



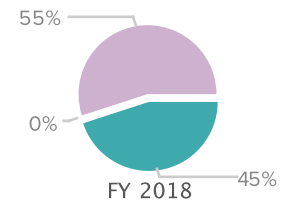
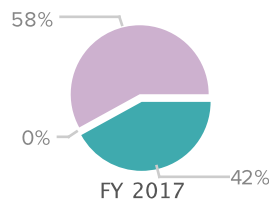
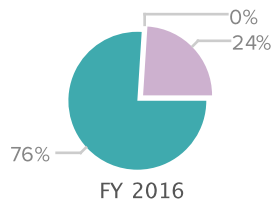
**Organization Information**

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: 2.3  
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$31,481	\$59,421	89%	\$102,375	72%
Earned Non-program	\$54,519	\$87,103	60%	\$66,287	-24%
<b>Total Earned Revenue</b>	<b>\$86,000</b>	<b>\$146,524</b>	<b>70%</b>	<b>\$168,662</b>	<b>15%</b>
Investment Revenue	\$23	\$0	-100%	\$0	n/a
Contributed Revenue	\$274,203	\$105,124	-62%	\$139,064	32%
<b>Total Unrestricted Operating Revenue</b>	<b>\$360,226</b>	<b>\$251,648</b>	<b>-30%</b>	<b>\$307,726</b>	<b>22%</b>
Less in-kind	(\$0)	(\$0)	n/a	(\$0)	n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$360,226</b>	<b>\$251,648</b>	<b>-30%</b>	<b>\$307,726</b>	<b>22%</b>
<b>Expenses by Functional Total</b>					
Program	\$33,614	\$142,586	324%	\$239,020	68%
Fundraising	\$0	\$0	n/a	\$12,790	n/a
General & Administrative	\$297,784	\$54,108	-82%	\$45,051	-17%
<b>Total Operating Expenses</b>	<b>\$331,398</b>	<b>\$196,694</b>	<b>-41%</b>	<b>\$296,861</b>	<b>51%</b>
Less in-kind	(\$0)	(\$0)	n/a	(\$0)	n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$331,398</b>	<b>\$196,694</b>	<b>-41%</b>	<b>\$296,861</b>	<b>51%</b>
Net Unrestricted Activity - Operating	\$28,828	\$54,954	91%	\$10,865	-80%
Net Unrestricted Activity - Non-operating			n/a		n/a
<b>Total Net Unrestricted Activity</b>	<b>\$28,828</b>	<b>\$54,954</b>	<b>91%</b>	<b>\$10,865</b>	<b>-80%</b>
Net Temporarily Restricted Activity	\$0	\$0	n/a	\$0	n/a
Net Permanently Restricted Activity	\$0	\$0	n/a	\$0	n/a
<b>Net Total Activity</b>	<b>\$28,828</b>	<b>\$54,954</b>	<b>91%</b>	<b>\$10,865</b>	<b>-80%</b>

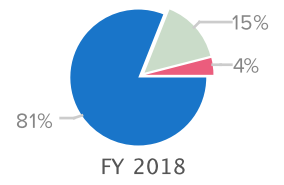
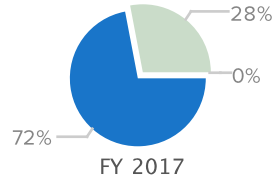
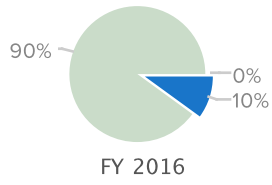
**Revenue by Source**

- 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						
Single ticket sales	\$30,906	\$59,421	\$94,809	\$94,809		n/a
Guided or group tours	\$575	\$0	\$310	\$310		n/a
Gallery sales	\$0	\$0	\$3,000	\$3,000		n/a
Other program revenue	\$0		\$4,256	\$4,256		n/a
Total earned - program	\$31,481	\$59,421	\$102,375	\$102,375	\$0	n/a
Earned - Non-program						
Food and concessions	\$0	\$0	\$3,927	\$3,927		n/a
Sponsorship revenue	\$5,000	\$4,000	\$13,400	\$13,400		n/a
Space rentals	\$47,519	\$56,688	\$48,960	\$48,960		n/a
Other earned revenue	\$2,000	\$26,415	\$0	\$0		n/a
Total earned - non-program	\$54,519	\$87,103	\$66,287	\$66,287	\$0	n/a
Total earned revenue	\$86,000	\$146,524	\$168,662	\$168,662		n/a

