



Organization Information

Organization Name: Bayview Opera House, Inc.

City: San Francisco

Federal ID #: 943136172

State: CA

Year Organization Founded: 1986

County: San Francisco, City and County of

Organization Type: 501(c)3 nonprofit organization

NISP Discipline: 14 - Multidisciplinary

Fiscal Year End Date: 06-30

NISP Institution: 15 - Arts Center

DUNS #: 824971857

NTEE: A60 - Performing Arts

Full-time Staff: 6

Board Members: 8

Paid FTEs: 6.52

Is your Organization Under a Parent? No

City Council District: 10

State House District: 13

Parent Organization:

State Senate District: 3

Fiscal Sponsor:

Federal Congressional Dist: 8

Applicant is audited or reviewed by an independent accounting firm.

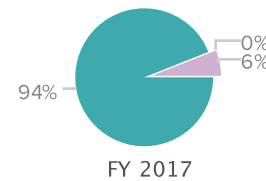
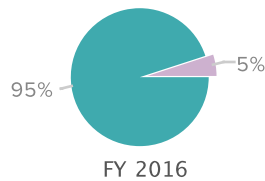
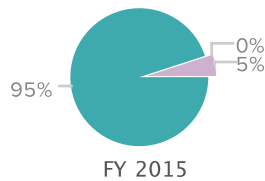
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Financial Summary

Table with 6 columns: Activity, FY 2015, FY 2016, % Change, FY 2017, % Change. Rows include Unrestricted operating revenue, Operating expenses, and Net total activity.

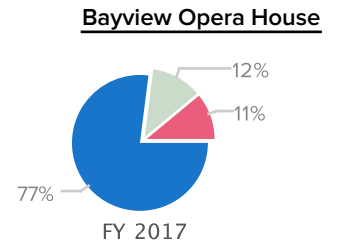
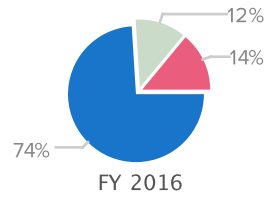
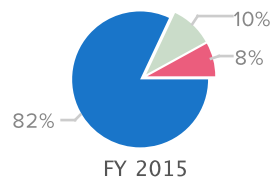
Revenue by Source

- Earned
Investment
Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

Operating Revenue

Earned - Program	FY 2015	FY 2016	% Change	FY 2017	% Change
Membership revenue	\$0		n/a		n/a
Single ticket sales	\$990	\$375	-62%	\$2,070	452%
Contracted services	\$0		n/a	\$72,835	n/a
Tuitions and registration fees	\$5,944		-100%	\$1,459	n/a
Other program revenue	\$0	\$29,746	n/a	\$2,329	-92%
Total earned - program	\$6,934	\$30,121	334%	\$78,693	161%
Earned - Non-program					
Food and concessions	\$3,374	\$5,968	77%	\$3,431	-43%
Gift shop and merchandise fees	\$269	\$45	-83%	\$105	133%
Other earned revenue	\$16,514		-100%		n/a
Total earned - non-program	\$20,157	\$6,013	-70%	\$3,536	-41%
Total earned revenue	\$27,091	\$36,252	34%	\$82,229	127%
Contributed					
Trustee & board	\$6,600	\$3,260	-51%	\$2,710	-17%
Individual	\$5,685	\$10,031	76%	\$24,185	141%
Corporate	\$11,900	\$26,210	120%	\$13,950	-47%
Foundation	\$31,375	\$104,410	233%	\$220,000	111%
City government	\$498,341	\$563,608	13%	\$721,628	28%
County government	\$0	\$0	n/a	\$0	n/a
State government	\$0	\$0	n/a	\$84,443	n/a
Federal government	\$9,836	\$9,836	0%	\$9,836	0%
Tribal contributions	\$0		n/a		n/a
Parent organization support			n/a		n/a
In-kind operating contributions	\$13,451	\$6,733	-50%	\$144,188	2,042%
Other contributions	\$0	\$0	n/a	\$0	n/a
Total contributed revenue	\$577,188	\$724,088	25%	\$1,220,940	69%
Operating investment revenue	\$660	\$0	-100%	\$553	n/a
Total operating revenue	\$604,939	\$760,340	26%	\$1,303,722	71%
Total non-operating revenue*	\$0		n/a		n/a
Total revenue	\$604,939	\$760,340	26%	\$1,303,722	71%
Total revenue less in-kind	\$591,488	\$753,607	27%	\$1,159,534	54%
Total unrestricted revenue	\$572,764	\$672,960	17%	\$1,383,452	106%
Total unrestricted revenue less unrestricted in-kind	\$559,313	\$666,227	19%	\$1,239,264	86%
Total operating revenue less in-kind	\$591,488	\$753,607	27%	\$1,159,534	54%
Total operating revenue less in-kind - 3 year average		\$834,876			

