

2018 Children's Performing Arts Annual Report

Mission Statement: Our mission is to provide a platform to explore the world of artistic expression for children and their community. We do this by providing quality educational, theatrical experiences, which enhance children's self confidence, personal growth, group collaboration and leadership skills, while building community partnerships.

Goals:

-Provide theatrical, dance and musical interaction for children to develop skills in music, theater, and visual arts.

-Provide an opportunity for children to perform at their level of comfort in a supportive environment.

-Actively engage children in their community and the local community with Children's Performing Arts.

-Provide leadership development for youth including programs that increase leadership, teamwork, and cognitive skills.

Statement of Inclusion: Children's Performing Arts honors the uniqueness of each individual and embraces diverse backgrounds, values and viewpoints to build a strong, inclusive community that prepares youth for lives in a multicultural society. This means providing all who live, learn, and work within our organization to have the opportunity to experience a broad range of ideas and perspectives. Diversity is an irreplaceable educational and artistic asset that develops the whole person. As we embrace the opportunity to learn from each other; it challenges us to grow and think differently. Quality education is enhanced by shared perspectives of those with varied backgrounds and views. Children's Performing Arts strives to create a supportive environment that welcomes all people regardless of race, beliefs, disability or economic status.

Board of Directors: Sharon Hanifl-Lee, Brooke Ihlenfeldt, Blaine Stephens, Kelly Dzurik, Shari Melsa, Sandy Stout, Jennifer Hallingstad, Tim Maurer, Sonja Thorson, Nor Olson, Kate Thomas, Amy Peterson, Kari Bullion (Executive Director)

Community/Population/Geographic Area Served: We serve the north metro. Cities: Forest Lake, Hugo, Scandia, Columbus, Lindstrom, Linwood, East Bethel, Fridley, Lino Lakes, White Bear Lake. Counties: Hennepin, Anoka, Washington, Chisago

Description of major programs/activities:

-Legacy Program – Madagascar Jr. - Program ran 22 weeks (from September to February) and builds up to a weekend of performances. Our organization works with all the children at different levels to help them all grow as artists. Within this program we focus on different age levels of our participants to maximize their experience and growth in the arts. This program utilizes volunteer support to achieve many of its objectives.

-Introduced 'Upper Level' program for grades 7-12 with Joseph & The Amazing Technicolor Dreamcoat

-Three Sessions of Show Choir performed locally at senior homes and multiple events

-Introduced Ready, Set, Create Summer Camp created by Artistic Director, Carrie Carlson

- Frog & Toad Summer Camp
- Evening Summer Camp option with Vanessa Agnes
- Added Workshops and additional classes

-Staged original production 'The Rough-Face Girl' based on the book by Rafe Martin, adapted by Diane Smith.

-Launched **Spotlight on a Cause** program with Jelly Beans the Cheetah and Hope an original collaboration with Children's Performing Arts and author SissyMarySue. Spotlight on a Cause is a new program designed to expand on Children's Performing Arts (CPA) leadership programming. Every year our Fall production will spotlight a different cause. This was our first year and we partnered with H2O for Life. The kids put on a production that brought awareness to the chosen cause. This year's production, Jellybean the Cheetah and Hope is based on a children's book by a Minnesota author, SissyMarySue (AKA Wendy Mulhauser). The first hour of rehearsal was dedicated to developing leaders and learning about the cause: what the kids could do about the cause, and how they could make a difference. The program ended with the weekend of the shows at the Hanifl PAC- this year November 16th-18th - as well as the kids' chosen fundraiser. The goal of this program is to teach our children about the world around them, how they can make a difference and how to become future leaders within our community.

Goals & Accomplishments: This has been an incredible year for Children's Performing Arts. 2018 was our first year of year round sustainable programming.