The Ramsdell Regional Center for the Arts

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$0	\$3,450	\$5,305	\$5,305	\$0	\$0
Individual	\$5,373	\$27,207	\$72,634	\$72,634	\$0	\$0
Corporate	\$0	\$0	\$0	\$0	\$0	\$0
Foundation	\$0	\$0	\$0	\$0	\$0	\$0
City government	\$0	\$70,000	\$60,000	\$60,000	\$0	\$0
State government	\$0	\$0	\$1,125	\$1,125	\$0	\$0
Parent organization support	\$268,830					
In-kind operating contributions	\$0	\$0	\$0	\$0	\$0	\$0
Other contributions	\$0	\$4,467	\$0	\$0	\$0	\$0
Net assets released from restriction	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total contributed revenue</b>	<b>\$274,203</b>	<b>\$105,124</b>	<b>\$139,064</b>	<b>\$139,064</b>	<b>\$0</b>	<b>\$0</b>
Operating investment revenue	\$23	\$0	\$0	\$0	\$0	\$0
<b>Total operating revenue</b>	<b>\$360,226</b>	<b>\$251,648</b>	<b>\$307,726</b>	<b>\$307,726</b>	<b>\$0</b>	<b>\$0</b>
<b>Total operating revenue less in-kind</b>	<b>\$360,226</b>	<b>\$251,648</b>	<b>\$307,726</b>	<b>\$307,726</b>	<b>\$0</b>	<b>\$0</b>
<b>Total non-operating revenue</b>						
<b>Total revenue</b>	<b>\$360,226</b>	<b>\$251,648</b>	<b>\$307,726</b>	<b>\$307,726</b>	<b>\$0</b>	<b>\$0</b>
<b>Total revenue less in-kind</b>	<b>\$360,226</b>	<b>\$251,648</b>	<b>\$307,726</b>	<b>\$307,726</b>	<b>\$0</b>	<b>\$0</b>

## 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)	\$87,406	\$74,699	-15%	\$90,734	21%	\$86,197	\$0	\$4,537
Independent contractors	\$0	\$0	n/a	\$73,252	n/a	\$63,970	\$0	\$9,282
Professional fees	\$34,640	\$0	-100%	\$3,264	n/a	\$0	\$0	\$3,264
Total personnel expenses - Operating	\$122,046	\$74,699	-39%	\$167,250	124%	\$150,167	\$0	\$17,083
Non-personnel expenses - Operating								
Advertising and promotion	\$3,358	\$15,798	370%	\$24,417	55%	\$24,417	\$0	\$0
Conferences and meetings	\$0	\$2,280	n/a	\$1,167	-49%	\$175	\$0	\$992
Dues and subscriptions	\$425	\$0	-100%	\$1,434	n/a	\$215	\$0	\$1,219
Insurance	\$3,840	\$5,381	40%	\$6,426	19%	\$0	\$0	\$6,426
Occupancy costs	\$44,218	\$0	-100%	\$23,143	n/a	\$19,144	\$2,558	\$1,441
Office and administration	\$3,831	\$2,625	-31%	\$4,233	61%	\$3,933		\$300
Printing, postage and shipping	\$45	\$0	-100%	\$52	n/a	\$44	\$0	\$8
Travel	\$1,328	\$2,536	91%	\$1,167	-54%	\$175	\$0	\$992
Royalties, rights and reproductions	\$6,139	\$2,707	-56%	\$3,311	22%	\$3,311	\$0	\$0
Exhibition costs	\$0	\$0	n/a	\$1,711	n/a	\$1,625	\$0	\$86
Productions and events costs	\$0	\$52,168	n/a	\$27,187	-48%	\$15,753	\$10,232	\$1,202
Interest expense	\$39,554	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Other operating expenses	\$487	\$38,500	7,806%	\$35,363	-8%	\$20,061	\$0	\$15,302
Depreciation	\$106,127	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Total non-personnel expenses - Operating	\$209,352	\$121,995	-42%	\$129,611	6%	\$88,853	\$12,790	\$27,968
Total operating expenses	\$331,398	\$196,694	-41%	\$296,861	51%	\$239,020	\$12,790	\$45,051
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	\$331,398	\$196,694	-41%	\$296,861	51%	\$239,020	\$12,790	\$45,051
Total expenses less in-kind	\$331,398	\$196,694	-41%	\$296,861	51%			
Total expenses less depreciation	\$225,271	\$196,694	-13%	\$296,861	51%			
Total expenses less in-kind and depreciation	\$225,271	\$196,694	-13%	\$296,861	51%			

## Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash		\$78,330	n/a	\$75,317	-4%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments		\$0	n/a	\$0	n/a
Prepaid expenses & other	\$0	\$459	n/a	\$13,918	2,932%
<b>Total current assets</b>	<b>\$0</b>	<b>\$78,789</b>	<b>n/a</b>	<b>\$89,235</b>	<b>13%</b>
Non-current investments					
Fixed assets (net)		\$0	n/a	\$0	n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
<b>Total non-current assets</b>		<b>\$0</b>	<b>n/a</b>	<b>\$0</b>	<b>n/a</b>
<b>Total assets</b>	<b>\$0</b>	<b>\$78,789</b>	<b>n/a</b>	<b>\$89,235</b>	<b>13%</b>
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$9,953	n/a	\$9,532	-4%
Loans & other debt			n/a	\$0	n/a
Deferred revenue			n/a	\$0	n/a
<b>Total current liabilities</b>	<b>\$0</b>	<b>\$9,953</b>	<b>n/a</b>	<b>\$9,532</b>	<b>-4%</b>
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
<b>Total liabilities</b>	<b>\$0</b>	<b>\$9,953</b>	<b>n/a</b>	<b>\$9,532</b>	<b>-4%</b>
Net assets					
Unrestricted		\$68,836	n/a	\$79,703	16%
Temporarily restricted			n/a		n/a
Permanently restricted			n/a		n/a
<b>Total net assets</b>	<b>\$0</b>	<b>\$68,836</b>	<b>n/a</b>	<b>\$79,703</b>	<b>16%</b>
<b>Total liabilities &amp; net assets</b>	<b>\$0</b>	<b>\$78,789</b>	<b>n/a</b>	<b>\$89,235</b>	<b>13%</b>

