

Organization Information

Organization name:	Raven Hill Discovery Center		
City:	East Jordan	Year organization founded:	1991
State:	MI	Organization type:	501(c)3 nonprofit organization
County:	Charlevoix	DUNS #:	794770057
Federal ID #:	383032707	Full-time staff:	1
NISP Discipline:	14 - Multidisciplinary	Board Members:	6
NISP Institution:	9 - Other Museum	Fiscal year end date:	06-30
NTEE:	A52 - Children's Museums		

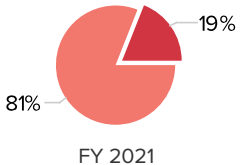
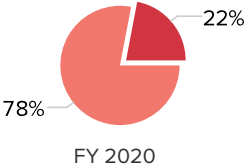
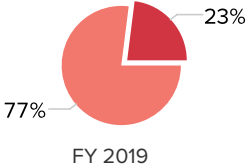
Applicant is audited or reviewed by an independent accounting firm.

Financial Summary

Unrestricted Activity	FY 2019	FY 2020	% Change	FY 2021	% Change
Unrestricted operating revenue					
Earned program	\$58,158	\$39,713	-32%	\$33,363	-16%
Earned non-program	-\$1,460	\$3,638	349%		-100%
Total earned revenue	\$56,698	\$43,351	-24%	\$33,363	-23%
Investment revenue			n/a		n/a
Contributed revenue	\$189,507	\$155,242	-18%	\$139,036	-10%
Total unrestricted operating revenue	\$246,205	\$198,593	-19%	\$172,399	-13%
Less in-kind		\$1,720	n/a	\$3,250	89%
Unrestricted operating revenue less in-kind	\$246,205	\$196,873	-20%	\$169,149	-14%
Operating expenses					
Program	\$169,054	\$142,302	-16%	\$104,640	-26%
Management & general	\$13,362	\$11,803	-12%	\$8,096	-31%
Fundraising	\$12,146	\$10,282	-15%	\$7,125	-31%
Total operating expenses	\$194,562	\$164,387	-16%	\$119,861	-27%
Less in-kind		\$1,720	n/a	\$3,250	89%
Unrestricted operating expenses less in-kind	\$194,562	\$162,667	-16%	\$116,611	-28%
Unrestricted change in net assets - operating	\$51,643	\$34,206	-34%	\$52,538	54%
Unrestricted change in net assets	\$51,643	\$34,206	-34%	\$52,538	54%
Restricted change in net assets	-\$27,885	-\$16,350	41%	\$13,621	183%
Total change in net assets	\$23,758	\$17,856	-25%	\$66,159	271%

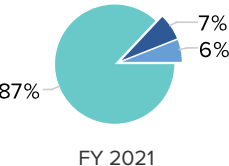
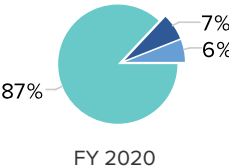
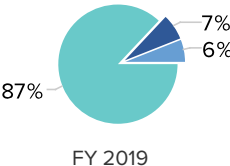
Unrestricted Operating Revenue by Source

- Earned
- Investment
- Contributed



Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



Revenue Details

Operating Revenue Earned - Program	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Subscriptions					
Membership fees - individuals	\$8,590	\$12,685	\$19,320	\$19,320	\$0
Membership fees - organizations					
Ticket sales & admissions	\$32,022	\$17,358	\$7,037	\$7,037	
Education revenue	\$11,438	\$6,050	\$7,006	\$7,006	
Publication sales					
Gallery sales					
Contracted services & touring fees					
Royalty & reproduction revenue					
Earned - program not listed above	\$6,108	\$3,620			
Total earned - program	\$58,158	\$39,713	\$33,363	\$33,363	
Earned - Non-program					
Rental revenue					
Sponsorship revenue					
Attendee-generated revenue not listed above	-\$1,460	\$3,638			
Earned non-program not listed above					
Total earned - non-program	-\$1,460	\$3,638			
Total earned revenue	\$56,698	\$43,351	\$33,363	\$33,363	

