



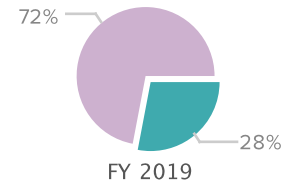
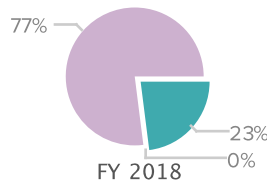
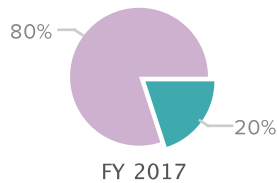
Organization Information

Organization name: Impression 5 Science Center
 City: Lansing Federal ID #: 237200548
 State: MI Year organization founded: 1972
 County: Ingham Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 15 - Non-Arts/Non-Humanities Fiscal year end date: 09-30
 NISP Institution: 9 - Other Museum DUNS #: 086159258
 NTEE: A57 - Science & Technology Museums Full-time staff: 25
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 36.57
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$947,781	\$988,159	4%	\$988,460	0%
Earned Non-program	\$522,640	\$597,123	14%	\$443,825	-26%
Total Earned Revenue	\$1,470,421	\$1,585,282	8%	\$1,432,285	-10%
Investment Revenue		\$0	n/a		n/a
Contributed Revenue	\$370,837	\$461,034	24%	\$549,792	19%
Total Unrestricted Operating Revenue	\$1,841,258	\$2,046,316	11%	\$1,982,077	-3%
Less in-kind		(\$992)	n/a	(\$8,538)	761%
Total Unrestricted Operating Revenue Less In-kind	\$1,841,258	\$2,045,324	11%	\$1,973,539	-4%
Expenses by Functional Total					
Program	\$1,370,542	\$1,437,989	5%	\$1,473,030	2%
Fundraising	\$161,559	\$285,744	77%	\$231,620	-19%
General & Administrative	\$154,305	\$152,016	-1%	\$137,313	-10%
Total Operating Expenses	\$1,686,406	\$1,875,749	11%	\$1,841,963	-2%
Less in-kind		(\$992)	n/a	(\$8,538)	761%
Total Operating Expenses Less In-kind	\$1,686,406	\$1,874,757	11%	\$1,833,425	-2%
Net Unrestricted Activity - Operating	\$154,852	\$170,567	10%	\$140,114	-18%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$154,852	\$170,567	10%	\$140,114	-18%
Net Restricted Activity	\$12,422	\$37,421	201%	-\$66,523	-278%
Net Total Activity	\$167,274	\$207,988	24%	\$73,591	-65%

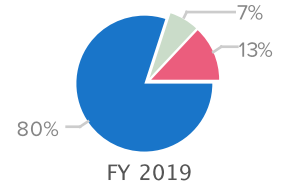
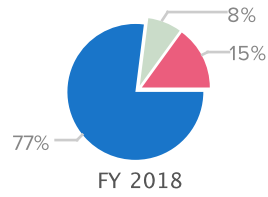
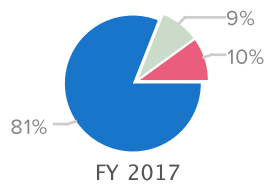
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Operating Revenue	Total	Total	Total	Unrestricted	Restricted
Earned - Program					
Membership revenue	\$249,794	\$258,148	\$263,361	\$263,361	
Admissions	\$372,213	\$410,899	\$376,746	\$376,746	
Tuitions and registration fees	\$247,007	\$229,009	\$247,752	\$247,752	
Other program revenue	\$78,767	\$90,103	\$100,601	\$100,601	
Total earned - program	\$947,781	\$988,159	\$988,460	\$988,460	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$199,937	\$229,623	\$242,485	\$242,485	
Sponsorship revenue	\$153,000	\$117,549	\$67,716	\$67,716	
Space rentals	\$50,425	\$65,525	\$71,505	\$71,505	
Other earned revenue	\$119,278	\$184,426	\$62,119	\$62,119	
Total earned - non-program	\$522,640	\$597,123	\$443,825	\$443,825	\$0
Total earned revenue	\$1,470,421	\$1,585,282	\$1,432,285	\$1,432,285	

