

## ORGANIZATION OVERVIEW

Organization Name	The Music House Museum	Year Organization Founded	1983
Address	7377 US 31 North, P.O. Box 297, Acme, MI 49610-0297	Number of Board Members	10
County	Grand Traverse	Fiscal Year End Date	12/31
Federal ID #	38-2709408	DUNS Number	151424694

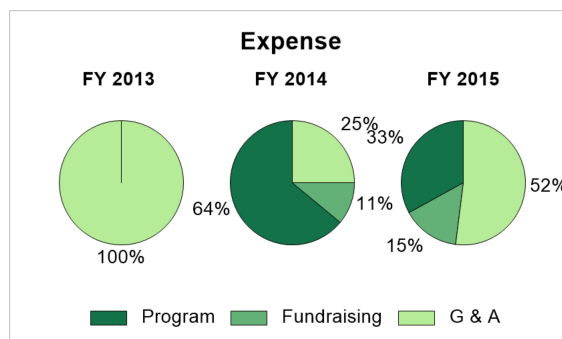
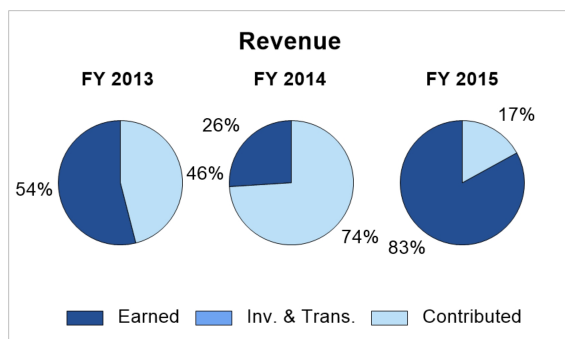
**This applicant was audited or reviewed for 12/31/2014 only.**

~0% signifies a value of less than +/- 0.5%.

\* The value is less than -999% or greater than +9999%.

## ORGANIZATION SUMMARY

Financial Activity	FY 2013	FY 2014	% chg	FY 2015	% chg
<b>Unrestricted Activity</b>					
<b>Revenue</b>					
Earned					
Program	\$83,072	\$120,597	45%	\$92,926	-23%
Non-program	59,120	67,210	14%	83,971	25%
Total Earned	142,192	187,807	32%	176,897	-6%
Investment & Transfers	1,131	580	-49%	0	n/a
Contributed	121,536	534,383	340%	36,436	-93%
<b>Total Unrestricted Revenue</b>	<b>\$264,859</b>	<b>\$722,770</b>	<b>173%</b>	<b>\$213,333</b>	<b>-70%</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$263,815</b>	<b>\$721,272</b>	<b>173%</b>	<b>\$209,999</b>	<b>-71%</b>
<b>Expenses</b>					
Program	\$0	\$184,004	n/a	\$90,616	-51%
Fundraising	729	30,538	4089%	40,205	32%
General & Administrative	227,369	72,197	-68%	143,316	99%
<b>Total Expenses</b>	<b>\$228,098</b>	<b>\$286,739</b>	<b>26%</b>	<b>\$274,137</b>	<b>-4%</b>
<b>Total Expenses Less In-Kind</b>	<b>\$227,054</b>	<b>\$285,241</b>	<b>26%</b>	<b>\$270,803</b>	<b>-5%</b>
<b>Net Unrestricted Activity</b>	<b>\$36,761</b>	<b>\$436,031</b>		<b>(\$60,804)</b>	
<b>Net Temporarily Restricted Activity</b>	<b>\$109,803</b>	<b>\$41,520</b>		<b>\$8,835</b>	
<b>Net Permanently Restricted Activity</b>	<b>\$0</b>	<b>\$0</b>		<b>\$0</b>	
<b>Net Total Activity</b>	<b>\$146,564</b>	<b>\$477,551</b>		<b>(\$51,969)</b>	



# REVENUE

<b>Earned</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
1 Admissions	\$54,320	\$63,922	18%	\$58,934	-8%
2 Ticket Sales	\$10,919	\$10,200	-7%	\$17,916	76%
3 Tuitions	\$0	\$0	n/a	\$0	n/a
4 Workshop & Lecture Fees	\$836	\$0	n/a	\$0	n/a
5 Touring Fees	\$0	\$0	n/a	\$0	n/a
6 Special Events - Non-fundraising	\$0	\$0	n/a	\$840	n/a
7 Gift Shop/Merchandise Sales	\$34,445	\$35,770	4%	\$46,841	31%
7a Gallery/Publication Sales	\$0	\$0	n/a	\$0	n/a
8 Food Sales/Concession Revenue	\$386	\$0	n/a	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a	\$0	n/a
9 Membership Dues/Fees	\$8,825	\$9,565	8%	\$13,035	36%
10 Subscriptions - Performance	\$0	\$0	n/a	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$0	n/a	\$0	n/a
12 Rental Income	\$24,289	\$31,440	29%	\$37,130	18%
13 Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
14 Advertising Revenue	\$0	\$0	n/a	\$0	n/a
15 Sponsorship Revenue	\$0	\$0	n/a	\$0	n/a
16 Investments-Realized Gain/Losses	\$0	\$580	n/a	(\$10,948)	*
17 Investments-Unrealized Gains/Losses	\$48,888	\$2,668	-95%	(\$35,086)	*
18 Interest & Dividends	\$21,726	\$28,161	30%	\$8,783	-69%
19 Other Earned Revenue	\$8,172	\$10,345	27%	\$5,164	-50%
<b>20 Total Earned Revenue</b>	<b>\$212,806</b>	<b>\$192,651</b>	<b>-9%</b>	<b>\$142,609</b>	<b>-26%</b>
<b>Contributed</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
21 Trustee/Board Contributions	\$120,784	\$4,150	-97%	\$21,096	408%
22 Individual Contributions	\$19,228	\$548,291	2752%	\$42,929	-92%
23 Corporate Contributions	\$0	\$0	n/a	\$200	n/a
24 Foundation Contributions	\$8,000	\$15,500	94%	\$0	n/a
25 Government - City	\$0	\$0	n/a	\$0	n/a
26 Government - County	\$0	\$0	n/a	\$0	n/a
27 Government - State	\$12,800	\$2,200	-83%	\$12,000	445%
28 Government - Federal	\$0	\$0	n/a	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a	\$0	n/a
29 Special Events - Fundraising	\$0	\$0	n/a	\$0	n/a
30 Other Contributions	\$0	\$0	n/a	\$0	n/a
30b Parent Organization Support	\$0	\$0	n/a	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a	\$0	n/a
31 In-kind Contributions	\$1,044	\$1,498	43%	\$3,334	123%
32 Net Assets Released from Restrictions	\$0	\$0	n/a	\$0	n/a
<b>33 Total Contributed Revenue and Net Assets Released from Restrictions</b>	<b>\$161,856</b>	<b>\$571,639</b>	<b>253%</b>	<b>\$79,559</b>	<b>-86%</b>
<b>34 Total Earned and Contributed Revenue Including Net Assets Released</b>	<b>\$374,662</b>	<b>\$764,290</b>	<b>104%</b>	<b>\$222,168</b>	<b>-71%</b>
35 Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
<b>Total Revenue</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
<b>36 Total Revenue</b>	<b>\$374,662</b>	<b>\$764,290</b>	<b>104%</b>	<b>\$222,168</b>	<b>-71%</b>
<b>Total Unrestricted Revenue</b>	<b>\$264,859</b>	<b>\$722,770</b>	<b>173%</b>	<b>\$213,333</b>	<b>-70%</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$263,815</b>	<b>\$721,272</b>	<b>173%</b>	<b>\$209,999</b>	<b>-71%</b>

