



**Meeting of the Board of Directors**  
Monday, September 9, 2024 at 5:00 pm

**AGENDA**

- **Call to Order and Remarks** 5:00-5:05 pm
  - Linda McDonald, Co-Chair, Board of Directors
  - Consent Agenda - *June Board Meeting Minutes, August Financial Reports, Investment Sub Committee Report, 2023 Audit Presentation, 2023 Audit, 2024 Calendar of Events*
  - **Approval of consent agenda.**
- **Staff Report: 2024 CIPC Data and Impact** 5:05-5:20 pm
  - Yaron Kohlberg, President
  - Marissa Moore, Executive Director
- **Board Debrief of the 2024 CIPC** 5:20-5:30 pm
  - Marissa Moore, Executive Director
- **Finance Committee Report** 5:30-5:40 pm
  - Robin Baum, Chair
  - **Approval of 2023 Audit**
  - **Approval of Opening of Money Market Account**
- **Development Committee and Gala Committee** 5:40-5:50 pm
  - John Herman and Paul Sequeira, Development Co-Chairs
  - Catherine Brulport and Regina Eisenberg, Gala Co-Chairs
- **Governance Committee** 5:50-5:55 pm
  - Kathleen Coleman, Chair
- **Unfinished Business** 5:55-6:00 pm
- **New Business**
- **Adjourn** 6:00 pm

**Take Home Trio**

1. Our four CIPC medalists are already engaged in performances around the world, acting as ambassadors for Piano Cleveland and the CIPC! They will perform in Paris, Munich, Lithuania, and China over the next six months.
2. We recently hired a new **PianoLab instructor, Jessica Mindlin**. She will teach the Paul Dunbar lab which begins **October 7**. Jessica has a fun connection to the CIPC as she was a student of First Prize Winner, Margarita Shevchenko while studying at CSU!
3. Complimentary copies of the **50<sup>th</sup> anniversary book “Keys to Victory”** are available for all Board and President’s Council members. Pick up your copy today to learn about the history of the CIPC! **Thank you, Debbie Neale, for your generous underwriting of this project.**

# Cleveland Piano Board of Directors Meeting

June 10, 2024 5:00 pm

20600 Chagrin Boulevard, Shaker Heights, OH 44122

**Attendance:** Corey Knick, Herb Wainer, Zeda Blau, Jill Clark, Eric Barbato, Linda McDonald, Marissa Moore, Debbie Neale, Anne Ames, Gert Chisholm, Martha Towns, Alec Pendleton, Max Bunker, Jan Stern, Richard Schwarz, Suzanne Blaser, Ted Good, Catherine Brulport, David Dusek, Sarah Baley **Attendance on Zoom:** Mary Smith, Craig Mosier, Steve Gariepy, Cindy Resch, Beth Rankin, John Knific, Paul Sequeira, Peggy Demitrack, Robin Baum, Peta Moscovitz, Ken Neilstrum, Michael Frank

Linda Mc Donald called the meeting to order at 5:01 pm. Richard Schwarz made a motion to accept the Consent Agenda and Jan Stern seconded the motion. Motion passed.

Paul Sequiera gave a Development report. We are launching a targeted cultivation campaign to identify and reach out to potential supporters and new board members. There are many exciting events this summer so please reach out and invite your friends and neighbors to attend to build our network of contacts.

Catherine Brulport reported on the Piano Bravo Gala. The original goal was \$575k and we are now at \$607k pledges. 548 seats have been sold. The Gala will begin at 6:30 pm. Please arrive on time as we have a light timeline for the evening. Turn in any last minute invitation requests as the invitations are going out.

Zeda Blau reported that the three restaurants that have donated meals for the Jury Host Committee are Lockkeepers, L'Albatros and JoJos. If you attend these restaurants, please introduce yourself to the owner and thank them for their generosity.

Yaron Kohlberg explained the Artist Development Program and Cleveland Cleveland's international impact. Artists apply to the competition because it is an opportunity to develop themselves professionally. Yaron then showed a recording to show the events that will be included to enrich contestants at the competition. Marissa added that Yaron created a unique development through Arabella Arts. Previously we had little control over winners collaborations with fees and marketing. This new system allows us to have more control and brings our organization's name to places in new ways. Yaron then opened the conversation up to questions and several comments and questions and answers were shared. One presenter was actually already introduced by Wulf Utian. Questions included possible need for more staff, distributing information about international events and keeping winner's management fees as low as possible.

Max Bunker, one of our longest board members, commented that he is so impressed with where this has all gone since the Casadesus.

Marissa Moore announced that our new Social Media intern is Ashley Root and she has jumped right in.

Marissa then went through all the summer events and answered any questions. A new event not included in the consent agenda is on Saturday, June 29. Byeol Kim, our 2021 Third Prize Winner will perform with Ohio Contemporary Ballet at Cain Park, a partnership made possible by David Dusek and his connection. There will be an afterparty donor event at David and James' home for a \$75 donation to Ohio Contemporary Ballet.

The two Piano Cleveland Live programs this summer are free.

The Concert Truck is returning with CIPC contestants performing over the area.

July 22 is a partnership event with the Cleveland Guardians. Yaron will throw out the opening pitch and play "Take me out to the Ball Game." Steinway is providing a piano at the game and CIPC contestants will play also. We have 100-150 tickets.

July 28 at 6:00 is the opening ceremony at the Hannah Theatre with the Audience Prize sponsored by Cleveland Cliffs. This is a less formal event to introduce people who are not classical music people.

August 6 & 7 is our newest and most unique events. They will be held at the Glidden House with a maximum capacity of 150. The four finalists will perform and speak for 45-60 minutes. There is currently a waitlist for tickets.

Ruth Reinhardt will be the conductor with the Cleveland Orchestra for the Concerto Final Rounds. It is the first time we will have a female conductor. She was just named music director of the Rhode Island Philharmonic.

The 50th Anniversary book is almost completed and looks beautiful. It includes archival photos and documents, stories from all of us, our partners and past medalists. Thank you to Debbie Neale for making this book possible.

Announcements:

Dinara Klinton has been appointed to the faculty at Indiana University. Spencer Myer and Roberto Plano are also on the faculty at Indiana. Stanislav Khristenko was appointed to a job at Michigan State University. Gustav Alink invited all the board members to attend the Alink-Argerich Foundation conference sessions on August 8-9 being held at Reinberger during the CIPC. All events are live-streamed for free on our website and YouTube.

Linda asked the executive committee to stay for 5 minutes after this meeting for a Executive Session.

Linda McDonald adjourns the meeting at 5:56 pm.

