MINNESOTA MUSIC EDUCATORS ASSOCIATION FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 (AUDITED) AND 2016 (UNAUDITED)

PREPARED BY

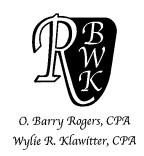
BWK ROGERS PC

REPORT OF CERTIFIED PUBLIC ACCOUNTANTS

TABLE OF CONTENTS

Independent Auditor's Report	1-2
Financial Statements	
Statements of Financial Position	3
Statements of Activities	4
Statement of Functional Expenses	5
Statements of Cash Flows	6
Notes to the Financial Statements	7_1.4

BWK Rogers PC certified public accountants & consultants Minneapolis, Minnesota



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Minnesota Music Educators Association

We have audited the accompanying financial statements of Minnesota Music Educators Association (a nonprofit organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Minnesota Music Educators Association as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Prior Period Financial Statements

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The 2016 financial statements were reviewed by other accountants, and their report thereon, dated November 7, 2017, stated they were not aware of any material modifications that should be made to those financial statements for them to be in conformity with accounting principles generally accepted in the United States of America. However, a review is substantially less in scope than an audit and does not provide a basis for the expression of an opinion on the financial statements.

October 25, 2018

MINNESOTA MUSIC EDUCATORS ASSOCIATION STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2017 (AUDITED) AND 2016 (UNAUDITED)

ASSETS	2017 (Audited)	2016 (Unaudited)
Current Assets		
Cash and Cash Equivalents	\$ 242,133	\$ 223,302
Investments - Certificates of Deposit	81,198	81,036
Accounts Receivable	14,569	•
Prepaid Expenses	17,027	•
Total Current Assets	354,927	334,746
Furniture and Equipment, Net of Accumulated Depreciation of \$16,390 and \$16,135 in		
2017 and 2016, Respectively	1,022	526
Total Assets	\$ 355,949	<u>\$ 335,272</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable	\$ 1,462	\$ 200
Due to MCUCM	4,909	3,893
Accrued Expenses	1,051	· ·
Refundable Advances	152,947	144,049
Total Current Liabilities	160,369	149,430
Unrestricted Net Assets	195,580	185,842
Total Liabilities and Net Assets	\$ 355,949	\$ 335,272

MINNESOTA MUSIC EDUCATORS ASSOCIATION STATEMENTS OF ACTIVITIES YEARS ENDED DECEMBER 31, 2017 (AUDITED) AND 2016 (UNAUDITED)

UNRESTRICTED SUPPORT AND REVENUE	<u>(</u>	2017 Audited)	<u>(U</u>	2016 Inaudited)
Program Service Fees	\$	642,602	\$	625,709
Membership Dues	Ψ	46,059	Ψ	46,860
In-Kind Contributions		18,071		19,899
Other Contributions		13,277		11,256
Advertising		24,090		26,720
Mailing List Income		13,040		14,390
Interest Income		211		211
Other Income		3,518		3,455
Total Unrestricted Support and Revenue		760,868		748,500
EXPENSES				
Program Services:				
Professional Development		249,395		229,025
Students Making Music		407,546		408,838
Advocacy		19,367		19,905
Total Program Services		676,308		657,768
Supporting Services:				
Management and General		71,946		58,495
Fundraising		2,876		9,822
Total Supporting Services		74,822		68,317
Total Expenses		751,130		726,085
CHANGE IN UNRESTRICTED NET ASSETS		9,738		22,415
Unrestricted Net Assets, Beginning of Year		185,842		163,427
Unrestricted Net Assets, End of Year	\$	195,580	\$	185,842

MINNESOTA MUSIC EDUCATORS ASSOCIATION STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2017 (AUDITED) WITH COMPARATIVE TOTALS FOR 2016 (UNAUDITED)

2017 (Audited)

