



Annual Meeting of the Board of Directors
Monday, November 11, 2024 at 5:00 pm

AGENDA

Our Accomplishments

- **Call to Order and Remarks** 5:00-5:05 pm
 - Beth Rankin, Co-Chair, Board of Directors
 - Consent Agenda – *September Board Minutes, October Financial Reports, Education & Community Engagement Committee Report, Development Committee Report, 2025 Calendar of Events*
 - **Approval of the minutes**
- **Passing of the Gavel and Presentation of Gift** 5:05-5:10 pm
 - Beth Rankin, Co-Chair, Board of Directors
 - Linda McDonald, Co-Chair, Board of Directors
- **Meeting continued by Linda McDonald, Chair of the Board**
- **Staff Reports** 5:10-5:25 pm
 - Corey Knick, Artist & Production Manager
 - Emily Shelley, Education & Community Lead
 - Ryan Ireland, Marketing & Communications Manager
 - Chris Fornadel, Director of Philanthropy & Marketing
 - Leslie Dumm, Finance Manager
- **Development Committee: Recognition of the Martha Joseph Society** 5:25-5:30 pm
 - John Herman and Paul Sequeira, Co-Chairs

Looking Ahead

- **Governance Committee: Introduction of the New Board Class** 5:30-5:35 pm
 - Kathleen Coleman, Chair
- **Finance Committee** 5:35-5:40 pm
 - Robin Baum, Chair
 - **Approval of the 2025 budget**
- **2025 Festival and Plans** 5:40-5:55 pm
 - Marissa Moore, Executive Director
 - Yaron Kohlberg, President
- **Old Business** 5:55 pm
- **New Business**
- **Adjourn** 6:00 pm

Piano Cleveland Board of Directors

Monday, September 9, 2024 at 5:00 pm

Attendance: Bonnie Ivancic, Celia Sinclair, Regina Eisenberg, Martha Towns, Alec Pendleton, Ken Neilstruen, Teresa Good, Ted Good, Cindy Resch, Suzanne Blaser, Peta Moskowitz, Zeda Blau, Debbie Neale, Eric Barbato, Beth Rankin, Kathy Coleman, Linda McDonald, Yaron Kohlberg, Marissa Moore **Online:** David Freno, Wulf Utian, Peggy Demitrack, Paul Sequeira, Herb Wainer, Sarah Baley, Iris Harvie, Robin Baum, John Herman, Jan Stern

Linda McDonald called the meeting to order at 5:01. Ken Neilstruen motioned and Alec Pendleton seconded to pass the Consent Agenda. The motion passed.

Yaron Kohlberg shared the wonderful accolades we received about the 2024 CIPC through emails, magazine articles, radio and more.

International Arts Management

Pianiste Manager in French

Gramophone

Xinhua news - official news of the Chinese government

Violin Channel - the top story of the website and more

This was fabulous marketing material with at least 200,000 views. If we only had Ryan two years ago!! People will definitely be copying us. The media came to us.

Note - We need to get Channel 3.

The meeting then opened up for feedback on the competition.

Severance Reinberger:

The parking was convenient and the site was familiar to most.

It was the perfect size though not convenient for jurors.

Some technical difficulties re: the elevator and juror's food.

We need to offer food for the audience.

Reinberger railings were not secure though the ushers were terrific. The pianos were too big to load and move.

Salon Round at the Glidden House:

The jurors gave positive feedback for the concept though the space was a challenge.

More clear expectation needs to be given to contestants

Non English speaking contestants were at a distinct disadvantage

Attendees got to see the personalities of contestants

It was 35% of the final score. Evaluate

Severance:

Both Friday and Saturday were sold out

The opening was fabulous

Standing ovation

Thank you to Chris for coordinating

Gala:

Tables at the side were at a disadvantage

Dinner was served one hour and 40 minutes after events

Can servers serve during the performance?

Venues of Severance and the Art Museum made a fabulous cache

The room looked fabulous

Robin Baum was joining from her car so she turned the financial report over to Ken Neilstruen. Celia Sinclair moved and Wulf Utian seconded to accept the financial report. The motion passed.

Regina Eisenberg suggested to put the money into a money market account. Ted Goode motioned and Linda McDonald seconded to put the money into a money market account or possibly a treasury account. Marissa noted that it is necessary for the proceeds to be liquid. It was suggested to have a conversation with Linda Reich regarding the funds.

Chris thanked all the Gala donors from the 570 guests to the fund the need contributions. Income totaled \$764,500 and costs were \$163,000. Profits were \$601,000. The proposed profit budget was \$450. Regina praised Chris for his heavy lifting to get two huge pianos into the museum through security at 3:00 am. Chris in turn thanked the leadership and staff and claimed how effective the pledge cards were. Contributors will be invoiced in three weeks.