Respectfully submitted by  
Corey Knick and Bonnie Ivancic

## Piano International Association of Northern Ohio

09/03/24

## Balance Sheet

Accrual Basis

As of August 31, 2024

	Dec 31, 22	Dec 31, 23	Aug 31, 24
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings			
PNC Checking	257,505	180,704	375,390
Piano Lab Money	38,120	37,676	51,836
PayPal	316	4,636	116
<b>Total Checking/Savings</b>	<b>295,941</b>	<b>223,015</b>	<b>427,342</b>
<b>Accounts Receivable</b>			
Accounts Receivable	143,931	161,505	65,053
Accounts Receivable Discount	(2,401)	(2,401)	(2,401)
<b>Total Accounts Receivable</b>	<b>141,530</b>	<b>159,104</b>	<b>62,652</b>
<b>Other Current Assets</b>			
Undeposited Funds	52,645	74,870	0
Prepaid Expenses	3,024	68,002	4,656
<b>Total Other Current Assets</b>	<b>55,669</b>	<b>142,872</b>	<b>4,656</b>
<b>Total Current Assets</b>	<b>493,140</b>	<b>524,992</b>	<b>494,650</b>
<b>Fixed Assets</b>			
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)
<b>Total Fixed Assets</b>	<b>30,174</b>	<b>22,174</b>	<b>22,174</b>
<b>Other Assets</b>			
ROU Asset	120,695	120,695	120,695
<b>PNC Endowment Acct</b>			
Endowment - Money Market	62,498	46,768	36,567
Endowment - Investments	989,432	1,110,390	1,383,332
<b>Total PNC Endowment Acct</b>	<b>1,051,930</b>	<b>1,157,157</b>	<b>1,419,899</b>
<b>PNC - Prize/Young Artists Acct</b>			
PNC Prize Money Acct	33,868	52,925	76
PNC Young Artists Acct	14,147	2,328	6,491
<b>Total PNC - Prize/Young Artists Acct</b>	<b>48,015</b>	<b>55,253</b>	<b>6,567</b>
<b>Total Other Assets</b>	<b>1,220,640</b>	<b>1,333,105</b>	<b>1,547,161</b>
<b>TOTAL ASSETS</b>	<b>1,743,954</b>	<b>1,880,271</b>	<b>2,063,985</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
Accounts Payable	11,496	11,882	2,050
<b>Total Accounts Payable</b>	<b>11,496</b>	<b>11,882</b>	<b>2,050</b>
<b>Credit Cards</b>			
Pinnacle Visa CC	0	6,643	0
PNC Visa CC	141	0	0
<b>Total Credit Cards</b>	<b>141</b>	<b>6,643</b>	<b>0</b>
<b>Other Current Liabilities</b>			
ST Lease Liability	36,980	36,980	36,980
<b>Total Other Current Liabilities</b>	<b>36,980</b>	<b>36,980</b>	<b>36,980</b>
<b>Total Current Liabilities</b>	<b>48,617</b>	<b>55,505</b>	<b>39,030</b>

## Piano International Association of Northern Ohio

09/03/24

**Balance Sheet**

Accrual Basis

As of August 31, 2024

	Dec 31, 22	Dec 31, 23	Aug 31, 24
<b>Long Term Liabilities</b>			
LT Lease Liability	93,477	93,477	93,477
Equipment Lease Payable	0	0	(539)
<b>Total Long Term Liabilities</b>	93,477	93,477	92,939
<b>Total Liabilities</b>	142,094	148,982	131,969
<b>Equity</b>			
<b>Net Assets</b>			
Unrestricted (Deficit) Operating	285,306	285,306	285,306
<b>Total Unrestricted (Deficit)</b>	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
<b>Total Net Assets</b>	1,651,814	1,675,234	1,551,284
Retained Earnings	33,453	(49,954)	56,054
Net Income	(83,407)	106,008	324,678
<b>Total Equity</b>	1,601,860	1,731,288	1,932,016
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,743,954</b>	<b>1,880,271</b>	<b>2,063,985</b>

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 8/31/24	2022, 2023 ytd., 2024 bud. Total
<b>Contributions</b>							
	Underwriting					7,500	-
	Foundations	279,500	296,100	243,500	300,000	413,808	839,600
	Board Minimum	53,750	64,050	67,000	85,000	37,500	216,050
	Board Beyond Min	168,498	89,951	168,499	225,000	156,965	483,450
	Individuals	125,759	199,279	158,562	300,000	269,829	657,841
	Prizes	125,650	0	27,000	140,000	104,500	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	12,150	16,880	16,880	26,150	45,910
	In-Kind	37,688	17,257	14,010	37,688		68,955
	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		-		-
	<b>Total Contributions</b>	<b>1,036,340</b>	<b>771,810</b>	<b>810,331</b>	<b>1,255,268</b>	<b>1,168,818</b>	<b>2,837,409</b>
<b>Other Income</b>							
	Camp Income	0	0	61,967	-		61,967
	Gala Income	479,543	334,325	396,995	575,000	588,736	1,306,320
	NY Debut Packages						-
	Sponsorships	29,000	60,000	25,000	40,000	25,000	125,000
	Application Fees	0	4,773	52,205			99,978
	Box Office	134,328	47,386	28,921	150,000	44,380	226,307
	Arts Connect	17,649	6,260	8,300	17,649	4,525	32,209
	Concerts and Events	0	0		1,000		1,000
	Management Fee	0	300	1,835		300	2,135
	Miscellaneous	856	1,498	507	1,000	1,400	3,005
	Retail Sales	0	0			791	-
	Virtualoso box office	0	0				-
	<b>Total Other Income</b>	<b>661,376</b>	<b>497,542</b>	<b>575,730</b>	<b>784,649</b>	<b>665,132</b>	<b>1,857,921</b>
	<b>Total Income</b>	<b>1,697,716</b>	<b>1,269,352</b>	<b>1,386,061</b>	<b>2,039,917</b>	<b>1,833,950</b>	<b>4,695,330</b>

		2021 Actual	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 8/31/24	2022, 2023 est., 2024 bud. Total
<b>Expense</b>							
<b>Virtualoso Costs</b>							
		0	0				
<b>CIPC Production Costs</b>							
	Artist Development					6,412	
	Audio & Video services	66,464			55,000	45,654	55,000
	Guest Artists						-
	Contestant Costs	19,000			30,000	13,767	30,000
	Institute Housing						-
	In Kind expense	23,388		14,010	23,388		37,398
	Jury Costs	61,508		1,608	110,000	76,798	111,608
	Opening Ceremonies	16,739			-	19,369	-
	Orchestra/Conductor	194,714			240,000	186,344	240,000
	Finals Streaming	105,672			100,000	85,039	100,000
	Other Competition Prod. Costs	14,934			17,000	12,111	17,000
	Practice Space	0				2,000	-
	Prizes, Cash	190,444		(888)	190,444	161,500	189,556
	<b>ARTIST DEVELOPMENT</b>						-
	Quartet/Chamber	16,064			9,000		9,000
	Selection Process	0			13,600	13,216	13,600
	Social Competiton Events	14,119			20,000	32,562	20,000
	Ticket Expense	81,300			81,300	158	81,300
	Transcriptions				8,000	3,000	8,000
	Venue & Valet Costs	28,724			30,000	50,302	30,000
	Winners Expense	8298		-	8,000	10,000	8,000
	Paris				7,500	4,676	7,500
	<b>Total CIPC Production Costs</b>	<b>841,368</b>	<b>4,603</b>	<b>14,730</b>	<b>943,232</b>	<b>722,908</b>	<b>957,962</b>

