FINANCIAL STATEMENTS Together with Independent Auditors' Report February 28, 2010 and 2009



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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Music for All, Inc. and Affiliate:

We have audited the accompanying combined statements of financial position of Music for All, Inc. and Affiliate as of February 28, 2010 and 2009, and the related statements of activities, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits. The prior year summarized comparative information has been derived from the Organizations' 2009 financial statements and, in our report dated July 28, 2009, we expressed an unqualified opinion on those financial statements.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Music for All, Inc. and Affiliate as of February 28, 2010 and 2009, and the results of their operations and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States.

The accompanying financial statements have been prepared assuming that the Organizations will continue as a going concern. As discussed in Note 13 to the financial statements, the Organizations have a net deficit in unrestricted and total net assets. This condition could raise substantial doubt about the Organizations' ability to continue as a going concern. Management's plans in regard to these matters are also described in Note 13. The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

Greenwalt CPAS, me.

June 8, 2010

# COMBINED STATEMENTS OF FINANCIAL POSITION

FEBRUARY 28, 2010 AND 2009

ASSETS	<u>2010</u>	<u>2009</u>	LIABILITIES AND NET ASSETS (ACCUMULATED DEFICIT)	<u>2010</u>	<u>2009</u>
Current Assets			Current Liabilities		
Cash and cash equivalents	\$ 629,128	\$ 896,345	Line of credit	\$-	\$ 489,494
Accounts receivable, net of allowance for doubtful			Accounts payable	115,674	66,467
accounts of \$40,400 and \$26,900 in 2010 and 2009	663,940	999,654	Accrued expenses	101,136	150,277
Inventory	11,502	10,318	Prepaid event income	1,711,445	2,045,237
Prepaid expenses	194,453	78,330			
			Total current liabilities	1,928,255	2,751,475
Total current assets	1,499,023	1,984,647			
			Long-Term Liabilities		
Investments			Deferred trust liability	42,700	43,639
Marketable securities	116,377	83,086	Reserve for license fees	36,864	35,196
Property and Equipment			Total long-term liabilities	79,564	78,835
Property and equipment	1,500,482	1,599,628	,		
Accumulated depreciation	(1,196,745)	(1,163,964)	Total liabilities	2,007,819	2,830,310
Net property and equipment	303,737	435,664	Commitments and Contingency (Notes 10 and 11)		
Other Assets					
Trademark	20,000	20,000	Net Assets (Accumulated Deficit)		
			Unrestricted	(340,222)	(682,104)
			Temporarily restricted	132,155	264,249
			Permanently restricted	139,385	110,942
			Total accumulated deficit	(68,682)	(306,913)
	\$ 1,939,137	\$ 2,523,397		\$ 1,939,137	\$ 2,523,397

# COMBINED STATEMENTS OF ACTIVITIES

FOR THE YEAR ENDED FEBRUARY 28, 2010

WITH SUMMARIZED COMPARATIVE INFORMATION FOR THE YEAR ENDED FEBRUARY 28, 2009

	UNR	ESTRICTED		ANENTLY	2010 <u>TOTAL</u>	2009 <u>TOTAL</u>
REVENUE						
Event fees	\$	777,627	\$ -	\$ -	\$ 777,627	\$ 685,082
Housing and meal fees		952,917	-	-	952,917	1,380,268
Ticket fees		1,798,789	-		1,798,789	1,830,377
Band fees		428,924	-	-	428,924	430,728
Relocation revenue		22,079	-	-	22,079	29,529
Merchandise sales		61,995	-	-	61,995	121,133
Program book sales		125,916	-	-	125,916	91,812
Photography commissions		70,001	-	-	70,001	88,000
Video commissions and fees		200,532	-	-	200,532	82,404
Merchandise commissions		191,315	-	-	191,315	184,433
Sponsorships		781,792	-	-	781,792	700,753
Contributions		63,337	2,594	7,443	73,374	480,452
In-kind contributions		242,199	-	-	242,199	257,087
Grants		47,685	-	-	47,685	158,160
Interest		3,401	-	-	3,401	9,620
Loss on disposal of assets		(22,505)	-	-	(22,505)	-
Realized and unrealized gain (loss) on investme	nts	33,344	-	-	33,344	(28,491)
Miscellaneous		31,245	-	-	31,245	59,856
Net assets released from restrictions		113,688	 (134,688)	 21,000	 	 -
Total revenue		5,924,281	 (132,094)	 28,443	 5,820,630	 6,561,203
EXPENSES						
Event		4,831,418	-	-	4,831,418	5,691,761
Fundraising		318,379	-	-	318,379	431,318
General and administrative		432,602	 -	 -	 432,602	 562,332
Total expenses		5,582,399	 -	 -	 5,582,399	 6,685,411
CHANGE IN NET ASSETS		341,882	(132,094)	28,443	238,231	(124,208)
NET ASSETS (ACCUMULATED DEFICIT), BEGINNING OF YEAR		(682,104)	 264,249	 110,942	 (306,913)	 (182,705)
NET ASSETS (ACCUMULATED DEFICIT), END OF YEAR	\$	(340,222)	\$ 132,155	\$ 139,385	\$ (68,682)	\$ (306,913)

