



MT PLEASANT
DISCOVERY
MUSEUM

May 31, 2018

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Mt. Pleasant Discovery Museum
989-317-3221
5093 E. Remus Rd
Mt. Pleasant, MI 48858

Website:
www.mpdiscoverymuseum.org
E-mail:
info@mpdiscoverymuseum.org

Dear MCACA Grant Reviewers,

Please accept this letter to outline discrepancies over the past three years in the Pleasant Discovery Museum's Data Arts Funder Report.

First, it is important to note that there was a leadership change in the fall of 2016. With this leadership change, there was a focus on fundraising to include the Capital Campaign to secure our future by paying off the mortgage and maintain our vibrancy by fixing, repairing, and adding new exhibits in addition to fundraising for our operating expenses.

A leadership donation in the fall of 2016, and several pledges toward the Capital Campaign in 2017 helped increase our operating revenue and decrease our non-current liabilities by paying down our mortgage. A substantial effort was made in 2017 to improve the facility which is shown in the increase in the exhibition costs in the Expense Detail. Other smaller discrepancies in the report can also be explained by the leadership change and how items were being recorded.

Every year, the Mt. Pleasant Discovery Museum undergoes a professional audit. We are committed to continually improving our financial position and provide educational resources to children and their families now and in the future.

With Gratitude,

Liz Conway
Executive Director



Organization Information

Organization name: Mt. Pleasant Discovery Museum
 City: Mount Pleasant
 State: MI
 County: Isabella
 NISP Discipline: 15 - Non-Arts/Non-Humanities
 NISP Institution: 9 - Other Museum
 NTEE: A52 - Children's Museums
 Applicant is audited or reviewed by an independent accounting firm.

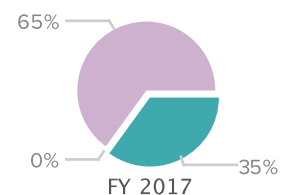
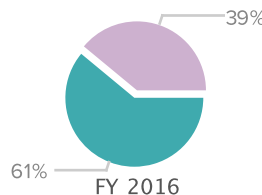
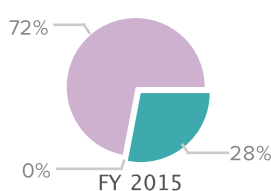
Federal ID #: 264486173
 Year organization founded: 2008
 Organization type: 501(c)3 nonprofit organization
 Fiscal year end date: 12-31
 DUNS #: 030839921
 Full-time staff: 5
 Paid FTEs: 8.6

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	\$168,904	\$216,579	28%	\$213,159	-2%
Earned Non-program	\$73,205	\$32,846	-55%	\$35,718	9%
Total Earned Revenue	\$242,109	\$249,425	3%	\$248,877	-0%
Investment Revenue	\$0	n/a	n/a	\$134	n/a
Contributed Revenue	\$94,503	\$382,801	305%	\$135,185	-65%
Total Unrestricted Operating Revenue	\$336,612	\$632,226	88%	\$384,196	-39%
Less in-kind	(\$12,814)	(\$10,694)	-17%	(\$6,078)	-43%
Total Unrestricted Operating Revenue Less In-kind	\$323,798	\$621,532	92%	\$378,118	-39%
Expenses by Functional Total					
Program	\$422,211	\$409,718	-3%	\$462,537	13%
Fundraising	\$24,947	\$33,658	35%	\$66,743	98%
General & Administrative	\$82,833	\$100,666	22%	\$58,290	-42%
Total Operating Expenses	\$529,991	\$544,042	3%	\$587,570	8%
Less in-kind	(\$12,814)	(\$10,694)	-17%	(\$6,078)	-43%
Total Operating Expenses Less In-kind	\$517,177	\$533,348	3%	\$581,492	9%
Net Unrestricted Activity - Operating	-\$193,379	\$88,184	146%	-\$203,374	-331%
Net Unrestricted Activity - Non-operating		\$0	n/a	\$193,351	n/a
Total Net Unrestricted Activity	-\$193,379	\$88,184	146%	-\$10,023	-111%
Net Temporarily Restricted Activity	-\$2,269	\$5,138	326%	\$55,425	979%
Net Permanently Restricted Activity	-\$417	\$1,222	393%	\$3,461	183%
Net Total Activity	-\$196,065	\$94,544	148%	\$48,863	-48%

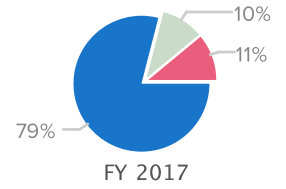
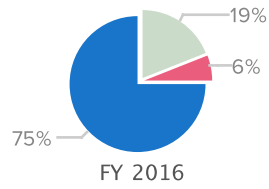
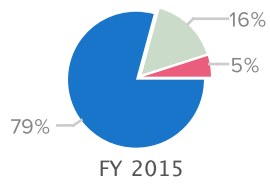
Revenue by Source

