

Organization Information

Organization name: Raven Hill Discovery Center

City: East Jordan

State: MI

County: Charlevoix

NISP Discipline: 14 - Multidisciplinary

NISP Institution: 9 - Other Museum

NTEE: A52 - Children's Museums

Applicant is audited or reviewed by an independent accounting firm.

Federal ID # 383032707

Year organization founded: 1991

Organization type: 501(c)3 nonprofit organization

Fiscal year end date: 06-30

DUNS # 794770057

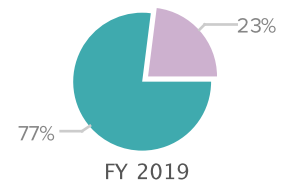
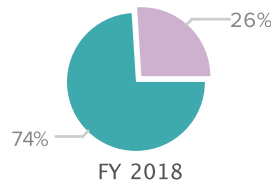
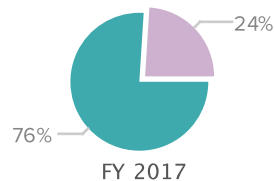
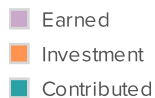
Full-time staff: 1

Paid FTEs: 1.52

A display value of -0% signifies a value of less than +/- 0.5%

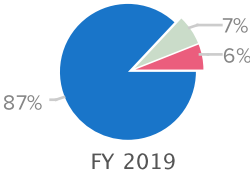
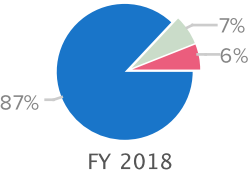
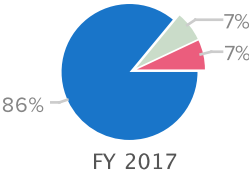
Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
Unrestricted Operating Revenue					
Earned Program	\$68,661	\$54,140	-21%	\$58,158	7%
Earned Non-program	\$2,359	\$2,120	-10%	-\$1,460	-169%
Total Earned Revenue	\$71,020	\$56,260	-21%	\$56,698	1%
Investment Revenue			n/a		n/a
Contributed Revenue	\$223,813	\$164,167	-27%	\$189,507	15%
Total Unrestricted Operating Revenue	\$294,833	\$220,427	-25%	\$246,205	12%
Less in-kind	(\$75,000)		-100%		n/a
Total Unrestricted Operating Revenue Less In-kind	\$219,833	\$220,427	0%	\$246,205	12%
Expenses by Functional Total					
Program	\$181,438	\$171,855	-5%	\$169,054	-2%
Fundraising	\$13,879	\$11,396	-18%	\$12,146	7%
General & Administrative	\$15,066	\$13,824	-8%	\$13,362	-3%
Total Operating Expenses	\$210,383	\$197,075	-6%	\$194,562	-1%
Less in-kind	(\$75,000)		-100%		n/a
Total Operating Expenses Less In-kind	\$135,383	\$197,075	46%	\$194,562	-1%
Net Unrestricted Activity - Operating	\$84,450	\$23,352	-72%	\$51,643	121%
Net Unrestricted Activity - Non-operating		\$21,538	n/a		-100%
Total Net Unrestricted Activity	\$84,450	\$44,890	-47%	\$51,643	15%
Net Restricted Activity	\$61,800	-\$27,015	-144%	-\$27,885	-3%
Net Total Activity	\$146,250	\$17,875	-88%	\$23,758	33%

Revenue by Source



**Expenses by
Functional Grouping**

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Membership revenue	\$12,260	\$10,645	\$8,590	\$8,590	
Admissions	\$35,230	\$26,723	\$32,022	\$32,022	
Guided or group tours	\$9,522	\$6,548	\$4,097	\$4,097	
Tuitions and registration fees	\$11,649	\$10,224	\$11,438	\$11,438	
Other program revenue			\$2,011	\$2,011	
Total earned - program	\$68,661	\$54,140	\$58,158	\$58,158	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$2,359	\$2,120	-\$1,460	-\$1,460	
Total earned - non-program	\$2,359	\$2,120	-\$1,460	-\$1,460	\$0
Total earned revenue	\$71,020	\$56,260	\$56,698	\$56,698	