Kathy Coleman reminded everyone to submit names for potential committee members and board members who showed strong interest as guests at the Gala.

Beth Rankin thanked the board for the honor of being the chairman for the past several years and reminded everyone that she will see them at her home for the Annual Meeting on November 11. The meeting adjourned at 6:07 pm.

Respectfully submitted,
Bonnie Ivancic

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 10/31/24	2022, 2023 ytd., 2024 bud. Total
Contributions							
	Underwriting					7,500	-
	Foundations	279,500	296,100	243,500	300,000	446,808	839,600
	Board Minimum	53,750	64,050	67,000	85,000	46,000	216,050
	Board Beyond Min	168,498	89,951	168,499	225,000	159,725	483,450
	Individuals	125,759	199,279	159,753	300,000	357,393	659,032
	Prizes	125,650	0	27,000	140,000	103,500	167,000
	Artist Development						
	Government Sources	56,170	55,555	75,420	72,700	64,991	203,675
	Covid-related	122,755	16,550				16,550
	Corporation	0	12150	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		-		-
Total Contributions		1,036,340	771,810	811,522	1,255,268	1,306,602	2,838,600
Other Income							
	Camp Income	0	0	61,967	-		61,967
	Gala Income	479,543	334,325	396,995	575,000	673,435	1,306,320
	NY Debut Packages						-
	Sponsorships	29,000	60,000	25,000	40,000	25,000	125,000
	Application Fees	0	47773	52,205			99,978
	Box Office	134,328	47,386	28,921	150,000	131,800	226,307
	Arts Connect	17,649	6,260	8,300	17,649	5,130	32,209
	Concerts and Events	0	0		1,000		1,000
	Management Fee	0	300	1,835		300	2,135
	Miscellaneous	856	1498	6,360	1,000	1,452	8,858
	Retail Sales	0	0			791	-
	Advertizing revenue	0	0	35			35
Total Other Income		661,376	497,542	581,618	784,649	837,908	1,863,809
Total Income		1,697,716	1,269,352	1,393,140	2,039,917	2,144,510	4,702,409

		2021 Actual	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 10/31/24	2022, 2023 est., 2024 bud. Total
Expense							
Virtualoso Costs		0	0				
CIPC Production Costs							
	Artist Development					6,412	
	Audio & Video services	66,464			55,000	73,309	55,000
	Guest Artists						-
	Contestant Costs	19,000			30,000	14,317	30,000
	Institute Housing						-
	In Kind expense	23,388		-	23,388		23,388
	Jury Costs	61,508		1,608	110,000	105,092	111,608
	Opening Ceremonies	16,739			-	36,498	-
	Orchestra/Conductor	194,714			240,000	187,329	240,000
	Finals Streaming	105,672			100,000	85,039	100,000
	Other Competition Prod. Costs	14,934			17,000	12,155	17,000
	Practice Space	0				2,000	-
	Prizes, Cash	190,444		(888)	190,444	162,500	189,556
	ARTIST DEVELOPMENT						-
	Quartet/Chamber	16,064			9,000	7,887	9,000
	Selection Process	0			13,600	13,216	13,600
	Social Competiton Events	14,119			20,000	35,716	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	118,761	30,000
	Winners Expense	8298		-	8,000	10,000	8,000
	Paris				7,500	2,238	7,500
Total CIPC Production Costs		841,368	4,603	720	943,232	875,627	943,952

		2021 Actual	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 10/31/24	2022, 2023 est., 2024 bud. Total
Office Costs							
	Interest expense - Capital Lease	9		-			-
	Bad Debt Expense	1,450		-	-		-
	Office Rental, Utilities+ Op Lease Exp	32,563	42,220	40,225	44,500	35,935	126,945
	Equipment & Supplies	29,347	29,468	25,238	30,000	28,648	84,706
	Insurance	5,801	5,798	7,424	9,400	8,665	22,622
	Federation & Other Dues	6,645	6,835	8,138	8,000	5,200	22,973
	Credit Card Fees	6,540	14,195	17,703	9,000	10,439	40,898
	Interest on PNC LOC	0	0	-	-		-
	Bank Fees	3,828	1,636	2,227	4,000	3,635	7,863
	Miscellaneous	0		80	-		80
	Parking	157	39	135	200	1,140	374
	Depreciation Expense	5572	10801	13,341	6,000		30,142
Total Office Costs		91,912	110,992	114,511	111,100	93,662	336,603
Payroll & Professional Fees							
	Administrative Salaries & Wages	392,997	396,154	451,927	536,000	445,668	1,384,081
	Bonuses		5,000	-			5,000
	ArtsConnect Artist Fee	18,249	13,017	-	-	200	13,017
	Independent Contractors	13,150	375	6,340	8,000	34,968	14,715
	Accounting	19,269	20,406	26,576	24,000	20,850	70,982
	Payroll Taxes	27,062	28,043	30,872	36,000	34,448	94,915
	Benefits	13,917	4,925		-	5,360	4,925
	Health Insurance	3,601	7,447	11,870	15,000	18,181	34,317
	Payroll Service Fees	2,598	1,853	2,787	2,000	1,997	6,640
	Legal Fees	0	400	22,128	-	144	22,528
	Staff Education	0	10751	280	2,500	3,950	13,531
Total Payroll & Professional Fees		490,843	488,371	552,780	623,500	565,766	1,664,651
Promotional							
	Advertising	28,789	21,912	36,281	80,000	52,471	138,193
	Print & Design	70,462	81,455	73,165	85,000	109,580	239,620
	Web Related	22,092	17,715	27,488	35,000	18,768	80,203
	Postage	7,133	3,637	4,030	8,000	4,102	15,667
	Travel	1,450	8,191	6,862	8,000	10,843	23,053
	Hospitality	7,587	8,472	9,947	8,000	12,530	26,419
	Other Promotional	0	400	-			400
Total Promotional		137,513	141,782	157,773	224,000	208,294	523,555

