

**Organization Information**

Organization name: GREAT LAKES SHIPWRECK HISTORICAL SOCIETY  
 City: Sault Sainte Marie Year organization founded: 1978  
 State: MI Organization type: 501(c)3 nonprofit organization  
 County: Chippewa DUNS #: 790700397  
 Federal ID #: 382198482 Full-time staff: 4  
 NISP Discipline: 11 - Interdisciplinary Board Members: 15  
 NISP Institution: 9 - Other Museum Fiscal year end date: 12-31  
 NTEE: A82 - Historical Societies & Historic Preservation

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

**Financial Summary**

| Unrestricted Activity                         | FY 2019     | FY 2020     | % Change | FY 2021     | % Change |
|-----------------------------------------------|-------------|-------------|----------|-------------|----------|
| Unrestricted operating revenue                |             |             |          |             |          |
| Earned program                                | \$976,503   | \$686,624   | -30%     | \$999,259   | 46%      |
| Earned non-program                            | \$885,022   | \$833,258   | -6%      | \$1,159,081 | 39%      |
| Total earned revenue                          | \$1,861,525 | \$1,519,882 | -18%     | \$2,158,340 | 42%      |
| Investment revenue                            | \$4,069     | \$3,742     | -8%      | \$4,559     | 22%      |
| Contributed revenue                           | \$76,986    | \$235,289   | 206%     | \$94,325    | -60%     |
| Total unrestricted operating revenue          | \$1,942,580 | \$1,758,913 | -9%      | \$2,257,224 | 28%      |
| Less in-kind                                  |             |             | n/a      |             | n/a      |
| Unrestricted operating revenue less in-kind   | \$1,942,580 | \$1,758,913 | -9%      | \$2,257,224 | 28%      |
| Operating expenses                            |             |             |          |             |          |
| Program                                       | \$857,032   | \$296,207   | -65%     | \$983,119   | 232%     |
| Management & general                          | \$325,084   | \$739,602   | 128%     | \$196,727   | -73%     |
| Fundraising                                   | \$44,470    | \$87,478    | 97%      | \$90,764    | 4%       |
| Total operating expenses                      | \$1,226,586 | \$1,123,287 | -8%      | \$1,270,610 | 13%      |
| Less in-kind                                  |             |             | n/a      |             | n/a      |
| Unrestricted operating expenses less in-kind  | \$1,226,586 | \$1,123,287 | -8%      | \$1,270,610 | 13%      |
| Unrestricted change in net assets - operating | \$715,994   | \$635,626   | -11%     | \$986,614   | 55%      |
| Unrestricted change in net assets             | \$715,994   | \$635,626   | -11%     | \$986,614   | 55%      |
| Restricted change in net assets               |             |             | n/a      |             | n/a      |
| Total change in net assets                    | \$715,994   | \$635,626   | -11%     | \$986,614   | 55%      |

