

Michigan Opera Theatre 2017 Cultural Data Profile

OPERA America

 PRINT

Organization Info

Organization Type:	501(c)3 nonprofit organization	Fiscal Year End:	6/30/2017
Federal EIN:	38-2052726	Months in Survey:	12
Exemption Date:	1968		

Discipline

NTEE Classification:	A61 Performing Arts Centers	NISP Discipline:	Opera/Musical Theatre
NISP Specialty:	Opera	NISP Institution Type:	Performance Facility

Survey Providers

Affiliations: OPERA America

Organization Location

Org zip code: 48226

Total Expenses

Total expenses under \$50,000: No

Program Activity

Activities: Commissioning works; Performances; Providing rehearsal, meeting, office or other space; Providing equipment, sets, costumes, or other materials; Classes, lectures, or professional development; Arts education; Guided tours; Open rehearsals; Providing residencies; Film screenings; Other types of programs; Broadcasting

Financial Information Part 1

Audit for 2017:	Yes	Temp. or Perm. Restricted Revenue:	Yes
Temp. or Perm. Restricted Earned Revenue:	No		

Financial Information Part 2

Non-operating Revenues in 2017:	Yes	Non-operating Expenses in 2017:	Yes
Endowment or Reserve Fund:	Yes		

Membership & Subscriptions

Membership Program: No

Subscriptions to Events/Performances: Yes

Subscriptions to Media: No

Financial Totals: Audit/Review*

2017

Total Assets	53189004
Total Liabilities and Net Assets	53189004
Net Assets - Unrestricted	34817592
Net Assets - Temporarily Restricted	6025181
Net Assets - Permanently Restricted	3520500

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Total Operating Revenue	\$9,472,239.00	-\$1,971,924.00		\$7,500,315.00
Non-Operating Revenue				0
Total Revenue	\$9,472,239.00	-\$1,971,924.00		\$7,500,315.00

2017

Program Expenses	6448999
Fundraising Expenses	1848070
General and Administrative Expenses	4371801
Total Operating Expenses	12668870
Non-Operating Expenses	
Total Expenses	12668870

2017

Total Change in Net Assets	-5168555
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Revenue: Earned Revenue - Operating

	Unrestricted	Temporarily Restricted	Total 2017
Food and Concessions Revenue			
Gift Shop and Merchandise Sales			
Parking Fees			
Advertising Revenue			
Sponsorship Revenue			
Revenue from Full Subscriptions			
Revenue from Partial Subscriptions			
Single Ticket Sales			
Group Ticket Sales			
Touring Fees			
Broadcast Subscription Revenue			
Royalties, Rights, and Reproductions			
Guided or Group Tour Revenue			
Space Rentals			
Other Rentals			
Contracted Services			
Application Fees			
Tuition and Registration Fees			
Other Program Revenue			
Other Non-Program Revenue			
Total	\$0.00	\$0.00	\$0.00

Revenue: Investment Revenue - Operating

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Investment Revenue - Operating				0
Total	\$0.00	\$0.00	\$0.00	\$0.00

Revenue: Contributed Revenue - Operating*

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Trustee/Board Contributions				0
Individual Contributions				0
Corporate Contributions				0
Foundation Contributions				0
City Government Contributions				0
County Government Contributions				0
State Government Contributions				0
Federal Government Contributions				0
Tribal Contributions				0
Total Government Contributions				0
In-Kind Contributions				0
Other Contributions				0
Net Assets Released from Restriction				0
Total Contributed Revenue - Operating				0

Is any of your contributed revenue from special events? (Required)

Are you in the middle of a capital campaign? (Required)

Revenue: Non-Operating Revenue

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Cash Contributions - Non-Operating				0
In-Kind Contributions - Non-Operating				0
Investment Revenue - Non-Operating				0
Transfers and Reclassifications				0
Other Non-Operating Revenue				0
Total	\$0.00	\$0.00	\$0.00	\$0.00

Revenue: Summary

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Contributed Revenue				0
Earned Revenue				0
Investment Revenue				0
Total Operating Revenue				0
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Prior Period Adjustments				0

Unrestricted

	Temporarily Restricted	Permanently Restricted	Total 2017
Total Non-Operating Revenue			0
Total Revenue			0

OPERA America Revenue: Foundation Giving Details (Dollar Amounts)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Foundation Giving Details (Dollar Amounts)				0

OPERA America Revenue: Foundation Giving Details (Number of Contributors)

Family Foundations related to current Board Members
Family Foundations NOT related to current Board Members)
All Other Foundation Types
Total Foundation Contributors

