



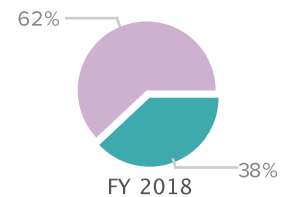
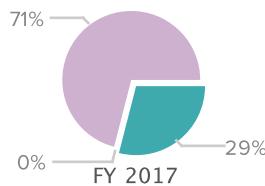
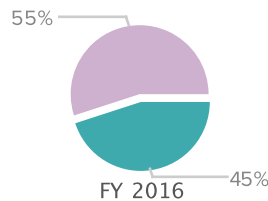
Organization Information

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 - Children's Museums Full-time staff: 5
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 6.47
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$157,547	\$164,081	4%	\$155,800	-5%
Earned Non-program	\$13,650	\$86,692	535%	\$115,854	34%
Total Earned Revenue	\$171,197	\$250,773	46%	\$271,654	8%
Investment Revenue		\$0	n/a		n/a
Contributed Revenue	\$142,899	\$100,585	-30%	\$168,392	67%
Total Unrestricted Operating Revenue	\$314,096	\$351,358	12%	\$440,046	25%
Less in-kind		(\$0)	n/a		n/a
Total Unrestricted Operating Revenue Less In-kind	\$314,096	\$351,358	12%	\$440,046	25%
Expenses by Functional Total					
Program	\$407,965	\$313,280	-23%	\$28,316	-91%
Fundraising	\$0	\$22,784	n/a	\$3,798	-83%
General & Administrative		\$113,380	n/a	\$417,422	268%
Total Operating Expenses	\$407,965	\$449,444	10%	\$449,536	0%
Less in-kind		(\$0)	n/a		n/a
Total Operating Expenses Less In-kind	\$407,965	\$449,444	10%	\$449,536	0%
Net Unrestricted Activity - Operating	-\$93,869	-\$98,086	-4%	-\$9,490	90%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	-\$93,869	-\$98,086	-4%	-\$9,490	90%
Net Temporarily Restricted Activity	\$0	\$21,000	n/a		-100%
Net Permanently Restricted Activity		\$0	n/a		n/a
Net Total Activity	-\$93,869	-\$77,086	18%	-\$9,490	88%

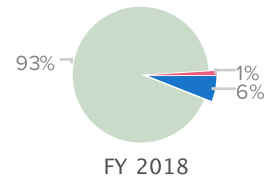
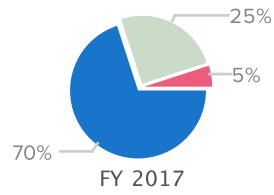
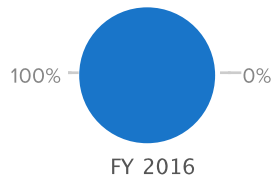
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$16,394	\$0				n/a
Admissions	\$107,581	\$163,817	\$155,800	\$155,800		n/a
Guided or group tours	\$26,815	\$0				n/a
Other program revenue	\$6,757	\$264				n/a
Total earned - program	\$157,547	\$164,081	\$155,800	\$155,800	\$0	n/a
Earned - Non-program						
Food and concessions	\$2,269	\$2,516	\$2,499	\$2,499		n/a
Gift shop and merchandise fees	\$11,381	\$11,154	\$15,853	\$15,853		n/a
Other earned revenue		\$73,022	\$97,502	\$97,502		n/a
Total earned - non-program	\$13,650	\$86,692	\$115,854	\$115,854	\$0	n/a
Total earned revenue	\$171,197	\$250,773	\$271,654	\$271,654		n/a

The Upper Peninsula Children's Museum, Inc.

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$3,900	\$2,450	\$25,000	\$25,000		
Individual	\$53,201	\$40,362	\$49,227	\$49,227		
Corporate	\$3,500	\$4,500	\$11,650	\$11,650		
Foundation	\$21,250	\$20,550	\$26,606	\$26,606		
State government	\$21,000	\$21,000	\$21,000	\$21,000		
Tribal contributions	\$2,000	\$0	\$5,000	\$5,000		
In-kind operating contributions	\$0	\$0	\$0			
Other contributions	\$38,048	\$32,723	\$29,909	\$29,909		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$142,899	\$121,585	\$168,392	\$168,392		
Operating investment revenue	\$0	\$0	\$0			
Total operating revenue	\$314,096	\$372,358	\$440,046	\$440,046		
Total operating revenue less in-kind	\$314,096	\$372,358	\$440,046	\$440,046		
Total non-operating revenue						
Total revenue	\$314,096	\$372,358	\$440,046	\$440,046		
Total revenue less in-kind	\$314,096	\$372,358	\$440,046	\$440,046		