### Unrestricted Operating Revenue by Source

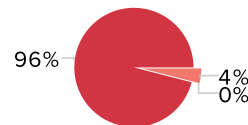
- Earned
- Investment
- Contributed



FY 2019



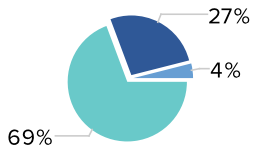
FY 2020



FY 2021

### Operating Expenses by Functional Grouping

- Program
- Management & General
- Fundraising



FY 2019



FY 2020



FY 2021

## Revenue Details

| Operating Revenue<br>Earned - Program          | FY 2019<br>Total   | FY 2020<br>Total   | FY 2021<br>Total   | FY 2021<br>Unrestricted | FY 2021<br>Restricted |
|------------------------------------------------|--------------------|--------------------|--------------------|-------------------------|-----------------------|
| Subscriptions                                  |                    |                    |                    |                         |                       |
| Membership fees - individuals                  | \$16,580           | \$15,825           | \$18,442           | \$18,442                | \$0                   |
| Membership fees - organizations                |                    |                    |                    |                         |                       |
| Ticket sales & admissions                      | \$789,970          | \$662,584          | \$972,197          | \$972,197               |                       |
| Education revenue                              |                    |                    |                    |                         |                       |
| Publication sales                              |                    |                    |                    |                         |                       |
| Gallery sales                                  |                    |                    |                    |                         |                       |
| Contracted services & touring fees             |                    |                    |                    |                         |                       |
| Royalty & reproduction revenue                 |                    |                    |                    |                         |                       |
| Earned - program not listed above              | \$169,953          | \$8,215            | \$8,620            | \$8,620                 |                       |
| <b>Total earned - program</b>                  | <b>\$976,503</b>   | <b>\$686,624</b>   | <b>\$999,259</b>   | <b>\$999,259</b>        |                       |
| <b>Earned - Non-program</b>                    |                    |                    |                    |                         |                       |
| Rental revenue                                 |                    |                    |                    |                         |                       |
| Sponsorship revenue                            |                    |                    |                    |                         |                       |
| Attendee-generated revenue not<br>listed above | \$885,022          | \$833,258          | \$1,159,081        | \$1,159,081             |                       |
| Earned non-program not listed above            |                    |                    |                    |                         |                       |
| <b>Total earned - non-program</b>              | <b>\$885,022</b>   | <b>\$833,258</b>   | <b>\$1,159,081</b> | <b>\$1,159,081</b>      |                       |
| <b>Total earned revenue</b>                    | <b>\$1,861,525</b> | <b>\$1,519,882</b> | <b>\$2,158,340</b> | <b>\$2,158,340</b>      |                       |

## GREAT LAKES SHIPWRECK HISTORICAL SOCIETY

| Contributed                                    | FY 2019<br>Total   | FY 2020<br>Total   | FY 2021<br>Total   | FY 2021<br>Unrestricted | FY 2021<br>Restricted |
|------------------------------------------------|--------------------|--------------------|--------------------|-------------------------|-----------------------|
| Trustee & board                                | \$1,450            | \$1,820            | \$2,150            | \$2,150                 |                       |
| Individual                                     | \$33,141           | \$53,451           | \$47,175           | \$47,175                |                       |
| Corporate                                      | \$0                | \$15,000           | \$15,000           | \$15,000                |                       |
| Foundation                                     | \$5,500            | \$6,000            | \$6,000            | \$6,000                 |                       |
| County government                              | \$0                | \$12,000           | \$0                |                         |                       |
| State government                               | \$36,895           | \$24,000           | \$24,000           | \$24,000                |                       |
| Federal government                             | \$0                | \$123,018          | \$0                |                         |                       |
| In-kind operating contributions                | \$0                | \$0                | \$0                |                         |                       |
| Special fundraising events                     |                    |                    |                    |                         |                       |
| Net assets released from restriction           | \$0                | \$0                | \$0                |                         |                       |
| <b>Total contributed revenue</b>               | <b>\$76,986</b>    | <b>\$235,289</b>   | <b>\$94,325</b>    | <b>\$94,325</b>         |                       |
| Operating investment revenue                   | \$4,069            | \$3,742            | \$4,559            | \$4,559                 |                       |
| <b>Total operating revenue</b>                 | <b>\$1,942,580</b> | <b>\$1,758,913</b> | <b>\$2,257,224</b> | <b>\$2,257,224</b>      |                       |
| Total operating revenue less operating in-kind | \$1,942,580        | \$1,758,913        | \$2,257,224        | \$2,257,224             |                       |
| <b>Total revenue</b>                           | <b>\$1,942,580</b> | <b>\$1,758,913</b> | <b>\$2,257,224</b> | <b>\$2,257,224</b>      |                       |
| <b>Total revenue less in-kind</b>              | <b>\$1,942,580</b> | <b>\$1,758,913</b> | <b>\$2,257,224</b> | <b>\$2,257,224</b>      |                       |

## Revenue Narrative

|         |                                                                                                                                                                                                                                                                                                                                       |
|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FY 2019 | n/a                                                                                                                                                                                                                                                                                                                                   |
| FY 2020 | This organization had to curtail its normal programming during the 2020 pandemic year, by reducing the number of weeks open during the summer by two months, and closing down three exhibit spaces. However, the generosity of various supporters allowed us to stay close to a normal budget, as outlined under contributed revenue. |
| FY 2021 | This organization was able to conduct its usual number of business days and hours in 2021, leading to solid earned revenue base, but a decrease in contributions compared to 2020, with no pandemic funding, as was included in contributed revenue for 2020..                                                                        |