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 10/31/24	2022, 2023 est., 2024 bud. Total
Non-Competition Expenses							
	Camp Costs	0	0	-			-
	Fundraising costs		0	14,478	5,000	23,353	19,478
	Festival	0	120,154				120,154
	Gala Costs	118,385	127,112	98,366	115,000	154,285	340,478
	Education	14,609	41,121	53,318	45,000	75,612	139,439
	Concerts & Events	20,902	54,707	35,896	35,000	33,254	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	5,700	20,829
	Sstrategic Planning		0	36,500			36,500
Total Non-Competition Expenses		158,704	392,655	245,406	205,000	292,204	843,061
Young Artists CIPC Production Costs							
1	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
	In-Kind Expense			14,010			
6	Jury Costs			70,424			70,424
7	Orchestra/Conductor			55,300			55,300
8	Prizes expense			32,000			32,000
9	Selection Process			5,000			5,000
10	Social Competition Events			4,268			4,268
11	Ticket Expense			4,300			4,300
12	Transcriptions			2,377			2,377
13	Tuning and Medals			86			86
14	Venue & Valet Costs			14,374			14,374
Total Young Artists CIPC Production Costs		0	0	340,657	-	-	326,647
Total Expense		1,720,340	1,138,403	1,411,847	2,106,832	2,035,553	4,638,469
Net Income		-22,624	130,949	(18,707)	(66,915)	108,957	63,940
	Bonus pool based on 3-yr net				22,500		
New net income after bonus							41,440

Balance Sheet**As of October 31, 2024**

	Dec 31, 22	Dec 31, 23	Oct 31, 24
ASSETS			
Current Assets			
Checking/Savings			
PNC Checking	257,505	180,704	64,746
MM Savings	0	0	290,029
Piano Lab Money	38,120	37,676	57,531
PayPal	316	4,636	116
Total Checking/Savings	295,941	223,015	412,421
Accounts Receivable			
Accounts Receivable	143,931	161,505	61,823
Accounts Receivable Discount	(2,401)	(1,210)	(1,210)
Total Accounts Receivable	141,530	160,295	60,613
Other Current Assets			
Undeposited Funds	52,645	74,870	4,000
Prepaid Expenses	3,024	69,102	5,787
Total Other Current Assets	55,669	143,972	9,787
Total Current Assets	493,140	527,283	482,821
Fixed Assets			
Computer Equipment	10,997	10,997	10,997
Furniture & Fixtures	1,994	1,994	1,994
Office Equipment	16,156	11,787	12,465
Pianos	36,300	28,300	28,300
Accumulated Depreciation	(35,273)	(40,689)	(40,689)
Total Fixed Assets	30,174	12,389	13,067
Other Assets			
ROU Asset	120,695	85,686	85,686
PNC Endowment Acct			
Endowment - Money Market	62,498	46,768	37,351
Endowment - Investments	989,432	1,110,390	1,374,959
Total PNC Endowment Acct	1,051,930	1,157,157	1,412,311
PNC - Prize/Young Artists Acct			
PNC Prize Money Acct	33,868	52,925	76
PNC Young Artists Acct	14,147	2,328	6,542
Total PNC - Prize/Young Artists Acct	48,015	55,253	6,618
Total Other Assets	1,220,640	1,298,096	1,504,614
TOTAL ASSETS	1,743,954	1,837,768	2,000,502
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	11,496	18,607	(3,000)
Total Accounts Payable	11,496	18,607	(3,000)
Credit Cards			
Pinacle Visa CC	0	6,643	0
PNC Visa CC	141	0	0
Total Credit Cards	141	6,643	0