OPERA America Revenue: Main Season - Revenue

Does your organization present all main season productions in the same venue? [Required]			
	Primary Venue	Secondary Venue(s)	Total 2017
Full-Subscription [Required]			
Mini/Partial-Subscription [Required]			
Single Ticket Revenue [Required]			

Group Sales Revenue
[Required]

Total Main Season Revenue

OPERA America Revenue: Main Season Productions

	Primary Venue	Secondary Venue(s)	Total 2017
Distinct Productions [Required]			
Performances [Required]			
Titles [Required]			

OPERA America Revenue: Main Season Seats

	Primary Venue	Secondary Venue(s)	Total 2017
Full Subscription [Required]			
Partial Subscription [Required]			
Single Tickets [Required]			
Group Sales [Required]			
Total Seats Sold			
	Primary Venue	Secondary Venue(s)	Total 2017
Total Seats Available [Required]			
Comped Tickets [Required]			

OPERA America Revenue: Main Season - Individual Subscriptions

	Primary Venue	Secondary Venue(s)	Total 2017

Full Subscription [Required]

Partial Subscription
[Required]

OPERA America Revenue: Main Season - Households

	Primary Venue	Secondary Venue(s)	Total 2017
Full Subscription [Required]			
Partial Subscription [Required]			
Single Tickets [Required]			
Group Sales [Required]			
Total Households			

OPERA America Revenue: Other Performance Information (Revenue)

2017
Education: Family/Youth Programming
Education: Community Programming
Concerts/Recitals
Dress Rehearsals
Electronic Media
Tours
All Other Performances
Total Performance Revenue

OPERA America Revenue: Other Performance Information (Attendance & Events)

Paid Attendance	Free Attendance	Total 2017	
Education: Family/Youth Programming			
Education: Community Programming			
Concerts/Recitals			
Dress Rehearsals			
Electronic Media			
Tours			
All Other Performances			
Total Attendance			
	Distinct Productions	Est. Performances	Est.
Education: Family/Youth Programming			
Education: Community Programming			
Concerts/Recitals			
Electronic Media			
Tours			
All Other Performances			
Total Events			

OPERA America Revenue: Ticket Prices

	High	Est.	Low	Est.
Full Subscription (Primary Venue)				
Partial Subscription (Primary Venue)				
Single Tickets (Primary Venue)				

High Est. Low Est.

Full Subscription (Secondary
Venue)

Partial Subscription
(Secondary Venue)

Single Tickets (Secondary
Venue)

Expenses: Personnel Expenses*

	Program	Fundraising	General and Administrative	Total 2017
Employee Salaries				0
Payroll Taxes and Fringe Benefits				0
Independent Contractors				0
Professional Fees				0
Total	\$0.00	\$0.00	\$0.00	\$0.00

2017

Were any of the personnel
expenses entered above
paid to artists? (Required)

Expenses: Non-Personnel Expenses

	Program	Fundraising	General and Administrative	Total 2017
Advertising and Promotion				0
Conferences and Meetings				0
Dues and Subscriptions				0
Grants Awarded				0
Insurance				0

Occupancy Costs	0				
Office and Administration				0	
Printing, Postage, and Shipping				0	
Travel				0	
Recording and Broadcasting Expenses				0	
Royalties, Rights, and Reproductions				0	
Production and Event Costs				0	
Interest Expense				0	
Depreciation				0	
Other Operating Expenses				0	
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Expenses: -- Marketing Expense Details*

2017

Total Marketing Expense (Required)	
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Would you like to enter details about marketing expenses?

2017

Total Marketing Expense (Calculated)	
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2017

Direct Mail Recipients	0
Email Recipients	0

Expenses: Non-Operating Expenses

	Program	Fundraising	General and Administrative	Total 2017
Non-Operating Personnel Expenses				0
Other Non-Operating Expenses				0
Total	\$0.00	\$0.00	\$0.00	\$0.00

Expenses: Summary

	Program	Fundraising	General and Administrative	Total 2017
Total Personnel Expenses				0
Total Non-Personnel Expenses				0
Total Operating Expenses				0

	Program	Fundraising	General and Administrative	Total 2017
Total Non-Operating Expenses				0
Total Expenses				0

2017

Did you have any capital expenditures that are not already reflected in your total expenditures? (Required)

OPERA America Expenses: Core Artistic Expenses (Personnel)

	Salaries and Fringe Benefits	Contract Fees	Total 2017
Principal Singers			
Chorus			
Resident Artists			

Conductors			
Orchestra Musicians			
Dancers/Actors/Supers			
Other Performing Artists			
Other Performing Artists Description			
Total			
	Salaries and Fringe Benefits	Contract Fees	Total 2017
Artistic Administrators			
Stage Directors			
Designers			
Choreographers			
Artistic Apprentices			
Other Artistic Personnel			
Other Artistic Personnel Description			
Total			
	Salaries and Fringe Benefits	Contract Fees	Total 2017
Production and Technical Personnel			
Costume and Makeup Personnel			
Production and Technical Apprentices/Interns			
Other Production and Technical Personnel			
Other Production and Technical Description			
Total			

