



Organization Information

Organization name: Lowell Area Historical Museum

City: Lowell

Federal ID # 382931074

State: MI

Year organization founded: 1989

County: Kent

Organization type: 501(c)3 nonprofit organization

NISP Discipline: 15 - Non-Arts/Non-Humanities

Fiscal year end date: 12-31

NISP Institution: 9 - Other Museum

DUNS #

NTEE: A54 - History Museums

Full-time staff:

Applicant is not audited or reviewed by an independent accounting firm.

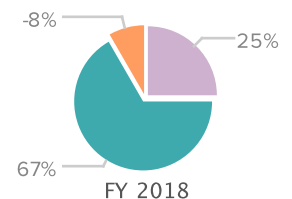
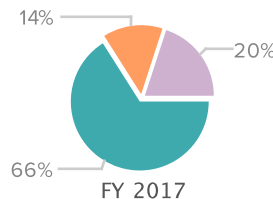
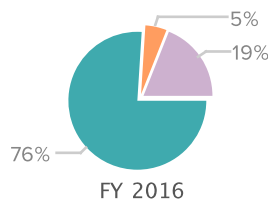
Paid FTEs: 1.22

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	\$4,290	\$4,941	15%	\$4,363	-12%
Earned Non-program	\$21,876	\$18,579	-15%	\$21,607	16%
Total Earned Revenue	\$26,166	\$23,520	-10%	\$25,970	10%
Investment Revenue	\$6,905	\$16,898	145%	-\$8,653	-151%
Contributed Revenue	\$102,223	\$79,335	-22%	\$69,403	-13%
Total Unrestricted Operating Revenue	\$135,294	\$119,753	-11%	\$86,720	-28%
Less in-kind			n/a	(\$0)	n/a
Total Unrestricted Operating Revenue Less In-kind	\$135,294	\$119,753	-11%	\$86,720	-28%
Expenses by Functional Total					
Program	\$57,669	\$41,208	-29%	\$25,078	-39%
Fundraising	\$5,524	\$4,800	-13%	\$6,605	38%
General & Administrative	\$48,116	\$40,352	-16%	\$57,880	43%
Total Operating Expenses	\$111,309	\$86,360	-22%	\$89,563	4%
Less in-kind			n/a	(\$0)	n/a
Total Operating Expenses Less In-kind	\$111,309	\$86,360	-22%	\$89,563	4%
Net Unrestricted Activity - Operating	\$23,985	\$33,393	39%	-\$2,843	-109%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$23,985	\$33,393	39%	-\$2,843	-109%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$23,985	\$33,393	39%	-\$2,843	-109%

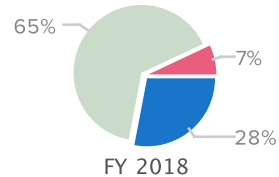
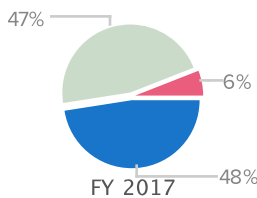
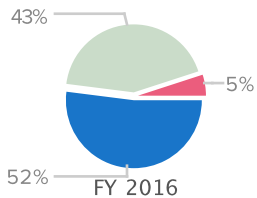
Revenue by Source

- 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	\$2,969	\$3,060	\$2,815	\$2,815		n/a
Admissions	\$966	\$1,621	\$1,248	\$1,248		n/a
Tuitions and registration fees	\$355	\$260	\$300	\$300		n/a
Other program revenue	\$0		\$0	\$0		n/a
Total earned - program	\$4,290	\$4,941	\$4,363	\$4,363	\$0	n/a
Earned - Non-program						
Food and concessions	\$9,400	\$9,376	\$10,638	\$10,638		n/a
Gift shop and merchandise fees	\$4,659	\$2,347	\$2,617	\$2,617		n/a
Advertising revenue			\$1,032	\$1,032		n/a
Other earned revenue	\$7,817	\$6,856	\$7,320	\$7,320		n/a
Total earned - non-program	\$21,876	\$18,579	\$21,607	\$21,607	\$0	n/a
Total earned revenue	\$26,166	\$23,520	\$25,970	\$25,970		n/a