## Expense Details

|                                                                  | FY 2019<br>Total | FY 2020<br>Total | %<br>Change | FY 2021<br>Total | %<br>Change | FY 2021<br>Program | FY 2021<br>General &<br>Administrative | FY 2021<br>Fundraising |
|------------------------------------------------------------------|------------------|------------------|-------------|------------------|-------------|--------------------|----------------------------------------|------------------------|
| Personnel expenses -<br>Operating                                |                  |                  |             |                  |             |                    |                                        |                        |
| W2 employees (salaries,<br>payroll taxes and fringe<br>benefits) | \$627,557        | \$571,583        | -9%         | \$627,821        | 10%         | \$340,330          | \$196,727                              | \$90,764               |
| Independent contractors                                          | \$5,329          | \$5,726          | 7%          | \$3,975          | -31%        | \$3,975            |                                        |                        |
| Professional fees                                                | \$48,347         | \$48,486         | 0%          | \$66,204         | 37%         | \$66,204           |                                        |                        |
| Total personnel expenses -<br>Operating                          | \$681,233        | \$625,795        | -8%         | \$698,000        | 12%         | \$410,509          | \$196,727                              | \$90,764               |
| Non-personnel expenses -<br>Operating                            |                  |                  |             |                  |             |                    |                                        |                        |
| Occupancy costs                                                  | \$31,393         | \$26,125         | -17%        | \$37,944         | 45%         | \$37,944           |                                        |                        |
| Depreciation                                                     | \$104,148        | \$124,543        | 20%         | \$129,406        | 4%          | \$129,406          |                                        |                        |
| Interest expense                                                 | \$19,151         | \$9,260          | -52%        | \$6,809          | -26%        | \$6,809            |                                        |                        |
| Non-personnel expenses not<br>listed above                       | \$390,661        | \$337,564        | -14%        | \$398,451        | 18%         | \$398,451          |                                        |                        |
| Total non-personnel<br>expenses - Operating                      | \$545,353        | \$497,492        | -9%         | \$572,610        | 15%         | \$572,610          |                                        |                        |
| Total operating expenses                                         | \$1,226,586      | \$1,123,287      | -8%         | \$1,270,610      | 13%         | \$983,119          | \$196,727                              | \$90,764               |
| Total expenses                                                   | \$1,226,586      | \$1,123,287      | -8%         | \$1,270,610      | 13%         |                    |                                        |                        |
| Total expenses less in-kind                                      | \$1,226,586      | \$1,123,287      | -8%         | \$1,270,610      | 13%         |                    |                                        |                        |
| Total expenses<br>less depreciation                              | \$1,122,438      | \$998,744        | -11%        | \$1,141,204      | 14%         |                    |                                        |                        |
| Total expenses less<br>in-kind and depreciation                  | \$1,122,438      | \$998,744        | -11%        | \$1,141,204      | 14%         |                    |                                        |                        |

## Expense Narrative

|         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FY 2019 | n/a                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| FY 2020 | Fortunately, this organization attracted a solid audience during the pandemic due to a cultural tourism audience desperate to get out of their homes after the Stay at Home order. In spite of the difficulty enforcing the mask order, expenses were not greatly increased for personnel, however, we did incur moderately significant expenses for PPP materials that was mitigated by pandemic contributions and government support as shown under contributed income. |
| FY 2021 | Personnel expenses and other expenses are higher due to having produced a full season, with limited wage increases. It is certainly relevant to mention that we experienced some difficulty attracting individuals to fill museum positions, particularly towards the end of our season.                                                                                                                                                                                  |

