

**Organization Information**

Organization name: Out Loud Chorus  
 City: Ann Arbor  
 State: MI  
 County: Washtenaw  
 Federal ID #: 383308062  
 NISP Discipline: 2 - Music  
 NISP Institution: 5 - Performing Group - Community  
 NTEE: A6B - Singing & Choral Groups

Year organization founded: 1995  
 Organization type: 501(c)3 nonprofit organization  
 DUNS #:  
 Full-time staff:  
 Board Members: 9  
 Fiscal year end date: 08-31

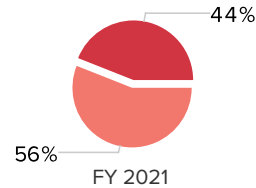
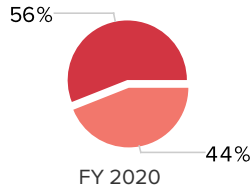
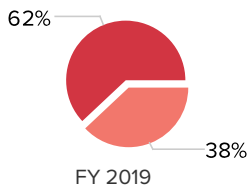
*Applicant is not audited or reviewed by an independent accounting firm. Applicant has a budget under \$50,000.*

**Financial Summary**

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
Unrestricted operating revenue					
Earned program	\$20,876	\$28,455	36%	\$13,459	-53%
Earned non-program	\$260		-100%		n/a
Total earned revenue	\$21,136	\$28,455	35%	\$13,459	-53%
Investment revenue			n/a		n/a
Contributed revenue	\$12,965	\$21,996	70%	\$17,157	-22%
Total unrestricted operating revenue	\$34,101	\$50,451	48%	\$30,616	-39%
Less in-kind			n/a		n/a
Unrestricted operating revenue less in-kind	\$34,101	\$50,451	48%	\$30,616	-39%
Operating expenses					
Program	\$28,782	\$27,171	-6%	\$22,775	-16%
Management & general	\$3,598	\$3,623	1%	\$6,864	89%
Fundraising	\$3,598	\$5,434	51%	\$1,560	-71%
Total operating expenses	\$35,978	\$36,228	1%	\$31,198	-14%
Less in-kind			n/a		n/a
Unrestricted operating expenses less in-kind	\$35,978	\$36,228	1%	\$31,198	-14%
Unrestricted change in net assets - operating	-\$1,877	\$14,223	858%	-\$582	-104%
Unrestricted change in net assets	-\$1,877	\$14,223	858%	-\$582	-104%
Restricted change in net assets			n/a		n/a
Total change in net assets	-\$1,877	\$14,223	858%	-\$582	-104%

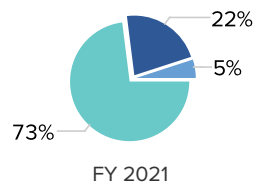
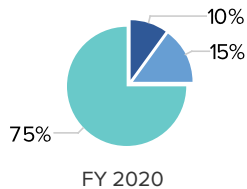
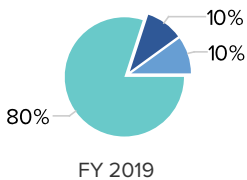
### Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



### Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



**Revenue Details**

Operating Revenue	FY 2019	FY 2020	FY 2021	FY 2021	FY 2021
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions					
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions		\$16,280	\$6,164	\$6,164	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$20,876	\$12,175	\$7,295	\$7,295	
<b>Total earned - program</b>	<b>\$20,876</b>	<b>\$28,455</b>	<b>\$13,459</b>	<b>\$13,459</b>	
<b>Earned - Non-program</b>					
Rental revenue					
Sponsorship revenue					
Attendee-generated revenue not listed above					
Earned non-program not listed above	\$260				
<b>Total earned - non-program</b>	<b>\$260</b>				
<b>Total earned revenue</b>	<b>\$21,136</b>	<b>\$28,455</b>	<b>\$13,459</b>	<b>\$13,459</b>	