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$1,700	\$1,975	\$2,000	\$2,000		
Individual	\$10,152	\$13,364	\$11,410	\$11,410		
Corporate	\$1,500	\$1,800	\$1,700	\$1,700		
Foundation	\$60,190	\$31,500	\$25,350	\$25,350		
City government	\$21,581	\$22,451	\$23,358	\$23,358		
In-kind operating contributions	\$0	\$0	\$0	\$0		
Other contributions	\$7,100	\$8,245	\$5,585	\$5,585		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$102,223	\$79,335	\$69,403	\$69,403		
Operating investment revenue	\$6,905	\$16,898	-\$8,653	-\$8,653		
Total operating revenue	\$135,294	\$119,753	\$86,720	\$86,720		
Total operating revenue less in-kind	\$135,294	\$119,753	\$86,720	\$86,720		
Total non-operating revenue						
Total revenue	\$135,294	\$119,753	\$86,720	\$86,720		
Total revenue less in-kind	\$135,294	\$119,753	\$86,720	\$86,720		

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)	\$55,230	\$47,300	-14%	\$48,274	2%	\$21,723	\$4,827	\$21,724
Independent contractors	\$10,225	\$858	-92%	\$4,540	429%	\$2,470		\$2,070
Professional fees	\$300	\$300	0%	\$300	0%			\$300
Total personnel expenses - Operating	\$65,755	\$48,458	-26%	\$53,114	10%	\$24,193	\$4,827	\$24,094
Non-personnel expenses - Operating								
Advertising and promotion	\$885	\$1,270	44%	\$1,075	-15%			\$1,075
Conferences and meetings	\$1,042	\$9,516	813%	\$879	-91%			\$879
Dues and subscriptions	\$390	\$335	-14%	\$220	-34%			\$220
Insurance	\$1,782	\$1,820	2%	\$1,825	0%			\$1,825
Occupancy costs	\$4,967	\$5,689	15%	\$6,098	7%			\$6,098
Office and administration	\$10,586	\$5,095	-52%	\$11,338	123%			\$11,338
Printing, postage and shipping	\$1,229	\$1,008	-18%	\$857	-15%			\$857
Exhibition costs	\$13,463	\$0	-100%	\$41	n/a			\$41
Collections management	\$890	\$395	-56%	\$169	-57%			\$169
Productions and events costs	\$8,243	\$9,383	14%	\$10,010	7%	\$885	\$1,778	\$7,347
Other operating expenses	\$2,077	\$3,391	63%	\$3,937	16%			\$3,937
Total non-personnel expenses - Operating	\$45,554	\$37,902	-17%	\$36,449	-4%	\$885	\$1,778	\$33,786
Total operating expenses	\$111,309	\$86,360	-22%	\$89,563	4%	\$25,078	\$6,605	\$57,880
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	\$111,309	\$86,360	-22%	\$89,563	4%	\$25,078	\$6,605	\$57,880
Total expenses less in-kind	\$111,309	\$86,360	-22%	\$89,563	4%			
Total expenses less depreciation	\$111,309	\$86,360	-22%	\$89,563	4%			
Total expenses less in-kind and depreciation	\$111,309	\$86,360	-22%	\$89,563	4%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$52,830	\$44,334	-16%	\$51,485	16%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$228,403	\$282,878	24%	\$279,051	-1%
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$281,233	\$327,212	16%	\$330,536	1%
Non-current investments					
Fixed assets (net)	\$0		n/a	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$0		n/a	\$0	n/a
Total assets	\$281,233	\$327,212	16%	\$330,536	1%
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	\$0	n/a
Loans & other debt	\$0		n/a	\$0	n/a
Deferred revenue	\$0		n/a	\$0	n/a
Total current liabilities	\$0	\$0	n/a	\$0	n/a
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$0	n/a	\$0	n/a
Net assets					
Unrestricted	\$281,233	\$213,708	-24%	\$220,947	3%
Temporarily restricted			n/a		n/a
Permanently restricted			n/a		n/a
Total net assets	\$281,233	\$327,212	16%	\$330,536	1%
Total liabilities & net assets	\$281,233	\$327,212	16%	\$330,536	1%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash	6	6	7
Total working capital	\$281,233	\$327,212	\$330,536
Current Ratio	n/a	n/a	n/a
Debt Service Impact	0%		0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	18%	28%	-3%
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.

