



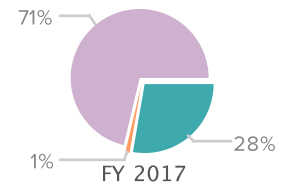
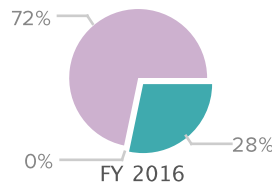
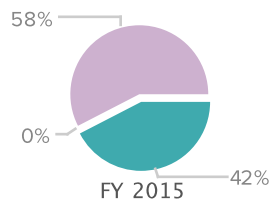
Organization Information

Organization name: Calumet Theatre Co.
 City: Calumet Federal ID #: 382499480
 State: MI Year organization founded: 1983
 County: Houghton Organization type: 501(c)3 nonprofit organization
 NISP Discipline: 4 - Theatre Fiscal year end date: 09-30
 NISP Institution: 7 - Performance Facility DUNS #: 179274675
 NTEE: A61 - Performing Arts Centers Full-time staff: 2
 Applicant is not audited or reviewed by an independent accounting firm. Paid FTEs: 4.16
 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	\$191,976	\$225,847	18%	\$182,062	-19%
Earned Non-program	\$24,106	\$30,716	27%	\$38,204	24%
Total Earned Revenue	\$216,082	\$256,563	19%	\$220,266	-14%
Investment Revenue	\$358	\$774	116%	\$2,167	180%
Contributed Revenue	\$159,382	\$102,325	-36%	\$84,531	-17%
Total Unrestricted Operating Revenue	\$375,822	\$359,662	-4%	\$306,964	-15%
Less in-kind			n/a		n/a
Total Unrestricted Operating Revenue Less In-kind	\$375,822	\$359,662	-4%	\$306,964	-15%
Expenses by Functional Total					
Program	\$217,138	\$285,969	32%	\$256,986	-10%
Fundraising	\$20,161	\$47,589	136%	\$19,740	-59%
General & Administrative	\$117,202	\$25,399	-78%	\$27,860	10%
Total Operating Expenses	\$354,501	\$358,957	1%	\$304,586	-15%
Less in-kind			n/a		n/a
Total Operating Expenses Less In-kind	\$354,501	\$358,957	1%	\$304,586	-15%
Net Unrestricted Activity - Operating	\$21,321	\$705	-97%	\$2,378	237%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$21,321	\$705	-97%	\$2,378	237%
Net Temporarily Restricted Activity	\$7,607	\$239,559	3,049%		-100%
Net Permanently Restricted Activity	\$0	\$0	n/a		n/a
Net Total Activity	\$28,928	\$240,264	731%	\$2,378	-99%

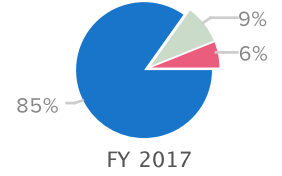
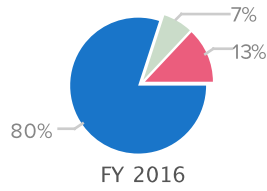
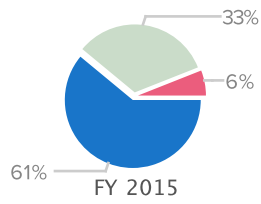
Revenue by Source

- 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	\$90,002	\$83,628	\$82,586	\$82,586		n/a
Single ticket sales	\$94,580	\$133,686	\$91,566	\$91,566		n/a
Admissions	\$7,394					n/a
Guided or group tours		\$8,533	\$7,910	\$7,910		n/a
Other program revenue						n/a
Total earned - program	\$191,976	\$225,847	\$182,062	\$182,062	\$0	n/a
Earned - Non-program						
Food and concessions	\$7,713	\$7,534	\$5,432	\$5,432		n/a
Gift shop and merchandise fees	\$160	\$1,343	\$1,294	\$1,294		n/a
Sponsorship revenue	\$3,900	\$3,764	\$3,275	\$3,275		n/a
Space rentals	\$12,333		\$15,703	\$15,703		n/a
Other rentals		\$18,075				n/a
Other earned revenue			\$12,500	\$12,500		n/a
Total earned - non-program	\$24,106	\$30,716	\$38,204	\$38,204	\$0	n/a
Total earned revenue	\$216,082	\$256,563	\$220,266	\$220,266		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	\$3,404	\$3,704	\$2,725	\$2,725		
Individual	\$19,204	\$214,221	\$26,122	\$26,122		
Corporate	\$0	\$0	\$0			
Foundation	\$17,858	\$68,130	\$22,115	\$22,115		
State government	\$35,161	\$27,900	\$21,603	\$21,603		
Federal government	\$7,607	\$2,379	\$5,966	\$5,966		
In-kind operating contributions	\$0	\$0	\$0			
Other contributions	\$83,755	\$25,550	\$6,000	\$6,000		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$166,989	\$341,884	\$84,531	\$84,531		
Operating investment revenue	\$358	\$774	\$2,167	\$2,167		
Total operating revenue	\$383,429	\$599,221	\$306,964	\$306,964		
Total operating revenue less in-kind	\$383,429	\$599,221	\$306,964	\$306,964		
Total non-operating revenue						
Total revenue	\$383,429	\$599,221	\$306,964	\$306,964		
Total revenue less in-kind	\$383,429	\$599,221	\$306,964	\$306,964		

