

Organization Information

Organization name:	Jewish Ensemble Theatre		
City:	West Bloomfield	Year organization founded:	1989
State:	MI	Organization type:	501(c)3 nonprofit organization
County:	Oakland	DUNS #:	609497763
Federal ID #:	382861818	Full-time staff:	2
NISP Discipline:	4 - Theatre	Board Members:	23
NISP Institution:	3 - Performing Group	Fiscal year end date:	06-30
NTEE:	A65 - Theater		

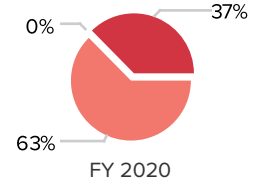
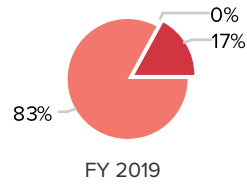
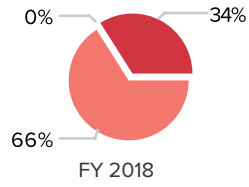
Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2018	FY 2019	% Change	FY 2020	% Change
Unrestricted operating revenue					
Earned program	\$172,623	\$79,238	-54%	\$207,182	161%
Earned non-program	\$8,129	\$1,017	-87%	\$4,520	344%
Total earned revenue	\$180,752	\$80,255	-56%	\$211,702	164%
Investment revenue	\$487	\$271	-44%	\$145	-46%
Contributed revenue	\$351,486	\$390,277	11%	\$353,057	-10%
Total unrestricted operating revenue	\$532,725	\$470,803	-12%	\$564,904	20%
Less in-kind	\$86,852	\$45,045	-48%	\$45,045	0%
Unrestricted operating revenue less in-kind	\$445,873	\$425,758	-5%	\$519,859	22%
Operating expenses					
Program	\$476,751	\$284,393	-40%	\$460,278	62%
Management & general	\$111,784	\$90,475	-19%	\$127,976	41%
Fundraising			n/a	-\$30,407	n/a
Total operating expenses	\$588,535	\$374,868	-36%	\$557,847	49%
Less in-kind	\$86,852	\$45,045	-48%	\$45,045	0%
Unrestricted operating expenses less in-kind	\$501,683	\$329,823	-34%	\$512,802	55%
Unrestricted change in net assets - operating	-\$55,810	\$95,935	272%	\$7,057	-93%
Unrestricted change in net assets	-\$55,810	\$95,935	272%	\$7,057	-93%
Restricted change in net assets	\$52,973	-\$39,917	-175%		
Total change in net assets	-\$2,837	\$56,018	2,075%	\$7,057	-87%

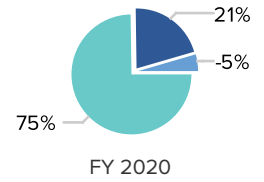
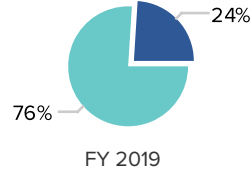
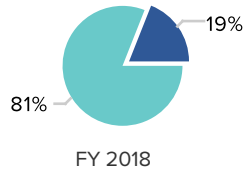
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue Earned - Program	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Subscriptions	\$45,061	\$7,558	\$33,787	\$33,787	
Membership fees - individuals			\$0	\$0	\$0
Membership fees - organizations			\$0	\$0	
Ticket sales & admissions	\$74,368	\$21,100	\$106,221	\$106,221	
Education revenue					
Publication sales					
Gallery sales					
Contracted services & touring fees	\$51,565	\$50,328	\$64,843	\$64,843	
Royalty & reproduction revenue	\$0		\$0	\$0	
Earned - program not listed above	\$1,629	\$252	\$2,331	\$2,331	
Total earned - program	\$172,623	\$79,238	\$207,182	\$207,182	
Earned - Non-program					
Rental revenue			\$0	\$0	
Sponsorship revenue			\$0	\$0	
Attendee-generated revenue not listed above	\$7,118	\$117	\$4,142	\$4,142	
Earned non-program not listed above	\$1,011	\$900	\$378	\$378	
Total earned - non-program	\$8,129	\$1,017	\$4,520	\$4,520	
Total earned revenue	\$180,752	\$80,255	\$211,702	\$211,702	