Children's Performing Arts

Profit & Loss Budget vs. Actual-All Classes

January through December 2018

	<u>Jan - Dec 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
43400 · Direct Public Support			
43410 · Corporate Contributions			
43414 · Corporate matched	1,700.00		
43418 · Sponsorships	250.00	2,388.00	-2,138.00
Total 43410 · Corporate Contributions	<u>1,950.00</u>	<u>2,388.00</u>	<u>-438.00</u>
43420 · Foundation Contributions	36,000.00		
43430 · Individual Contributions	37,188.96	10,700.00	26,488.96
43440 · Gifts in Kind	8,095.85	10,050.00	-1,954.15
43450 · Grants	9,077.00	24,100.00	-15,023.00
43500 · Pledge Income	24,995.77	40,450.00	-15,454.23
Total 43400 · Direct Public Support	<u>117,307.58</u>	<u>87,688.00</u>	<u>29,619.58</u>
45000 · Investments			
45030 · Interest-Savings, Short-term CD	32.83	12.00	20.83
Total 45000 · Investments	<u>32.83</u>	<u>12.00</u>	<u>20.83</u>
46000 · Ticket Sales	55,899.09	24,900.00	30,999.09
46400 · Other Types of Income			
46420 · Merchandise	882.80	1,100.00	-217.20
46423 · Marketplace	2,039.35	1,400.00	639.35
46425 · Concessions	4,219.76	2,938.00	1,281.76
46428 · Rental Income - Non profit	3,330.00		
46430 · Miscellaneous Revenue	15,138.87	1,325.00	13,813.87
46400 · Other Types of Income - Other	5.91		
Total 46400 · Other Types of Income	<u>25,616.69</u>	<u>6,763.00</u>	<u>18,853.69</u>
47200 · Program Income			
47230 · Registration Fee - Income	5,110.00	9,000.00	-3,890.00
47240 · Participation Fees - Income	55,531.50	41,545.00	13,986.50
Total 47200 · Program Income	<u>60,641.50</u>	<u>50,545.00</u>	<u>10,096.50</u>
47400 · Discounts & Promotions			
47450 · Scholarships	-1,756.00	-4,074.00	2,318.00
47460 · Employee Discounts	-4,135.00	-5,235.00	1,100.00
Total 47400 · Discounts & Promotions	<u>-5,891.00</u>	<u>-9,309.00</u>	<u>3,418.00</u>
Total Income	<u>253,606.69</u>	<u>160,599.00</u>	<u>93,007.69</u>
Expense			
60900 · Business Expenses			
60920 · Business Registration Fees	25.00	25.00	0.00
60930 · Advertising Fees	898.44		
Total 60900 · Business Expenses	<u>923.44</u>	<u>25.00</u>	<u>898.44</u>
62100 · Contract Services			
62110 · Accounting Fees	1,000.00		
62130 · Professional fees			
62132 · IT	4,000.00	600.00	3,400.00
62133 · Temporary help	472.25		