		2021 Actual	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 8/31/24	2022, 2023 est., 2024 bud. Total
<b>Office Costs</b>							
	Interest expense - Capital Lease	9		-			-
	Bad Debt Expense	1,450		-	-		-
	Office Rental, Utilities	32,563	42,220	39,865	44,500	28,588	126,585
	Equipment & Supplies	29,347	29,468	25,238	30,000	23,034	84,706
	Insurance	5,801	5,798	7,424	9,400	6,998	22,622
	Federation & Other Dues	6,645	6,835	8,138	8,000	5,000	22,973
	Credit Card Fees	6,540	14,195	17,703	9,000	5,382	40,898
	Interest on PNC LOC	0	0	-	-		-
	Bank Fees	3,828	1,636	2,227	4,000	1,901	7,863
	Miscellaneous	0			-		-
	Parking	157	39	213	200	841	452
	Depreciation Expense	5572	10801	-	6,000		16,801
	<b>Total Office Costs</b>	<b>91,912</b>	<b>110,992</b>	<b>100,808</b>	<b>111,100</b>	<b>71,744</b>	<b>322,900</b>
<b>Payroll &amp; Professional Fees</b>							
	Administrative Salaries & Wages	392,997	396,154	452,317	536,000	356,084	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	27,048	14,715
	Accounting	19,269	20,406	26,576	24,000	19,550	70,982
	Payroll Taxes	27,062	28,043	30,482	36,000	27,595	94,525
	Benefits	13,917	4,925		-	2,655	4,925
	Health Insurance	3,601	7,447	11,870	15,000	14,870	34,317
	Payroll Service Fees	2,598	1,853	2,787	2,000	1,679	6,640
	Legal Fees	0	400	22,128	-	72	22,528
	Staff Education	0	10751	280	2,500	3,950	13,531
	<b>Total Payroll &amp; Professional Fees</b>	<b>490,843</b>	<b>488,371</b>	<b>552,780</b>	<b>623,500</b>	<b>453,503</b>	<b>1,664,651</b>
<b>Promotional</b>							
	Advertising	28,789	21,912	30,656	80,000	51,746	132,568
	Print & Design	70,462	81,455	73,165	85,000	96,859	239,620
	Web Related	22,092	17,715	27,488	35,000	16,378	80,203
	Postage	7,133	3,637	4,030	8,000	4,102	15,667
	Travel	1,450	8,191	6,862	8,000	10,391	23,053
	Hospitality	7,587	8,472	9,947	8,000	9,389	26,419
	Other Promotional	0	400	-			400
	<b>Total Promotional</b>	<b>137,513</b>	<b>141,782</b>	<b>152,148</b>	<b>224,000</b>	<b>188,865</b>	<b>517,930</b>





## Piano International Association of Northern Ohio

## Profit &amp; Loss

09/03/24

January 2022 through August 2024

Accrual Basis

	Jan - Dec 22	Jan - Dec 23	Jan - Aug 24
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Contributions</b>			
Underwriting	0	0	7,500
Foundations	296,100	243,500	413,808
Board Giving			
Board Minimum	64,050	67,000	37,500
Board Beyond	89,951	168,499	156,965
<b>Total Board Giving</b>	154,001	235,499	194,465
Individuals	199,279	158,562	269,829
Prizes	0	27,000	104,500
Government Sources	55,555	75,420	58,031
Covid-related	16,550	0	0
Corporation	12,150	16,880	26,150
In-Kind	17,257	14,010	0
Endowment Dist. Unrestricted	20,918	21,440	21,824
Endowment Dist. Prizes	0	0	72,711
Endowment Dist. Young Artists	0	18,020	0
<b>Total Contributions</b>	771,809	810,331	1,168,818
<b>Other Income</b>			
Camp Income	0	61,967	0
Gala Income	334,325	396,995	588,736
Sponsorships	60,000	25,000	25,000
Application Fees	47,773	52,205	0
Box Office	47,386	28,921	44,380
ArtsConnect	6,260	8,300	4,525
Management Fee	300	1,835	300
Advertising revenue	0	35	0
Miscellaneous	1,498	473	1,400
Retail Sales	0	0	791
<b>Total Other Income</b>	497,541	575,730	665,132
<b>Total Income</b>	1,269,351	1,386,061	1,833,951
<b>Gross Profit</b>	1,269,351	1,386,061	1,833,951
<b>Expense</b>			
<b>Competition Production Costs</b>			
Artist Development	0	0	6,412
Audio and Video Services	0	0	45,654
Contestant Room, Board, transpo	0	0	13,767
In-Kind expense	0	14,010	0
Jury Room Board & Fees	0	1,608	76,798
Opening Ceremony	0	0	19,369
Orchestra & Conductor	0	0	186,344
Finals Streaming	0	0	85,039
Other Competition Prod. Costs	(75)	0	12,111
Practice Space	0	0	2,000
Prizes, cash	0	(888)	161,500
Selection Process	0	0	13,216
Social Competition Events	0	0	32,562
Ticket Expense	928	0	158
Transcriptions	0	0	3,000
Venue	0	0	50,302
Winners Expense	3,750	0	10,000
Paris	0	0	4,676
<b>Total Competition Production Costs</b>	4,603	14,730	722,908

