

#### Meeting of the Board of Directors

Monday, April 15, 2024 at 5:00 pm

#### **AGENDA**

• Call to Order and Remarks 5:00-5:05 pm

o Beth Rankin, Co-Chair, Board of Directors

 Consent Agenda - February Board meeting minutes, Financial Reports (through March 15, 2024), Audience Committee report, Education Committee report, 2024 Calendar of Events

Approval of consent agenda.

• Staff Reports 5:05-5:10 pm

o Yaron Kohlberg, President

Marissa Moore, Executive Director

• Gala and Development Update 5:10-5:15 pm

o Chris Fornadel, Director of Philanthropy & Marketing

Publicity and Marketing Presentation
 5:15-5:45 pm

o Ryan Ireland, Marketing & Communications Manager

o Questions

• 50<sup>th</sup> Anniversary History and Memories 5:45-6:30 pm

o Zachary Lewis, writer

• Adjourn 6:30 pm

#### Take Home Trio

- Our lunchtime concert series in the atrium at the Cleveland Museum of Art continues with past CIPC winners, Antonio Pompa-Baldi on Tuesday, April 16 and Chu-Fang Huang on Tuesday, May 21, both at 12:00 PM. The first performance in the series featured Yaron Kohlberg last month and was hugely successful. Mark your calendars for the remaining two events!
- 2. The First Round of the 2024 CIPC took place from March 27-April 5 in Cleveland and in Paris. 55 contestants were heard across the two weeks, and the 16 Quarter Finalists will be announced on April 22. Both weeks were successful in both the showcasing of these young piano stars and our partnerships with Baldwin Wallace and the Salle Cortot. This promises to be a thrilling summer at the CIPC!
- 3. This spring's PianoLab showcase at Paul Dunbar Elementary School took place last week on Thursday, April 11. This semester, 17 students enrolled in the classes and performed their newly honed piano skills for families and friends. The PianoLab is continuing at Cleveland School of the Arts with a showcase scheduled for late May.

#### Piano Cleveland Board Meeting Minutes February 12, 2024 5:00

20600 Chagrin Blvd., Shaker Heights, OH 44122

Attendance: Paul Sequiera, Linda Olejko, Ted Good, Celia Sinclair, Debbie Neale, Alec Pendleton, Lloyd Max Bunker, Craig Mosier, Eric Barbato, Kathy Coleman, Beth Rankin, Bonnie Ivancic, Chris Fornadel, Marissa Moore, Yaron Kohlberg, Corey Knick Zoom Attendance: Jeff Weiler, Linda Mcdonald, Zeda Blau, Ken Nilsestuen, John Knific, Wulf Utian, Richard Schwarz, Peggy Demitrack, John Herman, Regina Eisenberg, Mike Frank, Robin Baum, Herb Wainer, Catherine Brulport, David Freno, Mary Smith, Mark Andreini, Teresa Good, Jan Stern, Sarah Baley, Clara T Rankin, David Dusek, Suzanne Blaser, Anne Ames, David Reimer

**Linda McDonald** opened the meeting at 5:00. She reported on the Florida events and then explained how our meetings operate using a consent agenda. **The consent agenda was approved.** 

**Yaron** shared that the Florida receptions were a huge success, the most successful fundraising since he has been with Piano Cleveland. Thank you to John Herman for driving back and forth to Boca Raton and thank you to Regina Eisenberg. We received 265 applications from contestants for the 2024 competition and the jurors have selected 56 candidates from 26 countries for the Semi-Final Rounds. Approximately 25 will play in Cleveland and 31 in Paris.

Marissa announced that the 2nd Piano Lab was installed today at the Cleveland School of the Arts. There will be an ArtsLive with the Cleveland School of the Arts on March 20 at Cleveland Museum of Art. It is free and there will be free parking. Ryan Ireland joined the staff as Marketing and Communications Manager and began in January. Les Delices will be at 3:00 Saturday at the Heights Theatre. The Piano Cleveland Live event at the Boss Dog Brewing Co. was a huge success. The CIPC first round curry will play at the event at Happy Dog on March 27. The online board portal is in production now and will be available soon.

**Kathy Coleman** thanked Zeda Blau for her help and guidance for the board member orientation. All but three new board members are lined with mentors at this time. Thank you to Robin Baum who hosted.

**Chris** reminded that March 28 begins the annual fundraiser for Piano Day. The Goods will host an event at Steinway on March 6. Fundraising for Piano Cleveland's 50th anniversary will offer 50 for 50. 50 corporations, organizations or individuals will be solicited to pledge \$50k which can be paid over two years.

