



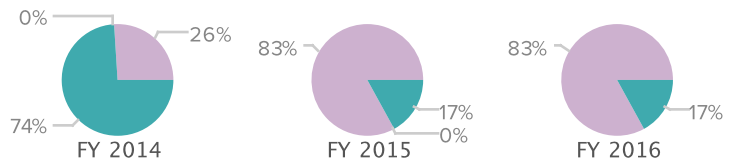
Organization Information

Organization name: The Music House Museum
 City: Acme Federal ID #: 382709408
 State: MI Year organization founded: 1983
 County: Grand Traverse Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 02 - Music Fiscal year end date: 12-31
 NISP Institution: 9 - Other Museum DUNS #: 151424694
 NTEE: A50 - Museum, Museum Activities Full-time staff:
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 3.25
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2014	FY 2015	% Change	FY 2016	% Change
Unrestricted Operating Revenue					
Earned Program	\$83,687	\$89,885	7%	\$105,569	17%
Earned Non-program	\$104,120	\$87,012	-16%	\$74,177	-15%
Total Earned Revenue	\$187,807	\$176,897	-6%	\$179,746	2%
Investment Revenue	\$580	\$0	-100%	n/a	n/a
Contributed Revenue	\$534,383	\$36,436	-93%	\$36,262	-0%
Total Unrestricted Operating Revenue	\$722,770	\$213,333	-70%	\$216,008	1%
Less in-kind	(\$1,498)	(\$3,334)	123%	(\$6,079)	82%
Total Unrestricted Operating Revenue Less In-kind	\$721,272	\$209,999	-71%	\$209,929	-0%
Expenses by Functional Total					
Program	\$184,004	\$90,616	-51%	\$121,842	34%
Fundraising	\$30,538	\$40,205	32%	\$0	-100%
General & Administrative	\$72,197	\$143,316	99%	\$118,248	-17%
Total Operating Expenses	\$286,739	\$274,137	-4%	\$240,090	-12%
Less in-kind	(\$1,498)	(\$3,334)	123%	(\$6,079)	82%
Total Operating Expenses Less In-kind	\$285,241	\$270,803	-5%	\$234,011	-14%
Net Unrestricted Activity - Operating	\$436,031	-\$60,804	-114%	-\$24,082	60%
Net Unrestricted Activity - Non-operating			n/a	\$24,157	n/a
Total Net Unrestricted Activity	\$436,031	-\$60,804	-114%	\$75	100%
Net Temporarily Restricted Activity	\$41,520	\$8,835	-79%	\$19,453	120%
Net Permanently Restricted Activity	\$0	\$0	n/a	\$25,150	n/a
Net Total Activity	\$477,551	-\$51,969	-111%	\$44,678	186%

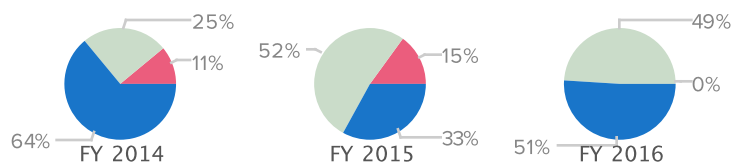
Revenue by Source

Legend: Earned (purple), Investment (orange), Contributed (teal)



Expenses by Functional Grouping

Legend: Program (blue), Fundraising (red), General & Administrative (green)



Revenue Details

	FY 2014	FY 2015	FY 2016	FY 2016	FY 2016	FY 2016
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$9,565	\$13,035	\$14,275	\$14,275		n/a
Single ticket sales	\$10,200	\$17,916	\$30,641	\$30,641		n/a
Admissions	\$63,922	\$58,934	\$58,603	\$58,603		n/a
Tuitions and registration fees			\$2,050	\$2,050		n/a
Other program revenue			\$0	\$0		n/a
Total earned - program	\$83,687	\$89,885	\$105,569	\$105,569	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$35,770	\$46,841	\$27,812	\$27,812		n/a
Sponsorship revenue			\$200	\$200		n/a
Space rentals	\$31,440	\$37,130				n/a
Other earned revenue	\$10,345	\$6,004	\$46,165	\$46,165		n/a
Total earned - non-program	\$77,555	\$89,975	\$74,177	\$74,177	\$0	n/a
Total earned revenue	\$161,242	\$179,860	\$179,746	\$179,746		n/a