## Piano International Association of Northern Ohio

## Profit &amp; Loss

09/03/24

January 2022 through August 2024

Accrual Basis

	Jan - Dec 22	Jan - Dec 23	Jan - Aug 24
<b>Office Costs</b>			
Operating Lease Expense	36,530	0	0
Office Rental, Utilities	5,690	39,865	28,588
Equipment & Supplies	29,468	25,238	23,034
Insurance	5,798	7,424	6,998
Federation & Other Dues	6,835	8,138	5,000
Credit Card Fees	14,195	17,703	5,382
Bank Fees	1,636	2,227	1,901
Miscellaneous	0	80	0
Parking	39	135	841
Depreciation Expense	10,801	0	0
<b>Total Office Costs</b>	<b>110,993</b>	<b>100,808</b>	<b>71,745</b>
<b>Payroll &amp; Professional Fees</b>			
Administrative Salaries & Wages	401,154	451,927	356,084
ArtsConnect Artist Fee	13,017	0	0
Independent Contractors	375	6,340	27,048
Accounting	20,406	26,576	19,550
Payroll Taxes	28,043	30,872	27,595
Benefits	4,925	0	2,655
Health Insurance	7,447	11,870	14,870
Payroll Service Fees	1,853	2,787	1,679
Legal Fees	400	22,128	72
Staff Education	10,751	280	3,950
<b>Total Payroll &amp; Professional Fees</b>	<b>488,371</b>	<b>552,781</b>	<b>453,503</b>
<b>Promotional</b>			
Advertising	21,912	30,656	51,746
Print & Design	81,455	73,165	96,859
Web-related	17,715	27,488	16,378
Postage	3,637	4,030	4,102
Travel	8,191	6,862	10,391
Hospitality	8,472	9,947	9,389
Promotional Media	400	0	0
<b>Total Promotional</b>	<b>141,783</b>	<b>152,148</b>	<b>188,866</b>
<b>Non-Competition Expenses</b>			
Festival	120,154	0	0
Fundraising	0	14,478	23,353
Gala Costs	127,112	98,366	163,448
Education/Outreach	41,121	53,318	67,197
Concerts and Events	54,707	35,896	32,309
PianoFlicks	0	0	0
NY Debut	40,580	0	0
Social Events	8,981	6,848	0
Strategic Planning	0	36,500	0
<b>Total Non-Competition Expenses</b>	<b>392,655</b>	<b>245,406</b>	<b>286,308</b>
<b>Youth Competition and Institute</b>			
Audio and Video	0	53,166	0
Chamber	0	8,350	0
Contestant costs	0	15,583	0
Guest Artists	0	10,000	0
Institute Housing	0	51,419	0
Jury Costs	0	70,424	0
Orchestra/Conductor	0	55,300	0
Prizes expense	0	32,000	0
Selection Process	0	5,000	0
Social Events	0	4,268	0
Ticket expense	0	4,300	0
Transcriptions	0	2,377	0

## Piano International Association of Northern Ohio

## Profit &amp; Loss

09/03/24

January 2022 through August 2024

Accrual Basis

	Jan - Dec 22	Jan - Dec 23	Jan - Aug 24
Tuning and Medals	0	86	0
Venue and Valet	0	14,374	0
<b>Total Youth Competition and Institute</b>	<b>0</b>	<b>326,646</b>	<b>0</b>
<b>Total Expense</b>	<b>1,138,404</b>	<b>1,392,519</b>	<b>1,723,329</b>
<b>Net Ordinary Income</b>	<b>130,947</b>	<b>(6,457)</b>	<b>110,622</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Endowment Fund Activity</b>			
Distribution Prizes	0	0	(72,711)
Distribution Unrestricted	(20,918)	(21,440)	(21,824)
Distribution Young Artists	0	(18,020)	0
Endowment Gifts	1,000	0	180,000
Endowment Management Fees	(6,856)	(7,446)	(6,600)
Interest/Dividend Income	38,462	34,809	11,961
Investment Gains & Losses	(226,042)	124,562	123,230
<b>Total Endowment Fund Activity</b>	<b>(214,354)</b>	<b>112,465</b>	<b>214,056</b>
<b>Total Other Income</b>	<b>(214,354)</b>	<b>112,465</b>	<b>214,056</b>
<b>Net Other Income</b>	<b>(214,354)</b>	<b>112,465</b>	<b>214,056</b>
<b>Net Income</b>	<b>(83,407)</b>	<b>106,008</b>	<b>324,678</b>

**Profit & Loss**

January 2022 through August 2024

	<u>TOTAL</u>
Ordinary Income/Expense	
Income	
Contributions	
Underwriting	7,500
Foundations	953,408
Board Giving	
Board Minimum	168,550
Board Beyond	415,415
Total Board Giving	583,965
Individuals	627,670
Prizes	131,500
Government Sources	189,006
Covid-related	16,550
Corporation	55,180
In-Kind	31,267
Endowment Dist. Unrestricted	64,182
Endowment Dist. Prizes	72,711
Endowment Dist. Young Artists	18,020
Total Contributions	2,750,959
Other Income	
Camp Income	61,967
Gala Income	1,320,056
Sponsorships	110,000
Application Fees	99,977
Box Office	120,687
ArtsConnect	19,085
Management Fee	2,435
Advertising revenue	35
Miscellaneous	3,370
Retail Sales	791
Total Other Income	1,738,404
Total Income	4,489,363
Gross Profit	4,489,363
Expense	
Competition Production Costs	
Artist Development	6,412
Audio and Video Services	45,654
Contestant Room, Board, transpo	13,767
In-Kind expense	14,010
Jury Room Board & Fees	78,406
Opening Ceremony	19,369
Orchestra & Conductor	186,344
Finals Streaming	85,039
Other Competition Prod. Costs	12,036
Practice Space	2,000
Prizes, cash	160,612
Selection Process	13,216
Social Competition Events	32,562
Ticket Expense	1,086
Transcriptions	3,000
Venue	50,302
Winners Expense	13,750
Paris	4,676
Total Competition Production Costs	742,241

**Profit & Loss**

January 2022 through August 2024

	<u>TOTAL</u>
<b>Office Costs</b>	
Operating Lease Expense	36,530
Office Rental, Utilities	74,143
Equipment & Supplies	77,739
Insurance	20,221
Federation & Other Dues	19,973
Credit Card Fees	37,279
Bank Fees	5,764
Miscellaneous	80
Parking	1,014
Depreciation Expense	10,801
<b>Total Office Costs</b>	<u>283,545</u>
<b>Payroll &amp; Professional Fees</b>	
Administrative Salaries & Wages	1,209,164
ArtsConnect Artist Fee	13,017
Independent Contractors	33,763
Accounting	66,533
Payroll Taxes	86,511
Benefits	7,580
Health Insurance	34,187
Payroll Service Fees	6,318
Legal Fees	22,600
Staff Education	14,981
<b>Total Payroll &amp; Professional Fees</b>	<u>1,494,654</u>
<b>Promotional</b>	
Advertising	104,314
Print & Design	251,479
Web-related	61,580
Postage	11,769
Travel	25,444
Hospitality	27,809
Promotional Media	400
<b>Total Promotional</b>	<u>482,796</u>
<b>Non-Competition Expenses</b>	
Festival	120,154
Fundraising	37,831
Gala Costs	388,927
Education/Outreach	161,635
Concerts and Events	122,912
PianoFlicks	0
NY Debut	40,580
Social Events	15,829
Strategic Planning	36,500
<b>Total Non-Competition Expenses</b>	<u>924,368</u>
<b>Youth Competition and Institute</b>	
Audio and Video	53,166
Chamber	8,350
Contestant costs	15,583
Guest Artists	10,000
Institute Housing	51,419
Jury Costs	70,424
Orchestra/Conductor	55,300
Prizes expense	32,000
Selection Process	5,000
Social Events	4,268
Ticket expense	4,300
Transcriptions	2,377