OPERA America Expenses: Core Artistic Expenses (Non-personnel)

2017

Rehearsal Space
Performance Space
Technical Materials and Equipment
Scenery and Props
Costumes, Wigs, and Makeup
Freight, Hauling, and Shipping
Music
Depreciation (Production Only)
Other Costs
Other Costs Description
Total Core Artistic Non- Personnel Expenses

OPERA America Expenses: Other Expenses

	Personnel	Non-Personnel	Total 2017
Artists Training			
Development			
Marketing and Public Relations			
Box Office			
Education			
Other Administrative Personnel			
Total			

Change in Net Assets: Summary

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Total Operating Revenue				0
Total Operating Expenses				0
Operating Change in Net Assets				0
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Total Non-Operating Revenue				0
Total Non-Operating Expenses				0
Non-Operating Change in Net Assets				0
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Total Change in Net Assets				0

Balance Sheet: Assets, Liabilities, & Net Assets

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Cash and Cash Equivalents				0
Accounts Receivable				0
Grants and Pledges Receivable - Current				0
Prepaid Expenses				0
Investments - Current				0
Other Current Assets				0
Total Current Assets				0
Grants and Pledges Receivable - Non-Current				0

Investments - Non-Current	0			
Fixed Assets - Net	0			
Other Non-Current Assets	0			
Total Non-Current Assets	0			
Due To/(Due From)	0			
Total Assets	0			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Accounts Payable	0			
Accrued Expenses	0			
Deferred Revenue	0			
Loans - Current	0			
Other Current Liabilities	0			
Total Current Liabilities	0			
Loans - Non-Current	0			
Other Non-Current Liabilities	0			
Total Non-Current Liabilities	0			
Due To/(Due From)	0			
Total Liabilities	0			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Total Assets	0			
Total Liabilities	0			
Net Assets	0			

Balance Sheet: -- Endowment and Reserve Funds

Fund Types

People and Places: Workforce (Staff, Board and Volunteers)

	Number of People	Est.				Total 2017
Full-Time Permanent Employees						
	Number of People	Est.	Hours Worked Per Year	Est.	Calculated FTE	Total 2017
Full-Time Seasonal Employees						
Part-Time Permanent Employees						
Part-Time Seasonal Employees						
Independent Contractors						
Interns and Apprentices						
	Number of People	Est.				Total 2017
Full-Time Volunteers						
	Number of People	Est.	Hours Contributed Per Year	Est.	Calculated FTE	Total 2017
Part-Time Volunteers						
Board Members						

People and Places: Contributors

Contributors Est. Total 2017

Trustee/Board Contributors	0
Individual Contributors	0
Corporate Contributors	0
Foundation Contributors	0
City Government Contributors	0
County Government Contributors	0
State Government Contributors	0
Federal Government Contributors	0
Tribal Contributors	0
Total Government Contributors	0

People and Places: Subscriptions

	Tickets Sold	Est.	Subscribers	Est.			
Full-Season Subscription Program							
Partial-Season Subscription Program							
	New	Est.	Returned	Est.	Lapsed	Est.	Total 2017
Subscriber Status							
	High	Est.	Low	Est.			
Full-Season Subscription Price Range							

People and Places: Workspace*

2017

Workspace Name

Address (required)

City (required)

State (required)

Zip Code (required)

Workspace Status

Workspace Type

ADA Compliant?

Total Gross Square Footage 0

2017

Workspace 2 Name

Address Line 1

City

State

Zip Code

Workspace Status

Workspace Type

ADA Compliant?

Total Gross Square Footage 0

2017

Workspace 3 Name

Address Line 1

City

State

Zip Code

Workspace Status

Workspace Type

ADA Compliant?

Total Gross Square Footage 0

2017

Workspace 4 Name

Address Line 1

City

State

Zip Code

Workspace Status

Workspace Type

ADA Compliant?

Total Gross Square Footage 0

2017

Workspace 5 Name

Address Line 1

City

State

Zip Code

Workspace Status

Workspace Type	
ADA Compliant?	
Total Gross Square Footage	0

People and Places: Social Media and Web

	Unique Fans/Followers	Est.	Total 2017
Facebook			0
Twitter			0
YouTube			0
Instagram			0
Tumblr			0
Pinterest			0
Google+			0
Vimeo			0
Flickr			0
Other Social Media			0

	Est.	Total 2017
Website Page Views		0
Website Sessions/Visits		0
Website Unique Visitors		0

Program Activity: Broadcasting*

2017

Broadcasting Narrative
Broadcast Format (Required)

	Paid	Est.	Free	Est.	Total 2017
Listeners					0
Viewers					0
	Hours Produced	Est.	Hours Broadcast	Est.	
Audio Content					
Video Content					
Cinema Content					
Content - Other Formats					
What's missing from this section?					