# EXPENSE

Expense	FY 2013	FY 2014	% chg	FY 2015	% chg
1 Total Salaries & Fringe (From Section 5)	\$64,931	\$87,232	34%	\$106,171	22%
2 Accounting	\$5,225	\$3,388	-35%	\$8,175	141%
3 Advertising and Marketing	\$26,295	\$34,207	30%	\$31,093	-9%
4 Artist Commission Fees	\$0	\$0	n/a	\$0	n/a
4a Artist Consignments	\$0	\$0	n/a	\$0	n/a
5 Artists & Performers - Non-Salaried	\$3,750	\$4,000	7%	\$5,879	47%
6 Audit	\$0	\$0	n/a	\$0	n/a
7 Bank Fees	\$2,242	\$2,403	7%	\$4,252	77%
8 Repairs & Maintenance	\$15,312	\$24,654	61%	\$24,792	1%
9 Catering & Hospitality	\$0	\$0	n/a	\$893	n/a
10 Collections Conservation	\$2,907	\$13,219	355%	\$14,738	11%
11 Collections Management	\$0	\$0	n/a	\$0	n/a
12 Conferences & Meetings	\$0	\$876	n/a	\$686	-22%
13 Cost of Sales	\$14,908	\$25,684	72%	\$17,766	-31%
14 Depreciation	\$24,811	\$20,657	-17%	\$0	n/a
15 Dues & Subscriptions	\$2,956	\$3,267	11%	\$2,288	-30%
16 Equipment Rental	\$0	\$0	n/a	\$0	n/a
17 Facilities - Other	\$0	\$2,725	n/a	\$2,235	-18%
18 Fundraising Expenses - Other	\$729	\$0	n/a	\$9,567	n/a
19 Fundraising Professionals	\$0	\$0	n/a	\$0	n/a
20 Grantmaking Expense	\$0	\$0	n/a	\$0	n/a
21 Honoraria	\$0	\$0	n/a	\$0	n/a
22 In-Kind Contributions	\$1,044	\$1,498	43%	\$3,334	123%
23 Insurance	\$7,081	\$8,767	24%	\$10,098	15%
24 Interest Expense	\$20,751	\$2,893	-86%	\$3,537	22%
25 Internet & Website	\$1,392	\$5,211	274%	\$2,828	-46%
26 Investment Fees	\$0	\$0	n/a	\$0	n/a
27 Legal Fees	\$0	\$0	n/a	\$0	n/a
28 Lodging & Meals	\$0	\$0	n/a	\$0	n/a
29 Major Repairs	\$0	\$0	n/a	\$0	n/a
30 Office Expense - Other	\$0	\$0	n/a	\$0	n/a
31 Other	\$0	\$16,608	n/a	\$0	n/a
32 Postage & Shipping	\$1,103	\$1,195	8%	\$1,237	4%
33 Printing	\$3,371	\$1,128	-67%	\$2,140	90%
34 Production & Exhibition Costs	\$1,738	\$0	n/a	\$0	n/a
34a Programs - Other	\$0	\$0	n/a	\$0	n/a
35 Professional Development	\$9,378	\$253	-97%	\$81	-68%
36 Professional Fees - Other	\$0	\$0	n/a	\$0	n/a
37 Public Relations	\$0	\$0	n/a	\$0	n/a
38 Rent	\$0	\$0	n/a	\$0	n/a
38a Recording & Broadcast Costs	\$0	\$0	n/a	\$0	n/a
38b Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
39 Sales Commission Fees	\$0	\$0	n/a	\$0	n/a
39a Security	\$0	\$1,770	n/a	\$2,554	44%
40 Supplies - Office and Other	\$2,915	\$2,963	2%	\$2,584	-13%
41 Telephone	\$1,603	\$3,103	94%	\$3,224	4%
42 Touring	\$0	\$0	n/a	\$0	n/a
43 Travel	\$0	\$0	n/a	\$0	n/a
44 Utilities	\$13,656	\$19,038	39%	\$13,985	-27%
<b>Total Expense</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
<b>45 Total Expenses</b>	<b>\$228,098</b>	<b>\$286,739</b>	<b>26%</b>	<b>\$274,137</b>	<b>-4%</b>
<b>Total Expenses Less In-Kind</b>	<b>\$227,054</b>	<b>\$285,241</b>	<b>26%</b>	<b>\$270,803</b>	<b>-5%</b>
<b>46 Change in Net Assets</b>	<b>\$146,564</b>	<b>\$477,551</b>	<b>226%</b>	<b>(\$51,969)</b>	<b>-111%</b>

## DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

### **REVENUE**

- |   |  |
|---|--|
| 6a Special Events - Non-fundraising, Briefly Describe | School Days  |
| 19a If Other Earned Revenue, Briefly Describe         | Fed Income tax reimbursemt, Sale of Donated items, Sale of Museum Assets, Volunteer Income |
| 31a In-Kind Contributions, Briefly Describe           | Instrument and facility maintenance  |

### **EXPENSES: SALARIES AND FRINGE**

- |                                       |                        |
|---------------------------------------|------------------------|
| 8a Benefits - Other, Briefly Describe | Staff Holiday luncheon |
|---------------------------------------|------------------------|

### **EXPENSES**

- |  |  |
|--|--|
| 17a Facilities - Other, Briefly Describe           | Real Estate taxes on rental property   |
| 18a Fundraising Expenses - Other, Briefly Describe | Participation fees for Swing Shift and cost of decorations and food & wine for fundraisers |

