



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

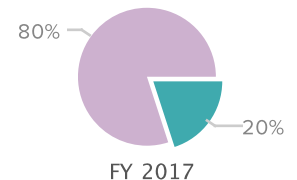
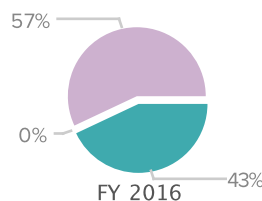
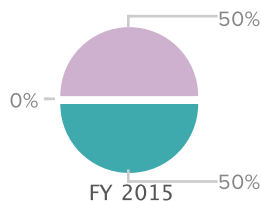
Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 34.85

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

Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
Unrestricted Operating Revenue					
Earned Program	\$808,145	\$825,799	2%	\$947,781	15%
Earned Non-program	\$149,708	\$441,246	195%	\$522,640	18%
Total Earned Revenue	\$957,853	\$1,267,045	32%	\$1,470,421	16%
Investment Revenue	\$231	\$0	-100%	n/a	n/a
Contributed Revenue	\$947,158	\$972,289	3%	\$370,837	-62%
Total Unrestricted Operating Revenue	\$1,905,242	\$2,239,334	18%	\$1,841,258	-18%
Less in-kind	(\$9,629)	(\$7,530)	-22%		-100%
Total Unrestricted Operating Revenue Less In-kind	\$1,895,613	\$2,231,804	18%	\$1,841,258	-17%
Expenses by Functional Total					
Program	\$1,162,870	\$1,306,516	12%	\$1,370,542	5%
Fundraising	\$173,470	\$235,368	36%	\$161,559	-31%
General & Administrative	\$127,796	\$138,121	8%	\$154,305	12%
Total Operating Expenses	\$1,464,136	\$1,680,005	15%	\$1,686,406	0%
Less in-kind	(\$9,629)	(\$7,530)	-22%		-100%
Total Operating Expenses Less In-kind	\$1,454,507	\$1,672,475	15%	\$1,686,406	1%
Net Unrestricted Activity - Operating	\$441,106	\$559,329	27%	\$154,852	-72%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$441,106	\$559,329	27%	\$154,852	-72%
Net Temporarily Restricted Activity	\$806	-\$356,174	-44,290%	\$12,422	103%
Net Permanently Restricted Activity	\$0	\$0	n/a		n/a
Net Total Activity	\$441,912	\$203,155	-54%	\$167,274	-18%

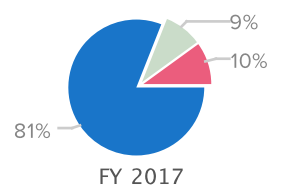
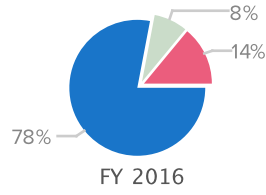
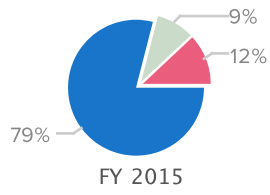
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$169,434	\$192,563	\$249,794	\$249,794		n/a
Admissions	\$376,938	\$333,992	\$372,213	\$372,213		n/a
Tuitions and registration fees	\$261,773	\$221,649	\$247,007	\$247,007		n/a
Other program revenue		\$77,595	\$78,767	\$78,767		n/a
Total earned - program	\$808,145	\$825,799	\$947,781	\$947,781	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$115,334	\$169,306	\$199,937	\$199,937		n/a
Sponsorship revenue		\$94,586	\$153,000	\$153,000		n/a
Space rentals	\$29,026	\$39,779	\$50,425	\$50,425		n/a
Other earned revenue	\$5,348	\$137,575	\$119,278	\$119,278		n/a
Total earned - non-program	\$149,708	\$441,246	\$522,640	\$522,640	\$0	n/a
Total earned revenue	\$957,853	\$1,267,045	\$1,470,421	\$1,470,421		n/a

Contributed	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$0	\$2,000	\$1,923	\$1,923		
Individual	\$34,929	\$34,631	\$38,527	\$18,527	\$20,000	
Corporate	\$256,239	\$348,204	\$236,864	\$47,514	\$189,350	
Foundation	\$385,153	\$183,750	\$94,158		\$94,158	
County government	\$10,000	\$10,000	\$0			
State government	\$48,578	\$30,000	\$11,787		\$11,787	
In-kind operating contributions	\$9,629	\$7,530	\$0			
Other contributions	\$203,436	\$0	\$0			
Net assets released from restriction	\$0	\$0	\$0	\$302,873	-\$302,873	
Total contributed revenue	\$947,964	\$616,115	\$383,259	\$370,837	\$12,422	
Operating investment revenue	\$231	\$0	\$0			
Total operating revenue	\$1,906,048	\$1,883,160	\$1,853,680	\$1,841,258	\$12,422	
Total operating revenue less in-kind	\$1,896,419	\$1,875,630	\$1,853,680	\$1,841,258	\$12,422	
Total non-operating revenue						
Total revenue	\$1,906,048	\$1,883,160	\$1,853,680	\$1,841,258	\$12,422	
Total revenue less in-kind	\$1,896,419	\$1,875,630	\$1,853,680	\$1,841,258	\$12,422	

