

Organization Information

Organization name: Impression 5 Science Center	Year organization founded: 1972
City: Lansing	Organization type: 501(c)3 nonprofit organization
State: MI	DUNS #: 086159258
County: Ingham	Full-time staff: 17
Federal ID #: 237200548	Board Members: 19
NISP Discipline: 15 - Non-Arts/Non-Humanities	Fiscal year end date: 09-30
NISP Institution: 9 - Other Museum	
NTEE: A57 - Science & Technology Museums	

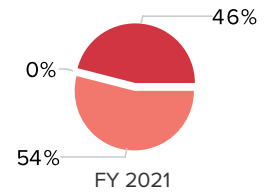
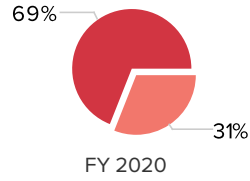
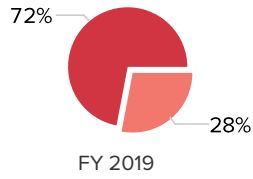
Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
Unrestricted operating revenue					
Earned program	\$988,460	\$491,070	-50%	\$446,177	-9%
Earned non-program	\$443,825	\$221,446	-50%	\$398,529	80%
Total earned revenue	\$1,432,285	\$712,516	-50%	\$844,706	19%
Investment revenue			n/a	\$0	n/a
Contributed revenue	\$549,792	\$313,387	-43%	\$978,221	212%
Total unrestricted operating revenue	\$1,982,077	\$1,025,903	-48%	\$1,822,927	78%
Less in-kind	\$8,538	\$374	-96%	\$13	-97%
Unrestricted operating revenue less in-kind	\$1,973,539	\$1,025,529	-48%	\$1,822,914	78%
Operating expenses					
Program	\$1,473,030	\$1,471,703	-0%	\$1,458,456	-1%
Management & general	\$137,313	\$145,412	6%	\$133,573	-8%
Fundraising	\$231,620	\$122,669	-47%	\$63,327	-48%
Total operating expenses	\$1,841,963	\$1,739,784	-6%	\$1,655,356	-5%
Less in-kind	\$8,538	\$374	-96%	\$13	-97%
Unrestricted operating expenses less in-kind	\$1,833,425	\$1,739,410	-5%	\$1,655,343	-5%
Unrestricted change in net assets - operating	\$140,114	-\$713,881	-610%	\$167,571	123%
Unrestricted change in net assets	\$140,114	-\$713,881	-610%	\$167,571	123%
Restricted change in net assets	-\$66,523	\$754,344	1,234%	-\$661,044	-188%
Total change in net assets	\$73,591	\$40,463	-45%	-\$493,473	-1,320%

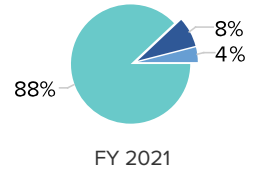
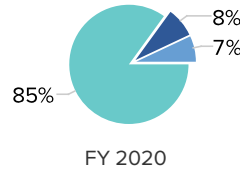
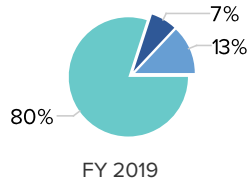
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue Earned - Program	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Subscriptions					
Membership fees - individuals	\$263,361	\$194,250	\$99,051	\$99,051	\$0
Membership fees - organizations					
Ticket sales & admissions	\$376,746	\$155,758	\$115,650	\$115,650	
Education revenue	\$247,752	\$101,502	\$185,961	\$185,961	
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$100,601	\$39,560	\$45,515	\$45,515	
Total earned - program	\$988,460	\$491,070	\$446,177	\$446,177	
Earned - Non-program					
Rental revenue	\$71,505	\$46,022	\$3,350	\$3,350	
Sponsorship revenue	\$67,716	\$60,000	\$102,143	\$102,143	
Attendee-generated revenue not listed above	\$242,485	\$56,032	\$54,755	\$54,755	
Earned non-program not listed above	\$62,119	\$59,392	\$238,281	\$238,281	
Total earned - non-program	\$443,825	\$221,446	\$398,529	\$398,529	
Total earned revenue	\$1,432,285	\$712,516	\$844,706	\$844,706	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$1,500	\$975	\$2,000	\$2,000	
Individual	\$39,386	\$31,878	\$122,586	\$122,586	
Corporate	\$292,439	\$457,189	\$77,211	\$172,211	-\$95,000
Foundation	\$84,021	\$521,558	\$30,575	\$159,250	-\$128,675
State government	\$57,385	\$55,757	\$84,792	\$84,792	
In-kind operating contributions	\$8,538	\$374	\$13	\$13	
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0	\$437,369	-\$437,369
Total contributed revenue	\$483,269	\$1,067,731	\$317,177	\$978,221	-\$661,044
Operating investment revenue	\$0	\$0	\$0	\$0	\$0
Total operating revenue	\$1,915,554	\$1,780,247	\$1,161,883	\$1,822,927	-\$661,044
Total operating revenue less operating in-kind	\$1,907,016	\$1,779,873	\$1,161,870	\$1,822,914	-\$661,044
Total revenue	\$1,915,554	\$1,780,247	\$1,161,883	\$1,822,927	-\$661,044
Total revenue less in-kind	\$1,907,016	\$1,779,873	\$1,161,870	\$1,822,914	-\$661,044