**BALANCE SHEET TRENDS**

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

<b>Assets</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
Current Assets					
Cash	\$59,030	\$25,134	-57%	\$21,698	-14%
Receivables	4,019	630	-84%	0	n/a
Prepaid Expenses & Other	15,391	14,393	-6%	16,545	15%
Total Current Assets	78,440	40,157	-49%	38,243	-5%
Investments	504,463	510,218	1%	472,967	-7%
Fixed Assets (net)	369,934	505,158	37%	643,028	27%
Non-Current Assets	752,932	755,230	~0%	791,276	5%
<b>Total Assets</b>	<b>\$1,705,769</b>	<b>\$1,810,763</b>	<b>6%</b>	<b>\$1,945,514</b>	<b>7%</b>
<b>Liabilities &amp; Net Assets</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
Liabilities					
Current Liabilities					
Accounts Payable & Other	\$9,304	\$9,448	2%	\$11,579	23%
Loans & Other Debt	35,519	10,000	-72%	160,580	1506%
Deferred Revenue	0	950	n/a	950	0%
Total Current Liabilities	44,823	20,398	-54%	173,109	749%
Non-Current Liabilities	348,132	0	n/a	0	n/a
<b>Total Liabilities</b>	<b>\$392,955</b>	<b>\$20,398</b>	<b>-95%</b>	<b>\$173,109</b>	<b>749%</b>
<b>Net Assets</b>					
Unrestricted	\$808,351	\$1,244,382	54%	\$1,299,438	4%
Temporarily Restricted	504,463	545,983	8%	472,967	-13%
Permanently Restricted	0	0	n/a	0	n/a
<b>Total Net Assets</b>	<b>\$1,312,814</b>	<b>\$1,790,365</b>	<b>36%</b>	<b>\$1,772,405</b>	<b>-1%</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$1,705,769</b>	<b>\$1,810,763</b>	<b>6%</b>	<b>\$1,945,514</b>	<b>7%</b>

## BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

Financial Position	FY 2013	FY 2014	FY 2015
Net assets as a % of total expenses	576%	624%	647%
Total Working Capital	\$33,617	\$19,759	(\$134,866)
Fixed Assets (net)	\$369,934	\$505,158	\$643,028
Total Endowment	\$504,463	\$510,218	\$472,967
Total Debt	\$383,651	\$10,000	\$160,580

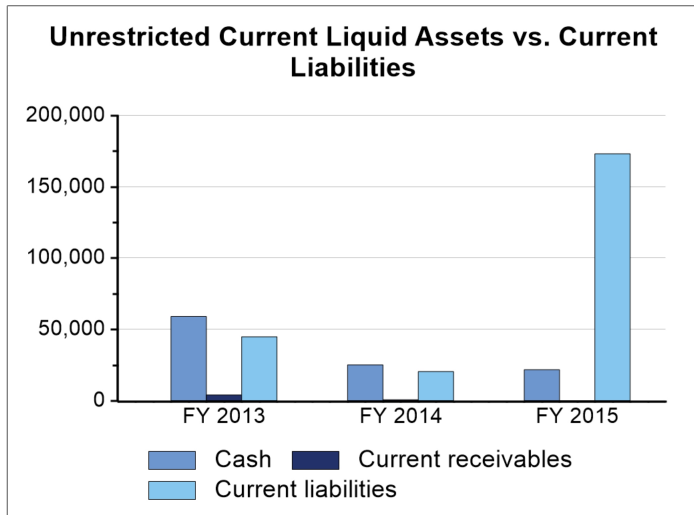
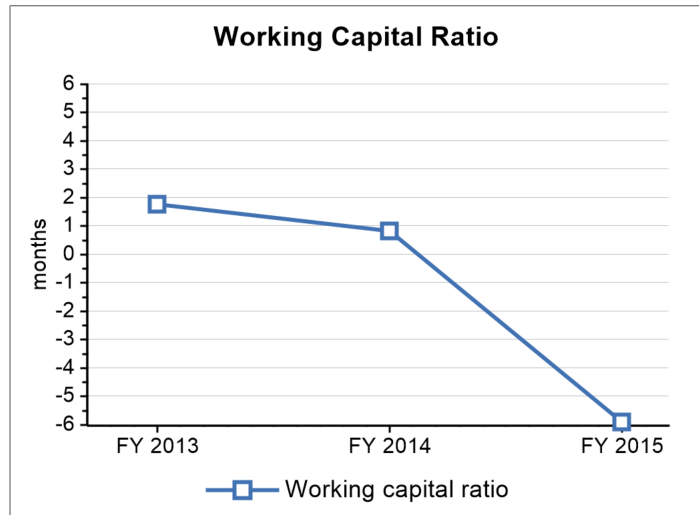
**Net assets as a % of total expenses** measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

**Total working capital** consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) 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.

**Fixed assets (net)** include all land, buildings, equipment, and other fixed assets 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 endowment** includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

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



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating revenue are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

## NON FINANCIAL INFORMATION (Section 11)

<b>Staff &amp; Non-staff Statistics (Number of People)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
1 Full-time Permanent Employees	0.00	0.00	n/a	0.00	n/a
2 Part-time/Seasonal Employees	8.00	8.00	0%	8.00	0%
3 Part-time/Seasonal Empl. - FTEs	2.50	3.00	20%	3.00	0%
4 Full-time Volunteers	0.00	1.00	n/a	2.00	100%
5 Part-time Volunteers	40.00	45.00	12%	45.00	0%
6 Part-time Volunteers - FTEs	3.50	5.50	57%	5.50	0%
7 Independent Contractors	0.00	0.00	n/a	1.00	n/a
8 Independent Contractors - FTEs	0.00	0.00	n/a	0.50	n/a
9 Interns/Apprentices	0.00	0.00	n/a	1.00	n/a
10 Interns/Apprentices - FTEs	0.00	0.00	n/a	0.50	n/a

<b>Number of Contributors</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
1 Individuals	250	300	20%	200	-33%
2 Board	9	8	-11%	9	12%
3 Corporate	0	0	n/a	2	n/a
4 Foundation	1	1	0%	0	n/a
5 Government (Federal, State & Local)	1	1	0%	1	0%

<b>Attendance (Number of People)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
1 Total Paid Attendance	6,360	7,353	16%	7,000	-5%
Physical	6,360	7,353	16%	7,000	-5%
Virtual	0	0	n/a	0	n/a
2 Total Free Attendance	700	816	17%	500	-39%
Physical	700	816	17%	500	-39%
Virtual	0	0	n/a	0	n/a
<b>3 Total Attendance</b>	<b>7,060</b>	<b>8,169</b>	<b>16%</b>	<b>7,500</b>	<b>-8%</b>
4 Children 18 and under	1,100	1,000	-9%	600	-40%
5 Number of Groups of Children 18 and Under	10	8	-20%	3	-62%
5a Number of Other Groups	0	80	n/a	75	-6%
6 Attendance - Classes/Workshops	275	430	56%	0	n/a

<b>Subscribers &amp; Members</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
1 Paying Subscribers - Performance	0	0	n/a	0	n/a
1a Paying Subscribers - Media	0	0	n/a	0	n/a
1b Non-paying Subscribers - Media	0	0	n/a	0	n/a
2 Paying Members	83	118	42%	175	48%
3 How many people are both members and subscribers?	0	0	n/a	0	n/a

