



Organization Information

Organization name: Akropolis Quintet, Inc.

City: Northville

State: MI

County: Wayne

NISP Discipline: 2 - Music

NISP Institution: 3 - Performing Group

NTEE: A6C - Bands & Ensembles

Applicant is audited or reviewed by an independent accounting firm.

Federal ID # 461395008

Year organization founded: 2009

Organization type: 501(c)3 nonprofit organization

Fiscal year end date: 06-30

DUNS # 080334919

Full-time staff: 1

Paid FTEs: 3

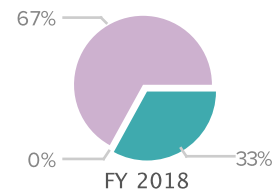
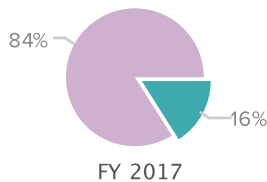
A display value of -0% signifies a value of less than +/- 0.5%

Financial Summary

Unrestricted Activity	FY 2017	FY 2018	% Change
Unrestricted operating revenue			
Earned program	\$131,619	\$140,101	6%
Earned non-program	\$5,767	\$10,898	89%
Total earned revenue	\$137,386	\$150,999	10%
Investment revenue		\$0	n/a
Contributed revenue	\$25,438	\$73,717	190%
Total unrestricted operating revenue	\$162,824	\$224,716	38%
Operating expenses			
Program	\$131,203	\$188,421	44%
Fundraising	\$8,178	\$1,297	-84%
General & administrative	\$12,296	\$11,267	-8%
Total operating expenses	\$151,677	\$200,985	33%
Net unrestricted activity - Operating	\$11,147	\$23,731	113%
Net unrestricted activity - Non-operating			n/a
Total net unrestricted activity	\$11,147	\$23,731	113%
Net temporarily restricted activity			n/a
Net permanently restricted activity			n/a
Net total activity	\$11,147	\$23,731	113%

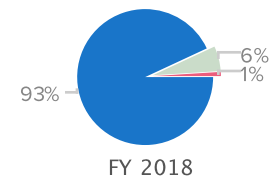
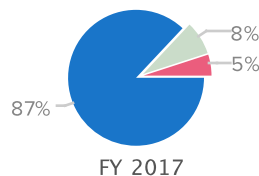
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Financial Summary

Balance Sheet Summary	FY 2017	FY 2018	% Change
Assets			
Current assets	\$39,190	\$63,119	61%
Non-current assets			n/a
Total Assets	\$39,190	\$63,119	61%
Liabilities			
Current liabilities	\$4,915	\$5,114	4%
Non-current liabilities			n/a
Total liabilities	\$4,915	\$5,114	4%
Net assets			
Unrestricted	\$39,190	\$58,005	48%
Temporarily restricted			n/a
Permanently restricted			n/a
Total net assets	\$34,275	\$58,005	69%
Total liabilities & net assets	\$39,190	\$63,119	61%

Mission

Akropolis exists to progress and sustain classical music in communities around the United States, and to educate the next generation of musicians to ensure that a vibrant culture of art persists in future generations.

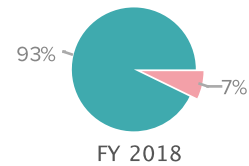
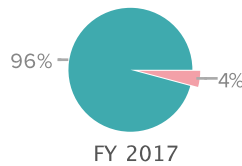
Revenue Details

	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue					
Earned - Program					
Single ticket sales		\$153	\$153		n/a
Touring fees	\$129,842	\$139,948	\$139,948		n/a
Publication sales	\$1,641				n/a
Royalties, right and reproductions	\$136				n/a
Other program revenue					n/a
Total earned - program	\$131,619	\$140,101	\$140,101	\$0	n/a
Earned - Non-program					
Gift shop and merchandise fees	\$4,814	\$7,458	\$7,458		n/a
Other earned revenue	\$953	\$3,440	\$3,440		n/a
Total earned - non-program	\$5,767	\$10,898	\$10,898	\$0	n/a
Total earned revenue	\$137,386	\$150,999	\$150,999		n/a