Revenue Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	Due to Covid, Impression 5 had to recognize unrealized promises to give which is caused a large portion of the decrease in contributed revenue.

Expense Details

	FY 2019 Total	FY 2020 Total	% Change	FY 2021 Total	% Change	FY 2021 Program	FY 2021 General & Administrative	FY 2021 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$948,904	\$937,186	-1%	\$780,602	-17%	\$647,900	\$93,672	\$39,030
Independent contractors	\$39,614	\$31,304	-21%	\$200,668	541%	\$198,902	\$883	\$883
Professional fees	\$16,902	\$16,572	-2%	\$26,793	62%	\$0	\$26,793	
Total personnel expenses - Operating	\$1,005,420	\$985,062	-2%	\$1,008,063	2%	\$846,802	\$121,348	\$39,913
Non-personnel expenses - Operating								
Occupancy costs	\$147,965	\$155,457	5%	\$97,406	-37%	\$96,548	\$429	\$429
Depreciation	\$227,329	\$253,159	11%	\$246,198	-3%	\$243,874	\$1,408	\$916
Interest expense	\$48,433	\$38,512	-20%	\$39,189	2%	\$34,095	\$5,094	
Non-personnel expenses not listed above	\$412,816	\$307,594	-25%	\$264,500	-14%	\$237,137	\$5,294	\$22,069
Total non-personnel expenses - Operating	\$836,543	\$754,722	-10%	\$647,293	-14%	\$611,654	\$12,225	\$23,414
Total operating expenses	\$1,841,963	\$1,739,784	-6%	\$1,655,356	-5%	\$1,458,456	\$133,573	\$63,327
Total expenses	\$1,841,963	\$1,739,784	-6%	\$1,655,356	-5%			
Total expenses less in-kind	\$1,833,425	\$1,739,410	-5%	\$1,655,343	-5%			
Total expenses less depreciation	\$1,614,634	\$1,486,625	-8%	\$1,409,158	-5%			
Total expenses less in-kind and depreciation	\$1,606,096	\$1,486,251	-7%	\$1,409,145	-5%			

Expense Narrative

FY 2019	n/a
FY 2020	COVID restrictions impacted our ability to generate operating revenue. However, we were successful in creating new partnership and utilizing CARES Act funding to mitigate the overall revenue loss. In addition, we were able to keep almost 100% of our team by utilizing the State of Michigan WorkShare program.
FY 2021	n/a

