



Organization Information

Organization name: Happendance, Inc.
 City: Okemos
 State: MI
 County: Ingham
 NISP Discipline: 1 - Dance
 NISP Institution: 31 - Corporation
 NTEE: A62 - Dance

Federal ID #: 237034512
 Year organization founded: 1976
 Organization type: 501(c)3 nonprofit organization
 Fiscal year end date: 06-30
 DUNS #
 Full-time staff: 2
 Paid FTEs: 3.73

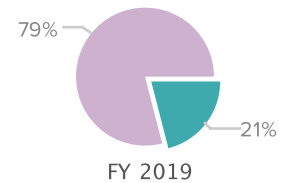
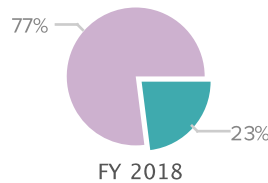
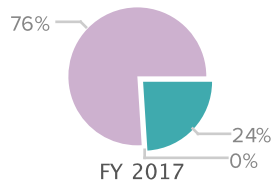
Applicant is not audited or reviewed by an independent accounting firm.

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

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$241,207	\$331,939	38%	\$334,336	1%
Earned Non-program	\$20,068	\$4,455	-78%	\$9,926	123%
Total Earned Revenue	\$261,275	\$336,394	29%	\$344,262	2%
Investment Revenue	\$52		-100%		n/a
Contributed Revenue	\$83,267	\$101,713	22%	\$90,476	-11%
Total Unrestricted Operating Revenue	\$344,594	\$438,107	27%	\$434,738	-1%
Less in-kind	(\$12,394)	(\$13,500)	9%	(\$6,250)	-54%
Total Unrestricted Operating Revenue Less In-kind	\$332,200	\$424,607	28%	\$428,488	1%
Expenses by Functional Total					
Program	\$292,824	\$405,052	38%	\$311,254	-23%
Fundraising		\$2,302	n/a	\$1,968	-15%
General & Administrative	\$79,195	\$159,056	101%	\$69,248	-56%
Total Operating Expenses	\$372,019	\$566,410	52%	\$382,470	-32%
Less in-kind	(\$12,394)	(\$13,500)	9%	(\$6,250)	-54%
Total Operating Expenses Less In-kind	\$359,625	\$552,910	54%	\$376,220	-32%
Net Unrestricted Activity - Operating	-\$27,425	-\$128,303	-368%	\$52,268	141%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$27,425	-\$128,303	-368%	\$52,268	141%
Net Restricted Activity			n/a		n/a
Net Total Activity	-\$27,425	-\$128,303	-368%	\$52,268	141%

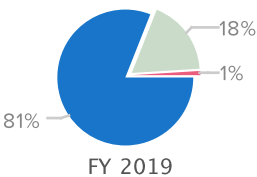
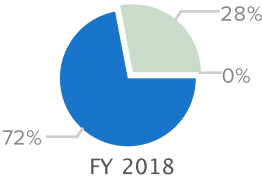
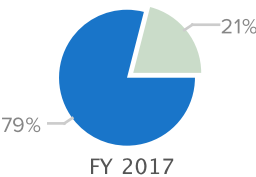
Revenue by Source

- 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	\$12,504	\$16,548	\$14,780	\$14,780	
Contracted services	\$31,300	\$31,035	\$35,650	\$35,650	
Tuitons and registration fees	\$197,403	\$278,103	\$270,820	\$270,820	
Other program revenue		\$6,253	\$13,086	\$13,086	
Total earned - program	\$241,207	\$331,939	\$334,336	\$334,336	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$2,567	-\$2,795	\$2,300	\$2,300	
Advertising revenue	\$1,185	\$1,970	\$1,355	\$1,355	
Space rentals	\$4,887	\$0			
Other earned revenue	\$11,429	\$5,280	\$6,271	\$6,271	
Total earned - non-program	\$20,068	\$4,455	\$9,926	\$9,926	\$0
Total earned revenue	\$261,275	\$336,394	\$344,262	\$344,262	

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$12,750	\$16,913	\$6,500	\$6,500	
Individual	\$18,528	\$20,462	\$46,749	\$46,749	
Corporate	\$7,720	\$9,548	\$5,087	\$5,087	
Foundation	\$13,300	\$10,000	\$7,000	\$7,000	
City government	\$3,575	\$13,030	\$3,750	\$3,750	
State government	\$15,000	\$18,260	\$15,140	\$15,140	
In-kind operating contributions	\$12,394	\$13,500	\$6,250	\$6,250	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$83,267	\$101,713	\$90,476	\$90,476	
Operating investment revenue	\$52	\$0	\$0		
Total operating revenue	\$344,594	\$438,107	\$434,738	\$434,738	
Total operating revenue less in-kind	\$332,200	\$424,607	\$428,488	\$428,488	
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$344,594	\$438,107	\$434,738	\$434,738	
Total revenue less in-kind	\$332,200	\$424,607	\$428,488	\$428,488	