						(Audited	(pa)						
			Pr	Program Services	vices		S	upporting	Supporting Services	SS			
	Profe	Professional	St	Students			Management	ent				2016	
	Deve	Development	Maki	Making Music	Advoacy	Total	& General		Fundraising	Total	Total	(Unaudited)	
LARIES AND RELATED EXPENSES													
Salaries	€	53,425	↔	56,072	\$ 13,973	\$ 123,470	\$ 16,45	\$ 15		\$ 18,547	\$ 142,017	\$ 141,886	
Employee Benefits		11,550		11,916	2,796	26,262	5,291	11	420	5,711	31,973	29,696	
Payroll Taxes		4,047		4,333	1,095	9,475	1,239	66	164	1,403	10,878	10,827	
Total Salaries and Related Expenses		69,022		72,321	17,864	159,207	22,981	11	2,680	25,661	184,868	182,409	
THER EXPENSES													
All State		•		159,071	Í	159,071		1	1	1	159,071	152,268	
Bank Fees		5,288		11,267	•	16,555	1,66	55	ı	1,665	18,220	16,857	
Contract Services		34,264		71,186	•	105,450	12,031	11	1	12,031	117,481	117,247	
Equipment Rental & Maintenance		30,001		3,744	1	33,745	6,17	ij	1	6,141	39,886	42,696	
Food		13,565		11,081	•	24,646	1,06	69	1	1,069	25,715	21,709	
Information Technology		13,727		5,240	•	18,967	8,398	80	•	8,398	27,365	24,108	
Insurance		1,187		13	1	1,200	4,34	91	t	4,346	5,546	4,911	
Miscellaneous		593		1,135	ı	1,728	652	23	1	652	2,380	206	
Occupancy		61,880		11,995	1,306	75,181	1,554	4	196	1,750	76,931	75,659	
Postage		3,289		850	ľ	4,139	879	6,	1	879	5,018	5,271	
Printing		7,687		4,310	26	12,023	1,73		1	1,731	13,754	11,777	
Supplies		1,570		20,121	1	21,691	1,210	0.	ı	1,210	22,901	24,520	
Travel		7,322		35,212	171	42,705	9,03	4	ı	9,034	51,739	45,721	
Depreciation		1		1	•	•	25	55	1	255	255	426	
Total Expenses	\$	249,395	8	407,546	\$ 19,367	\$ 676,308	\$ 71,946	8	2,876	\$ 74,822	\$ 751,130	\$ 726,085	

MINNESOTA MUSIC EDUCATORS ASSOCIATION STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2017 (AUDITED) AND 2016 (UNAUDITED)

	<u>(</u> .	2017 Audited)	<u>(U</u> 1	2016 naudited)
CASH FLOWS FROM OPERATING ACTIVITIES	ф	0.700	ф	00.415
Change in Unrestricted Net Assets	\$	9,738	\$	22,415
Adjustments to reconcile change in net assets				
to net cash provided by operating activities:				
Depreciation		255		426
(Increase) in Accounts Receivable		(4,969)		(5,170)
Decrease (Increase) in Prepaid Expenses		3,781		(4,902)
Increase (Decrease) in Accounts Payable		1,262		(2,068)
Increase in Due to MCUCM		1,016		342
(Decrease) Increase in Accrued Expenses		(237)		381
Increase in Refundable Advances		8,898		12,809
Net Cash Provided by Operating Activities		19,744		24,233
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchase of Investments - Certificates of Deposit		(81,198)		(81,036)
Proceeds from Maturity of Investments - Certificates of Deposit		81,036		80,874
Purchase of Property and Equipment		(751)		(702)
Net Cash (Used) by Investing Activities		(913)		(864)
Net Increase in Cash and Cash Equivalents		18,831		23,369
Cash and Cash Equivalents, Beginning of Year		223,302		199,933
Cash and Cash Equivalents, End of Year	\$	242,133	\$	223,302

NOTE 1. ORGANIZATION

Minnesota Music Educators Association (MMEA) is incorporated under the Minnesota Nonprofit Corporation Act. MMEA seeks to promote high quality music education for every student in Minnesota. MMEA's purpose is to develop an appreciation for music by promoting music and encouraging cooperation among the various agencies of music education. MMEA is supported primarily through public contributions; audition, registration, and exhibitor fees; member dues; and publication advertising revenues. MMEA currently provides its services through the following programs:

<u>Professional Development for Music Educators</u>: MMEA provides professional development through journal and continuing education training in education methods, assessment, technology, and reaching all learners. They serve more than half of Minnesota's K-12 music educators through these services.