Contributed	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Trustee & board	\$18,000	\$18,000	\$18,720	\$18,720	
Individual	\$27,224	\$32,136	\$86,756	\$86,756	
Corporate	\$2,500	\$15,000	\$885	\$885	
Foundation	\$159,663	\$120,772	\$125,000	\$125,000	
State government	\$13,500	\$34,290	\$34,133	\$34,133	
Federal government	\$1,500	\$1,500	\$10,000	\$10,000	
In-kind operating contributions	\$86,852	\$45,045	\$45,045	\$45,045	
Special fundraising events			\$32,518	\$32,518	
Contributions not listed above	\$95,220	\$83,617	\$0	\$0	
Net assets released from restriction	\$0	\$0	\$0	\$0	
Total contributed revenue	\$404,459	\$350,360	\$353,057	\$353,057	
Operating investment revenue	\$487	\$271	\$145	\$145	
Total operating revenue	\$585,698	\$430,886	\$564,904	\$564,904	
Total operating revenue less operating in-kind	\$498,846	\$385,841	\$519,859	\$519,859	
Total revenue	\$585,698	\$430,886	\$564,904	\$564,904	
Total revenue less in-kind	\$498,846	\$385,841	\$519,859	\$519,859	

Revenue Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

Expense Details

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change	FY 2020 Program	FY 2020 General & Administrative	FY 2020 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$151,668	\$101,624	-33%	\$129,269	27%	\$103,415	\$25,854	\$0
Independent contractors	\$82,017	\$52,447	-36%	\$44,244	-16%	\$50,916	\$18,328	-\$25,000
Professional fees	\$6,720	\$8,900	32%	\$48,762	448%	\$34,362	\$14,400	
Total personnel expenses - Operating	\$240,405	\$162,971	-32%	\$222,275	36%	\$188,693	\$58,582	-\$25,000
Non-personnel expenses - Operating								
Occupancy costs	\$154,994	\$87,401	-44%	\$105,749	21%	\$100,462	\$5,287	\$0
Depreciation	\$0	\$0	n/a	\$8,162	n/a	\$0	\$8,162	\$0
Interest expense	\$38	\$0	-100%	\$2,772	n/a	\$0	\$2,772	\$0
Non-personnel expenses not listed above	\$193,098	\$124,496	-36%	\$218,889	76%	\$171,123	\$53,173	-\$5,407
Total non-personnel expenses - Operating	\$348,130	\$211,897	-39%	\$335,572	58%	\$271,585	\$69,394	-\$5,407
Total operating expenses	\$588,535	\$374,868	-36%	\$557,847	49%	\$460,278	\$127,976	-\$30,407
Total expenses	\$588,535	\$374,868	-36%	\$557,847	49%			
Total expenses less in-kind	\$501,683	\$329,823	-34%	\$512,802	55%			
Total expenses less depreciation	\$588,535	\$374,868	-36%	\$549,685	47%			
Total expenses less in-kind and depreciation	\$501,683	\$329,823	-34%	\$504,640	53%			

Expense Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

Balance Sheet

Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current assets					
Cash and cash equivalents	\$123	\$1,132	820%	\$172,930	15,177%
Receivables	\$2,200	\$15,723	615%	\$20,525	31%
Investments - current	\$40,953		-100%		n/a
Prepaid expenses & other	\$4,760	\$4,685	-2%	\$4,450	-5%
Total current assets	\$48,036	\$21,540	-55%	\$197,905	819%
Long-term/non-current assets					
Investments - non current		\$197,036	n/a		-100%
Fixed assets (net of accumulated depreciation)		\$4,000	n/a	\$199,574	4,889%
Non-current assets not listed above	\$10,156	\$10,355	2%	\$14,498	40%
Total long-term/non-current assets	\$10,156	\$211,391	1,981%	\$214,072	1%
Total assets	\$58,192	\$232,931	300%	\$411,977	77%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses	\$36,278	\$58,401	61%	\$46,128	-21%
Deferred revenue	\$148	\$56,746	38,242%	\$46,508	-18%
Loans - current	\$0	\$40,000	n/a	\$50,000	25%
Additional current liabilities not listed above			n/a	\$0	n/a
Total current liabilities	\$36,426	\$155,147	326%	\$142,636	-8%
Long-term/non-current liabilities					
Long-term/non-current loans		\$0	n/a	\$184,500	n/a
Additional long-term/non-current liabilities not listed above			n/a	\$0	n/a
Total long-term/non-current liabilities		\$0	n/a	\$184,500	n/a
Total liabilities	\$36,426	\$155,147	326%	\$327,136	111%
Net assets					
Unrestricted	-\$18,151	\$77,784	529%	\$84,841	9%
Restricted	\$39,917	\$0	-100%	\$0	n/a
Total net assets	\$21,766	\$77,784	257%	\$84,841	9%
Total liabilities & net assets	\$58,192	\$232,931	300%	\$411,977	77%