**Balance Sheet**

| Assets                                                        | FY 2019            | FY 2020            | % Change    | FY 2021            | % Change     |
|---------------------------------------------------------------|--------------------|--------------------|-------------|--------------------|--------------|
| <b>Current assets</b>                                         |                    |                    |             |                    |              |
| Cash and cash equivalents                                     | \$1,036,393        | \$1,234,457        | 19%         | \$1,483,659        | 20%          |
| Receivables                                                   |                    |                    | n/a         |                    | n/a          |
| Investments - current                                         | \$17,307           | \$18,527           | 7%          | \$21,583           | 16%          |
| Prepaid expenses & other                                      |                    |                    | n/a         |                    | n/a          |
| <b>Total current assets</b>                                   | <b>\$1,053,700</b> | <b>\$1,252,984</b> | <b>19%</b>  | <b>\$1,505,242</b> | <b>20%</b>   |
| <b>Long-term/non-current assets</b>                           |                    |                    |             |                    |              |
| Investments - non current                                     |                    |                    | n/a         |                    | n/a          |
| Fixed assets (net of accumulated depreciation)                | \$1,884,993        | \$1,937,922        | 3%          | \$1,913,458        | -1%          |
| Non-current assets not listed above                           | \$227,867          | \$221,247          | -3%         | \$205,537          | -7%          |
| <b>Total long-term/non-current assets</b>                     | <b>\$2,112,860</b> | <b>\$2,159,169</b> | <b>2%</b>   | <b>\$2,118,995</b> | <b>-2%</b>   |
| <b>Total assets</b>                                           | <b>\$3,166,560</b> | <b>\$3,412,153</b> | <b>8%</b>   | <b>\$3,624,237</b> | <b>6%</b>    |
| <b>Liabilities &amp; Net Assets</b>                           |                    |                    |             |                    |              |
| <b>Current liabilities</b>                                    |                    |                    |             |                    |              |
| Accounts payable and accrued expenses                         | \$95,826           | \$84,276           | -12%        | \$40,603           | -52%         |
| Deferred revenue                                              |                    | \$100,000          | n/a         | \$100,000          | 0%           |
| Loans - current                                               | \$54,577           | \$56,802           | 4%          | \$0                | -100%        |
| Additional current liabilities not listed above               | \$4,578            | \$12,729           | 178%        | \$14,599           | 15%          |
| <b>Total current liabilities</b>                              | <b>\$154,981</b>   | <b>\$253,807</b>   | <b>64%</b>  | <b>\$155,202</b>   | <b>-39%</b>  |
| <b>Long-term/non-current liabilities</b>                      |                    |                    |             |                    |              |
| Long-term/non-current loans                                   | \$290,718          | \$147,880          | -49%        |                    | -100%        |
| Additional long-term/non-current liabilities not listed above |                    |                    | n/a         |                    | n/a          |
| <b>Total long-term/non-current liabilities</b>                | <b>\$290,718</b>   | <b>\$147,880</b>   | <b>-49%</b> |                    | <b>-100%</b> |
| <b>Total liabilities</b>                                      | <b>\$445,699</b>   | <b>\$401,687</b>   | <b>-10%</b> | <b>\$155,202</b>   | <b>-61%</b>  |
| <b>Total net assets</b>                                       | <b>\$2,720,861</b> | <b>\$3,010,466</b> | <b>11%</b>  | <b>\$3,469,035</b> | <b>15%</b>   |
| <b>Total liabilities &amp; net assets</b>                     | <b>\$3,166,560</b> | <b>\$3,412,153</b> | <b>8%</b>   | <b>\$3,624,237</b> | <b>6%</b>    |

**Balance Sheet Narrative**

|         |                                                                                                                                                                                   |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FY 2019 | n/a                                                                                                                                                                               |
| FY 2020 | This organization is approved for a \$250,000 line of credit, but it was not necessary to invoke it during 2020.                                                                  |
| FY 2021 | This organization was able to pay off a long-term building loan during 2021, which was most welcome. The line of credit was again not used in this year, but available if needed. |

**Balance Sheet Metrics**

|                                     | FY 2019     | FY 2020     | % Change | FY 2021     | % Change |
|-------------------------------------|-------------|-------------|----------|-------------|----------|
| Months of operating cash -- Total   | 10.14       | 13.19       | 30%      | 14.01       | 6%       |
| Working capital -- Total            | \$898,719   | \$999,177   | 11%      | \$1,350,040 | 35%      |
| Current ratio -- Total              | 6.8         | 4.94        | -27%     | 9.7         | 96%      |
| Net assets as a % of total expenses | 222%        | 268%        | 21%      | 273%        | 2%       |
| Fixed assets (net)                  | \$1,884,993 | \$1,937,922 | 3%       | \$1,913,458 | -1%      |
| Condition of fixed assets           | 117%        | 120%        |          | 128%        |          |
| Leverage -- Total                   | 11%         | 6%          | -45%     | 0%          | -100%    |
| Total debt                          | \$345,295   | \$204,682   | -41%     | \$0         | -100%    |
| Debt service impact                 | 6%          | 6%          | -2%      | 1%          | -91%     |

Months of operating cash (Cash & Cash Equivalents/(Total Expense/12)) indicates the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents.