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$1,923	\$1,500	\$1,500	\$1,500	
Individual	\$38,527	\$37,199	\$39,386	\$39,386	
Corporate	\$236,864	\$282,524	\$292,439	\$18,802	\$273,637
Foundation	\$94,158	\$152,440	\$84,021		\$84,021
State government	\$11,787	\$23,800	\$57,385		\$57,385
In-kind operating contributions	\$0	\$992	\$8,538	\$8,538	
Net assets released from restriction	\$0	\$0	\$0	\$481,566	-\$481,566
Total contributed revenue	\$383,259	\$498,455	\$483,269	\$549,792	-\$66,523
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$1,853,680	\$2,083,737	\$1,915,554	\$1,982,077	-\$66,523
Total operating revenue less in-kind	\$1,853,680	\$2,082,745	\$1,907,016	\$1,973,539	-\$66,523
Transfers and re-classifications					
Total non-operating revenue	\$0	\$0	\$0		
Total revenue	\$1,853,680	\$2,083,737	\$1,915,554	\$1,982,077	-\$66,523
Total revenue less in-kind	\$1,853,680	\$2,082,745	\$1,907,016	\$1,973,539	-\$66,523

Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2019 Total	% Change	FY 2019 Program	FY 2019 Fundraising	FY 2019 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$858,068	\$947,300	10%	\$948,904	0%	\$804,539	\$66,053	\$78,312
Independent contractors	\$9,930	\$11,140	12%	\$39,614	256%	\$29,602	\$9,881	\$131
Professional fees	\$14,514	\$19,864	37%	\$16,902	-15%			\$16,902
Total personnel expenses - Operating	\$882,512	\$978,304	11%	\$1,005,420	3%	\$834,141	\$75,934	\$95,345
Non-personnel expenses - Operating								
Advertising and promotion	\$79,996	\$64,970	-19%	\$57,643	-11%	\$42,178	\$15,429	\$36
Conferences and meetings	\$11,877	\$16,183	36%	\$9,818	-39%	\$5,133	\$4,458	\$227
Insurance	\$33,923	\$35,779	5%	\$57,583	61%	\$56,429	\$1,154	
Occupancy costs	\$113,047	\$153,555	36%	\$147,965	-4%	\$144,528	\$2,771	\$666
Office and administration	\$124,000	\$203,710	64%	\$168,671	-17%	\$92,747	\$75,164	\$760
Printing, postage and shipping	\$12,759	\$14,258	12%	\$13,282	-7%	\$5,738	\$7,395	\$149
Exhibition costs	\$146,950	\$115,007	-22%	\$76,030	-34%	\$18,192	\$47,635	\$10,203
Collections management	\$31,380	\$29,553	-6%	\$25,623	-13%	\$25,623		
Interest expense	\$41,523	\$50,150	21%	\$48,433	-3%	\$19,540	\$0	\$28,893
Other operating expenses	\$7,916	\$6,630	-16%	\$4,166	-37%	\$3,947	\$219	\$0
Depreciation	\$200,523	\$207,650	4%	\$227,329	9%	\$224,834	\$1,461	\$1,034
Total non-personnel expenses - Operating	\$803,894	\$897,445	12%	\$836,543	-7%	\$638,889	\$155,686	\$41,968
Total operating expenses	\$1,686,406	\$1,875,749	11%	\$1,841,963	-2%	\$1,473,030	\$231,620	\$137,313
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	\$1,686,406	\$1,875,749	11%	\$1,841,963	-2%	\$1,473,030	\$231,620	\$137,313
Total expenses less in-kind	\$1,686,406	\$1,874,757	11%	\$1,833,425	-2%			
Total expenses less depreciation	\$1,485,883	\$1,668,099	12%	\$1,614,634	-3%			
Total expenses less in-kind and depreciation	\$1,485,883	\$1,667,107	12%	\$1,606,096	-4%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$91,142	\$139,783	53%	\$131,233	-6%
Receivables	\$99,821	\$137,139	37%	\$90,868	-34%
Investments		\$0	n/a		n/a
Prepaid expenses & other	\$73,140	\$76,885	5%	\$104,918	36%
Total current assets	\$264,103	\$353,807	34%	\$327,019	-8%
Non-current investments					
Fixed assets (net)	\$3,279,643	\$3,376,771	3%	\$3,444,200	2%
Other non-current assets	\$105,000	\$101,867	-3%	\$71,867	-29%
Total non-current assets	\$3,384,643	\$3,478,638	3%	\$3,516,067	1%
Total assets	\$3,648,746	\$3,832,445	5%	\$3,843,086	0%
Liabilities & Net Assets					
Liabilities	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$165,748	\$250,638	51%	\$217,550	-13%
Loans & other debt	\$286,367	\$165,986	-42%	\$145,886	-12%
Deferred revenue	\$135,336	\$154,823	14%	\$154,119	-0%
Total current liabilities	\$587,451	\$571,447	-3%	\$517,555	-9%
Non-current liabilities	\$0	\$94,568	n/a	\$85,510	-10%
Total liabilities	\$587,451	\$666,015	13%	\$603,065	-9%
Net assets					
Unrestricted	\$2,711,271	\$2,778,985	2%	\$2,919,099	5%
Restricted	\$350,024	\$387,445	11%	\$320,922	-17%
Total net assets	\$3,061,295	\$3,166,430	3%	\$3,240,021	2%
Total liabilities & net assets	\$3,648,746	\$3,832,445	5%	\$3,843,086	0%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	1	1	1
Total working capital -- Unrestricted	-\$568,372	-\$503,218	-\$385,696
Current Ratio	0.45	0.62	0.63
Debt Service Impact	19%	17%	15%
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$458,284	-\$597,786	-\$376,638
Operating Margin	9%	10%	4%
Depreciation as a % of Fixed Assets	34%	36%	38%
Leverage Ratio -- Unrestricted	10%	8%	7%