Expense Details

	FY 2015	FY 2016	% Change	FY 2017	% Change
Personnel expenses - Operating					
W2 employees (salaries, payroll taxes & fringe benefits)	\$201,059	\$201,050	-0%	\$345,832	72%
Independent contractors	\$99,828	\$127,327	28%	\$278,225	119%
Professional fees	\$28,701	\$63,628	122%	\$64,516	1%
Total personnel expenses - Operating	\$329,588	\$392,005	19%	\$688,573	76%
Non-personnel expenses - Operating					
Advertising and promotion	\$32,517	\$33,338	3%	\$33,169	-1%
Conferences and meetings	\$10,589	\$0	-100%	\$1,496	n/a
Dues and subscriptions	\$607	\$0	-100%	\$3,729	n/a
Grant awards and similar amounts paid	\$6,160	\$0	-100%	\$0	n/a
Insurance	\$16,998	\$9,785	-42%	\$14,689	50%
Occupancy costs	\$25,046	\$27,657	10%	\$173,101	526%
Office and administration	\$38,546	\$19,014	-51%	\$36,664	93%
Printing, postage and shipping	\$406	\$536	32%	\$666	24%
Travel	\$1,560	\$1,647	6%	\$727	-56%
Exhibition costs	\$0	\$0	n/a	\$19,082	n/a
Productions and events costs	\$84,523	\$118,891	41%	\$76,379	-36%
Interest expense	\$1,333	\$0	-100%	\$0	n/a
Depreciation	\$22,285	\$22,234	-0%	\$48,248	117%
Other operating expenses	\$2,513	\$16,271	547%	\$5,574	-66%
Total non-personnel expenses - Operating	\$243,083	\$249,373	3%	\$413,524	66%
Total operating expenses	\$572,671	\$641,378	12%	\$1,102,097	72%
Non-operating personnel expenses	\$0	\$0	n/a	\$0	n/a
Non-operating non-personnel expenses	\$0	\$0	n/a	\$0	n/a
Total expenses	\$572,671	\$641,378	12%	\$1,102,097	72%
Total operating expenses less operating in-kind	\$559,220	\$634,645	13%	\$957,909	51%
Total operating expenses less in-kind - 3 year average			\$717,258		
Change in unrestricted net assets	\$93	\$31,582	33,859%	\$281,355	791%
Change in temporarily restricted net assets	\$32,175	\$87,262	171%	-\$79,730	-191%
Change in permanently restricted net assets	\$0		n/a	\$0	n/a
Total change in net assets	\$32,268	\$118,844	268%	\$201,625	70%

Revenue and Expense Descriptions

Revenue	FY 2015	FY 2016	FY 2017
	n/a	n/a	n/a
Other rentals			
	n/a	Event organization fees, vendor fees, art classes	n/a
Other program revenue			
	Produce banner for SFAC	n/a	n/a
Other earned revenue			
	n/a	n/a	n/a
Other contributions			
Expense			
	n/a	in-kind, bad debt, prof development	Professional Development
Other operating expenses			

Staffing

Staff & Non-Staff Statistics	FY 2015		FY 2016		FY 2017	
	# of People	FTEs	# of People	FTEs	# of People	FTEs
Full-time permanent employees	3	3	3	3	6	6
Part-time permanent employees	0	0	1	0.43	1	0.52
Part-time volunteers	60	0.05	80	0.15	85	0.15
Total	63	3.05	84	3.58	92	6.67

	FY 2015	FY 2016	% Change	FY 2017	% Change
Independent contractors	65	70	8%	112	60%
Interns and apprentices	2		-100%	0	n/a