**Paul Sequiera** announced that Save the Date mailings for the Gala will be out this week. A presenting sponsorship will be available for \$50k. There will be 10 \$5k table sponsors available as well as \$10k and \$25k table sponsors options. Other possible sponsorship options were discussed. The Gala, Bravo Piano, will be in honor of Ted and Teresa Good of Steinway. Past presidents Karen Knowlton and Pierre van der Westhuizen will also be special guests at this 50th celebration.

**John Herman** also spoke about the extremely successful events in Sarasota, Vero Beach, Naples and Palm Beach Gardens Florida. Every event was well attended with 50-60 guests. They were repeat, non repeat, Clevelanders and non Clevlander individuals. Folks gave checks even though these were not officially fundraisers. There were six figure gifts and many other potential large gifts to come. These Florida events have taken a few years to develop and the benefits will keep growing. We have a target list for the \$50 for 50.

**Debbie Neale** and **Max Bunker** have been working on making this 50th anniversary extra special. They propose a count down of 50 days to the 50th planning events leading up to the Gala. They are considering a commemorative coffee table book and adding a Friday night celebration and including all past board members. Perhaps there would be an outside banner at Reinberger Hall and Severance before and during the preliminaries announcing the 50th anniversary.

The proposed Mission and Vision Statement and the DEI Statements were read aloud. It was explained that updating these statements came from conversations during the Strategic Planning process. A committee was appointed and Tom Sparks facilitated the meetings to discuss wordsmithing the statements to align with the feelings and outcomes of the many strategic planning sessions. The committee was comprised of:

Jill Clark Ted Good
Linda McDonald Paul Sequiera
Marissa Moore Yaron Kohlberg

Alec Pendleton moved and Debbie Neale seconded a motion to vote to accept the Mission and Vision Statement. Regina Eisenberg and Suzanne Blaser abstained citing that they had not had enough time to consider the wording of the statement. The motion passed unanimously by the remaining board members.

A lengthy and very relevant discussion then ensued regarding the proposed DEI Statement. There were questions regarding the need for such a statement. The use of the word safe in the statement was questioned. Some attendees again wanted more time to reread the statement. It was shared that several of our funding foundations required such a statement. Also we are bringing pianists and jurors together from many countries that have different political and cultural practices so they need to be comfortable with our policies and procedures. As more ideas and questions continued it became evident that an informed consensus would take more time than available at this meeting. It was decided to postpone the vote on the DEI Statement until another meeting.

Marissa will send a notice to all to ask for feedback on the DEI Statement then the committee that crafted the statement will be prepared to answer questions.

The meeting was adjourned at 6:16

Respectfully submitted,

Bonnie Ivancic

# Piano International Association of Northern Ohio Balance Sheet

As of March 15, 2024

_	Dec 31, 22	Dec 31, 23	Mar 15, 24
ASSETS			
Current Assets			
Checking/Savings			
PNC Checking	257,505	180,704	320,085
Piano Lab Money	38,120	37,676	51,836
PayPal	316	4,636	116
Total Checking/Savings	295,941	223,015	372,036
Accounts Receivable			
Accounts Receivable	143,931	161,505	210,090
Accounts Receivable Discount	(2,401)	(2,401)	(2,401)
Total Accounts Receivable	141,530	159,104	207,689
Other Current Assets			
Undeposited Funds	52,645	75,370	69,400
Prepaid Expenses	3,024	68,002	0
Total Other Current Assets	55,669	143,372	69,400
Total Current Assets	493,140	525,492	649,125
Fixed Assets			
Computer Equipment	10,997	10,997	10,997
Furniture & Fixtures	1,994	1,994	1,994
Office Equipment	16,156	16,156	16,156
Pianos	36,300	28,300	28,300
Accumulated Depreciation	(35,273)	(35,273)	(35,273)
Total Fixed Assets	30,174	22,174	22,174
Other Assets			
ROU Asset	120,695	120,695	120,695
PNC Endowment Acct			
Endowment - Money Market	62,498	46,768	22,186
Endowment - Investments	989,432	1,110,390	1,127,662
Total PNC Endowment Acct	1,051,930	1,157,157	1,149,848
PNC - Prize/Young Artists Acct			
PNC Prize Money Acct	33,868	52,925	76
PNC Young Artists Acct	14,147	2,328	6,181
Total PNC - Prize/Young Artists Acct	48,015	55,253	6,257
Total Other Assets	1,220,640	1,333,105	1,276,800
TOTAL ASSETS	1,743,954	1,880,771	1,948,099
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## Piano International Association of Northern Ohio Balance Sheet

