



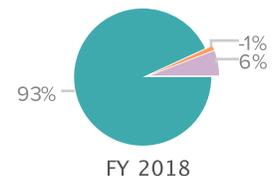
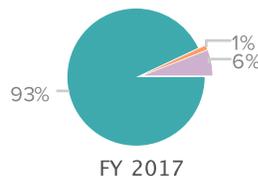
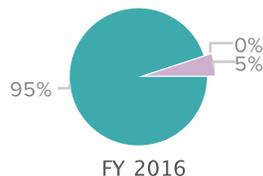
Organization Information

Organization name: Historical Society of Saginaw County
 City: Saginaw Federal ID #: 382119592
 State: MI Year organization founded: 1964
 County: Saginaw Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 14 - Multidisciplinary Fiscal year end date: 12-31
 NISP Institution: 28 - Historical Society DUNS #: 171674088
 NTEE: A82 - Historical Societies & Historic Preservation Full-time staff: 10
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 12.33
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2016	FY 2017	% Change	FY 2018	% Change
Unrestricted Operating Revenue					
Earned Program	\$42,367	\$47,322	12%	\$45,619	-4%
Earned Non-program	\$17,551	\$18,750	7%	\$20,417	9%
Total Earned Revenue	\$59,918	\$66,072	10%	\$66,036	-0%
Investment Revenue	\$5,171	\$10,479	103%	-\$7,572	-172%
Contributed Revenue	\$1,047,095	\$1,023,049	-2%	\$1,053,354	3%
Total Unrestricted Operating Revenue	\$1,112,184	\$1,099,600	-1%	\$1,111,818	1%
Less in-kind	(\$40,000)	(\$40,000)	0%	(\$40,000)	0%
Total Unrestricted Operating Revenue Less In-kind	\$1,072,184	\$1,059,600	-1%	\$1,071,818	1%
Expenses by Functional Total					
Program	\$925,048	\$815,039	-12%	\$894,472	10%
Fundraising	\$11,283	\$10,188	-10%	\$2,541	-75%
General & Administrative	\$191,778	\$193,572	1%	\$188,996	-2%
Total Operating Expenses	\$1,128,109	\$1,018,799	-10%	\$1,086,009	7%
Less in-kind	(\$40,000)	(\$40,000)	0%	(\$40,000)	0%
Total Operating Expenses Less In-kind	\$1,088,109	\$978,799	-10%	\$1,046,009	7%
Net Unrestricted Activity - Operating	-\$15,925	\$80,801	607%	\$25,809	-68%
Net Unrestricted Activity - Non-operating	\$0		n/a		n/a
Total Net Unrestricted Activity	-\$15,925	\$80,801	607%	\$25,809	-68%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	-\$15,925	\$80,801	607%	\$25,809	-68%

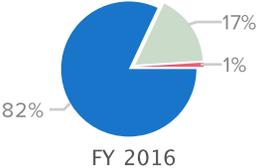
Revenue by Source

- 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						
Membership revenue	\$33,364	\$28,043	\$25,042	\$25,042		n/a
Admissions	\$9,003	\$4,283	\$4,460	\$4,460		n/a
Guided or group tours	\$0	\$1,014	\$1,203	\$1,203		n/a
Contracted services	\$0	\$6,000	\$0	\$0		n/a
Other program revenue	\$0	\$7,982	\$14,914	\$14,914		n/a
Total earned - program	\$42,367	\$47,322	\$45,619	\$45,619	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$11,264	\$9,442	\$7,664	\$7,664		n/a
Space rentals	\$0	\$885	\$1,300	\$1,300		n/a
Other earned revenue	\$6,287	\$8,423	\$11,453	\$11,453		n/a
Total earned - non-program	\$17,551	\$18,750	\$20,417	\$20,417	\$0	n/a
Total earned revenue	\$59,918	\$66,072	\$66,036	\$66,036		n/a

Historical Society of Saginaw County

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$1,590	\$1,600	\$1,600	\$1,600		
Individual	\$24,750	\$17,796	\$14,759	\$14,759		
Corporate	\$0	\$0	\$26,934	\$26,934		
Foundation	\$2,500	\$1,385	\$18,864	\$18,864		
County government	\$947,255	\$945,268	\$924,397	\$924,397		
State government	\$0	\$17,000	\$26,800	\$26,800		
In-kind operating contributions	\$40,000	\$40,000	\$40,000	\$40,000		
Other contributions	\$31,000	\$0	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$1,047,095	\$1,023,049	\$1,053,354	\$1,053,354		
Operating investment revenue	\$5,171	\$10,479	-\$7,572	-\$7,572		
Total operating revenue	\$1,112,184	\$1,099,600	\$1,111,818	\$1,111,818		
Total operating revenue less in-kind	\$1,072,184	\$1,059,600	\$1,071,818	\$1,071,818		
Total non-operating revenue	\$0					
Total revenue	\$1,112,184	\$1,099,600	\$1,111,818	\$1,111,818		
Total revenue less in-kind	\$1,072,184	\$1,059,600	\$1,071,818	\$1,071,818		