Program Activity: Classes/Workshops

2017

Classes/ Workshops Narrative	Types of Classes	Est.	Total Class Sessions/Meetings	Est.	
One-time Classes/Workshops					
Class Series/Courses					
	Paid	Est.	Free	Est.	Total 2017
Registrants					0
	High	Est.	Low	Est.	
Class Fee					
Series Fee/Tuition					
What's missing from this section?					

Program Activity: Commissioning Works

2017

Commissioned Works Narrative	
	Est. Total 2017
Works Commissioned	0
What's missing from this section?	

Program Activity: Guided Tours

2017

Guided Tours Narrative					
	Types of Tours	Est.	Total Tours	Est.	
Guided Tours					
	Paid	Est.	Free	Est.	Total 2017
Participants					0
	High	Est.	Low	Est.	
Price Range					
What's missing from this section?					

Program Activity: Lectures

2017

Lectures Narrative

Distinct Lectures Est. Total Lectures Est.

Lectures					
	Paid	Est.	Free	Est.	Total 2017
Lecture Attendees					0
What's missing from this section?					

Program Activity: Open Rehearsals

2017

Open Rehearsals Narrative					
			Est.	Total 2017	
Open Rehearsals				0	
	Paid	Est.	Free	Est.	Total 2017
Tickets/Seats					0
What's missing from this section?					

Program Activity: Performances*

2017

Performance Description						
	Productions	Est.	Total Performances (Required)	Est.		
Performances						
	World	Est.	National	Est.	Local/Regional	Total 2017
Premieres						0

	Sold	Est.	Free	Est.	Capacity	Est.	Total 2017
Tickets							
		High		Est.	Low		Est.
Single Adult Ticket Price Range							
What's missing from this section?							

Program Activity: Private Lessons

2017

Private Lessons Narrative								
				Est.			Total 2017	
Lessons Offered							0	
		Paid		Est.	Free		Est.	Total 2017
Students							0	
		High		Est.	Low		Est.	
Fee Range								
What's missing from this section?								

Program Activity: Programs in Schools

2017

Programs in Schools Narrative							
				Est.			Total 2017

Programs in Schools	0
Time in Schools	0
Schools Served	0
Artists in Schools	0
Children Served in School	0
What's missing from this section?	

Program Activity: Provide Equipment

2017

Pieces Available	0
Pieces Rented	0
What's missing from this section?	

Program Activity: Provide Space*

2017

Space Rental Narrative	
Rental Time Period (Required)	
	Total 2017
Square Footage	
What's missing from this section?	

Program Activity: Residencies

2017

Residencies Narrative	
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	Est.	Total 2017
Residency Applicants		0
Residencies Awarded		0
What's missing from this section?		

Program Activity: Screenings

2017

Screenings Narrative					
	Unique Films	Est.	Total Screenings	Est.	Total 2017
Screenings					
	Sold	Est.	Complimentary	Est.	Total 2017
Tickets/Seats					0
	High	Est.	Low	Est.	
Price Range					
What's missing from this section?					

Program Activity: Other Programs

2017

Other Programs Description					
	Unique Programs	Est.	Total Program Occurences	Est.	
Other Programs					
	Paid	Est.	Free	Est.	Total 2017

0

Attendees

High Est. Low Est.

Price Range

Program Activity: Program Activity Summary

Paid Free Total 2017

Tickets and Admissions

Educational Event Attendees

Other Event Attendees

Total In-Person Attendees

Children Est. Seniors Est. Adults Est. Total 2017

Age Groups

0

2017

Percent from outside local community

Total Listeners and Viewers

Distinct Events Event Occurrences

Total Programs and Events

Program Activity: Constituencies Served

From where do you draw your primary audience/constituency?

How do you primarily engage with your audience/constituency?

Which term best describes the local community you serve?

Does your organization primarily serve a particular ethnic group?

Does your organization primarily serve a specific gender?

Does your organization primarily serve a specific age group?

Are there other distinct groups that you define as primary constituencies?

Review and Complete: Complete Survey

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Total Revenue				0
Total Expenses				0
Total Change in Net Assets				0

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017
Total Assets				0
Total Liabilities				0
Total Net Assets				0

	Paid	Free	Total 2017
Tickets and Admissions			
Educational Event Attendees			
Other Event Attendees			
Total	0	0	0