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)	\$136,994	\$143,540	5%	\$137,368	-4%	\$100,279	\$16,484	\$20,605
Independent contractors	\$71,259	\$0	-100%	\$2,581	n/a	\$2,581		
Professional fees	\$0	\$96,200	n/a	\$67,100	-30%	\$67,100		
Total personnel expenses - Operating	\$208,253	\$239,740	15%	\$207,049	-14%	\$169,960	\$16,484	\$20,605
Non-personnel expenses - Operating								
Advertising and promotion	\$12,760	\$13,662	7%	\$13,318	-3%	\$12,202	\$1,116	
Conferences and meetings	\$12,019	\$903	-92%	\$0	-100%			
Dues and subscriptions	\$594	\$507	-15%	\$539	6%	\$398		\$141
Insurance	\$2,884	\$4,135	43%	\$4,007	-3%	\$3,833	\$58	\$116
Occupancy costs	\$27,502	\$23,239	-16%	\$23,375	1%	\$18,700	\$1,870	\$2,805
Office and administration	\$15,647	\$7,328	-53%	\$6,776	-8%	\$5,964	\$131	\$681
Printing, postage and shipping	\$8,686	\$7,706	-11%	\$7,660	-1%	\$7,530	\$81	\$49
Travel	\$0	\$6,773	n/a	\$7,586	12%	\$4,941		\$2,645
Productions and events costs	\$10,689	\$25,795	141%	\$26,436	2%	\$26,436		
Other operating expenses	\$46,580	\$20,207	-57%	\$3,749	-81%	\$3,749		
Depreciation	\$8,887	\$8,962	1%	\$4,091	-54%	\$3,273		\$818
Total non-personnel expenses - Operating	\$146,248	\$119,217	-18%	\$97,537	-18%	\$87,026	\$3,256	\$7,255
Total operating expenses	\$354,501	\$358,957	1%	\$304,586	-15%	\$256,986	\$19,740	\$27,860
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	\$354,501	\$358,957	1%	\$304,586	-15%	\$256,986	\$19,740	\$27,860
Total expenses less in-kind	\$354,501	\$358,957	1%	\$304,586	-15%			
Total expenses less depreciation	\$345,614	\$349,995	1%	\$300,495	-14%			
Total expenses less in-kind and depreciation	\$345,614	\$349,995	1%	\$300,495	-14%			

Balance Sheet

Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Current assets					
Cash	\$202,177	\$171,189	-15%	\$121,900	-29%
Receivables	\$10,080	\$7,136	-29%	\$6,637	-7%
Investments	\$10,078	\$292,168	2,799%	\$307,676	5%
Prepaid expenses & other	\$10,571	\$5,029	-52%	\$11,544	130%
Total current assets	\$232,906	\$475,522	104%	\$447,757	-6%
Non-current investments					
Fixed assets (net)	\$107,909	\$102,304	-5%	\$129,341	26%
Other non-current assets	\$0	\$0	n/a	\$0	n/a
Total non-current assets	\$107,909	\$102,304	-5%	\$129,341	26%
Total assets	\$340,815	\$577,826	70%	\$577,098	-0%
Liabilities & Net Assets					
Liabilities & Net Assets	FY 2015	FY 2016	% Change	FY 2017	% Change
Liabilities					
Accounts payable & other	\$15,651	\$12,750	-19%	\$15,088	18%
Loans & other debt		\$0	n/a		n/a
Deferred revenue	\$6,782	\$6,929	2%	\$1,185	-83%
Total current liabilities	\$22,433	\$19,679	-12%	\$16,273	-17%
Non-current liabilities	\$289,454	\$0	-100%	\$0	n/a
Total liabilities	\$311,887	\$19,679	-94%	\$16,273	-17%
Net assets					
Unrestricted	\$21,321	\$253,183	1,087%	\$283,692	12%
Temporarily restricted	\$7,607	\$304,964	3,909%	\$293,406	-4%
Permanently restricted		\$0	n/a		n/a
Total net assets	\$28,928	\$558,147	1,829%	\$560,825	0%
Total liabilities & net assets	\$340,815	\$577,826	70%	\$577,098	-0%