Balance Sheet Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

Balance Sheet Metrics

	FY 2018	FY 2019	% Change	FY 2020	% Change
Months of operating cash -- Unrestricted	0	0.04	1,100%	3.72	10,233%
Working capital -- Unrestricted	-\$28,307	-\$133,607	-372%	\$55,269	141%
Current ratio -- Unrestricted	0.22	0.14	-38%	1.39	899%
Net assets as a % of total expenses	4%	21%	461%	15%	-27%
Fixed assets (net)		\$4,000	n/a	\$199,574	4,889%
Condition of fixed assets				4%	
Leverage -- Unrestricted	0%	17%	n/a	57%	231%
Total debt	\$0	\$40,000	n/a	\$234,500	486%
Debt service impact	0%	11%	165,161%	9%	-11%

Months of operating cash -- unrestricted (Unrestricted 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. This ratio is calculated using unrestricted numbers only.

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

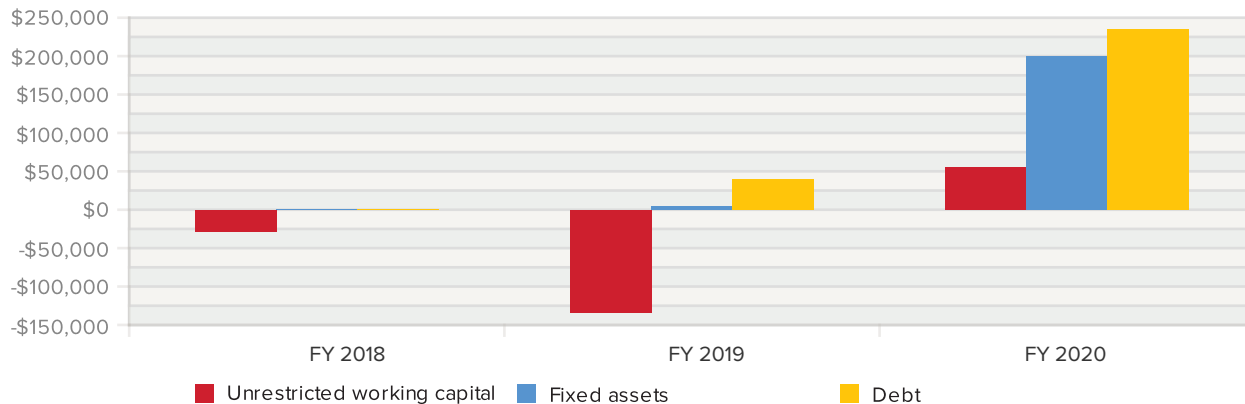
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

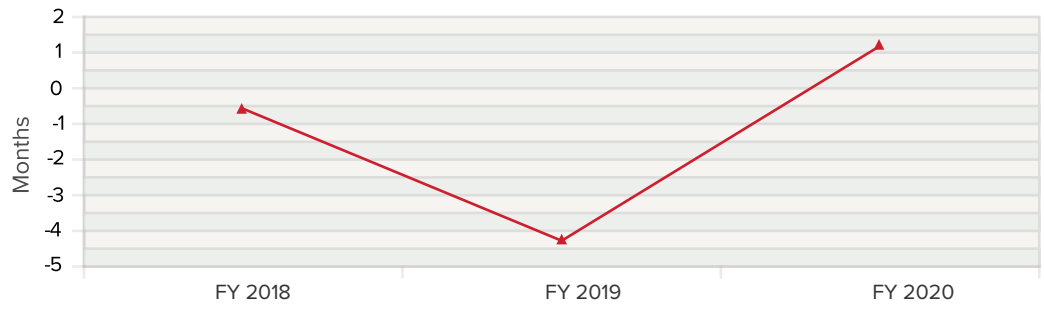
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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
Unrestricted
Working Capital**



Attendance

	FY 2018	FY 2019	% Change	FY 2020	% Change
Total attendance					
Paid	22,340	6,502	-71%	11,546	78%
Free	12,624	1,098	-91%	6,098	455%
Total	34,964	7,600	-78%	17,644	132%
In-person attendance					
Paid	22,340	6,502	-71%	11,546	78%
Free	12,624	1,098	-91%	5,918	439%
Total	34,964	7,600	-78%	17,464	130%
Digital attendance					
Paid			n/a	0	n/a
Free			n/a	180	n/a
Total			n/a	180	n/a
In-person attendees 18 and under	31,253	7,111	-77%	8,371	18%
Programs in schools	FY 2018	FY 2019	% Change	FY 2020	% Change
Children served in schools			n/a	3,987	n/a
Hours of instruction			n/a	58	n/a