#### COMBINED STATEMENTS OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED FEBRUARY 28, 2010

WITH SUMMARIZED COMPARATIVE INFORMATION FOR THE YEAR ENDED FEBRUARY 28, 2009

		VENT <u>PENSES</u>		DRAISING PENSES	ADMINI	RAL AND STRATIVE <u>ENSES</u>	-	2010 TOTAL		2009 <u>OTAL</u>
EVENTS	\$	11/ //1	¢		\$		\$	11/ //1	\$	117,658
Awards and trophies Scholarships	Þ	116,441	\$	-	Þ	- 6,000	Þ	116,441 6,000	Þ	7,600
Clinicians and judges fees		- 507,253		-		0,000		507,253		608,686
Copyright fees		90,804		-		-		90,804		65,152
Copyright rees Cost of merchandise sold		90,804 221,622		-		-		221,622		172,195
Fair value adjustment of inventory		221,022		-		-		221,022		68,783
		- 84,268		-		- 942		- 85,210		87,919
Equipment rental				-						
Event promotion		71,336		33,232		19,548		124,116		162,767
Facility rental		608,310		-		-		608,310	1	375,041
Participants' housing and meals Outside services		936,040		- 560		15 250		936,040		,226,143
		645,365 146,055		560 6,620		15,359 241		661,284 152,916	I	,064,910 224,753
Other events expenses Total events and activities		3,427,494		40,412		42,090		3,509,996		,181,607
		5,427,474		40,412		42,070		3,307,770	4	,101,007
PERSONNEL RELATED										
Salaries and contract employees		757,494		237,885		186,873		1,182,252	1	,451,826
Salaries - payroll taxes		48,989		16,679		12,247		77,915		98,747
403(b) contribution		-		-		-		-		16,981
Staff travel, housing and meals		2,836		2,665		6,617		12,118		28,252
Group insurance		53,557		8,460		13,389		75,406		96,678
Other personnel related expenses		8,112		-		2,028		10,140		13,062
Total personnel related		870,988		265,689		221,154		1,357,831	1	,705,546
BUILDING AND FACILITY										
Depreciation and amortization		87,634		-		28,135		115,769		130,816
Rental - office building		192,951		-		48,204		241,155		241,020
Repairs and maintenance		17,885		-		4,198		22,083		38,195
Telephone and utilities		14,185		-		3,546		17,731		41,838
Total building and facility		312,655		-		84,083		396,738		451,869
OFFICE AND ADMINISTRATIVE										
Board of directors expense		_		-		8,287		8,287		8,700
Computer services and supplies		41,012		9,582		9,984		60,578		57,735
Business insurance		54,038		-		13,510		67,548		68,640
Interest		16,687		-		4,172		20,859		26,004
Franchise, sales, and income taxes		11,571		-		-		11,571		10,859
Other office and administrative		96,973		2,696		49,322		148,991		174,451
Total office and administrative		220,281		12,278		85,275		317,834		346,389
		220,201		12,270		00,270		517,034		040,007
	\$ 4	4,831,418	\$	318,379	\$	432,602	\$	5,582,399	\$6	,685,411

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# CHANGE IN CASH AND CASH EQUIVALENTS

	<u>2010</u>	2009
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from program activities and contributors	\$ 5,551,700	\$ 7,171,293
Cash paid to suppliers and employees	(5,305,681)	(6,654,619)
Interest expense	(20,859)	(26,004)
Interest income	3,401	9,620
Net cash and cash equivalents provided by operating activities	228,561	500,290
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditures	(6,337)	(9,399)
Proceeds from sale of investments	53	65,772
Purchases of investments		(110,473)
Net cash and cash equivalents used in investing activities	(6,284)	(54,100)
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal payments on notes payable	-	(80,000)
Net repayments on line of credit	(489,494)	(8,000)
Net cash and cash equivalents used in financing activities	(489,494)	(88,000)
CHANGE IN CASH AND CASH EQUIVALENTS	(267,217)	358,190
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	896,345	538,155
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 629,128	\$ 896,345

# RECONCILIATION OF CHANGE IN NET ASSETS TO NET CASH AND CASH EQUIVALENTS PROVIDED BY OPERATING ACTIVITIES

	<u>2010</u>	<u>2009</u>
CHANGE IN NET ASSETS	\$ 238,231	\$ (124,208)
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS TO NET CASH AND CASH EQUIVALENTS PROVIDED BY OPERATING ACTIVITIES		
Depreciation and amortization	115,759	130,816
Loss on disposal of fixed assets	22,505	-
Realized and unrealized (gain) loss on investments	(33,344)	28,491
(Increase) decrease in operating assets:		
Accounts receivable	335,714	(285,150)
Inventory	(1,184)	78,479
Prepaid expenses	(116,123)	73,776
Increase (decrease) in operating liabilities.		
Accounts payable	49,207	(540,571)
Accounts payable - related party	-	(104)
Accrued expenses	(49,141)	24,851
Prepaid event income	(333,792)	1,125,494
Deferred trust liability	(939)	(875)
Reserve for license fees	1,668	(10,709)
Total adjustments	(9,670)	 624,498
NET CASH AND CASH EQUIVALENTS PROVIDED BY OPERATING ACTIVITIES	\$ 228,561	\$ 500,290

#### General

Music for All, Inc. (Music for All), is an Illinois not-for-profit corporation whose mission is to create, provide and expand positively life-changing experiences through music for all. The organization is committed to expanding access to, and the role and value of music in, education, and to creating a positive environment for music and the arts through societal change.

