

Independent Arts & Media Profit and Loss

January - December 2023

	Fiscal Sponsorship Programming					Total	TOTAL
	IAM: Dandelion	Total IAM	Total Model A	Total Model AC	Total Model C	Terminated Projects	
Income							
40000 REVENUE							
41000 CONTRIBUTED REVENUE							
41100 Corporate Giving							
41110 Corporate Grants Unrestricted		3,652.88	66,152.76	27,000.00	1,800.00	950.00	99,555.64
41190 Corporate Grants Released From TRNA		0.00	39,557.73	0.00	0.00	0.00	39,557.73
Total 41100 Corporate Giving	\$ 0.00	\$ 3,652.88	\$ 105,710.49	\$ 27,000.00	\$ 1,800.00	\$ 950.00	\$ 139,113.37
41200 Foundation							
41210 Foundation Grants Unrestricted		0.00	1,767,126.80	58,050.00	57,100.00	37,000.00	1,919,276.80
41290 Foundation Grants Released From TRNA	34,613.45	34,613.45	1,066,602.31	6,500.00	15,278.00	53,181.44	1,176,175.20
Total 41200 Foundation	\$ 34,613.45	\$ 34,613.45	\$ 2,833,729.11	\$ 64,550.00	\$ 72,378.00	\$ 90,181.44	\$ 3,095,452.00
41300 Government Grants							
41310 Federal Govt Grants		0.00	79,676.30	0.00	0.00	0.00	79,676.30
41320 State Govt Grants		25,000.00	276,522.97	0.00	0.00	1,000.00	302,522.97
41330 Local Govt Grants		0.00	359,405.07	0.00	84,848.00	40,000.00	484,253.07
41390 Govt Released From TRNA		0.00	21,000.00	448.00	67,125.00	0.00	88,573.00
Total 41300 Government Grants	\$ 0.00	\$ 25,000.00	\$ 736,604.34	\$ 448.00	\$ 151,973.00	\$ 41,000.00	\$ 955,025.34
41400 Individual Donations							
41410 Board Contributions		50.00	0.00	0.00	0.00	0.00	50.00
41415 Donor-Advised Fund Gifts		838.44	144,893.75	7,500.00	87,705.48	87,649.31	328,586.98
41420 Individual		1,021.18	43,609.51	36,033.88	289,863.48	47,313.68	417,841.73
41499 Donation Fees		-23.61	-528.15	-82.27	-1,817.14	-164.22	-2,615.39
Total 41400 Individual Donations	\$ 0.00	\$ 1,886.01	\$ 187,975.11	\$ 43,451.61	\$ 374,471.80	\$ 134,798.77	\$ 742,583.30
41800 In-Kind Donations		0.00	432.00	4,750.00	244.00	0.00	5,426.00
41900 Other Contributed Income		2,510.96	0.00	0.00	0.00	0.00	2,510.96
Total 41000 CONTRIBUTED REVENUE	\$ 34,613.45	\$ 67,663.30	\$ 3,864,451.05	\$ 140,199.61	\$ 600,866.80	\$ 266,930.21	\$ 4,940,110.97
42000 EARNED REVENUE							
42200 Contract Fees		40,851.00	70,999.66	22,000.00	0.00	0.00	133,850.66
42300 Event Ticket Sales		0.00	14,664.91	1,161.00	1,065.00	0.00	16,890.91
42400 Fiscal Sponsorship Fee Revenue		559,514.74	0.00	0.00	0.00	0.00	559,514.74
42500 Interest & Dividends		12,203.95	0.00	0.00	298.48	0.00	12,502.43
42550 Membership Revenue		0.00	156.23	0.00	0.00	0.00	156.23
42600 Merchandise Sales		0.00	3,576.13	0.00	1,710.00	0.00	5,286.13
42700 Rental Income		3,240.00	0.00	0.00	0.00	0.00	3,240.00
42800 Tuition, Workshop & Training Income		60.80	3,270.00	21,786.60	0.00	0.00	25,117.40
42900 Vendor Fees		0.00	570.04	0.00	8,075.00	0.00	8,645.04
42999 Other Earned Revenue		225.00	2,551.14	0.00	0.00	0.00	2,776.14
Total 42000 EARNED REVENUE	\$ 0.00	\$ 616,095.49	\$ 95,788.11	\$ 44,947.60	\$ 11,148.48	\$ 0.00	\$ 767,979.68
44000 Realized Gain/Loss		0.00	0.00	0.00	-8,945.25	0.00	-8,945.25
Total 40000 REVENUE	\$ 34,613.45	\$ 683,758.79	\$ 3,960,239.16	\$ 185,147.21	\$ 603,070.03	\$ 266,930.21	\$ 5,699,145.40
Total Income	\$ 34,613.45	\$ 683,758.79	\$ 3,960,239.16	\$ 185,147.21	\$ 603,070.03	\$ 266,930.21	\$ 5,699,145.40
Gross Profit	\$ 34,613.45	\$ 683,758.79	\$ 3,960,239.16	\$ 185,147.21	\$ 603,070.03	\$ 266,930.21	\$ 5,699,145.40
Expenses							
50000 PERSONNEL EXPENSES							
51000 Salaries & Benefits							
51100 Salaries							
