



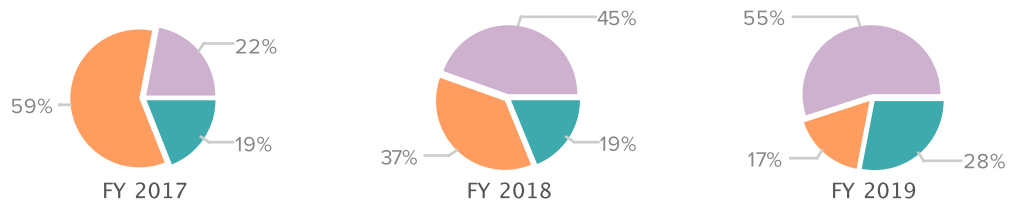
**Organization Information**

Organization name: Marquette County Historical Society  
 City: Marquette Federal ID #: 381312642  
 State: MI Year organization founded: 1918  
 County: Marquette Organization type: 501(c)3 nonprofit organization  
 NISP Discipline: 11 - Interdisciplinary Fiscal year end date: 12-31  
 NISP Institution: 28 - Historical Society DUNS #: 189134893  
 NTEE: A82 - Historical Societies & Historic Preservation Full-time staff: 6  
 Applicant is audited or reviewed by an independent accounting firm. Paid FTEs: 7.01  
 A display value of -0% signifies a value of less than +/- 0.5%

Unrestricted Activity	FY 2017	FY 2018	% Change	FY 2019	% Change
<b>Unrestricted Operating Revenue</b>					
Earned Program	\$66,561	\$102,134	53%	\$78,888	-23%
Earned Non-program	\$59,765	\$127,115	113%	\$99,116	-22%
<b>Total Earned Revenue</b>	<b>\$126,326</b>	<b>\$229,249</b>	<b>81%</b>	<b>\$178,004</b>	<b>-22%</b>
Investment Revenue	\$338,218	\$186,981	-45%	\$54,422	-71%
Contributed Revenue	\$110,774	\$95,729	-14%	\$91,411	-5%
<b>Total Unrestricted Operating Revenue</b>	<b>\$575,318</b>	<b>\$511,959</b>	<b>-11%</b>	<b>\$323,837</b>	<b>-37%</b>
Less in-kind		(\$0)	n/a	(\$10,000)	n/a
<b>Total Unrestricted Operating Revenue Less In-kind</b>	<b>\$575,318</b>	<b>\$511,959</b>	<b>-11%</b>	<b>\$313,837</b>	<b>-39%</b>
<b>Expenses by Functional Total</b>					
Program	\$397,799	\$420,139	6%	\$440,113	5%
Fundraising	\$77,387	\$79,682	3%	\$51,626	-35%
General & Administrative	\$127,762	\$119,658	-6%	\$109,659	-8%
<b>Total Operating Expenses</b>	<b>\$602,948</b>	<b>\$619,479</b>	<b>3%</b>	<b>\$601,398</b>	<b>-3%</b>
Less in-kind		(\$0)	n/a	(\$10,000)	n/a
<b>Total Operating Expenses Less In-kind</b>	<b>\$602,948</b>	<b>\$619,479</b>	<b>3%</b>	<b>\$591,398</b>	<b>-5%</b>
Net Unrestricted Activity - Operating	-\$27,630	-\$107,520	-289%	-\$277,561	-158%
Net Unrestricted Activity - Non-operating	\$0	\$0	n/a	\$2,639	n/a
<b>Total Net Unrestricted Activity</b>	<b>-\$27,630</b>	<b>-\$107,520</b>	<b>-289%</b>	<b>-\$274,922</b>	<b>-156%</b>
Net Restricted Activity	\$51,893	-\$47,345	-191%	\$57,538	222%
<b>Net Total Activity</b>	<b>\$24,263</b>	<b>-\$154,865</b>	<b>-738%</b>	<b>-\$217,384</b>	<b>-40%</b>

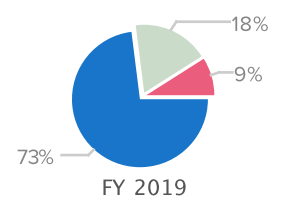
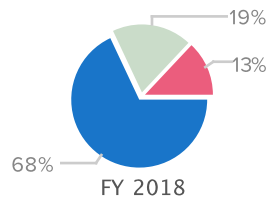
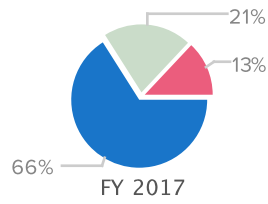
**Revenue by Source**