<u>Students Making Music</u>: MMEA directly serves students from around Minnesota. MMEA engages the students in learning music knowledge including historical and cultural content, technical facility, communication skills in responding to performance of peer students or themselves, and social skills or expectations in a group setting.

<u>Advocacy</u>: MMEA provides research-based facts to school board members, parents of music students, and the community to ensure the continued presence of music education for all students in K-12 schools. MMEA responded to requests from the community, including media, for information about the status of music education in Minnesota's schools.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Net Assets Classifications

The financial statements are presented in accordance with the provisions of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, *Not-for-Profit Entities*. Under ASC 958, MMEA is required to report information regarding its financial position and activities in three classes of net assets:

- Unrestricted net assets are not subject to donor-imposed restrictions and represent funds that are fully available, at the discretion of management and the Board of Directors, for the Organization to utilize for any of its programs or supporting services.
- Temporarily restricted net assets are comprised of funds that are restricted by donors for specific purposes or time periods. At December 31, 2017 and 2016, the Organization had no temporarily restricted net assets.
- Permanently restricted net assets are subject to a donor-imposed restriction that they be maintained permanently by the Organization. At December 31, 2017 and 2016, the Organization had no permanently restricted net assets.

Tax Exempt Status

Minnesota Music Educators Association has been recognized by the Internal Revenue Services (IRS) as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code (the Code) and, accordingly, is generally not subject to income taxes, except for taxes pertaining to unrelated business income. The Organization is exempt from state taxes under Minnesota Statute 290.05. Therefore, there is no provision for income taxes, and unrelated income subject to tax is considered to be insignificant.

Cash and Cash Equivalents

Minnesota Music Educators Association considers all highly liquid investments with original maturities of three months or less to be cash equivalents. MMEA maintains its cash and cash equivalents with high credit quality financial institutions. From time to time, MMEA's balances in its bank accounts may exceed Federal Deposit Insurance Corporation limits. MMEA periodically evaluates the risk of exceeding insurance levels and may transfer funds as deemed appropriate. MMEA has not experienced any losses with regards to balances in excess of insured limits or as a result of other concentrations of credit risk.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Certificates of Deposit

Certificates of deposit held for investment are reported in Investments – Certificates of Deposit. Certificates of deposit with original maturities greater than three months and remaining maturities less than one year are classified as short-term investments. Certificates of deposit with remaining maturities greater than one year are classified as long-term investments.

Accounts Receivable

Accounts receivable consist of balances due from customers or program services and goods provided and are recorded when invoices are issued. Accounts receivable are written off when they are determined to be uncollectible. Management believes that all accounts receivable are fully collectible; accordingly, there is no allowance for doubtful accounts.

Furniture and Equipment

MMEA capitalizes all expenditures for property and equipment with a useful life greater than one year and costing \$500 or more to which they have absolute legal title. Furniture and equipment is stated at cost or at the estimated fair value at the date of donation in the case of donated assets. If donors stipulate how long the assets must be used, the contributions are recorded as restricted support. In the absence of such stipulations, contributions of furniture and equipment are recorded as unrestricted support.

Expenditures for renewals and improvements are capitalized while the cost of maintenance and repairs is charged to expense as incurred. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation is removed from the accounts, and any resulting gain or loss is reflected in income for the period.

Depreciation is provided through the use of the straight-line method over the useful life of the asset, ranging from three to five years.