Children's Performing Arts

Profit & Loss Budget vs. Actual-All Classes

January through December 2018

	Jan - Dec 18	Budget	\$ Over Budget
62130 · Professional fees - Other	8,282.00	9,100.00	-818.00
Total 62130 · Professional fees	12,754.25	9,700.00	3,054.25
62140 · Legal Fees	350.00	350.00	0.00
62150 · Production Contract Services			
62152 · Director	18,030.00	8,175.00	9,855.00
62153 · Choreographer	6,425.00	8,000.00	-1,575.00
62154 · Music	5,700.00	3,800.00	1,900.00
62155 · Sets and Props Design	2,304.00	2,400.00	-96.00
62157 · Sound	3,606.99	2,350.00	1,256.99
62158 · Lights	850.00		
62159 · Costume Design	4,050.00	2,200.00	1,850.00
Total 62150 · Production Contract Services	40,965.99	26,925.00	14,040.99
Total 62100 · Contract Services	55,070.24	36,975.00	18,095.24
62800 · Facilities and Equipment			
62810 · Depr and Amort - Allowable	660.60		
62840 · Equipment & Maintenance	7,483.35	11,670.00	-4,186.65
62880 · Rent and Parking	1.00	250.00	-249.00
62890 · Utilities			
62894 · Phone	710.58	405.00	305.58
62895 · Website	917.85		
62890 · Utilities - Other	95.00		
Total 62890 · Utilities	1,723.43	405.00	1,318.43
Total 62800 · Facilities and Equipment	9,868.38	12,325.00	-2,456.62
65000 · Operations			
65010 · Books, Subscriptions, Reference	2,471.00	3,700.00	-1,229.00
65020 · Postage, Mailing Service	1,621.82	525.00	1,096.82
65030 · Printing and Copying	7,208.75	11,900.00	-4,691.25
65040 · Supplies	8,033.73	8,170.00	-136.27
Total 65000 · Operations	19,335.30	24,295.00	-4,959.70
65100 · Other Types of Expenses			
65120 · Insurance			
65121 · Liability	2,287.00	2,141.00	146.00
65122 · Workman's Comp	538.00	330.00	208.00
65123 · Directors & Officers	750.00	750.00	0.00
65120 · Insurance - Other	251.00	2.00	249.00
Total 65120 · Insurance	3,826.00	3,223.00	603.00
65140 · Cost of Goods Sold			
65141 · Market	944.99	500.00	444.99
65142 · Clothing	43.39	1,100.00	-1,056.61
65143 · Concessions	1,202.06	1,000.00	202.06
Total 65140 · Cost of Goods Sold	2,190.44	2,600.00	-409.56
65150 · Materials for Programs/Classes			
65152 · Music	343.84		
65153 · Clothing	2,262.57	500.00	1,762.57

Children's Performing Arts

Profit & Loss Budget vs. Actual-All Classes

January through December 2018

	Jan - Dec 18	Budget	\$ Over Budget
65154 · Snacks	3,874.85	1,700.00	2,174.85
65155 · Gifts	99.99	300.00	-200.01
65156 · Costume Materials	4,029.07	200.00	3,829.07
65157 · Sets & Props Materials	2,722.02	3,150.00	-427.98
65158 · Sound & Lights	2,713.08	2,200.00	513.08
65159 · Licenses & Scripts	10,952.31	1,000.00	9,952.31
65150 · Materials for Programs/Classes - Other	105.05		
Total 65150 · Materials for Programs/Classes	27,102.78	9,050.00	18,052.78
65180 · Other Costs			
65182 · Fees and Bank Fees	10,795.64	4,632.00	6,163.64
65189 · Misc Other Expenses	4,164.95	2,020.00	2,144.95
Total 65180 · Other Costs	14,960.59	6,652.00	8,308.59
Total 65100 · Other Types of Expenses	48,079.81	21,525.00	26,554.81
66000 · Payroll Expenses			
66100 · Salaries & Wages	51,780.04	41,600.00	10,180.04
66300 · Payroll Taxes			
66305 · FICA & Medicare	3,961.18		
66306 · State Payroll Taxes	0.00		
66307 · Federal Payroll Taxes	0.00		
66308 · State Unemployment	50.20		
66300 · Payroll Taxes - Other	0.00	8,906.00	-8,906.00
Total 66300 · Payroll Taxes	4,011.38	8,906.00	-4,894.62
66400 · Training	658.00		
66000 · Payroll Expenses - Other	0.00	-5,682.00	5,682.00
Total 66000 · Payroll Expenses	56,449.42	44,824.00	11,625.42
68300 · Travel and Meetings			
68310 · Conference, Convention, Meeting	1,288.88	2,875.00	-1,586.12
68320 · Travel	0.00	250.00	-250.00
68330 · Mileage	1,040.00		
Total 68300 · Travel and Meetings	2,328.88	3,125.00	-796.12
69000 · Donations	500.00		
Total Expense	192,555.47	143,094.00	49,461.47
Net Ordinary Income	61,051.22	17,505.00	43,546.22
Net Income	61,051.22	17,505.00	43,546.22