- 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	\$52,904	\$53,350	\$54,273	\$54,273		n/a
Admissions	\$116,000	\$110,298	\$109,753	\$109,753		n/a
Guided or group tours		\$52,931				n/a
Other program revenue			\$49,133	\$49,133		n/a
Total earned - program	\$168,904	\$216,579	\$213,159	\$213,159	\$0	n/a
Earned - Non-program						
Gift shop and merchandise fees	\$32,702	\$32,846	\$35,718	\$35,718		n/a
Other earned revenue	\$40,503					n/a
Total earned - non-program	\$73,205	\$32,846	\$35,718	\$35,718	\$0	n/a
Total earned revenue	\$242,109	\$249,425	\$248,877	\$248,877		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	\$0	\$20,056	\$23,808	\$18,808	\$5,000	
Individual	\$43,014	\$46,342	\$235,281	\$68,809	\$166,472	
Corporate	\$500	\$15,000	\$21,490	\$21,490		
Foundation	\$3,680	\$230,000	\$76,304	\$20,000	\$56,304	
State government	\$11,250	\$15,000	\$21,000		\$21,000	
In-kind operating contributions	\$12,814	\$10,694	\$6,078	\$6,078		
Other contributions	\$20,976	\$52,069	\$0			
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$92,234	\$389,161	\$383,961	\$135,185	\$248,776	
Operating investment revenue	-\$417	\$0	\$3,595	\$134		\$3,461
Total operating revenue	\$333,926	\$638,586	\$636,433	\$384,196	\$248,776	\$3,461
Total operating revenue less in-kind	\$321,112	\$627,892	\$630,355	\$378,118	\$248,776	\$3,461
Total non-operating revenue		\$0	\$0	\$193,351	-\$193,351	
Total revenue	\$333,926	\$638,586	\$636,433	\$577,547	\$55,425	\$3,461
Total revenue less in-kind	\$321,112	\$627,892	\$630,355	\$571,469	\$55,425	\$3,461

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)	\$181,097	\$222,470	23%	\$214,370	-4%	\$169,352	\$25,724	\$19,294
Independent contractors	\$0	\$1,725	n/a	\$9,987	479%			\$9,987
Professional fees	\$10,883	\$0	-100%	\$0	n/a			
Total personnel expenses - Operating	\$191,980	\$224,195	17%	\$224,357	0%	\$169,352	\$25,724	\$29,281
Non-personnel expenses - Operating								
Advertising and promotion	\$34,628	\$20,203	-42%	\$8,456	-58%	\$8,456		
Conferences and meetings	\$2,304	\$2,793	21%	\$4,041	45%			\$4,041
Dues and subscriptions	\$1,052	\$1,150	9%	\$1,415	23%			\$1,415
Insurance	\$9,248	\$10,868	18%	\$9,127	-16%	\$5,077	\$129	\$3,921
Occupancy costs	\$35,441	\$0	-100%	\$25,425	n/a	\$21,390	\$4,035	
Office and administration	\$17,120	\$46,951	174%	\$48,296	3%	\$25,352	\$5,116	\$17,828
Printing, postage and shipping	\$515	\$920	79%	\$0	-100%			
Travel	\$209	\$385	84%	\$633	64%			\$633
Exhibition costs	\$0	\$18,002	n/a	\$50,782	182%	\$50,782		
Productions and events costs	\$0	\$20,099	n/a	\$17,510	-13%	\$5,305	\$12,205	
Interest expense	\$44,699	\$36,547	-18%	\$0	-100%			
Other operating expenses	\$61,981	\$29,207	-53%	\$59,365	103%	\$38,660	\$19,534	\$1,171
Depreciation	\$130,814	\$132,722	1%	\$138,163	4%	\$138,163		
Total non-personnel expenses - Operating	\$338,011	\$319,847	-5%	\$363,213	14%	\$293,185	\$41,019	\$29,009
Total operating expenses	\$529,991	\$544,042	3%	\$587,570	8%	\$462,537	\$66,743	\$58,290
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	\$529,991	\$544,042	3%	\$587,570	8%	\$462,537	\$66,743	\$58,290
Total expenses less in-kind	\$517,177	\$533,348	3%	\$581,492	9%			
Total expenses less depreciation	\$399,177	\$411,320	3%	\$449,407	9%			
Total expenses less in-kind and depreciation	\$386,363	\$400,626	4%	\$443,329	11%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$241,842	\$166,326	-31%	\$72,516	-56%
Receivables	\$358,284	\$202,922	-43%	\$63,425	-69%
Investments		\$679	n/a	\$813	20%
Prepaid expenses & other	\$18,626	\$16,831	-10%	\$13,131	-22%
Total current assets	\$618,752	\$386,758	-37%	\$149,885	-61%
Non-current investments					
Fixed assets (net)	\$2,145,037	\$2,067,103	-4%	\$1,979,282	-4%
Other non-current assets	\$0	\$54,826	n/a	\$106,640	95%
Total non-current assets	\$2,168,980	\$2,121,929	-2%	\$2,114,088	-0%
Total assets	\$2,787,732	\$2,508,687	-10%	\$2,263,973	-10%
Liabilities & Net Assets					
Liabilities	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$25,440	\$30,625	20%	\$29,287	-4%
Loans & other debt	\$160,332	\$187,320	17%	\$18,256	-90%
Deferred revenue		\$0	n/a		n/a
Total current liabilities	\$185,772	\$217,945	17%	\$47,543	-78%
Non-current liabilities	\$890,983	\$485,221	-46%	\$362,046	-25%
Total liabilities	\$1,076,755	\$703,166	-35%	\$409,589	-42%
Net assets					
Unrestricted	\$1,685,957	\$1,774,338	5%	\$1,764,578	-1%
Temporarily restricted	\$1,077	\$6,215	477%	\$61,640	892%
Permanently restricted	\$23,943	\$24,968	4%	\$28,166	13%
Total net assets	\$1,710,977	\$1,805,521	6%	\$1,854,384	3%
Total liabilities & net assets	\$2,787,732	\$2,508,687	-10%	\$2,263,973	-10%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	5	4	1
Total working capital -- Unrestricted	\$431,903	\$162,598	\$102,342
Current Ratio	3.33	1.77	3.15
Debt Service Impact	207%	41%	65%
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$459,080	-\$105,445	-\$214,704
Operating Margin	-58%	15%	13%
Depreciation as a % of Fixed Assets	17%	22%	28%
Leverage Ratio	62%	11%	

