



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

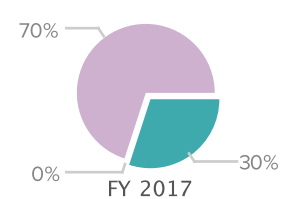
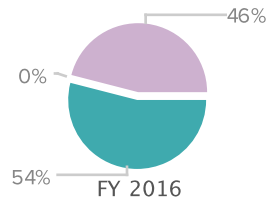
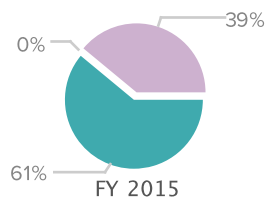
Paid FTEs: 1.67

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	\$64,599	\$82,065	27%	\$82,253	0%
Earned Non-program	\$7,724	\$5,655	-27%	\$1,530	-73%
Total Earned Revenue	\$72,323	\$87,720	21%	\$83,783	-4%
Investment Revenue	\$0	\$0	n/a	\$0	n/a
Contributed Revenue	\$112,496	\$101,800	-10%	\$36,740	-64%
Total Unrestricted Operating Revenue	\$184,819	\$189,520	3%	\$120,523	-36%
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$5,000)	0%
Total Unrestricted Operating Revenue Less In-kind	\$179,819	\$184,520	3%	\$115,523	-37%
Expenses by Functional Total					
Program	\$118,643	\$145,121	22%	\$62,524	-57%
Fundraising	\$283	\$0	-100%	\$0	n/a
General & Administrative	\$26,875	\$11,825	-56%	\$55,510	369%
Total Operating Expenses	\$145,801	\$156,946	8%	\$118,034	-25%
Less in-kind	(\$5,000)	(\$5,000)	0%	(\$5,000)	0%
Total Operating Expenses Less In-kind	\$140,801	\$151,946	8%	\$113,034	-26%
Net Unrestricted Activity - Operating	\$39,018	\$32,574	-17%	\$2,489	-92%
Net Unrestricted Activity - Non-operating	\$0		n/a		n/a
Total Net Unrestricted Activity	\$39,018	\$32,574	-17%	\$2,489	-92%
Net Temporarily Restricted Activity	\$0		n/a		n/a
Net Permanently Restricted Activity	\$0		n/a		n/a
Net Total Activity	\$39,018	\$32,574	-17%	\$2,489	-92%

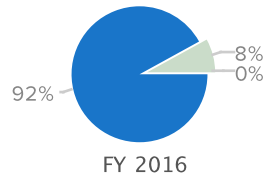
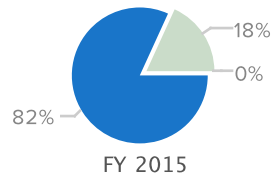
Revenue by Source

- Earned
- Investment
- Contributed

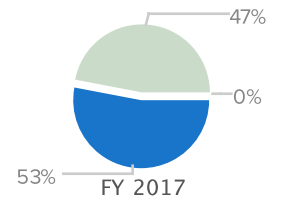


Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



All-of-us Express Children's Theatre



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	\$3,200	\$5,085	\$3,935	\$3,935		n/a
Single ticket sales	\$23,174	\$20,935	\$17,060	\$17,060		n/a
Group ticket sales		\$2,745	\$3,170	\$3,170		n/a
Tuitions and registration fees	\$38,225	\$53,300	\$30,618	\$30,618		n/a
Total earned - program	\$64,599	\$82,065	\$82,253	\$82,253	\$0	n/a
Earned - Non-program						
Food and concessions	\$1,348	\$1,525	\$1,010	\$1,010		n/a
Gift shop and merchandise fees	\$581	\$460	\$0	\$0		n/a
Advertising revenue	\$795	\$1,170	\$520	\$520		n/a
Sponsorship revenue	\$5,000	\$2,500	\$0	\$0		n/a
Total earned - non-program	\$7,724	\$5,655	\$1,530	\$1,530	\$0	n/a
Total earned revenue	\$72,323	\$87,720	\$83,783	\$83,783		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	\$275	\$0	\$0	\$0		
Individual	\$5,407	\$0	\$10,565	\$10,565		
Corporate	\$5,000	\$5,000	\$5,000	\$5,000		
Foundation	\$3,000	\$4,000	\$3,675	\$3,675		
City government	\$2,977	\$0	\$0	\$0		
County government	\$1,700	\$0	\$0	\$0		
State government	\$18,750	\$17,800	\$12,500	\$12,500		
Parent organization support	\$70,000	\$70,000	\$0	\$0		
In-kind operating contributions	\$5,000	\$5,000	\$5,000	\$5,000		
Other contributions	\$387	\$0	\$0	\$0		
Net assets released from restriction	\$0	\$0	\$0			
Total contributed revenue	\$112,496	\$101,800	\$36,740	\$36,740		
Operating investment revenue	\$0	\$0	\$0	\$0		
Total operating revenue	\$184,819	\$189,520	\$120,523	\$120,523		
Total operating revenue less in-kind	\$179,819	\$184,520	\$115,523	\$115,523		
Total non-operating revenue	\$0					
Total revenue	\$184,819	\$189,520	\$120,523	\$120,523		
Total revenue less in-kind	\$179,819	\$184,520	\$115,523	\$115,523		