Children's Performing Arts

Profit & Loss Budget vs. Actual-All Classes

January through December 2018

	% of Budget
Ordinary Income/Expense	
Income	
43400 · Direct Public Support	
43410 · Corporate Contributions	
43414 · Corporate matched	
43418 · Sponsorships	10.47%
Total 43410 · Corporate Contributions	81.66%
43420 · Foundation Contributions	
43430 · Individual Contributions	347.56%
43440 · Gifts in Kind	80.56%
43450 · Grants	37.66%
43500 · Pledge Income	61.79%
Total 43400 · Direct Public Support	133.78%
45000 · Investments	
45030 · Interest-Savings, Short-term CD	273.58%
Total 45000 · Investments	273.58%
46000 · Ticket Sales	224.49%
46400 · Other Types of Income	
46420 · Merchandise	80.26%
46423 · Marketplace	145.67%
46425 · Concessions	143.63%
46428 · Rental Income - Non profit	
46430 · Miscellaneous Revenue	1,142.56%
46400 · Other Types of Income - Other	
Total 46400 · Other Types of Income	378.78%
47200 · Program Income	
47230 · Registration Fee - Income	56.78%
47240 · Participation Fees - Income	133.67%
Total 47200 · Program Income	119.98%
47400 · Discounts & Promotions	
47450 · Scholarships	43.1%
47460 · Employee Discounts	78.99%
Total 47400 · Discounts & Promotions	63.28%
Total Income	157.91%
Expense	
60900 · Business Expenses	
60920 · Business Registration Fees	100.0%
60930 · Advertising Fees	
Total 60900 · Business Expenses	3,693.76%
62100 · Contract Services	
62110 · Accounting Fees	
62130 · Professional fees	
62132 · IT	666.67%
62133 · Temporary help	

Children's Performing Arts

Profit & Loss Budget vs. Actual-All Classes

January through December 2018

	% of Budget
62130 · Professional fees - Other	91.01%
Total 62130 · Professional fees	131.49%
62140 · Legal Fees	100.0%
62150 · Production Contract Services	
62152 · Director	220.55%
62153 · Choreographer	80.31%
62154 · Music	150.0%
62155 · Sets and Props Design	96.0%
62157 · Sound	153.49%
62158 · Lights	
62159 · Costume Design	184.09%
Total 62150 · Production Contract Services	152.15%
Total 62100 · Contract Services	148.94%
62800 · Facilities and Equipment	
62810 · Depr and Amort - Allowable	
62840 · Equipment & Maintenance	64.13%
62880 · Rent and Parking	0.4%
62890 · Utilities	
62894 · Phone	175.45%
62895 · Website	
62890 · Utilities - Other	
Total 62890 · Utilities	425.54%
Total 62800 · Facilities and Equipment	80.07%
65000 · Operations	
65010 · Books, Subscriptions, Reference	66.78%
65020 · Postage, Mailing Service	308.92%
65030 · Printing and Copying	60.58%
65040 · Supplies	98.33%
Total 65000 · Operations	79.59%
65100 · Other Types of Expenses	
65120 · Insurance	
65121 · Liability	106.82%
65122 · Workman's Comp	163.03%
65123 · Directors & Officers	100.0%
65120 · Insurance - Other	12,550.0%
Total 65120 · Insurance	118.71%
65140 · Cost of Goods Sold	
65141 · Market	189.0%
65142 · Clothing	3.95%
65143 · Concessions	120.21%
Total 65140 · Cost of Goods Sold	84.25%
65150 · Materials for Programs/Classes	
65152 · Music	
65153 · Clothing	452.51%