	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
Contributed	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$1,100	\$2,005	\$2,005		
Individual	\$17,142	\$21,915	\$21,915		
Foundation	\$4,196	\$20,697	\$20,697		
State government	\$3,000	\$19,100	\$19,100		
Federal government	\$0	\$10,000	\$10,000		
In-kind operating contributions	\$0	\$0			
Net assets released from restriction	\$0	\$0			
Total contributed revenue	\$25,438	\$73,717	\$73,717		
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$162,824	\$224,716	\$224,716		
Total operating revenue less in-kind	\$162,824	\$224,716	\$224,716		
Total non-operating revenue					
Total revenue	\$162,824	\$224,716	\$224,716		
Total revenue less in-kind	\$162,824	\$224,716	\$224,716		

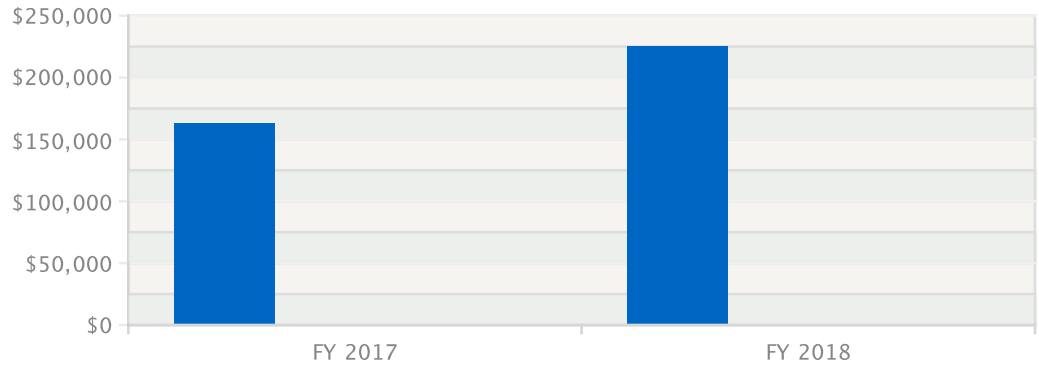
Earned Revenue

- Program Revenue
- Non-program Reven...



Revenue by Restriction

- Unrestricted
- Temporarily Restricted
- Permanently Restricted



Fundraising Activity

	FY 2017	FY 2018	% Change
Total contributed revenue (Includes operating and non-operating revenue)	\$25,438	\$73,717	190%
Total fundraising expense	\$8,178	\$1,297	-84%
Total expenses (Includes non-operating expenses)	\$151,677	\$200,985	33%

Metrics

Fundraising expense as a % of total contributions	32%	2%
Fundraising expense as a % of total expense	5%	1%
Fundraising Efficiency	\$3.11	\$56.84
Net Contributed Revenue	\$17,260	\$72,420

Fundraising expense as a % of total contributions shows how much you are spending to generate contributed revenue.

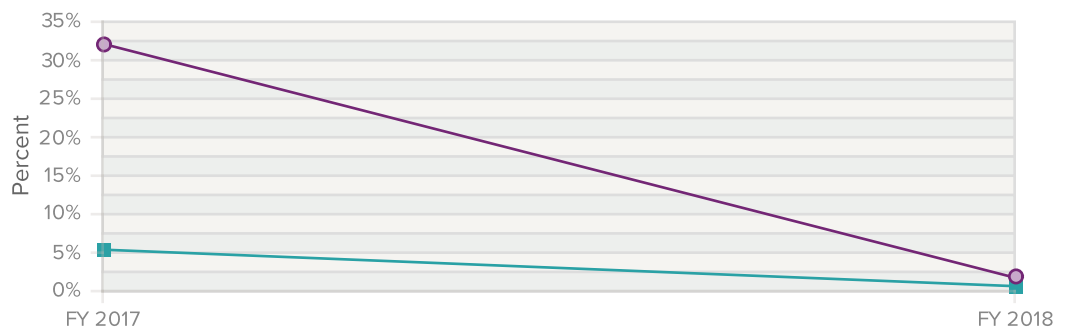
Fundraising expense as a % of total expense shows what percentage of total expenses you are spending on fundraising efforts.