Workforce

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of People					
Employees: Full-time permanent	1	2	100%	2	0%
Employees: Full-time temporary	15	1	-93%	12	1,100%
Employees: Part-time temporary	12	0	-100%	0	n/a
Volunteers	146	125	-14%	125	0%
Independent contractors	90	10	-89%	65	550%
Interns and apprentices	4	4	0%	4	0%
Total positions	268	142	-47%	208	46%

Visual & Performing Artists

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of visual & performing artists	78	11	-86%	81	636%
Payments to artists & performers	\$52,925	\$23,722	-55%	\$0	-100%

Covid-19 Impact

	FY 2018	FY 2019	FY 2020
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

To produce theatre on the highest possible professional level; to deal with issues of community and humanity from a Jewish perspective; to provide a platform for new voices; and to serve as a bridge of understanding to the larger community.

Mission demographics

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

Racial/ethnic group White (non-Hispanic);Hispanic/Latino(a);Black;Asian;Middle-Eastern;Additional Group (please state)

 Additional group (please state) people of the Jewish Faith

Gender

 Additional group (please state)

Sexual orientation

 Additional group (please state)

Age group

 Additional group (please state)

Disability

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

Suburban

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

Program Activity

In-person activity	FY 2018		FY 2019		FY 2020	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)	9	200	2	22	6	96
Productions (presented)					0	0
Classes/assemblies/other programs in schools					2	10
Classes/workshops (outside of schools)	0	0	0	0	0	0
Field trips/school visits					0	0
Guided tours					0	0
Lectures					0	0
Permanent exhibitions					0	
Temporary exhibitions					0	
Traveling exhibitions (hosted)					0	
Films screened					0	0
Festivals/conferences	0		0		0	0
Readings/workshops (developing works)	4	4	4	4	0	0
Community programs (not included above)					0	0
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 2018			FY 2019			FY 2020		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)							0	0	0
Productions (presented)							0	0	0
Classes/assemblies/other programs in schools							0	0	0
Classes/workshops (outside of schools)							0	0	0
Field trips/school visits							0	0	0
Guided tours							0	0	0
Lectures							0	0	0
Permanent exhibitions									0
Temporary exhibitions									0
Traveling exhibitions (hosted)									0
Films screened							0	0	0
Broadcast productions							0	0	0
Festivals/conferences							0	0	0
Readings/workshops (developing works)							4	1	0
Community programs (not included above)							0	0	0
Additional programs not listed above							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.

Digital activity financials	FY 2018		FY 2019		FY 2020	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$180,752		\$80,255		\$211,702	\$0
Contributed revenue	\$404,459		\$350,360		\$353,057	\$0
Operating expense	\$588,535		\$374,868		\$557,847	\$0

Program Activity

	FY 2018 Total	FY 2019 Total % Change	FY 2020 Total % Change
Fiscally sponsored projects		n/a	0 n/a
Amount distributed to fiscally sponsored projects		n/a	\$0 n/a
Residencies		n/a	0 n/a
Scholarships awarded		n/a	0 n/a
Amount awarded in scholarships		n/a	\$0 n/a
Other grants awarded		n/a	0 n/a
Amount awarded in grants		n/a	\$0 n/a
Public art installations		n/a	0 n/a
Works commissioned	0	0 n/a	0 n/a
Films produced		n/a	0 n/a
World premieres	1	-100%	0 n/a
National premieres	1	-100%	0 n/a
Local/regional premieres	1	-100%	0 n/a
Published works (physical)		n/a	0 n/a
Published works (digital)		n/a	0 n/a
Private lessons (in-person)		n/a	0 n/a
Private lessons (digital)		n/a	0 n/a
Competitions		n/a	0 n/a
Open rehearsals		n/a	0 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 2018	n/a
FY 2019	n/a
FY 2020	During this fiscal year, the Jewish Ensemble Theatre came out of dormancy, produced 4 plays, did 16 antibullying shows for 4,000 children, toured Anne Frank to Phoenix AZ where we reached 4,567 children and did 4 performances of Anne Frank at the Detroit Institute of the Arts for 3,867 children. When Covid hit we had to cancel 6318 children and 6 performances at the Art Institute as well as our mainstage season. Our mainstage season saw a 35% increase in new audience over comparable years.