The combined financial statements include the activities of Music for All Foundation (Foundation), an organization affiliated through common control, which awards grants and scholarships to further music education.

#### PRINCIPLES OF CONSOLIDATION AND COMBINATION

The accompanying financial statements include the accounts of Music for All and the Foundation (the Organizations). All significant transactions and balances between the Organizations have been eliminated.

#### BASIC ACCOUNTING POLICY

The accompanying financial statements have been prepared on the accrual basis of accounting. 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 and disclosure of contingent assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### SUMMARIZED COMPARATIVE INFORMATION

The financial statements include certain prior year summarized comparative information in total, but not by net asset class and functional expense class. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the Organizations' financial statements for the year ended February 28, 2009, from which the summarized information was derived.

#### CONTRIBUTIONS

Contributions are recognized when the donor makes an unconditional promise to give to the Organizations and are recorded at their fair values as revenues and assets in the year a contributions acknowledgement is received. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily restricted net assets. When a restriction expires, temporarily restricted net assets.

#### NET ASSET CLASSIFICATIONS

The financial statements have been prepared in accordance with Accounting Standards for the presentation of Financial Statements of not-for-profit organizations. These standards of the financial statements require the Organizations to report information regarding its assets, liabilities, and net assets and its revenue, expenses, and

other changes in net assets according to class. Net assets are to be classified as unrestricted, temporarily restricted and permanently restricted.

The following classes of net assets are maintained:

#### UNRESTRICTED NET ASSETS

The unrestricted net asset class includes general and board designated assets and liabilities of the Organizations. The unrestricted net assets of the Organizations may be used at the discretion of management to support the Organizations' purposes and operations. The Board of Directors has designated a portion of the unrestricted net assets in the amount of \$93,081 at February 28, 2010.

#### TEMPORARILY RESTRICTED NET ASSETS

The temporarily restricted net asset class includes assets of the Foundation related to gifts with explicit donorimposed restrictions that have not been met as to a specified purpose or to later periods of time or after specified dates. Donor designated promises to give that are due in future periods and are not permanently restricted are classified as temporarily restricted net assets. Temporarily restricted net assets are comprised of the following at February 28, 2010 and 2009:

	<u>2010</u>	<u>2009</u>
National Association of Uniform Manufacturers and Distributors	\$ 1,000	\$ 1,000
Mark Jolesch Scholarship	5,372	7,372
McLeroy Scholarship Fund	882	-
Fred J Miller Scholarship Fund	-	19,000
Yamaha Scholarship Fund	-	2,000
Camp Scholarship Fund	300	-
Summer Symposium	1,930	1,930
The Paynter Project	2,909	2,517
Sandy Feldstein Music Education Fund	-	-
Mark Williams Fund	1,450	1,430
Summer Symposium – Music For All, Inc.	1,000	-
Lilly Endowment, Inc fundraising	67,312	179,000
Guitar Center, Inc.	 50,000	 50,000
	\$ 132,155	\$ 264,249

February 28, 2010 and 2009

# 1. NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

#### Permanently Restricted Net Assets

The permanently restricted net asset class includes assets of the Foundation for which the donor has stipulated that the contribution be maintained in perpetuity. Donor imposed restrictions limiting the use of the assets or its economic benefit neither expire with the passage of time nor can be removed by satisfying a specific purpose. Permanently restricted net assets are comprised of the following at February 28, 2010 and 2009:

	<u>2010</u>	<u>2009</u>
Honor Band Chair Endowment	\$ 50,750	\$ 50,750
L.J. Hancock Memorial Endowment	32,038	30,753
Sandy Feldstein Legacy Fund	34,914	29,439
Fred J Miller Scholarship Fund	21,000	-
Foundation Endowment	 683	 -
	\$ 139,385	\$ 110,942

#### CASH AND CASH EQUIVALENTS

For purposes of the statement of cash flows, the Organizations consider all highly liquid temporary cash investments purchased with a maturity of three months or less to be cash equivalents.

#### RECEIVABLES AND CREDIT POLICIES

Accounts receivable are stated at the amount billed. Account balances with invoices over 90 days past the due date are considered delinquent. In addition to management attempting collection on all accounts over 90 days, those accounts are placed on hold status until payment arrangements are made.

Payments of accounts receivable are allocated to the specific invoices identified on the remittance advice or, if unspecified, the participant is contacted to determine to which outstanding invoices to apply payment.

Management individually reviews all accounts receivable balances that exceed 90 days past due. Accounts are called on to notify past due amounts and establish payment plans. Receivable balances are not written off as bad debts until approved by the Board of Directors.

#### INVENTORY

Inventory, consisting of attire, recordings, trophies and related items, has been valued at the lower of cost or market on a first-in, first-out (FIFO) basis.

#### PROPERTY AND EQUIPMENT

Property and equipment are recorded at cost and depreciation is computed using straight-line and accelerated methods over the estimated useful lives of the assets (5-10 years for furniture, equipment, and vehicles). Leasehold improvements are amortized over the term of the lease.

#### OTHER ASSETS

A trademark was acquired during the 2007 merger and was recorded at the previous entity's cost. The trademark is reviewed for impairment on an annual basis.

