

# Musical Bridges Around The World, Inc.

## Profit & Loss

January 31, 2018 through January 31, 2019

02/27/19

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|                                   | <u>Jan 31, '18 - Jan 31, 19</u> |
|-----------------------------------|---------------------------------|
| Ordinary Income/Expense           |                                 |
| Income                            |                                 |
| 33000 · Individual Donations      | 74,097.50                       |
| 33100 · Grant Revenue-Foundations | 230,250.00                      |
| 33200 · Grant Revenue-City        | 146,450.00                      |
| 33250 · Grant Revenue-County      | 10,000.00                       |
| 33275 · Grant Revenue-State       | 22,407.00                       |
| 33300 · Grant Revenue-Corporate   | 38,750.00                       |
| 33400 · Grant Revenue-Federal     | 9,200.00                        |
| 33501 · Piano Application Fees    | 140.00                          |
| 33502 · Piano Competition         | 30,697.18                       |
| 34000 · Membership                |                                 |
| 34001 · Impresario                | 28,000.00                       |
| 34002 · Producer                  | 9,848.00                        |
| 34003 · Membership - Musica Viva  | 47,039.52                       |
| 34004 · Artistic Director         | 2,335.26                        |
| 34005 · Gurwitz Group             | 16,868.04                       |
| 34006 · Membership - Fine Tunerz  | 4,290.94                        |
| Total 34000 · Membership          | 108,381.76                      |
| 35000 · Fundraising               |                                 |
| 35001 · D's on Keys Fundraiser    | 74,916.48                       |
| 35002 · Gurwitz Fundraisers       | 5,180.00                        |
| 35007 · Art Gallery Sales         | 6,100.00                        |
| Total 35000 · Fundraising         | 86,196.48                       |
| 35003 · Teaching Rental Space     | 2,437.50                        |
| 36000 · In-Kind Donations         | 196,945.20                      |
| Total Income                      | 955,952.62                      |
| Gross Profit                      | 955,952.62                      |

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| <b>Expense</b>                                       |                                 |
| <b>42000 · Program Expense</b>                       |                                 |
| 42001 · Artistic Fee                                 | 134,269.08                      |
| 42002 · Hotel Accomodations                          | 20,444.93                       |
| 42003 · Air Fare                                     | 15,367.81                       |
| 42004 · Rental Car                                   | 2,007.05                        |
| 42005 · Piano Expense                                | 7,912.00                        |
| 42006 · Venue Rental                                 | 8,250.00                        |
| 42007 · Art Gallery - Payment to Artist              | 1,400.00                        |
| 42008 · Rentals                                      | 4,423.57                        |
| 42010 · Flowers                                      | 1,602.08                        |
| 42011 · Catering/ SanFernando                        | 8,308.48                        |
| 42012 · Printing and Reproduction                    | 19,145.98                       |
| 42013 · Event Security                               | 1,840.00                        |
| 42014 · D's on Keys Fundraising                      | 21,968.72                       |
| 42016 · Curriculum Development                       | 6,800.00                        |
| 42018 · Meals For Guest Artist                       | 10,266.10                       |
| 42019 · Musica Viva Member Benefits                  | 9,518.18                        |
| 42020 · Fine Tunerz Member Benefits                  | 2,564.15                        |
| 42021 · Advertising Program Related                  | 9,326.45                        |
| 42022 · Postage Program Related Mail                 | 750.00                          |
|  | <hr/>                           |
| <b>Total 42000 · Program Expense</b>                 | <b>286,164.58</b>               |
| <b>42100 · Gurwitz 2020 Piano Competition</b>        |                                 |
| 42101 · Chairman of the Jury                         | 5,000.00                        |
| 42102 · Commision of New Work                        | 2,500.00                        |
| 42103 · Judges Deposits                              | 250.00                          |
| 42109 · Gurwitz Fundraising                          | 597.18                          |
| 42113 · Mailing & Postage                            | 310.14                          |
|  | <hr/>                           |
| <b>Total 42100 · Gurwitz 2020 Piano Competiti...</b> | <b>8,657.32</b>                 |