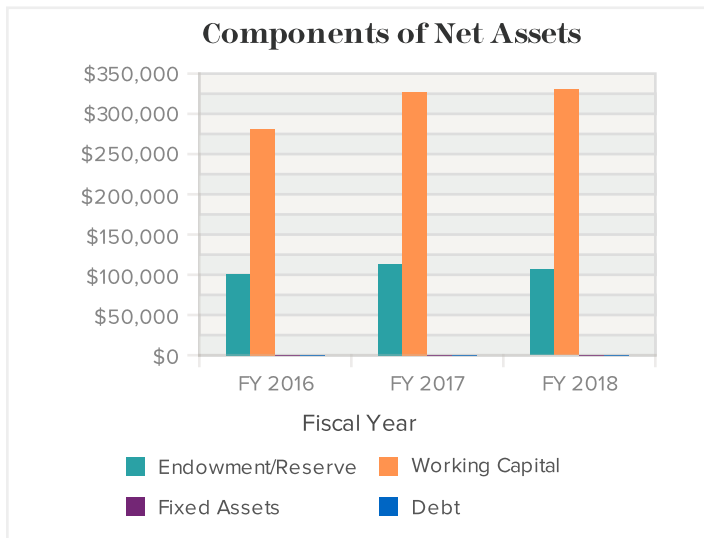
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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) determines how heavily the organization has borrowed. A number in excess of 50% may indicate a potential crunch.



Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	763	1,219	60%	1,718	41%
In-person participation - free	25,689	29,354	14%	27,205	-7%
Total in-person participation	26,452	30,573	16%	28,923	-5%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Admissions	20,867	23,074	11%	23,067	-0%
Registrants for classes/workshops	924	1,115	21%	664	-40%
Guided tours participants	538	671	25%	86	-87%
Field trip participants	3,952	5,321	35%	4,670	-12%
Lecture attendees	171	392	129%	436	11%
Total in-person participation	26,452	30,573	16%	28,923	-5%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	10,452	12,714	22%	10,925	-14%
Children served in schools	313	520	66%	285	-45%
Adults	16,000	17,859	12%	17,998	1%

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

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time permanent employees	4	3	-25%	3	0%
Part-time permanent employees - FTEs	1.56	1.22	-22%	1.22	0%
Number of part-time or one-time volunteers	46	39	-15%	42	8%
Part-time or one-time volunteers - FTEs	1.43	1.24	-13%	1.12	-10%
Independent contractors	5	9	80%	11	22%
Number of interns and apprentices	1	1	0%		-100%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Part-time employees that are artists	0	2	n/a	2	0%
Independent contractors that are artists		8	n/a	11	38%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Permanent exhibits	6	8	33%	8	0%
Temporary exhibits	1	1	0%	1	0%
Traveling exhibits	3	3	0%	4	33%
Objects/works in collection	18,759	19,497	4%	19,369	-1%
Objects/works on exhibit	1,875	1,900	1%	1,937	2%
Distinct classes/workshops	9	4	-56%	5	25%
Distinct class series/courses		2	n/a		-100%
Total classes/class sessions	8	16	100%	11	-31%
Distinct guided tours	2	2	0%	1	-50%
Total guided tour occurrences	20	22	10%	3	-86%
Distinct field trips	8	8	0%	10	25%
Field trip occurrences	156	209	34%	139	-33%
Distinct lectures	3	10	233%	11	10%
Lecture occurrences	3	10	233%	11	10%
Programs offered in schools	1	1	0%	1	0%
Hours of programming in schools	24	18	-25%	11	-39%
Number of schools served	3	5	67%	3	-40%
Artists placed in schools	3	3	0%	3	0%
Research reports issued	36	36	0%	60	67%
Distinct publications	36	36	0%	60	67%