Working capital (Current Assets minus Current Liabilities) consists of the resources available for operations. This calculation of working capital 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. A ratio of 1.0 indicates that current assets are equal to current liabilities. A ratio of around 1.5 is a more comfortable position, allowing for more cushion against uncollected receivables or timing discrepancies between expected receipts and disbursements. Ideally this number should approach 2 which indicates ample short-term liquidity to obviate the need to borrow or sell assets.

Net assets as % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Condition of fixed assets indicates the potential need for replacement or repair of fixed assets (such as buildings, furniture, office equipment, sets and props). This is especially significant for organizations that own a building or carry a long-term lease. Accumulated depreciation of less than 50% of the total value of fixed assets indicates a stock of relatively new assets. A high percentage (>80%) of accumulated depreciation could indicate aging infrastructure and need for funding the replacement or repair of fixed assets in the near future.

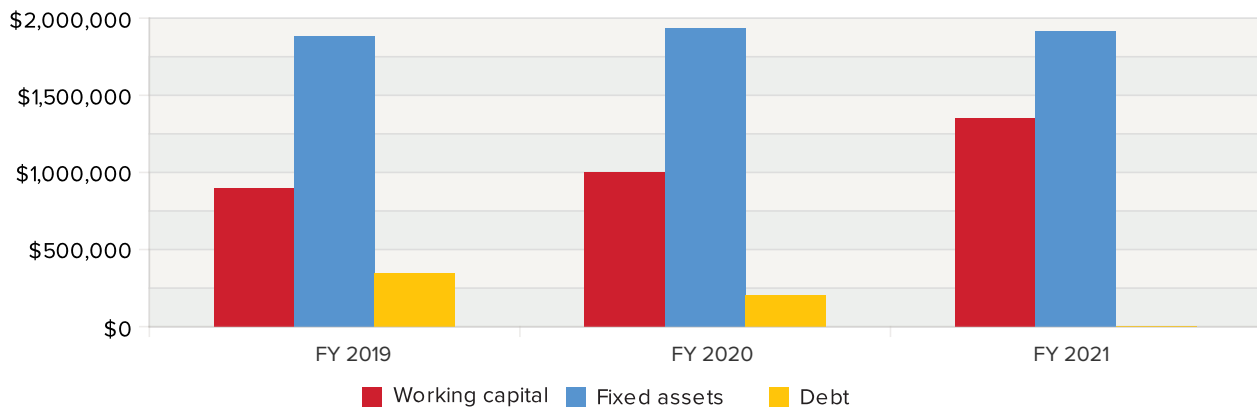
Leverage ratio (Total Debt divided by Total Assets) measures what proportion of your assets are supported by debt. A number in excess of 50% may indicate liquidity problems, or reduced capacity for future borrowing.

Fixed assets (net) is the value of all land, buildings, equipment, leasehold improvements and other property and equipment owned by the organization. It is calculated net of accumulated depreciation to reflect the reduction in the value of an asset as it ages and is used.

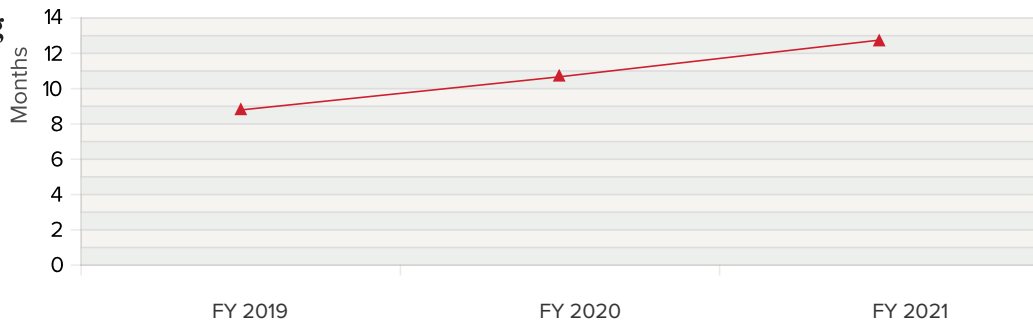
Total debt consists of all short and long-term contractual obligations of the organization, including lines of credit, loans, notes, bonds, and capital leases.

