



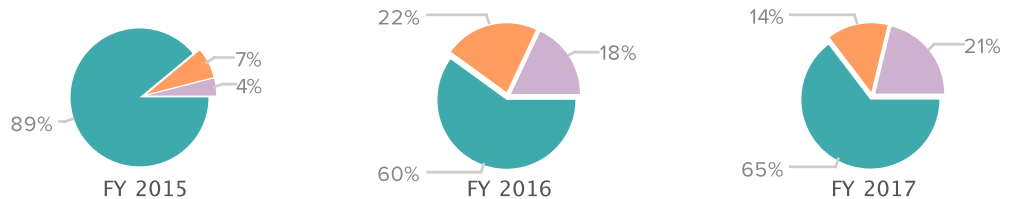
Organization Information

Organization name: Saginaw Art Museum
 City: Saginaw Federal ID #: 381280546
 State: MI Year organization founded: 1947
 County: Saginaw Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 5 - Visual Arts Fiscal year end date: 07-31
 NISP Institution: 8 - Art Museum DUNS #
 NTEE: A51 - Art Museums Full-time staff: 6
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 6.12
 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 | \$22,765 | \$145,511 | 539% | \$21,248 | -85% |
| Earned Non-program | \$71,111 | \$16,483 | -77% | \$128,333 | 679% |
| Total Earned Revenue | \$93,876 | \$161,994 | 73% | \$149,581 | -8% |
| Investment Revenue | \$172,214 | \$201,856 | 17% | \$100,756 | -50% |
| Contributed Revenue | \$2,062,001 | \$546,118 | -74% | \$452,949 | -17% |
| Total Unrestricted Operating Revenue | \$2,328,091 | \$909,968 | -61% | \$703,286 | -23% |
| Less in-kind | (\$185,247) | (\$50,138) | -73% | (\$29,061) | -42% |
| Total Unrestricted Operating Revenue Less In-kind | \$2,142,844 | \$859,830 | -60% | \$674,225 | -22% |
| Expenses by Functional Total | | | | | |
| Program | \$639,026 | \$573,092 | -10% | \$558,557 | -3% |
| Fundraising | \$154,258 | \$169,116 | 10% | \$114,695 | -32% |
| General & Administrative | \$257,984 | \$151,378 | -41% | \$144,484 | -5% |
| Total Operating Expenses | \$1,051,268 | \$893,586 | -15% | \$817,736 | -8% |
| Less in-kind | (\$185,247) | (\$50,138) | -73% | (\$29,061) | -42% |
| Total Operating Expenses Less In-kind | \$866,021 | \$843,448 | -3% | \$788,675 | -6% |
| Net Unrestricted Activity - Operating | \$1,276,823 | \$16,382 | -99% | -\$114,450 | -799% |
| Net Unrestricted Activity - Non-operating | | \$0 | n/a | \$117,952 | n/a |
| Total Net Unrestricted Activity | \$1,276,823 | \$16,382 | -99% | \$3,502 | -79% |
| Net Temporarily Restricted Activity | -\$603,808 | -\$155,482 | 74% | -\$134,182 | 14% |
| Net Permanently Restricted Activity | -\$25,730 | -\$140,459 | -446% | \$173,476 | 224% |
| Net Total Activity | \$647,285 | -\$279,559 | -143% | \$42,796 | 115% |

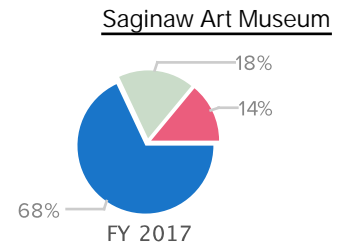
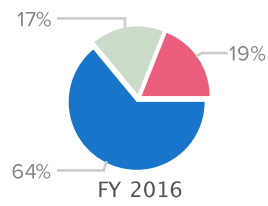
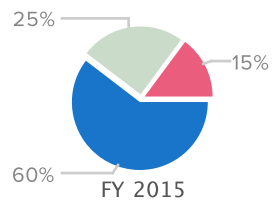
Revenue by Source