#### RESERVE FOR LICENSE FEES

The financial statements include a reserve liability for management's estimate of royalties and license fees due (or potentially due) on sales for the past three years on video tapes of special events sold to the general public, but not for tapes sold prior to the three year period. Provisions to the reserve are based on total audio/video sales during the year.

#### REVENUE RECOGNITION

Event fees and related revenue are recognized in the period in which the event occurs. Amounts collected in advance are recorded as prepaid event income. Sales and commissions are recognized when earned.

Donors' unconditional promises to give cash and other assets are required to be recognized as contribution revenue in the period the promises are made. Promises which are conditional or which are not supported by appropriate documentation are not recognized as contribution revenue until conditions have been satisfied or amounts have been received. Donations of material and supplies, including the use of a facility, are recorded as revenue (in-kind contributions) and applicable expense at their estimated fair value at the date of the donation.

#### IN-KIND CONTRIBUTIONS

During the years ended February 28, 2010 and 2009, contributed services, goods, and use of facilities were received by the Organizations. The fair market value of these services, goods and facilities of \$242,199 and \$257,087 (of which \$241,020 is rent for both years) for the years ended February 28, 2010 and 2009, has been reflected in the accompanying financial statements. Accordingly, these transactions have been treated as non-cash transactions and are properly excluded from the statement of cash flows.

#### EXPENSE ALLOCATION

Expenses have been classified as event expenses (program services), fundraising, and general and administrative expenses based on the actual direct expenditures and cost allocation based on estimates of time and usage by the Organizations' personnel and programs.

#### Advertising Costs

The Organizations incurred \$15,702 and \$21,217 in advertising expense for the years ended February 28, 2010 and 2009, respectively. These costs were expensed as incurred.

#### FAIR VALUE MEASUREMENTS

Accounting Standards for Fair Value Measurement define fair value as the exchange price that would be received for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants at the measurement date. Those standards also establish a three-level fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value, giving highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and lowest priority to unobservable inputs (level 3 measurements).

Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. Level 3 inputs are unobservable inputs for the asset or liability.

Assets measured on a recurring basis at February 28, 2010 and 2009 are as follows:

	<u>Total</u>	<u>Quoted</u> <u>Prices in</u> <u>Active</u> <u>Markets for</u> <u>Identical</u> <u>Assets</u> <u>(Level 1)</u>	_	<u>Significant</u> <u>Other</u> Dbservable Inputs (Level 2)	<u>Significant</u> <u>Unobservable</u> <u>Inputs</u> (Level 3)
Marketable Securities					
2010	\$ 116,377	\$ 116,377	\$	-	\$ _
2009	\$ 83,086	\$ 83,086	\$	_	\$ -

#### SUBSEQUENT EVENTS

Subsequent events have been evaluated by Management through June 8, 2010, which is the date the financial statements were available to be issued.

### 2. <u>ENDOWMENT FUNDS</u>

The Organizations' endowment consists of donor permanently restricted contributions that were made to provide a source of income for scholarships. As required by Generally Accepted Accounting Principles (GAAP), net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

#### INTERPRETATION OF RELEVANT LAW

The Board of Directors of the Organizations have interpreted the State Prudent Management of Institutional Funds Act (SPMIFA) as requiring the preservation of the purchasing power of the original gift as of the gift date of the donor-restricted Endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organizations classify as permanently restricted net assets the original value of gifts donated to the permanent Endowment. In accordance with SPMIFA, the Organizations consider the following factors in making a determination to appropriate or accumulate donor-restricted Endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of the Organizations and the donor-restricted Endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of the Organizations
- (7) The investment policies of the Organizations.

Changes in Endowment Net Assets for the Year Ended February 28, 2010:

Endowment net assets, beginning of year	\$ 110,942
Donations	7,443
Transfer in	21,000
Expenditures	 -
Endowment net assets, end of year	\$ 139,385

#### Notes to Combined Financial Statements February 28, 2010 and 2009

# 2. <u>ENDOWMENT FUNDS, CONTINUED</u>

Endowment Net Asset Composition by Type of Fund as of February 28, 2010:

	<u>Unrestricted</u> Endowment	<u>Temporarily</u> <u>Restricted</u>	<u>Permanently</u> <u>Restricted</u>	<u>Total</u>
Donor-restricted Endowment funds	\$ -	\$ -	\$ 139,385	\$ 139,385
Total Funds	\$ -	\$ -	\$ 139,385	\$ 139,385

#### RETURN OBJECTIVES AND RISK PARAMETERS

The Organizations have adopted investment policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by the Endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Organizations must hold in perpetuity.

#### STRATEGIES EMPLOYED FOR ACHIEVING OBJECTIVES

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy administered by PNC Investments in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). PNC Investments targets a diversified asset allocation that places a greater emphasis on long-term growth and a reasonable return.

#### SPENDING POLICY AND HOW THE INVESTMENT OBJECTIVES RELATE TO SPENDING POLICY

The Organizations have a policy whereby disbursements can be made up to 5% of the endowment's previous year fund balance for the Organizations' scholarships. This is consistent with the Organizations' objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through investment return.

# 3. INVESTMENTS

Consistent with Accounting Standards for Investments Held by Not-for-Profits, investments in equity securities with readily determinable fair values and all investments in debt securities are measured at fair value in the statements of financial position. Unrealized gains and losses are based on the differences between cost and fair value of each classification of security and are reported in the statement of activities. Fair market value is determined by the New York Stock Exchange.