	FY 2019	FY 2020	FY 2021	FY 2021	FY 2021
Contributed	Total	Total	Total	Unrestricted	Restricted
Individual	\$4,455	\$6,712	\$8,724	\$8,724	
Corporate	\$410	\$112	\$81	\$81	
State government	\$8,100	\$11,238	\$8,332	\$8,332	
In-kind operating contributions	\$0	\$0	\$0		
Special fundraising events		\$3,934	\$20	\$20	
Net assets released from restriction	\$0	\$0	\$0		
<b>Total contributed revenue</b>	<b>\$12,965</b>	<b>\$21,996</b>	<b>\$17,157</b>	<b>\$17,157</b>	
Operating investment revenue	\$0	\$0	\$0		
<b>Total operating revenue</b>	<b>\$34,101</b>	<b>\$50,451</b>	<b>\$30,616</b>	<b>\$30,616</b>	
<b>Total operating revenue less operating in-kind</b>	<b>\$34,101</b>	<b>\$50,451</b>	<b>\$30,616</b>	<b>\$30,616</b>	
<b>Total revenue</b>	<b>\$34,101</b>	<b>\$50,451</b>	<b>\$30,616</b>	<b>\$30,616</b>	
<b>Total revenue less in-kind</b>	<b>\$34,101</b>	<b>\$50,451</b>	<b>\$30,616</b>	<b>\$30,616</b>	

## Revenue Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	Due to COVID, we changed our revenue stream model. The January livestream concert was traditional tickets sold. The June concert was an outdoor space and was "donate via text-to-donate". Instead of ticket revenue, the June concert is under individual contributions. We also livestreamed the June concert free of charge and asked for donations.

In addition, our membership dues were down year over year due to less people willing to engage in singing in a chorus. This is another aspect of COVID that impacted our revenue.

## Expense Details

	FY 2019 Total	FY 2020 Total	% Change	FY 2021 Total	% Change	FY 2021 Program	FY 2021 General & Administrative	FY 2021 Fundraising
Personnel expenses - Operating								
Independent contractors	\$18,736	\$16,888	-10%	\$16,329	-3%	\$11,920	\$3,592	\$816
Total personnel expenses - Operating	\$18,736	\$16,888	-10%	\$16,329	-3%	\$11,920	\$3,592	\$816
Non-personnel expenses - Operating								
Occupancy costs	\$4,346	\$5,048	16%	\$4,431	-12%	\$3,235	\$975	\$222
Non-personnel expenses not listed above	\$12,896	\$14,292	11%	\$10,438	-27%	\$7,620	\$2,296	\$522
Total non-personnel expenses - Operating	\$17,242	\$19,340	12%	\$14,869	-23%	\$10,854	\$3,271	\$743
Total operating expenses	\$35,978	\$36,228	1%	\$31,198	-14%	\$22,775	\$6,864	\$1,560
Total expenses	\$35,978	\$36,228	1%	\$31,198	-14%			
Total expenses less in-kind	\$35,978	\$36,228	1%	\$31,198	-14%			
Total expenses less depreciation	\$35,978	\$36,228	1%	\$31,198	-14%			
Total expenses less in-kind and depreciation	\$35,978	\$36,228	1%	\$31,198	-14%			

## Expense Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	Due to COVID, our expense model changed, too, with less performances and lower chorus membership. We rehearsed for free in a local park outdoors which saved money.

**Balance Sheet**

This organization has not provided data to populate this section. Unaudited organizations are not required to complete a balance sheet. Organizations with expenses under \$50,000 and entities under a parent are not given the option to complete a balance sheet.

**Balance Sheet Narrative**

This organization has not provided data to populate this section. Unaudited organizations are not required to complete a balance sheet. Organizations with expenses under \$50,000 and entities under a parent are not given the option to complete a balance sheet.

**Balance Sheet Metrics**

This organization has not provided data to populate this section. Unaudited organizations are not required to complete a balance sheet. Organizations with expenses under \$50,000 and entities under a parent are not given the option to complete a balance sheet.

This organization has not provided data to populate this section.