# **NON FINANCIAL INFORMATION (Continued)**

<b>Pricing (in dollars)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
1 Average Adult Price	\$11.00	\$12.00	9%	\$12.00	0%
2 Average Child Price	\$4.00	\$5.00	25%	\$5.00	0%
3 Average Senior Citizen Price	\$11.00	\$12.00	9%	\$12.00	0%
4 Average Student Price	\$0.00	\$5.00	n/a	\$5.00	0%
5 Highest Single Price	\$11.00	\$12.00	9%	\$12.00	0%
6 Lowest Single Price	\$4.00	\$5.00	25%	\$5.00	0%
7 Median Price	\$8.00	\$9.00	12%	\$9.00	0%
8 Average Adult Tuition/Workshop Price	\$0.00	\$0.00	n/a	\$0.00	n/a
9 Average Child Tuition/Workshop Price	\$4.00	\$5.00	25%	\$5.00	0%
10 Average Publication Price	\$0.00	\$0.00	n/a	\$0.00	n/a
11 Average Fundraising Special Event Price	\$15.00	\$15.00	0%	\$15.00	0%
12 Average Non-fundraising Special Event Price	\$0.00	\$0.00	n/a	\$15.00	n/a
13 Average Media Content Price	\$0.00	\$10.00	n/a	\$0.00	n/a

<b>Program Activity (Number of Events)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>	<b>FY 2015</b>	<b>% chg</b>
1 Live Productions - Self-Produced	13	13	0%	19	46%
1a Live Productions - Presented Only	0	0	n/a	0	n/a
2 Public Performances - Home	13	13	0%	19	46%
3 Public Performances - Away	0	0	n/a	0	n/a
3a Online/radio/television programs	0	0	n/a	0	n/a
4 Permanent Exhibitions	8	8	0%	8	0%
5 Temporary Exhibitions	0	0	n/a	0	n/a
6 Classes/Workshops - for the public/constituents	1	1	0%	0	n/a
7 Classes/Workshops - for professional artists	0	0	n/a	0	n/a
7a Publications	0	2	n/a	6	200%
7b Number of Publications Distributed	0	1,600	n/a	15,000	838%
8 Tours	0	80	n/a	75	-6%
8a Number of Tour Occurrences	0	80	n/a	75	-6%
9 Films	4	4	0%	6	50%
9a Number of Film Screenings	8	8	0%	12	50%
10 Lectures	0	1	n/a	3	200%
10a Number of Lecture Occurrences	0	1	n/a	3	200%
11 Exhibition Openings	0	0	n/a	0	n/a
12 World Premieres	1	0	n/a	0	n/a
13 National Premieres	1	0	n/a	0	n/a
14 Local Premieres	1	0	n/a	1	n/a
15 Works Commissioned	0	0	n/a	0	n/a
16 Workshops or readings of new works	0	0	n/a	0	n/a
17 Programs - Other	0	0	n/a	3	n/a
17a Number of Programs - Other Occurrences	0	0	n/a	3	n/a
18 Off-site School Programs	0	0	n/a	0	n/a
18a Number of Off-site School Program Occurrences	0	0	n/a	0	n/a
19 Facility Rentals - By your org. for your program use	0	0	n/a	0	n/a
20 Facility Rentals - By your org. for your non-program use	0	0	n/a	0	n/a
21 Facility Rentals - Of your org. for another org's use	8	8	0%	4	-50%

## ORGANIZATION OVERVIEW

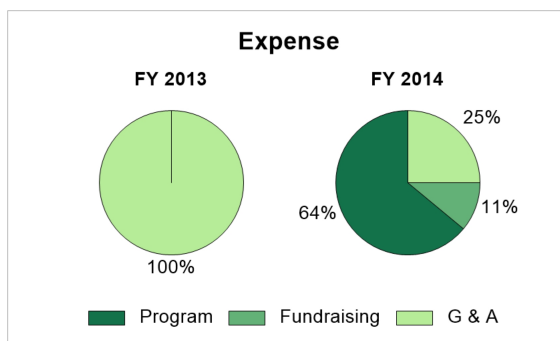
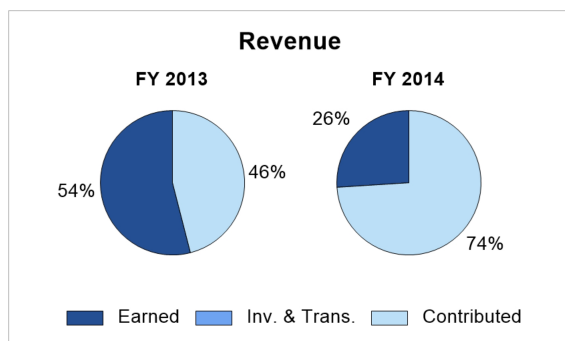
Organization Name	The Music House Museum	Year Organization Founded	1983
Address	7377 US 31 North, P.O. Box 297, Acme, MI 49610-0297	Number of Board Members	10
County	Grand Traverse	Fiscal Year End Date	12/31
Federal ID #	38-2709408	DUNS Number	151424694

**This applicant was audited or reviewed for 12/31/2014 only.**

~0% signifies a value of less than +/- 0.5%.

## ORGANIZATION SUMMARY

Financial Activity	FY 2013	FY 2014	% chg
<b>Unrestricted Activity</b>			
<b>Revenue</b>			
Earned			
Program	\$83,072	\$120,597	45%
Non-program	59,120	67,210	14%
Total Earned	142,192	187,807	32%
Investment & Transfers	1,131	580	-49%
Contributed	121,536	534,383	340%
<b>Total Unrestricted Revenue</b>	<b>\$264,859</b>	<b>\$722,770</b>	<b>173%</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$263,815</b>	<b>\$721,272</b>	<b>173%</b>
<b>Expenses</b>			
Program	\$0	\$184,004	n/a
Fundraising	729	30,538	4089%
General & Administrative	227,369	72,197	-68%
<b>Total Expenses</b>	<b>\$228,098</b>	<b>\$286,739</b>	<b>26%</b>
Total Expenses Less In-Kind	\$227,054	\$285,241	26%
<b>Net Unrestricted Activity</b>	<b>\$36,761</b>	<b>\$436,031</b>	
<b>Net Temporarily Restricted Activity</b>	<b>\$109,803</b>	<b>\$41,520</b>	
<b>Net Permanently Restricted Activity</b>	<b>\$0</b>	<b>\$0</b>	
<b>Net Total Activity</b>	<b>\$146,564</b>	<b>\$477,551</b>	