- Earned
- Investment
- Contributed



### Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



## Revenue Details

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
	Total	Total	Total	Unrestricted	Restricted
Operating Revenue					
Earned - Program					
Membership revenue	\$24,256	\$56,865	\$33,587	\$33,587	
Publication sales	\$598	\$1,585	\$1,021	\$1,021	
Royalties, right and reproductions	\$4,183	\$3,698	\$2,349	\$2,349	
Admissions	\$19,731	\$22,264	\$19,744	\$19,744	
Other program revenue	\$17,793	\$17,722	\$22,187	\$22,187	
Total earned - program	\$66,561	\$102,134	\$78,888	\$78,888	\$0
Earned - Non-program					
Gift shop and merchandise fees	\$25,452	\$28,200	\$22,085	\$22,085	
Sponsorship revenue	\$3,408	\$9,430	\$3,500	\$3,500	
Space rentals	\$30,905	\$26,750	\$36,310	\$36,310	
Other earned revenue		\$62,735	\$37,221	\$37,221	
Total earned - non-program	\$59,765	\$127,115	\$99,116	\$99,116	\$0
Total earned revenue	\$126,326	\$229,249	\$178,004	\$178,004	

## Marquette Regional History Center

	FY 2017	FY 2018	FY 2019	FY 2019	FY 2019
Contributed	Total	Total	Total	Unrestricted	Restricted
Trustee & board	\$1,465	\$2,175	\$2,657	\$2,657	\$0
Individual	\$14,439	\$38,268	\$25,381	\$7,007	\$18,374
Corporate	\$1,500	\$0	\$0	\$0	\$0
Foundation	\$15,125	\$12,700	\$20,761	\$20,761	\$0
State government	\$23,200	\$12,921	\$16,965	\$16,965	\$0
Federal government	\$7,145	\$2,079	\$2,535	\$2,535	\$0
In-kind operating contributions	\$0	\$0	\$10,000	\$10,000	
Other contributions	\$37,565	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0	\$31,486	-\$31,486
<b>Total contributed revenue</b>	<b>\$100,439</b>	<b>\$68,143</b>	<b>\$78,299</b>	<b>\$91,411</b>	<b>-\$13,112</b>
Operating investment revenue	\$390,132	\$167,222	\$125,072	\$54,422	\$70,650
<b>Total operating revenue</b>	<b>\$616,897</b>	<b>\$464,614</b>	<b>\$381,375</b>	<b>\$323,837</b>	<b>\$57,538</b>
<b>Total operating revenue less in-kind</b>	<b>\$616,897</b>	<b>\$464,614</b>	<b>\$371,375</b>	<b>\$313,837</b>	<b>\$57,538</b>
<b>Non-operating revenue</b>					
Contributions	\$10,314	\$0			
Transfers and re-classifications	\$0	\$0			
Other non-operating	\$0		\$2,639	\$2,639	\$0
<b>Total non-operating revenue</b>	<b>\$10,314</b>	<b>\$0</b>	<b>\$2,639</b>	<b>\$2,639</b>	<b>\$0</b>
<b>Total revenue</b>	<b>\$627,211</b>	<b>\$464,614</b>	<b>\$384,014</b>	<b>\$326,476</b>	<b>\$57,538</b>
<b>Total revenue less in-kind</b>	<b>\$627,211</b>	<b>\$464,614</b>	<b>\$374,014</b>	<b>\$316,476</b>	<b>\$57,538</b>