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**Attendance**

	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Total attendance</b>					
Paid	632	408	-35%	225	-45%
Free	71	41	-42%	525	1,180%
<b>Total</b>	<b>703</b>	<b>449</b>	<b>-36%</b>	<b>750</b>	<b>67%</b>
<b>In-person attendance</b>					
Paid	632	408	-35%	0	-100%
Free	71	41	-42%	525	1,180%
<b>Total</b>	<b>703</b>	<b>449</b>	<b>-36%</b>	<b>525</b>	<b>17%</b>
<b>Digital attendance</b>					
Paid		0	n/a	225	n/a
Free			n/a		n/a
<b>Total</b>		<b>0</b>	<b>n/a</b>	<b>225</b>	<b>n/a</b>
In-person attendees 18 and under		22	n/a	70	218%
<b>Programs in schools</b>	<b>FY 2019</b>	<b>FY 2020</b>	<b>% Change</b>	<b>FY 2021</b>	<b>% Change</b>
Children served in schools			n/a	0	n/a
Hours of instruction			n/a	0	n/a

**Workforce**

	FY 2019	FY 2020	% Change	FY 2021	% Change
<b>Number of People</b>					
Volunteers	13	35	169%	45	29%
Independent contractors	13	11	-15%	11	0%
Interns and apprentices			n/a	0	n/a
<b>Total positions</b>	<b>26</b>	<b>46</b>	<b>77%</b>	<b>56</b>	<b>22%</b>

**Visual & Performing Artists**

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists		55	n/a	45	-18%
Payments to artists & performers	\$18,736	\$16,888	-10%	\$16,329	-3%

**Covid-19 Impact**

	FY 2019	FY 2020	FY 2021
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:			
Number of employees laid off			0
Number of employees furloughed			0
Of those furloughed or laid off employees, how many (if any) have been brought back?			0

**Mission and Constituency**

**Mission statement**

Out Loud is a mixed chorus for the Lesbian, Bisexual, Gay, Transgender community, yet open to all. Out Loud provides continuing musical education and performance experience as well as a social outlet for persons interested in choral music and its production. Out Loud is fun and flexible, open to many levels of ability, and committed to embodying the diversity of our community. In addition, the chorus seeks to educate the general public about choral music and, through performances, to reduce bigotry and discrimination against our community.

In keeping with our mission, the Out Loud Chorus seeks to perform a wide variety of choral music. We recognize that music from other eras may not reflect society's current acceptance of diversity. Because of this, some audience members may occasionally disagree with ideas described by lyrics we perform. The Out Loud Chorus as a whole neither advocates nor denigrates any particular belief or tradition. Rather, by the diversity of our music, we seek to celebrate and be sensitive to the broad diversity of our culture and our community. We invite our audiences to help us create a community where all participants feel welcome.

**Mission demographics**

This organization's mission is rooted in an explicitly identified ethnic, cultural or other demographic voice.

**Racial/ethnic group**

Additional group (please state) LGBTQ

**Gender**

Genderqueer/gender non-conforming;Transgender

Additional group (please state)

**Sexual orientation**

Gay or Lesbian;Bisexual

Additional group (please state)

**Age group**

Additional group (please state)

**Disability**

No

**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 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)			2	3	2	2
Productions (presented)					2	2
Classes/assemblies/other programs in schools						
Classes/workshops (outside of schools)	0	0	0	0	0	0
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)						
Additional programs not listed above	7	9	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 2019			FY 2020			FY 2021		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)							2	2	2
Productions (presented)									
Classes/assemblies/other programs in schools									
Classes/workshops (outside of schools)									
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 2019		FY 2020		FY 2021	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$21,136		\$28,455		\$13,459	\$4,055
Contributed revenue	\$12,965		\$21,996		\$17,157	\$5,275
Operating expense	\$35,978	\$0	\$36,228	\$0	\$31,198	\$5,200

## Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% 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			n/a		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 2019	n/a
FY 2020	we had a Cabaret fundraiser Nov 2019. Chorus members put on a show with ticketed sales, silent auction and donations. Jan 2020 chorus put on concert - Legendary ( music from movies and musicals) Largest chorus membership to date with raffle and donations. Attendance @ Cabaret 125, @ concert 449. No programming spring 2020 due to covid.
FY 2021	Our programming was significantly impacted by COVID. We discovered the ability of livestream to reach audience members who have moved. We also utilized a public space and had text-to-donate options for people in the space.  Our first performance was all virtual and was livestreamed once. This was all solo acts comprised of chorus members. We had an online host and combined music and patter. Our second performance combined the outdoor concert as well as a livestream. No admission was charged and was all based on donation.