- 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 | \$18,149 | \$15,692 | \$12,975 | \$12,975 | | n/a |
| Admissions | \$3,755 | \$5,333 | \$4,950 | \$4,950 | | n/a |
| Contracted services | | \$108,731 | \$0 | \$0 | | n/a |
| Tuitions and registration fees | \$861 | \$15,755 | \$3,323 | \$3,323 | | n/a |
| Other program revenue | | \$0 | \$0 | \$0 | | n/a |
| Total earned - program | \$22,765 | \$145,511 | \$21,248 | \$21,248 | \$0 | n/a |
| Earned - Non-program | | | | | | |
| Gift shop and merchandise fees | \$1,131 | \$12,943 | \$1,858 | \$1,858 | | n/a |
| Space rentals | \$4,251 | \$3,540 | \$6,759 | \$6,759 | | n/a |
| Other earned revenue | \$65,729 | \$0 | \$119,716 | \$119,716 | | n/a |
| Total earned - non-program | \$71,111 | \$16,483 | \$128,333 | \$128,333 | \$0 | n/a |
| Total earned revenue | \$93,876 | \$161,994 | \$149,581 | \$149,581 | | 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 | \$12,000 | \$0 | \$20,000 | \$10,000 | \$10,000 | |
| Individual | \$72,339 | \$90,125 | \$101,236 | \$71,236 | \$20,000 | \$10,000 |
| Corporate | \$100,550 | \$750 | \$61,370 | \$61,370 | | |
| Foundation | \$0 | \$90,164 | \$127,100 | \$97,100 | | \$30,000 |
| City government | \$2,340 | \$1,000 | \$0 | | | |
| State government | \$1,003,600 | \$18,000 | \$20,000 | \$20,000 | | |
| In-kind operating contributions | \$185,247 | \$50,138 | \$29,061 | \$29,061 | | |
| Other contributions | \$82,117 | \$0 | \$0 | | | |
| Net assets released from restriction | \$0 | \$0 | \$0 | \$164,182 | -\$164,182 | |
| Total contributed revenue | \$1,458,193 | \$250,177 | \$358,767 | \$452,949 | -\$134,182 | \$40,000 |
| Operating investment revenue | \$146,484 | \$201,856 | \$100,756 | \$100,756 | | |
| Total operating revenue | \$1,698,553 | \$614,027 | \$609,104 | \$703,286 | -\$134,182 | \$40,000 |
| Total operating revenue less in-kind | \$1,513,306 | \$563,889 | \$580,043 | \$674,225 | -\$134,182 | \$40,000 |
| Non-operating investment revenue | | \$0 | \$251,428 | \$117,952 | | \$133,476 |
| Total non-operating revenue | | \$0 | \$251,428 | \$117,952 | | \$133,476 |
| Total revenue | \$1,698,553 | \$614,027 | \$860,532 | \$821,238 | -\$134,182 | \$173,476 |
| Total revenue less in-kind | \$1,513,306 | \$563,889 | \$831,471 | \$792,177 | -\$134,182 | \$173,476 |

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) | \$259,422 | \$326,777 | 26% | \$327,975 | 0% | \$158,814 | \$59,932 | \$109,229 |
| Independent contractors | \$0 | \$27,866 | n/a | \$17,436 | -37% | \$9,000 | | \$8,436 |
| Professional fees | \$2,856 | \$3,866 | 35% | \$0 | -100% | | | |
| Total personnel expenses - Operating | \$262,278 | \$358,509 | 37% | \$345,411 | -4% | \$167,814 | \$59,932 | \$117,665 |
| Non-personnel expenses - Operating | | | | | | | | |
| Advertising and promotion | \$10,175 | \$9,532 | -6% | \$11,463 | 20% | \$11,463 | | |
| Conferences and meetings | \$1,192 | \$0 | -100% | \$0 | n/a | | | |
| Insurance | \$18,526 | \$12,831 | -31% | \$17,126 | 33% | \$15,038 | \$1,044 | \$1,044 |
| Occupancy costs | \$119,924 | \$141,061 | 18% | \$118,472 | -16% | \$104,254 | \$7,109 | \$7,109 |
| Office and administration | \$67,585 | \$9,863 | -85% | \$11,524 | 17% | | \$4,904 | \$6,620 |
| Exhibition costs | \$0 | \$47,064 | n/a | \$44,811 | -5% | \$44,811 | | |
| Collections management | \$51,050 | \$0 | -100% | \$17,115 | n/a | \$17,115 | | |
| Productions and events costs | \$75,684 | \$0 | -100% | \$0 | n/a | | | |
| Interest expense | \$12,837 | \$7,348 | -43% | \$5,081 | -31% | \$5,081 | | |
| Other operating expenses | \$256,918 | \$130,042 | -49% | \$67,855 | -48% | \$35,569 | \$30,973 | \$1,313 |
| Depreciation | \$175,099 | \$177,336 | 1% | \$178,878 | 1% | \$157,412 | \$10,733 | \$10,733 |
| Total non-personnel expenses - Operating | \$788,990 | \$535,077 | -32% | \$472,325 | -12% | \$390,743 | \$54,763 | \$26,819 |
| Total operating expenses | \$1,051,268 | \$893,586 | -15% | \$817,736 | -8% | \$558,557 | \$114,695 | \$144,484 |
| 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 | \$1,051,268 | \$893,586 | -15% | \$817,736 | -8% | \$558,557 | \$114,695 | \$144,484 |
| Total expenses less in-kind | \$866,021 | \$843,448 | -3% | \$788,675 | -6% | | | |
| Total expenses less depreciation | \$876,169 | \$716,250 | -18% | \$638,858 | -11% | | | |
| Total expenses less in-kind and depreciation | \$690,922 | \$666,112 | -4% | \$609,797 | -8% | | | |