Fundraising efficiency calculates the average dollar amount of contributions raised from each dollar spent on fundraising.

Net contributed revenue shows how much an organization received in contributions net of all fundraising costs.

Fundraising Expense Percentages

- As a % of total contributions
- As a % of total expenses



	FY 2017			FY 2018		
	Contributions	Contri- butors	Average Contribution	Contributions	Contri- butors	Average Contribution
Board	\$1,100	3	\$367	\$2,005	9	\$223
Individuals	\$17,142	50	\$343	\$21,915	95	\$231
Corporate			n/a			n/a
Foundation	\$4,196	3	\$1,399	\$20,697	4	\$5,174
Government (Includes Tribal)	\$3,000	1	\$3,000	\$29,100	2	\$14,550
Total	\$25,438	57	\$446	\$73,717	110	\$670
Board Members		8			9	
Percentage of board members who contribute		38%			100%	

Special Event Details	FY 2017	FY 2018
Special events contributed revenue - Gross	\$0	\$650
Special events contributed revenue - Net	\$0	\$650
Contributors, underwriters and sponsors - Individual		650
Contributors, underwriters and sponsors - Total	0	650
Revenue lines containing contributed revenue from special events		Individual

Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating						
W2 employees (salaries, payroll taxes and fringe benefits)	\$66,331	\$102,087	54%	\$99,273	\$0	\$2,814
Independent contractors	\$6,590	\$9,648	46%	\$9,648		
Professional fees	\$1,365	\$6,456	373%	\$6,456		
Total personnel expenses - Operating	\$74,286	\$118,191	59%	\$115,377		\$2,814
Non-personnel expenses - Operating						
Advertising and promotion	\$4,174	\$7,042	69%	\$5,970		\$1,072
Conferences and meetings	\$1,500	\$240	-84%	\$240		
Dues and subscriptions	\$300	\$460	53%			\$460
Insurance	\$2,425	\$2,302	-5%			\$2,302
Office and administration	\$2,799	\$4,394	57%			\$4,394
Printing, postage and shipping	\$2,043	\$1,934	-5%	\$449	\$1,297	\$188
Travel	\$52,525	\$51,204	-3%	\$51,204		
Recording and broadcasting expenses	\$9,995	\$3,104	-69%	\$3,104		
Royalties, rights and reproductions	\$173	\$0	-100%			
Productions and events costs	\$1,457	\$12,077	729%	\$12,077		
Interest expense	\$0	\$37	n/a			\$37
Total non-personnel expenses - Operating	\$77,391	\$82,794	7%	\$73,044	\$1,297	\$8,453
Total operating expenses	\$151,677	\$200,985	33%	\$188,421	\$1,297	\$11,267
Non-operating personnel expenses	\$0	\$0	n/a			
Non-operating non-personnel expenses	\$0	\$0	n/a			
Total expenses	\$151,677	\$200,985	33%	\$188,421	\$1,297	\$11,267
Total expenses less in-kind	\$151,677	\$200,985	33%			
Total expenses less depreciation	\$151,677	\$200,985	33%			
Total expenses less in-kind and depreciation	\$151,677	\$200,985	33%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change
Current assets			
Cash	\$39,190	\$59,918	53%
Receivables	\$0	\$0	n/a
Investments			n/a
Prepaid expenses & other	\$0	\$3,201	n/a
Total current assets	\$39,190	\$63,119	61%
Non-current investments			
Fixed assets (net)			n/a
Other non-current assets	\$0	\$0	n/a
Total non-current assets			n/a
Total assets	\$39,190	\$63,119	61%
Liabilities & Net Assets			
Liabilities	FY 2017	FY 2018	% Change
Liabilities			
Accounts payable & other	\$4,915	\$5,114	4%
Loans & other debt			n/a
Deferred revenue			n/a
Total current liabilities	\$4,915	\$5,114	4%
Non-current liabilities	\$0	\$0	n/a
Total liabilities	\$4,915	\$5,114	4%
Net assets			
Unrestricted	\$39,190	\$58,005	48%
Temporarily restricted			n/a
Permanently restricted			n/a
Total net assets	\$34,275	\$58,005	69%
Total liabilities & net assets	\$39,190	\$63,119	61%