As of March 15, 2024

Liabilities Current Liabilities Current Liabilities Current Liabilities Accounts Payable 11.496         11.802         209,599           Total Accounts Payable Pinacle Visa CC         0         11,802         209,599           Credit Cards Pinacle Visa CC         0         6,643         0           Pinacle Visa CC         141         6,643         0           Other Current Liabilities ST Lease Liability         36,980         36,980         36,980           Total Other Current Liabilities ST Late Liabilities         48,617         55,505         246,579           Long Term Liabilities         48,617         93,477         93,477           Equipment Lease Payable         0         0         (539)           Total Long Term Liabilities         93,477         93,477         93,477           Equipment Lease Payable         93,477         93,477         92,336           Total Liabilities         142,094         148,982         33,953           Total Liabilities         285,306         285,306         285,306           Equity Net Assets Unrestricted (Deficit) Unrestricted (Deficit) Unrestricted (Deficit) Poperating Stricted 1,122,886         285,306         285,306           Temporarily Restricted 1,122,886         1,122,886         1,122,886         1,122,886           Tot		Dec 31, 22	Dec 31, 23	Mar 15, 24
Accounts Payable         11,496         11,882         209,599           Total Accounts Payable         11,496         11,882         209,599           Credit Cards         Strain Comment of Pixer Comments (Comments)         0         6,643         0           Pinacle Visa CC         141         0         0         0           Total Credit Cards         141         6,643         0         0           Other Current Liabilities         36,980	Liabilities Current Liabilities			
Credit Cards Pinacle Visa CC         0 141         6,643 0 0         0 0 0           Total Credit Cards         141         6,643         0 0           Other Current Liabilities ST Lease Liability         36,980         36,980         36,980         36,980           Total Other Current Liabilities         36,980         36,980         36,980         36,980           Total Current Liabilities         48,617         55,505         246,579           Long Term Liabilities         48,617         55,505         246,579           Long Term Liabilities         93,477         93,477         93,477         93,477         93,477         93,477         92,939           Total Long Term Liabilities         393,477         93,477         92,939           Total Liabilities         142,094         148,982         339,518           Equity         Net Assets         142,094         148,982         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,		11,496	11,882	209,599
Pinacle Visa CC         0         6,643         0           PNC Visa CC         141         0         0           Total Credit Cards         141         6,643         0           Other Current Liabilities         36,980         36,980         36,980           ST Lease Liabilities         36,980         36,980         36,980           Total Other Current Liabilities         48,617         55,505         246,579           Long Term Liabilities         39,477         93,477         93,477         93,477         93,477         92,939           Total Long Term Liabilities         39,477         93,477         92,939           Total Liabilities         142,094         148,982         339,518           Equity         Net Assets         142,094         148,982         339,518           Equity         285,306         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306           Temporarily Restricted         243,622         267,042         143,092           Permanently Restricted         243,622         267,042         143,092 <td>Total Accounts Payable</td> <td>11,496</td> <td>11,882</td> <td>209,599</td>	Total Accounts Payable	11,496	11,882	209,599
Other Current Liabilities ST Lease Liability         36,980         36,77         93,477         93,477         93,477         93,477         93,477         93,477         93,477         93,477         92,393           Total Long Term Liabilities         142,094         148,982         339,518         339,518         38,506         285,306         285,306         285,306         285,306         285,306         285,306         285,306         285	Pinacle Visa CC			
ST Lease Liability         36,980         36,980         36,980           Total Other Current Liabilities         36,980         36,980         36,980           Total Current Liabilities         48,617         55,505         246,579           Long Term Liabilities         93,477         93,477         93,477           Equipment Lease Payable         0         0         (539)           Total Long Term Liabilities         93,477         93,477         92,939           Total Liabilities         142,094         148,982         339,518           Equity         Net Assets         142,094         148,982         339,518           Equity         Net Assets         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306           Temporarily Restricted         243,622         267,042         143,092           Permanently Restricted         1,122,886         1,122,886         1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings         33,453         (49,954)         56,554           Net Income         (83,407)         106,508         744           Total Equity	Total Credit Cards	141	6,643	0
Total Current Liabilities         48,617         55,505         246,579           Long Term Liabilities         93,477         93,477         93,477           Equipment Lease Payable         0         0         0         (539)           Total Long Term Liabilities         93,477         93,477         92,939           Total Liabilities         142,094         148,982         339,518           Equity         Net Assets         Unrestricted (Deficit)         285,306         285,306           Volumestricted (Deficit)         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306           Temporarily Restricted         243,622         267,042         143,092           Permanently Restricted         1,122,886         1,122,886         1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings         33,453         (49,954)         56,554           Net Income         (83,407)         106,508         744           Total Equity         1,601,860         1,731,788         1,608,582		36,980	36,980	36,980
Long Term Liabilities         93,477         93,477         93,477         93,477         93,477         93,477         93,477         93,477         93,477         92,939           Total Long Term Liabilities         93,477         93,477         92,939           Total Liabilities         142,094         148,982         339,518           Equity Net Assets Unrestricted (Deficit) Operating         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306         285,306           Temporarily Restricted         243,622         267,042         143,092         1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings         33,453         (49,954)         56,554           Net Income         (83,407)         106,508         744           Total Equity         1,601,860         1,731,788         1,608,582	<b>Total Other Current Liabilities</b>	36,980	36,980	36,980
LT Lease Liability Equipment Lease Payable         93,477 b         92,939 b           Total Liabilities         142,094         148,982         339,518 b           Equity Net Assets Unrestricted (Deficit) Operating         285,306         285,306 b         285,306 c           Total Unrestricted (Deficit)         285,306         285,306 c         285,306 c           Temporarily Restricted Permanently Restricted         243,622 corrected correc	Total Current Liabilities	48,617	55,505	246,579
Total Liabilities         142,094         148,982         339,518           Equity Net Assets Unrestricted (Deficit) Operating         285,306         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306         285,306           Temporarily Restricted Permanently Restricted         243,622         267,042         143,092           Permanently Restricted         1,122,886         1,122,886         1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings Net Income         33,453         (49,954)         56,554           Net Income         (83,407)         106,508         744           Total Equity         1,601,860         1,731,788         1,608,582	LT Lease Liability	,		*
Equity           Net Assets         Unrestricted (Deficit)         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306           Temporarily Restricted         243,622         267,042         143,092           Permanently Restricted         1,122,886         1,122,886         1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings         33,453         (49,954)         56,554           Net Income         (83,407)         106,508         744           Total Equity         1,601,860         1,731,788         1,608,582	Total Long Term Liabilities	93,477	93,477	92,939
Net Assets Unrestricted (Deficit) Operating         285,306         285,306         285,306           Total Unrestricted (Deficit)         285,306         285,306         285,306           Temporarily Restricted Permanently Restricted         243,622 1,122,886         267,042 1,122,886         143,092 1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings Net Income         33,453 (83,407)         (49,954) 106,508         56,554 744           Total Equity         1,601,860         1,731,788         1,608,582	Total Liabilities	142,094	148,982	339,518
Temporarily Restricted Permanently Restricted         243,622 1,122,886         267,042 1,122,886         143,092 1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings Net Income         33,453 (49,954) 106,508         56,554 744           Total Equity         1,601,860         1,731,788         1,608,582	Net Assets Unrestricted (Deficit)	285,306	285,306	285,306
Permanently Restricted         1,122,886         1,122,886         1,122,886           Total Net Assets         1,651,814         1,675,234         1,551,284           Retained Earnings Net Income         33,453 (83,407)         (49,954) 106,508         56,554 744           Total Equity         1,601,860         1,731,788         1,608,582	Total Unrestricted (Deficit)	285,306	285,306	285,306
Retained Earnings         33,453         (49,954)         56,554           Net Income         (83,407)         106,508         744           Total Equity         1,601,860         1,731,788         1,608,582				
Net Income         (83,407)         106,508         744           Total Equity         1,601,860         1,731,788         1,608,582	Total Net Assets	1,651,814	1,675,234	1,551,284
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TOTAL LIABILITIES & EQUITY 1,743,954 1,880,771 1,948,099	Total Equity	1,601,860	1,731,788	1,608,582
	TOTAL LIABILITIES & EQUITY	1,743,954	1,880,771	1,948,099