Balance Sheet

As of October 31, 2024

	Dec 31, 22	Dec 31, 23	Oct 31, 24
Other Current Liabilities			
ST Lease Liability	36,980	40,976	40,976
Total Other Current Liabilities	36,980	40,976	40,976
Total Current Liabilities	48,617	66,226	37,976
Long Term Liabilities			
LT Lease Liability	93,477	52,501	52,501
Equipment Lease Payable	0	0	(539)
Total Long Term Liabilities	93,477	52,501	51,963
Total Liabilities	142,094	118,727	89,938
Equity			
Net Assets			
Unrestricted (Deficit)			
Operating	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)	43,806
Net Income	(83,407)	93,760	315,474
Total Equity	1,601,860	1,719,040	1,910,564
TOTAL LIABILITIES & EQUITY	1,743,954	1,837,768	2,000,502

Piano International Association of Northern Ohio

11/08/24

Profit & Loss

Accrual Basis

January 2022 through October 2024

	Jan - Dec 22	Jan - Dec 23	Jan - Oct 24
Ordinary Income/Expense			
Income			
Contributions			
Underwriting	0	0	7,500
Foundations	296,100	243,500	446,808
Board Giving			
Board Minimum	64,050	67,000	46,000
Board Beyond	89,951	168,499	159,725
Total Board Giving	154,001	235,499	205,725
Individuals	199,279	159,753	357,393
Prizes	0	27,000	103,500
Government Sources	55,555	75,420	64,991
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
Total Contributions	771,809	811,522	1,306,601
Other Income			
Camp Income	0	61,967	0
Gala Income	334,325	396,995	673,435
Sponsorships	60,000	25,000	25,000
Application Fees	47,773	52,205	0
Box Office	47,386	28,921	131,800
ArtsConnect	6,260	8,300	5,130
Management Fee	300	1,835	300
Advertising revenue	0	35	0
Miscellaneous	1,498	6,360	1,452
Retail Sales	0	0	791
Total Other Income	497,541	581,617	837,908
Total Income	1,269,351	1,393,139	2,144,510
Gross Profit	1,269,351	1,393,139	2,144,510
Expense			
Competition Production Costs			
Artist Development	0	0	6,412
Audio and Video Services	0	0	73,309
Contestant Room, Board, transpo	0	0	14,317
Jury Room Board & Fees	0	1,608	105,092
Opening Ceremony	0	0	36,498
Orchestra & Conductor	0	0	187,329
Finals Streaming	0	0	85,039
Other Competition Prod. Costs	(75)	0	12,155
Practice Space	0	0	2,000
Prizes, cash	0	(888)	162,500
quartet	0	0	7,887
Selection Process	0	0	13,216
Social Competition Events	0	0	35,716
Ticket Expense	928	0	158
Transcriptions	0	0	3,000
Venue	0	0	118,761
Winners Expense	3,750	0	10,000
Paris	0	0	2,238
Total Competition Production Costs	4,603	720	875,628

Profit & Loss

January 2022 through October 2024

	Jan - Dec 22	Jan - Dec 23	Jan - Oct 24
Office Costs			
Operating Lease Expense	36,530	360	0
Office Rental, Utilities	5,690	39,865	35,935
Equipment & Supplies	29,468	25,238	28,648
Insurance	5,798	7,424	8,665
Federation & Other Dues	6,835	8,138	5,200
Credit Card Fees	14,195	17,703	10,439
Bank Fees	1,636	2,227	3,635
Miscellaneous	0	80	0
Parking	39	135	1,140
Depreciation Expense	10,801	13,341	0
Total Office Costs	110,993	114,509	93,663
Payroll & Professional Fees			
Administrative Salaries & Wages	401,154	451,927	445,668
ArtsConnect Artist Fee	13,017	0	200
Independent Contractors	375	6,340	34,968
Accounting	20,406	26,576	20,850
Payroll Taxes	28,043	30,872	34,448
Benefits	4,925	0	5,360
Health Insurance	7,447	11,870	18,181
Payroll Service Fees	1,853	2,787	1,997
Legal Fees	400	22,128	144
Staff Education	10,751	280	3,950
Total Payroll & Professional Fees	488,371	552,781	565,766
Promotional			
Advertising	21,912	36,281	52,471
Print & Design	81,455	73,165	109,580
Web-related	17,715	27,488	18,768
Postage	3,637	4,030	4,102
Travel	8,191	6,862	10,843
Hospitality	8,472	9,947	12,530
Promotional Media	400	0	0
Total Promotional	141,783	157,773	208,293
Non-Competition Expenses			
Festival	120,154	0	0
Fundraising	0	14,478	23,353
Gala Costs	127,112	98,366	154,285
Education/Outreach	41,121	53,318	75,612
Concerts and Events	54,707	35,896	33,254
PianoFlicks	0	0	0
NY Debut	40,580	0	0
Social Events	8,981	6,848	5,700
Strategic Planning	0	36,500	0
Total Non-Competition Expenses	392,655	245,406	292,204
Youth Competition and Institute			
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
In-Kind Expense	0	14,010	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