# REVENUE

<b>Earned</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Admissions	\$54,320	\$63,922	18%
2 Ticket Sales	\$10,919	\$10,200	-7%
3 Tuitions	\$0	\$0	n/a
4 Workshop & Lecture Fees	\$836	\$0	n/a
5 Touring Fees	\$0	\$0	n/a
6 Special Events - Non-fundraising	\$0	\$0	n/a
7 Gift Shop/Merchandise Sales	\$34,445	\$35,770	4%
7a Gallery/Publication Sales	\$0	\$0	n/a
8 Food Sales/Concession Revenue	\$386	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a
9 Membership Dues/Fees	\$8,825	\$9,565	8%
10 Subscriptions - Performance	\$0	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$0	n/a
12 Rental Income	\$24,289	\$31,440	29%
13 Royalties/Rights & Reproductions	\$0	\$0	n/a
14 Advertising Revenue	\$0	\$0	n/a
15 Sponsorship Revenue	\$0	\$0	n/a
16 Investments-Realized Gain/Losses	\$0	\$580	n/a
17 Investments-Unrealized Gains/Losses	\$48,888	\$2,668	-95%
18 Interest & Dividends	\$21,726	\$28,161	30%
19 Other Earned Revenue	\$8,172	\$10,345	27%
<b>20 Total Earned Revenue</b>	<b>\$212,806</b>	<b>\$192,651</b>	<b>-9%</b>
<b>Contributed</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
21 Trustee/Board Contributions	\$120,784	\$4,150	-97%
22 Individual Contributions	\$19,228	\$548,291	2752%
23 Corporate Contributions	\$0	\$0	n/a
24 Foundation Contributions	\$8,000	\$15,500	94%
25 Government - City	\$0	\$0	n/a
26 Government - County	\$0	\$0	n/a
27 Government - State	\$12,800	\$2,200	-83%
28 Government - Federal	\$0	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a
29 Special Events - Fundraising	\$0	\$0	n/a
30 Other Contributions	\$0	\$0	n/a
30b Parent Organization Support	\$0	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a
31 In-kind Contributions	\$1,044	\$1,498	43%
32 Net Assets Released from Restrictions	\$0	\$0	n/a
<b>33 Total Contributed Revenue and Net Assets Released from Restrictions</b>	<b>\$161,856</b>	<b>\$571,639</b>	<b>253%</b>
<b>34 Total Earned and Contributed Revenue Including Net Assets Released</b>	<b>\$374,662</b>	<b>\$764,290</b>	<b>104%</b>
35 Transfers & Reclassifications	\$0	\$0	n/a
<b>Total Revenue</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
<b>36 Total Revenue</b>	<b>\$374,662</b>	<b>\$764,290</b>	<b>104%</b>
<b>Total Unrestricted Revenue</b>	<b>\$264,859</b>	<b>\$722,770</b>	<b>173%</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$263,815</b>	<b>\$721,272</b>	<b>173%</b>

# EXPENSE

Expense	FY 2013	FY 2014	% chg
1 Total Salaries & Fringe (From Section 5)	\$64,931	\$87,232	34%
2 Accounting	\$5,225	\$3,388	-35%
3 Advertising and Marketing	\$26,295	\$34,207	30%
4 Artist Commission Fees	\$0	\$0	n/a
4a Artist Consignments	\$0	\$0	n/a
5 Artists & Performers - Non-Salaried	\$3,750	\$4,000	7%
6 Audit	\$0	\$0	n/a
7 Bank Fees	\$2,242	\$2,403	7%
8 Repairs & Maintenance	\$15,312	\$24,654	61%
9 Catering & Hospitality	\$0	\$0	n/a
10 Collections Conservation	\$2,907	\$13,219	355%
11 Collections Management	\$0	\$0	n/a
12 Conferences & Meetings	\$0	\$876	n/a
13 Cost of Sales	\$14,908	\$25,684	72%
14 Depreciation	\$24,811	\$20,657	-17%
15 Dues & Subscriptions	\$2,956	\$3,267	11%
16 Equipment Rental	\$0	\$0	n/a
17 Facilities - Other	\$0	\$2,725	n/a
18 Fundraising Expenses - Other	\$729	\$0	n/a
19 Fundraising Professionals	\$0	\$0	n/a
20 Grantmaking Expense	\$0	\$0	n/a
21 Honoraria	\$0	\$0	n/a
22 In-Kind Contributions	\$1,044	\$1,498	43%
23 Insurance	\$7,081	\$8,767	24%
24 Interest Expense	\$20,751	\$2,893	-86%
25 Internet & Website	\$1,392	\$5,211	274%
26 Investment Fees	\$0	\$0	n/a
27 Legal Fees	\$0	\$0	n/a
28 Lodging & Meals	\$0	\$0	n/a
29 Major Repairs	\$0	\$0	n/a
30 Office Expense - Other	\$0	\$0	n/a
31 Other	\$0	\$16,608	n/a
32 Postage & Shipping	\$1,103	\$1,195	8%
33 Printing	\$3,371	\$1,128	-67%
34 Production & Exhibition Costs	\$1,738	\$0	n/a
34a Programs - Other	\$0	\$0	n/a
35 Professional Development	\$9,378	\$253	-97%
36 Professional Fees - Other	\$0	\$0	n/a
37 Public Relations	\$0	\$0	n/a
38 Rent	\$0	\$0	n/a
38a Recording & Broadcast Costs	\$0	\$0	n/a
38b Royalties/Rights & Reproductions	\$0	\$0	n/a
39 Sales Commission Fees	\$0	\$0	n/a
39a Security	\$0	\$1,770	n/a
40 Supplies - Office and Other	\$2,915	\$2,963	2%
41 Telephone	\$1,603	\$3,103	94%
42 Touring	\$0	\$0	n/a
43 Travel	\$0	\$0	n/a
44 Utilities	\$13,656	\$19,038	39%
<b>Total Expense</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
<b>45 Total Expenses</b>	<b>\$228,098</b>	<b>\$286,739</b>	<b>26%</b>
<b>Total Expenses Less In-Kind</b>	<b>\$227,054</b>	<b>\$285,241</b>	<b>26%</b>
<b>46 Change in Net Assets</b>	<b>\$146,564</b>	<b>\$477,551</b>	<b>226%</b>

## DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

### REVENUE

19a If Other Earned Revenue, Briefly Describe

Net assets released from restrictions, Sale of donated items, Donated goods, \$729 Miscellaneous

31a In-Kind Contributions, Briefly Describe

Donation of piano tuning and supplies by volunteers

### EXPENSES

17a Facilities - Other, Briefly Describe

Real Estate Taxes on Rental House

31a If Other, Briefly Describe

Cash overage, Income tax, Loss on disposal of assets

**BALANCE SHEET TRENDS**

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

<b>Assets</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
Current Assets			
Cash	\$59,030	\$25,134	-57%
Receivables	4,019	630	-84%
Prepaid Expenses & Other	15,391	14,393	-6%
Total Current Assets	78,440	40,157	-49%
Investments	504,463	510,218	1%
Fixed Assets (net)	369,934	505,158	37%
Non-Current Assets	752,932	755,230	~0%
<b>Total Assets</b>	<b>\$1,705,769</b>	<b>\$1,810,763</b>	<b>6%</b>