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)	\$685,094	\$651,999	-5%	\$664,804	2%	\$511,721	\$2,201	\$150,882
Independent contractors	\$0	\$1,500	n/a	\$100	-93%	\$0	\$0	\$100
Professional fees	\$0	\$0	n/a	\$7,810	n/a	\$0	\$0	\$7,810
Total personnel expenses - Operating	\$685,094	\$653,499	-5%	\$672,714	3%	\$511,721	\$2,201	\$158,792
Non-personnel expenses - Operating								
Advertising and promotion	\$10,342	\$8,433	-18%	\$14,620	73%	\$14,620	\$0	\$0
Conferences and meetings	\$547	\$1,240	127%	\$3,356	171%	\$0	\$0	\$3,356
Dues and subscriptions	\$2,469	\$3,550	44%	\$5,311	50%	\$5,311	\$0	\$0
Insurance	\$10,985	\$10,847	-1%	\$16,523	52%	\$15,201	\$0	\$1,322
Occupancy costs	\$172,527	\$171,486	-1%	\$185,837	8%	\$180,262	\$0	\$5,575
Office and administration	\$12,509	\$18,566	48%	\$14,991	-19%	\$11,393	\$0	\$3,598
Printing, postage and shipping	\$14,036	\$12,596	-10%	\$16,412	30%	\$13,130	\$164	\$3,118
Travel	\$764	\$1,868	145%	\$5,900	216%	\$5,723	\$0	\$177
Exhibition costs	\$23,420	\$18,109	-23%	\$52,048	187%	\$52,048	\$0	\$0
Collections management	\$5,883	\$1,574	-73%	\$550	-65%	\$550	\$0	\$0
Productions and events costs	\$11,559	\$13,321	15%	\$17,592	32%	\$14,074	\$176	\$3,342
Other operating expenses	\$177,974	\$103,710	-42%	\$80,155	-23%	\$70,439	\$0	\$9,716
Total non-personnel expenses - Operating	\$443,015	\$365,300	-18%	\$413,295	13%	\$382,751	\$340	\$30,204
Total operating expenses	\$1,128,109	\$1,018,799	-10%	\$1,086,009	7%	\$894,472	\$2,541	\$188,996
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	\$1,128,109	\$1,018,799	-10%	\$1,086,009	7%	\$894,472	\$2,541	\$188,996
Total expenses less in-kind	\$1,088,109	\$978,799	-10%	\$1,046,009	7%			
Total expenses less depreciation	\$1,128,109	\$1,018,799	-10%	\$1,086,009	7%			
Total expenses less in-kind and depreciation	\$1,088,109	\$978,799	-10%	\$1,046,009	7%			

Balance Sheet

Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Current assets					
Cash	\$644,327	\$708,136	10%	\$754,601	7%
Receivables	\$0	\$0	n/a	\$0	n/a
Investments			n/a		n/a
Prepaid expenses & other	\$73,386	\$90,377	23%	\$76,307	-16%
Total current assets	\$717,713	\$798,513	11%	\$830,908	4%
Non-current investments					
Fixed assets (net)			n/a		n/a
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets			n/a		n/a
Total assets	\$717,713	\$798,513	11%	\$830,908	4%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2016	FY 2017	% Change	FY 2018	% Change
Liabilities					
Accounts payable & other	\$0	\$0	n/a	\$0	n/a
Loans & other debt			n/a		n/a
Deferred revenue			n/a		n/a
Total current liabilities	\$0	\$0	n/a	\$0	n/a
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$0	\$0	n/a	\$0	n/a
Net assets					
Unrestricted	\$710,901	\$798,513	12%	\$830,908	4%
Temporarily restricted	\$6,812		-100%		n/a
Permanently restricted			n/a		n/a
Total net assets	\$717,713	\$798,513	11%	\$830,908	4%
Total liabilities & net assets	\$717,713	\$798,513	11%	\$830,908	4%

Balance Sheet Metrics

	FY 2016	FY 2017	FY 2018
Months of Operating Cash -- Unrestricted	7	8	8
Total working capital -- Unrestricted	\$710,901	\$798,513	\$830,908
Current Ratio	n/a	n/a	n/a
Debt Service Impact	0%	0%	0%
Unrestricted Net Assets Net of Property, Plant and Equipment	n/a	n/a	n/a
Operating Margin	-1%	7%	2%
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.

