



Organization Information

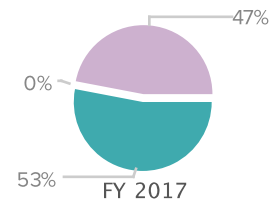
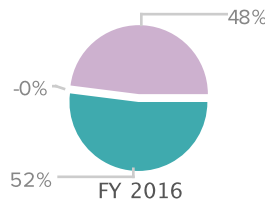
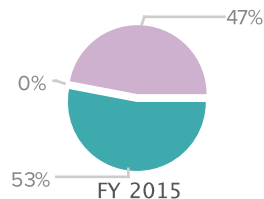
Organization name: Troy Historical Society
 City: Troy Federal ID #: 386116182
 State: MI Year organization founded: 1964
 County: Oakland Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 11 - Interdisciplinary Fiscal year end date: 06-30
 NISP Institution: 28 - Historical Society DUNS #: 786993091
 NTEE: A54 - History Museums Full-time staff: 1
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 6.79

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

Unrestricted Activity	FY 2015	FY 2016	% Change	FY 2017	% Change
Unrestricted Operating Revenue					
Earned Program	\$129,440	\$138,539	7%	\$159,824	15%
Earned Non-program	\$59,435	\$60,867	2%	\$68,938	13%
Total Earned Revenue	\$188,875	\$199,406	6%	\$228,762	15%
Investment Revenue	\$10	-\$1,079	-10,890%	\$0	100%
Contributed Revenue	\$209,619	\$213,225	2%	\$263,136	23%
Total Unrestricted Operating Revenue	\$398,504	\$411,552	3%	\$491,898	20%
Less in-kind	(\$22,367)	(\$0)	-100%	(\$1,493)	n/a
Total Unrestricted Operating Revenue Less In-kind	\$376,137	\$411,552	9%	\$490,405	19%
Expenses by Functional Total					
Program	\$266,453	\$294,540	11%	\$276,765	-6%
Fundraising	\$72,031	\$65,589	-9%	\$46,780	-29%
General & Administrative	\$88,666	\$100,352	13%	\$90,281	-10%
Total Operating Expenses	\$427,150	\$460,481	8%	\$413,826	-10%
Less in-kind	(\$22,367)	(\$0)	-100%	(\$1,493)	n/a
Total Operating Expenses Less In-kind	\$404,783	\$460,481	14%	\$412,333	-10%
Net Unrestricted Activity - Operating	-\$28,646	-\$48,929	-71%	\$78,072	260%
Net Unrestricted Activity - Non-operating		\$0	n/a		n/a
Total Net Unrestricted Activity	-\$28,646	-\$48,929	-71%	\$78,072	260%
Net Temporarily Restricted Activity	\$1,850	\$9,315	404%	\$8,586	-8%
Net Permanently Restricted Activity	\$0	\$0	n/a		n/a
Net Total Activity	-\$26,796	-\$39,614	-48%	\$86,658	319%

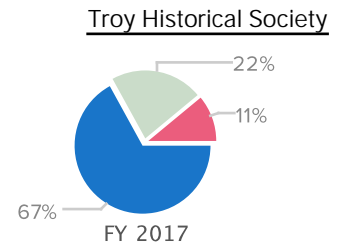
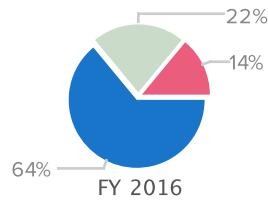
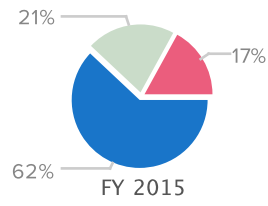
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Revenue Details

	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$6,650	\$8,095	\$9,165	\$9,165		n/a
Single ticket sales	\$96,266					n/a
Royalties, right and reproductions	\$77					n/a
Admissions	\$3,291	\$7,377	\$10,604	\$10,604		n/a
Guided or group tours		\$3,657	\$905	\$905		n/a
Contracted services		\$98,483	\$113,542	\$113,542		n/a
Tuitions and registration fees	\$23,156	\$16,558	\$24,131	\$24,131		n/a
Other program revenue		\$4,569	\$1,877	\$1,477	\$400	n/a
Total earned - program	\$129,440	\$138,739	\$160,224	\$159,824	\$400	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$15,004	\$16,423	\$14,629	\$14,625	\$4	n/a
Sponsorship revenue	\$26,250	\$32,717	\$41,940	\$41,940		n/a
Space rentals	\$12,473	\$11,157	\$12,298	\$12,298		n/a
Other earned revenue	\$5,708	\$588	\$75	\$75		n/a
Total earned - non-program	\$59,435	\$60,885	\$68,942	\$68,938	\$4	n/a
Total earned revenue	\$189,099	\$300,858	\$229,166	\$228,762	\$404	n/a

