



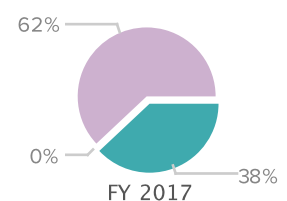
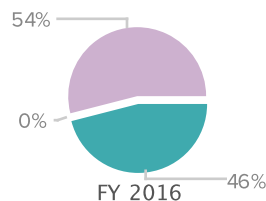
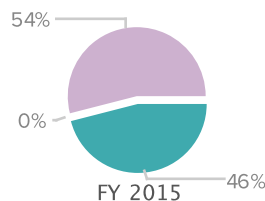
Organization Information

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: 2.43
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
Unrestricted Operating Revenue					
Earned Program	\$106,190	\$117,381	11%	\$97,652	-17%
Earned Non-program	\$25,779	\$32,019	24%	\$27,270	-15%
Total Earned Revenue	\$131,969	\$149,400	13%	\$124,922	-16%
Investment Revenue	\$102	\$73	-28%	\$0	-100%
Contributed Revenue	\$111,486	\$126,945	14%	\$75,732	-40%
Total Unrestricted Operating Revenue	\$243,557	\$276,418	13%	\$200,654	-27%
Less in-kind	(\$0)	(\$1,500)	n/a	(\$1,396)	-7%
Total Unrestricted Operating Revenue Less In-kind	\$243,557	\$274,918	13%	\$199,258	-28%
Expenses by Functional Total					
Program	\$198,729	\$213,903	8%	\$213,851	-0%
Fundraising	\$452	\$649	44%	\$577	-11%
General & Administrative	\$55,823	\$57,750	3%	\$59,235	3%
Total Operating Expenses	\$255,004	\$272,302	7%	\$273,663	0%
Less in-kind	(\$0)	(\$1,500)	n/a	(\$1,396)	-7%
Total Operating Expenses Less In-kind	\$255,004	\$270,802	6%	\$272,267	1%
Net Unrestricted Activity - Operating	-\$11,447	\$4,116	136%	-\$73,009	-1,874%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$11,447	\$4,116	136%	-\$73,009	-1,874%
Net Temporarily Restricted Activity	-\$1,250	-\$5,906	-372%	\$0	100%
Net Permanently Restricted Activity	\$0	\$0	n/a	\$0	n/a
Net Total Activity	-\$12,697	-\$1,790	86%	-\$73,009	-3,979%

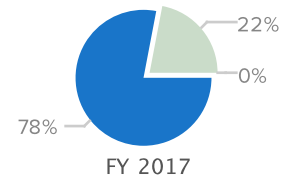
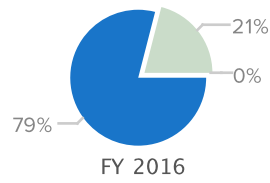
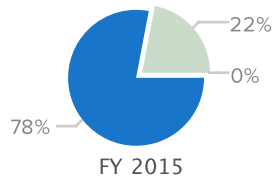
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Performance subscriptions - full	\$14,581	\$11,604	\$10,296	\$10,296		n/a
Single ticket sales	\$91,609	\$105,777	\$87,356	\$87,356		n/a
Total earned - program	\$106,190	\$117,381	\$97,652	\$97,652	\$0	n/a
Earned - Non-program						
Food and concessions	\$4,476	\$5,972	\$5,012	\$5,012		n/a
Gift shop and merchandise fees	\$447	\$1,383	\$0	\$0		n/a
Advertising revenue	\$4,820	\$3,300	\$4,210	\$4,210		n/a
Space rentals	\$16,036	\$315	\$18,048	\$18,048		n/a
Other rentals		\$21,049				n/a
Total earned - non-program	\$25,779	\$32,019	\$27,270	\$27,270	\$0	n/a
Total earned revenue	\$131,969	\$149,400	\$124,922	\$124,922		n/a