Contributed	FY 2019 Total	FY 2020 Total	FY 2021 Total	FY 2021 Unrestricted	FY 2021 Restricted
Trustee & board	\$1,180	\$1,645	\$5,790	\$5,790	
Individual	\$59,194	\$68,877	\$34,306	\$34,306	
Corporate	\$28,548	\$6,400	\$2,111	\$2,111	
Foundation	\$60,000	\$42,500	\$84,049	\$22,799	\$61,250
City government	\$200	\$0	\$0		
State government	\$10,975	\$17,750	\$12,875		\$12,875
Federal government	\$1,525	\$0	\$10,276	\$10,276	
In-kind operating contributions	\$0	\$1,720	\$3,250	\$3,250	
Special fundraising events					
Net assets released from restriction	\$0	\$0	\$0	\$60,504	-\$60,504
Total contributed revenue	\$161,622	\$138,892	\$152,657	\$139,036	\$13,621
Operating investment revenue	\$0	\$0	\$0		
Total operating revenue	\$218,320	\$182,243	\$186,020	\$172,399	\$13,621
Total operating revenue less operating in-kind	\$218,320	\$180,523	\$182,770	\$169,149	\$13,621
Total revenue	\$218,320	\$182,243	\$186,020	\$172,399	\$13,621
Total revenue less in-kind	\$218,320	\$180,523	\$182,770	\$169,149	\$13,621

Revenue Narrative

FY 2019	n/a
FY 2020	Raven Hill Discovery Center closed March 13, 2020 due to COVID-19. With no outreach, field trips, classes, workshops, summer camps or daily admissions, the anticipated revenue loss for the spring & summer of 2020 was significant and is reflected in this fiscal year's budget.
FY 2021	n/a

Expense Details

	FY 2019 Total	FY 2020 Total	% Change	FY 2021 Total	% Change	FY 2021 Program	FY 2021 General & Administrative	FY 2021 Fundraising
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$65,651	\$57,382	-13%	\$33,994	-41%	\$27,196	\$3,399	\$3,399
Independent contractors	\$5,110	\$902	-82%	\$1,649	83%	\$1,649		
Professional fees	\$8,230	\$3,338	-59%	\$6,975	109%	\$6,277	\$349	\$349
Total personnel expenses - Operating	\$78,991	\$61,622	-22%	\$42,618	-31%	\$35,122	\$3,748	\$3,748
Non-personnel expenses - Operating								
Occupancy costs	\$23,491	\$32,128	37%	\$25,717	-20%	\$23,145	\$1,286	\$1,286
Depreciation	\$19,073	\$18,724	-2%	\$18,776	0%	\$16,898	\$939	\$939
Interest expense	\$12,174	\$15,212	25%	\$9,710	-36%	\$8,739	\$971	
Non-personnel expenses not listed above	\$60,833	\$36,701	-40%	\$23,040	-37%	\$20,736	\$1,152	\$1,152
Total non-personnel expenses - Operating	\$115,571	\$102,765	-11%	\$77,243	-25%	\$69,518	\$4,348	\$3,377
Total operating expenses	\$194,562	\$164,387	-16%	\$119,861	-27%	\$104,640	\$8,096	\$7,125
Total expenses	\$194,562	\$164,387	-16%	\$119,861	-27%			
Total expenses less in-kind	\$194,562	\$162,667	-16%	\$116,611	-28%			
Total expenses less depreciation	\$175,489	\$145,663	-17%	\$101,085	-31%			
Total expenses less in-kind and depreciation	\$175,489	\$143,943	-18%	\$97,835	-32%			

Expense Narrative

FY 2019	n/a
FY 2020	Staff was reduced to half-time and other expenses, such as marketing, were also reduced or eliminated during the last quarter of this fiscal year and continue, due to the pandemic.
FY 2021	n/a