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. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. 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.

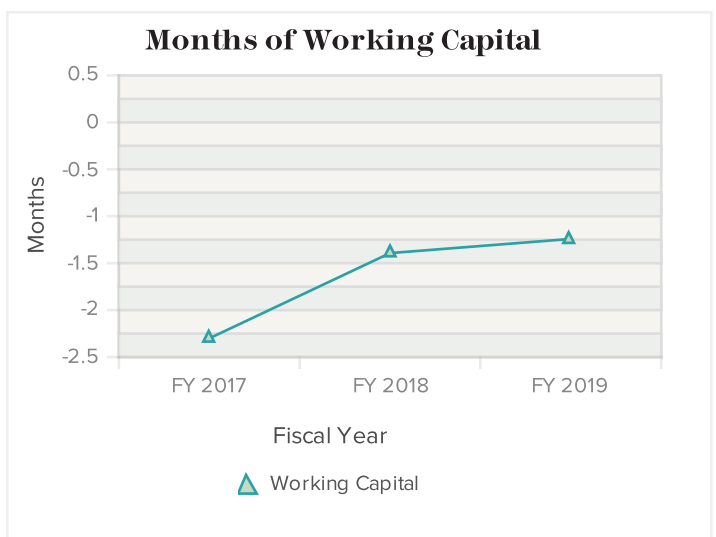
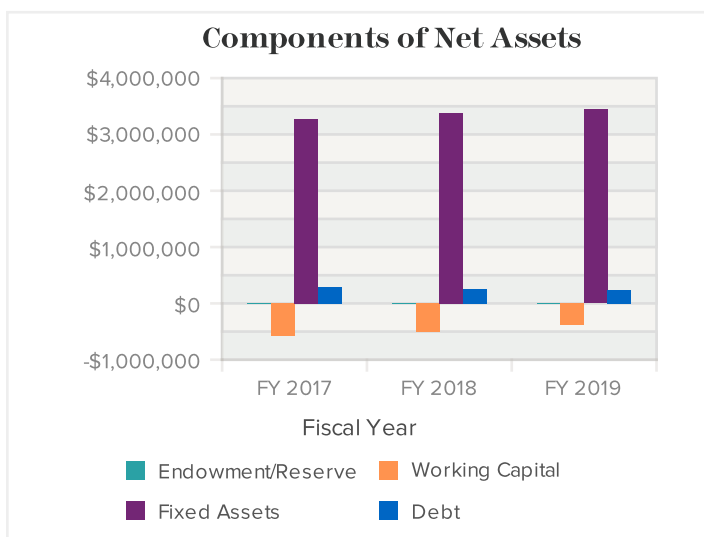
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based on unrestricted values for net assets and fixed assets, if an organization fills out a single column balance sheet and does not separate fixed assets into restricted and unrestricted categories, this value will be blank.