Community Circle Players

Contributed	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$3,225	\$2,085	\$2,595	\$2,595		
Individual	\$70,951	\$65,488	\$44,642	\$44,642		
Corporate	\$11,450	\$4,150	\$5,475	\$5,475		
Foundation	\$0	\$14,250	\$0			
County government	\$3,150	\$4,856	\$2,004	\$2,004		
State government	\$21,460	\$28,710	\$19,620	\$19,620		
In-kind operating contributions	\$0	\$1,500	\$1,396	\$1,396		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$110,236	\$121,039	\$75,732	\$75,732		
Operating investment revenue	\$102	\$73	\$0	\$0	\$0	\$0
Total operating revenue	\$242,307	\$270,512	\$200,654	\$200,654	\$0	\$0
Total operating revenue less in-kind	\$242,307	\$269,012	\$199,258	\$199,258	\$0	\$0
Total non-operating revenue						
Total revenue	\$242,307	\$270,512	\$200,654	\$200,654	\$0	\$0
Total revenue less in-kind	\$242,307	\$269,012	\$199,258	\$199,258	\$0	\$0

Expense Details

	FY 2015 Total	FY 2016 Total	% Change	FY 2017 Total	% Change	FY 2017 Program	FY 2017 Fundraising	FY 2017 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$70,880	\$75,758	7%	\$75,518	-0%	\$37,759	\$0	\$37,759
Independent contractors	\$0	\$6,720	n/a	\$7,659	14%	\$7,659	\$0	\$0
Professional fees	\$0	\$6,287	n/a	\$10,590	68%	\$3,740		\$6,850
Total personnel expenses - Operating	\$70,880	\$88,765	25%	\$93,767	6%	\$49,158	\$0	\$44,609
Non-personnel expenses - Operating								
Advertising and promotion	\$1,370	\$10,923	697%	\$4,282	-61%	\$4,282	\$0	\$0
Conferences and meetings	\$2,345	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Dues and subscriptions	\$4,739	\$3,398	-28%	\$5,141	51%	\$4,332		\$809
Insurance	\$5,512	\$4,969	-10%	\$5,798	17%	\$4,554	\$0	\$1,244
Occupancy costs	\$52,345	\$39,447	-25%	\$38,707	-2%	\$38,082	\$0	\$625
Office and administration	\$26,383	\$11,684	-56%	\$10,082	-14%	\$2,745		\$7,337
Printing, postage and shipping	\$8,862	\$9,020	2%	\$9,787	9%	\$8,045	\$577	\$1,165
Royalties, rights and reproductions	\$8,780	\$13,144	50%	\$15,412	17%	\$15,412		
Productions and events costs	\$18,210	\$19,230	6%	\$16,759	-13%	\$16,759		
Other operating expenses	\$150	\$10,000	6,567%	\$5,000	-50%	\$5,000		
Depreciation	\$55,428	\$61,722	11%	\$68,928	12%	\$65,482	\$0	\$3,446
Total non-personnel expenses - Operating	\$184,124	\$183,537	-0%	\$179,896	-2%	\$164,693	\$577	\$14,626
Total operating expenses	\$255,004	\$272,302	7%	\$273,663	0%	\$213,851	\$577	\$59,235
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	\$255,004	\$272,302	7%	\$273,663	0%	\$213,851	\$577	\$59,235
Total expenses less in-kind	\$255,004	\$270,802	6%	\$272,267	1%			
Total expenses less depreciation	\$199,576	\$210,580	6%	\$204,735	-3%			
Total expenses less in-kind and depreciation	\$199,576	\$209,080	5%	\$203,339	-3%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$177,433	\$96,300	-46%	\$96,682	0%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$0	\$0	n/a	\$0	n/a
Prepaid expenses & other	\$30,468	\$22,018	-28%	\$20,448	-7%
Total current assets	\$207,901	\$118,318	-43%	\$117,130	-1%
Non-current investments					
Fixed assets (net)	\$793,091	\$863,576	9%	\$803,052	-7%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$793,091	\$863,576	9%	\$803,052	-7%
Total assets	\$1,000,992	\$981,894	-2%	\$920,182	-6%
Liabilities & Net Assets					
Liabilities	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$14,176	\$291	-98%	\$196	-33%
Loans & other debt		\$0	n/a		n/a
Deferred revenue	\$32,704	\$23,374	-29%	\$34,766	49%
Total current liabilities	\$46,880	\$23,665	-50%	\$34,962	48%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$46,880	\$23,665	-50%	\$34,962	48%
Net assets					
Unrestricted	\$883,370	\$953,229	8%	\$880,220	-8%
Temporarily restricted	\$70,742	\$5,000	-93%	\$5,000	0%
Permanently restricted			n/a		n/a
Total net assets	\$954,112	\$958,229	0%	\$885,220	-8%
Total liabilities & net assets	\$1,000,992	\$981,894	-2%	\$920,182	-6%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	5	4	4
Total working capital -- Unrestricted	\$90,279	\$89,653	\$77,168
Current Ratio	4.43	5	3.35
Debt Service Impact		0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	\$90,279	\$89,653	\$77,168
Operating Margin	-5%	-1%	-36%
Depreciation as a % of Fixed Assets	52%	50%	54%
Leverage Ratio	0%		