Balance Sheet

Assets	FY 2019	FY 2020	% Change	FY 2021	% Change
Current assets					
Cash and cash equivalents	\$22,812	\$39,256	72%	\$34,976	-11%
Receivables	\$1,350		-100%	\$3,500	n/a
Investments - current			n/a		n/a
Prepaid expenses & other			n/a		n/a
Total current assets	\$24,162	\$39,256	62%	\$38,476	-2%
Long-term/non-current assets					
Investments - non current			n/a		n/a
Fixed assets (net of accumulated depreciation)	\$731,091	\$720,037	-2%	\$710,166	-1%
Non-current assets not listed above	\$160,775	\$194,775	21%	\$216,729	11%
Total long-term/non-current assets	\$891,866	\$914,812	3%	\$926,895	1%
Total assets	\$916,028	\$954,068	4%	\$965,371	1%
Liabilities & Net Assets					
Current liabilities					
Accounts payable and accrued expenses	\$51,235	\$63,634	24%	\$26,577	-58%
Deferred revenue		\$75,610	n/a	\$60,840	-20%
Loans - current	\$23,324		-100%		n/a
Additional current liabilities not listed above			n/a		n/a
Total current liabilities	\$74,559	\$139,244	87%	\$87,417	-37%
Long-term/non-current liabilities					
Long-term/non-current loans	\$236,491	\$191,990	-19%	\$188,961	-2%
Additional long-term/non-current liabilities not listed above			n/a		n/a
Total long-term/non-current liabilities	\$236,491	\$191,990	-19%	\$188,961	-2%
Total liabilities	\$311,050	\$331,234	6%	\$276,378	-17%
Net assets					
Unrestricted	\$584,878	\$619,084	6%	\$671,622	8%
Restricted	\$20,100	\$3,750	-81%	\$17,371	363%
Total net assets	\$604,978	\$622,834	3%	\$688,993	11%
Total liabilities & net assets	\$916,028	\$954,068	4%	\$965,371	1%

Balance Sheet Narrative

FY 2019	n/a
FY 2020	n/a
FY 2021	n/a

Balance Sheet Metrics

	FY 2019	FY 2020	% Change	FY 2021	% Change
Months of operating cash -- Unrestricted	1.41	2.59	84%	1.76	-32%
Working capital -- Unrestricted	-\$50,397	-\$103,738	-106%	-\$66,312	36%
Current ratio -- Unrestricted	0.32	0.25	-21%	0.24	-5%
Net assets as a % of total expenses	311%	379%	22%	575%	52%
Fixed assets (net)	\$731,091	\$720,037	-2%	\$710,166	-1%
Condition of fixed assets	31%	34%		37%	
Leverage -- Unrestricted	29%	20%	-30%	20%	-1%
Total debt	\$259,815	\$191,990	-26%	\$188,961	-2%
Debt service impact	18%	9%	-49%	8%	-12%

Months of operating cash -- unrestricted (Unrestricted Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. This ratio is calculated using unrestricted numbers only.

Working capital -- unrestricted (Unrestricted Current Assets minus Unrestricted Current Liabilities) consists of the unrestricted resources available for operations. 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 unrestricted (Unrestricted Current Assets divided by Unrestricted Current Liabilities) determines the organization's ability to pay current debt using current assets. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % 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.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