Contributed	FY 2014	FY 2015	FY 2016	FY 2016	FY 2016	FY 2016
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$4,150	\$21,096	\$7,268	\$6,518	\$750	
Individual	\$548,291	\$42,929	\$21,435	\$21,435	\$0	
Corporate	\$0	\$200	\$640	\$640		
Foundation	\$15,500	\$0	\$1,590	\$1,590	\$0	
State government	\$2,200	\$12,000	\$22,760	\$0		\$22,760
Federal government	\$0	\$0	\$2,390			\$2,390
In-kind operating contributions	\$1,498	\$3,334	\$6,079	\$6,079	\$0	
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$571,639	\$79,559	\$62,162	\$36,262	\$750	\$25,150
Operating investment revenue	\$31,409	-\$37,251	\$18,651		\$18,651	\$0
Total operating revenue	\$764,290	\$222,168	\$260,559	\$216,008	\$19,401	\$25,150
Total operating revenue less in-kind	\$762,792	\$218,834	\$254,480	\$209,929	\$19,401	\$25,150
Total non-operating revenue			\$24,209	\$24,157	\$52	\$0
Total revenue	\$764,290	\$222,168	\$284,768	\$240,165	\$19,453	\$25,150
Total revenue less in-kind	\$762,792	\$218,834	\$278,689	\$234,086	\$19,453	\$25,150

Expense Details

	FY 2014 Total	FY 2015 Total	% Change	FY 2016 Total	% Change	FY 2016 Program	FY 2016 Fundraising	FY 2016 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$87,232	\$106,171	22%	\$93,894	-12%	\$62,557	\$0	\$31,337
Independent contractors	\$4,000	\$5,879	47%	\$14,120	140%	\$9,980		\$4,140
Professional fees	\$0	\$0	n/a	\$6,310	n/a	\$0		\$6,310
Total personnel expenses - Operating	\$91,232	\$112,050	23%	\$114,324	2%	\$72,537	\$0	\$41,787
Non-personnel expenses - Operating								
Advertising and promotion	\$39,418	\$33,921	-14%	\$31,945	-6%	\$28,865	\$0	\$3,080
Conferences and meetings	\$1,129	\$1,660	47%	\$0	-100%	\$0		
Dues and subscriptions	\$3,267	\$2,288	-30%	\$2,221	-3%			\$2,221
Insurance	\$8,767	\$10,098	15%	\$213	-98%	\$0		\$213
Occupancy costs	\$48,187	\$43,566	-10%	\$51,205	18%	\$2,092	\$0	\$49,113
Office and administration	\$11,857	\$18,235	54%	\$11,603	-36%			\$11,603
Printing, postage and shipping	\$2,323	\$3,377	45%	\$2,120	-37%	\$1,126	\$0	\$994
Collections management	\$13,219	\$14,738	11%	\$8,873	-40%	\$8,873	\$0	
Productions and events costs	\$0	\$0	n/a	\$8,349	n/a	\$8,349	\$0	
Interest expense	\$2,893	\$3,537	22%	\$6,485	83%			\$6,485
Other operating expenses	\$43,790	\$30,667	-30%	\$2,752	-91%			\$2,752
Depreciation	\$20,657	\$0	-100%	\$0	n/a			
Total non-personnel expenses - Operating	\$195,507	\$162,087	-17%	\$125,766	-22%	\$49,305	\$0	\$76,461
Total operating expenses	\$286,739	\$274,137	-4%	\$240,090	-12%	\$121,842	\$0	\$118,248
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	\$286,739	\$274,137	-4%	\$240,090	-12%	\$121,842	\$0	\$118,248
Total expenses less in-kind	\$285,241	\$270,803	-5%	\$234,011	-14%			
Total expenses less depreciation	\$266,082	\$274,137	3%	\$240,090	-12%			
Total expenses less in-kind and depreciation	\$264,584	\$270,803	2%	\$234,011	-14%			

Balance Sheet

Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Current assets					
Cash	\$25,134	\$21,698	-14%	\$25,420	17%
Receivables	\$630	\$0	-100%	\$15,350	n/a
Investments	\$0		n/a	\$9,187	n/a
Prepaid expenses & other	\$14,393	\$16,545	15%	\$7,858	-53%
Total current assets	\$40,157	\$38,243	-5%	\$57,815	51%
Non-current investments					
Fixed assets (net)	\$510,218	\$472,967	-7%	\$495,409	5%
Other non-current assets	\$505,158	\$643,028	27%	\$1,415,205	120%
Other non-current assets	\$755,230	\$791,276	5%	\$0	-100%
Total non-current assets	\$1,770,606	\$1,907,271	8%	\$1,910,614	0%
Total assets	\$1,810,763	\$1,945,514	7%	\$1,968,429	1%
Liabilities & Net Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Liabilities					
Accounts payable & other	\$9,448	\$11,579	23%	\$16,990	47%
Loans & other debt	\$10,000	\$160,580	1,506%	\$148,125	-8%
Deferred revenue	\$950	\$950	0%	\$0	-100%
Total current liabilities	\$20,398	\$173,109	749%	\$165,115	-5%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$20,398	\$173,109	749%	\$165,115	-5%
Net assets					
Unrestricted	\$1,244,382	\$1,299,438	4%	\$1,278,308	-2%
Temporarily restricted	\$545,983	\$472,967	-13%	\$509,656	8%
Permanently restricted			n/a	\$0	n/a
Total net assets	\$1,790,365	\$1,772,405	-1%	\$1,803,314	2%
Total liabilities & net assets	\$1,810,763	\$1,945,514	7%	\$1,968,429	1%

