

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: 0
 Board Members: 8
 Fiscal year end date: 08-31

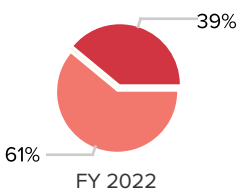
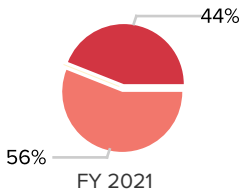
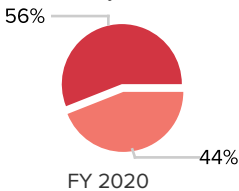
Applicant is not audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2020	FY 2021	% Change	FY 2022	% Change
Unrestricted operating revenue					
Earned program	\$28,455	\$13,459	-53%	\$26,261	95%
Earned non-program			n/a		n/a
Total earned revenue	\$28,455	\$13,459	-53%	\$26,261	95%
Investment revenue			n/a		n/a
Contributed revenue	\$21,996	\$17,157	-22%	\$40,280	135%
Total unrestricted operating revenue	\$50,451	\$30,616	-39%	\$66,541	117%
Less in-kind			n/a		n/a
Unrestricted operating revenue less in-kind	\$50,451	\$30,616	-39%	\$66,541	117%
Operating expenses					
Program	\$27,171	\$22,775	-16%	\$42,592	87%
Management & general	\$3,623	\$6,864	89%	\$7,342	7%
Fundraising	\$5,434	\$1,560	-71%	\$5,911	279%
Total operating expenses	\$36,228	\$31,198	-14%	\$55,845	79%
Less in-kind			n/a		n/a
Unrestricted operating expenses less in-kind	\$36,228	\$31,198	-14%	\$55,845	79%
Unrestricted change in net assets - operating	\$14,223	-\$582	-104%	\$10,696	1,938%
Unrestricted change in net assets	\$14,223	-\$582	-104%	\$10,696	1,938%
Restricted change in net assets			n/a		n/a
Total change in net assets	\$14,223	-\$582	-104%	\$10,696	1,938%

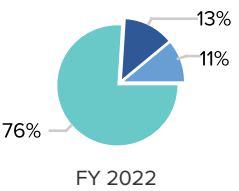
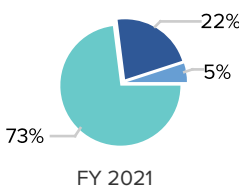
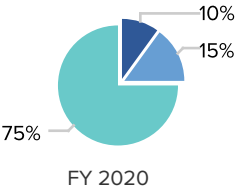
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue	FY 2020	FY 2021	FY 2022	FY 2022	FY 2022
Earned - Program	Total	Total	Total	Unrestricted	Restricted
Subscriptions					
Membership fees - individuals				\$0	\$0
Membership fees - organizations					
Ticket sales & admissions	\$16,280	\$6,164	\$11,894	\$11,894	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$12,175	\$7,295	\$14,367	\$14,367	
Total earned - program	\$28,455	\$13,459	\$26,261	\$26,261	
Earned - Non-program					
Rental revenue					
Sponsorship revenue					
Attendee-generated revenue not listed above					
Earned - non-program not listed above					
Total earned - non-program					
Total earned revenue	\$28,455	\$13,459	\$26,261	\$26,261	

Out Loud Chorus

Contributed	FY 2020	FY 2021	FY 2022	FY 2022	FY 2022
	Total	Total	Total	Unrestricted	Restricted
Individual	\$6,712	\$8,724	\$9,970	\$9,970	
Corporate	\$112	\$81	\$145	\$145	
State government	\$11,238	\$8,332	\$17,218	\$17,218	
In-kind operating contributions	\$0	\$0	\$0		
Special fundraising events	\$3,934	\$20	\$12,557	\$12,557	
Contributions not listed above	\$0	\$0	\$390	\$390	
Net assets released from restriction	\$0	\$0	\$0		
Total contributed revenue	\$21,996	\$17,157	\$40,280	\$40,280	
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$50,451	\$30,616	\$66,541	\$66,541	
Total operating revenue less operating in-kind	\$50,451	\$30,616	\$66,541	\$66,541	
Total revenue	\$50,451	\$30,616	\$66,541	\$66,541	
Total revenue less in-kind	\$50,451	\$30,616	\$66,541	\$66,541	

Revenue Narrative

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.
FY 2022	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. After a year of lower revenue in 2021, we returned to full form with a cabaret fundraiser that raised significant revenue. In addition, we continued our livestreaming which has proven to be a profitable means to generate program revenue as well as increase our audience size. We charge a flat fee now for livestreaming and also encourage text-to-donate during the performance online. All of these changes are reflected in our increased revenue and larger chorus size.

