



**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: 18

Applicant is audited or reviewed by an independent accounting firm.

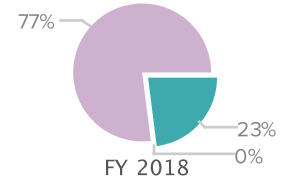
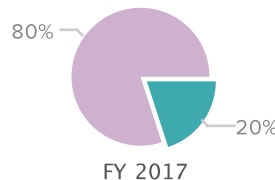
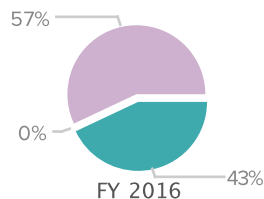
Paid FTEs: 28.33

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

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$825,799	\$947,781	15%	\$988,159	4%
Earned Non-program	\$441,246	\$522,640	18%	\$597,123	14%
<b>Total Earned Revenue</b>	<b>\$1,267,045</b>	<b>\$1,470,421</b>	<b>16%</b>	<b>\$1,585,282</b>	<b>8%</b>
Investment Revenue	\$0	n/a	n/a	\$0	n/a
Contributed Revenue	\$972,289	\$370,837	-62%	\$461,034	24%
<b>Total Unrestricted Operating Revenue</b>	<b>\$2,239,334</b>	<b>\$1,841,258</b>	<b>-18%</b>	<b>\$2,046,316</b>	<b>11%</b>
Less in-kind	(\$7,530)		-100%	(\$992)	n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$2,231,804</b>	<b>\$1,841,258</b>	<b>-17%</b>	<b>\$2,045,324</b>	<b>11%</b>
<b>Expenses by Functional Total</b>					
Program	\$1,306,516	\$1,370,542	5%	\$1,437,989	5%
Fundraising	\$235,368	\$161,559	-31%	\$285,744	77%
General & Administrative	\$138,121	\$154,305	12%	\$152,016	-1%
<b>Total Operating Expenses</b>	<b>\$1,680,005</b>	<b>\$1,686,406</b>	<b>0%</b>	<b>\$1,875,749</b>	<b>11%</b>
Less in-kind	(\$7,530)		-100%	(\$992)	n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$1,672,475</b>	<b>\$1,686,406</b>	<b>1%</b>	<b>\$1,874,757</b>	<b>11%</b>
Net Unrestricted Activity - Operating	\$559,329	\$154,852	-72%	\$170,567	10%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>\$559,329</b>	<b>\$154,852</b>	<b>-72%</b>	<b>\$170,567</b>	<b>10%</b>
Net Temporarily Restricted Activity	-\$356,174	\$12,422	103%	\$37,421	201%
Net Permanently Restricted Activity	\$0		n/a	\$0	n/a
<b>Net Total Activity</b>	<b>\$203,155</b>	<b>\$167,274</b>	<b>-18%</b>	<b>\$207,988</b>	<b>24%</b>

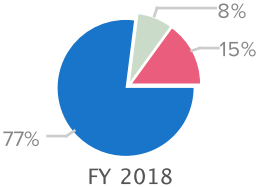
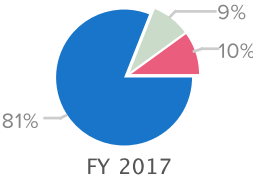
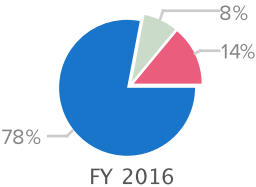
**Revenue by Source**

- Earned
- Investment
- Contributed



### Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$192,563	\$249,794	\$258,148	\$258,148		n/a
Admissions	\$333,992	\$372,213	\$410,899	\$410,899		n/a
Tuitions and registration fees	\$221,649	\$247,007	\$229,009	\$229,009		n/a
Other program revenue	\$77,595	\$78,767	\$90,103	\$90,103		n/a
Total earned - program	\$825,799	\$947,781	\$988,159	\$988,159	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$169,306	\$199,937	\$229,623	\$229,623		n/a
Sponsorship revenue	\$94,586	\$153,000	\$117,549	\$117,549		n/a
Space rentals	\$39,779	\$50,425	\$65,525	\$65,525		n/a
Other earned revenue	\$137,575	\$119,278	\$184,426	\$184,426		n/a
Total earned - non-program	\$441,246	\$522,640	\$597,123	\$597,123	\$0	n/a
Total earned revenue	\$1,267,045	\$1,470,421	\$1,585,282	\$1,585,282		n/a