## Expense Details

	FY 2017 Total	FY 2018 Total	% Change	FY 2019 Total	% Change	FY 2019 Program	FY 2019 Fundraising	FY 2019 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$209,830	\$221,202	5%	\$207,874	-6%	\$138,264	\$29,720	\$39,890
Independent contractors	\$24,479	\$26,321	8%	\$26,311	-0%	\$22,364	\$0	\$3,947
Professional fees	\$12,052	\$13,669	13%	\$12,740	-7%	\$0	\$0	\$12,740
Total personnel expenses - Operating	\$246,361	\$261,192	6%	\$246,925	-5%	\$160,628	\$29,720	\$56,577
Non-personnel expenses - Operating								
Advertising and promotion	\$6,631	\$16,288	146%	\$15,866	-3%	\$7,933	\$7,933	\$0
Conferences and meetings	\$449	\$420	-6%	\$712	70%	\$0	\$0	\$712
Dues and subscriptions	\$750	\$473	-37%	\$690	46%	\$690	\$0	\$0
Insurance	\$9,718	\$12,477	28%	\$13,838	11%	\$11,762	\$0	\$2,076
Occupancy costs	\$39,598	\$35,798	-10%	\$39,523	10%	\$33,594	\$0	\$5,929
Office and administration	\$16,488	\$8,863	-46%	\$8,102	-9%	\$3,600	\$1,200	\$3,302
Printing, postage and shipping	\$0	\$0	n/a	\$4,671	n/a	\$4,671	\$0	\$0
Royalties, rights and reproductions	\$11,793	\$15,198	29%	\$12,457	-18%	\$12,457	\$0	\$0
Exhibition costs	\$4,395	\$3,397	-23%	\$4,556	34%	\$4,556	\$0	\$0
Collections management	\$1,449	\$1,404	-3%	\$305	-78%	\$305	\$0	\$0
Productions and events costs	\$8,233	\$20,127	144%	\$13,732	-32%	\$7,621	\$6,111	\$0
Interest expense	\$118,676	\$116,862	-2%	\$114,971	-2%	\$97,725	\$0	\$17,246
Other operating expenses	\$15,332	\$3,905	-75%	\$2,735	-30%	\$1,641	\$547	\$547
Depreciation	\$123,075	\$123,075	0%	\$122,315	-1%	\$92,930	\$6,115	\$23,270
Total non-personnel expenses - Operating	\$356,587	\$358,287	0%	\$354,473	-1%	\$279,485	\$21,906	\$53,082
Total operating expenses	\$602,948	\$619,479	3%	\$601,398	-3%	\$440,113	\$51,626	\$109,659
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	\$602,948	\$619,479	3%	\$601,398	-3%	\$440,113	\$51,626	\$109,659
Total expenses less in-kind	\$602,948	\$619,479	3%	\$591,398	-5%			
Total expenses less depreciation	\$479,873	\$496,404	3%	\$479,083	-3%			
Total expenses less in-kind and depreciation	\$479,873	\$496,404	3%	\$469,083	-6%			

## Balance Sheet

Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Current assets					
Cash	\$70,852	\$217,603	207%	\$50,418	-77%
Receivables	\$12,794	\$14,872	16%	\$12,929	-13%
Investments	\$3,589,033	\$3,426,308	-5%	\$3,398,429	-1%
Prepaid expenses & other	\$27,964	\$29,014	4%	\$27,312	-6%
Total current assets	\$3,700,643	\$3,687,797	-0%	\$3,489,088	-5%
Non-current investments					
Fixed assets (net)	\$3,955,112	\$3,832,037	-3%	\$3,711,981	-3%
Other non-current assets	\$636,946	\$580,916	-9%	\$623,637	7%
Total non-current assets	\$4,592,058	\$4,412,953	-4%	\$4,335,618	-2%
Total assets	\$8,292,701	\$8,100,750	-2%	\$7,824,706	-3%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2017	FY 2018	% Change	FY 2019	% Change
Liabilities					
Accounts payable & other	\$24,842	\$25,315	2%	\$15,724	-38%
Loans & other debt	\$2,770,477	\$2,726,838	-2%	\$2,681,309	-2%
Deferred revenue	\$15,250	\$21,330	40%	\$17,790	-17%
Total current liabilities	\$2,810,569	\$2,773,483	-1%	\$2,714,823	-2%
Non-current liabilities	\$0	\$0	n/a	\$0	n/a
Total liabilities	\$2,810,569	\$2,773,483	-1%	\$2,714,823	-2%
Net assets					
Unrestricted	\$4,831,947	\$4,724,427	-2%	\$4,449,505	-6%
Restricted	\$650,185	\$602,840	-7%	\$660,378	10%
Total net assets	\$5,482,132	\$5,327,267	-3%	\$5,109,883	-4%
Total liabilities & net assets	\$8,292,701	\$8,100,750	-2%	\$7,824,706	-3%

Balance Sheet Metrics

	FY 2017	FY 2018	FY 2019
Months of Operating Cash -- Unrestricted	1	4	0
Total working capital -- Unrestricted	\$876,835	\$914,314	\$734,624
Current Ratio	1.32	1.33	1.29
Debt Service Impact	479%	459%	465%
Unrestricted Net Assets Net of Property, Plant and Equipment	\$876,835	\$3,641,152	\$3,418,833
Operating Margin	4%	-30%	-67%
Depreciation as a % of Fixed Assets	n/a	n/a	25%
Leverage Ratio -- Unrestricted	36%	36%	37%

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.