Expense Details

	FY 2020 Total	FY 2021 Total	% Change	FY 2022 Total	% Change	FY 2022 Program	FY 2022 General & Administrative	FY 2022 Fundraising
Personnel expenses - Operating								
Independent contractors	\$16,888	\$16,329	-3%	\$21,873	34%	\$21,873		
Professional fees	\$0	\$0	n/a	\$4,768	n/a	\$4,312	\$456	
Total personnel expenses - Operating	\$16,888	\$16,329	-3%	\$26,641	63%	\$26,185	\$456	
Non-personnel expenses - Operating								
Occupancy costs	\$5,048	\$4,431	-12%	\$11,222	153%	\$6,493	\$3,357	\$1,372
Depreciation	\$0	\$0	n/a	\$463	n/a	\$463		
Non-personnel expenses not listed above	\$14,292	\$10,438	-27%	\$17,519	68%	\$9,451	\$3,529	\$4,539
Total non-personnel expenses - Operating	\$19,340	\$14,869	-23%	\$29,204	96%	\$16,407	\$6,886	\$5,911
Total operating expenses	\$36,228	\$31,198	-14%	\$55,845	79%	\$42,592	\$7,342	\$5,911
Total expenses	\$36,228	\$31,198	-14%	\$55,845	79%			
Total expenses less in-kind	\$36,228	\$31,198	-14%	\$55,845	79%			
Total expenses less depreciation	\$36,228	\$31,198	-14%	\$55,382	78%			
Total expenses less in-kind and depreciation	\$36,228	\$31,198	-14%	\$55,382	78%			

Expense Narrative

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.
FY 2022	Now we have fully returned from COVID and our chorus numbers have gone through the roof. We have over 100 singing members and 20+ nonsinging members. This means increased production costs related to sheet music, rehearsal space and venue rental. In addition the costs of doing a cabaret fundraiser and now adding high-end livestream costs to our performances have caused the spike in cost. Additionally we have developed numerous individual donors who support with large contributions.

Balance Sheet

Assets	FY 2020	FY 2021	% Change	FY 2022	% Change
Current assets					
Cash and cash equivalents			n/a	\$33,491	n/a
Receivables			n/a	\$2,274	n/a
Investments - current			n/a		n/a
Prepaid expenses & other			n/a		n/a
Total current assets			n/a	\$35,765	n/a
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)			n/a	\$1,636	n/a
Non-current assets not listed above			n/a	\$4,957	n/a
Total long-term/non-current assets			n/a	\$6,593	n/a
Total assets			n/a	\$42,358	n/a
Liabilities & Net Assets	FY 2020	FY 2021	% Change	FY 2022	% Change
Current liabilities					
Accounts payable and accrued expenses			n/a	\$1,852	n/a
Deferred revenue			n/a		n/a
Loans - current			n/a		n/a
Additional current liabilities not listed above			n/a		n/a
Total current liabilities			n/a	\$1,852	n/a
Long-term/non-current liabilities					
Long-term/non-current loans			n/a		n/a
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities			n/a		n/a
Total liabilities			n/a	\$1,852	n/a
Total net assets			n/a	\$40,506	n/a
Total liabilities & net assets			n/a	\$42,358	n/a

Balance Sheet Narrative

FY 2020	n/a
FY 2021	n/a
FY 2022	n/a

Balance Sheet Metrics

	FY 2020	FY 2021	% Change	FY 2022	% Change
Months of operating cash -- Total			n/a	7.2	n/a
Working capital -- Total			n/a	\$33,913	n/a
Current ratio -- Total			n/a	19.31	n/a
Net assets as a % of total expenses			n/a	73%	n/a
Fixed assets (net)			n/a	\$1,636	n/a
Condition of fixed assets				1,242%	
Leverage -- Total			n/a		n/a
Total debt			n/a		n/a
Debt service impact			n/a	0%	n/a

Months of operating cash (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.

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

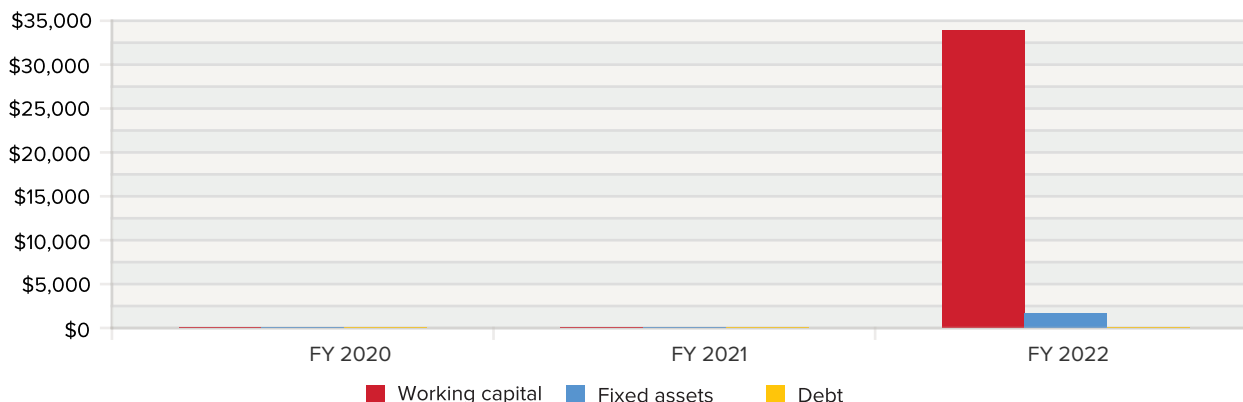
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