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)	\$190,622	\$294,556	55%	\$65,198	-78%	\$23,552	\$1,968	\$39,678
Independent contractors	\$30,278	\$109,898	263%	\$130,221	18%	\$125,691		\$4,530
Total personnel expenses - Operating	\$220,900	\$404,454	83%	\$195,419	-52%	\$149,243	\$1,968	\$44,208
Non-personnel expenses - Operating								
Advertising and promotion	\$12,712	\$17,184	35%	\$19,481	13%	\$19,481		
Insurance	\$3,629	\$2,501	-31%	\$3,400	36%	\$3,400		
Occupancy costs	\$77,659	\$91,367	18%	\$93,437	2%	\$93,437		
Office and administration	\$14,455	\$4,268	-70%	\$5,631	32%			\$5,631
Printing, postage and shipping	\$164	\$298	82%	\$57	-81%	\$57		
Travel	\$4,776	\$11,293	136%	\$8,323	-26%	\$8,323		
Productions and events costs	\$1,427	\$1,319	-8%	\$1,719	30%	\$1,719		
Interest expense	\$5,577	\$6,203	11%	\$8,060	30%			\$8,060
Other operating expenses	\$30,571	\$27,097	-11%	\$19,821	-27%	\$8,472		\$11,349
Depreciation	\$149	\$426	186%	\$27,122	6,267%	\$27,122		
Total non-personnel expenses - Operating	\$151,119	\$161,956	7%	\$187,051	15%	\$162,011		\$25,040
Total operating expenses	\$372,019	\$566,410	52%	\$382,470	-32%	\$311,254	\$1,968	\$69,248
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	\$372,019	\$566,410	52%	\$382,470	-32%	\$311,254	\$1,968	\$69,248
Total expenses less in-kind	\$359,625	\$552,910	54%	\$376,220	-32%			
Total expenses less depreciation	\$371,870	\$565,984	52%	\$355,348	-37%			
Total expenses less in-kind and depreciation	\$359,476	\$552,484	54%	\$349,098	-37%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$22,255	\$2,814	-87%	\$3,758	34%
Receivables	\$13,426	\$2,175	-84%	\$6,935	219%
Investments			n/a		n/a
Prepaid expenses & other	\$6,344	\$7,829	23%	\$5,929	-24%
Total current assets	\$42,025	\$12,818	-69%	\$16,622	30%
Non-current investments					
Fixed assets (net)	\$1,423	\$965	-32%	\$965	0%
Other non-current assets	\$706	\$0	-100%	\$0	n/a
Total non-current assets	\$2,129	\$965	-55%	\$965	0%
Total assets	\$44,154	\$13,783	-69%	\$17,587	28%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$12,824	\$14,575	14%	\$10,281	-29%
Loans & other debt	\$74,100	\$74,100	0%	\$45,000	-39%
Deferred revenue	\$15,615	\$9,700	-38%		-100%
Total current liabilities	\$102,539	\$98,375	-4%	\$55,281	-44%
Non-current liabilities	\$13,250	\$8,397	-37%	\$78,606	836%
Total liabilities	\$115,789	\$106,772	-8%	\$133,887	25%
Net assets					
Unrestricted	\$44,154	\$92,989	111%	-\$116,300	-225%
Restricted			n/a		n/a
Total net assets	-\$71,635	-\$92,989	-30%	-\$116,300	-25%
Total liabilities & net assets	\$44,154	\$13,783	-69%	\$17,587	28%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash	1	0	0
Total working capital	-\$60,514	-\$85,557	-\$38,659
Current Ratio	0.41	0.13	0.3
Debt Service Impact	25%	16%	34%
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	-8%	-29%	12%
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.