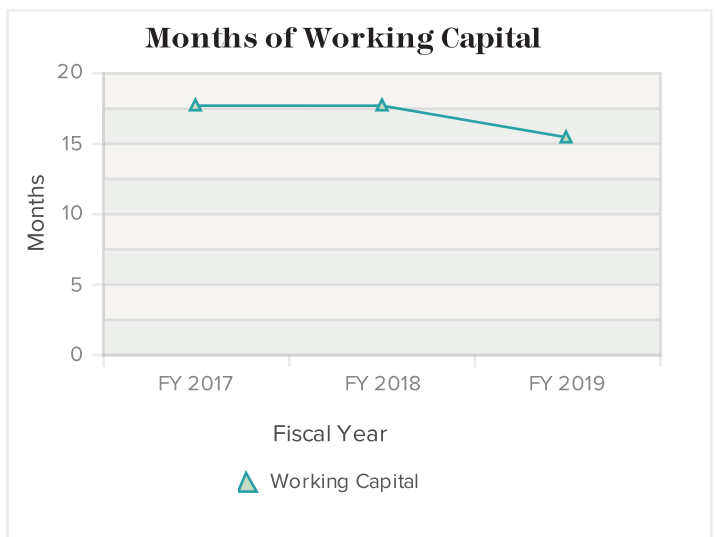
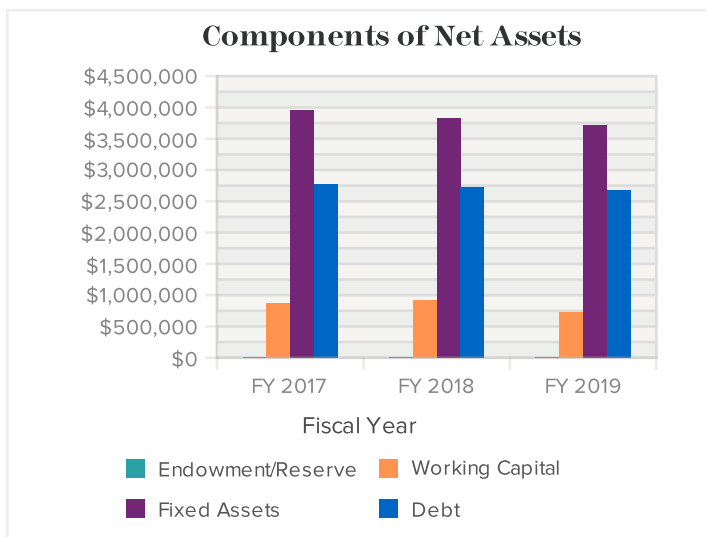
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage).

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. The higher the margin, the more sustainable the organization because it's using more reliable sources of revenue to operate. Low ratios indicate that an organization is using revenue sources with a higher degree of variability and uncertainty. Negative operating margins highlight losses, and an organization's need to increase revenue, decrease expenses, or both, to be sustainable over time.

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 - Unrestricted (Total Unrestricted Debt divided by Total Unrestricted Assets) measures what proportion of your unrestricted assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.



## Attendance

In-person Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
In-person participation - paid	12,099	28,776	138%	10,122	-65%
In-person participation - free	1,050	605	-42%	165	-73%
<b>Total in-person participation</b>	<b>13,149</b>	<b>29,381</b>	<b>123%</b>	<b>10,287</b>	<b>-65%</b>

Types of In-person Attendance	FY 2017	FY 2018	% Change	FY 2019	% Change
Admissions	4,700	22,414	377%	5,232	-77%
Registrants for classes/workshops	2,649	3,000	13%	175	-94%
Guided tours participants	500	370	-26%	590	59%
Field trip participants	2,750	2,800	2%	3,000	7%
Lecture attendees	1,300	565	-57%	540	-4%
Festival attendees	1,250	232	-81%	750	223%
<b>Total in-person participation</b>	<b>13,149</b>	<b>29,381</b>	<b>123%</b>	<b>10,287</b>	<b>-65%</b>