**Profit & Loss**

January 2022 through August 2024

	<u>TOTAL</u>
Tuning and Medals	86
Venue and Valet	14,374
<b>Total Youth Competition and Institute</b>	<b>326,646</b>
<b>Total Expense</b>	<b>4,254,251</b>
<b>Net Ordinary Income</b>	<b>235,112</b>
<b>Other Income/Expense</b>	
<b>Other Income</b>	
<b>Endowment Fund Activity</b>	
Distribution Prizes	(72,711)
Distribution Unrestricted	(64,182)
Distribution Young Artists	(18,020)
Endowment Gifts	181,000
Endowment Management Fees	(20,902)
Interest/Dividend Income	85,232
Investment Gains & Losses	21,750
<b>Total Endowment Fund Activity</b>	<b>112,166</b>
<b>Total Other Income</b>	<b>112,166</b>
<b>Net Other Income</b>	<b>112,166</b>
<b>Net Income</b>	<b><u>347,278</u></b>

**Piano Cleveland**  
**Investment Sub-Committee Meeting Notes**  
**July 17, 2024**

**Present:** Linda McDonald, Robin Baum, Beth Rankin, Ken Nilsestuen, Marissa Moore, Leslie Dumm, Colby Krahe and Lucas Goode.

Robin called the meeting to order at 3:35 pm.

**PNC REPORT June 30, 2024 Investment report** – presented by Lucas Good and Colby Krahe.

Before Colby and Luca began their presentation, Robin inquired as to their thoughts regarding on the Federal Reserve's expected interest rate cuts in September and December 2024.

Colby indicated that PNC felt these cuts would remain data dependent and that they expected the potential cuts every other meeting in the 2025 calendar year for what is expected to be a total cut of 1.25%.

Colby reported that through yesterday's close (7.16.24), the value of the portfolio was \$1,410,646 which included additional deposits of \$180,000. Total balance is up from \$1, 191,455 on June 30th which represents an 3% gain net of additional deposits.

Snapshot is at market highs, in the policy ranges. Slightly overweight equities large cap in particular. This have worked out in our favor. Slight underweight in Fixed income and Alternatives. Liquid cash offsets underweight in Fixed income currently earning 5.25%.

#### MANAGER CHANGES

Because of a slight overweight toward growth, PNC sold out of the Hennessey Focus Fund, Allspring Special Midcap Growth and Transamerica Small Cap Growth Funds. Looking to accomplish less tracking error, neutral principal, and more similar risk profile by replacing these with Core Principle and Harbor on the midcap side and Meridian on the small cap side. These changes are active management options that increase the cost of by approximately two (2) basis points, but that because PNC's fee schedule with Piano Cleveland calls for payment of the greater of \$7,500 or fifty (50) basis points, we were still below the threshold.

Ken then inquired about whether we should be concerned about the liquid cash account or the Fixed income holdings due to expected rate cuts. Colby explained that the prize money for the Competition had already been withdrawn in January 2024, so he was not concerned. He also indicated that the fixed income portfolio had built-in the expected rate reductions in prior quarters and would continue to rebalance as notes came due.

Colby then turned the presentation of Piano Cleveland's actual results over to Lucas.

#### PERFORMANCE

Total Gross Portfolio performance 1.08% QTD and 7.52% YTD Compared to the Policy Benchmark of 1.15% QTD and 7.03% YTD.



Colby then explained that the S&P 500 has increased 24.56% over the past year and that of the increase 75% of it is attributed to the Mag 7 stocks: Alphabet, Amazon, Apple, Meta Platforms, Microsoft, NVIDIA and Tesla.

He also indicated that five of the Mag 7 known as the Fab 5, Alphabet, Amazon, Apple, Meta, Microsoft and NVIDIA, were down 2% in the last week. This decrease is highly magnified due to the concentration of these holdings. He also reassured everyone that this was an expected correction that they had been anticipating.

Robin thanked Colby and Lucas for their excellent report and expressed appreciation for the increased interest in the Piano Cleveland relationship, including Colby and Lucas's commitment to attending the Bravo Gala buying tickets with funds from their own pockets! Robin thanked both of them for their commitment to Piano Cleveland. PNC representatives then left the call.

#### **NEW BUSINESS/OLD BUSINESS**

None noted.

Robin ended the meeting at 4:20pm.



# PRESENTATION TO PIANO CLEVELAND FINANCE COMMITTEE



## SUMMARY OF THE AUDITOR'S REPORT, ETC.

- Unmodified opinion on the financial statements
- No letter on internal control deficiencies (or management letter addressing other matters) was needed
  - No material weaknesses in internal controls identified
  - No significant deficiencies in internal controls identified
  - No other matters on internal controls or operating efficiencies identified (see later slide for status update on prior year findings related to “other matters”)

# FINANCIAL STATEMENT INFORMATION - CHANGES IN ASSETS

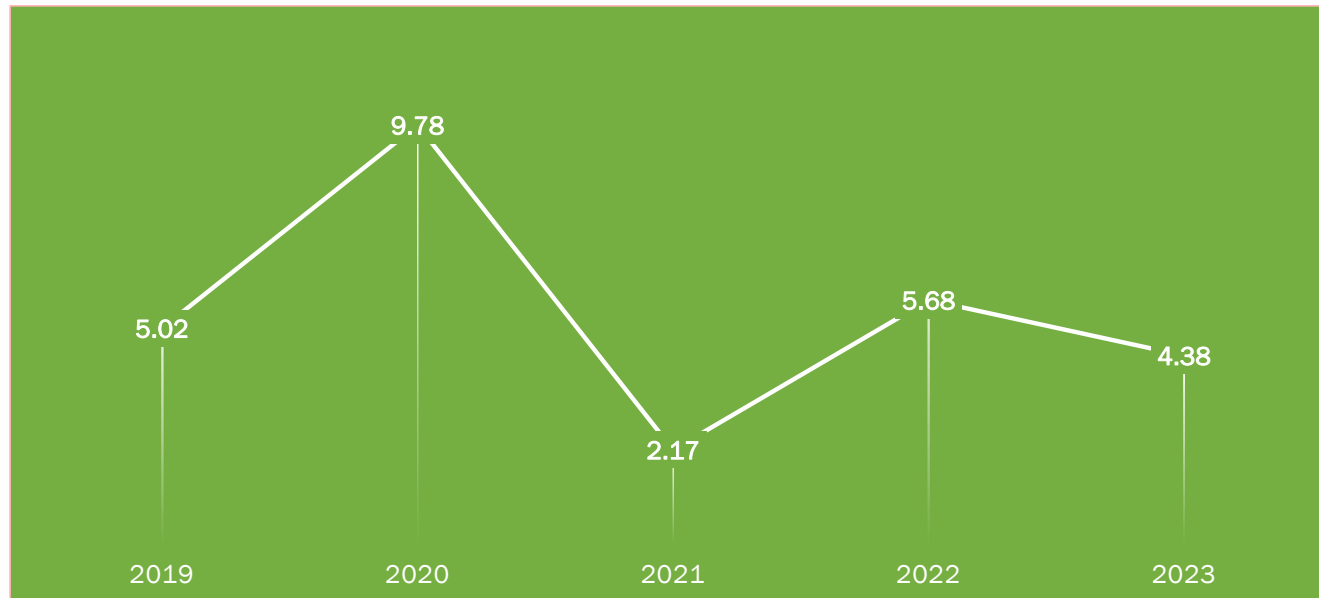
Account	December 31, 2023	December 31, 2022	Change
Cash and cash equivalents	\$353,139	\$396,601	\$(43,462)
Unconditional promises to give, net	\$160,295	\$141,530	18,765
Investments – endowment fund	\$1,157,157	\$1,051,930	105,227
Prepaid expenses and deposits	\$69,102	\$3,025	66,077
Property and equipment, net	\$12,389	\$30,174	(17,785)
Operating lease right-of-use asset	\$85,686	\$120,695	(35,009)
<b>Total Assets</b>	<b>\$1,837,768</b>	<b>\$1,743,955</b>	<b>\$93,813</b>