Children's Performing Arts

Profit & Loss Budget vs. Actual-All Classes

January through December 2018

	% of Budget
65154 · Snacks	227.93%
65155 · Gifts	33.33%
65156 · Costume Materials	2,014.54%
65157 · Sets & Props Materials	86.41%
65158 · Sound & Lights	123.32%
65159 · Licenses & Scripts	1,095.23%
65150 · Materials for Programs/Classes - Other	
Total 65150 · Materials for Programs/Classes	299.48%
65180 · Other Costs	
65182 · Fees and Bank Fees	233.07%
65189 · Misc Other Expenses	206.19%
Total 65180 · Other Costs	224.9%
Total 65100 · Other Types of Expenses	223.37%
66000 · Payroll Expenses	
66100 · Salaries & Wages	124.47%
66300 · Payroll Taxes	
66305 · FICA & Medicare	
66306 · State Payroll Taxes	
66307 · Federal Payroll Taxes	
66308 · State Unemployment	
66300 · Payroll Taxes - Other	0.0%
Total 66300 · Payroll Taxes	45.04%
66400 · Training	
66000 · Payroll Expenses - Other	0.0%
Total 66000 · Payroll Expenses	125.94%
68300 · Travel and Meetings	
68310 · Conference, Convention, Meeting	44.83%
68320 · Travel	0.0%
68330 · Mileage	
Total 68300 · Travel and Meetings	74.52%
69000 · Donations	
Total Expense	134.57%
Net Ordinary Income	348.76%
Net Income	348.76%

Children's Performing Arts
Statement of Financial Position
As of December 31, 2018

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
10000 · US Bank Checking	84,779.82	27,125.60	57,654.22	212.55%
10050 · MidCountry Checking	2,076.67	0.00	2,076.67	100.0%
10100 · Petty Cash	100.00	0.00	100.00	100.0%
10300 · Savings Account	30,005.80	30,002.87	2.93	0.01%
Total Checking/Savings	<u>116,962.29</u>	<u>57,128.47</u>	<u>59,833.82</u>	<u>104.74%</u>
Accounts Receivable				
11000 · Accounts Receivable	0.00	-354.15	354.15	100.0%
12000 · Contributions Receivable				
12100 · Pledges Receivable	-500.00	0.00	-500.00	-100.0%
Total 12000 · Contributions Receivable	<u>-500.00</u>	<u>0.00</u>	<u>-500.00</u>	<u>-100.0%</u>
Total Accounts Receivable	<u>-500.00</u>	<u>-354.15</u>	<u>-145.85</u>	<u>-41.18%</u>
Other Current Assets				
12001 · Undeposited Funds	0.00	354.15	-354.15	-100.0%
Total Other Current Assets	<u>0.00</u>	<u>354.15</u>	<u>-354.15</u>	<u>-100.0%</u>
Total Current Assets	<u>116,462.29</u>	<u>57,128.47</u>	<u>59,333.82</u>	<u>103.86%</u>
Fixed Assets				
16000 · Fixed Asset	2,378.00	0.00	2,378.00	100.0%
17000 · Accumulated Depreciation	-660.60	0.00	-660.60	-100.0%
Total Fixed Assets	<u>1,717.40</u>	<u>0.00</u>	<u>1,717.40</u>	<u>100.0%</u>
TOTAL ASSETS	<u>118,179.69</u>	<u>57,128.47</u>	<u>61,051.22</u>	<u>106.87%</u>
LIABILITIES & EQUITY				
Equity				
32000 · Unrestricted Net Assets	57,128.47	36,488.45	20,640.02	56.57%
Net Income	61,051.22	20,640.02	40,411.20	195.79%
Total Equity	<u>118,179.69</u>	<u>57,128.47</u>	<u>61,051.22</u>	<u>106.87%</u>
TOTAL LIABILITIES & EQUITY	<u>118,179.69</u>	<u>57,128.47</u>	<u>61,051.22</u>	<u>106.87%</u>