Contributed	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$35,593	\$47,739	\$48,497	\$48,497		
Individual	\$27,101	\$22,934	\$41,399	\$33,457	\$7,942	
Corporate	\$1,302	\$300	\$1,014	\$1,014		
Foundation	\$34,400	\$54,072	\$67,830	\$1,200	\$66,630	
City government	\$75,000	\$75,000	\$100,000	\$100,000		
In-kind operating contributions	\$22,367	\$0	\$1,493	\$1,493		
Other contributions	\$15,706	\$22,277	\$11,085	\$11,085		
Net assets released from restriction	\$0	\$0	\$0	\$66,390	-\$66,390	
Total contributed revenue	\$211,469	\$222,322	\$271,318	\$263,136	\$8,182	
Operating investment revenue	\$10	-\$1,079	\$0	\$0		
Total operating revenue	\$400,578	\$522,101	\$500,484	\$491,898	\$8,586	
Total operating revenue less in-kind	\$378,211	\$522,101	\$498,991	\$490,405	\$8,586	
Total non-operating revenue		\$0				
Total revenue	\$400,578	\$522,101	\$500,484	\$491,898	\$8,586	
Total revenue less in-kind	\$378,211	\$522,101	\$498,991	\$490,405	\$8,586	

Expense Details

	FY 2015 Total	FY 2016 Total	% Change	FY 2017 Total	% Change	FY 2017 Program	FY 2017 Fundraising	FY 2017 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$305,647	\$327,194	7%	\$288,492	-12%	\$196,371	\$31,254	\$60,867
Independent contractors	\$12,179	\$18,075	48%	\$33,760	87%	\$29,080	\$4,680	\$0
Professional fees	\$4,208	\$24,577	484%	\$10,903	-56%	\$3,993	\$0	\$6,910
Total personnel expenses - Operating	\$322,034	\$369,846	15%	\$333,155	-10%	\$229,444	\$35,934	\$67,777
Non-personnel expenses - Operating								
Advertising and promotion	\$28,466	\$2,510	-91%	\$11,158	345%	\$6,179	\$3,035	\$1,944
Conferences and meetings	\$856	\$721	-16%	\$1,825	153%	\$328	\$220	\$1,277
Dues and subscriptions	\$983	\$1,055	7%	\$1,130	7%	\$0	\$0	\$1,130
Insurance	\$2,948	\$3,224	9%	\$3,821	19%	\$50	\$0	\$3,771
Occupancy costs	\$1,771	\$12,414	601%	\$5,074	-59%	\$3,447	\$548	\$1,079
Office and administration	\$29,701	\$17,349	-42%	\$24,757	43%	\$17,753	\$3,009	\$3,995
Printing, postage and shipping	\$8,307	\$6,481	-22%	\$1,646	-75%	\$335	\$437	\$874
Travel	\$149	\$812	445%	\$1,171	44%	\$1,049	\$0	\$122
Exhibition costs	\$0	\$552	n/a	\$476	-14%	\$476	\$0	\$0
Collections management	\$546	\$19	-97%	\$75	295%	\$75	\$0	\$0
Productions and events costs	\$0	\$11,276	n/a	\$22,577	100%	\$18,354	\$3,948	\$275
Interest expense	\$2,182	\$1,201	-45%	\$261	-78%	\$0	\$0	\$261
Other operating expenses	\$24,310	\$28,124	16%	\$1,803	-94%	-\$725	-\$351	\$2,879
Depreciation	\$4,897	\$4,897	0%	\$4,897	0%	\$0	\$0	\$4,897
Total non-personnel expenses - Operating	\$105,116	\$90,635	-14%	\$80,671	-11%	\$47,321	\$10,846	\$22,504
Total operating expenses	\$427,150	\$460,481	8%	\$413,826	-10%	\$276,765	\$46,780	\$90,281
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	\$427,150	\$460,481	8%	\$413,826	-10%	\$276,765	\$46,780	\$90,281
Total expenses less in-kind	\$404,783	\$460,481	14%	\$412,333	-10%			
Total expenses less depreciation	\$422,253	\$455,584	8%	\$408,929	-10%			
Total expenses less in-kind and depreciation	\$399,886	\$455,584	14%	\$407,436	-11%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$27,475	\$18,781	-32%	\$55,548	196%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments	\$0	\$0	n/a	\$25,000	n/a
Prepaid expenses & other	\$15,870	\$19,154	21%	\$18,059	-6%
Total current assets	\$43,345	\$37,935	-12%	\$98,607	160%
Non-current investments					
Fixed assets (net)	\$26,850	\$21,952	-18%	\$17,055	-22%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$26,850	\$21,952	-18%	\$42,055	92%
Total assets	\$70,195	\$59,887	-15%	\$140,662	135%
Liabilities & Net Assets					
Liabilities	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$21,791	\$22,468	3%	\$9,700	-57%
Loans & other debt		\$0	n/a		n/a
Deferred revenue		\$34,105	n/a	\$40,990	20%
Total current liabilities	\$21,791	\$56,573	160%	\$50,690	-10%
Non-current liabilities	\$5,475	\$0	-100%	\$0	n/a
Total liabilities	\$27,266	\$56,573	107%	\$50,690	-10%
Net assets					
Unrestricted	\$34,666	-\$14,054	-141%	\$63,808	554%
Temporarily restricted	\$8,263	\$17,368	110%	\$26,164	51%
Permanently restricted			n/a		n/a
Total net assets	\$42,929	\$3,314	-92%	\$89,972	2,615%
Total liabilities & net assets	\$70,195	\$59,887	-15%	\$140,662	135%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	1	0	1
Total working capital -- Unrestricted	\$13,291	-\$36,006	\$21,753
Current Ratio	1.99	0.67	1.95
Debt Service Impact	1%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$7,816	-\$36,006	\$46,753
Operating Margin	-7%	-10%	18%
Depreciation as a % of Fixed Assets	n/a	n/a	n/a
Leverage Ratio			