# FINANCIAL STATEMENT INFORMATION - CHANGES IN LIABILITIES

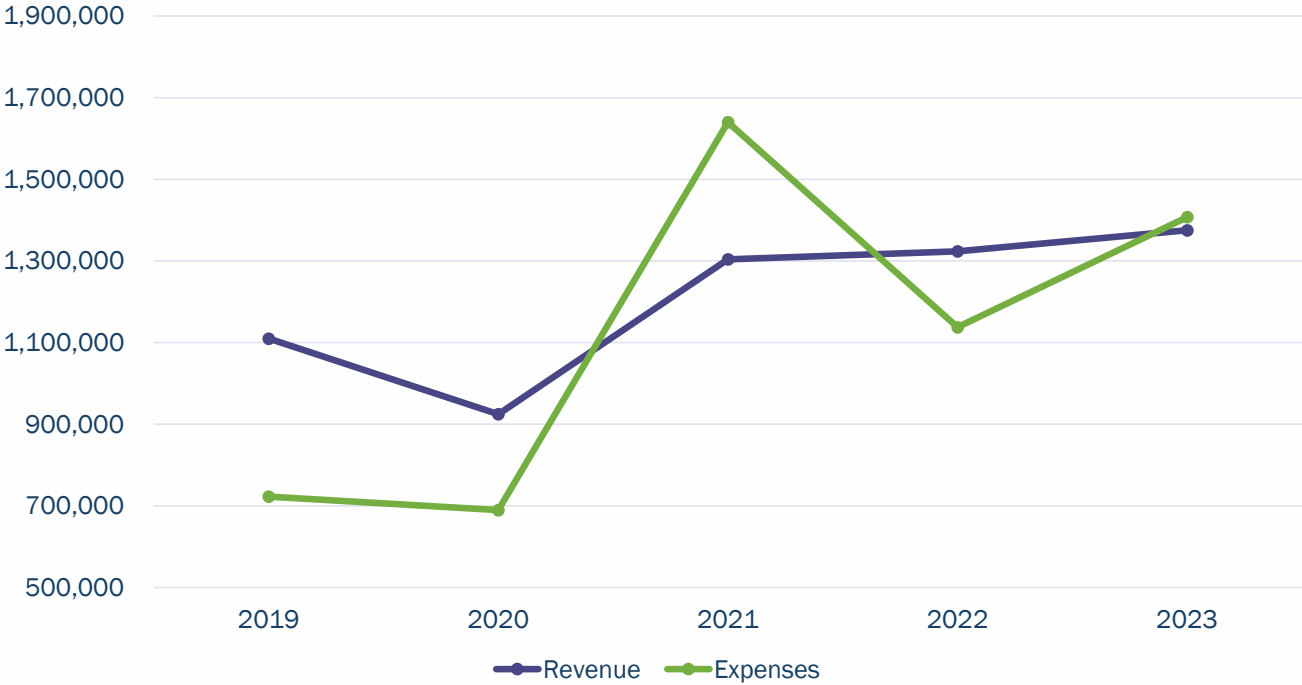
Account	December 31, 2023	December 31, 2022	Change
Accounts payable	\$25,250	\$11,637	\$13,613
Operating lease liabilities	\$93,477	\$130,457	(36,980)
<b>Total Liabilities</b>	<b>\$118,727</b>	<b>\$142,094</b>	<b>\$(23,367)</b>

# FINANCIAL STATEMENT INFORMATION - DEFENSIVE INTERVAL

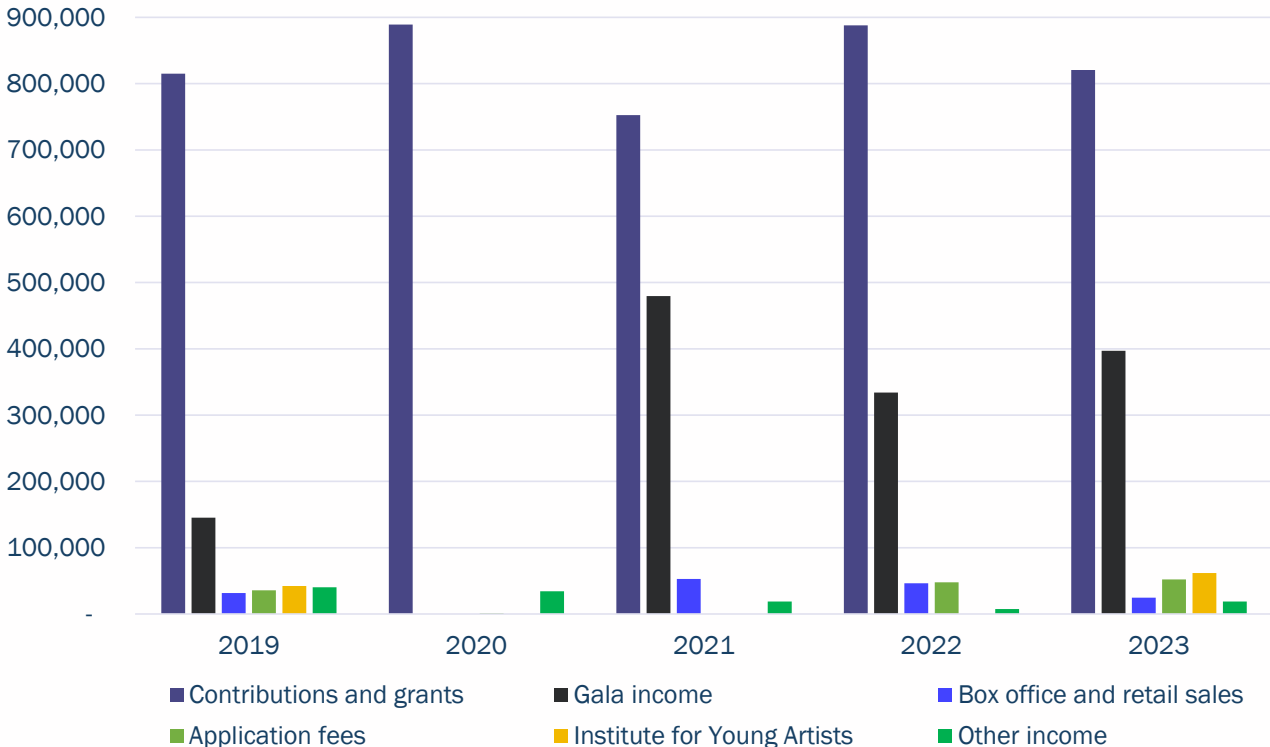
Months of expenses that the Organization can cover with cash and receivables on hand