Revenue Recognition

Clinic registration, exhibitor fees, workshops, and training session fees are recognized as revenue upon completion of the clinic or sessions. All State and other music festival audition and registration fees are recognized as revenue when earned.

Publications revenue consists of advertising in Interval and subscriptions to individuals and organizations who are not members of MMEA. Advertising income is recognized when the publication is issued. Subscriptions are recognized as revenue when received by MMEA.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Contributions

Under generally accepted accounting principles for not-for-profit organizations, contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Donor restricted contributions, the restriction of which are met in the same year as the contributions is made, are reported as unrestricted contributions.

Donated Material and Services

Contributed services are recorded as contributions, at fair value, when the service creates or enhances a non-financial asset and requires a specialized skill. Some unpaid volunteers have made contributions of their time to the Organization's programs. The value of this contributed time is not reflected in these statements since it does not meet the requirements for recognition in the financial statements.

Functional Allocation of Expenses

The majority of expenses are directly identified with the program or supporting services to which they relate. Expenses not directly identifiable by function are allocated to program and supporting services on the basis of salaries and other bases determined by management.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the period. Ultimate results could differ from those estimates.

Comparative Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2016, from which the summarized information was derived.

NOTE 3. FAIR VALUE MEASUREMENT

The Organization follows the guidance in FASB ASC 820-10, which establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical asses or liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are as follows:

- Level 1 Observable inputs such as quoted market prices in active markets for identical assets or liabilities
- Level 2 Observable market-based inputs or unobservable inputs that are corroborated by market data
- Level 3 Unobservable inputs for which there is little or no market data, which require the use of the reporting entity's own assumptions

Certain financial instruments are carried at cost on the Statement of Financial Position, which approximates fair value due to their short-term, highly liquid nature. These instruments include cash and cash equivalents, accounts receivable, accounts payable, and other current liabilities. Certificates of Deposit were classified in Level 2 and were valued based on original cost, which approximates fair value. Management believes the estimated fair value to be a reasonable approximation of the exit price for these investments.

The following is a summary of input levels used to determine fair values, measured on a recurring basis, of the following assets at December 31:

		<u>20</u>	<u>17</u>			<u>20</u>	<u>16</u>	
	Level 1	Level 2	Level 3	<u>Total</u>	Level 1	Level 2	Level 3	<u>Total</u>
Certificates								
of Deposit	\$	<u>\$81,198</u>	\$	<u>\$81,198</u>	\$	<u>\$81,036</u>	\$	<u>\$81,036</u>

NOTE 4. INVESTMENTS - CERTIFICATES OF DEPOSIT

Investments consists of Certificates of Deposit (CDs). The CDs are recorded at cost. The value reported at December 31, 2017 and 2016 approximates fair market value. At December 31 MMEA had the following CDs:

	<u>2017</u>	<u>2016</u>
12-month CD that matures December 10 annually, interest rate of 0.20%	\$81,198	\$81,036

NOTE 5. FURNITURE AND EQUIPMENT

Furniture and equipment consists of the following at December 31:

	<u>2017</u>	<u> 2016</u>
Computers and equipment	\$17,412	\$16,661
Less: accumulated depreciation	(16,390)	(16,135)
Net Property and Equipment	\$ 1,022	<u>\$ 526</u>

Depreciation expense of \$255 and \$426 was recorded for the years ended December 31, 2017 and 2016, respectively.

NOTE 6. DUE TO MCUCM

The Organization entered a fiscal sponsorship agreement with Minnesota College and University Council for Music (MCUCM) as of September 16, 2015. At December 31, 2017 and 2016, the Organization had \$4,909 and \$3,893 that is held for MCUCM included in their Cash and Cash Equivalents accounts.

NOTE 7. REFUNDABLE ADVANCES

Refundable advances at December 31, 2017 and 2016 consisted of pre-registration and exhibitor fees for the Midwinter Clinic and other miscellaneous amounts.