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	2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/15/24	2022, 2023 ytd., 2024 bud. Total
Contributions						
Underwriting					7,500	-
Foundations	279,500	296,100	243,500	300,000	202,500	839,600
Board Minimum	53,750	64,050	67,000	85,000	12,500	216,050
Board Beyond Min	168,498	89,951	168,499	225,000	87,423	483,450
Individuals	125,759	199,279	159,062	300,000	69,645	658,341
Prizes	125,650	0	27,000	140,000	85,000	167,000
Artist Development						
Government Sources	56,170	55,555	75,420	72,700	58,031	203,675
Covid-related	122,755	16,550				16,550
Corporation	0	12150	16,880	16,880	14,150	45,910
In-Kind	37,688	17,257		37,688		54,945
Endowment Dist'n Unrestricted	17,600	20,918	21,440	21,500	21,824	63,858
Endowment Dist'n Prizes	48,970	0		56,500	72,711	56,500
Endowment Dist'n Young Artists +			18,020			18,020
Virtualoso Sponsorship	0	0		-		-
Virtualoso Prizes	0	0		-		-
Virtualoso Donations	0	0		-		-
Virtualoso In-Kind	0	0		-		-
Total Contributions	1,036,340	771,810	796,821	1,255,268	631,284	2,823,899
					-	
Other Income						
Camp Income	0	0	61,967	-		61,967
Gala Income	479,543	334,325	396,995	575,000	66,000	1,306,320
NY Debut Packages			·	·	·	-
Sponsorships	29,000	60,000	25,000	40,000		125,000
Application Fees	0	47773	52,205			99,978
Box Office	134,328	47,386	28,921	150,000		226,307
Arts Connect	17,649	6,260	8,300	17,649	775	32,209
Concerts and Events	0	0	·	1,000		1,000
Management Fee	0	300	1,835	•	3,300	2,135
Miscellaneous	856	1498	507	1,000	1,400	3,005
Retail Sales	0	0		,	,	-
Virtualoso box office	0	0				-
Total Other Income	661,376	497,542	575,730	784,649	71,475	1,857,921
		-				·
Total Income	1,697,716	1,269,352	1,372,551	2,039,917	702,759	4,681,820