# FINANCIAL STATEMENT INFORMATION - STATEMENT OF ACTIVITIES

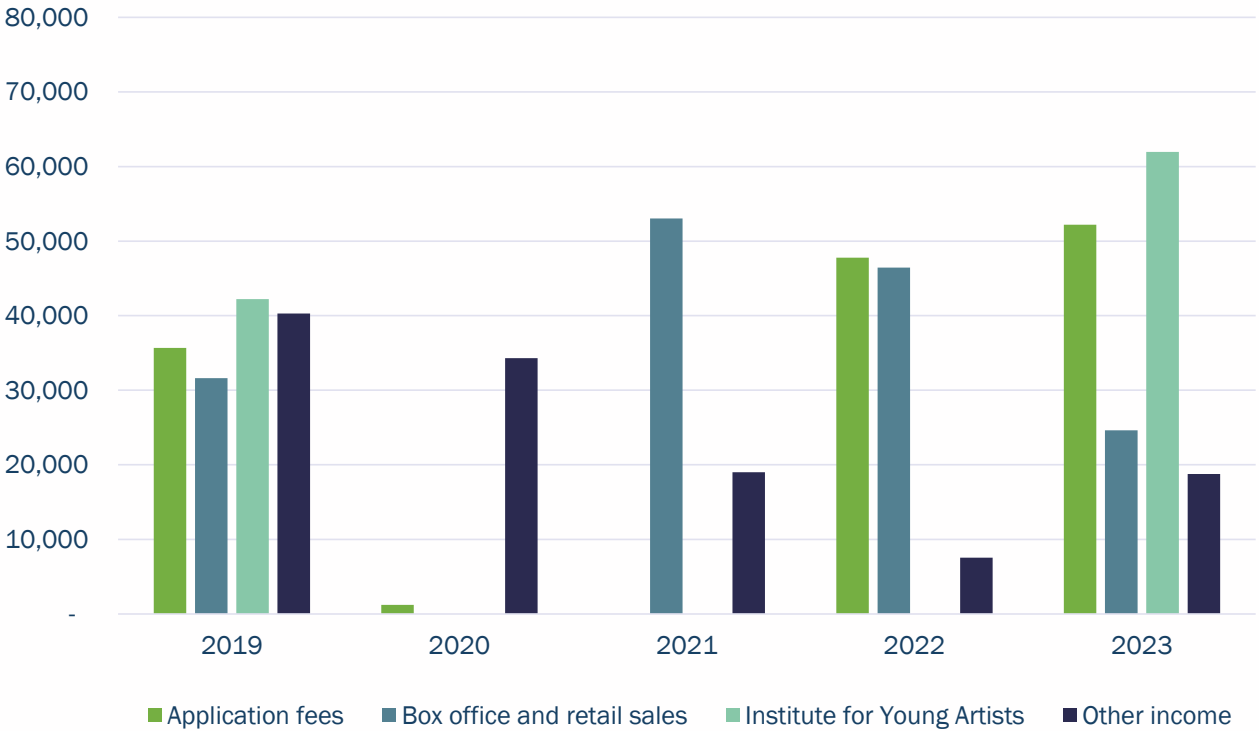


# FINANCIAL STATEMENT INFORMATION - REVENUE SOURCES





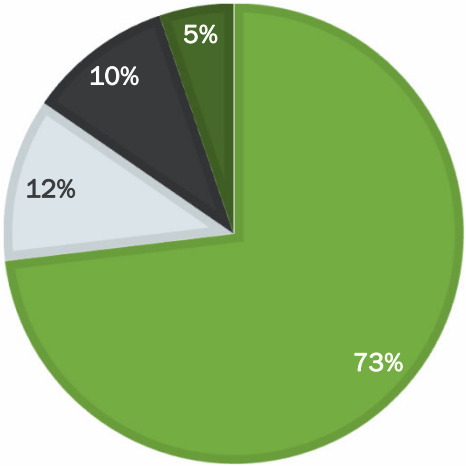
# FINANCIAL STATEMENT INFORMATION - REVENUE SOURCES (EXCLUDING CONTRIBUTIONS AND GALA INCOME)



# ALLOCATION OF EXPENSES

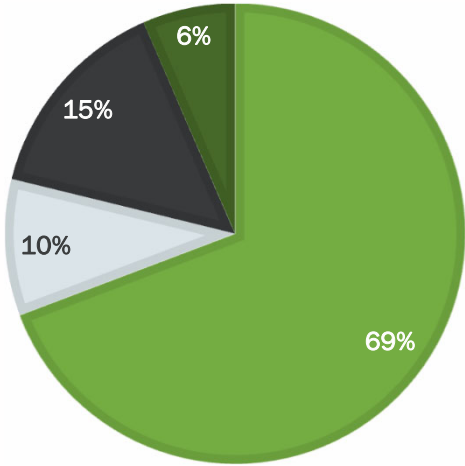
2023

- Program
- Management and General
- Fundraising
- Costs of Direct Benefits to Donors