Balance Sheet Metrics

	FY 2014	FY 2015	FY 2016
Months of Operating Cash -- Unrestricted	1	1	1
Total working capital -- Unrestricted	\$19,759	-\$134,866	-\$107,300
Current Ratio	1.97	0.22	0.35
Debt Service Impact	4%	60%	64%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$739,224	\$656,410	
Operating Margin	66%	-24%	21%
Depreciation as a % of Fixed Assets	42%	33%	17%
Leverage Ratio	1%	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.

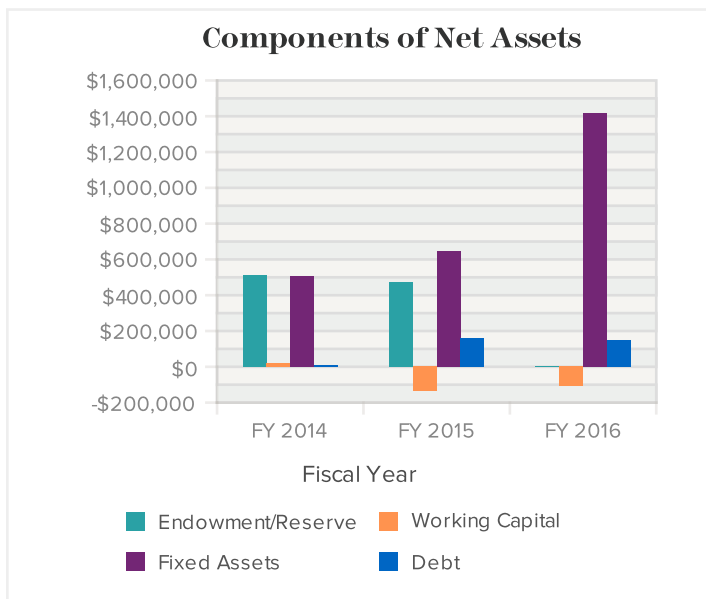
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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 (Long Term Debt divided by Total Unrestricted and Temporarily Restricted Assets) is a measurement of a company's efficiency in operating.



Attendance

In-person Participation	FY 2014	FY 2015	% Change	FY 2016	% Change
In-person participation - paid	7,353	7,000	-5%	13,700	96%
In-person participation - free	816	500	-39%	1,230	146%
Total in-person participation	8,169	7,500	-8%	14,930	99%

Types of In-person Attendance	FY 2014	FY 2015	% Change	FY 2016	% Change
Performance tickets			n/a	820	n/a
Admissions			n/a	6,500	n/a
Registrants for classes/workshops			n/a	410	n/a
Guided tours participants			n/a	6,500	n/a
Total in-person participation	8,169	7,500	-8%	14,930	99%

Attendance Ages	FY 2014	FY 2015	% Change	FY 2016	% Change
Children (18 and under)	1,000	600	-40%	2,240	273%
Seniors			n/a	6,720	n/a
Adults			n/a	5,970	n/a

Other Participation	FY 2014	FY 2015	% Change	FY 2016	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Part-time permanent employees	8	8	0%	8	0%
Part-time permanent employees - FTEs	3	3	0%	3.25	8%
Number of full-time volunteers	1	2	100%	2	0%
Number of part-time or one-time volunteers	45	45	0%	25	-44%
Part-time or one-time volunteers - FTEs	5.5	5.5	0%	1.5	-73%
Independent contractors	0	1	n/a	1	0%
Number of interns and apprentices	0	1	n/a	2	100%
Artistic Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% 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 2014	FY 2015	% Change	FY 2016	% Change
Distinct productions	13	19	46%	12	-37%
Total performances	13	19	46%	13	-32%
Distinct screenings	4	6	50%	7	17%
Total screenings	8	12	50%	14	17%
Permanent exhibits	8	8	0%	4	-50%
Objects/works in collection			n/a	2,000	n/a
Objects/works on exhibit			n/a	500	n/a
Distinct classes/workshops	1	0	-100%	1	n/a
Total classes/class sessions	0	0	n/a	20	n/a
Distinct guided tours			n/a	1	n/a
Total guided tour occurrences			n/a	850	n/a
Distinct lectures	1	3	200%		-100%
Lecture occurrences	1	3	200%		-100%
Distinct publications	2	6	200%	0	-100%
Publications distributed	1,600	15,000	838%	0	-100%
Distinct other programs	0	3	n/a		-100%
Other programs occurrences	0	3	n/a		-100%