<b>Liabilities &amp; Net Assets</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
Liabilities			
Current Liabilities			
Accounts Payable & Other	\$9,304	\$9,448	2%
Loans & Other Debt	35,519	10,000	-72%
Deferred Revenue	0	950	n/a
Total Current Liabilities	44,823	20,398	-54%
Non-Current Liabilities	348,132	0	n/a
<b>Total Liabilities</b>	<b>\$392,955</b>	<b>\$20,398</b>	<b>-95%</b>

<b>Net Assets</b>			
Unrestricted	\$808,351	\$1,244,382	54%
Temporarily Restricted	504,463	545,983	8%
Permanently Restricted	0	0	n/a
<b>Total Net Assets</b>	<b>\$1,312,814</b>	<b>\$1,790,365</b>	<b>36%</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$1,705,769</b>	<b>\$1,810,763</b>	<b>6%</b>

## BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

Financial Position	FY 2013	FY 2014
Net assets as a % of total expenses	576%	624%
Total Working Capital	\$33,617	\$19,759
Fixed Assets (net)	\$369,934	\$505,158
Total Endowment	\$504,463	\$510,218
Total Debt	\$383,651	\$10,000

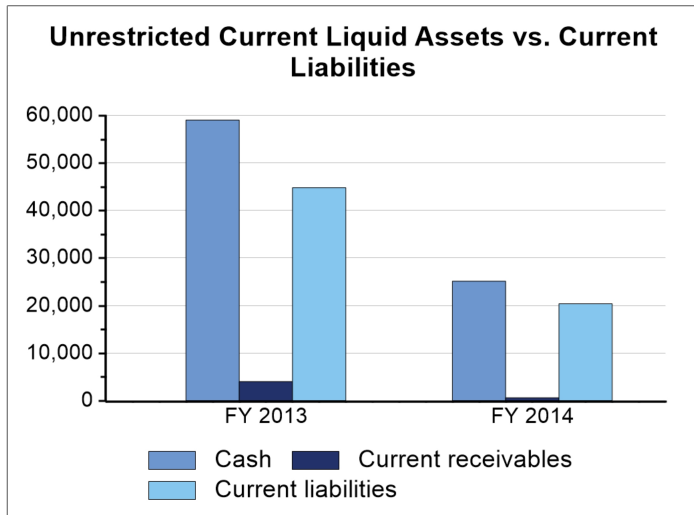
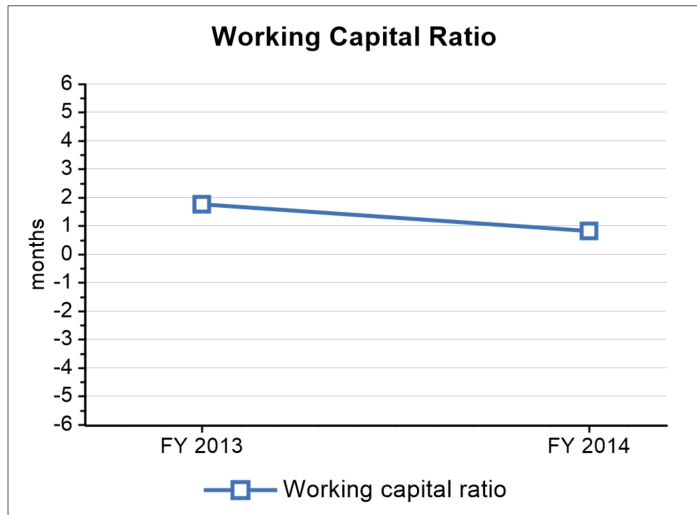
**Net assets as a % of total expenses** measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

**Total working capital** consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) 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.

**Fixed assets (net)** include all land, buildings, equipment, and other fixed assets 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 endowment** includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

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



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating revenue are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

## NON FINANCIAL INFORMATION (Section 11)

<b>Staff &amp; Non-staff Statistics (Number of People)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Full-time Permanent Employees	0.00	0.00	n/a
2 Part-time/Seasonal Employees	8.00	8.00	0%
3 Part-time/Seasonal Empl. - FTEs	2.50	3.00	20%
4 Full-time Volunteers	0.00	1.00	n/a
5 Part-time Volunteers	40.00	45.00	12%
6 Part-time Volunteers - FTEs	3.50	5.50	57%
7 Independent Contractors	0.00	0.00	n/a
8 Independent Contractors - FTEs	0.00	0.00	n/a
9 Interns/Apprentices	0.00	0.00	n/a
10 Interns/Apprentices - FTEs	0.00	0.00	n/a

<b>Number of Contributors</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Individuals	250	300	20%
2 Board	9	8	-11%
3 Corporate	0	0	n/a
4 Foundation	1	1	0%
5 Government (Federal, State & Local)	1	1	0%

<b>Attendance (Number of People)</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Total Paid Attendance	6,360	7,353	16%
Physical	6,360	7,353	16%
Virtual	0	0	n/a
2 Total Free Attendance	700	816	17%
Physical	700	816	17%
Virtual	0	0	n/a
<b>3 Total Attendance</b>	<b>7,060</b>	<b>8,169</b>	<b>16%</b>
4 Children 18 and under	1,100	1,000	-9%
5 Number of Groups of Children 18 and Under	10	8	-20%
5a Number of Other Groups	0	80	n/a
6 Attendance - Classes/Workshops	275	430	56%

<b>Subscribers &amp; Members</b>	<b>FY 2013</b>	<b>FY 2014</b>	<b>% chg</b>
1 Paying Subscribers - Performance	0	0	n/a
1a Paying Subscribers - Media	0	0	n/a
1b Non-paying Subscribers - Media	0	0	n/a
2 Paying Members	83	118	42%
3 How many people are both members and subscribers?	0	0	n/a

## NON FINANCIAL INFORMATION (Continued)

Pricing (in dollars)	FY 2013	FY 2014	% chg
1 Average Adult Price	\$11.00	\$12.00	9%
2 Average Child Price	\$4.00	\$5.00	25%
3 Average Senior Citizen Price	\$11.00	\$12.00	9%
4 Average Student Price	\$0.00	\$5.00	n/a
5 Highest Single Price	\$11.00	\$12.00	9%
6 Lowest Single Price	\$4.00	\$5.00	25%
7 Median Price	\$8.00	\$9.00	12%
8 Average Adult Tuition/Workshop Price	\$0.00	\$0.00	n/a
9 Average Child Tuition/Workshop Price	\$4.00	\$5.00	25%
10 Average Publication Price	\$0.00	\$0.00	n/a
11 Average Fundraising Special Event Price	\$15.00	\$15.00	0%
12 Average Non-fundraising Special Event Price	\$0.00	\$0.00	n/a
13 Average Media Content Price	\$0.00	\$10.00	n/a