Profit & Loss

January 2022 through October 2024

	Jan - Dec 22	Jan - Dec 23	Jan - Oct 24
Tuning and Medals	0	86	0
Venue and Valet	0	14,374	0
Total Youth Competition and Institute	0	340,656	0
Total Expense	1,138,404	1,411,845	2,035,554
Net Ordinary Income	130,947	(18,705)	108,956
Other Income/Expense			
Other Income			
Endowment Fund Activity			
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)	(8,526)
Interest/Dividend Income	38,462	34,809	15,654
Investment Gains & Losses	(226,042)	124,562	113,925
Total Endowment Fund Activity	(214,354)	112,465	206,518
Total Other Income	(214,354)	112,465	206,518
Net Other Income	(214,354)	112,465	206,518
Net Income	(83,407)	93,760	315,474

Profit & Loss

January 2022 through October 2024

	TOTAL
Ordinary Income/Expense	
Income	
Contributions	
Underwriting	7,500
Foundations	986,408
Board Giving	
Board Minimum	177,050
Board Beyond	418,175
Total Board Giving	595,225
Individuals	716,424
Prizes	130,500
Government Sources	195,966
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	2,889,933
Other Income	
Camp Income	61,967
Gala Income	1,404,755
Sponsorships	110,000
Application Fees	99,977
Box Office	208,107
ArtsConnect	19,690
Management Fee	2,435
Advertising revenue	35
Miscellaneous	9,309
Retail Sales	791
Total Other Income	1,917,067
Total Income	4,807,000
Gross Profit	4,807,000
Expense	
Competition Production Costs	
Artist Development	6,412
Audio and Video Services	73,309
Contestant Room, Board, transpo	14,317
Jury Room Board & Fees	106,700
Opening Ceremony	36,498
Orchestra & Conductor	187,329
Finals Streaming	85,039
Other Competition Prod. Costs	12,080
Practice Space	2,000
Prizes, cash	161,612
quartet	7,887
Selection Process	13,216
Social Competition Events	35,716
Ticket Expense	1,086
Transcriptions	3,000
Venue	118,761
Winners Expense	13,750
Paris	2,238
Total Competition Production Costs	880,951

Profit & Loss

January 2022 through October 2024

	TOTAL
Office Costs	
Operating Lease Expense	36,890
Office Rental, Utilities	81,490
Equipment & Supplies	83,353
Insurance	21,887
Federation & Other Dues	20,173
Credit Card Fees	42,337
Bank Fees	7,498
Miscellaneous	80
Parking	1,313
Depreciation Expense	24,142
Total Office Costs	319,164
Payroll & Professional Fees	
Administrative Salaries & Wages	1,298,748
ArtsConnect Artist Fee	13,217
Independent Contractors	41,683
Accounting	67,833
Payroll Taxes	93,364
Benefits	10,285
Health Insurance	37,498
Payroll Service Fees	6,637
Legal Fees	22,672
Staff Education	14,981
Total Payroll & Professional Fees	1,606,917
Promotional	
Advertising	110,664
Print & Design	264,200
Web-related	63,970
Postage	11,769
Travel	25,895
Hospitality	30,950
Promotional Media	400
Total Promotional	507,848
Non-Competition Expenses	
Festival	120,154
Fundraising	37,831
Gala Costs	379,763
Education/Outreach	170,050
Concerts and Events	123,857
PianoFlicks	0
NY Debut	40,580
Social Events	21,529
Strategic Planning	36,500
Total Non-Competition Expenses	930,265
Youth Competition and Institute	
Audio and Video	53,166
Chamber	8,350
Contestant costs	15,583
Guest Artists	10,000
Institute Housing	51,419
In-Kind Expense	14,010
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 October 2024

	TOTAL
Tuning and Medals	86
Venue and Valet	14,374
Total Youth Competition and Institute	340,656
Total Expense	4,585,802
Net Ordinary Income	221,198
Other Income/Expense	
Other Income	
Endowment Fund Activity	
Distribution Prizes	(72,711)
Distribution Unrestricted	(64,182)
Distribution Young Artists	(18,020)
Endowment Gifts	181,000
Endowment Management Fees	(22,828)
Interest/Dividend Income	88,925
Investment Gains & Losses	12,445
Total Endowment Fund Activity	104,629
Total Other Income	104,629
Net Other Income	104,629
Net Income	325,827

Education and Community Engagement Committee Report 2024 Annual Meeting

Summer Activities Update

Piano Cleveland (PC) 50th Anniversary Competition Year was very successful, with 4,600 attendees in person and over 6,000 attendees, including online viewers. The Gala netted about \$600,000. The Junior Jury had eight participants, and three masterclasses led by jurors. The Concert Truck event at King Kennedy Boys and Girls Club and the Piano Cleveland Live at Van Aken District and Crocker Park were also very successful. Family Fun Day is to be evaluated.