Expense Details

	FY 2015 Total	FY 2016 Total	% Change	FY 2017 Total	% Change	FY 2017 Program	FY 2017 Fundraising	FY 2017 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$758,479	\$823,044	9%	\$858,068	4%	\$682,703	\$75,962	\$99,403
Independent contractors	\$0	\$11,538	n/a	\$9,930	-14%	\$593	\$9,319	\$18
Professional fees	\$0	\$14,219	n/a	\$14,514	2%			\$14,514
Total personnel expenses - Operating	\$758,479	\$848,801	12%	\$882,512	4%	\$683,296	\$85,281	\$113,935
Non-personnel expenses - Operating								
Advertising and promotion	\$51,154	\$72,745	42%	\$79,996	10%	\$65,989	\$14,007	
Conferences and meetings	\$6,346	\$12,380	95%	\$11,877	-4%	\$8,108	\$3,390	\$379
Insurance	\$22,943	\$32,347	41%	\$33,923	5%	\$32,905	\$1,018	
Occupancy costs	\$156,963	\$122,393	-22%	\$113,047	-8%	\$109,180	\$3,313	\$554
Office and administration	\$113,296	\$27,042	-76%	\$124,000	359%	\$89,709	\$33,840	\$451
Printing, postage and shipping	\$14,462	\$15,301	6%	\$12,759	-17%	\$4,466	\$6,379	\$1,914
Exhibition costs	\$0	\$109,342	n/a	\$146,950	34%	\$129,512	\$10,257	\$7,181
Collections management	\$0	\$29,487	n/a	\$31,380	6%	\$31,380		
Productions and events costs	\$0	\$184,580	n/a	\$0	-100%			
Interest expense	\$7,384	\$33,006	347%	\$41,523	26%	\$12,332	\$0	\$29,191
Other operating expenses	\$176,688	\$9,584	-95%	\$7,916	-17%	\$5,536	\$2,195	\$185
Depreciation	\$156,421	\$182,997	17%	\$200,523	10%	\$198,129	\$1,879	\$515
Total non-personnel expenses - Operating	\$705,657	\$831,204	18%	\$803,894	-3%	\$687,246	\$76,278	\$40,370
Total operating expenses	\$1,464,136	\$1,680,005	15%	\$1,686,406	0%	\$1,370,542	\$161,559	\$154,305
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	\$1,464,136	\$1,680,005	15%	\$1,686,406	0%	\$1,370,542	\$161,559	\$154,305
Total expenses less in-kind	\$1,454,507	\$1,672,475	15%	\$1,686,406	1%			
Total expenses less depreciation	\$1,307,715	\$1,497,008	14%	\$1,485,883	-1%			
Total expenses less in-kind and depreciation	\$1,298,086	\$1,489,478	15%	\$1,485,883	-0%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$123,464	\$134,750	9%	\$91,142	-32%
Receivables	\$369,417	\$159,363	-57%	\$99,821	-37%
Investments	\$0		n/a		n/a
Prepaid expenses & other	\$32,213	\$58,839	83%	\$73,140	24%
Total current assets	\$525,094	\$352,952	-33%	\$264,103	-25%
Non-current investments					
Fixed assets (net)	\$2,427,456	\$3,041,775	25%	\$3,279,643	8%
Other non-current assets	\$246,993	\$96,440	-61%	\$105,000	9%
Total non-current assets	\$2,674,449	\$3,138,215	17%	\$3,384,643	8%
Total assets	\$3,199,543	\$3,491,167	9%	\$3,648,746	5%
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$118,438	\$256,360	116%	\$165,748	-35%
Loans & other debt	\$7,489	\$28,663	283%	\$286,367	899%
Deferred revenue	\$123,442	\$133,875	8%	\$135,336	1%
Total current liabilities	\$249,369	\$418,898	68%	\$587,451	40%
Non-current liabilities	\$117,905	\$110,088	-7%	\$0	-100%
Total liabilities	\$367,274	\$528,986	44%	\$587,451	11%
Net assets					
Unrestricted	\$2,138,493	\$2,624,579	23%	\$2,711,271	3%
Temporarily restricted	\$693,776	\$337,602	-51%	\$350,024	4%
Permanently restricted			n/a		n/a
Total net assets	\$2,832,269	\$2,962,181	5%	\$3,061,295	3%
Total liabilities & net assets	\$3,199,543	\$3,491,167	9%	\$3,648,746	5%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	0	0	1
Total working capital -- Unrestricted	-\$171,058	-\$307,108	-\$568,372
Current Ratio	2.11	0.84	0.45
Debt Service Impact	9%	10%	19%
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$163,569	-\$299,291	-\$458,284
Operating Margin	23%	9%	9%
Depreciation as a % of Fixed Assets	38%	33%	34%
Leverage Ratio	4%	5%	9%

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.