Notes to Combined Financial Statements February 28, 2010 and 2009

# 3. INVESTMENTS, CONTINUED

Cost and fair value of investments at February 28, 2010 and 2009 are as follows:

	<u>2010</u>		<u>2009</u>	
	<u>Fair</u>	<u>2010</u>	<u>Fair</u>	<u>2009</u>
	<u>Value</u>	<u>Cost</u>	<u>Value</u>	<u>Cost</u>
Marketable Securities	\$ 116,377	\$ 100,569	\$ 83,086	\$ 95,577

# 4. **PROPERTY AND EQUIPMENT**

Property and equipment at February 28, 2010 and 2009 is as follows:

	<u>2010</u>	<u>2009</u>
Leasehold improvements	\$ 763,638	\$ 763,638
Automobiles	-	49,973
Furniture and equipment	 736,844	 786,017
	1,500,482	1,599,628
Accumulated depreciation	 (1,196,745)	 (1,163,964)
	\$ 303,737	\$ 435,664

# 5. <u>PREPAID EVENT INCOME</u>

The Organizations record prepaid event income when funds are collected in advance for events. Once the event takes place, the funds are recognized as income. The prepaid account also includes sponsorship income that is contractually obligated to the Organizations. Income is recognized as the Organizations fulfill the contract requirements. Prepaid event income as of February 28, 2010 and 2009 was \$1,711,445 and \$2,045,237, respectively.

# 6. BANK LINE OF CREDIT

Music for All maintained a \$500,000 line of credit with a bank that expired in April 2010. The line of credit bore interest at the LIBOR rate plus 4.00% with a 5.00% minimum (5.00% at February 28, 2010). Music for All had \$0 and \$489,494 outstanding on the line of credit at February 28, 2010 and 2009, respectively. The line of credit was secured by Music for All's assets.

In April 2010, Music for All renewed its line of credit agreement. The new line of credit agreement allows for a \$650,000 line of credit which matures in April 2011. The new line of credit will bear interest at LIBOR plus 4.0%, with a minimum interest rate of 5.0% and is secured by Music For All's assets.

# 7. DEFERRED TRUST LIABILITY

Music for All received a charitable gift annuity trust of \$75,000 during the year ended February 29, 2008. Under this trust agreement, Music for All is required to pay the donor \$4,125 annually, in quarterly installments. Music for All has recorded a deferred trust liability for the estimated value of these payments. The deferred trust liability was \$42,700 and \$43,639 at February 28, 2010 and February 28, 2009, respectively.

# 8. <u>Tax Status</u>

Music for All and the Foundation are not-for-profit corporations, other than private foundations, and are exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and applicable federal unemployment taxes.

Accounting Standards for Income Taxes provide detailed guidance for financial statement recognition, measurement, and disclosure of uncertain tax positions recognized in an enterprise's financial statements. The Organizations adopted the provisions of this standard on March 1, 2009. The implementation of this standard did not have any impact on the financial position or net assets of the Organizations.

The Organizations individually evaluate their activities to determine that they are in compliance with their taxexempt purposes. Currently, the Organizations' management believes any activities that would generate unrelated business income are effectively reported, and tax owed, if any, is properly paid. The Organizations' management does not believe it is engaged in any activities that would create uncertain tax positions. All tax periods prior to 2006 are no longer subject to examination.

#### 9. <u>Employee Benefit Plan</u>

Music for All maintains a Section 403(b) salary reduction retirement plan. The plan covers essentially all salaried employees who have completed one year of service. The plan agreement provides for discretionary employer matching contributions. In August 2008, the match was suspended. However, beginning in March 2010, the discretionary match has been reinstated at an amount not to exceed 3% of the employee's annual salary. The matching contributions are subject to a six-year graded vesting schedule that provides 20% vesting after two years of service and 20% per year thereafter (100% vested after six years of service). Music for All's contributions for the years ended February 28, 2010 and February 28, 2009 totaled \$0 and \$16,981, respectively.

### 10. LEASES

Music for All has a lease with the Redevelopment Commission of the City of Indianapolis, Indiana (lessor) for office space. The lease expires June 2012. Music for All is responsible for paying the utilities and is required to comply with certain programmatic commitments to the City of Indianapolis. If Music for All does not comply, it must pay base rent at the rate of \$12 per square foot per year.

The lessor has certain rights to terminate the lease if it receives a certain offer by another tenant. Music for All may elect to match the offer and remain in the space or vacate the space and receive \$40,000 for each year remaining on the lease. The estimated fair market value of this lease is approximately \$20,000 per month. Accordingly, the annual fair market value of the lease is \$241,020, as noted in Footnote 1, is recorded as an in-kind contribution for the leased office space.

During the year, Music for All extended its lease with the Redevelopment Commission with the City of Indianapolis, Indiana. The lease extends from July 2013 through June 2023. The straight-line payments are \$16,738 per month.

### 10. LEASES, CONTINUED

Music for All also leases office equipment under various operating leases expiring March 2013.

Future minimum lease payments required under these leases are as follows for the years ending February 28:

2010	\$ -
2011	-
2012	-
2013	100,425
2014	200,850
Thereafter	 1,707,225
	\$ 2,008,500

Equipment rental expense for the years ended February 28, 2010 and 2009 for these leases amounted to \$21,141 and \$16,963, respectively. Music for All rents other equipment on a temporary basis for camps and other activities.

