



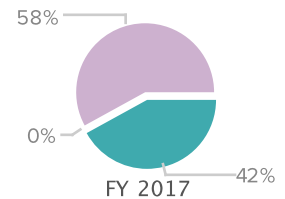
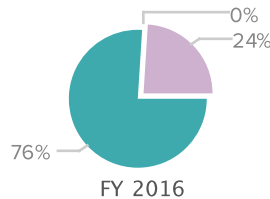
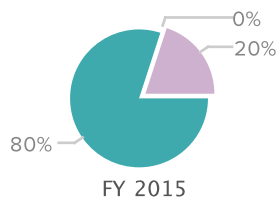
Organization Information

Organization name: Friends of the Ramsdell
 City: Manistee Federal ID #: 383117557
 State: MI Year organization founded: 1993
 County: Manistee Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 06-30
 NISP Institution: 15 - Arts Center DUNS #
 NTEE: A61 - Performing Arts Centers Full-time staff: 1
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 1.76
 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	\$54,654	\$31,481	-42%	\$59,421	89%
Earned Non-program	\$14,916	\$54,519	266%	\$87,103	60%
Total Earned Revenue	\$69,570	\$86,000	24%	\$146,524	70%
Investment Revenue	\$37	\$23	-38%	\$0	-100%
Contributed Revenue	\$283,496	\$274,203	-3%	\$105,124	-62%
Total Unrestricted Operating Revenue	\$353,103	\$360,226	2%	\$251,648	-30%
Less in-kind		(\$0)	n/a	(\$0)	n/a
Total Unrestricted Operating Revenue Less In-kind	\$353,103	\$360,226	2%	\$251,648	-30%
Expenses by Functional Total					
Program	\$48,932	\$33,614	-31%	\$142,586	324%
Fundraising	\$0	\$0	n/a	\$0	n/a
General & Administrative	\$258,447	\$297,784	15%	\$54,108	-82%
Total Operating Expenses	\$307,379	\$331,398	8%	\$196,694	-41%
Less in-kind		(\$0)	n/a	(\$0)	n/a
Total Operating Expenses Less In-kind	\$307,379	\$331,398	8%	\$196,694	-41%
Net Unrestricted Activity - Operating	\$45,724	\$28,828	-37%	\$54,954	91%
Net Unrestricted Activity - Non-operating	-\$36,012				n/a
Total Net Unrestricted Activity	\$9,712	\$28,828	197%	\$54,954	91%
Net Temporarily Restricted Activity	\$0	\$0	n/a	\$0	n/a
Net Permanently Restricted Activity	\$0	\$0	n/a	\$0	n/a
Net Total Activity	\$9,712	\$28,828	197%	\$54,954	91%

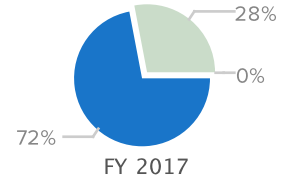
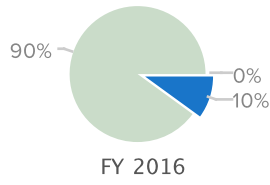
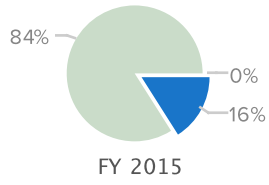
Revenue by Source

- 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
Operating Revenue	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Earned - Program						
Single ticket sales	\$54,654	\$30,906	\$59,421	\$59,421		n/a
Guided or group tours		\$575	\$0	\$0		n/a
Other program revenue		\$0				n/a
Total earned - program	\$54,654	\$31,481	\$59,421	\$59,421	\$0	n/a
Earned - Non-program						
Sponsorship revenue		\$5,000	\$4,000	\$4,000		n/a
Space rentals	\$57,728	\$47,519	\$56,688	\$56,688		n/a
Other earned revenue	-\$42,812	\$2,000	\$26,415	\$26,415		n/a
Total earned - non-program	\$14,916	\$54,519	\$87,103	\$87,103	\$0	n/a
Total earned revenue	\$69,570	\$86,000	\$146,524	\$146,524		n/a