	2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/15/24	2022, 2023 est., 2024 bud. Total
Expense						
Virtualoso Costs	0	0				
CIPC Production Costs						
Audio & Video services	66,464			55,000	6,091	55,000
Guest Artists						-
Contestant Costs	19,000			30,000		30,000
Institute Housing						-
In Kind expense	23,388			23,388		23,388
Jury Costs	61,508		1,608	110,000	7,336	111,608
Opening Ceremonies	16,739			-		-
Orchestra/Conductor	194,714			240,000	185,000	240,000
Finals Streaming	105,672			100,000	72,069	100,000
Other Competition Prod. Costs	14,934			17,000		17,000
Practice Space	0					
Prizes, Cash	190,444		(888)	190,444		189,556
ARTIST DEVELOPMENT						-
Quartet	16,064			9,000		9,000
Selection Process	0			13,600	12,586	13,600
Social Competiton Events	14,119			20,000		20,000
Ticket Expense	81,300			81,300		81,300
Transcriptions				8,000	3,000	8,000
Venue & Valet Costs	28,724			30,000	45,661	30,000
Winners Expense	8298		-	8,000	5,000	8,000
Paris				7,500	3,064	7,500
Total CIPC Production Costs	841,368	4,603	720	943,232	339,807	943,952

	2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/15/24	2022, 2023 est., 2024 bud. Total
Office Costs						
Interest expense - Capital Lease	9		-			-
Bad Debt Expense	1,450		-	-		-
Office Rental, Utilities	32,563	42,220	39,865	44,500	10,458	126,585
Equipment & Supplies	29,347	29,468	25,238	30,000	6,597	84,706
Insurance	5,801	5,798	7,424	9,400	1,040	22,622
Federation & Other Dues	6,645	6,835	8,138	8,000	3,362	22,973
Credit Card Fees	6,540	14,195	17,703	9,000	663	40,898
Interest on PNC LOC	0	0	-	-		-
Bank Fees	3,828	1,636	2,227	4,000	51	7,863
Miscellaneous	0			-		-
Parking	157	39	213	200		452
Depreciation Expense	5572	10801	-	6,000		16,801
Total Office Costs	91,912	110,992	100,808	111,100	22,171	322,900
Payroll & Professional Fees						
Administrative Salaries & Wages	392,997	396,154	452,317	536,000	131,085	1,384,471
Bonuses		5,000	-			5,000
ArtsConnect Artist Fee	18,249	13,017	-	-	-	13,017
Independent Contractors	13,150	375	6,340	8,000	750	14,715
Accounting	19,269	20,406	26,576	24,000	1,500	70,982
Payroll Taxes	27,062	28,043	30,482	36,000	10,536	94,525
Benefits	13,917	4,925		1		4,925
Health Insurance	3,601	7,447	11,870	15,000	6,593	34,317
Payroll Service Fees	2,598	1,853	2,787	2,000	724	6,640
Legal Fees	0	400	22,128	-	72	22,528
Staff Education	0	10751	280	2,500		13,531
Total Payroll & Professional Fees	490,843	488,371	552,780	623,500	151,260	1,664,651
Promotional						
Advertising	28,789	21,912	30,656	80,000	13,974	132,568
Print & Design	70,462	81,455	73,165	85,000	11,512	239,620
Web Related	22,092	17,715	27,488	35,000	1,585	80,203
Postage	7,133	3,637	4,030	8,000	882	15,667
Travel	1,450	8,191	6,862	8,000	5,724	23,053
Hospitality	7,587	8,472	9,947	8,000	3,758	26,419
Other Promotional	0	400	-			400
Total Promotional	137,513	141,782	152,148	224,000	37,435	517,930