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. The higher the percentage, the more the organization has to dedicate its resources to debt repayment rather than programming and other operating expenses.

**Components of Net Assets**



**Months of Working Capital**





**Attendance**

|                                  | FY 2019        | FY 2020        | % Change        | FY 2021        | % Change        |
|----------------------------------|----------------|----------------|-----------------|----------------|-----------------|
| <b>Total attendance</b>          |                |                |                 |                |                 |
| Paid                             | 86,074         | 60,161         | -30%            | 81,060         | 35%             |
| Free                             | 15,015         | 744            | -95%            | 1,545          | 108%            |
| <b>Total</b>                     | <b>101,089</b> | <b>60,905</b>  | <b>-40%</b>     | <b>82,605</b>  | <b>36%</b>      |
| <b>In-person attendance</b>      |                |                |                 |                |                 |
| Paid                             | 86,074         | 60,161         | -30%            | 81,060         | 35%             |
| Free                             | 15,015         |                | -100%           |                | n/a             |
| <b>Total</b>                     | <b>101,089</b> | <b>60,161</b>  | <b>-40%</b>     | <b>81,060</b>  | <b>35%</b>      |
| <b>Digital attendance</b>        |                |                |                 |                |                 |
| Paid                             |                |                | n/a             |                | n/a             |
| Free                             |                | 744            | n/a             | 1,545          | 108%            |
| <b>Total</b>                     |                | <b>744</b>     | <b>n/a</b>      | <b>1,545</b>   | <b>108%</b>     |
| In-person attendees 18 and under | 25,273         | 13,470         | -47%            | 16,254         | 21%             |
| <b>Programs in schools</b>       | <b>FY 2019</b> | <b>FY 2020</b> | <b>% Change</b> | <b>FY 2021</b> | <b>% Change</b> |
| Children served in schools       | 262            | 1              | -100%           | 3              | 200%            |
| Hours of instruction             | 15             | 3              | -80%            | 10             | 233%            |

**Workforce**

|                                | FY 2019   | FY 2020   | % Change    | FY 2021   | % Change   |
|--------------------------------|-----------|-----------|-------------|-----------|------------|
| <b>Number of People</b>        |           |           |             |           |            |
| Employees: Full-time permanent | 4         | 4         | 0%          | 4         | 0%         |
| Employees: Full-time temporary | 40        | 38        | -5%         | 38        | 0%         |
| Employees: Part-time temporary | 10        | 1         | -90%        |           | -100%      |
| Volunteers                     | 4         | 2         | -50%        | 3         | 50%        |
| Independent contractors        | 1         | 1         | 0%          | 1         | 0%         |
| Interns and apprentices        | 2         | 2         | 0%          | 1         | -50%       |
| <b>Total positions</b>         | <b>61</b> | <b>48</b> | <b>-21%</b> | <b>47</b> | <b>-2%</b> |

**Visual & Performing Artists**

|                                       | FY 2019 | FY 2020 | % Change | FY 2021 | % Change |
|---------------------------------------|---------|---------|----------|---------|----------|
| Number of visual & performing artists |         | 2       | n/a      | 1       | -50%     |
| Payments to artists & performers      |         | \$0     | n/a      | \$0     | n/a      |

**Covid-19 Impact**

|                                                                                                                                                                                  | FY 2019 | FY 2020 | FY 2021 |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|---------|---------|
| Due to COVID-19 crisis restrictions on in-person gatherings and/or stay-at-home orders mandated by government health guidelines, how was staffing affected at your organization: |         |         |         |
| Number of employees laid off                                                                                                                                                     |         |         | 3       |
| Number of employees furloughed                                                                                                                                                   |         |         | 0       |
| Of those furloughed or laid off employees, how many (if any) have been brought back?                                                                                             |         |         | 0       |

**Mission and Constituency**

**Mission statement**

The mission of the Great Lakes Shipwreck Museum is to collect, preserve, study and interpret the material culture of the Great Lakes. Primary emphasis will be on maritime history as it relates to the U. S. Life Saving Service, U. S. Lighthouse Service, U. S. Coast Guard and ships and travellers who fell victim to the perils of maritime transport. Shipwreck Museum programs are essentially of the humanities designed to examine man's attempts to harness nature and the hardships encountered while navigating the Great Lakes. Through quality and content of its operations, the Shipwreck Museum will continue to maintain its position as a leading professional maritime organization on the Great Lakes.