The Ramsdell Regional Center for the Arts

Contributed	FY 2015	FY 2016	FY 2017	FY 2017	FY 2017	FY 2017
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$0	\$0	\$3,450	\$3,450	\$0	\$0
Individual	\$3,126	\$5,373	\$27,207	\$27,207	\$0	\$0
Corporate	\$0	\$0	\$0	\$0	\$0	\$0
Foundation	\$0	\$0	\$0	\$0	\$0	\$0
City government	\$0	\$0	\$70,000	\$70,000	\$0	\$0
Parent organization support	\$278,830	\$268,830				
In-kind operating contributions	\$0	\$0	\$0	\$0	\$0	\$0
Other contributions	\$1,540	\$0	\$4,467	\$4,467	\$0	\$0
Net assets released from restriction	\$0	\$0	\$0	\$0	\$0	\$0
Total contributed revenue	\$283,496	\$274,203	\$105,124	\$105,124	\$0	\$0
Operating investment revenue	\$37	\$23	\$0	\$0	\$0	\$0
Total operating revenue	\$353,103	\$360,226	\$251,648	\$251,648	\$0	\$0
Total operating revenue less in-kind	\$353,103	\$360,226	\$251,648	\$251,648	\$0	\$0
Non-operating revenue						
Transfers and re-classifications	-\$36,012					
Total non-operating revenue	-\$36,012					
Total revenue	\$317,091	\$360,226	\$251,648	\$251,648	\$0	\$0
Total revenue less in-kind	\$317,091	\$360,226	\$251,648	\$251,648	\$0	\$0

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)	\$78,754	\$87,406	11%	\$74,699	-15%	\$52,291	\$0	\$22,408
Independent contractors	\$48,932	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Professional fees	\$4,362	\$34,640	694%	\$0	-100%	\$0	\$0	\$0
Total personnel expenses - Operating	\$132,048	\$122,046	-8%	\$74,699	-39%	\$52,291	\$0	\$22,408
Non-personnel expenses - Operating								
Advertising and promotion	\$4,019	\$3,358	-16%	\$15,798	370%	\$15,798	\$0	\$0
Conferences and meetings	\$0	\$0	n/a	\$2,280	n/a	\$1,824	\$0	\$456
Dues and subscriptions	\$0	\$425	n/a	\$0	-100%	\$0	\$0	\$0
Insurance	\$3,814	\$3,840	1%	\$5,381	40%	\$0	\$0	\$5,381
Occupancy costs	\$56,891	\$44,218	-22%	\$0	-100%	\$0	\$0	\$0
Office and administration	\$4,820	\$3,831	-21%	\$2,625	-31%	\$2,100	\$0	\$525
Printing, postage and shipping	\$0	\$45	n/a	\$0	-100%	\$0	\$0	\$0
Travel	\$0	\$1,328	n/a	\$2,536	91%	\$2,029	\$0	\$507
Royalties, rights and reproductions	\$0	\$6,139	n/a	\$2,707	-56%	\$2,707	\$0	\$0
Productions and events costs	\$0	\$0	n/a	\$52,168	n/a	\$41,735	\$0	\$10,433
Interest expense	\$0	\$39,554	n/a	\$0	-100%	\$0	\$0	\$0
Other operating expenses	\$0	\$487	n/a	\$38,500	7,806%	\$24,102	\$0	\$14,398
Depreciation	\$105,787	\$106,127	0%	\$0	-100%	\$0	\$0	\$0
Total non-personnel expenses - Operating	\$175,331	\$209,352	19%	\$121,995	-42%	\$90,295	\$0	\$31,700
Total operating expenses	\$307,379	\$331,398	8%	\$196,694	-41%	\$142,586	\$0	\$54,108
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	\$307,379	\$331,398	8%	\$196,694	-41%	\$142,586	\$0	\$54,108
Total expenses less in-kind	\$307,379	\$331,398	8%	\$196,694	-41%			
Total expenses less depreciation	\$201,592	\$225,271	12%	\$196,694	-13%			
Total expenses less in-kind and depreciation	\$201,592	\$225,271	12%	\$196,694	-13%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$97,644		-100%	\$78,330	n/a
Receivables	\$1,470	\$0	-100%	\$0	n/a
Investments			n/a	\$0	n/a
Prepaid expenses & other	\$1,273	\$0	-100%	\$459	n/a
Total current assets	\$100,387	\$0	-100%	\$78,789	n/a
Non-current investments					
Fixed assets (net)	\$1,880,523		-100%	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$1,880,523		-100%	\$0	n/a
Total assets	\$1,980,910	\$0	-100%	\$78,789	n/a
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$21,960	\$0	-100%	\$9,953	n/a
Loans & other debt	\$139,270		-100%		n/a
Deferred revenue	-\$6,141				n/a
Total current liabilities	\$155,089	\$0	-100%	\$9,953	n/a
Non-current liabilities	\$1,022,243	\$0	-100%	\$0	n/a
Total liabilities	\$1,177,332	\$0	-100%	\$9,953	n/a
Net assets					
Unrestricted	\$803,578		-100%	\$68,836	n/a
Temporarily restricted			n/a		n/a
Permanently restricted			n/a		n/a
Total net assets	\$803,578	\$0	-100%	\$68,836	n/a
Total liabilities & net assets	\$1,980,910	\$0	-100%	\$78,789	n/a