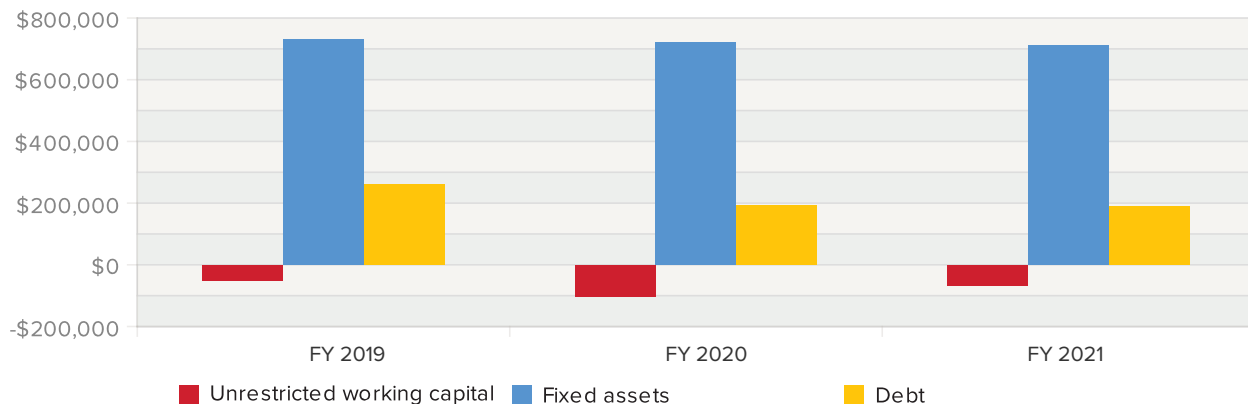
Leverage ratio (Total Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets net is the value of all land, buildings, equipment, leasehold improvements and other property and equipment 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.

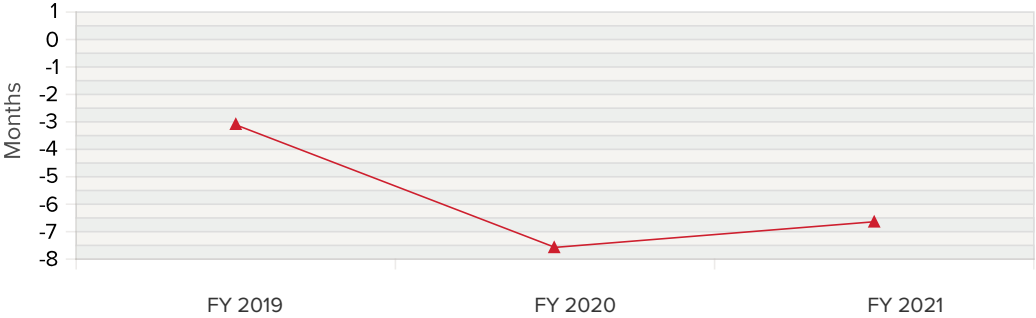
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

Components of Net Assets



**Months of
Unrestricted
Working Capital**



Attendance

	FY 2019	FY 2020	% Change	FY 2021	% Change
Total attendance					
Paid	5,334	3,481	-35%	997	-71%
Free	1,940	1,596	-18%	658	-59%
Total	7,274	5,077	-30%	1,655	-67%
In-person attendance					
Paid	5,334	3,481	-35%	997	-71%
Free	1,940	1,469	-24%	658	-55%
Total	7,274	4,950	-32%	1,655	-67%
Digital attendance					
Paid		0	n/a	0	n/a
Free		127	n/a		-100%
Total		127	n/a	0	-100%
In-person attendees 18 and under	3,502	2,784	-21%	812	-71%
Programs in schools	FY 2019	FY 2020	% Change	FY 2021	% Change
Children served in schools	2,321	1,373	-41%	334	-76%
Hours of instruction	300	91	-70%	14	-85%

Workforce

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of People					
Employees: Full-time permanent	1	1	0%	1	0%
Employees: Full-time temporary	3	3	0%	0	-100%
Employees: Part-time temporary	0	0	n/a	3	n/a
Volunteers	45	63	40%	33	-48%
Independent contractors	3	4	33%	19	375%
Interns and apprentices	0	0	n/a	0	n/a
Total positions	52	71	37%	56	-21%

Visual & Performing Artists

	FY 2019	FY 2020	% Change	FY 2021	% Change
Number of visual & performing artists	2	2	0%	9	350%
Payments to artists & performers		\$0	n/a	\$1,489	n/a

Covid-19 Impact

	FY 2019	FY 2020	FY 2021
Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization:			
Number of employees laid off			0
Number of employees furloughed		1	0
Of those furloughed or laid off employees, how many (if any) have been brought back?		1	0

Mission and Constituency

Mission statement

The overall mission of Raven Hill Discovery Center is to provide a place where children and adults can build life-long connections linking science, history and the arts in a hands-on learning environment.