# 11. <u>Commitments</u>

Music for All has contracted with the Capital Improvement Board of Managers of Marion County, Indiana to host a regional competition and its Grand National competition at Lucas Oil Stadium annually through 2012. Both agreements have an exit clause, but require a percentage of the booking fee to be paid upon cancellation of the event. The regional competition will be held in Lucas Oil Stadium at a rate of \$230,812 for the three years, through November 2012. The Grand National competition held in Indianapolis will be held in Lucas Oil Stadium at a rate of \$973,086 for the three years, through November 2012.

# 12. <u>RETROACTIVE RECLASSIFICATION</u>

During the year ended February 28, 2010, the Organization determined that certain net assets needed to be reclassified out of temporarily restricted net assets and into permanently restricted net assets to coincide with donor intentions. As a result, \$29,439 of temporarily restricted net assets was reclassified to permanently restricted net assets as of February 28, 2009.

### 13. <u>GOING CONCERN</u>

As shown in the accompanying financial statements, the Organization had an increase in unrestricted net assets of approximately \$342,000 for the year ended February 28, 2010, but as of that date, the Organizations' current liabilities exceeded its current assets by approximately \$429,000 and the Organizations had a net deficit in their Unrestricted Net Assets and total Net Assets. While those factors create some uncertainty about the Organizations' ability to continue as a going concern, the Organizations continue to pursue and stay on plan to improve the financial position and eliminate their accumulated deficit. The budget for fiscal year 2011 shows an increase in net assets of approximately \$200,000.

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INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION

To the Board of Directors of Music for All, Inc. and Affiliate:

Our audits of the February 28, 2010 and 2009 combined financial statements were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. Our report on the basic financial statements appears on page one. The accompanying information shown in Exhibits I through VI is presented for the purpose of additional analysis and is not a required part of the basic financial statements. The combining information for the years ended February 28, 2010 and 2009 has not been subjected to the auditing procedures applied in the audit of basic financial statements.

Greenwalt CPAs, me.

June 8, 2010

COMBINING STATEMENTS OF FINANCIAL POSITION FEBRUARY 28, 2010 AND 2009

-			
Ex	hı	hıt	

	MUSIC FOR ALL	MUSIC FOR ALL FOUNDATION	Eliminations	2010 <u>TOTAL</u>	2009 <u>TOTAL</u>
ASSETS					
CURRENT ASSETS					
Cash and cash equivalents	\$ 618,807	\$ 10,321	\$ -	\$ 629,128	\$ 896,345
Accounts receivable, net of allowance for doubtful					
accounts of \$40,400 and \$26,900 in 2010 and 2009	661,521	2,419	-	663,940	999,654
Accounts receivable - related party	19	5,840	(5,859)	-	-
Inventory	11,502	-	-	11,502	10,318
Prepaid expenses	194,453		-	194,453	78,330
Total current assets	1,486,302	18,580	(5,859)	1,499,023	1,984,647
INVESTMENTS					
Marketable securities		116,377		116,377	83,086
PROPERTY AND EQUIPMENT					
Property and equipment	1,492,633	7,849	-	1,500,482	1,599,628
Accumulated depreciation and amortization	(1,188,896)	(7,849)	-	(1,196,745)	(1,163,964)
Net property and equipment	303,737		-	303,737	435,664
OTHER ASSETS					
Trademark	20,000			20,000	20,000
	\$ 1,810,039	\$ 134,957	\$ (5,859)	\$ 1,939,137	\$ 2,523,397
LIABILITIES AND NET ASSETS					
CURRENT LIABILITIES					
Line of credit	\$ -	\$ -	\$-	\$-	\$ 489,494
Accounts payable	115,674	-	-	115,674	66,467
Accounts payable - related party	5,840	19	(5,859)	-	-
Accrued expenses	97,136	4,000	-	101,136	150,277
Prepaid event income	1,711,445			1,711,445	2,045,237
Total current liabilities	1,930,095	4,019	(5,859)	1,928,255	2,751,475
LONG-TERM LIABILITIES					
Deferred trust liability	42,700	-	-	42,700	43,639
Reserve for license fees	36,864	-	-	36,864	35,196
Total long-term liabilities	79,564		-	79,564	78,835
Total liabilities	2,009,659	4,019	(5,859)	2,007,819	2,830,310
NET ASSETS (ACCUMULATED DEFICIT)					
Unrestricted	(317,932)	(22,290)	-	(340,222)	(682,104)
Temporarily restricted	118,312	13,843	-	132,155	264,249
Permanently restricted		139,385		139,385	110,942
	(199,620)	130,938	-	(68,682)	(306,913)
	\$ 1,810,039	\$ 134,957	\$ (5,859)	\$ 1,939,137	\$ 2,523,397