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	4		5
Total working capital -- Unrestricted	-\$54,702		\$68,836
Current Ratio	0.65	n/a	7.92
Debt Service Impact	364%	12%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$1,076,945	n/a	n/a
Operating Margin	3%	8%	22%
Depreciation as a % of Fixed Assets	5%	n/a	n/a
Leverage Ratio	139%		

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

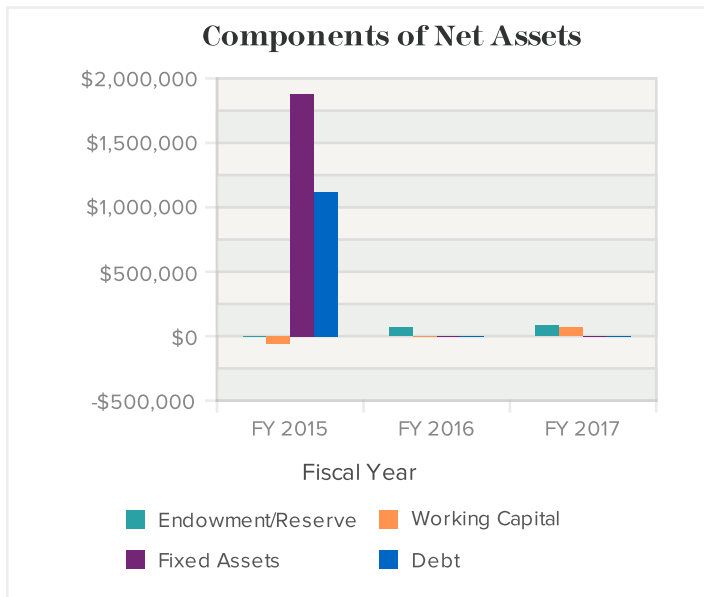
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed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

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 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	2,799	1,882	-33%	3,380	80%
In-person participation - free	0	184	n/a	840	357%
Total in-person participation	2,799	2,066	-26%	4,220	104%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		1,317	n/a	3,057	132%
Screenings tickets		428	n/a	223	-48%
Registrants for classes/workshops		26	n/a	100	285%
Guided tours participants		115	n/a	170	48%
Lecture attendees		120	n/a	120	0%
Total in-person participation	2,799	2,066	-26%	4,220	104%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	0	8	n/a	32	300%
Children served in schools			n/a	250	n/a
Seniors		369	n/a	3,587	872%
Adults		361	n/a	601	66%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
People engaged in advocacy			n/a	2,500	n/a

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	6	1	-83%	2	100%
Part-time permanent employees - FTEs	2		-100%	0.75	n/a
Part-time seasonal employees			n/a	1	n/a
Part-time seasonal employees - FTEs			n/a	0.01	n/a
Number of part-time or one-time volunteers	12	10	-17%	50	400%
Part-time or one-time volunteers - FTEs	2	0.1	-95%	0.9	800%
Independent contractors	2		-100%	0	n/a
Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change

This organization has not provided data on artistic staff. This may be because the organization does not hire artistic staff or the organization's annual expenses are under \$50,000, and they are therefore only required to complete the short form of the DataArts Survey.

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	13	19	46%	20	5%
Total performances	12	22	83%	60	173%
Distinct screenings	0	11	n/a	10	-9%
Total screenings	0	11	n/a	10	-9%
Temporary exhibits	0	3	n/a	3	0%
Distinct classes/workshops	0	1	n/a	10	900%
Distinct class series/courses		2	n/a	0	-100%
Total classes/class sessions	0	126	n/a	1	-99%
Distinct guided tours		9	n/a	1	-89%
Total guided tour occurrences		14	n/a	50	257%
Distinct lectures	0	6	n/a	6	0%
Lecture occurrences	0	6	n/a	6	0%
Programs offered in schools	0		n/a	1	n/a
Hours of programming in schools			n/a	1	n/a
Number of schools served			n/a	3	n/a
Artists placed in schools			n/a	5	n/a
Space - days rented		250	n/a	265	6%