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|   | <u>Jan 31, '18 - Jan 31, 19</u> |
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| <b>43000 · Contract Labor</b>           |                                 |
| 43001 · Graphic Designer                | 34,195.87                       |
| 43002 · Grant Writer                    | 22,197.50                       |
| 43003 · Web-site Designer               | 18,065.00                       |
| 43004 · Developement Consultant         | 37,490.75                       |
| 43005 · Accounting Fees                 | 9,456.25                        |
| 43006 · Publicist                       | 4,155.00                        |
| 43007 · Educational Director            | 13,401.27                       |
| 43009 · Media Production                | 5,780.00                        |
| 43011 · Gallery Coordinator             | 1,000.00                        |
| 43012 · Photographer                    | 2,900.00                        |
| 43015 · Legal Fees                      | 5,888.00                        |
| 43017 · Computer Technical Assistance   | 354.00                          |
| 43018 · Director of Development         | 21,000.00                       |
| 43019 · Intern                          | 6,240.00                        |
|   | <hr/>                           |
| <b>Total 43000 · Contract Labor</b>     | 182,123.64                      |
| <b>44002 · Website Hosting Services</b> | 1,309.26                        |
| <b>45000 · Office Expenses</b>          |                                 |
| 45001 · Rent - Office Space             | 33,184.00                       |
| 45002 · Utilities                       | 4,845.50                        |
| 45003 · Insurance                       | 12,664.00                       |
| 45005 · Bank & Merchant Fees            | 6,826.05                        |
| 45006 · Postage and Delivery            | 4,430.23                        |
| 45007 · Dues and Subscriptions          | 8,458.23                        |
| 45008 · Printing                        | 236.44                          |
| 45009 · Telephone and Internet          | 6,395.86                        |
| 45013 · Conferences and Workshop        | 3,673.24                        |
| 45015 · Board & Committee Meetings      | 5,084.22                        |
| 45016 · Office Supplies                 | 12,562.48                       |
| 45017 · Software Subscription           | 4,872.00                        |
|   | <hr/>                           |
| <b>Total 45000 · Office Expenses</b>    | 103,232.25                      |

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**Profit & Loss**  
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|   | <u>Jan 31, '18 - Jan 31, 19</u> |
|---|---------------------------------|
| <b>65000 · Payroll &amp; Benefits</b>       |                                 |
| 65100 · Compensation Artistic Director      | 72,083.31                       |
| 65200 · Compensation Dir. Advancement       | 60,150.48                       |
| 65300 · Compensation Office Manager         | 26,999.14                       |
| 65500 · Compensation - Artistic Coor.       | 50,000.04                       |
| 65502 · Compensation-Development Dir...     | 17,350.00                       |
| 65700 · Payroll Tax Expense                 | 12,913.27                       |
| 65800 · Benefits Simple IRA                 | 7,770.41                        |
|   | <hr/>                           |
| <b>Total 65000 · Payroll &amp; Benefits</b> | 247,266.65                      |
| <br>  |                                 |
| <b>70000 · In-Kind Expenses</b>             | 196,945.20                      |
|   | <hr/>                           |
| <b>Total Expense</b>                        | 1,025,698.90                    |
|   | <hr/>                           |
| <b>Net Ordinary Income</b>                  | -69,746.28                      |
| <br>  |                                 |
| <b>Other Income/Expense</b>                 |                                 |
| <b>Other Income</b>                         |                                 |
| 91001 · Unrealized Gain/(Loss)on Invest     | 31,206.85                       |
|   | <hr/>                           |
| <b>Total Other Income</b>                   | 31,206.85                       |
|   | <hr/>                           |
| <b>Net Other Income</b>                     | 31,206.85                       |
|   | <hr/>                           |
| <b>Net Income</b>                           | <b>-38,539.43</b>               |
|   | <hr/> <hr/>                     |