

Organization Information

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

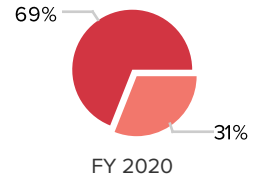
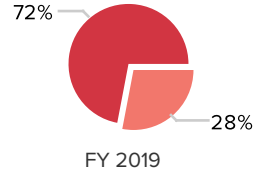
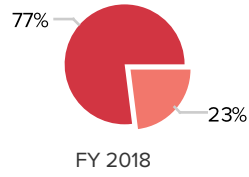
Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2018	FY 2019	% Change	FY 2020	% Change
Unrestricted operating revenue					
Earned program	\$988,159	\$988,460	0%	\$491,070	-50%
Earned non-program	\$597,123	\$443,825	-26%	\$221,446	-50%
Total earned revenue	\$1,585,282	\$1,432,285	-10%	\$712,516	-50%
Investment revenue			n/a		n/a
Contributed revenue	\$461,034	\$549,792	19%	\$313,387	-43%
Total unrestricted operating revenue	\$2,046,316	\$1,982,077	-3%	\$1,025,903	-48%
Less in-kind	\$992	\$8,538	761%	\$374	-96%
Unrestricted operating revenue less in-kind	\$2,045,324	\$1,973,539	-4%	\$1,025,529	-48%
Operating expenses					
Program	\$1,437,989	\$1,473,030	2%	\$1,471,703	-0%
Management & general	\$152,016	\$137,313	-10%	\$145,412	6%
Fundraising	\$285,744	\$231,620	-19%	\$122,669	-47%
Total operating expenses	\$1,875,749	\$1,841,963	-2%	\$1,739,784	-6%
Less in-kind	\$992	\$8,538	761%	\$374	-96%
Unrestricted operating expenses less in-kind	\$1,874,757	\$1,833,425	-2%	\$1,739,410	-5%
Unrestricted change in net assets - operating	\$170,567	\$140,114	-18%	-\$713,881	-610%
Unrestricted change in net assets	\$170,567	\$140,114	-18%	-\$713,881	-610%
Restricted change in net assets	\$37,421	-\$66,523	-278%	\$754,344	1,234%
Total change in net assets	\$207,988	\$73,591	-65%	\$40,463	-45%

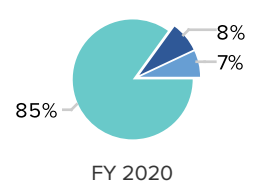
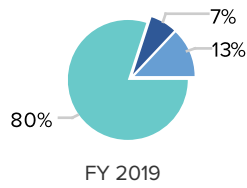
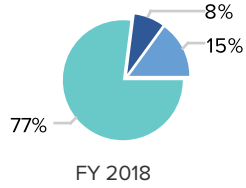
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue Earned - Program	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Subscriptions					
Membership fees - individuals	\$258,148	\$263,361	\$194,250	\$194,250	\$0
Membership fees - organizations					
Ticket sales & admissions	\$410,899	\$376,746	\$155,758	\$155,758	
Education revenue	\$229,009	\$247,752	\$101,502	\$101,502	
Publication sales					
Gallery sales	\$0				
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$90,103	\$100,601	\$39,560	\$39,560	
Total earned - program	\$988,159	\$988,460	\$491,070	\$491,070	
Earned - Non-program					
Rental revenue	\$65,525	\$71,505	\$46,022	\$46,022	
Sponsorship revenue	\$117,549	\$67,716	\$60,000	\$60,000	
Attendee-generated revenue not listed above	\$229,623	\$242,485	\$56,032	\$56,032	
Earned non-program not listed above	\$184,426	\$62,119	\$59,392	\$59,392	
Total earned - non-program	\$597,123	\$443,825	\$221,446	\$221,446	
Total earned revenue	\$1,585,282	\$1,432,285	\$712,516	\$712,516	