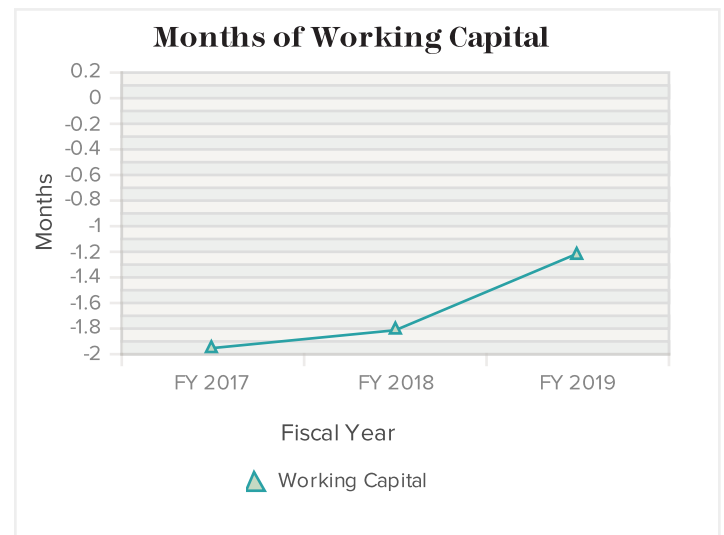
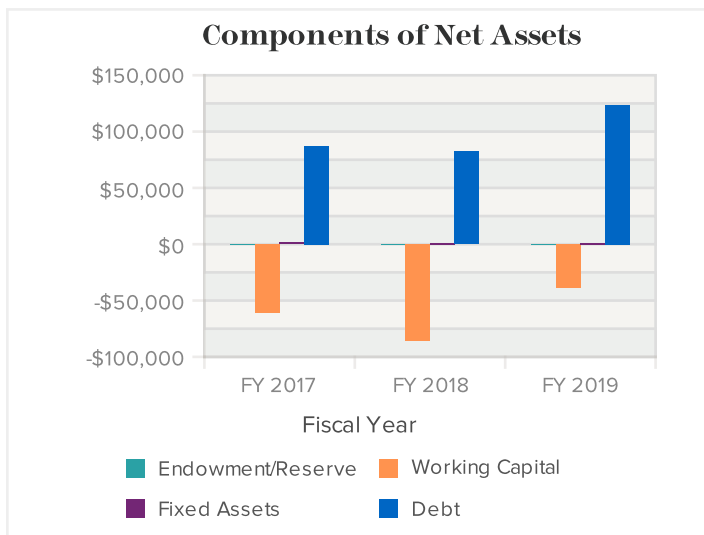
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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	1,459	16,752	1,048%	1,213	-93%
In-person participation - free	9,010	26,500	194%	13,191	-50%
Total in-person participation	10,469	43,252	313%	14,404	-67%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Performance tickets	10,250	35,047	242%	14,000	-60%
Open rehearsal tickets		10	n/a	25	150%
Registrants for classes/workshops	210	162	-23%	364	125%
Students given private lessons	9	8	-11%	15	88%
Lecture attendees		25	n/a		-100%
Participants of other events		8,000	n/a		-100%
Total in-person participation	10,469	43,252	313%	14,404	-67%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	600	7,000	1,067%	8,642	23%
Children served in schools	6,000	3,000	-50%	1,225	-59%
Seniors	600	4,000	567%	576	-86%
Adults	9,269	32,252	248%	5,186	-84%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
People engaged in advocacy			n/a	14,000	n/a

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	2	2	0%	2	0%
Part-time permanent employees	21	16	-24%	3	-81%
Part-time permanent employees - FTEs		2.15	n/a	1.66	-23%
Part-time seasonal employees			n/a	17	n/a
Part-time seasonal employees - FTEs			n/a	0.07	n/a
Number of full-time volunteers	2	1	-50%		-100%
Number of part-time or one-time volunteers	100	31	-69%	109	252%
Part-time or one-time volunteers - FTEs	0.4	0.08	-80%		-100%
Independent contractors	19	5	-74%	5	0%
Number of interns and apprentices	4		-100%		n/a

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time employees that are artists	0	2	n/a	2	0%
Part-time employees that are artists	21	15	-29%	20	33%
Independent contractors that are artists	19		-100%	5	n/a

Program Activity

			% Change		% Change
Distinct productions	15	15	0%	8	-47%
Total performances	39	85	118%	41	-52%
Open rehearsals		1	n/a	1	0%
Works developed	172	150	-13%	194	29%
Works commissioned	6	0	-100%	6	n/a
Distinct classes/workshops	11	6	-45%	2	-67%
Distinct class series/courses	75	1,491	1,888%	68	-95%
Total classes/class sessions	2,726	0	-100%	2,600	n/a
Private lessons offered	8	160	1,900%	160	0%
Distinct lectures		2	n/a		-100%
Programs offered in schools	2	2	0%	15	650%
Hours of programming in schools	97	677	598%	443	-35%
Number of schools served	15	9	-40%	15	67%
Artists placed in schools	11	11	0%	7	-36%
Space - hours rented			n/a	6	n/a
Distinct other programs	1	4	300%		-100%
Other programs occurrences	75	50	-33%		-100%

Key advocacy Issues

Parkinsons Disease

Dance for all