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted		5	3
Total working capital -- Unrestricted		\$68,836	\$79,703
Current Ratio	n/a	7.92	9.36
Debt Service Impact	12%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	8%	22%	4%
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.  $Cash + Cash\ Equivalents / (Total\ Expense / 12)$ . 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.

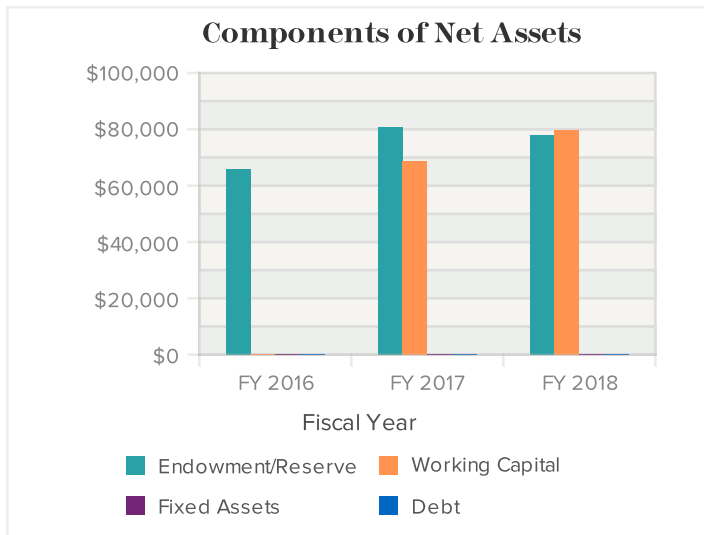
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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	1,882	3,380	80%	4,527	34%
In-person participation - free	184	840	357%	5,420	545%
<b>Total in-person participation</b>	<b>2,066</b>	<b>4,220</b>	<b>104%</b>	<b>9,947</b>	<b>136%</b>

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	1,317	3,057	132%	4,307	41%
Screenings tickets	428	223	-48%	250	12%
Admissions	60	550	817%	5,000	809%
Registrants for classes/workshops	26	100	285%		-100%
Guided tours participants	115	170	48%	150	-12%
Field trip participants			n/a	40	n/a
Lecture attendees	120	120	0%	200	67%
<b>Total in-person participation</b>	<b>2,066</b>	<b>4,220</b>	<b>104%</b>	<b>9,947</b>	<b>136%</b>

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	8	32	300%	500	1,462%
Children served in schools		250	n/a		-100%
Seniors	369	3,587	872%	5,447	52%
Adults	361	601	66%	4,000	566%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
People engaged in advocacy		2,500	n/a		-100%

## Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	1	1	0%	1	0%
Part-time permanent employees	1	2	100%	2	0%
Part-time permanent employees - FTEs		0.75	n/a	1.3	73%
Part-time seasonal employees		1	n/a	0	-100%
Part-time seasonal employees - FTEs		0.01	n/a	0	-100%
Number of part-time or one-time volunteers	10	50	400%	50	0%
Part-time or one-time volunteers - FTEs	0.1	0.9	800%	0.9	0%
Independent contractors		0	n/a	20	n/a

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Independent contractors that are artists			n/a	15	n/a



Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	19	20	5%	25	25%
Total performances	22	60	173%	52	-13%
Distinct screenings	11	10	-9%	10	0%
Total screenings	11	10	-9%	10	0%
Temporary exhibits	3	3	0%	4	33%
Distinct classes/workshops	1	10	900%		-100%
Distinct class series/courses	2	0	-100%		n/a
Total classes/class sessions	126	1	-99%	0	-100%
Distinct guided tours	9	1	-89%	1	0%
Total guided tour occurrences	14	50	257%	50	0%
Distinct field trips			n/a	1	n/a
Field trip occurrences			n/a	1	n/a
Distinct lectures	6	6	0%	9	50%
Lecture occurrences	6	6	0%	9	50%
Programs offered in schools		1	n/a		-100%
Hours of programming in schools		1	n/a		-100%
Number of schools served		3	n/a		-100%
Artists placed in schools		5	n/a		-100%
Space - days rented	250	265	6%	265	0%

	Types of objects restored/preserved
FY 2016	Historic building
FY 2017	Historic building;Historic sites
FY 2018	Historic building;Historic sites