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/15/24	2022, 2023 est., 2024 bud. Total
Non-	-Competition Expenses						
	Camp Costs	0	0	-			-
	Fundraising costs		0	14,478	5,000	16,389	19,478
	Festival	0	120,154				120,154
	Gala Costs	118,385	127,112	98,366	115,000	36,500	340,478
	Education	14,609	41,121	53,318	45,000	34,803	139,439
	Concerts & Events	20,902	54,707	35,896	35,000	454	125,603
	Piano Flicks	4,808	0				-
	Non-Competition InKind	0	0				-
	NY Debut	0	40580				40,580
	Venue & Valet Costs	0	0				-
	Retail for Resale	0	0				-
	Social Events		8981	6,848	5,000	7,800	20,829
	Strrategic Planning		0	36,500	·	·	36,500
Tota	l Non-Competition Expenses	158,704	392,655	245,406	205,000	95,946	843,061
Your	ng Artists CIPC Production Costs					·	
	Audio & Video Services			53,166			53,166
2	Chamber			8,350			8,350
3	Contestant Costs			15,583			15,583
4	Guest Artists			10,000			10,000
5	Institute Housing			51,419			51,419
	Jury Costs			70,424			70,424
	Orchestra/Conductor			55,300			55,300
	Prizes expense			32,000			32,000
	Selection Process			5,000			5,000
10	Social Competition Events			4,268			4,268
	Ticket Expense			4,300			4,300
	Transcriptions			2,377			2,377
	Tuning and Medals			86			86
	Venue & Valet Costs			14,374			14,374
	I Young Artists CIPC Production Costs	0	0	326,647	-	-	326,647
Tota	l Expense	1,720,340	1,138,403	1,378,509	2,106,832	646,619	4,619,141
Net I	Income	-22,624	130,949	(5,958)	(66,915)	56,140	62,679
	Bonus pool based on 3-yr net				22,500		
New	net income after bonus						40,179

	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	TOTAL
rdinary Income/Expense				
Income				
Contributions				
Underwriting	0	0	7,500	7,500
Foundations	296,100	243,500	202,500	742,100
Board Giving				
Board Minimum	64,050	67,000	12,500	143,550
Board Beyond	89,951	168,499	87,423	345,873
Total Board Giving	154,001	235,499	99,923	489,423
Individuals	199,279	159,062	69,645	427,986
Prizes	0	27,000	85,000	112,000
Government Sources	55,555	75,420	58,031	189,006
Covid-related	16,550	0	0	16,550
Corporation	12,150	16,880	14,150	43,180
In-Kind	17,257	14,010	0	31,267
Endowment Dist. Unrestricted	20,918	21,440	21,824	64,182
Endowment Dist. Prizes	0	0	72,711	72,711
<b>Endowment Dist. Young Artists</b>	0	18,020	0	18,020
Total Contributions	771,809	810,831	631,284	2,213,92
Other Income				
Camp Income	0	61,967	0	61,967
Gala Income	334,325	396,995	66,000	797,320
Sponsorships	60,000	25,000	0	85,000
Application Fees	47,773	52,205	0	99,977
Box Office	47,386	28,921	0	76,307
ArtsConnect	6,260	8,300	775	15,335
Management Fee	300	1,835	3,300	5,435
Advertising revenue	0	35	0	35
Miscellaneous	1,498	473	1,400	3,370
Total Other Income	497,541	575,730	71,475	1,144,74
Total Income	1,269,351	1,386,561	702,759	3,358,67
Gross Profit	1,269,351	1,386,561	702,759	3,358,67

	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	TOTAL
Expense				
Competition Production Costs				
Audio and Video Services	0	0	6.091	6,091
In-Kind expense	0	14,010	0	14,010
Jury Room Board & Fees	0	1,608	7,336	8,944
Orchestra & Conductor	0	0	185,000	185,000
Finals Streaming	0	0	72,069	72,069
Other Competition Prod. Costs	(75)	0	0	(75)
Prizes, cash	Ó	(888)	0	(888)
Selection Process	0	Ó	12,586	12,586
Ticket Expense	928	0	0	928
Transcriptions	0	0	3.000	3.000
Venue	0	0	45,661	45,661
Winners Expense	3,750	0	5,000	8,750
Paris	0	0	3,064	3,064
<b>Total Competition Production Costs</b>	4,603	14,730	339,807	359,140
Office Costs				
Operating Lease Expense	36,530	0	0	36,530
Office Rental, Utilities	5,690	39,865	10,458	56,013
Equipment & Supplies	29,468	25,238	6,597	61,302
Insurance	5,798	7,424	1,040	14,263
Federation & Other Dues	6,835	8,138	3,362	18,335
Credit Card Fees	14,195	17,703	663	32,561
Bank Fees	1,636	2,227	51	3,914
Miscellaneous	0	80	0	80
Parking	39	135	0	173
Depreciation Expense	10,801			10,801
Total Office Costs	110,993	100,808	22,171	233,972
Payroll & Professional Fees				
Administrative Salaries & Wages	401,154	451,927	131,085	984,165
ArtsConnect Artist Fee	13,017	0	0	13,017
Independent Contractors	375	6,340	750	7,465
Accounting	20,406	26,576	1,500	48,483
Payroll Taxes	28,043	30,872	10,536	69,451
Benefits	4,925	0	0	4,925
Health Insurance	7,447	11,870	6,593	25,910
Payroll Service Fees	1,853	2,787	724	5,364
Legal Fees	400	22,128	72	22,600
Staff Education	10,751	280	0	11,031
Total Payroll & Professional Fees	488,371	552,781	151,260	1,192,412