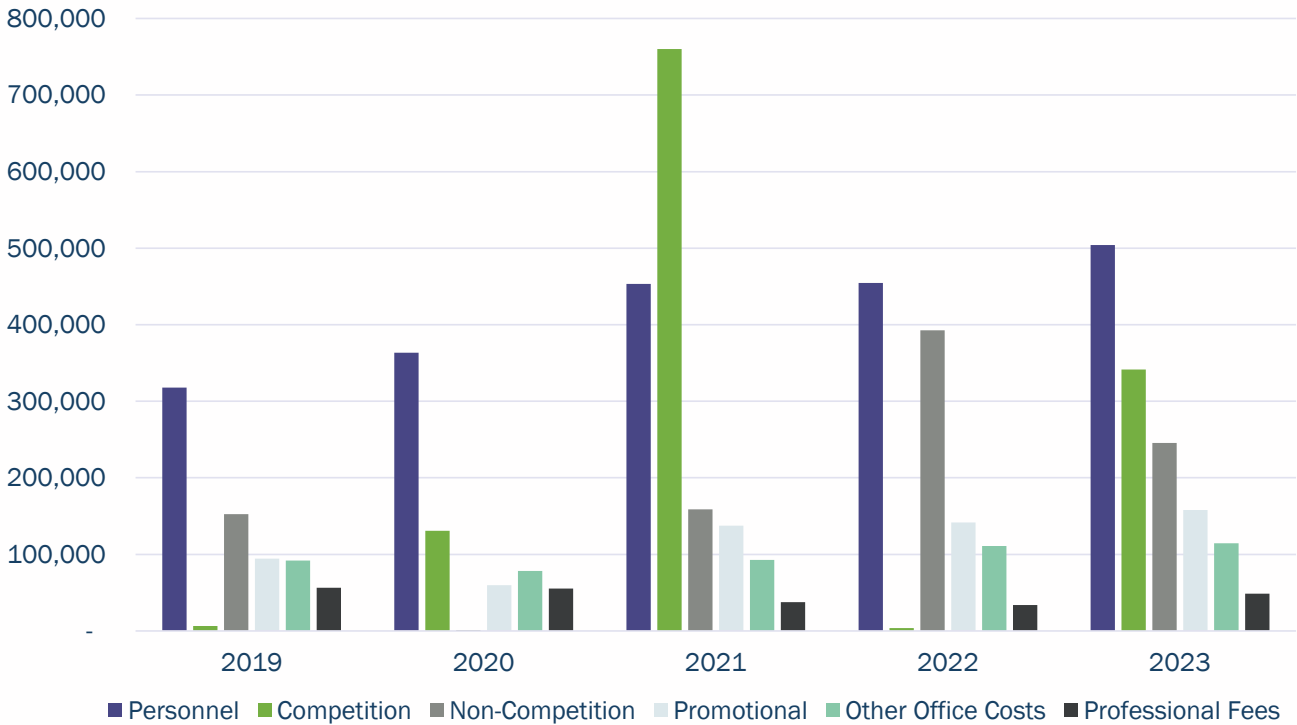


2022

- Program
- Management and General
- Fundraising
- Costs of Direct Benefits to Donors



# STATEMENT OF FUNCTIONAL EXPENSE NATURAL CLASSES



# NEW AND/OR SIGNIFICANT FOOTNOTES

- Note 1 Nature of Activities and Summary of Significant Accounting Policies
- Note 7 Net Assets with Donor Restrictions
- Note 8 Endowment Funds
- Note 13 Liquidity

# COMMUNICATION TO FINANCE COMMITTEE

- No significant difficulties in performing the audit
- No uncorrected misstatements
- No disagreements with management
- Audit adjustments
- Significant estimates and disclosures

# OTHER ITEMS

- Status of corrective action on prior year findings related to “other matters”
- Completion of ERS Form
- Form 990
- Discussion of other items
  - Gift in 2024 to the Prize Endowment

## 2024 BOARD & COMMITTEE MEETINGS

JANUARY	FEBRUARY	MARCH	APRIL
<p>Jan. 2: Piano Cleveland Golden Florida Tour, Palm Beach Gardens, 5:00 PM Jan. 4: Piano Cleveland Golden Florida Tour, Naples, 6:00 PM</p> <p>Jan. 8: Governance Committee, 3:30 PM Jan. 8: Executive Committee, 5:00 PM</p> <p>Jan. 17: Piano Cleveland Live at Boss Dog Brewing, 6:00 PM</p> <p>Jan. 22: Yaron Kohlberg solo recital, 7:00 PM at the Baldwin Wallace Conservatory</p> <p>Jan. 31: Finance Committee, 3:30 PM</p>	<p>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</p> <p>Feb. 12: Governance Committee, 3:30 PM Feb. 12: Board of Directors, 5:00 PM</p> <p>Feb 17: Partnership Event with Les Delices featuring Dror Biran, 1997 CIPC Fourth Prize Winner, 3:00 PM at Heights Theatre</p>	<p>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</p> <p><b>Mar. 27-29: CIPC First Round at Baldwin Wallace</b> Mar. 27: Piano Cleveland Live with the CIPC First Round Jury at Happy Dog, 6:00 PM</p>	<p><b>April 1-5: CIPC First Round at the Salle Cortot, Paris</b></p> <p>Apr. 15: Governance Committee, 3:30 PM Apr. 15: Board of Directors, 5:00 PM</p> <p>Apr. 16: Lunchtime Concert at CMA with Antonio Pompa-Baldi 1999 CIPC Mixon First Prize Winner, 12:00 PM</p> <p>Apr. 17: Education Committee, 12:00 PM Apr. 17: Investment Committee, 3:30 PM</p>
MAY	JUNE	JULY	AUGUST
<p>May 1: Finance Committee, 3:30 PM</p> <p>May 13: Governance Committee, 3:30 PM May 13: Executive Committee, 5:00 PM</p> <p>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 May 28: Gala Invitations Signing, 3:00 PM</p>	<p>June 10: Governance Committee, 3:30 PM June 10: Board of Directors, 5:00 PM</p> <p>June 29: Byeol Kim, 2021 Third Prize Winner, with Ohio Contemporary Ballet, Cain Park, 8:00 PM</p>	<p>July 8: Governance Committee, 3:30 PM July 8: Executive Committee, 5:00 PM July 12: PC Live @ Crocker Park, 6:30 PM July 15: Development Committee, 5:00 PM July 17: Education Committee, 12:00 PM July 17: Investment Committee, 3:30 PM July 18: Martín García García at Heights Theatre, 7PM July 19: PC Live @ Van Aken, 5:30 PM July 21-27: The Concert Truck <b>July 28-August 10: 2024 Cleveland International Piano Competition</b></p>	<p><b>July 28-August 10: 2024 Cleveland International Piano Competition</b></p> <p>Aug. 11: Bravo Piano Gala</p> <p>Aug. 28: Finance Committee, 3:30 PM</p>
SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
<p>Sept. 9: Governance Committee, 3:30 PM Sept. 9: Board of Directors, 5:00 PM</p>	<p>Oct. 16: Education Committee, 12:00 PM Oct. 16: Investment Committee, 3:30 PM</p> <p>Oct. 21: Governance Committee, 3:30 PM Oct. 21: Executive Committee, 5:00 PM</p> <p>Oct. 30: Finance Committee, 3:30 PM</p>	<p>Nov. 11: Governance Committee, 3:30 PM Nov. 11: Annual Meeting, 5:00 PM</p>	