Balance Sheet

Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
Current assets					
Cash and cash equivalents	\$131,233	\$136,999	4%	\$344,574	152%
Receivables	\$90,868	\$679,857	648%	\$149,960	-78%
Investments - current			n/a		n/a
Prepaid expenses & other	\$104,918	\$160,721	53%	\$99,383	-38%
Total current assets	\$327,019	\$977,577	199%	\$593,917	-39%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$3,444,200	\$3,279,865	-5%	\$3,134,259	-4%
Non-current assets not listed above	\$71,867		-100%		n/a
Total long-term/non-current assets	\$3,516,067	\$3,279,865	-7%	\$3,134,259	-4%
Total assets	\$3,843,086	\$4,257,442	11%	\$3,728,176	-12%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses	\$217,550	\$185,683	-15%	\$136,767	-26%
Deferred revenue	\$154,119	\$121,261	-21%	\$94,599	-22%
Loans - current	\$145,886	\$173,511	19%	\$228,420	32%
Additional current liabilities not listed above			n/a		n/a
Total current liabilities	\$517,555	\$480,455	-7%	\$459,786	-4%
Long-term/non-current liabilities					
Long-term/non-current loans	\$85,510	\$496,503	481%	\$481,379	-3%
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities	\$85,510	\$496,503	481%	\$481,379	-3%
Total liabilities	\$603,065	\$976,958	62%	\$941,165	-4%
Net assets					
Unrestricted	\$2,919,099	\$2,205,218	-24%	\$2,372,789	8%
Restricted	\$320,922	\$1,075,266	235%	\$414,222	-61%
Total net assets	\$3,240,021	\$3,280,484	1%	\$2,787,011	-15%
Total liabilities & net assets	\$3,843,086	\$4,257,442	11%	\$3,728,176	-12%

Balance Sheet Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	n/a

Balance Sheet Metrics

	FY 2019	FY 2020	% Change	FY 2021	% Change
Months of operating cash -- Unrestricted			n/a	0.56	n/a
Working capital -- Unrestricted	-\$385,696	-\$300,106	22%	-\$280,091	7%
Current ratio -- Unrestricted	0.25	0.38	47%	0.39	4%
Net assets as a % of total expenses	176%	189%	7%	168%	-11%
Fixed assets (net)	\$3,444,200	\$3,279,865	-5%	\$3,134,259	-4%
Condition of fixed assets	60%	70%		81%	
Leverage -- Unrestricted	7%	21%	220%	21%	2%
Total debt	\$231,396	\$670,014	190%	\$709,799	6%
Debt service impact	11%	12%	16%	16%	33%

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.

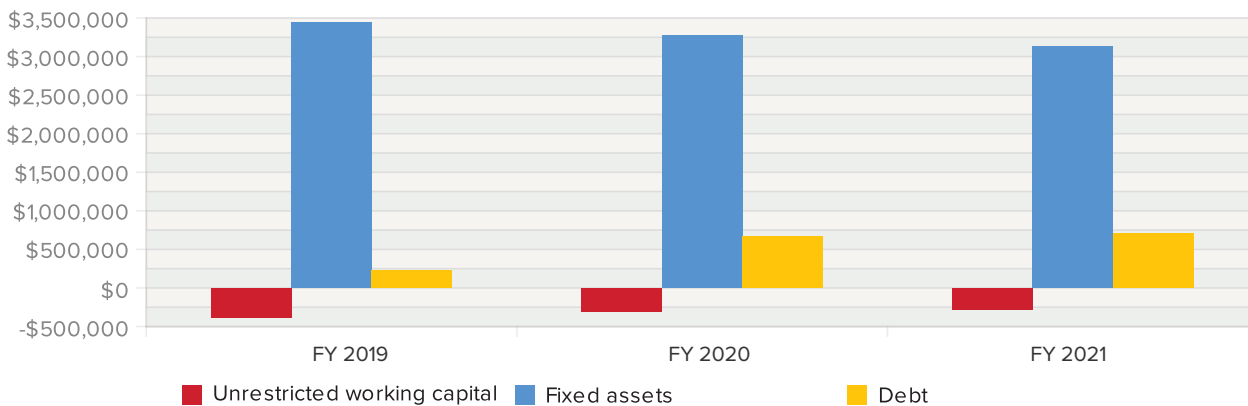
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