Mission demographics

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

If the fields above are blank, this organization does not serve that demographic specifically.

Audience

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served

Rural

If the fields above are blank, this organization does not serve that demographic specifically.

Program Activity

In-person activity	FY 2019		FY 2020		FY 2021	
	Distinct offerings	# of times offered	Distinct offerings	# of times offered	Distinct offerings	# of times offered
Productions (self-produced)			0	0	0	0
Productions (presented)			0	0	0	0
Classes/assemblies/other programs in schools	4	36	7	24	1	31
Classes/workshops (outside of schools)	3	6	2	11	1	24
Field trips/school visits	1	72	4	11	1	108
Guided tours	3	11	3	3	1	39
Lectures	2	2	0	0	0	0
Permanent exhibitions	12		1		1	
Temporary exhibitions	1		4		1	
Traveling exhibitions (hosted)	1		0		0	
Films screened			0	0	0	0
Festivals/conferences	1		5	5	0	0
Readings/workshops (developing works)			0	0	0	0
Community programs (not included above)			0	0	0	0
Additional programs not listed above	0	0	0	0	0	0

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity

Digital activity	FY 2019			FY 2020			FY 2021		
	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand	Distinct offerings	# times digitally offered	On-demand
Productions (self-produced)				0	0	0	0	0	0
Productions (presented)				0	0	0	0	0	0
Classes/assemblies/other programs in schools				0	0	0	0	0	0
Classes/workshops (outside of schools)				0	0	0	0	0	0
Field trips/school visits				0	0	0	0	0	0
Guided tours				0	0	0	0	0	0
Lectures				1	4	0	0	0	0
Permanent exhibitions									
Temporary exhibitions									
Traveling exhibitions (hosted)									
Films screened				0	0	0	0	0	0
Broadcast productions				0	0	0	0	0	0
Festivals/conferences				0	0	0			
Readings/workshops (developing works)				0	0	0	0	0	0
Community programs (not included above)				0	0	0	0	0	0
Additional programs not listed above				0	0	0			

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Digital activity financials	FY 2019		FY 2020		FY 2021	
	Total	Associated with digital program delivery	Total	Associated with digital program delivery	Total	Associated with digital program delivery
Earned revenue	\$56,698		\$43,351	\$0	\$33,363	\$0
Contributed revenue	\$161,622		\$138,892		\$152,657	\$0
Operating expense	\$194,562		\$164,387		\$119,861	\$0

Program Activity

	FY 2019	FY 2020	% Change	FY 2021	% Change
Fiscally sponsored projects		0	n/a	0	n/a
Amount distributed to fiscally sponsored projects			n/a		n/a
Residencies		0	n/a	0	n/a
Scholarships awarded		0	n/a	0	n/a
Amount awarded in scholarships			n/a		n/a
Other grants awarded		0	n/a	0	n/a
Amount awarded in grants			n/a		n/a
Public art installations		0	n/a	0	n/a
Works commissioned	2	1	-50%	9	800%
Films produced		0	n/a	0	n/a
World premieres		0	n/a	0	n/a
National premieres		0	n/a	1	n/a
Local/regional premieres	4	1	-75%	0	-100%
Published works (physical)		0	n/a	0	n/a
Published works (digital)			n/a		n/a
Private lessons (in-person)	6	0	-100%	0	n/a
Private lessons (digital)			n/a		n/a
Competitions		0	n/a	0	n/a
Open rehearsals		0	n/a	0	n/a

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

Program Activity Narrative

FY 2019	n/a
FY 2020	As previously mentioned, Raven Hill program attendance was significantly lower during the last quarter of the 2019-20 fiscal year, due to COVID-19.
FY 2021	Programs change with the seasons at Raven Hill Discovery Center. Spring brings school field trip visits; summer offers camps and classes for summer visitors; fall is the time for individuals enjoying the autumn colors and winters are filled with outreach programs into the schools and libraries. Raven Hill was closed from March 13, 2020 to April 17, 2021, so all programs were affected during that time.