Operating Margin (Change in Net Assets divided by Total Unrestricted Operating Revenue) is a measurement of the organizations efficiency in operating. The higher the margin, the more sustainable the organization because it's using more reliable sources of revenue to operate. Low ratios indicate that an organization is using revenue sources with a higher degree of variability and uncertainty. Negative operating margins highlight losses, and an organization's need to increase revenue, decrease expenses, or both, to be sustainable over time.

Depreciation as a % of Fixed Assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props); especially significant for organizations that own a building or carry a long-term lease.

Leverage Ratio - Unrestricted (Total Unrestricted 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.



Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	91,237	93,418	2%	93,473	0%
In-person participation - free	77,153	79,203	3%	80,583	2%
Total in-person participation	168,390	172,621	3%	174,056	1%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Admissions	104,212	114,554	10%	118,349	3%
Registrants for classes/workshops	26,000	20,068	-23%	20,000	-0%
Field trip participants	24,536	21,439	-13%	21,346	-0%
Participants of other events	13,642	16,560	21%	14,361	-13%
Total in-person participation	168,390	172,621	3%	174,056	1%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	122,925	132,933	8%	134,038	1%
Children served in schools	3,546	11,236	217%	11,250	0%
Seniors	13,471	4,162	-69%	4,197	1%
Adults	31,994	35,526	11%	35,821	1%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change

Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	25	18	-28%	25	39%
Part-time permanent employees	14	15	7%	16	7%
Part-time permanent employees - FTEs	7.58	9.35	23%	9.59	3%
Part-time seasonal employees	11	6	-45%	11	83%
Part-time seasonal employees - FTEs	2.27	0.98	-57%	1.98	102%
Number of part-time or one-time volunteers	350	234	-33%	381	63%
Part-time or one-time volunteers - FTEs	1.54	1.31	-15%	1.17	-11%
Independent contractors	9	15	67%	18	20%
Number of interns and apprentices	1	1	0%	1	0%
Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change

This organization has not provided data on artistic staff. This may be because the organization does not hire artistic staff or the organization's annual expenses are under \$50,000, and they are therefore only required to complete the short form of the DataArts Survey.

Program Activity

			% Change		% Change
Permanent exhibits	12	12	0%	12	0%
Traveling exhibits	3	3	0%	3	0%
Objects/works in collection	100	100	0%	100	0%
Objects/works on exhibit	100	100	0%	100	0%
Distinct classes/workshops	5	20	300%	20	0%
Distinct class series/courses	4	8	100%	8	0%
Total classes/class sessions	2,150	2,150	0%	2,150	0%
Distinct field trips	427	486	14%	482	-1%
Field trip occurrences	427	486	14%	482	-1%
Programs offered in schools	42	85	102%	85	0%
Hours of programming in schools	100	168	68%	170	1%
Number of schools served	37	39	5%	40	3%
Space - hours rented	296	290	-2%	213	-27%
Distinct other programs	11	16	45%	14	-12%
Other programs occurrences	80	25	-69%	29	16%