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)	\$64,725	\$53,899	-17%	\$49,624	-8%	\$0	\$0	\$49,624
Independent contractors	\$15,780	\$15,380	-3%	\$13,910	-10%	\$13,910	\$0	\$0
Total personnel expenses - Operating	\$80,505	\$69,279	-14%	\$63,534	-8%	\$13,910	\$0	\$49,624
Non-personnel expenses - Operating								
Advertising and promotion	\$1,700	\$409	-76%	\$400	-2%	\$400	\$0	\$0
Grant awards and similar amounts paid	\$50	\$0	-100%	\$0	n/a			
Insurance	\$1,200	\$0	-100%	\$0	n/a	\$0	\$0	\$0
Occupancy costs	\$32,567	\$20,000	-39%	\$24,741	24%	\$20,000	\$0	\$4,741
Office and administration	\$2,064	\$5,779	180%	\$1,100	-81%	\$0	\$0	\$1,100
Printing, postage and shipping	\$1,500	\$3,262	117%	\$2,562	-21%	\$2,562	\$0	\$0
Travel	\$433	\$41	-91%	\$45	10%	\$0	\$0	\$45
Royalties, rights and reproductions	\$1,865	\$2,480	33%	\$2,705	9%	\$2,705	\$0	\$0
Productions and events costs	\$18,634	\$54,596	193%	\$7,696	-86%	\$7,696	\$0	\$0
Other operating expenses	\$5,283	\$1,100	-79%	\$15,251	1,286%	\$15,251	\$0	\$0
Total non-personnel expenses - Operating	\$65,296	\$87,667	34%	\$54,500	-38%	\$48,614	\$0	\$5,886
Total operating expenses	\$145,801	\$156,946	8%	\$118,034	-25%	\$62,524	\$0	\$55,510
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	\$145,801	\$156,946	8%	\$118,034	-25%	\$62,524	\$0	\$55,510
Total expenses less in-kind	\$140,801	\$151,946	8%	\$113,034	-26%			
Total expenses less depreciation	\$145,801	\$156,946	8%	\$118,034	-25%			
Total expenses less in-kind and depreciation	\$140,801	\$151,946	8%	\$113,034	-26%			

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 2015	FY 2016	% Change	FY 2017	% Change
In-person participation - paid	3,969	4,750	20%	4,562	-4%
In-person participation - free	0	0	n/a	0	n/a
Total in-person participation	3,969	4,750	20%	4,562	-4%

Types of In-person Attendance	FY 2015	FY 2016	% Change	FY 2017	% Change
Performance tickets		4,624	n/a	4,282	-7%
Registrants for classes/workshops		126	n/a	268	113%
Students given private lessons			n/a	12	n/a
Total in-person participation	3,969	4,750	20%	4,562	-4%

Attendance Ages	FY 2015	FY 2016	% Change	FY 2017	% Change
Children (18 and under)	1,982		-100%	1,597	n/a
Adults			n/a	2,965	n/a

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

Staffing

Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time permanent employees	7	2	-71%	2	0%
Part-time permanent employees - FTEs	1.75	0.01	-99%	1.29	12,800%
Part-time seasonal employees		6	n/a	6	0%
Part-time seasonal employees - FTEs		0.02	n/a	0.38	1,800%
Number of part-time or one-time volunteers	60	60	0%	60	0%
Part-time or one-time volunteers - FTEs	30	0.01	-100%	0.6	5,900%
Independent contractors	22	30	36%	30	0%
Number of interns and apprentices	0	0	n/a	1	n/a

Artistic Staff & Non-Staff Statistics	FY 2015	FY 2016	% Change	FY 2017	% Change
Part-time employees that are artists	0	8	n/a	8	0%
Independent contractors that are artists	22	30	36%	30	0%

Program Activity

	FY 2015	FY 2016	% Change	FY 2017	% Change
Distinct productions	6	5	-17%	5	0%
Total performances	32	30	-6%	37	23%
Distinct classes/workshops	29		-100%	3	n/a
Distinct class series/courses		10	n/a		-100%
Total classes/class sessions	0	10	n/a	15	50%
Private lessons offered			n/a	12	n/a