Expense Details

	FY 2016 Total	FY 2017 Total	% Change	FY 2018 Total	% Change	FY 2018 Program	FY 2018 Fundraising	FY 2018 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$229,646	\$246,303	7%	\$249,160	1%	\$0	\$0	\$249,160
Independent contractors	\$14,477	\$1,200	-92%	\$8,735	628%			\$8,735
Professional fees	\$34,469	\$0	-100%	\$8,219	n/a	\$1,080		\$7,139
Total personnel expenses - Operating	\$278,592	\$247,503	-11%	\$266,114	8%	\$1,080		\$265,034
Non-personnel expenses - Operating								
Advertising and promotion	\$0	\$1,173	n/a	\$1,623	38%	\$1,623		
Conferences and meetings	\$0	\$1,113	n/a	\$195	-82%			\$195
Dues and subscriptions	\$0	\$2,824	n/a	\$598	-79%			\$598
Insurance	\$0	\$13,776	n/a	\$15,137	10%			\$15,137
Occupancy costs	\$42,925	\$97,487	127%	\$86,944	-11%			\$86,944
Office and administration	\$2,433	\$7,058	190%	\$1,989	-72%			\$1,989
Printing, postage and shipping	\$1,109	\$2,077	87%	\$1,467	-29%			\$1,467
Travel	\$0	\$180	n/a	\$304	69%	\$304		
Exhibition costs	\$2,740	-\$435	-116%	\$4,792	1,202%	\$4,792		
Productions and events costs	\$0	\$8,463	n/a	\$3,798	-55%		\$3,798	
Interest expense	\$10,993	\$6,180	-44%	\$5,670	-8%			\$5,670
Other operating expenses	\$19,221	\$18,754	-2%	\$24,767	32%	\$20,517		\$4,250
Depreciation	\$49,952	\$43,291	-13%	\$36,138	-17%			\$36,138
Total non-personnel expenses - Operating	\$129,373	\$201,941	56%	\$183,422	-9%	\$27,236	\$3,798	\$152,388
Total operating expenses	\$407,965	\$449,444	10%	\$449,536	0%	\$28,316	\$3,798	\$417,422
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	\$407,965	\$449,444	10%	\$449,536	0%	\$28,316	\$3,798	\$417,422
Total expenses less in-kind	\$407,965	\$449,444	10%	\$449,536	0%			
Total expenses less depreciation	\$358,013	\$406,153	13%	\$413,398	2%			
Total expenses less in-kind and depreciation	\$358,013	\$406,153	13%	\$413,398	2%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$74,760	\$77,116	3%	\$99,112	29%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$0	\$0	n/a		n/a
Prepaid expenses & other	\$11,705	\$2,138	-82%	\$2,467	15%
Total current assets	\$86,465	\$79,254	-8%	\$101,579	28%
Non-current investments					
Fixed assets (net)	\$498,089	\$459,568	-8%	\$425,834	-7%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$498,089	\$459,568	-8%	\$425,834	-7%
Total assets	\$584,554	\$538,822	-8%	\$527,413	-2%
Liabilities & Net Assets					
Liabilities	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$19,377	\$21,475	11%	\$20,458	-5%
Loans & other debt	\$132,245	\$0	-100%		n/a
Deferred revenue	\$0	\$0	n/a		n/a
Total current liabilities	\$151,622	\$21,475	-86%	\$20,458	-5%
Non-current liabilities	\$0	\$125,733	n/a	\$114,182	-9%
Total liabilities	\$151,622	\$147,208	-3%	\$134,640	-9%
Net assets					
Unrestricted	\$584,554	\$401,551	-31%	\$496,580	24%
Temporarily restricted	\$0	\$32,280	n/a	\$30,834	-4%
Permanently restricted		\$0	n/a		n/a
Total net assets	\$432,932	\$391,614	-10%	\$392,773	0%
Total liabilities & net assets	\$584,554	\$538,822	-8%	\$527,413	-2%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	2	2	3
Total working capital	-\$65,157	\$57,779	\$81,121
Current Ratio	0.57	3.69	4.97
Debt Service Impact	35%	31%	28%
Unrestricted Net Assets Net of Property, Plant and Equipment			
Operating Margin	-30%	-22%	-2%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio			

Months of Operating Cash represents the number of months an organization can operate at current average monthly expense levels with existing cash and cash equivalents. $Cash + Cash\ Equivalents / (Total\ Expense / 12)$. The ratio is calculated using total numbers since this organization does not have a disaggregated balance sheet.

