		
Total operating revenue less in-kind	\$269,012	\$199,258	\$204,353	\$204,353		
Total non-operating revenue						
Total revenue	\$270,512	\$200,654	\$204,353	\$204,353		
Total revenue less in-kind	\$269,012	\$199,258	\$204,353	\$204,353		

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								
W2 employees (salaries, payroll taxes and fringe benefits)	\$75,758	\$75,518	-0%	\$71,992	-5%	\$36,738	\$0	\$35,254
Independent contractors	\$6,720	\$7,659	14%	\$10,625	39%	\$10,625		
Professional fees	\$6,287	\$10,590	68%	\$6,600	-38%	\$0	\$0	\$6,600
Total personnel expenses - Operating	\$88,765	\$93,767	6%	\$89,217	-5%	\$47,363	\$0	\$41,854
Non-personnel expenses - Operating								
Advertising and promotion	\$10,923	\$4,282	-61%	\$1,276	-70%	\$1,276	\$0	\$0
Dues and subscriptions	\$3,398	\$5,141	51%	\$4,609	-10%	\$3,786	\$0	\$823
Insurance	\$4,969	\$5,798	17%	\$7,493	29%	\$5,413	\$0	\$2,080
Occupancy costs	\$39,447	\$38,707	-2%	\$40,654	5%	\$36,479	\$0	\$4,175
Office and administration	\$11,684	\$10,082	-14%	\$5,450	-46%	\$2,725	\$0	\$2,725
Printing, postage and shipping	\$9,020	\$9,787	9%	\$8,740	-11%	\$7,167	\$1,172	\$401
Royalties, rights and reproductions	\$13,144	\$15,412	17%	\$20,126	31%	\$20,126	\$0	\$0
Productions and events costs	\$19,230	\$16,759	-13%	\$14,544	-13%	\$14,544	\$0	\$0
Other operating expenses	\$10,000	\$5,000	-50%	\$0	-100%	\$0	\$0	\$0
Depreciation	\$61,722	\$68,928	12%	\$66,617	-3%	\$63,286	\$0	\$3,331
Total non-personnel expenses - Operating	\$183,537	\$179,896	-2%	\$169,509	-6%	\$154,802	\$1,172	\$13,535
Total operating expenses	\$272,302	\$273,663	0%	\$258,726	-5%	\$202,165	\$1,172	\$55,389
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	\$272,302	\$273,663	0%	\$258,726	-5%	\$202,165	\$1,172	\$55,389
Total expenses less in-kind	\$270,802	\$272,267	1%	\$258,726	-5%			
Total expenses less depreciation	\$210,580	\$204,735	-3%	\$192,109	-6%			
Total expenses less in-kind and depreciation	\$209,080	\$203,339	-3%	\$192,109	-6%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$96,300	\$96,682	0%	\$96,430	-0%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$0	\$0	n/a	\$0	n/a
Prepaid expenses & other	\$22,018	\$20,448	-7%	\$26,620	30%
Total current assets	\$118,318	\$117,130	-1%	\$123,050	5%
Non-current investments					
Fixed assets (net)	\$863,576	\$803,052	-7%	\$742,092	-8%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$863,576	\$803,052	-7%	\$742,092	-8%
Total assets	\$981,894	\$920,182	-6%	\$865,142	-6%
Liabilities & Net Assets					
Liabilities	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$291	\$196	-33%	\$1,916	878%
Loans & other debt	\$0		n/a	\$0	n/a
Deferred revenue	\$23,374	\$34,766	49%	\$32,374	-7%
Total current liabilities	\$23,665	\$34,962	48%	\$34,290	-2%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$23,665	\$34,962	48%	\$34,290	-2%
Net assets					
Unrestricted	\$953,229	\$880,220	-8%	\$825,847	-6%
Temporarily restricted	\$5,000	\$5,000	0%	\$5,005	0%
Permanently restricted			n/a		n/a
Total net assets	\$958,229	\$885,220	-8%	\$830,852	-6%
Total liabilities & net assets	\$981,894	\$920,182	-6%	\$865,142	-6%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	4	4	4
Total working capital -- Unrestricted	\$89,653	\$77,168	\$83,755
Current Ratio	5	3.35	3.59
Debt Service Impact	0%		0%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$89,653	\$77,168	\$83,755
Operating Margin	-1%	-36%	-27%
Depreciation as a % of Fixed Assets	50%	54%	58%
Leverage Ratio			

Months of Operating Cash -- Unrestricted represents the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. The ratio is calculated using unrestricted numbers only.

Total working capital -- Unrestricted consists of the resources available for operations, and in this report is calculated as unrestricted current assets minus unrestricted current liabilities. This is a conservative calculation of working capital and 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.

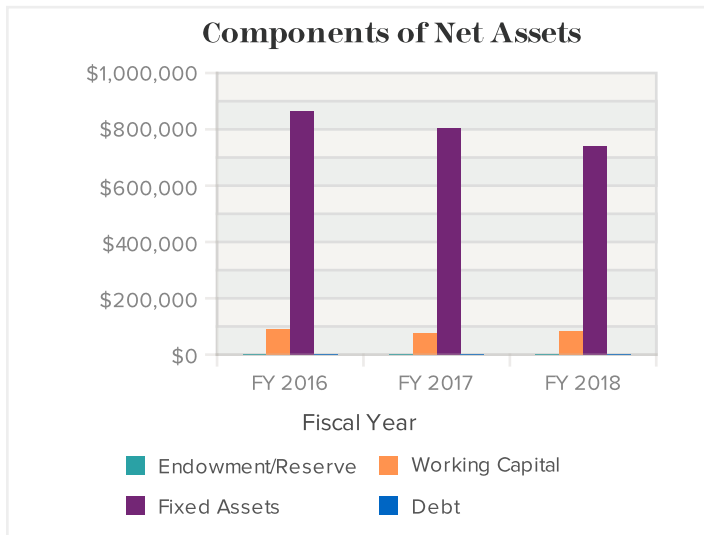
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	10,488	8,676	-17%	8,289	-4%
In-person participation - free	1,883	1,622	-14%	1,827	13%
Total in-person participation	12,371	10,298	-17%	10,116	-2%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	12,341	10,280	-17%	10,081	-2%
Registrants for classes/workshops	30	18	-40%	35	94%
Total in-person participation	12,371	10,298	-17%	10,116	-2%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	1,654	1,424	-14%	2,296	61%
Children served in schools			n/a	300	n/a
Seniors	3,600	2,838	-21%	1,968	-31%
Adults	7,087	6,036	-15%	5,852	-3%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	3	4	33%	4	0%
Part-time permanent employees - FTEs	1.17	1.43	22%	1.58	10%
Number of part-time or one-time volunteers	770	770	0%	770	0%
Part-time or one-time volunteers - FTEs	152.5	150	-2%	150	0%
Independent contractors	12	10	-17%	10	0%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time employees that are artists	0	0	n/a	1	n/a
Independent contractors that are artists	12	10	-17%	10	0%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	19	14	-26%	14	0%
Total performances	96	89	-7%	112	26%
Workshops/readings	3		-100%		n/a
Temporary exhibits	7	6	-14%	6	0%
Distinct classes/workshops	2	2	0%		-100%
Distinct class series/courses	1		-100%	4	n/a
Total classes/class sessions	3	2	-33%	25	1,150%
Programs offered in schools			n/a	2	n/a
Hours of programming in schools			n/a	3	n/a
Number of schools served			n/a	10	n/a
Artists placed in schools			n/a	1	n/a
Space - days rented	3	2	-33%	5	150%
Pieces of equipment provided for rental	30		-100%	1,000	n/a