	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	TOTAL
Promotional				
Advertising	21,912	30,656	13,974	66,542
Print & Design	81,455	73,165	11,512	166,132
Web-related	17,715	27,488	1,585	46,788
Postage	3,637	4,030	882	8,549
Travel	8,191	6,862	5,724	20,777
Hospitality	8,472	9,947	3,758	22,177
Promotional Video	400			400
Total Promotional	141,783	152,148	37,434	331,3
Non-Competition Expenses				
Festival	120,154	0	0	120,154
Fundraising	0	14,478	16,389	30,867
Gala Costs	127,112	98,366	36,500	261,978
Education/Outreach	41,121	53,318	34,803	129,241
Concerts and Events	54,707	35,896	454	91,057
PianoFlicks	0	0	0	0
NY Debut	40,580	0	0	40,580
Social Events	8,981	6,848	7,800	23,629
Stratetic Planning	0	36,500	0	36,500
Total Non-Competition Expenses	392,655	245,406	95,946	734,0
Youth Competition and Institute				
Audio and Video	0	53,166	0	53,166
Chamber	0	8,350	0	8,350
Contestant costs	0	15,583	0	15,583
Guest Artists	0	10,000	0	10,000
Institute Housing	0	51,419	0	51,419
Jury Costs	0	70,424	0	70,424
Orchestra/Conductor	0	55,300	0	55,300
Prizes expense	0	32,000	0	32,000
Selection Process	0	5,000	0	5,000
Social Events	0	4,268	0	4,268
Ticket expense	0	4,300	0	4,300
Transcriptions	0	2,377	0	2,377
Tuning and Medals	0	86	0	86
Venue and Valet	0	14,374	0	14,374
Total Youth Competition and Institute	0	326,646	0	326,6
otal Expense	1,138,404	1,392,519	646,618	3,177,5

	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	TOTAL
Other Income/Expense				
Other Income				
Endowment Fund Activity				
Distribution Prizes	0	0	(72,711)	(72,711)
Distribution Unrestricted	(20,918)	(21,440)	(21,824)	(64,182)
Distribution Young Artists	0	(18,020)	0	(18,020)
Endowment Gifts	1,000	Ó	0	1,000
Endowment Management Fees	(6,856)	(7,446)	(3,388)	(17,689)
Interest/Dividend Income	38,462	34,809	2,111	75,382
Investment Gains & Losses	(226,042)	124,562	39,507	(61,974)
<b>Total Endowment Fund Activity</b>	(214,354)	112,465	(56,305)	(158,194)
Total Other Income	(214,354)	112,465	(56,305)	(158,194)
Net Other Income	(214,354)	112,465	(56,305)	(158,194)
Net Income	(83,407)	106,508	(164)	22,936

#### Audience Committee Report Board of Director's Meeting - April 15, 2024

The Audience Committee met on Tuesday, April 9 on Zoom. At this meeting, we briefly continued our discussion of this summer's Concert Truck performances, focusing on ways to engage the audience members and people who attend. The schedule for the week of Concert Truck performances is taking shape, with performances already confirmed for Wade Oval Wednesday, the Cleveland Guardians, and a lunchtime concert at City Hall.

The main discussion of the meeting was focused on pre-concert talks and speakers for the summer rounds of the CIPC. As in years past, we want to offer engaging events to audience members that will enhance their experience of the Competition. These talks would be given by local "personalities" or experts in their fields. Ideally, we would offer a snack or drink to supplement the talk. The committee members brainstormed many topics for discussion such as, the role of diversity in piano repertoire, chamber music and orchestra/concerto collaboration, insight into the composition and arranging of chamber music and piano trios, and an overview of the CIPC's history. A few names of people who could lead these talks were suggested by the committee and we will begin to reach out to them.

Our next meeting will be held in May. A date will be set soon.

Submitted by, Corey Knick, Staff liaison

#### Education and Community Engagement Report for 4.15.24 Board Meeting

It has been a busy spring for our education team, with many different education initiatives taking place.

The annual collaboration between Cleveland School of Art (CSA) students and the Cleveland Museum of Art took place last month. This year's production, A Night at the Museum involved over 50 CSA students from music, dance, art, and drama specialties. 21 different CMSD schools attended the performances on March 19 and 20, with over 500 students in attendance. The public performance on Wednesday, March 20 had close to 200 attendees.

