



Organization Information

Organization name: All-of-us Express Children's Theatre

City: East Lansing

State: MI

County: Ingham

NISP Discipline: 4 - Theatre

NISP Institution: 6 - Performing Group - Youth

NTEE: A65 - Theater

Applicant is not audited or reviewed by an independent accounting firm.

Federal ID # 38-2912814

Year organization founded: 1989

Organization type: Program or department within a parent organization

Fiscal year end date: 08-31

DUNS # 967078874

Full-time staff: 0

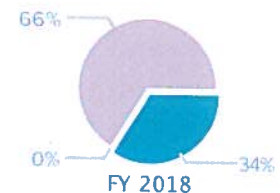
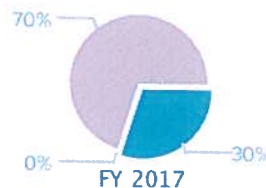
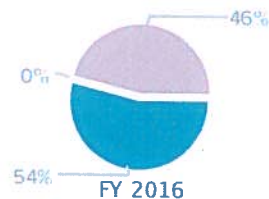
Paid FTEs: 2.42

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	\$82,065	\$82,253	0%	\$107,451	31%
Earned Non-program	\$5,655	\$1,530	-73%	\$1,170	-24%
Total Earned Revenue	\$87,720	\$83,783	-4%	\$108,621	30%
Investment Revenue	\$0	\$0	n/a	\$0	n/a
Contributed Revenue	\$101,800	\$36,740	-64%	\$55,045	50%
Total Unrestricted Operating Revenue	\$189,520	\$120,523	-36%	\$163,666	36%
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$22,575)	352%
Total Unrestricted Operating Revenue Less In-kind	\$184,520	\$115,523	-37%	\$141,091	22%
Expenses by Functional Total					
Program	\$145,121	\$62,524	-57%	\$148,692	138%
Fundraising	\$0	\$0	n/a	\$0	n/a
General & Administrative	\$11,825	\$55,510	369%	\$14,976	-73%
Total Operating Expenses	\$156,946	\$118,034	-25%	\$163,668	39%
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$22,575)	352%
Total Operating Expenses Less In-kind	\$151,946	\$113,034	-26%	\$141,093	25%
Net Unrestricted Activity - Operating	\$32,574	\$2,489	-92%	-\$2	-100%
Net Unrestricted Activity - Non-operating			n/a		n/a
Total Net Unrestricted Activity	\$32,574	\$2,489	-92%	-\$2	-100%
Net Temporarily Restricted Activity			n/a		n/a
Net Permanently Restricted Activity			n/a		n/a
Net Total Activity	\$32,574	\$2,489	-92%	-\$2	-100%

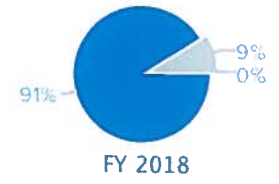
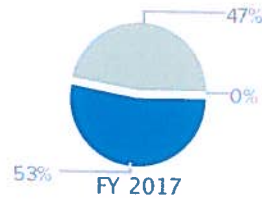
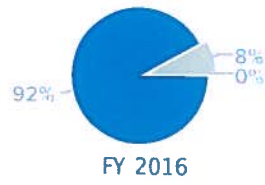
Revenue by Source

- 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
Operating Revenue	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Earned - Program						
Membership revenue	\$5,085	\$3,935	\$2,955	\$2,955		n/a
Single ticket sales	\$20,935	\$17,060	\$25,382	\$25,382		n/a
Group ticket sales	\$2,745	\$3,170	\$2,320	\$2,320		n/a
Tuitions and registration fees	\$53,300	\$30,618	\$32,694	\$32,694		n/a
Total earned - program	\$82,065	\$82,253	\$107,451	\$107,451	\$0	n/a
Earned - Non-program						
Food and concessions	\$1,525	\$1,010	\$770	\$770		n/a
Gift shop and merchandise fees	\$460	\$0	\$0	\$0		n/a
Advertising revenue	\$1,170	\$520	\$400	\$400		n/a
Sponsorship revenue	\$2,500	\$0	\$0	\$0		n/a
Total earned - non-program	\$5,655	\$1,530	\$1,170	\$1,170	\$0	n/a
Total earned revenue	\$87,720	\$83,783	\$108,621	\$108,621		n/a

All-of-us Express Children's Theatre

Contributed	FY 2016	FY 2017	FY 2018	FY 2018	FY 2018	FY 2018
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Individual	\$0	\$10,565	\$12,757	\$12,757		
Corporate	\$5,000	\$5,000	\$500	\$500		
Foundation	\$4,000	\$3,675	\$1,278	\$1,278		
City government	\$0	\$0	\$1,050	\$1,050		
County government	\$0	\$0	\$960	\$960		
State government	\$17,800	\$12,500	\$15,925	\$15,925		
Parent organization support	\$70,000	\$0				
In-kind operating contributions	\$5,000	\$5,000	\$22,575	\$22,575		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$101,800	\$36,740	\$55,045	\$55,045		
Operating investment revenue	\$0	\$0	\$0	\$0		
Total operating revenue	\$189,520	\$120,523	\$163,666	\$163,666		
Total operating revenue less in-kind	\$184,520	\$115,523	\$141,091	\$141,091		
Total non-operating revenue						
Total revenue	\$189,520	\$120,523	\$163,666	\$163,666		
Total revenue less in-kind	\$184,520	\$115,523	\$141,091	\$141,091		

