



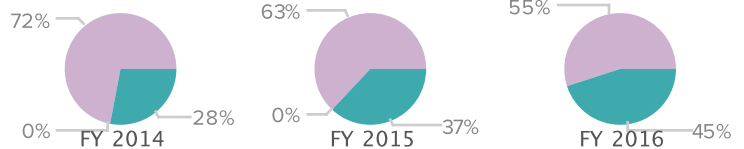
Organization Information

Organization name: The Upper Peninsula Children's Museum, Inc.
 City: Marquette Federal ID #: 382971950
 State: MI Year organization founded: 1990
 County: Marquette Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 12-31
 NISP Institution: 9 - Other Museum DUNS #: 802452763
 NTEE: A52 - Childrens Museums Full-time staff: 5
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 7
 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	\$151,935	\$138,671	-9%	\$157,547	14%
Earned Non-program	\$71,374	\$109,787	54%	\$13,650	-88%
Total Earned Revenue	\$223,309	\$248,458	11%	\$171,197	-31%
Investment Revenue	\$0	\$0	n/a	n/a	n/a
Contributed Revenue	\$88,085	\$147,538	67%	\$142,899	-3%
Total Unrestricted Operating Revenue	\$311,394	\$395,996	27%	\$314,096	-21%
Less in-kind	(\$0)	(\$0)	n/a	n/a	n/a
Total Unrestricted Operating Revenue Less In-kind	\$311,394	\$395,996	27%	\$314,096	-21%
Expenses by Functional Total					
Program	\$302,197	\$222,722	-26%	\$407,965	83%
Fundraising	\$22,095	\$29,493	33%	\$0	-100%
General & Administrative	\$74,053	\$174,563	136%	-	-100%
Total Operating Expenses	\$398,345	\$426,778	7%	\$407,965	-4%
Less in-kind	(\$0)	(\$0)	n/a	n/a	n/a
Total Operating Expenses Less In-kind	\$398,345	\$426,778	7%	\$407,965	-4%
Net Unrestricted Activity - Operating	-\$86,951	-\$30,782	65%	-\$93,869	-205%
Net Unrestricted Activity - Non-operating	\$0	\$0	n/a	n/a	n/a
Total Net Unrestricted Activity	-\$86,951	-\$30,782	65%	-\$93,869	-205%
Net Temporarily Restricted Activity	\$266,574	\$18,000	-93%	\$0	-100%
Net Permanently Restricted Activity	\$0	\$0	n/a	n/a	n/a
Net Total Activity	\$179,623	-\$12,782	-107%	-\$93,869	-634%

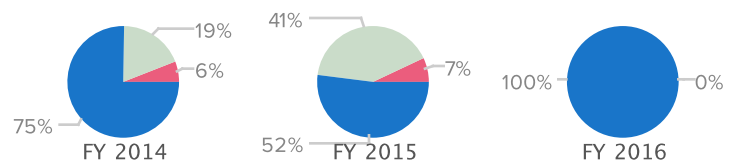
Revenue by Source

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	\$23,634	\$15,774	\$16,394	\$16,394		n/a
Admissions	\$128,301	\$122,897	\$107,581	\$107,581		n/a
Guided or group tours			\$26,815	\$26,815		n/a
Other program revenue	\$0	\$0	\$6,757	\$6,757		n/a
Total earned - program	\$151,935	\$138,671	\$157,547	\$157,547	\$0	n/a
Earned - Non-program						
Food and concessions	\$0	\$0	\$2,269	\$2,269		n/a
Gift shop and merchandise fees	\$5,638	\$29,668	\$11,381	\$11,381		n/a
Space rentals	\$65,622	\$76,116				n/a
Other earned revenue	\$114	\$4,003				n/a
Total earned - non-program	\$71,374	\$109,787	\$13,650	\$13,650	\$0	n/a
Total earned revenue	\$223,309	\$248,458	\$171,197	\$171,197		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	\$2,000	\$2,850	\$3,900	\$3,900		
Individual	\$37,292	\$57,111	\$53,201	\$53,201	\$0	
Corporate	\$5,950	\$2,500	\$3,500	\$3,500	\$0	
Foundation	\$230,050	\$38,950	\$21,250	\$21,250	\$0	
State government	\$36,524	\$18,000	\$21,000	\$21,000		
Tribal contributions	\$5,000	\$0	\$2,000	\$2,000	\$0	
In-kind operating contributions	\$0	\$0	\$0			
Other contributions	\$37,843	\$46,127	\$38,048	\$38,048	\$0	
Net assets released from restriction	\$0	\$0	\$0	\$0		
Total contributed revenue	\$354,659	\$165,538	\$142,899	\$142,899	\$0	
Operating investment revenue	\$0	\$0	\$0			
Total operating revenue	\$577,968	\$413,996	\$314,096	\$314,096	\$0	
Total operating revenue less in-kind	\$577,968	\$413,996	\$314,096	\$314,096	\$0	
Total non-operating revenue	\$0	\$0				
Total revenue	\$577,968	\$413,996	\$314,096	\$314,096	\$0	
Total revenue less in-kind	\$577,968	\$413,996	\$314,096	\$314,096	\$0	