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.

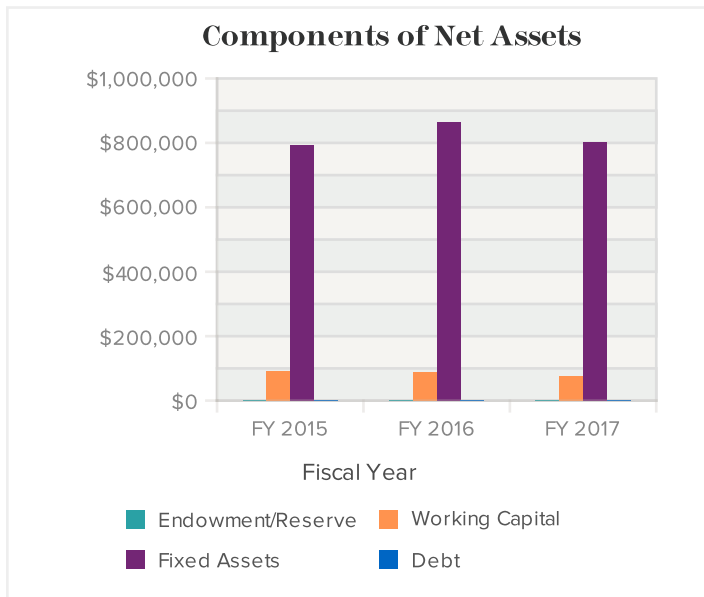
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed assets that they truly own free and clear of related obligations and depreciated value. It is calculated as $Unrestricted\ Net\ Assets - (Net\ Fixed\ Assets - Mortgage\ Debt)$.

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) is a measurement of a company's efficiency in operating.



Attendance

In-person Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	7,584	10,488	38%	8,676	-17%
In-person participation - free	3,792	1,883	-50%	1,622	-14%
Total in-person participation	11,376	12,371	9%	10,298	-17%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		12,341	n/a	10,280	-17%
Registrants for classes/workshops		30	n/a	18	-40%
Total in-person participation	11,376	12,371	9%	10,298	-17%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	1,114	1,654	48%	1,424	-14%
Seniors		3,600	n/a	2,838	-21%
Adults		7,087	n/a	6,036	-15%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	3	3	0%	4	33%
Part-time permanent employees - FTEs	1	1.17	17%	1.43	22%
Number of part-time or one-time volunteers	767	770	0%	770	0%
Part-time or one-time volunteers - FTEs	152.5	152.5	0%	150	-2%
Independent contractors	1	12	1,100%	10	-17%

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Independent contractors that are artists	0	12	n/a	10	-17%

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	19	19	0%	14	-26%
Total performances	100	96	-4%	89	-7%
Workshops/readings	0	3	n/a		-100%
Temporary exhibits	7	7	0%	6	-14%
Distinct classes/workshops	1	2	100%	2	0%
Distinct class series/courses		1	n/a		-100%
Total classes/class sessions	0	3	n/a	2	-33%
Space - days rented		3	n/a	2	-33%
Pieces of equipment provided for rental		30	n/a		-100%