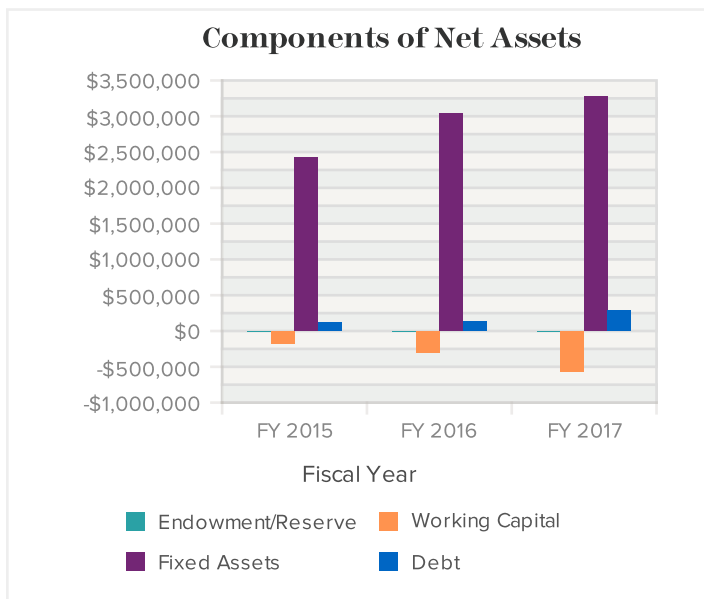
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed assets that they truly own free and clear of related obligations and depreciated value. It is calculated as $Unrestricted\ Net\ Assets - (Net\ Fixed\ Assets - Mortgage\ Debt)$.

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, highlighting the amount of an organization's surplus or deficit.

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 (Total Debt divided by Total Unrestricted and Temporarily Restricted Assets) is a measurement of a company's efficiency in operating.



Attendance

In-person Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	40,209	107,755	168%	91,237	-15%
In-person participation - free	49,831	62,938	26%	77,153	23%
Total in-person participation	90,040	170,693	90%	168,390	-1%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Admissions		108,012	n/a	104,212	-4%
Registrants for classes/workshops		25,537	n/a	26,000	2%
Field trip participants		27,312	n/a	24,536	-10%
Participants of other events		9,832	n/a	13,642	39%
Total in-person participation	90,040	170,693	90%	168,390	-1%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	0	122,899	n/a	122,925	0%
Children served in schools		14,634	n/a	3,546	-76%
Seniors		11,949	n/a	13,471	13%
Adults		35,845	n/a	31,994	-11%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	13	19	46%	25	32%
Part-time permanent employees	32	17	-47%	14	-18%
Part-time permanent employees - FTEs	13.75	11.07	-19%	7.58	-32%
Part-time seasonal employees		8	n/a	11	38%
Part-time seasonal employees - FTEs		1.2	n/a	2.27	89%
Number of part-time or one-time volunteers	370	150	-59%	350	133%
Part-time or one-time volunteers - FTEs	2.5	1.58	-37%	1.54	-3%
Independent contractors	0	3	n/a	9	200%
Number of interns and apprentices	0	2	n/a	1	-50%
Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% 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

	FY 2015	FY 2016	% Change	FY 2017	% Change
Permanent exhibits	0	12	n/a	12	0%
Traveling exhibits		2	n/a	3	50%
Objects/works in collection		100	n/a	100	0%
Objects/works on exhibit		100	n/a	100	0%
Distinct classes/workshops	0	5	n/a	5	0%
Distinct class series/courses		4	n/a	4	0%
Total classes/class sessions	0	1,708	n/a	2,150	26%
Distinct field trips		470	n/a	427	-9%
Field trip occurrences		522	n/a	427	-18%
Programs offered in schools	85	79	-7%	42	-47%
Hours of programming in schools		100	n/a	100	0%
Number of schools served		60	n/a	37	-38%
Space - hours rented		472	n/a	296	-37%
Distinct other programs	0	10	n/a	11	10%
Other programs occurrences	0	89	n/a	80	-10%