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.

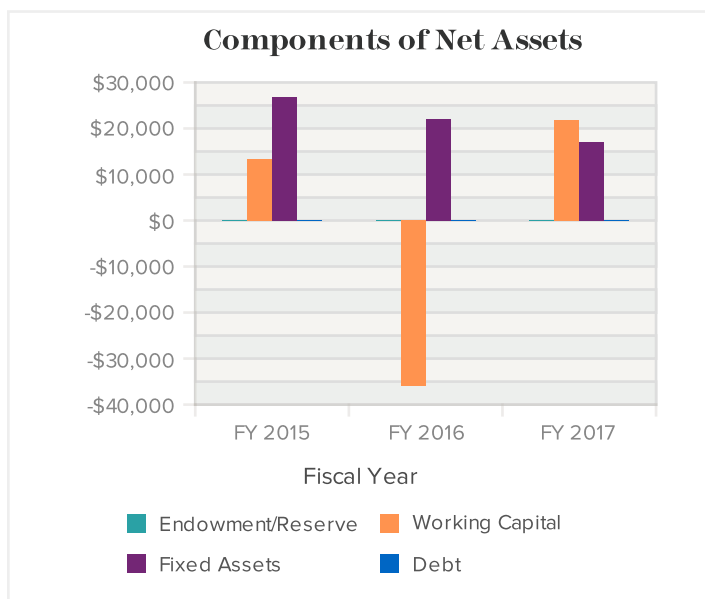
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed assets that they truly own free and clear of related obligations and depreciated value. It is calculated as $\text{Unrestricted Net Assets} - (\text{Net Fixed Assets} - \text{Mortgage Debt})$.

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 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	500	20,427	3,985%	18,394	-10%
In-person participation - free	2,293	2,482	8%	4,679	89%
Total in-person participation	2,793	22,909	720%	23,073	1%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets	500		-100%		n/a
Admissions		3,045	n/a	4,927	62%
Registrants for classes/workshops		2,119	n/a	14,654	592%
Guided tours participants		306	n/a	150	-51%
Lecture attendees		14,796	n/a	837	-94%
Festival attendees			n/a	580	n/a
Participants of other events		2,643	n/a	1,925	-27%
Total in-person participation	2,793	22,909	720%	23,073	1%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	13,061	13,149	1%	12,309	-6%
Children served in schools		13,810	n/a	13,503	-2%
Seniors		2,957	n/a	3,127	6%
Adults		6,803	n/a	7,637	12%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change

Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	13	18	38%	16	-11%
Part-time permanent employees - FTEs	5.36	6.64	24%	5.79	-13%
Part-time seasonal employees		0	n/a	1	n/a
Part-time seasonal employees - FTEs			n/a	0.01	n/a
Number of part-time or one-time volunteers	309	193	-38%	140	-27%
Part-time or one-time volunteers - FTEs	3.04	3.79	25%	4.26	12%
Independent contractors	2	28	1,300%	9	-68%
Number of interns and apprentices	3	0	-100%	5	n/a

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Independent contractors that are artists	0	26	n/a	7	-73%

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Permanent exhibits	10	10	0%	10	0%
Temporary exhibits	3	2	-33%	2	0%
Traveling exhibits		0	n/a	1	n/a
Objects/works in collection		10,000	n/a	10,000	0%
Objects/works on exhibit		1,000	n/a	1,000	0%
Distinct classes/workshops	49	26	-47%	26	0%
Distinct class series/courses		7	n/a	8	14%
Total classes/class sessions	0	375	n/a	216	-42%
Distinct guided tours		4	n/a	9	125%
Total guided tour occurrences		10	n/a	9	-10%
Distinct lectures	17	2	-88%	2	0%
Lecture occurrences	17	21	24%	10	-52%
Programs offered in schools	1	0	-100%	205	n/a
Hours of programming in schools		41,430	n/a	42,250	2%
Number of schools served		166	n/a	161	-3%
Fairs/festivals/parades			n/a	1	n/a
Distinct other programs		42	n/a	8	-81%
Other programs occurrences		49	n/a	10	-80%