Balance Sheet

| Assets | FY 2015 | FY 2016 | % Change | FY 2017 | % Change |
|---|--------------------|--------------------|-------------|--------------------|-------------|
| Current assets | | | | | |
| Cash | \$219,957 | \$190,830 | -13% | \$316,803 | 66% |
| Receivables | \$304,357 | \$292,043 | -4% | \$87,432 | -70% |
| Investments | \$886,451 | \$1,050,265 | 18% | \$1,142,266 | 9% |
| Prepaid expenses & other | \$13,418 | \$18,491 | 38% | \$43,403 | 135% |
| Total current assets | \$1,424,183 | \$1,551,629 | 9% | \$1,589,904 | 2% |
| Non-current investments | | | | | |
| Non-current investments | \$3,055,805 | \$0 | -100% | | n/a |
| Fixed assets (net) | \$4,232,344 | \$4,073,383 | -4% | \$3,931,238 | -3% |
| Other non-current assets | \$79,058 | \$2,944,624 | 3,625% | \$3,066,880 | 4% |
| Total non-current assets | \$7,367,207 | \$7,018,007 | -5% | \$6,998,118 | -0% |
| Total assets | \$8,791,390 | \$8,569,636 | -3% | \$8,588,022 | 0% |
| Liabilities & Net Assets | | | | | |
| | FY 2015 | FY 2016 | % Change | FY 2017 | % Change |
| Liabilities | | | | | |
| Accounts payable & other | \$16,546 | \$32,621 | 97% | \$42,704 | 31% |
| Loans & other debt | \$52,849 | \$54,956 | 4% | \$57,131 | 4% |
| Deferred revenue | | \$578 | n/a | \$20,905 | 3,517% |
| Total current liabilities | \$69,395 | \$88,155 | 27% | \$120,740 | 37% |
| Non-current liabilities | \$150,407 | \$95,536 | -36% | \$38,541 | -60% |
| Total liabilities | \$219,802 | \$183,691 | -16% | \$159,281 | -13% |
| Net assets | | | | | |
| Unrestricted | \$5,144,568 | \$5,254,866 | 2% | \$5,258,368 | 0% |
| Temporarily restricted | \$371,215 | \$215,733 | -42% | \$81,551 | -62% |
| Permanently restricted | \$3,055,805 | \$2,915,346 | -5% | \$3,088,822 | 6% |
| Total net assets | \$8,571,588 | \$8,385,945 | -2% | \$8,428,741 | 1% |
| Total liabilities & net assets | \$8,791,390 | \$8,569,636 | -3% | \$8,588,022 | 0% |

Balance Sheet Metrics

| | FY 2015 | FY 2016 | FY 2017 |
|--|-------------|-------------|-------------|
| Months of Operating Cash -- Unrestricted | 3 | 3 | 5 |
| Total working capital -- Unrestricted | \$1,062,631 | \$1,277,019 | \$1,365,671 |
| Current Ratio | 20.52 | 17.6 | 13.17 |
| Debt Service Impact | 21% | 18% | 12% |
| Unrestricted Net Assets Net of Property, Plant and Equipment | \$1,112,162 | \$1,181,483 | \$1,327,130 |
| Operating Margin | 28% | -31% | 6% |
| Depreciation as a % of Fixed Assets | 30% | 32% | 35% |
| Leverage Ratio | 4% | | 2% |

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.