NOTE 8. UNRELATED BUSINESS TAXABLE INCOME

Certain income unrelated to a nonprofit organization's charitable purpose is taxable by the federal government. In 2017 and 2016, MMEA had unrelated gross receipts of \$24,911 and \$27,094, consisting of advertising revenue and sales of mailing lists. No tax liability exists for 2017 or 2016 since income is offset by deductible expenses.

NOTE 9. IN-KIND CONTRIBUTIONS

During the years ended December 31, 2017 and 2016, MMEA received noncash contributions of goods and services that have been reflected in the financial statements as follows:

	<u>2017</u>	<u>2016</u>
Contract Services	\$11,600	\$ 9,600
Equipment	4,976	8,005
Sheet Music	1,495	<u>2,294</u>
Total In-kind Contributions	\$18.071	\$19,899

NOTE 10. RETIREMENT PLAN

Minnesota Music Educators Association maintains a defined contribution 403(b) taxdeferred annuity pension plan for all employees who have completed six months of service. The Organization's contribution each year is computed as a percentage of salary. For the years ended December 31, 2017 and 2016, MMEA made contributions of \$13,973 and \$13,565, respectively, which is included in Employee Benefits.

NOTE 11. LEASE COMMITMENTS

MMEA entered into lease agreements for rental space and equipment under non-cancelable leases. The lease agreement for rental space includes escalation clauses in each subsequent year. The lease for rental space was amended in 2017 to extend the expiration date to October 31, 2018.

Monthly payments for rental space include MMEA's share of taxes and operating costs. Total space rental expense for the years ended December 31, 2017 and 2016 was \$13,056 and \$12,934, respectively, and is included in Occupancy. Annual base lease payments for equipment are \$3,180. The total equipment lease expense for the years ended December 31, 2017 and 2016 was \$1,986 and \$3,164, respectively, and is included in Equipment Rental and Maintenance. These leases expire in 2022.

Future minimum lease payments under these leases as of December 31, 2017 are as follows:

Year ending December 31	
2018	\$13,892
2019	3,179
2020	3,179
2021	3,179
2022	2,611
Total	\$26,040

NOTE 12. COMMITMENTS AND CONTINGENCIES

MMEA has entered into various agreements with three vendors to reserve space for several clinics. As part of these agreements, MMEA is required to pay damages in the event of any cancellations that range from 10% to 80% of the vendor's anticipated revenue from these events or 50% to 75% of the agreed upon rental fee. Total estimated damages to be paid by MMEA in the event of a cancellation would be approximately \$185,104.

Subsequent to December 31, 2017, MMEA had to cancel the All-State Bands and Orchestra Concert due to weather. MMEA still incurred a number of expenses, including staff, conductors, travel, hotel, meals, rental of Orchestra Hall, rental of music and music equipment, and payment to produce All-State concert program. MMEA also lost significant income in concert tickets and advertising refunds and incurred some additional expenses in communicating to students, parents, and music educators and paying for refunds via Orchestra Hall. MMEA had event cancellation insurance for the Midwinter Clinic and the All-State concerts. A claim was submitted, and an insurance payment of \$24,952 was received in July 2018.

NOTE 13. SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through the date the financial statements were issued, October 25, 2018. There are no additional subsequent events required to be disclosed in accordance with accounting standards.

NOTE 14. INCOME TAX UNCERTAINTIES

The Organization follows the guidance in the income tax standard regarding the recognition and measurement of uncertain tax positions. The guidance clarifies the accounting for the uncertainty in income taxes recognized in the entity's financial statements. The guidance further prescribes recognition and measurement of tax provisions taken or expected to be taken on a tax return that are not certain to be realized. The application of this standard has no impact on the Organization's financial statements.

The Organization's tax returns are subject to review and examination by federal, state and local authorities. The tax returns for the years 2013 to 2017 are open to examination by federal, state, and local authorities.