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)	\$53,899	\$49,624	-8%	\$85,309	72%	\$70,333	\$0	\$14,976
Independent contractors	\$15,380	\$13,910	-10%	\$13,385	-4%	\$13,385	\$0	\$0
Total personnel expenses - Operating	\$69,279	\$63,534	-8%	\$98,694	55%	\$83,718	\$0	\$14,976
Non-personnel expenses - Operating								
Advertising and promotion	\$409	\$400	-2%	\$923	131%	\$923	\$0	\$0
Occupancy costs	\$20,000	\$24,741	24%	\$31,961	29%	\$31,961	\$0	\$0
Office and administration	\$5,779	\$1,100	-81%	\$1,673	52%	\$1,673	\$0	\$0
Printing, postage and shipping	\$3,262	\$2,562	-21%	\$5,311	107%	\$5,311	\$0	\$0
Travel	\$41	\$45	10%	\$0	-100%	\$0	\$0	\$0
Royalties, rights and reproductions	\$2,480	\$2,705	9%	\$4,650	72%	\$4,650	\$0	\$0
Productions and events costs	\$54,596	\$7,696	-86%	\$8,001	4%	\$8,001	\$0	\$0
Other operating expenses	\$1,100	\$15,251	1,286%	\$12,455	-18%	\$12,455	\$0	\$0
Total non-personnel expenses - Operating	\$87,667	\$54,500	-38%	\$64,974	19%	\$64,974	\$0	\$0
Total operating expenses	\$156,946	\$118,034	-25%	\$163,668	39%	\$148,692	\$0	\$14,976
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	\$156,946	\$118,034	-25%	\$163,668	39%	\$148,692	\$0	\$14,976
Total expenses less in-kind	\$151,946	\$113,034	-26%	\$141,093	25%			
Total expenses less depreciation	\$156,946	\$118,034	-25%	\$163,668	39%			
Total expenses less in-kind and depreciation	\$151,946	\$113,034	-26%	\$141,093	25%			

Balance Sheet

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

This applicant has not provided any balance sheet data in addition to what is included in the Financial Summary. This may be because the organization's annual expenses are under \$50,000 and they are therefore only required to complete the short form of the Cultural Data Profile or the organization is a program or department within a parent organization.

Balance Sheet Metrics

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

This applicant has not provided enough data to calculate these metrics. This may be because the organization's annual expenses are under \$50,000 and they are therefore only required to complete the short form of the DataArts Survey.

Attendance

In-person Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
In-person participation - paid	4,750	4,562	-4%	4,400	-4%
In-person participation - free	0	0	n/a	251	n/a
Total in-person participation	4,750	4,562	-4%	4,651	2%

Types of In-person Attendance	FY 2016	FY 2017	% Change	FY 2018	% Change
Performance tickets	4,624	4,282	-7%	4,651	9%
Registrants for classes/workshops	126	268	113%		-100%
Students given private lessons		12	n/a		-100%
Total in-person participation	4,750	4,562	-4%	4,651	2%

Attendance Ages	FY 2016	FY 2017	% Change	FY 2018	% Change
Children (18 and under)		1,597	n/a	1,395	-13%
Seniors			n/a	466	n/a
Adults		2,965	n/a	2,790	-6%

Other Participation	FY 2016	FY 2017	% Change	FY 2018	% Change
---------------------	---------	---------	----------	---------	----------

Staffing

Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time seasonal employees	0	0	n/a	1	n/a
Full-time seasonal employees - FTEs			n/a	0.91	n/a
Part-time permanent employees	2	2	0%	0	-100%
Part-time permanent employees - FTEs	0.01	1.29	12,800%	0	-100%
Part-time seasonal employees	6	6	0%	7	17%
Part-time seasonal employees - FTEs	0.02	0.38	1,800%	1.51	297%
Number of part-time or one-time volunteers	60	60	0%	60	0%
Part-time or one-time volunteers - FTEs	0.01	0.6	5,900%	0.3	-50%
Independent contractors	30	30	0%	23	-23%
Number of interns and apprentices	0	1	n/a	0	-100%

Artistic Staff & Non-Staff Statistics	FY 2016	FY 2017	% Change	FY 2018	% Change
Full-time employees that are artists	0	0	n/a	1	n/a
Part-time employees that are artists	8	8	0%	7	-12%
Independent contractors that are artists	30	30	0%	23	-23%

Program Activity

	FY 2016	FY 2017	% Change	FY 2018	% Change
Distinct productions	5	5	0%	5	0%
Total performances	30	37	23%	35	-5%
Distinct classes/workshops		3	n/a		-100%
Distinct class series/courses	10		-100%		n/a
Total classes/class sessions	10	15	50%	0	-100%
Private lessons offered		12	n/a		-100%
Was your space rented for the entire year?	No				