Program Activity (Number of Events)	FY 2013	FY 2014	% chg
1 Live Productions - Self-Produced	13	13	0%
1a Live Productions - Presented Only	0	0	n/a
2 Public Performances - Home	13	13	0%
3 Public Performances - Away	0	0	n/a
3a Online/radio/television programs	0	0	n/a
4 Permanent Exhibitions	8	8	0%
5 Temporary Exhibitions	0	0	n/a
6 Classes/Workshops - for the public/constituents	1	1	0%
7 Classes/Workshops - for professional artists	0	0	n/a
7a Publications	0	2	n/a
7b Number of Publications Distributed	0	1,600	n/a
8 Tours	0	80	n/a
8a Number of Tour Occurrences	0	80	n/a
9 Films	4	4	0%
9a Number of Film Screenings	8	8	0%
10 Lectures	0	1	n/a
10a Number of Lecture Occurrences	0	1	n/a
11 Exhibition Openings	0	0	n/a
12 World Premieres	1	0	n/a
13 National Premieres	1	0	n/a
14 Local Premieres	1	0	n/a
15 Works Commissioned	0	0	n/a
16 Workshops or readings of new works	0	0	n/a
17 Programs - Other	0	0	n/a
17a Number of Programs - Other Occurrences	0	0	n/a
18 Off-site School Programs	0	0	n/a
18a Number of Off-site School Program Occurrences	0	0	n/a
19 Facility Rentals - By your org. for your program use	0	0	n/a
20 Facility Rentals - By your org. for your non-program use	0	0	n/a
21 Facility Rentals - Of your org. for another org's use	8	8	0%

## ORGANIZATION OVERVIEW

Organization Name	The Music House Museum	Year Organization Founded	1983
Address	7377 US 31 North, P.O. Box 297, Acme, MI 49610-0297	Number of Board Members	9
County	Grand Traverse	Fiscal Year End Date	12/31
Federal ID #	38-2709408	DUNS Number	151424694

This applicant is not audited or reviewed by an independent accounting firm.

## ORGANIZATION SUMMARY

### Financial Activity FY 2013

#### Unrestricted Activity

##### Revenue

Earned	
Program	\$83,072
Non-program	59,120
Total Earned	142,192
Investment & Transfers	1,131
Contributed	121,536
<b>Total Unrestricted Revenue</b>	<b>\$264,859</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$263,815</b>

##### Expenses

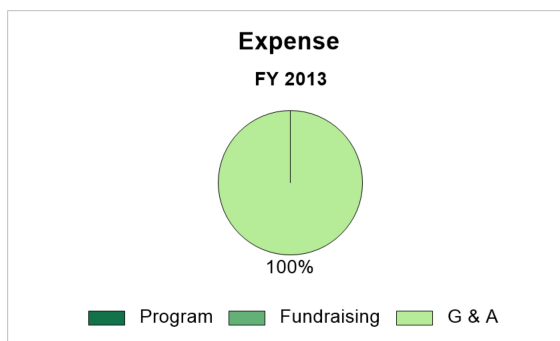
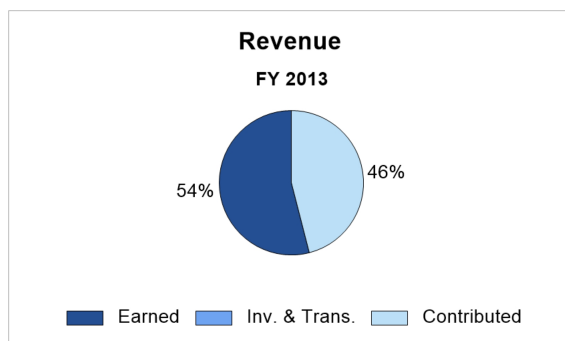
Program	\$0
Fundraising	729
General & Administrative	227,369
<b>Total Expenses</b>	<b>\$228,098</b>
<b>Total Expenses Less In-Kind</b>	<b>\$227,054</b>

**Net Unrestricted Activity** **\$36,761**

**Net Temporarily Restricted Activity** **\$109,803**

**Net Permanently Restricted Activity** **\$0**

**Net Total Activity** **\$146,564**



# REVENUE

<b>Earned</b>	<b>FY 2013</b>
1 Admissions	\$54,320
2 Ticket Sales	\$10,919
3 Tuitions	\$0
4 Workshop & Lecture Fees	\$836
5 Touring Fees	\$0
6 Special Events - Non-fundraising	\$0
7 Gift Shop/Merchandise Sales	\$34,445
7a Gallery/Publication Sales	\$0
8 Food Sales/Concession Revenue	\$386
8a Parking Concessions	\$0
9 Membership Dues/Fees	\$8,825
10 Subscriptions - Performance	\$0
10a Subscriptions - Media	\$0
11 Contracted Services/Performance Fees	\$0
12 Rental Income	\$24,289
13 Royalties/Rights & Reproductions	\$0
14 Advertising Revenue	\$0
15 Sponsorship Revenue	\$0
16 Investments-Realized Gain/Losses	\$0
17 Investments-Unrealized Gains/Losses	\$48,888
18 Interest & Dividends	\$21,726
19 Other Earned Revenue	\$8,172
<b>20 Total Earned Revenue</b>	<b>\$212,806</b>
<b>Contributed</b>	<b>FY 2013</b>
21 Trustee/Board Contributions	\$120,784
22 Individual Contributions	\$19,228
23 Corporate Contributions	\$0
24 Foundation Contributions	\$8,000
25 Government - City	\$0
26 Government - County	\$0
27 Government - State	\$12,800
28 Government - Federal	\$0
28a Tribal Contributions	\$0
29 Special Events - Fundraising	\$0
30 Other Contributions	\$0
30b Parent Organization Support	\$0
30c Related Organization Contributions	\$0
31 In-kind Contributions	\$1,044
32 Net Assets Released from Restrictions	\$0
<b>33 Total Contributed Revenue and Net Assets Released from Restrictions</b>	<b>\$161,856</b>
<b>34 Total Earned and Contributed Revenue Including Net Assets Released</b>	<b>\$374,662</b>
35 Transfers & Reclassifications	\$0
<b>Total Revenue</b>	<b>FY 2013</b>
<b>36 Total Revenue</b>	<b>\$374,662</b>
<b>Total Unrestricted Revenue</b>	<b>\$264,859</b>
<b>Total Unrestricted Revenue Less In-Kind</b>	<b>\$263,815</b>