51110 Admin Staff - Employee		57,842.65	0.00	0.00	0.00	0.00	57,842.65
51120 Executive Director - Employee		66,475.00	0.00	0.00	0.00	0.00	66,475.00
51130 Fellowship - Employee		6,000.00	0.00	0.00	0.00	0.00	6,000.00
51140 Program Director - Employee		0.00	216,328.45	0.00	0.00	0.00	216,328.45
51150 Program Manager - Employee		21,061.35	334,758.01	0.00	0.00	0.00	355,819.36
51180 Teaching Artists - Employee		0.00	6,568.43	0.00	0.00	0.00	6,568.43
51190 Other Program Employees		0.00	347,219.33	0.00	0.00	104.17	347,323.50
51198 Other Salary Expenses		6,831.29	0.00	0.00	0.00	0.00	6,831.29
51199 Vacation Expense		-1,916.77	13,497.23	0.00	0.00	0.00	11,580.46
Total 51100 Salaries	\$ 0.00	\$ 149,462.23	\$ 918,371.45	\$ 0.00	\$ 0.00	\$ 104.17	\$ 1,067,937.85
51200 Benefits							
51210 Employee Benefits		573.71	35,244.53	0.00	0.00	123.62	35,941.86
51220 Employer Payroll Taxes		12,444.06	74,148.19	0.00	0.00	0.00	86,592.25
51250 Payroll Fees		3,913.95	0.00	0.00	0.00	0.00	3,913.95
51280 Workers Compensation		-1,099.09	5,232.09	0.00	0.00	0.00	4,133.00
Total 51200 Benefits	\$ 0.00	\$ 15,832.63	\$ 114,624.81	\$ 0.00	\$ 0.00	\$ 123.62	\$ 130,581.06
Total 51000 Salaries & Benefits	\$ 0.00	\$ 165,294.86	\$ 1,032,996.26	\$ 0.00	\$ 0.00	\$ 227.79	\$ 1,198,518.91
52000 Independent Contractors							
52100 Admin Contractors							
52110 Accounting & Bookkeeping		38,207.10	0.00	0.00	0.00	0.00	38,207.10
52120 Financial Consultants		2,625.00	0.00	0.00	0.00	0.00	2,625.00
52140 Legal Services		1,235.00	1,603.82	0.00	0.00	6,000.00	8,838.82
52190 Other Admin Contractors	3,700.00	20,450.00	20,672.56	1,825.00	0.00	33,600.00	76,547.56
Total 52100 Admin Contractors	\$ 3,700.00	\$ 62,517.10	\$ 22,276.38	\$ 1,825.00	\$ 0.00	\$ 39,600.00	\$ 126,218.48
52200 Program Contractors							
52210 Artists & Performers		0.00	131,494.50	31,311.56	0.00	3,750.00	166,556.06
52225 Event Support & Security		0.00	8,040.00	5,850.00	0.00	0.00	13,890.00
52235 Honoraria		0.00	4,724.71	600.00	0.00	4,200.00	9,524.71
52245 Marketing & Communications Consultants		15,335.92	78,387.94	5,293.33	0.00	900.00	99,917.19
52265 Royalty & Consignment Payments		0.00	2,028.68	0.00	0.00	0.00	2,028.68
52275 Teachers & Facilitators	11,800.00	13,900.00	29,856.00	6,841.00	0.00	0.00	50,597.00
52280 Writers & Journalists		0.00	14,565.00	2,500.00	0.00	0.00	17,065.00
52290 Other Program Contractors	19,000.00	19,000.00	235,251.42	11,760.00	0.00	1,800.00	267,811.42
Total 52200 Program Contractors	\$ 30,800.00	\$ 48,235.92	\$ 574,348.25	\$ 64,155.89	\$ 0.00	\$ 10,650.00	\$ 697,390.06
52300 Fundraising Consultants		7,318.08	6,168.75	2,312.50	0.00	0.00	15,799.33

Total 52000 Independent Contractors	\$	34,500.00	\$	118,071.10	\$	602,793.38	\$	68,293.39	\$	0.00	\$	50,250.00	\$	839,407.87
Total 50000 PERSONNEL EXPENSES	\$	34,500.00	\$	283,365.96	\$	1,635,789.64	\$	68,293.39	\$	0.00	\$	50,477.79	\$	2,037,926.78
60000 GENERAL & ADMINISTRATIVE EXPENSES														
61000 Operating Expenses														
61005 Bank & Merchant Fees				3,204.63		4.50		0.00		0.00		0.00		3,209.13
61010 Conferences, Meetings & Hospitality				5,438.29		5,205.98		0.00		0.00		0.00		10,644.27
61015 Dues & Memberships				0.00		1,731.60		0.00		0.00		0.00		1,731.60
61030 Insurance				14,244.00		368.32		1,014.75		0.00		0.00		15,627.07
61035 Hosting & Website Expenses				1,745.00		9,219.59		0.00		0.00		0.00		10,964.59
61045 Office Rent & Utilities				6,504.00		10,832.91		0.00		0.00		0.00		17,336.91