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)	\$239,394	\$235,363	-2%	\$229,646	-2%	\$229,646	\$0	\$0
Independent contractors	\$0	\$0	n/a	\$14,477	n/a	\$14,477		
Professional fees	\$0	\$1,048	n/a	\$34,469	3,189%	\$34,469	\$0	
Total personnel expenses - Operating	\$239,394	\$236,411	-1%	\$278,592	18%	\$278,592	\$0	
Non-personnel expenses - Operating								
Advertising and promotion	\$995	\$1,479	49%	\$0	-100%	\$0		
Conferences and meetings	\$0	\$673	n/a	\$0	-100%			
Dues and subscriptions	\$708	\$1,392	97%	\$0	-100%			
Insurance	\$11,111	\$13,350	20%	\$0	-100%	\$0		
Occupancy costs	\$49,482	\$50,749	3%	\$42,925	-15%	\$42,925		
Office and administration	\$34,012	\$30,902	-9%	\$2,433	-92%	\$2,433		
Printing, postage and shipping	\$2,000	\$2,916	46%	\$1,109	-62%	\$1,109		
Travel	\$747	\$146	-80%	\$0	-100%	\$0		
Exhibition costs	\$0	\$0	n/a	\$2,740	n/a	\$2,740		
Productions and events costs	\$0	\$1,588	n/a	\$0	-100%	\$0		
Interest expense	\$1,799	\$5,666	215%	\$10,993	94%	\$10,993		
Other operating expenses	\$6,659	\$30,577	359%	\$19,221	-37%	\$19,221	\$0	
Depreciation	\$51,438	\$50,929	-1%	\$49,952	-2%	\$49,952		
Total non-personnel expenses - Operating	\$158,951	\$190,367	20%	\$129,373	-32%	\$129,373	\$0	
Total operating expenses	\$398,345	\$426,778	7%	\$407,965	-4%	\$407,965	\$0	
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	\$398,345	\$426,778	7%	\$407,965	-4%	\$407,965	\$0	
Total expenses less in-kind	\$398,345	\$426,778	7%	\$407,965	-4%			
Total expenses less depreciation	\$346,907	\$375,849	8%	\$358,013	-5%			
Total expenses less in-kind and depreciation	\$346,907	\$375,849	8%	\$358,013	-5%			

Balance Sheet

Assets	FY 2014	FY 2015	% Change	FY 2016	% Change
Current assets					
Cash	\$270,086	\$126,066	-53%	\$74,760	-41%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$0	\$0	n/a	\$0	n/a
Prepaid expenses & other	\$15,411	\$12,016	-22%	\$11,705	-3%
Total current assets	\$285,497	\$138,082	-52%	\$86,465	-37%
Non-current investments					
Fixed assets (net)	\$299,366	\$480,044	60%	\$498,089	4%
Other non-current assets	\$26,500	\$12,254	-54%	\$0	-100%
Total non-current assets	\$325,866	\$492,298	51%	\$498,089	1%
Total assets	\$611,363	\$630,380	3%	\$584,554	-7%
Liabilities & Net Assets					
Liabilities	FY 2014	FY 2015	% Change	FY 2016	% Change
Liabilities					
Accounts payable & other	\$37,838	\$34,567	-9%	\$19,377	-44%
Loans & other debt	\$102,029	\$0	-100%	\$132,245	n/a
Deferred revenue	\$0	\$0	n/a	\$0	n/a
Total current liabilities	\$139,867	\$34,567	-75%	\$151,622	339%
Non-current liabilities	\$0	\$137,099	n/a	\$0	-100%
Total liabilities	\$139,867	\$171,666	23%	\$151,622	-12%
Net assets					
Unrestricted	\$348,877	\$370,129	6%	\$584,554	58%
Temporarily restricted	\$122,619	\$88,585	-28%	\$0	-100%
Permanently restricted			n/a		n/a
Total net assets	\$471,496	\$458,714	-3%	\$432,932	-6%
Total liabilities & net assets	\$611,363	\$630,380	3%	\$584,554	-7%

Balance Sheet Metrics

	FY 2014	FY 2015	FY 2016
Months of Operating Cash -- Unrestricted	4	1	2
Total working capital -- Unrestricted	\$23,011	\$14,930	-\$65,157
Current Ratio	2.04	3.99	0.57
Debt Service Impact	26%	33%	35%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$49,511	-\$109,915	
Operating Margin	58%	-3%	-30%
Depreciation as a % of Fixed Assets	75%	67%	n/a
Leverage Ratio	22%	30%	

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.