COMBINING STATEMENTS OF ACTIVITIES

FOR THE YEAR ENDED FEBRUARY 28, 2010

WITH SUMMARIZED COMPARATIVE INFORMATION FOR THE YEAR ENDED FEBRUARY 28, 2009

					TEMPORARILY RESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED		EXIIIbit II
	MUSIC FOR ALL	MUSIC FOR ALL FOUNDATION	ELIMINATIONS	TOTAL	MUSIC FOR ALL	MUSIC FOR ALL FOUNDATION	MUSIC FOR ALL FOUNDATION	2010 <u>TOTAL</u>	2009 <u>TOTAL</u>
REVENUE									
Event fees	\$ 777,627	\$ -	\$ -	\$ 777,627	\$ -	\$ -	\$ -	\$ 777,627	\$ 685,082
Housing and meal fees	952,917	-	-	952,917	-	-	-	952,917	1,380,268
Ticket fees	1,798,789	-	-	1,798,789	-	-	-	1,798,789	1,830,377
Band fees	428,924	-	-	428,924	-	-	-	428,924	430,728
Relocation revenue	22,079	-	-	22,079	-	-	-	22,079	29,529
Merchandise sales	61,995	-	-	61,995	-	-	-	61,995	121,133
Program book sales	125,916	-	-	125,916	-	-	-	125,916	91,812
Photography commissions	70,001	-	-	70,001	-	-	-	70,001	88,000
Video commissions and fees	200,532	-	-	200,532	-	-	-	200,532	82,404
Merchandise commissions	191,315	-	-	191,315	-	-	-	191,315	184,433
Sponsorships	781,792	-	-	781,792	-	-	-	781,792	700,753
Contributions	62,938	399	-	63,337	1,000	1,594	7,443	73,374	480,452
In-kind contributions	242,199	-	-	242,199	-	-	-	242,199	257,087
Grants	47,685	-	-	47,685	-	-	-	47,685	158,160
Interest	3,386	15	-	3,401	-	-	-	3,401	9,620
Loss on disposal of assets	(22,505)	-	-	(22,505)	-	-	-	(22,505)	-
Realized and unrealized gain (loss) on investments	-	33,344	-	33,344	-	-	-	33,344	(28,491)
Miscellaneous	31,245	-	-	31,245	-	-	-	31,245	59,856
Net assets released from restrictions	111,688	2,000		113,688	(111,688)	(23,000)	21,000		
Total revenue	5,888,523	35,758		5,924,281	(110,688)	(21,406)	28,443	5,820,630	6,561,203
EXPENSES									
Event	4,831,418	-	-	4,831,418	-	-	-	4,831,418	5,691,761
Fundraising	318,379	-	-	318,379	-	-	-	318,379	431,318
General and administrative	424,322	8,280		432,602				432,602	562,332
Total expenses	5,574,119	8,280		5,582,399			<u> </u>	5,582,399	6,685,411
CHANGE IN NET ASSETS	314,404	27,478	-	341,882	(110,688)	[21,406]	28,443	238,231	(124,208)
NET ASSETS (DEFICIT), BEGINNING OF PERIOD	[632,336]	[49,768]		(682,104)	229,000	35,249	110,942	(306,913)	(182,705)
NET ASSETS (DEFICIT), END OF PERIOD	\$ (317,932)	\$ (22,290)	\$ -	\$ (340,222)	\$ 118,312	\$ 13,843	\$ 139,385	\$ (68,682)	\$ (306,913)

COMBINING SCHEDULE OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED FEBRUARY 28, 2010

WITH SUMMARIZED COMPARATIVE INFORMATION FOR THE YEAR ENDED FEBRUARY 28, 2009

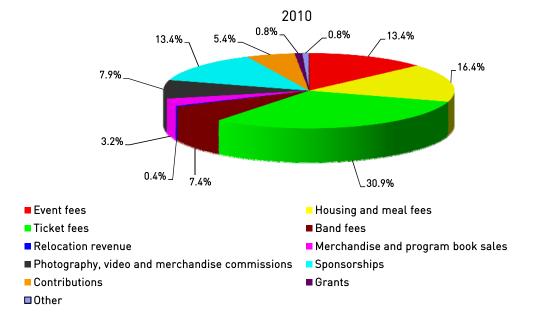
		MUSIC	FOR ALL	MUSIC FOR ALL FOUNDATION			
	 EVENT	FUNDRAISING	GENERAL & ADMINISTRATIVE EXPENSES	TOTAL	GENERAL & ADMINISTRATIVE EXPENSES	2010 TOTAL	2009 <u>TOTAL</u>
EVENTS AND CONTESTS							
Awards and trophies	\$ 116,441	\$ -	\$ -	\$ 116,441	\$ -	\$ 116,441	\$ 117,658
Scholarships	-	-	-	-	6,000	6,000	7,600
Clinicians and judges fees	507,253	-	-	507,253	-	507,253	608,686
Copyright fees	90,804	-	-	90,804	-	90,804	65,152
Cost of merchandise sold	221,622	-	-	221,622	-	221,622	172,195
Fair value adjustment of							
inventory	-	-	-	-	-	-	68,783
Equipment rental	84,268	-	942	85,210	-	85,210	87,919
Event promotion	71,336	33,232	19,048	123,616	500	124,116	162,767
Facility rental	608,310	-	-	608,310	-	608,310	375,041
Participants' housing and meals	936,040	-	-	936,040	-	936,040	1,226,143
Outside services	645,365	560	14,080	660,005	1,279	661,284	1,064,910
Other events expenses	 146,055	6,620	241	152,916		152,916	224,753
Total events and contests	 3,427,494	40,412	34,311	3,502,217	7,779	3,509,996	4,181,607
PERSONNEL RELATED							
Salaries and contract employees	757,494	237,885	186,873	1,182,252	-	1,182,252	1,451,826
Salaries - payroll taxes	48,989	16,679	12,247	77,915	-	77,915	98,747
403(b) contribution	-	-	-	-	-	-	16,981
Staff travel, housing and meals	2,836	2,665	6,617	12,118	-	12,118	28,252
Group insurance	53,557	8,460	13,389	75,406	=	75,406	96,678
Other personnel related expenses	 8,112	-	2,028	10,140	-	10,140	13,062
Total personnel related	 870,988	265,689	221,154	1,357,831		1,357,831	1,705,546
BUILDING AND FACILITY							
Depreciation and amortization	87,634	-	28,135	115,769	-	115,769	130,816
Rental - office building	192,951	-	48,204	241,155	-	241,155	241,020
Repairs and maintenance	17,885	-	4,198	22,083	-	22,083	38,195
Telephone and utilities	14,185	-	3,546	17,731	-	17,731	41,838
Total building and facility	 312,655	-	84,083	396,738		396,738	451,869
OFFICE AND ADMINISTRATIVE							
Board of directors expense	-	-	8,287	8,287	-	8,287	8,700
Computer services and supplies	41,012	9,582	9,984	60,578	-	60,578	57,735
Business insurance	54,038	-	13,510	67,548	-	67,548	68,640
Interest	16,687	-	4,172	20,859	-	20,859	26,004
Franchise, sales, and income taxes	11,571	-	-	11,571	-	11,571	10,859
Other office and administrative	96,973	2,696	48,821	148,490	501	148,991	174,451
Total office and administrative	 220,281	12,278	84,774	317,333	501	317,834	346,389
	 220,201		0+,774				040,007
	\$ 4,831,418	\$ 318,379	\$ 424,322	\$ 5,574,119	\$ 8,280	\$ 5,582,399	\$ 6,685,411

