



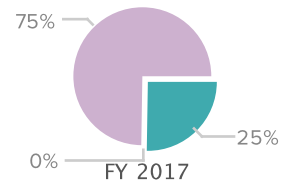
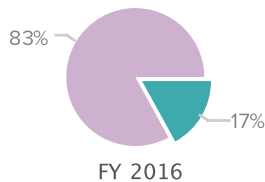
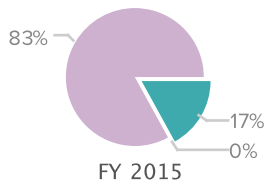
Organization Information

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: 2 - Music Fiscal year end date: 12-31
 NISP Institution: 9 - Other Museum DUNS #: 151424694
 NTEE: A50 - Museums Full-time staff: 0
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 2.74
 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	\$89,885	\$105,569	17%	\$97,688	-7%
Earned Non-program	\$87,012	\$74,177	-15%	\$63,463	-14%
Total Earned Revenue	\$176,897	\$179,746	2%	\$161,151	-10%
Investment Revenue	\$0		n/a	\$367	n/a
Contributed Revenue	\$36,436	\$36,262	-0%	\$54,945	52%
Total Unrestricted Operating Revenue	\$213,333	\$216,008	1%	\$216,463	0%
Less in-kind	(\$3,334)	(\$6,079)	82%	(\$5,844)	-4%
Total Unrestricted Operating Revenue Less In-kind	\$209,999	\$209,929	-0%	\$210,619	0%
Expenses by Functional Total					
Program	\$90,616	\$121,842	34%	\$80,499	-34%
Fundraising	\$40,205	\$0	-100%	\$3,712	n/a
General & Administrative	\$143,316	\$118,248	-17%	\$160,923	36%
Total Operating Expenses	\$274,137	\$240,090	-12%	\$245,134	2%
Less in-kind	(\$3,334)	(\$6,079)	82%	(\$5,844)	-4%
Total Operating Expenses Less In-kind	\$270,803	\$234,011	-14%	\$239,290	2%
Net Unrestricted Activity - Operating	-\$60,804	-\$24,082	60%	-\$28,671	-19%
Net Unrestricted Activity - Non-operating		\$24,157	n/a		-100%
Total Net Unrestricted Activity	-\$60,804	\$75	100%	-\$28,671	-38,328%
Net Temporarily Restricted Activity	\$8,835	\$19,453	120%	\$94,409	385%
Net Permanently Restricted Activity	\$0	\$25,150	n/a		-100%
Net Total Activity	-\$51,969	\$44,678	186%	\$65,738	47%

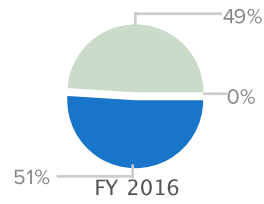
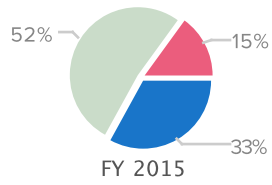
Revenue by Source

- Earned
- Investment
- Contributed

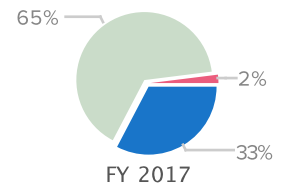


Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



The Music House Museum



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	\$13,035	\$14,275	\$12,420	\$12,420		n/a
Single ticket sales	\$17,916	\$30,641	\$15,845	\$15,845		n/a
Admissions	\$58,934	\$58,603	\$68,133	\$68,133		n/a
Tuitions and registration fees		\$2,050	\$1,290	\$1,290		n/a
Other program revenue		\$0				n/a
Total earned - program	\$89,885	\$105,569	\$97,688	\$97,688	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$46,841	\$27,812	\$25,411	\$25,411		n/a
Sponsorship revenue		\$200	\$0	\$0		n/a
Space rentals	\$37,130					n/a
Other earned revenue	\$6,004	\$46,165	\$38,052	\$38,052		n/a
Total earned - non-program	\$89,975	\$74,177	\$63,463	\$63,463	\$0	n/a
Total earned revenue	\$179,860	\$179,746	\$161,151	\$161,151		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	\$21,096	\$7,268	\$9,083	\$6,483	\$2,600	
Individual	\$42,929	\$21,435	\$46,868	\$42,368	\$4,500	
Corporate	\$200	\$640	\$0			
Foundation	\$0	\$1,590	\$250	\$250		
State government	\$12,000	\$22,760	\$12,105		\$12,105	
Federal government	\$0	\$2,390	\$1,345		\$1,345	
In-kind operating contributions	\$3,334	\$6,079	\$5,844	\$5,844		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$79,559	\$62,162	\$75,495	\$54,945	\$20,550	
Operating investment revenue	-\$37,251	\$18,651	\$74,226	\$367	\$73,859	
Total operating revenue	\$222,168	\$260,559	\$310,872	\$216,463	\$94,409	
Total operating revenue less in-kind	\$218,834	\$254,480	\$305,028	\$210,619	\$94,409	
Total non-operating revenue		\$24,209				
Total revenue	\$222,168	\$284,768	\$310,872	\$216,463	\$94,409	
Total revenue less in-kind	\$218,834	\$278,689	\$305,028	\$210,619	\$94,409	