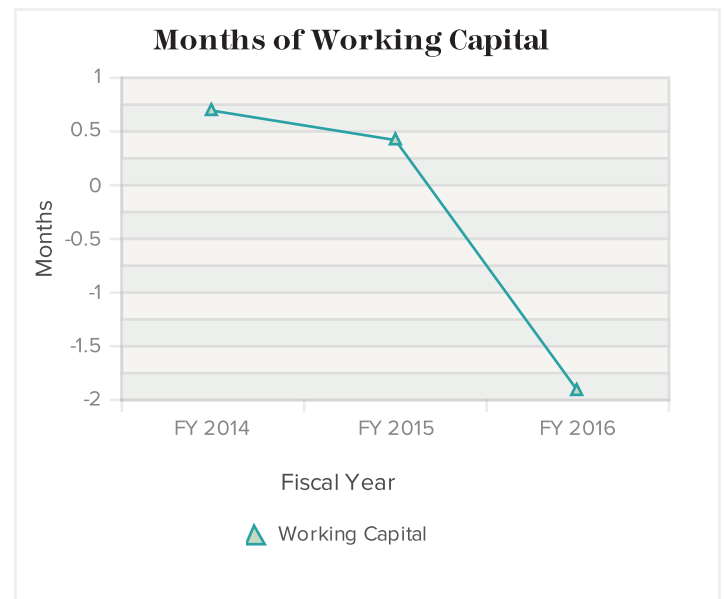
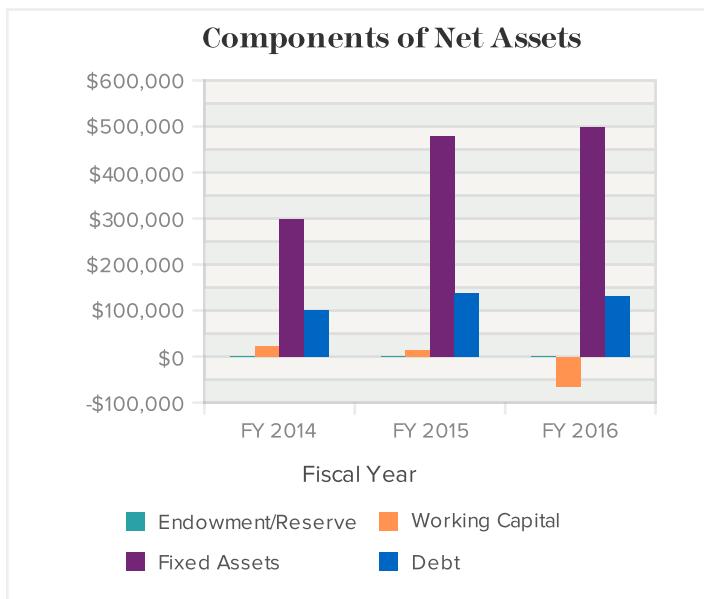
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	24,000	25,000	4%	24,800	-1%
In-person participation - free	16,000	18,000	12%	11,000	-39%
Total in-person participation	40,000	43,000	8%	35,800	-17%

Types of In-person Attendance	FY 2014	FY 2015	% Change	FY 2016	% Change
Admissions			n/a	30,000	n/a
Field trip participants			n/a	5,800	n/a
Total in-person participation	40,000	43,000	8%	35,800	-17%

Attendance Ages	FY 2014	FY 2015	% Change	FY 2016	% Change
Children (18 and under)	12,000	13,000	8%		-100%

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

Staffing

Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Full-time permanent employees	5	5	0%	5	0%
Part-time permanent employees	10	9	-10%	10	11%
Part-time permanent employees - FTEs	3	3	0%	2	-33%
Number of part-time or one-time volunteers	58	67	16%	80	19%
Part-time or one-time volunteers - FTEs	11.6	12.8	10%	4	-69%
Independent contractors	3	2	-33%		-100%
Number of interns and apprentices	1	0	-100%	2	n/a

Artistic Staff & Non-Staff Statistics	FY 2014	FY 2015	% Change	FY 2016	% Change
Part-time employees that are artists	0	0	n/a	2	n/a
Independent contractors that are artists	1	1	0%	0	-100%

Program Activity

	FY 2014	FY 2015	% Change	FY 2016	% Change
Permanent exhibits	0	0	n/a	4	n/a
Animals on exhibit			n/a	24	n/a
Distinct field trips			n/a	120	n/a
Field trip occurrences			n/a	4,800	n/a
Distinct other programs	3	3	0%		-100%
Other programs occurrences	3	3	0%		-100%