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$2,000	\$1,923	\$1,500	\$1,500		
Individual	\$34,631	\$38,527	\$37,199	\$37,199		
Corporate	\$348,204	\$236,864	\$282,524	\$20,772	\$261,752	
Foundation	\$183,750	\$94,158	\$152,440	\$2,000	\$150,440	
County government	\$10,000	\$0	\$0			
State government	\$30,000	\$11,787	\$23,800		\$23,800	
In-kind operating contributions	\$7,530	\$0	\$992	\$992	\$0	\$0
Net assets released from restriction	\$0	\$0	\$0	\$398,571	-\$398,571	\$0
<b>Total contributed revenue</b>	<b>\$616,115</b>	<b>\$383,259</b>	<b>\$498,455</b>	<b>\$461,034</b>	<b>\$37,421</b>	<b>\$0</b>
Operating investment revenue	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total operating revenue</b>	<b>\$1,883,160</b>	<b>\$1,853,680</b>	<b>\$2,083,737</b>	<b>\$2,046,316</b>	<b>\$37,421</b>	<b>\$0</b>
<b>Total operating revenue less in-kind</b>	<b>\$1,875,630</b>	<b>\$1,853,680</b>	<b>\$2,082,745</b>	<b>\$2,045,324</b>	<b>\$37,421</b>	<b>\$0</b>
<b>Total non-operating revenue</b>						
<b>Total revenue</b>	<b>\$1,883,160</b>	<b>\$1,853,680</b>	<b>\$2,083,737</b>	<b>\$2,046,316</b>	<b>\$37,421</b>	<b>\$0</b>
<b>Total revenue less in-kind</b>	<b>\$1,875,630</b>	<b>\$1,853,680</b>	<b>\$2,082,745</b>	<b>\$2,045,324</b>	<b>\$37,421</b>	<b>\$0</b>

## Expense Details

	FY 2016 Total	FY 2017 Total	% Change	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$823,044	\$858,068	4%	\$947,300	10%	\$779,664	\$71,385	\$96,251
Independent contractors	\$11,538	\$9,930	-14%	\$11,140	12%	\$532	\$10,548	\$60
Professional fees	\$14,219	\$14,514	2%	\$19,864	37%	\$0	\$0	\$19,864
Total personnel expenses - Operating	\$848,801	\$882,512	4%	\$978,304	11%	\$780,196	\$81,933	\$116,175
Non-personnel expenses - Operating								
Advertising and promotion	\$72,745	\$79,996	10%	\$64,970	-19%	\$54,299	\$10,594	\$77
Conferences and meetings	\$12,380	\$11,877	-4%	\$16,183	36%	\$11,405	\$4,332	\$446
Insurance	\$32,347	\$33,923	5%	\$35,779	5%	\$34,705	\$1,074	\$0
Occupancy costs	\$122,393	\$113,047	-8%	\$153,555	36%	\$147,497	\$5,364	\$694
Office and administration	\$27,042	\$124,000	359%	\$203,710	64%	\$95,156	\$107,752	\$802
Printing, postage and shipping	\$15,301	\$12,759	-17%	\$14,258	12%	\$6,843	\$6,920	\$495
Exhibition costs	\$109,342	\$146,950	34%	\$115,007	-22%	\$47,892	\$65,226	\$1,889
Collections management	\$29,487	\$31,380	6%	\$29,553	-6%	\$29,553	\$0	\$0
Productions and events costs	\$184,580	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Interest expense	\$33,006	\$41,523	26%	\$50,150	21%	\$19,540	\$0	\$30,610
Other operating expenses	\$9,584	\$7,916	-17%	\$6,630	-16%	\$5,610	\$985	\$35
Depreciation	\$182,997	\$200,523	10%	\$207,650	4%	\$205,293	\$1,564	\$793
Total non-personnel expenses - Operating	\$831,204	\$803,894	-3%	\$897,445	12%	\$657,793	\$203,811	\$35,841
Total operating expenses	\$1,680,005	\$1,686,406	0%	\$1,875,749	11%	\$1,437,989	\$285,744	\$152,016
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	\$1,680,005	\$1,686,406	0%	\$1,875,749	11%	\$1,437,989	\$285,744	\$152,016
Total expenses less in-kind	\$1,672,475	\$1,686,406	1%	\$1,874,757	11%			
Total expenses less depreciation	\$1,497,008	\$1,485,883	-1%	\$1,668,099	12%			
Total expenses less in-kind and depreciation	\$1,489,478	\$1,485,883	-0%	\$1,667,107	12%			

## Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$134,750	\$91,142	-32%	\$139,783	53%
Receivables	\$159,363	\$99,821	-37%	\$137,139	37%
Investments			n/a	\$0	n/a
Prepaid expenses & other	\$58,839	\$73,140	24%	\$76,885	5%
Total current assets	\$352,952	\$264,103	-25%	\$353,807	34%
Non-current investments					
Fixed assets (net)	\$3,041,775	\$3,279,643	8%	\$3,376,771	3%
Other non-current assets	\$96,440	\$105,000	9%	\$101,867	-3%
Total non-current assets	\$3,138,215	\$3,384,643	8%	\$3,478,638	3%
Total assets	\$3,491,167	\$3,648,746	5%	\$3,832,445	5%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$256,360	\$165,748	-35%	\$250,638	51%
Loans & other debt	\$28,663	\$286,367	899%	\$165,986	-42%
Deferred revenue	\$133,875	\$135,336	1%	\$154,823	14%
Total current liabilities	\$418,898	\$587,451	40%	\$571,447	-3%
Non-current liabilities	\$110,088	\$0	-100%	\$94,568	n/a
Total liabilities	\$528,986	\$587,451	11%	\$666,015	13%
Net assets					
Unrestricted	\$2,624,579	\$2,711,271	3%	\$2,778,985	2%
Temporarily restricted	\$337,602	\$350,024	4%	\$387,445	11%
Permanently restricted			n/a		n/a
Total net assets	\$2,962,181	\$3,061,295	3%	\$3,166,430	3%
Total liabilities & net assets	\$3,491,167	\$3,648,746	5%	\$3,832,445	5%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	0	1	1
Total working capital -- Unrestricted	-\$307,108	-\$568,372	-\$503,218
Current Ratio	0.84	0.45	0.62
Debt Service Impact	10%	19%	17%
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$299,291	-\$458,284	-\$597,786
Operating Margin	9%	9%	10%
Depreciation as a % of Fixed Assets	33%	34%	36%
Leverage Ratio	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.