# EXPENSE

<b>Expense</b>	<b>FY 2013</b>
1 Total Salaries & Fringe (From Section 5)	\$64,931
2 Accounting	\$5,225
3 Advertising and Marketing	\$26,295
4 Artist Commission Fees	\$0
4a Artist Consignments	\$0
5 Artists & Performers - Non-Salaried	\$3,750
6 Audit	\$0
7 Bank Fees	\$2,242
8 Repairs & Maintenance	\$15,312
9 Catering & Hospitality	\$0
10 Collections Conservation	\$2,907
11 Collections Management	\$0
12 Conferences & Meetings	\$0
13 Cost of Sales	\$14,908
14 Depreciation	\$24,811
15 Dues & Subscriptions	\$2,956
16 Equipment Rental	\$0
17 Facilities - Other	\$0
18 Fundraising Expenses - Other	\$729
19 Fundraising Professionals	\$0
20 Grantmaking Expense	\$0
21 Honoraria	\$0
22 In-Kind Contributions	\$1,044
23 Insurance	\$7,081
24 Interest Expense	\$20,751
25 Internet & Website	\$1,392
26 Investment Fees	\$0
27 Legal Fees	\$0
28 Lodging & Meals	\$0
29 Major Repairs	\$0
30 Office Expense - Other	\$0
31 Other	\$0
32 Postage & Shipping	\$1,103
33 Printing	\$3,371
34 Production & Exhibition Costs	\$1,738
34a Programs - Other	\$0
35 Professional Development	\$9,378
36 Professional Fees - Other	\$0
37 Public Relations	\$0
38 Rent	\$0
38a Recording & Broadcast Costs	\$0
38b Royalties/Rights & Reproductions	\$0
39 Sales Commission Fees	\$0
39a Security	\$0
40 Supplies - Office and Other	\$2,915
41 Telephone	\$1,603
42 Touring	\$0
43 Travel	\$0
44 Utilities	\$13,656
<b>Total Expense</b>	<b>FY 2013</b>
<b>45 Total Expenses</b>	<b>\$228,098</b>
<b>Total Expenses Less In-Kind</b>	<b>\$227,054</b>
<b>46 Change in Net Assets</b>	<b>\$146,564</b>

## DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

### REVENUE

19a If Other Earned Revenue, Briefly Describe

Sale of donated items and Museum Assets

31a In-Kind Contributions, Briefly Describe

Instrument tuning

### EXPENSES

18a Fundraising Expenses - Other, Briefly Describe

Mortier Restoration Fundraiser expenses

## BALANCE SHEET TRENDS

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

<b>Assets</b>	<b>FY 2013</b>
Current Assets	
Cash	\$59,030
Receivables	4,019
Prepaid Expenses & Other	15,391
Total Current Assets	78,440
Investments	504,463
Fixed Assets (net)	369,934
Non-Current Assets	752,932
<b>Total Assets</b>	<b>\$1,705,769</b>

<b>Liabilities &amp; Net Assets</b>	<b>FY 2013</b>
Liabilities	
Current Liabilities	
Accounts Payable & Other	\$9,304
Loans & Other Debt	35,519
Deferred Revenue	0
Total Current Liabilities	44,823
Non-Current Liabilities	348,132
<b>Total Liabilities</b>	<b>\$392,955</b>

<b>Net Assets</b>	
Unrestricted	\$808,351
Temporarily Restricted	504,463
Permanently Restricted	0
<b>Total Net Assets</b>	<b>\$1,312,814</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$1,705,769</b>

## BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

<b>Financial Position</b>	<b>FY 2013</b>
Net assets as a % of total expenses	576%
Total Working Capital	\$33,617
Fixed Assets (net)	\$369,934
Total Endowment	\$504,463
Total Debt	\$383,651

**Net assets as a % 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.

**Total working capital** consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) 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.

**Fixed assets (net)** include all land, buildings, equipment, and other fixed assets 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 endowment** includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

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

## NON FINANCIAL INFORMATION (Section 11)

### Staff & Non-staff Statistics (Number of People) FY 2013

1 Full-time Permanent Employees	0.00
2 Part-time/Seasonal Employees	8.00
3 Part-time/Seasonal Empl. - FTEs	2.50
4 Full-time Volunteers	0.00
5 Part-time Volunteers	40.00
6 Part-time Volunteers - FTEs	3.50
7 Independent Contractors	0.00
8 Independent Contractors - FTEs	0.00
9 Interns/Apprentices	0.00
10 Interns/Apprentices - FTEs	0.00

### Number of Contributors FY 2013

1 Individuals	250
2 Board	9
3 Corporate	0
4 Foundation	1
5 Government (Federal, State & Local)	1

### Attendance (Number of People) FY 2013

1 Total Paid Attendance	6,360
Physical	6,360
Virtual	0
2 Total Free Attendance	700
Physical	700
Virtual	0
<b>3 Total Attendance</b>	<b>7,060</b>
4 Children 18 and under	1,100
5 Number of Groups of Children 18 and Under	10
5a Number of Other Groups	0
6 Attendance - Classes/Workshops	275

### Subscribers & Members FY 2013

1 Paying Subscribers - Performance	0
1a Paying Subscribers - Media	0
1b Non-paying Subscribers - Media	0
2 Paying Members	83
3 How many people are both members and subscribers?	0

## NON FINANCIAL INFORMATION (Continued)

Pricing (in dollars)	FY 2013
1 Average Adult Price	\$11.00
2 Average Child Price	\$4.00
3 Average Senior Citizen Price	\$11.00
4 Average Student Price	\$0.00
5 Highest Single Price	\$11.00
6 Lowest Single Price	\$4.00
7 Median Price	\$8.00
8 Average Adult Tuition/Workshop Price	\$0.00
9 Average Child Tuition/Workshop Price	\$4.00
10 Average Publication Price	\$0.00
11 Average Fundraising Special Event Price	\$15.00
12 Average Non-fundraising Special Event Price	\$0.00
13 Average Media Content Price	\$0.00

Program Activity (Number of Events)	FY 2013
1 Live Productions - Self-Produced	13
1a Live Productions - Presented Only	0
2 Public Performances - Home	13
3 Public Performances - Away	0
3a Online/radio/television programs	0
4 Permanent Exhibitions	8
5 Temporary Exhibitions	0
6 Classes/Workshops - for the public/constituents	1
7 Classes/Workshops - for professional artists	0
7a Publications	0
7b Number of Publications Distributed	0
8 Tours	0
8a Number of Tour Occurrences	0
9 Films	4
9a Number of Film Screenings	8
10 Lectures	0
10a Number of Lecture Occurrences	0
11 Exhibition Openings	0
12 World Premieres	1
13 National Premieres	1
14 Local Premieres	1
15 Works Commissioned	0
16 Workshops or readings of new works	0
17 Programs - Other	0
17a Number of Programs - Other Occurrences	0
18 Off-site School Programs	0
18a Number of Off-site School Program Occurrences	0
19 Facility Rentals - By your org. for your program use	0
20 Facility Rentals - By your org. for your non-program use	0
21 Facility Rentals - Of your org. for another org's use	8