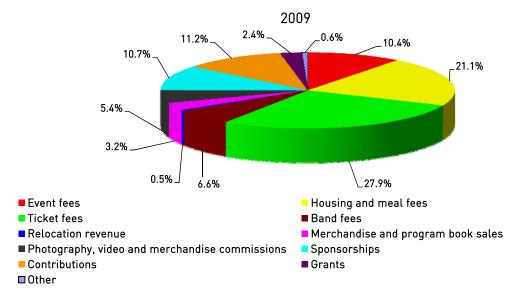
Exhibit III

COMBINING STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED FEBRUARY 28, 2010 AND 2009

	2010				2009			
	MUSIC MUSIC F				MUSIC	MUSIC FOR ALL	_	
	FOR ALL	FOUNDATION	<b>ELIMINATIONS</b>	TOTAL	FOR ALL	FOUNDATION	<u>Eliminations</u>	<u>TOTAL</u>
REVENUE								
Event fees	\$ 777,627	\$ -	\$ -	\$ 777,627	\$ 685,082	\$ -	\$ -	\$ 685,082
Housing and meal fees	952,917	-	-	952,917	1,380,268	-	-	1,380,268
Ticket fees	1,798,789	-	-	1,798,789	1,830,377	-	-	1,830,377
Band fees	428,924	-	-	428,924	430,728	-	-	430,728
Relocation revenue	22,079	-	-	22,079	29,529	-	-	29,529
Merchandise sales	61,995	-	-	61,995	121,133	-	-	121,133
Program book sales	125,916	-	-	125,916	91,812	-	-	91,812
Photography commissions	70,001	-	-	70,001	88,000	-	-	88,000
Video commissions and fees	200,532	-	-	200,532	82,404	-	-	82,404
Merchandise commissions	191,315	-	-	191,315	184,433	-	-	184,433
Sponsorships	781,792	-	-	781,792	700,753	-	-	700,753
Contributions	63,938	9,436	-	73,374	496,549	13,903	(30,000)	480,452
In-kind contributions	242,199	-	-	242,199	257,087	-	-	257,087
Grants	47,685	-	-	47,685	158,160	-	-	158,160
Interest	3,386	15	-	3,401	8,780	840	-	9,620
Loss on sale of assets	(22,505)	-	-	(22,505)	-	-	-	-
Realized and unrealized gain (loss) on investments	-	33,344	-	33,344	-	(28,491)	-	(28,491)
Miscellaneous	31,245			31,245	59,804	52		59,856
Total revenue	5,777,835	42,795		5,820,630	6,604,899	(13,696)	(30,000)	6,561,203
EXPENSES								
Event	4,831,418	-	-	4,831,418	5,691,761	-	-	5,691,761
Fundraising	318,379	-	-	318,379	431,318	-	-	431,318
General and administrative	424,322	8,280		432,602	552,926	39,406	(30,000)	562,332
Total expenses	5,574,119	8,280		5,582,399	6,676,005	39,406	(30,000)	6,685,411
CHANGE IN NET ASSETS	203,716	34,515	-	238,231	(71,106)	(53,102)	-	(124,208)
NET ASSETS (ACCUMULATED DEFICIT), BEGINNING OF PERIOD	(403,336)	96,423		(306,913)	(332,230)	149,525		(182,705)
NET ASSETS (ACCUMULATED DEFICIT), END OF PERIOD	\$ (199,620)	\$ 130,938	\$ -	\$ (68,682)	\$ (403,336)	\$ 96,423	\$ -	\$ (306,913)





See accompanying independent auditors' report on supplementary information.