PianoLab and Donation Program

PianoLab programs at Cleveland School of the Arts and Paul Dunbar are very successful. A newly introduced program, "Choose Your Own Adventure," has been well-received. Production of "Piano Kids" videos is almost finalized - videos will be used for in-school programs. The Donation Program has placed six pianos and three keyboards since July. Weighted keyboards are rarely donated and funding is needed to purchase these.

Exploration of Partnership Opportunities with Music Settlement School (MSS)

There could be benefits to PC in having a PianoLab program at MSS for group instruction. Having Jeff Brown in a leadership role at MSS could provide a good opportunity for Piano Cleveland (PC) involvement and this opportunity should be evaluated. What are current activities at MSS, how can PC better engage with MSS and fill in "gaps." What would be the benefits to PC for this initiative? How can PC continue to grow without compromising other PC activities? All to be determined.

Fostering Piano Community and Collaboration

Having group piano sessions, providing more opportunities for more casual, collaborative music making, encouraging family members to actively participate with their pianists are all ways to build relationships and feelings of community. Other opportunities might be hosting site reading parties, as well as other piano-centric activities. Partnering with MSS might perhaps provide a potential PC "anchoring spot" for these kinds of activities to bring more music to more people.

Assessing Program Impact and Sustainability

It's very important to assess program impact, focusing on measuring outcomes and long-term effect. There is a challenge in translating data into actionable strategies for future planning. However, it is - of course - very important to develop the strategies needed to achieve and maintain sustainability.

Structured Assessment and Program Expansion

There needs to be a more structured assessment process for ECE (Education and Community Engagement) programs. There also needs to be a more efficient way of sharing relevant information with ECE Committee members. A Google Drive folder will be created to share information and updates and send out ECE Committee meeting minutes. A list of programs will also be created in Google Drive, along with the criteria by which the programs can be evaluated.

There needs to be a more detailed evaluation of the time and resources allocated to programs. We need to determine how current resources are used to help determine how resources can be used - or not used - in future activities. We need to know where we are to help us figure out where we might be able to go! What is the potential for expanding programming to underserved areas, including Cleveland's West Side? What is the potential for re-establishing relationships with Pivot Center and Rainey Institute? All to be determined.

Following up

Marissa Moore and Emily Shelley

- Will assess staff time and resources spent on various projects, especially video productions.
- Will create a Google Drive folder providing information, program information and assessment criteria.
- Will send out monthly email updates about new information added to the Google Drive folder.

Emily Shelley

- Will check with schools to find out if public observation of “Choose Your Own Adventure” would be allowed.
- Will pursue re-establishing a relationship with Rainey Institute.
- Will upload program information and mission alignment analysis to the Google Drive folder for ECE Committee review.

Respectfully submitted,

Iris A. Harvie

Chair, Piano Cleveland Education and Community Engagement Committee

Development Committee Report 2024 Annual Meeting

The development committee has been focused on the following tasks and initiatives:

1. Piano Cleveland Live - Pre-Concert donor event
 - Hosted a pre-concert donor event at Tree Lawn Social Club for over 20 donors (\$100 - \$4,999)
 - Donors enjoyed a pre-concert conversation with Daria Rabotkina and Yaron Kohlberg.
2. End-of-year Giving Strategy
 - Annual Fund solicitations will take place in November for lapsed donors.
 - End-of-year giving reminders will go out digitally in December for tax-deductible giving.
3. Annual Florida Tour
 - Events have been secured in Naples (hosted by the Levin's), Sarasota (hosted by Kathleen van Bergen), Boca (hosted by Iriwn and Ida Haber), and Palm Beach Gardens (hosted by Jan Stern).
 - Yaron and cellist Toke Møldrup will provide entertainment.
 - The committee's goal is to continue to cultivate new patrons and determine a multi-year programming strategy for each area.
4. 2025 Gala
 - The committee discussed moving the gala to the beginning of the summer music festival instead of as a culminating event.
 - A decision has been made to connect the gala to the opening performance of the festival on Sunday, July 20.
 - The Five Browns have been secured to perform.
(<https://www.the5browns.com/>)
 - The committee discussed potentially having a Brunch Gala prior to the performance.