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)	\$106,171	\$93,894	-12%	\$102,007	9%	\$66,613	\$0	\$35,394
Independent contractors	\$5,879	\$14,120	140%	\$17,125	21%	\$10,512		\$6,613
Professional fees	\$0	\$6,310	n/a	\$6,000	-5%			\$6,000
Total personnel expenses - Operating	\$112,050	\$114,324	2%	\$125,132	9%	\$77,125		\$48,007
Non-personnel expenses - Operating								
Advertising and promotion	\$33,921	\$31,945	-6%	\$31,285	-2%	\$1,330	\$661	\$29,294
Conferences and meetings	\$1,660	\$0	-100%	\$188	n/a			\$188
Dues and subscriptions	\$2,288	\$2,221	-3%	\$2,657	20%			\$2,657
Insurance	\$10,098	\$213	-98%	\$1,374	545%			\$1,374
Occupancy costs	\$43,566	\$51,205	18%	\$52,846	3%			\$52,846
Office and administration	\$18,235	\$11,603	-36%	\$16,731	44%			\$16,731
Printing, postage and shipping	\$3,377	\$2,120	-37%	\$2,348	11%			\$2,348
Collections management	\$14,738	\$8,873	-40%	\$0	-100%			
Productions and events costs	\$0	\$8,349	n/a	\$5,095	-39%	\$2,044	\$3,051	
Interest expense	\$3,537	\$6,485	83%	\$7,478	15%			\$7,478
Other operating expenses	\$30,667	\$2,752	-91%	\$0	-100%			
Total non-personnel expenses - Operating	\$162,087	\$125,766	-22%	\$120,002	-5%	\$3,374	\$3,712	\$112,916
Total operating expenses	\$274,137	\$240,090	-12%	\$245,134	2%	\$80,499	\$3,712	\$160,923
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	\$274,137	\$240,090	-12%	\$245,134	2%	\$80,499	\$3,712	\$160,923
Total expenses less in-kind	\$270,803	\$234,011	-14%	\$239,290	2%			
Total expenses less depreciation	\$274,137	\$240,090	-12%	\$245,134	2%			
Total expenses less in-kind and depreciation	\$270,803	\$234,011	-14%	\$239,290	2%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$21,698	\$25,420	17%	\$10,307	-59%
Receivables	\$0	\$15,350	n/a	\$3,711	-76%
Investments		\$9,187	n/a	\$562,598	6,024%
Prepaid expenses & other	\$16,545	\$7,858	-53%	\$9,731	24%
Total current assets	\$38,243	\$57,815	51%	\$586,347	914%
Non-current investments					
Fixed assets (net)	\$472,967	\$495,409	5%	\$625,989	-100%
Other non-current assets	\$643,028	\$1,415,205	120%	\$812,037	-56%
Total non-current assets	\$791,276	\$0	-100%	\$1,438,026	n/a
Total non-current assets	\$1,907,271	\$1,910,614	0%	\$1,438,026	-25%
Total assets	\$1,945,514	\$1,968,429	1%	\$2,024,373	3%
Liabilities & Net Assets					
	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$11,579	\$16,990	47%	\$6,679	-61%
Loans & other debt	\$160,580	\$148,125	-8%	\$38,000	-74%
Deferred revenue	\$950	\$0	-100%		n/a
Total current liabilities	\$173,109	\$165,115	-5%	\$44,679	-73%
Non-current liabilities	\$0	\$0	n/a	\$140,625	n/a
Total liabilities	\$173,109	\$165,115	-5%	\$185,304	12%
Net assets					
Unrestricted	\$1,299,438	\$1,278,308	-2%	\$1,334,474	4%
Temporarily restricted	\$472,967	\$509,656	8%	\$504,596	-1%
Permanently restricted		\$0	n/a		n/a
Total net assets	\$1,772,405	\$1,803,314	2%	\$1,839,069	2%
Total liabilities & net assets	\$1,945,514	\$1,968,429	1%	\$2,024,373	3%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	1	1	1
Total working capital -- Unrestricted	-\$134,866	-\$107,300	\$541,668
Current Ratio	0.22	0.35	13.12
Debt Service Impact	60%	64%	76%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$656,410		
Operating Margin	-24%	21%	30%
Depreciation as a % of Fixed Assets	33%	17%	n/a
Leverage Ratio	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.