Our PianoLab program reached a new milestone in February when we officially opened our second lab at the Cleveland School of the Arts. Instructor, and long-time educational partner to Piano Cleveland, Joseph Leaman has been leading the class for 32 music students, grades 9-12. We are very excited about the continued development and expansion of this partnership. Our Paul Dunbar PianoLab had its final Showcase of the semester this past Thursday, where 15 K-8 students performed in front of friends and family. Prerna Agarwal, our new PianoLab Coordinator has been a tremendous addition to the program there this semester.

For the first time during the CIPC First Round at Baldwin Wallace University, we successfully ran a Keys to Songwriting workshop for piano students, and hope to be able to offer this again in Cleveland. We are also presenting three PianoKids Stories programs at the Boys and Girls Club of Cleveland now through May.

The Education and Engagement Committee will be meeting this Wednesday, April 17 to continue discussions relating to Strategic Plan action items, going over the goals for each of our programs, and planning for our upcoming summer programs surrounding the competition.

Submitted by Emily Shelley, Education & Community Engagement Lead

### 2024 BOARD & COMMITTEE MEETINGS

JANUARY	FEBRUARY	MARCH	APRIL
Jan. 2: Piano Cleveland Golden Florida Tour, Palm Beach Gardens, 5:00 PM Jan. 4: Piano Cleveland Golden Florida Tour, Naples, 6:00 PM  Jan. 8: Governance Committee, 3:30 PM Jan. 8: Executive Committee, 5:00 PM  Jan. 17: Piano Cleveland Live at Boss Dog Brewing, 6:00 PM  Jan. 22; Yaron Kohlberg solo recital, 7:00 PM at the Baldwin Wallace Conservatory  Jan. 31: Finance Committee, 3:30 PM	Feb. 5: Audience Committee, 5:00 PM Feb. 8: Piano Cleveland Golden Florida Tour, Sarasota, 5:00 PM Feb. 10: Piano Cleveland Golden Florida Tour, Vero Beach, 4:00 PM Feb. 11: Piano Cleveland Golden Florida Tour, Boca Raton, 11:30 AM Feb. 12: Governance Committee, 3:30 PM Feb. 12: Board of Directors, 5:00 PM Feb 17: Partnership Event with Les Delices featuring Dror Biran, 1997 CIPC Fourth Prize Winner, 3:00 PM at Heights Theatre	Mar. 4: Audience Committee, 5:00 PM Mar. 9: Corey Knick with the Cleveland Repertory Orchestra, 7:00 PM at Disciples Christian Church Mar. 11: Governance Committee, 3:30 PM Mar. 11: Executive Committee, 5:00 PM Mar. 19: Lunchtime Concert at CMA with Yaron Kohlberg, 12:00 PM Mar. 20: Partnership performance with Cleveland School of the Arts  Mar. 27-29: CIPC First Round at Baldwin Wallace Mar. 27: Piano Cleveland Live with the CIPC First Round Jury at Happy Dog, 6:00 PM	April 1-5: CIPC First Round at the Salle Cortot, Paris  Apr. 15: Governance Committee, 3:30 PM Apr. 15: Board of Directors, 5:00 PM  Apr. 16: Lunchtime Concert at CMA with Antonio Pompa-Baldi 1999 CIPC Mixon First Prize Winner, 12:00 PM  Apr. 17: Education Committee, 12:00 PM Apr. 17: Investment Committee, 3:30 PM
MAY	JUNE	JULY	AUGUST
May 1: Finance Committee, 3:30 PM May 13: Governance Committee, 3:30 PM May 13: Executive Committee, 5:00 PM May 20: Development Committee, 5:00 PM May 21: Lunchtime Concert at CMA with Chu-Fang Huang, 2005 CIPC Mixon First Prize Winner May 22: Piano Cleveland Live with Chu- Fang Huang, Forest City Brewing, 6:00 PM	June 10: Governance Committee, 3:30 PM June 10: Board of Directors, 5:00 PM	July 8: Governance Committee, 3:30 PM July 8: Executive Committee, 5:00 PM July 12: Piano Cleveland Live @ Crocker Park July 15: Development Committee, 5:00 PM July 17: Education Committee, 12:00 PM July 17: Investment Committee, 3:30 PM July 19: Piano Cleveland Live @ Van Aken July 21-27: The Concert Truck  July 28-August 10: 2024 Cleveland International Piano Competition	July 28-August 10: 2024 Cleveland International Piano Competition  Aug. 11: Bravo Piano Gala  Aug. 28: Finance Committee, 3:30 PM
SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
Sept. 9: Governance Committee, 3:30 PM Sept. 9: Board of Directors, 5:00 PM	Oct. 16: Education Committee, 12:00 PM Oct. 16: Investment Committee, 3:30 PM Oct. 21: Governance Committee, 3:30 PM Oct. 21: Executive Committee, 5:00 PM Oct. 30: Finance Committee, 3:30 PM	Nov. 11: Governance Committee, 3:30 PM Nov. 11: Annual Meeting, 5:00 PM	