Attendance Ages	FY 2017	FY 2018	% Change	FY 2019	% Change
Children (18 and under)	4,000	6,000	50%	2,500	-58%
Children served in schools	400	100	-75%	0	-100%
Seniors	2,000	8,000	300%	3,000	-62%
Adults	7,149	15,381	115%	4,787	-69%

Other Participation	FY 2017	FY 2018	% Change	FY 2019	% Change
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## Staffing

Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% Change
Full-time permanent employees	5	6	20%	6	0%
Part-time permanent employees	4	1	-75%	3	200%
Part-time permanent employees - FTEs	0.23	0.5	117%	0.91	82%
Part-time seasonal employees	0	2	n/a	1	-50%
Part-time seasonal employees - FTEs		1	n/a	0.1	-90%
Number of part-time or one-time volunteers	50	50	0%	50	0%
Part-time or one-time volunteers - FTEs	1.85	2.25	22%	1.75	-22%
Independent contractors	5	2	-60%	2	0%
Number of interns and apprentices	3	0	-100%	2	n/a

Artistic Staff & Non-Staff Statistics	FY 2017	FY 2018	% Change	FY 2019	% 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

			% Change		% Change
Permanent exhibits	1	1	0%	1	0%
Temporary exhibits	4	3	-25%	3	0%
Traveling exhibits	0	0	n/a	1	n/a
Objects/works in collection	250,000		-100%	225,000	n/a
Objects/works on exhibit	1,200		-100%	15,000	n/a
Distinct classes/workshops	26	23	-12%	11	-52%
Distinct class series/courses	1	0	-100%	0	n/a
Total classes/class sessions	34	23	-32%	1	-96%
Distinct guided tours	5	3	-40%	3	0%
Total guided tour occurrences		3	n/a	3	0%
Distinct field trips	5	3	-40%	2	-33%
Field trip occurrences	5	3	-40%	2	-33%
Distinct lectures	8	7	-12%	6	-14%
Lecture occurrences	8	7	-12%	6	-14%
Programs offered in schools	1	1	0%	1	0%
Hours of programming in schools	8	20	150%	0	-100%
Number of schools served	1	6	500%	6	0%
Artists placed in schools	1	0	-100%	0	n/a
Fairs/festivals/parades	2	1	-50%	2	100%
Space - days rented		25	n/a	20	-20%
Physical books	8	4	-50%	6	50%
Book titles	8	4	-50%	8	100%
Research reports issued	10	0	-100%	20	n/a
Periodical titles published	1	1	0%	1	0%
Periodical issues published	4	4	0%	4	0%
Periodicals distributed	2,000	375	-81%	2,000	433%
Distinct publications	14	4	-71%	24	500%
Publications distributed	2,008	379	-81%	2,006	429%

Types of objects restored/preserved

Animals, preserved;Archaeological;Ceramics, glass, metals, plastics;Documents, manuscripts;Books;Furniture/wooden objects;Geological, mineral, paleontological;Horological (clocks);Machinery;Maritime, historic ships;Medals;Medical, dental, health, pharmacological;Military, including weapons;Motion picture, audiovisual;Musical instruments;Numismatics (money) ;Paintings;Philatelic (stamps);Photography, negatives;Photography, prints;Physical science projects;Sculpture, indoor;Textiles and costumes;Tools;Toys and dolls;Transportation, excluding airplanes;Works of art on paper;Anthropological, ethnographic;Aeronautics, space/airplanes

Archaeological;Ceramics, glass, metals, plastics;Documents, manuscripts;Books;Furniture/wooden objects;Geological, mineral, paleontological;;Machinery;Medals;Military, including weapons;Medical, dental, health, pharmacological;Numismatics (money) ;Paintings;Photography, negatives;Photography, prints;Sculpture, indoor;Textiles and costumes;Tools;Toys and dolls;Works of art on paper

Archaeological;Books;Ceramics, glass, metals, plastics;Documents, manuscripts;Furniture/wooden objects;Geological, mineral, paleontological;Machinery;Maritime, historic ships;Medical, dental, health, pharmacological;Military, including weapons;Medals;Musical instruments;Numismatics (money) ;Paintings;Photography, negatives;Photography, prints;Sculpture, indoor;Textiles and costumes;Tools;Toys and dolls;Works of art on paper;;Transportation, excluding airplanes