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$3,200	\$2,260	\$1,180	\$1,180	
Individual	\$90,327	\$61,150	\$59,194	\$58,089	\$1,105
Corporate	\$13,214	\$10,862	\$28,548	\$22,040	\$6,508
Foundation	\$82,400	\$46,400	\$60,000	\$21,950	\$38,050
City government	\$0	\$0	\$200	\$200	
State government	\$21,472	\$16,480	\$10,975		\$10,975
Federal government	\$0	\$0	\$1,525		\$1,525
In-kind operating contributions	\$75,000	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0	\$86,048	-\$86,048
Total contributed revenue	\$285,613	\$137,152	\$161,622	\$189,507	-\$27,885
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$356,633	\$193,412	\$218,320	\$246,205	-\$27,885
Total operating revenue less in-kind	\$281,633	\$193,412	\$218,320	\$246,205	-\$27,885
Non-operating revenue					
Transfers and re-classifications					
Other non-operating		\$21,538			
Total non-operating revenue	\$0	\$21,538	\$0		
Total revenue	\$356,633	\$214,950	\$218,320	\$246,205	-\$27,885
Total revenue less in-kind	\$281,633	\$214,950	\$218,320	\$246,205	-\$27,885

Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2019 Total	% Change	FY 2019 Program	FY 2019 Fundraising	FY 2019 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$91,905	\$63,028	-31%	\$65,651	4%	\$52,521	\$6,565	\$6,565
Independent contractors	\$10,453	\$6,692	-36%	\$5,110	-24%	\$5,110		
Professional fees	\$4,736	\$6,825	44%	\$8,230	21%	\$7,406	\$412	\$412
Total personnel expenses - Operating	\$107,094	\$76,545	-29%	\$78,991	3%	\$65,037	\$6,977	\$6,977
Non-personnel expenses - Operating								
Advertising and promotion	\$11,083	\$12,879	16%	\$20,166	57%	\$18,150	\$1,008	\$1,008
Conferences and meetings	\$3,383	\$0	-100%	\$0	n/a			
Dues and subscriptions	\$655	\$1,547	136%	\$1,255	-19%	\$1,130	\$63	\$62
Insurance	\$7,556	\$8,770	16%	\$7,849	-11%	\$7,065	\$392	\$392
Occupancy costs	\$30,772	\$29,630	-4%	\$23,491	-21%	\$21,143	\$1,174	\$1,174
Office and administration	\$14,935	\$17,830	19%	\$27,215	53%	\$24,493	\$1,361	\$1,361
Printing, postage and shipping	\$1,128	\$1,048	-7%	\$555	-47%	\$500	\$27	\$28
Exhibition costs	\$1,582	\$397	-75%	\$0	-100%			
Interest expense	\$11,874	\$24,285	105%	\$12,174	-50%	\$10,958		\$1,216
Other operating expenses	\$2,929	\$6,046	106%	\$3,793	-37%	\$3,413	\$190	\$190
Depreciation	\$17,392	\$18,098	4%	\$19,073	5%	\$17,165	\$954	\$954
Total non-personnel expenses - Operating	\$103,289	\$120,530	17%	\$115,571	-4%	\$104,017	\$5,169	\$6,385
Total operating expenses	\$210,383	\$197,075	-6%	\$194,562	-1%	\$169,054	\$12,146	\$13,362
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	\$210,383	\$197,075	-6%	\$194,562	-1%	\$169,054	\$12,146	\$13,362
Total expenses less in-kind	\$135,383	\$197,075	46%	\$194,562	-1%			
Total expenses less depreciation	\$192,991	\$178,977	-7%	\$175,489	-2%			
Total expenses less in-kind and depreciation	\$117,991	\$178,977	52%	\$175,489	-2%			

Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$104,539	\$47,320	-55%	\$22,812	-52%
Receivables	\$0	\$0	n/a	\$1,350	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$0	\$0	n/a	\$0	n/a
Total current assets	\$104,539	\$47,320	-55%	\$24,162	-49%
Non-current investments			n/a		n/a
Fixed assets (net)	\$633,301	\$699,658	10%	\$731,091	4%
Other non-current assets	\$160,278	\$160,775	0%	\$160,775	0%
Total non-current assets	\$793,579	\$860,433	8%	\$891,866	4%
Total assets	\$898,118	\$907,753	1%	\$916,028	1%
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$50,002	\$63,167	26%	\$51,235	-19%
Loans & other debt	\$21,100	\$23,984	14%	\$23,324	-3%
Deferred revenue			n/a		n/a
Total current liabilities	\$71,102	\$87,151	23%	\$74,559	-14%
Non-current liabilities	\$263,671	\$239,382	-9%	\$236,491	-1%
Total liabilities	\$334,773	\$326,533	-2%	\$311,050	-5%
Net assets					
Unrestricted	\$488,345	\$533,235	9%	\$584,878	10%
Restricted	\$75,000	\$47,985	-36%	\$20,100	-58%
Total net assets	\$563,345	\$581,220	3%	\$604,978	4%
Total liabilities & net assets	\$898,118	\$907,753	1%	\$916,028	1%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	2	2	1
Total working capital -- Unrestricted	-\$41,563	-\$60,816	-\$50,397
Current Ratio	1.47	0.54	0.32
Debt Service Impact	141%	146%	140%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$58,332	\$61,248	\$71,807
Operating Margin	50%	8%	10%
Depreciation as a % of Fixed Assets	31%	33%	36%
Leverage Ratio -- Unrestricted	35%	31%	29%

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. $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$. 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).