Staff Expenses	FY 2015	FY 2016	% Change	FY 2017	% Change
W2 employees -- Salaries	\$173,447	\$185,848	7%	\$301,740	62%
Payroll taxes and fringe benefits	\$27,612	\$15,202	-45%	\$44,092	190%
Total	\$201,059	\$201,050	-0%	\$345,832	72%
Independent contractors	\$99,828	\$127,327	28%	\$278,225	119%
Professional fees	\$28,701	\$63,628	122%	\$64,516	1%
Non-operating personnel	\$0	\$0	n/a	\$0	n/a
Total personnel expenses	\$329,588	\$392,005	19%	\$688,573	76%

Artists	FY 2015	FY 2016	% Change	FY 2017	% Change
Independent Contractors that are Artists	41	50	22%	80	60%

Payments to Artists	FY 2015	FY 2016	% Change	FY 2017	% Change
Artists & Performers Professional Fees		\$0	n/a	\$32,312	n/a
Payments to Artists & Performers total		\$127,327	n/a	\$174,429	37%

Board Members	FY 2015	FY 2016	% Change	FY 2017	% Change
Number of Board Members	8	8	0%	8	0%
Hours Contributed		400	n/a	676	69%

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$46,045	\$233,632	407%	\$145,947	-38%
Receivables	\$73,247	\$62,130	-15%	\$111,627	80%
Investments	\$0		n/a	\$0	n/a
Prepaid expenses & other	\$1,843	\$2,261	23%	\$3,956	75%
Total current assets	\$121,135	\$298,023	146%	\$261,530	-12%
Non-current investments					
Fixed assets (net)	\$284,371	\$262,136	-8%	\$491,980	88%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$284,371	\$262,136	-8%	\$491,980	88%
Total assets	\$405,506	\$560,159	38%	\$753,510	35%
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$9,530	\$10,907	14%	\$21,887	101%
Loans & other debt			n/a		n/a
Deferred revenue	\$128,507	\$147,711	15%	\$128,457	-13%
Total current liabilities	\$138,037	\$158,618	15%	\$150,344	-5%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$138,037	\$158,618	15%	\$150,344	-5%
Net assets					
Unrestricted	\$235,110	\$281,776	20%	\$563,131	100%
Temporarily restricted	\$32,359	\$119,765	270%	\$40,035	-67%
Permanently restricted			n/a		n/a
Total net assets	\$267,469	\$401,541	50%	\$603,166	50%
Total liabilities & net assets	\$405,506	\$560,159	38%	\$753,510	35%

Balance Sheet Ratios

The table below shows several key measures of financial position. Reviewing these measures against total expenses illustrates whether these resources are keeping pace with budget growth. The graph below illustrates these net asset components

Financial Position	FY 2015	FY 2016	% Change	FY 2017	% Change
Net assets as a % of total expenses	47%	63%		55%	
Total working capital -- Unrestricted	-\$49,261	\$19,640	140%	\$71,151	262%
Fixed assets (net)	\$284,371	\$262,136	-8%	\$491,980	88%
Total endowment and reserves	\$0		n/a		n/a
Total debt			n/a		n/a

Net assets as a % 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 expense. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expense.