The principal constituents of the museum are: its members, U. S. Coast Guard, regional educational institutions, divers and those who have a vested interest in Great Lakes shipping or have lost loved ones to shipwreck. Through continued communication with its various constituencies, the Shipwreck Museum will determine their needs and expectations of the museum; and will evaluate and refine its exhibits, programs, publications and special events to meet those needs.

(As amended, adopted and attached to organization By-Laws by Museum Board of Directors , September 14, 1996)

**Mission demographics**

This organization's mission is not rooted in an explicitly identified ethnic, cultural or other demographic voice.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

*If the fields above are blank, this organization does not serve that demographic specifically.*

**Audience**

The organization does not seek to primarily serve a specific audience.

Racial/ethnic group

Additional group (please state)

Gender

Additional group (please state)

Sexual orientation

Additional group (please state)

Age group

Additional group (please state)

Disability

Additional characteristics

Additional group (please state)

Community type served                      Rural

*If the fields above are blank, this organization does not serve that demographic specifically.*

## Program Activity

| In-person activity                           | FY 2019            |                    | FY 2020            |                    | FY 2021            |                    |
|----------------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|                                              | Distinct offerings | # of times offered | Distinct offerings | # of times offered | Distinct offerings | # of times offered |
| Productions (self-produced)                  |                    |                    |                    |                    |                    |                    |
| Productions (presented)                      |                    |                    |                    |                    |                    |                    |
| Classes/assemblies/other programs in schools | 7                  |                    | 1                  | 1                  | 2                  | 2                  |
| Classes/workshops (outside of schools)       | 0                  | 0                  | 0                  | 0                  | 0                  | 0                  |
| Field trips/school visits                    |                    |                    | 14                 | 14                 | 33                 | 33                 |
| Guided tours                                 | 161                | 161                | 2                  | 74,449             | 2                  | 76,812             |
| Lectures                                     | 11                 | 11                 |                    |                    |                    |                    |
| Permanent exhibitions                        | 41                 |                    | 59                 |                    | 60                 |                    |
| Temporary exhibitions                        | 0                  |                    | 2                  |                    | 2                  |                    |
| Traveling exhibitions (hosted)               | 2                  |                    | 1                  |                    | 1                  |                    |
| Films screened                               |                    |                    |                    |                    |                    |                    |
| Festivals/conferences                        | 1                  |                    | 0                  |                    | 0                  |                    |
| Readings/workshops (developing works)        |                    |                    |                    |                    |                    |                    |
| Community programs (not included above)      |                    |                    |                    |                    |                    |                    |
| Additional programs not listed above         | 2                  | 2                  | 4                  | 4                  | 1                  | 1                  |