Contributed	FY 2018 Total	FY 2019 Total	FY 2020 Total	FY 2020 Unrestricted	FY 2020 Restricted
Trustee & board	\$1,500	\$1,500	\$975	\$975	
Individual	\$37,199	\$39,386	\$31,878	\$31,878	
Corporate	\$282,524	\$292,439	\$457,189	\$17,148	\$440,041
Foundation	\$152,440	\$84,021	\$521,558		\$521,558
State government	\$23,800	\$57,385	\$55,757		\$55,757
In-kind operating contributions	\$992	\$8,538	\$374	\$374	
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0	\$263,012	-\$263,012
Total contributed revenue	\$498,455	\$483,269	\$1,067,731	\$313,387	\$754,344
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$2,083,737	\$1,915,554	\$1,780,247	\$1,025,903	\$754,344
Total operating revenue less operating in-kind	\$2,082,745	\$1,907,016	\$1,779,873	\$1,025,529	\$754,344
Total revenue	\$2,083,737	\$1,915,554	\$1,780,247	\$1,025,903	\$754,344
Total revenue less in-kind	\$2,082,745	\$1,907,016	\$1,779,873	\$1,025,529	\$754,344

Revenue Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

Expense Details

	FY 2018 Total	FY 2019 Total	% Change	FY 2020 Total	% Change	FY 2020 Program	FY 2020 General & Administrative	FY 2020 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$947,300	\$948,904	0%	\$937,186	-1%	\$792,150	\$97,543	\$47,493
Independent contractors	\$11,140	\$39,614	256%	\$31,304	-21%	\$24,139	\$108	\$7,057
Professional fees	\$19,864	\$16,902	-15%	\$16,572	-2%		\$16,572	
Total personnel expenses - Operating	\$978,304	\$1,005,420	3%	\$985,062	-2%	\$816,289	\$114,223	\$54,550
Non-personnel expenses - Operating								
Occupancy costs	\$153,555	\$147,965	-4%	\$155,457	5%	\$151,635	\$894	\$2,928
Depreciation	\$207,650	\$227,329	9%	\$253,159	11%	\$250,547	\$1,644	\$968
Interest expense	\$50,150	\$48,433	-3%	\$38,512	-20%	\$19,242	\$19,270	
Non-personnel expenses not listed above	\$486,090	\$412,816	-15%	\$307,594	-25%	\$233,990	\$9,381	\$64,223
Total non-personnel expenses - Operating	\$897,445	\$836,543	-7%	\$754,722	-10%	\$655,414	\$31,189	\$68,119
Total operating expenses	\$1,875,749	\$1,841,963	-2%	\$1,739,784	-6%	\$1,471,703	\$145,412	\$122,669
Total expenses	\$1,875,749	\$1,841,963	-2%	\$1,739,784	-6%			
Total expenses less in-kind	\$1,874,757	\$1,833,425	-2%	\$1,739,410	-5%			
Total expenses less depreciation	\$1,668,099	\$1,614,634	-3%	\$1,486,625	-8%			
Total expenses less in-kind and depreciation	\$1,667,107	\$1,606,096	-4%	\$1,486,251	-7%			

Expense Narrative

FY 2018	n/a
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.