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.

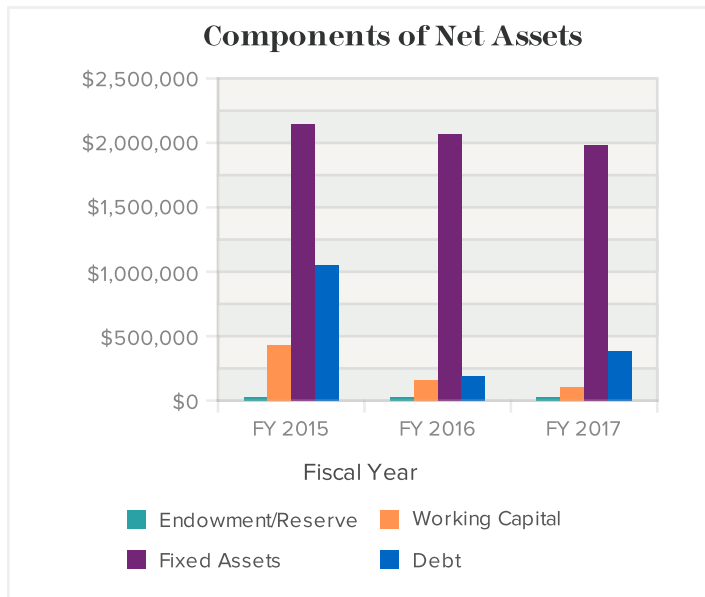
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	42,000	40,196	-4%	41,000	2%
In-person participation - free	1,000	7,700	670%	4,700	-39%
Total in-person participation	43,000	47,896	11%	45,700	-5%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Admissions		42,956	n/a	45,000	5%
Festival attendees		1,000	n/a	700	-30%
Participants of other events		150	n/a		-100%
Total in-person participation	43,000	47,896	11%	45,700	-5%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	25,000	24,000	-4%	30,000	25%
Adults		19,000	n/a	15,700	-17%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
People engaged in advocacy		43,000	n/a		-100%

Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	3	3	0%	5	67%
Part-time permanent employees	7	9	29%	11	22%
Part-time permanent employees - FTEs	4.87		-100%	3.6	n/a
Number of part-time or one-time volunteers	70	94	34%	100	6%
Part-time or one-time volunteers - FTEs	40.25	1.16	-97%	1	-14%
Independent contractors	0	1	n/a	10	900%
Number of interns and apprentices	0		n/a	4	n/a

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% 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 2015	FY 2016	% Change	FY 2017	% Change
Permanent exhibits	0	12	n/a	12	0%
Distinct field trips		109	n/a	123	13%
Fairs/festivals/parades		1	n/a	1	0%
Distinct other programs	90	15	-83%	26	73%
Other programs occurrences	90		-100%	1	n/a