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

**Program Activity**

| Digital activity                             | FY 2019            |                           |           | FY 2020            |                           |           | FY 2021            |                           |           |
|----------------------------------------------|--------------------|---------------------------|-----------|--------------------|---------------------------|-----------|--------------------|---------------------------|-----------|
|                                              | Distinct offerings | # times digitally offered | On-demand | Distinct offerings | # times digitally offered | On-demand | Distinct offerings | # times digitally offered | On-demand |
| Productions (self-produced)                  |                    |                           |           |                    |                           |           |                    |                           |           |
| Productions (presented)                      |                    |                           |           |                    |                           |           |                    |                           |           |
| Classes/assemblies/other programs in schools |                    |                           |           |                    |                           |           |                    |                           |           |
| Classes/workshops (outside of schools)       |                    |                           |           |                    |                           |           |                    |                           |           |
| Field trips/school visits                    |                    |                           |           |                    |                           |           |                    |                           |           |
| Guided tours                                 |                    |                           |           |                    |                           |           |                    |                           |           |
| Lectures                                     |                    |                           |           | 1                  | 1                         |           |                    |                           |           |
| Permanent exhibitions                        |                    |                           |           |                    |                           |           |                    |                           |           |
| Temporary exhibitions                        |                    |                           |           |                    |                           |           |                    |                           |           |
| Traveling exhibitions (hosted)               |                    |                           |           |                    |                           |           |                    |                           |           |
| Films screened                               |                    |                           |           |                    |                           |           |                    |                           |           |
| Broadcast productions                        |                    |                           |           | 1                  | 1                         |           |                    |                           |           |
| Festivals/conferences                        |                    |                           |           |                    |                           |           |                    |                           |           |
| Readings/workshops (developing works)        |                    |                           |           |                    |                           |           |                    |                           |           |
| Community programs (not included above)      |                    |                           |           |                    |                           |           |                    |                           |           |
| Additional programs not listed above         |                    |                           |           |                    |                           |           | 1                  | 1                         |           |

NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.

| Digital activity financials | FY 2019     |                                          | FY 2020     |                                          | FY 2021     |                                          |
|-----------------------------|-------------|------------------------------------------|-------------|------------------------------------------|-------------|------------------------------------------|
|                             | Total       | Associated with digital program delivery | Total       | Associated with digital program delivery | Total       | Associated with digital program delivery |
| Earned revenue              | \$1,861,525 |                                          | \$1,519,882 | \$0                                      | \$2,158,340 |                                          |
| Contributed revenue         | \$76,986    |                                          | \$235,289   | \$0                                      | \$94,325    | \$0                                      |
| Operating expense           | \$1,226,586 |                                          | \$1,123,287 | \$1,200                                  | \$1,270,610 | \$1,200                                  |

## Program Activity

|                                                   | FY 2019 | FY 2020 | % Change | FY 2021 | % Change |
|---------------------------------------------------|---------|---------|----------|---------|----------|
| Fiscally sponsored projects                       |         |         | n/a      |         | n/a      |
| Amount distributed to fiscally sponsored projects |         |         | n/a      |         | n/a      |
| Residencies                                       |         |         | n/a      |         | n/a      |
| Scholarships awarded                              |         |         | n/a      |         | n/a      |
| Amount awarded in scholarships                    |         |         | n/a      |         | n/a      |
| Other grants awarded                              |         |         | n/a      |         | n/a      |
| Amount awarded in grants                          |         |         | n/a      |         | n/a      |
| Public art installations                          |         |         | n/a      |         | n/a      |
| Works commissioned                                |         |         | n/a      | 1       | n/a      |
| Films produced                                    |         |         | n/a      |         | n/a      |
| World premieres                                   |         |         | n/a      |         | n/a      |
| National premieres                                |         |         | n/a      |         | n/a      |
| Local/regional premieres                          |         |         | n/a      |         | n/a      |
| Published works (physical)                        |         |         | n/a      |         | n/a      |
| Published works (digital)                         |         |         | n/a      |         | n/a      |
| Private lessons (in-person)                       |         |         | n/a      |         | n/a      |
| Private lessons (digital)                         |         |         | n/a      |         | n/a      |
| Competitions                                      |         |         | n/a      |         | n/a      |
| Open rehearsals                                   |         |         | n/a      |         | n/a      |

*NOTE: Data entered prior to 2021 combines information about physical and digital programs. It has been included in the physical program lines.*

## Program Activity Narrative

|         |                                                                                                                                                                                                                                                                                                                                                                             |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FY 2019 | n/a                                                                                                                                                                                                                                                                                                                                                                         |
| FY 2020 | Due to Covid, the Shipwreck Museum truncated its normal days open to the public of 184 consecutive days by a total of 57 days. Further, our corollary location, the Weather Bureau, which is free admission, did not open at all in 2020.                                                                                                                                   |
| FY 2021 | Programming and audience is estimated to have come 90% back to normal comparing 2021 to 2020. However, one program, the Light Tower Climb, remained closed due to the pandemic, as space is quite limited in this 1861 tower, and social distancing is impossible. Further, the Weather Bureau remained closed to the public in 2021, but will be open for the 2022 season. |