Total Working Capital consists of the resources available for operations, and in this report is calculated as total current assets minus total current liabilities since this organization does not have a disaggregated balance sheet. 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 (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.

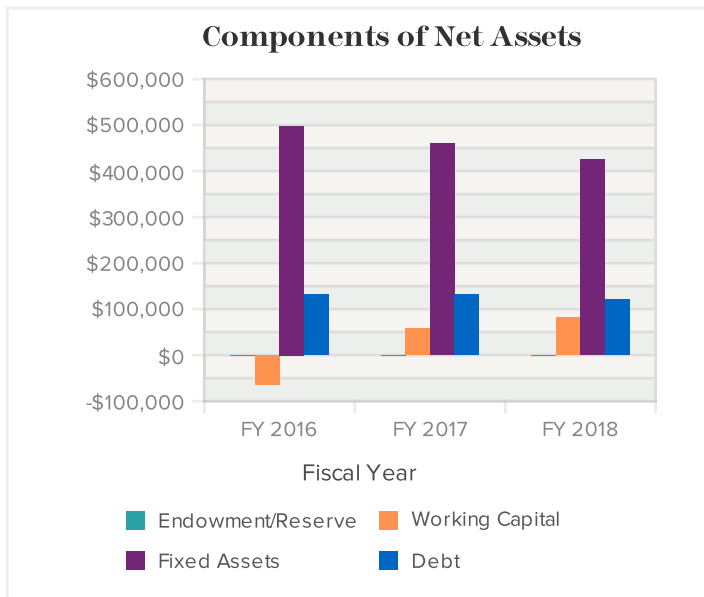
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	24,800	30,750	24%	42,859	39%
In-person participation - free	11,000	12,150	10%	1,145	-91%
Total in-person participation	35,800	42,900	20%	44,004	3%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Admissions	30,000	42,000	40%	42,554	1%
Field trip participants	5,800	900	-84%	1,450	61%
Total in-person participation	35,800	42,900	20%	44,004	3%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)		23,000	n/a	17,884	-22%
Seniors		5,000	n/a		-100%
Adults		14,900	n/a	26,120	75%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	5	5	0%	5	0%
Part-time permanent employees	10	10	0%	13	30%
Part-time permanent employees - FTEs	2	2	0%	1.47	-26%
Number of part-time or one-time volunteers	80	75	-6%	2,032	2,609%
Part-time or one-time volunteers - FTEs	4	1.5	-62%	11.18	645%
Independent contractors		8	n/a	18	125%
Number of interns and apprentices	2	2	0%	10	400%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time employees that are artists	2	0	-100%		n/a
Independent contractors that are artists	0	8	n/a	17	112%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Permanent exhibits	4	0	-100%	26	n/a
Animals on exhibit	24		-100%		n/a
Distinct field trips	120	25	-79%		-100%
Field trip occurrences	4,800	25	-99%	54	116%

Data Arts NOTES from the Upper Peninsula Children's Museum regarding the 2018 report:

- All number input for many years was completed by the Museum's Programming staff utilizing the outsourced accounting firm's bookkeeper's end-of-year Quickbooks accounting numbers.
- Why did the Museum's Programming staff input the numbers? Because we are a small staff who wear multiple hats and the Programming staff offered to do the input.
- In 2018 the Museum's director and the Administrative Assistant attended a workshop hosted by Data Arts so they could better understand the process.
- The 2018 numbers were inputted by the Museum's Director and the Administrative Assistant.
- The Museum's Director and Administrative Assistant utilized the outsourced accounting firm's bookkeeper's end-of-year Quickbooks accounting numbers and admission numbers taken by the Museum's front-end staff.
- Discrepancies in this report occurred due to interpretation of how and where to input the end-of-year numbers differing from the Programming staff's prior interpretation.
- There was much discussion on the proper placement of the numbers in the Data Arts forms.