Balance Sheet Metrics

	FY 2015	FY 2016	FY 2017
Months of Operating Cash -- Unrestricted	7	6	5
Total working capital -- Unrestricted	\$202,866	\$455,843	\$431,484
Current Ratio	10.38	24.16	27.52
Debt Service Impact		0%	
Unrestricted Net Assets Net of Property, Plant and Equipment	-\$86,588		
Operating Margin	8%	67%	1%
Depreciation as a % of Fixed Assets	48%	n/a	n/a
Leverage Ratio	0%		

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.

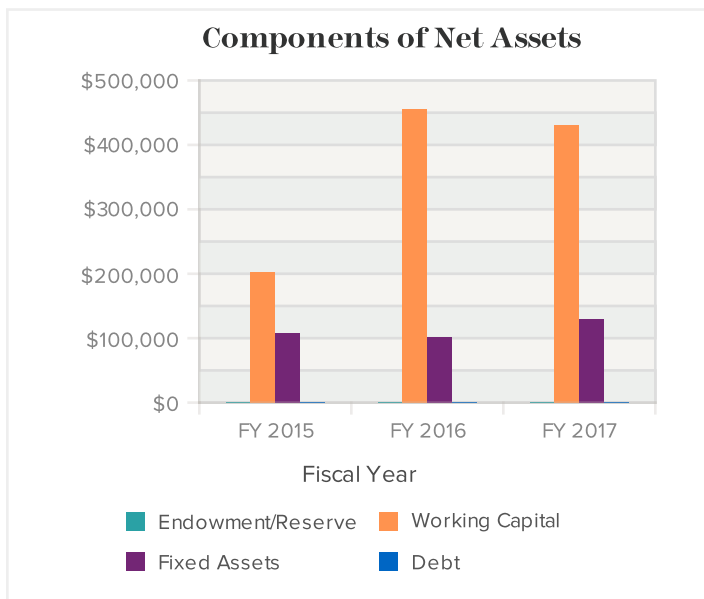
Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden, e.g. a mortgage). This measure can help understand the portion of the book value of an organization's fixed 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	10,760	14,524	35%	11,671	-20%
In-person participation - free	1,242	2,618	111%	1,596	-39%
Total in-person participation	12,002	17,142	43%	13,267	-23%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		11,912	n/a	7,914	-34%
Open rehearsal tickets		300	n/a	210	-30%
Screenings tickets		2,262	n/a	2,278	1%
Guided tours participants		2,620	n/a	2,445	-7%
Participants of other events		48	n/a	420	775%
Total in-person participation	12,002	17,142	43%	13,267	-23%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	810	1,800	122%	2,100	17%
Seniors		6,500	n/a	5,175	-20%
Adults		8,842	n/a	5,992	-32%

Other Participation	FY 2015	FY 2016	% Change	FY 2017	% Change
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Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Full-time permanent employees	3	2	-33%	2	0%
Part-time permanent employees	7	6	-14%	4	-33%
Part-time permanent employees - FTEs	3.5		-100%	1.96	n/a
Part-time seasonal employees		2	n/a	2	0%
Part-time seasonal employees - FTEs			n/a	0.21	n/a
Number of part-time or one-time volunteers	70	70	0%	70	0%
Part-time or one-time volunteers - FTEs	14	2	-86%	1.78	-11%
Independent contractors	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
Distinct productions	43		-100%	38	n/a
Total performances	43	65	51%	42	-35%
Open rehearsals		6	n/a	3	-50%
Distinct screenings	27	9	-67%	16	78%
Total screenings	29	17	-41%	16	-6%
Permanent exhibits	2		-100%		n/a
Temporary exhibits	1		-100%		n/a
Distinct guided tours		5	n/a	2	-60%
Total guided tour occurrences		1,048	n/a	815	-22%
Space - hours rented		16	n/a		-100%
Pieces of equipment provided for rental		8	n/a	15	88%
Distinct other programs	0	1	n/a	4	300%
Other programs occurrences	0	1	n/a	4	300%