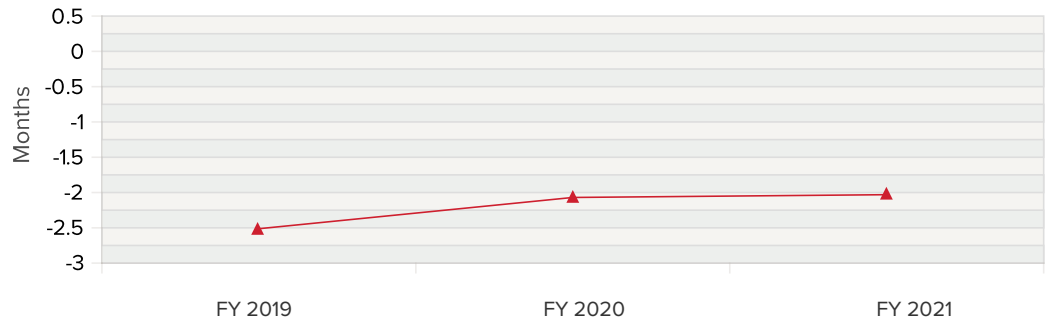
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 2019	FY 2020	% Change	FY 2021	% Change
Total attendance					
Paid	93,473	71,004	-24%	31,193	-56%
Free	80,583		-100%	857	n/a
Total	174,056	71,004	-59%	32,050	-55%
In-person attendance					
Paid	93,473	69,904	-25%	31,193	-55%
Free	80,583		-100%		n/a
Total	174,056	69,904	-60%	31,193	-55%
Digital attendance					
Paid		1,100	n/a		-100%
Free			n/a	857	n/a
Total		1,100	n/a	857	-22%
In-person attendees 18 and under	134,038	45,437	-66%	14,000	-69%
Programs in schools	FY 2019	FY 2020	% Change	FY 2021	% Change
Children served in schools	11,250	1,504	-87%	835	-44%
Hours of instruction	170	32	-81%	65	103%

Workforce

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of People					
Employees: Full-time permanent	25	19	-24%	17	-11%
Employees: Full-time temporary		5	n/a	6	20%
Employees: Part-time permanent	16	11	-31%	8	-27%
Employees: Part-time temporary	11	2	-82%		-100%
Volunteers	381	15	-96%		-100%
Independent contractors	18	7	-61%	3	-57%
Interns and apprentices	1	0	-100%		n/a
Total positions	452	59	-87%	34	-42%

Visual & Performing Artists

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists		0	n/a		n/a
Payments to artists & performers		\$0	n/a	\$0	n/a

Covid-19 Impact

	FY 2019	FY 2020	FY 2021
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			27
Of those furloughed or laid off employees, how many (if any) have been brought back?			27

Mission and Constituency

Mission statement

Impression 5 Science Center is a dynamic, interactive space for families to play, create, and challenge their understanding of science. "Impression 5" refers to the five senses and the way each sense is engaged during your visit to the Science Center! Our mission is to facilitate learners in scientific exploration through hands-on exhibits and participatory educational programming.

Mission demographics

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

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

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 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)						
Productions (presented)						
Classes/assemblies/other programs in schools	85					
Classes/workshops (outside of schools)	28	2,150	7	50	0	0
Field trips/school visits	482	482	130	250		
Guided tours						
Lectures						
Permanent exhibitions	12		8		9	
Temporary exhibitions						
Traveling exhibitions (hosted)	3		1		2	
Films screened						
Festivals/conferences	0		0		0	
Readings/workshops (developing works)						
Community programs (not included above)						
Additional programs not listed above	14	29	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 2019			FY 2020			FY 2021		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)							17	37	8
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)				9	1	9			
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 2019		FY 2020		FY 2021	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$1,432,285		\$712,516		\$844,706	\$20,000
Contributed revenue	\$483,269		\$1,067,731	\$30,000	\$317,177	
Operating expense	\$1,841,963		\$1,739,784		\$1,655,356	

Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% 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	2		-100%		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 2019	n/a
FY 2020	COVID drastically impacted our ability to serve the community. However, we innovated new digital programs and maintained our science camps to move the mission forward. This included to partnerships with the Lansing School District and the Boys and Girls Club. In addition, we began to develop a new STEM Kit program for the HeadStart program in Ingham County. In this effort, we created 1,600 physical science kits, every other month, and delivered them to HeadStart families, for 12 months.
FY 2021	n/a