Submitted by,
John Herman, Co-Chair
Paul Sequeira, Co-Chair
Chris Fornadel, Staff liaison

		2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 9/30/24	2025 Budget	2022, 2023 ytd., 2024 bud. Total
Contributions							
	Underwriting				7,500		-
	Foundations	296,100	243,500	300,000	433,808	300,000	839,600
	Board Minimum	64,050	67,000	85,000	38,500	72000	216,050
	Board Beyond Min	89,951	168,499	225,000	156,965	160000	483,450
	Individuals	199,279	158,562	300,000	350,293	250,000	657,841
	Prizes	0	27,000	140,000	103,500		167,000
	Artist Development						
	Government Sources	55,555	75,420	72,700	58,031	69000	203,675
	Covid-related	16,550					16,550
	Corporation	12150	16,880	16,880	26,150	14150	45,910
	In-Kind	17,257	14,010	37,688		14,000	68,955
	Endowment Dist'n Unrestricted	20,918	21,440	21,500	21,824	22319	63,858
	Endowment Dist'n Prizes	0		56,500	72,711		56,500
	Endowment Dist'n Young Artists +		18,020				18,020
	Virtualoso Sponsorship	0		-			-
	Virtualoso Prizes	0		-			-
	Virtualoso Donations	0		-			-
	Virtualoso In-Kind	0		-			-
Total Contributions		771,810	810,331	1,255,268	1,269,282	901,469	2,837,409
Other Income							
	Camp Income	0	61,967	-			61,967
	Gala Income	334,325	396,995	575,000	657,817	450000	1,306,320
	NY Debut Packages						-
	Sponsorships	60,000	25,000	40,000	25,000	20000	125,000

	Application Fees	47773	52,205			55000	99,978
	Box Office	47,386	28,921	150,000	131,800	75000	226,307
	Arts Connect	6,260	8,300	17,649	4,795		32,209
	Concerts and Events	0		1,000			1,000
	Management Fee	300	1,835		300	5000	2,135
	Miscellaneous	1498	507	1,000	1,452		3,005
	Retail Sales	0			791		-
	Virtualoso box office	0					-
	Interest Income					12000	
Total Other Income		497,542	575,730	784,649	821,955	617,000	1,857,921
Total Income		1,269,352	1,386,061	2,039,917	2,091,237	1,518,469	4,695,330
Expense							
Virtualoso Costs		0					
CIPC Production Costs							
	Artist Development				6,412		
	Audio & Video services			55,000	73,309		55,000
	Guest Artists						-
	Contestant Costs			30,000	14,317		30,000
	Institute Housing						-
	In Kind expense		14,010	23,388			37,398
	Jury Costs		1,608	110,000	105,092		111,608
	Opening Ceremonies			-	36,498		-
	Orchestra/Conductor			240,000	187,329		240,000
	Finals Streaming			100,000	85,039		100,000
	Other Competition Prod. Costs			17,000	12,155		17,000
	Practice Space				2,000		-

	Prizes, Cash		(888)	190,444	162,500		189,556
	ARTIST DEVELOPMENT						-
	Quartet/Chamber			9,000	7,887		9,000
	Selection Process			13,600	13,216		13,600
	Social Competiton Events			20,000	35,716		20,000
	Ticket Expense			81,300	158		81,300
	Transcriptions			8,000	3,000		8,000
	Venue & Valet Costs			30,000	118,761		30,000
	Winners Expense		-	8,000	10,000	1,500	8,000
	Paris			7,500	4,676		7,500
	Total CIPC Production Costs	4,603	14,730	943,232	878,065	1,500	957,962
	Office Costs						
	Interest expense - Capital Lease		-				-
	Bad Debt Expense		-	-			-
	Office Rental, Utilities	42,220	39,865	44,500	32,214	46000	126,585
	Equipment & Supplies	29,468	25,238	30,000	28,648	30000	84,706
	Insurance	5,798	7,424	9,400	8,665	9600	22,622
	Federation & Other Dues	6,835	8,138	8,000	5,200	7000	22,973
	Credit Card Fees	14,195	17,703	9,000	10,129	14500	40,898
	Interest on PNC LOC	0	-	-		0	-
	Bank Fees	1,636	2,227	4,000	2,794	3000	7,863
	Miscellaneous			-			-
	Parking	39	213	200	1,140	500	452
	Depreciation Expense	10801	-	6,000		14000	16,801
	Total Office Costs	110,992	100,808	111,100	88,790	124,600	322,900