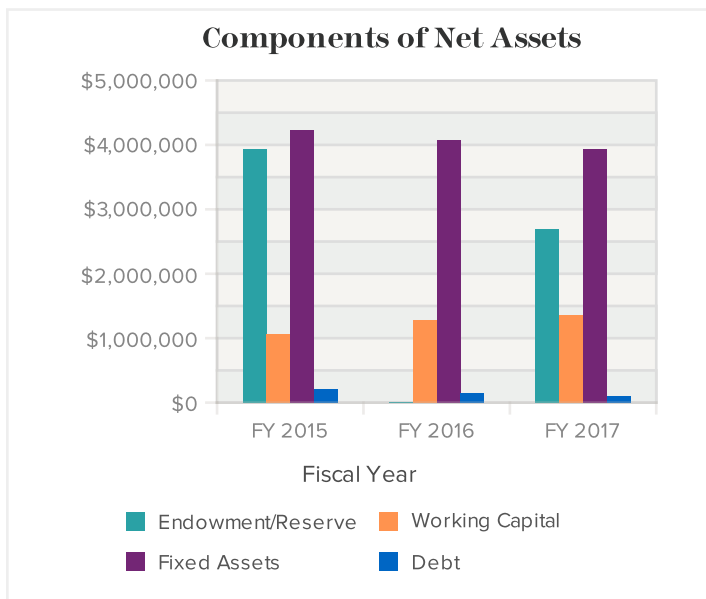
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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 | 2,600 | 2,325 | -11% | 1,213 | -48% |
| In-person participation - free | 5,893 | 12,052 | 105% | 12,000 | -0% |
| Total in-person participation | 8,493 | 14,377 | 69% | 13,213 | -8% |

| Types of In-person Attendance | FY 2015 | FY 2016 | % Change | FY 2017 | % Change |
|--------------------------------------|--------------|---------------|------------|---------------|------------|
| Admissions | | 11,500 | n/a | 7,497 | -35% |
| Registrants for classes/workshops | | 62 | n/a | | -100% |
| Students given private lessons | | | n/a | 36 | n/a |
| Guided tours participants | | 250 | n/a | 500 | 100% |
| Lecture attendees | | | n/a | 125 | n/a |
| Festival attendees | | 2,565 | n/a | 5,055 | 97% |
| Total in-person participation | 8,493 | 14,377 | 69% | 13,213 | -8% |

| Attendance Ages | FY 2015 | FY 2016 | % Change | FY 2017 | % Change |
|----------------------------|---------|---------|----------|---------|----------|
| Children (18 and under) | 890 | 900 | 1% | 755 | -16% |
| Children served in schools | | | n/a | 150 | n/a |
| Seniors | | 8,100 | n/a | 6,750 | -17% |
| Adults | | 5,377 | n/a | 5,708 | 6% |

| 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 | 6 | | -100% | 6 | n/a |
| Part-time permanent employees | 1 | | -100% | 4 | n/a |
| Part-time permanent employees - FTEs | 0.35 | | -100% | 0.13 | n/a |
| Number of part-time or one-time volunteers | 192 | | -100% | 150 | n/a |
| Part-time or one-time volunteers - FTEs | 1.54 | | -100% | 2.5 | n/a |
| Independent contractors | 6 | | -100% | 1 | n/a |
| Number of interns and apprentices | 0 | | n/a | 2 | 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 screenings | 1 | | -100% | | n/a |
| Total screenings | 1 | | -100% | | n/a |
| Permanent exhibits | 9 | 12 | 33% | 7 | -42% |
| Temporary exhibits | 13 | 5 | -62% | 6 | 20% |
| Traveling exhibits | | 5 | n/a | 2 | -60% |
| Objects/works in collection | | | n/a | 2,500 | n/a |
| Objects/works on exhibit | | | n/a | 100 | n/a |
| Works commissioned | 1 | | -100% | | n/a |
| Distinct classes/workshops | 17 | 12 | -29% | | -100% |
| Distinct class series/courses | | 12 | n/a | | -100% |
| Total classes/class sessions | 0 | 24 | n/a | 0 | -100% |
| Private lessons offered | | | n/a | 6 | n/a |
| Distinct guided tours | | 31 | n/a | 1 | -97% |
| Total guided tour occurrences | | 31 | n/a | 33 | 6% |
| Distinct lectures | 6 | 7 | 17% | 11 | 57% |
| Lecture occurrences | 6 | 7 | 17% | 11 | 57% |
| Programs offered in schools | 1 | | -100% | 2 | n/a |
| Hours of programming in schools | | | n/a | 12 | n/a |
| Number of schools served | | | n/a | 3 | n/a |
| Artists placed in schools | | | n/a | 75 | n/a |
| Fairs/festivals/parades | | 1 | n/a | 1 | 0% |
| Space - hours rented | | | n/a | 125 | n/a |
| Distinct publications | 3 | | -100% | | n/a |
| Publications distributed | 450 | | -100% | | n/a |
| Distinct other programs | 57 | | -100% | | n/a |
| Other programs occurrences | 57 | | -100% | | n/a |