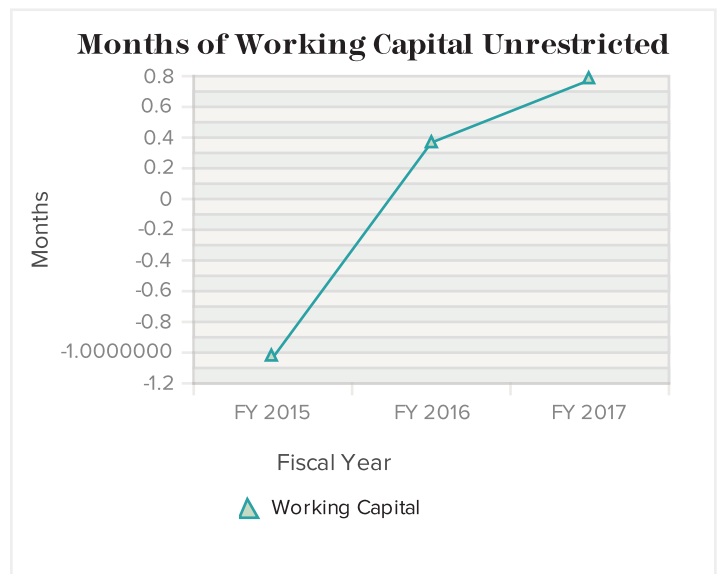
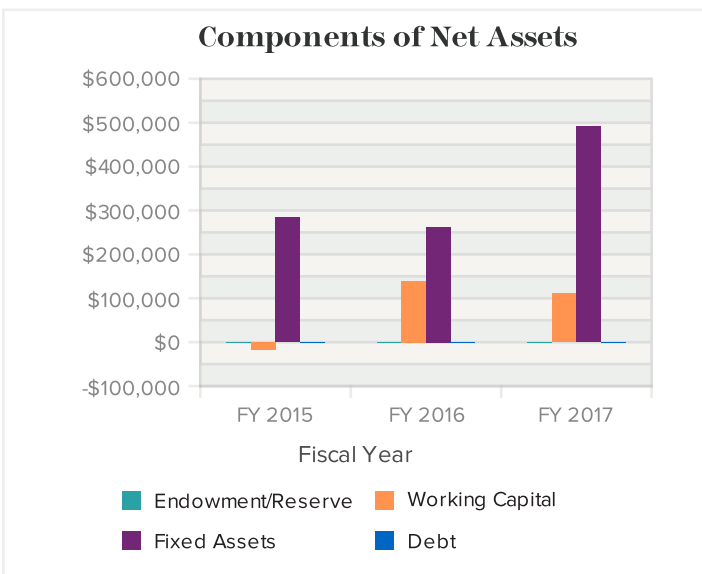
Total working capital -- Unrestricted consists of the resources available for operations, and in this report is calculated as unrestricted current assets minus unrestricted current liabilities. This is a conservative calculation of working capital and may differ from your internal calculations. Adequate 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.

Fixed assets (net) include all land, buildings, equipment, and other fixed assets 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 endowment and reserves includes monies usually invested long-term. Endowments and reserves may be unrestricted, temporarily restricted, or permanently restricted. Income from endowments is generally available for operations or to support specific purposes.

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

Working capital consists of the unrestricted resources available for operations and is calculated as unrestricted current assets (not including unrestricted endowment investments) 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.



Contributions

	FY 2015 Contributors	FY 2016 Contributors	FY 2017 Contributors
Individuals	25	54	145
Board	8	8	8
Corporate	11	19	14
Foundation	4	7	2
Government	5	5	5
Total	53	93	174
Percent of Board who Contribute	100%	100%	100%

Attendance

In-person Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	990	25	-97%	2,020	7,980%
In-person participation - free	15,500	18,130	17%	25,760	42%
Total in-person participation	16,490	18,155	10%	27,780	53%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		800	n/a	2,700	238%
Registrants for classes/workshops		305	n/a	280	-8%
Festival attendees		16,750	n/a	20,000	19%
Participants of other events			n/a	4,000	n/a
Total in-person participation	16,490	18,155	10%	27,780	53%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	2,000	3,000	50%	7,000	133%
Children served in schools		230	n/a	220	-4%
Seniors		2,000	n/a	6,000	200%
Adults		13,130	n/a	14,780	13%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
Consulting/fee-for-service clients		3	n/a	3	0%

Pricing

	FY 2015		FY 2016		FY 2017	
	High	Low	High	Low	High	Low
Performances - single tickets	\$1	\$1	\$0	\$0	\$25	\$5
Admission - adult admission price	\$1	\$1	\$0	\$0	\$0	\$0
Workshops/Classes - class fees			\$5	\$1	\$5	\$1
Workshops/Classes - tuition			\$12	\$0	\$12	\$5
Other events	\$0				\$30	\$10

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	11	13	18%	15	15%
Total performances	30	40	33%	56	40%
Workshops/readings	1		-100%		n/a
Temporary exhibits	0	5	n/a	10	100%
Works commissioned	2	2	0%	3	50%
Distinct classes/workshops	20	6	-70%	3	-50%
Distinct class series/courses		24	n/a	24	0%
Total classes/class sessions	0	812	n/a	1,008	24%
Programs offered in schools	14		-100%		n/a
Number of schools served		4	n/a	3	-25%
Artists placed in schools		18	n/a	10	-44%
Fairs/festivals/parades		10	n/a	11	10%
Distinct other programs	5		-100%	8	n/a
Other programs occurrences	6		-100%	65	n/a