Payroll & Professional Fees							
	Administrative Salaries & Wages	396,154	452,317	536,000	401,095	610,000	1,384,471
	Bonuses	5,000	-				5,000
	ArtsConnect Artist Fee	13,017	-	-	-		13,017
	Independent Contractors	375	6,340	8,000	28,898	3000	14,715
	Accounting	20,406	26,576	24,000	20,850	25000	70,982
	Payroll Taxes	28,043	30,482	36,000	31,039	42000	94,525
	Benefits	4,925		-	4,008	18300	4,925
	Health Insurance	7,447	11,870	15,000	16,526	19872	34,317
	Payroll Service Fees	1,853	2,787	2,000	1,806	2400	6,640
	Legal Fees	400	22,128	-	144	500	22,528
	Staff Education	10751	280	2,500	3,950	10000	13,531
Total Payroll & Professional Fees		488,371	552,780	623,500	508,316	731,072	1,664,651
Promotional							
	Advertising	21,912	30,656	80,000	54,096	100000	132,568
	Print & Design	81,455	73,165	85,000	109,580	80000	239,620
	Web Related	17,715	27,488	35,000	18,573	20000	80,203
	Postage	3,637	4,030	8,000	4,102	3700	15,667
	Travel	8,191	6,862	8,000	10,774	10000	23,053
	Hospitality	8,472	9,947	8,000	11,747	9000	26,419
	Other Promotional	400	-			0	400
Total Promotional		141,782	152,148	224,000	208,872	222,700	517,930
Non-Competition Expenses							
	Camp Costs	0	-				-
	Fundraising costs	0	14,478	5,000	23,353	13000	19,478
	Festival	120,154				120000	120,154
	Gala Costs	127,112	98,366	115,000	154,285	150000	340,478
	Education	41,121	53,318	45,000	69,687	75000	139,439
	Concerts & Events	54,707	35,896	35,000	32,504	17,000	125,603

	Piano Flicks	0					-
	Non-Competition InKind	0					-
	NY Debut	40580				45000	40,580
	Venue & Valet Costs	0					-
	Retail for Resale	0					-
	Social Events	8981	6,848	5,000	5,700	10000	20,829
	Strategic Planning	0	36,500				36,500
Total Non-Competition Expenses		392,655	245,406	205,000	285,529	430,000	843,061
Young Artists CIPC Production Costs							
1	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
6	Jury Costs		70,424				70,424
7	Orchestra/Conductor		55,300				55,300
8	Prizes expense		32,000				32,000
9	Selection Process		5,000				5,000
10	Social Competition Events		4,268				4,268
11	Ticket Expense		4,300				4,300
12	Transcriptions		2,377				2,377
13	Tuning and Medals		86				86
14	Venue & Valet Costs		14,374				14,374
Total Young Artists CIPC Production Costs		0	326,647	-	-		326,647
Total Expense		1,138,403	1,392,519	2,106,832	1,969,572	1,509,872	4,633,151
Net Income		130,949	(6,458)	(66,915)	121,665	8,597	62,179
	Bonus pool based on 3-yr net			22,500			

New net income after bonus							39,679

2025 BOARD & COMMITTEE MEETINGS

JANUARY	FEBRUARY	MARCH	APRIL
<p>Jan. 13: Governance Committee, 3:30 PM Jan. 13: Executive Committee, 5:00 PM</p>	<p>Feb. 10: Governance Committee, 3:30 PM Feb. 10: Board of Directors, 5:00 PM</p>	<p>Mar. 4: CMA Lunchtime Concert with Tøke Møldrup (cello) and Yaron Kohlberg, 12:00 PM</p> <p>Mar. 10: Governance Committee, 3:30 PM Mar. 10: Executive Committee, 5:00 PM</p> <p>Mar. 19: Partnership performance with Cleveland School of the Arts</p>	<p>Apr. 14: Governance Committee, 3:30 PM Apr. 14: Board of Directors, 5:00 PM</p> <p>Apr. 15: CMA Lunchtime Concert with Zhu Wang, 12:00 PM</p>
MAY	JUNE	JULY	AUGUST
<p>May 12: Governance Committee, 3:30 PM May 12: Executive Committee, 5:00 PM</p> <p>May 13: CMA Lunchtime Concert with Daniela Liebman, 12:00 PM</p>	<p>June 16: Governance Committee, 3:30 PM June 16: Board of Directors, 5:00 PM</p>	<p>July 7: Governance Committee, 3:30 PM July 7: Executive Committee, 5:00 PM</p> <p>July 20: Gala with The Five Browns July 20-Aug3: Piano Festival</p>	
SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
<p>Sept. 15: Governance Committee, 3:30 PM Sept. 15: Board of Directors, 5:00 PM</p>	<p>Oct. 20: Governance Committee, 3:30 PM Oct. 20: Executive Committee, 5:00 PM</p>	<p>Nov. 10: Governance Committee (TENT), 3:30 PM Nov. 10: Annual Meeting, 5:00 PM</p>	

Current as of 11/8/24