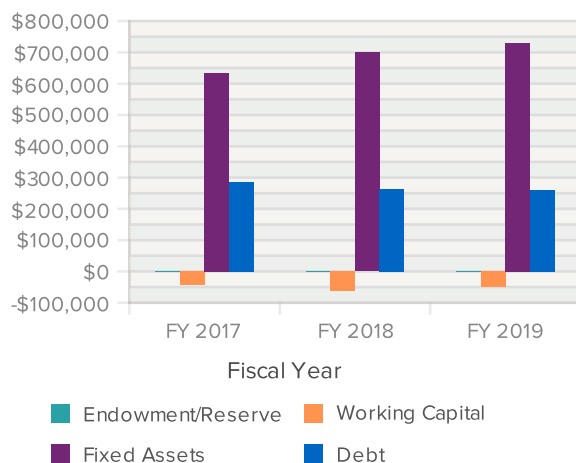
Unrestricted Net Assets Net of Property, Plant and Equipment (Unrestricted Net Assets - (Net Fixed Assets - Mortgage Debt)) shows what the organization's unrestricted net assets would be if they did not own any property, or have any debts associated with that property. Because this calculation is based 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. The higher the margin, the more sustainable the organization because it's using more reliable sources of revenue to operate. Low ratios indicate that an organization is using revenue sources with a higher degree of variability and uncertainty. Negative operating margins highlight losses, and an organization's need to increase revenue, decrease expenses, or both, to be sustainable over time.

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 - Unrestricted (Total Unrestricted Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Components of Net Assets



Months of Working Capital



Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	3,118	4,101	32%	1,630	-60%
In-person participation - free	751	3,352	346%	71	-98%
Total in-person participation	3,869	7,453	93%	1,701	-77%

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Admissions	476	3,352	604%		-100%
Registrants for classes/workshops	547	2,089	282%	361	-83%
Students given private lessons	15	12	-20%	6	-50%
Guided tours participants	70	250	257%	20	-92%
Field trip participants	1,339	1,385	3%	1,185	-14%
Lecture attendees	1,266	154	-88%	44	-71%
Festival attendees	156	211	35%	85	-60%
Total in-person participation	3,869	7,453	93%	1,701	-77%

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	1,835	4,100	123%	1,020	-75%
Children served in schools	3,646	1,555	-57%	2,321	49%
Seniors	320	210	-34%	301	43%
Adults	1,714	3,143	83%	380	-88%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	1	1	0%	1	0%
Full-time seasonal employees	2	3	50%	3	0%
Full-time seasonal employees - FTEs	0.4		-100%	0.53	n/a
Part-time permanent employees	1	1	0%	0	-100%
Part-time permanent employees - FTEs	0.64		-100%		n/a
Number of full-time volunteers	0	6	n/a	0	-100%
Number of part-time or one-time volunteers	28	39	39%	45	15%
Part-time or one-time volunteers - FTEs	0.93	0.79	-15%	0.47	-41%
Independent contractors	2	6	200%	3	-50%

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Independent contractors that are artists	1	3	200%		-100%

Program Activity

			% Change		% Change
Permanent exhibits	1	2	100%	12	500%
Temporary exhibits	2	1	-50%	4	300%
Objects/works in collection	12	384	3,100%	385	0%
Objects/works on exhibit	12	32	167%	385	1,103%
Animals in collection	20	22	10%	30	36%
Animals on exhibit	20	22	10%	30	36%
Plants in collection	12	14	17%	12	-14%
Plants on exhibit	12	14	17%	12	-14%
Works commissioned	1	51	5,000%	2	-96%
Distinct classes/workshops	6	11	83%	45	309%
Distinct class series/courses	8	12	50%	5	-58%
Total classes/class sessions	137	118	-14%	72	-39%
Private lessons offered	6	12	100%	6	-50%
Distinct guided tours	3	6	100%	20	233%
Total guided tour occurrences	24	144	500%	20	-86%
Distinct field trips	47	34	-28%	36	6%
Field trip occurrences	47	0	-100%	36	n/a
Distinct lectures	5	23	360%	2	-91%
Lecture occurrences	103	43	-58%	2	-95%
Programs offered in schools	5	36	620%	51	42%
Hours of programming in schools	270	108	-60%	300	178%
Number of schools served	45	36	-20%	51	42%
Artists placed in schools	1	12	1,100%	1	-92%
Fairs/festivals/parades	1	2	100%	1	-50%