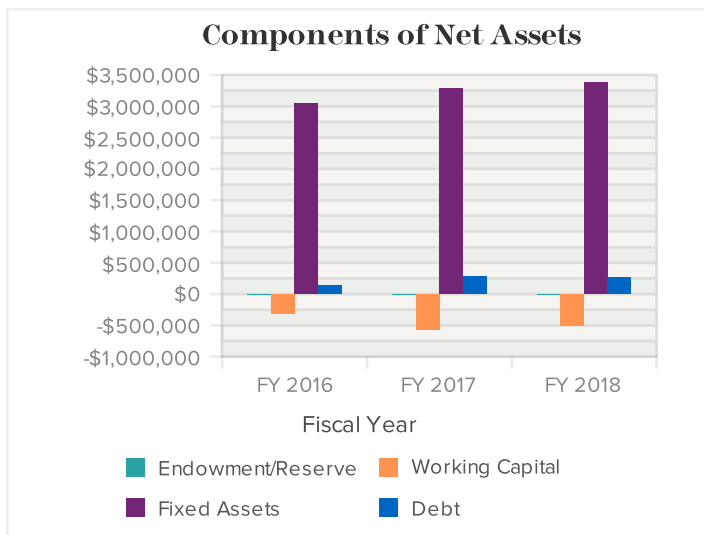
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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) determines how heavily the organization has borrowed. A number in excess of 50% may indicate a potential crunch.



## Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	107,755	91,237	-15%	93,418	2%
In-person participation - free	62,938	77,153	23%	79,203	3%
<b>Total in-person participation</b>	<b>170,693</b>	<b>168,390</b>	<b>-1%</b>	<b>172,621</b>	<b>3%</b>

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Admissions	108,012	104,212	-4%	114,554	10%
Registrants for classes/workshops	25,537	26,000	2%	20,068	-23%
Field trip participants	27,312	24,536	-10%	21,439	-13%
Participants of other events	9,832	13,642	39%	16,560	21%
<b>Total in-person participation</b>	<b>170,693</b>	<b>168,390</b>	<b>-1%</b>	<b>172,621</b>	<b>3%</b>

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	122,899	122,925	0%	132,933	8%
Children served in schools	14,634	3,546	-76%	11,236	217%
Seniors	11,949	13,471	13%	4,162	-69%
Adults	35,845	31,994	-11%	35,526	11%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change

## Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	19	25	32%	18	-28%
Part-time permanent employees	17	14	-18%	15	7%
Part-time permanent employees - FTEs	11.07	7.58	-32%	9.35	23%
Part-time seasonal employees	8	11	38%	6	-45%
Part-time seasonal employees - FTEs	1.2	2.27	89%	0.98	-57%
Number of part-time or one-time volunteers	150	350	133%	234	-33%
Part-time or one-time volunteers - FTEs	1.58	1.54	-3%	1.31	-15%
Independent contractors	3	9	200%	15	67%
Number of interns and apprentices	2	1	-50%	1	0%
<b>Artistic Staff &amp; Non-Staff Statistics</b>	<b>FY 2016</b>	<b>FY 2017</b>	<b>% Change</b>	<b>FY 2018</b>	<b>% Change</b>

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 2016	FY 2017	% Change	FY 2018	% Change
Permanent exhibits	12	12	0%	12	0%
Traveling exhibits	2	3	50%	3	0%
Objects/works in collection	100	100	0%	100	0%
Objects/works on exhibit	100	100	0%	100	0%
Distinct classes/workshops	5	5	0%	20	300%
Distinct class series/courses	4	4	0%	8	100%
Total classes/class sessions	1,708	2,150	26%	2,150	0%
Distinct field trips	470	427	-9%	486	14%
Field trip occurrences	522	427	-18%	486	14%
Programs offered in schools	79	42	-47%	85	102%
Hours of programming in schools	100	100	0%	168	68%
Number of schools served	60	37	-38%	39	5%
Space - hours rented	472	296	-37%	290	-2%
Distinct other programs	10	11	10%	16	45%
Other programs occurrences	89	80	-10%	25	-69%