Balance Sheet

Assets	FY 2018	FY 2019	% Change	FY 2020	% Change
Current assets					
Cash and cash equivalents	\$139,783	\$131,233	-6%	\$136,999	4%
Receivables	\$137,139	\$90,868	-34%	\$679,857	648%
Investments - current			n/a		n/a
Prepaid expenses & other	\$76,885	\$104,918	36%	\$160,721	53%
Total current assets	\$353,807	\$327,019	-8%	\$977,577	199%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$3,376,771	\$3,444,200	2%	\$3,279,865	-5%
Non-current assets not listed above	\$101,867	\$71,867	-29%		-100%
Total long-term/non-current assets	\$3,478,638	\$3,516,067	1%	\$3,279,865	-7%
Total assets	\$3,832,445	\$3,843,086	0%	\$4,257,442	11%
Liabilities & Net Assets					
	FY 2018	FY 2019	% Change	FY 2020	% Change
Current liabilities					
Accounts payable and accrued expenses	\$250,638	\$217,550	-13%	\$185,683	-15%
Deferred revenue	\$154,823	\$154,119	-0%	\$121,261	-21%
Loans - current	\$165,986	\$145,886	-12%	\$173,511	19%
Additional current liabilities not listed above			n/a		n/a
Total current liabilities	\$571,447	\$517,555	-9%	\$480,455	-7%
Long-term/non-current liabilities					
Long-term/non-current loans	\$94,568	\$85,510	-10%	\$496,503	481%
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities	\$94,568	\$85,510	-10%	\$496,503	481%
Total liabilities	\$666,015	\$603,065	-9%	\$976,958	62%
Net assets					
Unrestricted	\$2,778,985	\$2,919,099	5%	\$2,205,218	-24%
Restricted	\$387,445	\$320,922	-17%	\$1,075,266	235%
Total net assets	\$3,166,430	\$3,240,021	2%	\$3,280,484	1%
Total liabilities & net assets	\$3,832,445	\$3,843,086	0%	\$4,257,442	11%

Balance Sheet Narrative

FY 2018	n/a
FY 2019	n/a
FY 2020	n/a

Balance Sheet Metrics

	FY 2018	FY 2019	% Change	FY 2020	% Change
Months of operating cash -- Unrestricted	0		n/a		n/a
Working capital -- Unrestricted	-\$503,218	-\$385,696	23%	-\$300,106	22%
Current ratio -- Unrestricted	0.13	0.25	92%	0.38	47%
Net assets as a % of total expenses	169%	176%	4%	189%	7%
Fixed assets (net)	\$3,376,771	\$3,444,200	2%	\$3,279,865	-5%
Condition of fixed assets	54%	60%		70%	
Leverage -- Unrestricted	8%	7%	-16%	21%	220%
Total debt	\$260,554	\$231,396	-11%	\$670,014	190%
Debt service impact	12%	11%	-8%	12%	16%

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.

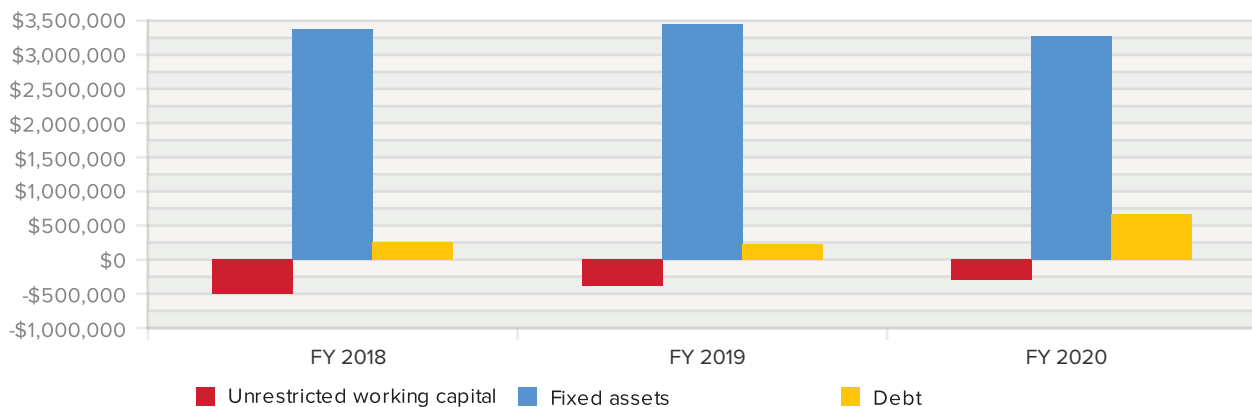
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

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.