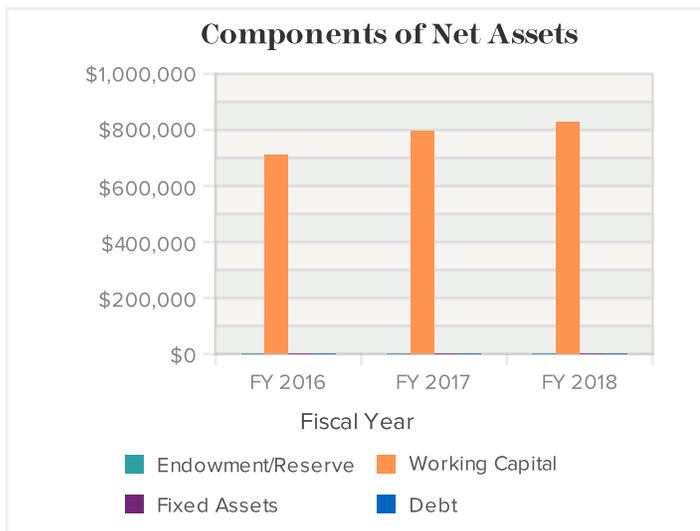
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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	17,710	14,364	-19%	17,005	18%
In-person participation - free	15,005	24,853	66%	21,834	-12%
Total in-person participation	32,715	39,217	20%	38,839	-1%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Admissions	22,060	18,747	-15%	19,374	3%
Registrants for classes/workshops	900	1,721	91%	2,800	63%
Students given private lessons			n/a	15	n/a
Guided tours participants	1,200	869	-28%	277	-68%
Field trip participants	4,655	7,380	59%	629	-91%
Lecture attendees	400	500	25%	700	40%
Conference participants			n/a	44	n/a
Festival attendees	3,500	10,000	186%	15,000	50%
Total in-person participation	32,715	39,217	20%	38,839	-1%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)	6,870	7,843	14%	7,385	-6%
Children served in schools	170	200	18%	8,098	3,949%
Seniors	12,759	16,079	26%	15,924	-1%
Adults	13,086	15,295	17%	15,530	2%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
Consulting/fee-for-service clients	1	1	0%	0	-100%

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time permanent employees	9	10	11%	10	0%
Part-time permanent employees	6	8	33%	11	38%
Part-time permanent employees - FTEs	1.98	2.03	3%	2.33	15%
Number of full-time volunteers	1	0	-100%		n/a
Number of part-time or one-time volunteers	140	180	29%	244	36%
Part-time or one-time volunteers - FTEs	40	3.92	-90%	3.18	-19%
Independent contractors	0	1	n/a	1	0%
Number of interns and apprentices	10	10	0%	15	50%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
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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 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	2	5	150%	10	100%
Total performances	2	6	200%	10	67%
Permanent exhibits	17	17	0%	17	0%
Temporary exhibits	16	16	0%	13	-19%
Traveling exhibits	2	2	0%	2	0%
Objects/works in collection	100,000	100,000	0%	150,000	50%
Objects/works on exhibit	1,000	1,000	0%	1,500	50%
Distinct classes/workshops	7	7	0%	10	43%
Distinct class series/courses	2	2	0%	3	50%
Total classes/class sessions	95	95	0%	110	16%
Private lessons offered			n/a	15	n/a
Distinct guided tours	1	1	0%	1	0%
Total guided tour occurrences	40	33	-18%	29	-12%
Distinct field trips	12	27	125%	20	-26%
Field trip occurrences	120	100	-17%	32	-68%
Distinct lectures	50	50	0%	25	-50%
Lecture occurrences	50	45	-10%	50	11%
Programs offered in schools	5	6	20%	6	0%
Hours of programming in schools	3	4	33%	82	1,950%
Number of schools served	3	4	33%	19	375%
Conferences hosted		0	n/a	2	n/a
Fairs/festivals/parades	1	7	600%	13	86%
Research reports issued	150	180	20%	200	11%
Distinct publications	150	180	20%	200	11%

Types of objects restored/preserved	
FY 2016	Ceramics, glass, metals, plastics;;Historic building
FY 2017	Ceramics, glass, metals, plastics;Historic building
FY 2018	Ceramics, glass, metals, plastics;Historic building