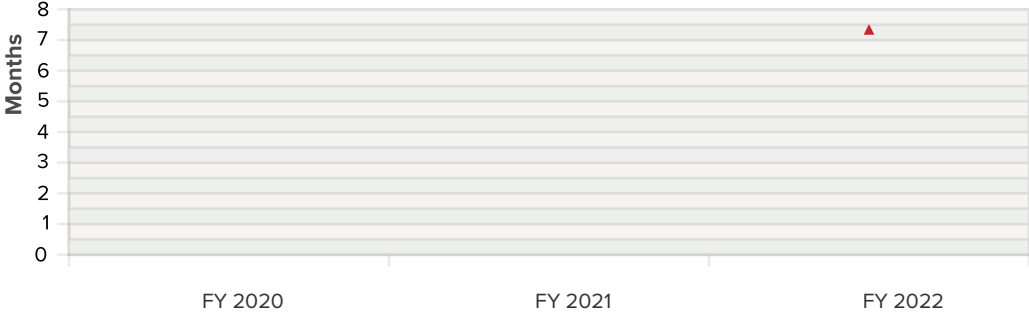
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 Working Capital



Attendance

	FY 2020	FY 2021	% Change	FY 2022	% Change
Total attendance					
Paid	408	225	-45%	1,200	433%
Free	41	525	1,180%	500	-5%
Total	449	750	67%	1,700	127%
In-person attendance					
Paid	408	0	-100%	800	n/a
Free	41	525	1,180%	450	-14%
Total	449	525	17%	1,250	138%
Digital attendance					
Paid	0	225	n/a	400	78%
Free			n/a	50	n/a
Total	0	225	n/a	450	100%
In-person attendees 18 and under	22	70	218%	200	186%
Programs in schools	FY 2020	FY 2021	% Change	FY 2022	% Change
Children served in schools		0	n/a		n/a
Hours of instruction		0	n/a		n/a

Workforce

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of People					
Volunteers	35	45	29%	120	167%
Independent contractors	11	11	0%	10	-9%
Interns and apprentices		0	n/a	0	n/a
Total positions	46	56	22%	130	132%

Visual & Performing Artists

	FY 2020	FY 2021	% Change	FY 2022	% Change
Number of visual & performing artists	55	45	-18%	130	189%
Payments to artists & performers	\$16,888	\$16,329	-3%	\$21,048	29%

Covid-19 Impact

	FY 2020	FY 2021	FY 2022
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		0
Number of employees furloughed	0		0
Of those furloughed or laid off employees, how many (if any) have been brought back?	0		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)
Additional group (please state)	LGBTQ+
Gender	Genderqueer/gender non-conforming;Transgender;Male;Female
Additional group (please state)	
Sexual orientation	Gay or Lesbian;Bisexual;Additional Orientation (please state)
Additional group (please state)	QUEER
Age group	18-64
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)
Additional group (please state)	
Gender	Additional group (please state)
Additional group (please state)	
Sexual orientation	Additional group (please state)
Additional group (please state)	
Age group	Additional group (please state)
Additional group (please state)	
Disability	
Additional characteristics	Additional group (please state)
Additional group (please state)	

Community type served	Urban
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If the fields above are blank, this organization does not serve that demographic specifically.

Program Activity

In-person activity	FY 2020		FY 2021		FY 2022	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	2	3	2	2	2	4
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)					4	4
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 2020			FY 2021			FY 2022		
	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	2	4	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 2020		FY 2021		FY 2022	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$28,455		\$13,459	\$4,055	\$26,261	\$6,743
Contributed revenue	\$21,996		\$17,157	\$5,275	\$40,280	\$6,700
Operating expense	\$36,228	\$0	\$31,198	\$5,200	\$55,845	\$3,600

Program Activity

	FY 2020	FY 2021 % Change	FY 2022 % 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 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.
FY 2022	We had a triumphant return after COVID in 2022. Chorus membership increased 25% as well as in person audiences. We were able to perform again at numerous street fairs and Pride festivals. Revenue and expenses were both impacted significantly as a result.