Balance Sheet Metrics

	FY 2017	FY 2018
Months of operating cash -- Unrestricted	3.1	3.58
Total working capital -- Unrestricted	\$34,275	\$58,005
Current ratio	7.97	12.34
Debt service impact		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. $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$. 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.

Attendance

In-person Participation	FY 2017	FY 2018	% Change
In-person participation - paid	1,230	2,550	107%
In-person participation - free	3,025	4,040	34%
Total in-person participation	4,255	6,590	55%

Types of In-person Attendance	FY 2017	FY 2018	% Change
Performance tickets	2,700	5,000	85%
Registrants for classes/workshops	1,505	1,525	1%
Students given private lessons	40	15	-62%
Lecture attendees	10	50	400%
Total in-person participation	4,255	6,590	55%

Attendance Ages	FY 2017	FY 2018	% Change
Children (18 and under)	1,163	1,090	-6%
Children served in schools	6,000	10,050	68%
Seniors	769	1,500	95%
Adults	2,323	4,000	72%

Other Participation	FY 2017	FY 2018	% Change
Virtual attendance	34,391	27,708	-19%

Program Activity

	FY 2017	FY 2018	% Change
Distinct productions	3	4	33%
Total performances	37	52	41%
Works commissioned	2	15	650%
Distinct classes/workshops	5	5	0%
Distinct class series/courses	1	2	100%
Total classes/class sessions	39	64	64%
Private lessons offered	20	15	-25%
Distinct lectures	7	7	0%
Lecture occurrences	7	16	129%
Programs offered in schools	3	62	1,967%
Hours of programming in schools	30	62	107%
Number of schools served	34	59	74%
Artists placed in schools	5	5	0%
Physical books	39	201	415%
Book titles	14	17	21%
Digital books	78	0	-100%
New books	0	3	n/a
Distinct publications	0	3	n/a
Publications distributed	117	201	72%
Hours of video or cinema content produced	0	2	n/a
Hours of video or cinema content broadcast	1,649	2,188	33%

Staffing

Staff & Non-Staff Statistics	FY 2017		FY 2018	
	# of People	FTEs	# of People	FTEs
Full-time permanent employees	0	0	1	1
Part-time permanent employees	5	2.6	4	2
Part-time volunteers	3	0.08	2	0.02
Total	8	2.68	7	3.02

	FY 2017	FY 2018	% Change
Independent contractors	5	10	100%

Staff Expenses	FY 2017	FY 2018	% Change
W2 employees -- Salaries	\$58,000	\$92,814	60%
Payroll taxes and fringe benefits	\$8,331	\$9,273	11%
Total	\$66,331	\$102,087	54%
Independent contractors	\$6,590	\$9,648	46%
Professional fees	\$1,365	\$6,456	373%
Non-operating personnel	\$0	\$0	n/a
Total personnel expenses	\$74,286	\$118,191	59%

Artists

	FY 2017	FY 2018	% Change
Full-time Employees that are Artists		1	n/a
Part-time Employees that are Artists	5	4	-20%
Independent Contractors that are Artists	3	6	100%