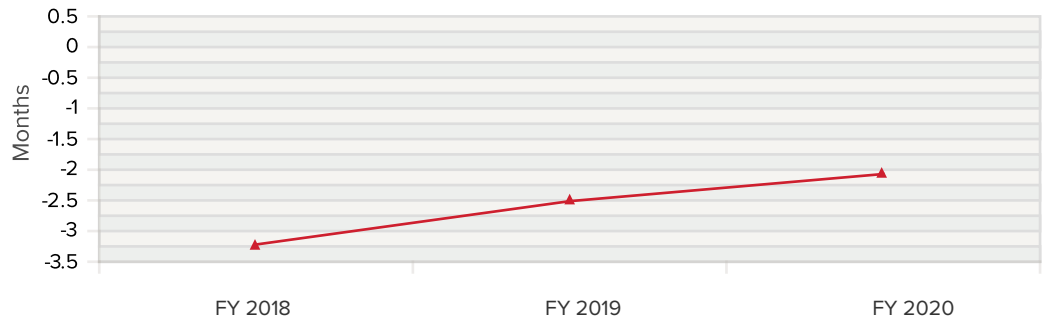
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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 2018	FY 2019	% Change	FY 2020	% Change
Total attendance					
Paid	93,418	93,473	0%	71,004	-24%
Free	79,203	80,583	2%		-100%
Total	172,621	174,056	1%	71,004	-59%
In-person attendance					
Paid	93,418	93,473	0%	69,904	-25%
Free	79,203	80,583	2%		-100%
Total	172,621	174,056	1%	69,904	-60%
Digital attendance					
Paid			n/a	1,100	n/a
Free			n/a		n/a
Total			n/a	1,100	n/a
In-person attendees 18 and under	132,933	134,038	1%	45,437	-66%
Programs in schools	FY 2018	FY 2019	% Change	FY 2020	% Change
Children served in schools	11,236	11,250	0%	1,504	-87%
Hours of instruction	168	170	1%	32	-81%

Workforce

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of People					
Employees: Full-time permanent	18	25	39%	19	-24%
Employees: Full-time temporary	0		n/a	5	n/a
Employees: Part-time permanent	15	16	7%	11	-31%
Employees: Part-time temporary	6	11	83%	2	-82%
Volunteers	234	381	63%	15	-96%
Independent contractors	15	18	20%	7	-61%
Interns and apprentices	1	1	0%	0	-100%
Total positions	289	452	56%	59	-87%

Visual & Performing Artists

	FY 2018	FY 2019	% Change	FY 2020	% Change
Number of visual & performing artists			n/a	0	n/a
Payments to artists & performers			n/a	\$0	n/a

Covid-19 Impact

	FY 2018	FY 2019	FY 2020
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 2018		FY 2019		FY 2020	
	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		85			
Classes/workshops (outside of schools)	28	2,150	28	2,150	7	50
Field trips/school visits	486	486	482	482	130	250
Guided tours						
Lectures						
Permanent exhibitions	12		12		8	
Temporary exhibitions	0					
Traveling exhibitions (hosted)	3		3		1	
Films screened						
Festivals/conferences	0		0		0	
Readings/workshops (developing works)						
Community programs (not included above)						
Additional programs not listed above	16	25	14	29	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 2018			FY 2019			FY 2020		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)									
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 2018		FY 2019		FY 2020	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$1,585,282		\$1,432,285		\$712,516	
Contributed revenue	\$498,455		\$483,269		\$1,067,731	\$30,000
Operating expense	\$1,875,749		\$1,841,963		\$1,739,784	

Program Activity

	FY 2018	FY 2019	% Change	FY 2020	% 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	n/a		-100%
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 2018	n/a
FY 2019	n/a
FY 2020	<p>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.</p> <p>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.</p>