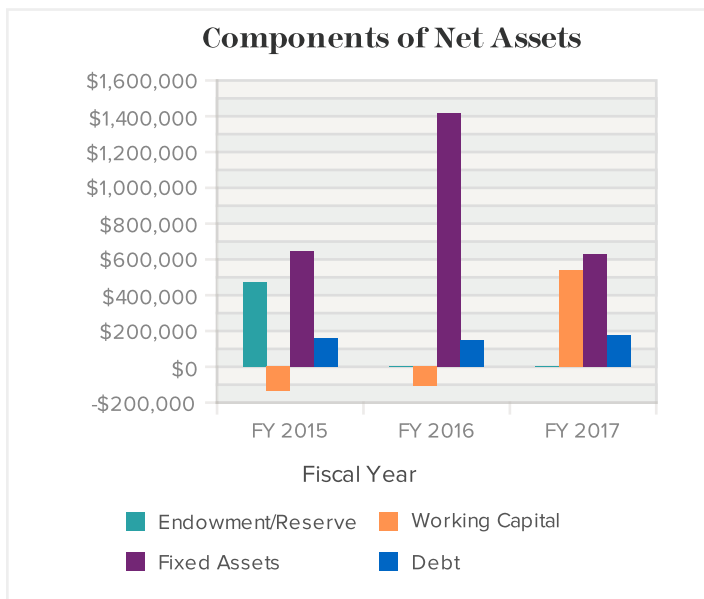
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	7,000	7,700	10%	8,400	9%
In-person participation - free	500	730	46%	620	-15%
Total in-person participation	7,500	8,430	12%	9,020	7%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		820	n/a	520	-37%
Screenings tickets		700	n/a	720	3%
Admissions		6,500	n/a	7,330	13%
Registrants for classes/workshops		410	n/a	450	10%
Total in-person participation	7,500	8,430	12%	9,020	7%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	600	1,500	150%	1,500	0%
Seniors		3,800	n/a	4,600	21%
Adults		3,130	n/a	2,920	-7%

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
Part-time permanent employees	8	8	0%	3	-62%
Part-time permanent employees - FTEs	3	3.25	8%	2.34	-28%
Part-time seasonal employees			n/a	4	n/a
Part-time seasonal employees - FTEs			n/a	0.4	n/a
Number of full-time volunteers	2	2	0%	1	-50%
Number of part-time or one-time volunteers	45	25	-44%	25	0%
Part-time or one-time volunteers - FTEs	5.5	1.5	-73%	1.5	0%
Independent contractors	1	1	0%	2	100%
Number of interns and apprentices	1	2	100%		-100%

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
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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
Distinct productions	19	12	-37%	10	-17%
Total performances	19	13	-32%	10	-23%
Distinct screenings	6	7	17%	7	0%
Total screenings	12	14	17%	14	0%
Permanent exhibits	8	4	-50%	4	0%
Objects/works in collection		2,000	n/a		-100%
Objects/works on exhibit		500	n/a		-100%
Distinct classes/workshops	0	1	n/a	1	0%
Total classes/class sessions	0	20	n/a	15	-25%
Distinct lectures	3		-100%		n/a
Lecture occurrences	3		-100%		n/a
Distinct publications	6		-100%		n/a
Publications distributed	15,000		-100%		n/a
Distinct other programs	3		-100%		n/a
Other programs occurrences	3		-100%		n/a