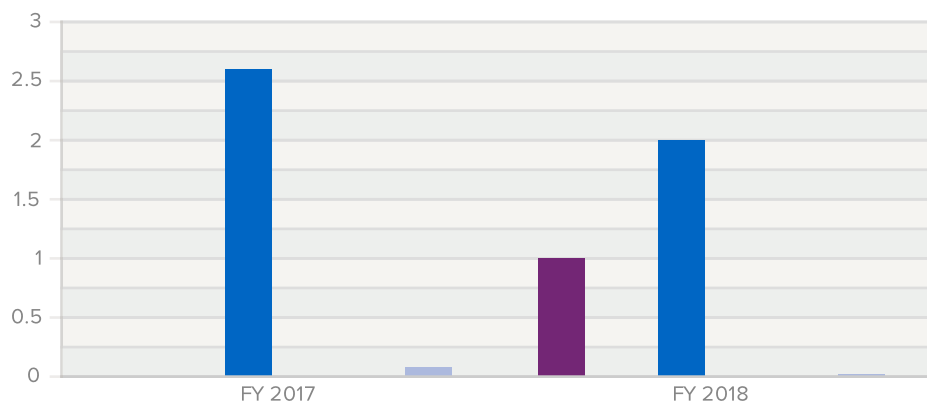
Payments to Artists	FY 2017	FY 2018	% Change
Artists & Performers Employees (Salaries, Payroll Taxes)	\$58,000	\$100,000	72%
Artists & Performers Independent Contractors	\$6,165	\$7,158	16%
Payments to Artists & Performers total	\$64,165	\$107,158	67%

Board Members

	FY 2017	FY 2018	% Change
Number of Board Members	8	9	12%
Hours Contributed	192	540	181%

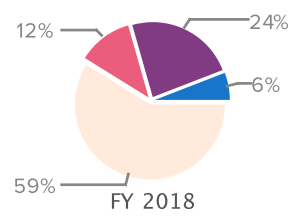
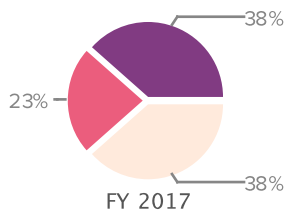
Full-time Equivalents

- Full-time Permanent Employees
- Full-time Seasonal Employees
- Part-time Permanent Employees
- Part-time Seasonal Employees
- Full-time Volunteers
- Part-time Volunteers



Employees by Type

- Full-time Permanent Employees
- Full-time Seasonal Employees
- Part-time Permanent Employees
- Part-time Seasonal Employees
- Full-time Volunteers
- Part-time or One-time Volunteers
- Interns & Apprentices
- Independent Contractors

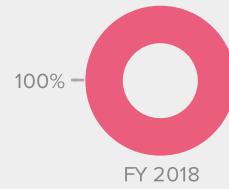


A display value of 0% signifies a value of less than 0.5%

Full-time Employees Who Are Artists

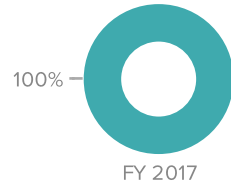
- Artists
- Non-Artists

FY 2017

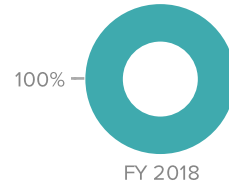


Part-time Employees Who Are Artists

- Artists
- Non-Artists



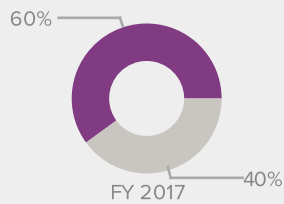
FY 2017



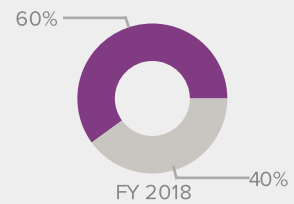
FY 2018

Independent Contractors Who Are Artists

- Artists
- Non-Artists



FY 2017



FY 2018

The absence of a chart indicates that the organization did not have any data on artists in that category for that fiscal year..