61050 Office Supplies & Equipment				665.36		7,331.63		0.00		0.00		0.00		7,996.99
61060 Postage & Delivery				407.65		24.16		0.00		0.00		0.00		431.81
61065 Printing & Reproduction				41.23		527.87		0.00		0.00		0.00		569.10
61070 Professional Development & Hiring				551.83		5,388.29		115.00		0.00		0.00		6,055.12
61075 Software, Technology & Online Services		194.60		4,298.85		35,981.35		660.00		0.00		0.00		40,940.20
61080 Taxes, Fees & Licenses				548.00		259.00		0.00		148.00		0.00		955.00
61085 Telephone & Internet				1,195.29		1,786.00		0.00		0.00		0.00		2,981.29
61090 Admin Travel & Lodging				1,049.89		9,448.76		0.00		0.00		0.00		10,498.65
61099 Other G&A Expenses				156.23		143.22		0.00		0.00		0.00		299.45
Total 61000 Operating Expenses	\$	194.60	\$	40,050.25	\$	88,253.18	\$	1,789.75	\$	148.00	\$	0.00	\$	130,241.18
69999 Fiscal Sponsorship Expense				0.00		448,204.43		20,079.87		64,662.19		26,568.25		569,514.74
Total 60000 GENERAL & ADMINISTRATIVE EXPENSES	\$	194.60	\$	40,050.25	\$	536,457.61	\$	21,869.62	\$	64,810.19	\$	26,568.25	\$	689,755.92
70000 PROGRAM EXPENSES														
78000 Grants Made				0.00		10,000.00		0.00		0.00		0.00		10,000.00
79050 Program Accessibility & Participant Support				100.00		3,817.22		4,750.00		0.00		0.00		8,667.22
79100 Program Catering & Hospitality				0.00		17,929.78		0.00		0.00		0.00		17,929.78
79150 Program Event Expenses & Supplies				0.00		6,285.84		898.48		0.00		0.00		7,184.32
79200 Program Marketing & Outreach				0.00		13,953.83		616.62		0.00		0.00		14,570.45
79300 Program Permits & Licenses				0.00		4,087.90		0.00		0.00		0.00		4,087.90
79400 Program Postage & Delivery				0.00		341.35		1,107.34		0.00		0.00		1,448.69
79500 Program Printing & Reproduction				0.00		9,159.49		125.00		0.00		0.00		9,284.49
79600 Program Supplies & Materials				6.00		26,965.87		557.73		0.00		0.00		27,529.60
79700 Program Travel & Lodging				0.00		20,608.12		975.35		0.00		0.00		21,583.47
79800 Venue & Space Expenses				0.00		6,538.83		11,477.81		0.00		0.00		18,016.64
79900 Other Program Expenses				0.00		7.20		0.00		0.00		0.00		7.20
Return of Fiscally Sponsored Funds				0.00		0.00		0.00		0.00		20,235.84		20,235.84
Total 70000 PROGRAM EXPENSES	\$	0.00	\$	106.00	\$	130,204.94	\$	20,508.33	\$	0.00	\$	20,235.84	\$	171,055.11
80000 FUNDRAISING & DEVELOPMENT														
84000 Fundraising Postage & Delivery				0.00		33.06		0.00		0.00		0.00		33.06
85000 Fundraising Printing & Reproduction				0.00		38.04		0.00		0.00		0.00		38.04
86000 Fundraising Service Fees				5,499.00		180.00		0.00		0.00		0.00		5,679.00
Total 80000 FUNDRAISING & DEVELOPMENT	\$	0.00	\$	5,499.00	\$	251.10	\$	0.00	\$	0.00	\$	0.00	\$	5,750.10
90000 Model C Expenses														
91000 MC Personnel & Consultants														
91100 MC Program Director				0.00		0.00		5,000.00		89,522.37		7,500.00		102,022.37
91200 MC Program Personnel				0.00		0.00		0.00		98,838.82		35,618.98		134,457.80
91300 MC Artists & Performers				0.00		0.00		0.00		35,180.00		17,000.00		52,180.00
91400 MC Writers & Journalists				0.00		0.00		15,500.00		21,958.43		134,499.32		171,957.75
91500 MC Marketing Personnel				0.00		0.00		0.00		41,700.00		0.00		41,700.00
91600 MC Admin Personnel				0.00		0.00		0.00		5,469.00		5,853.70		11,322.70
91800 MC Legal				0.00		0.00		0.00		1,000.00		0.00		1,000.00
Total 91000 MC Personnel & Consultants	\$	0.00	\$	0.00	\$	0.00	\$	20,500.00	\$	293,668.62	\$	200,472.00	\$	514,640.62
92000 MC Operating Expenses														
92200 MC Insurance				0.00		0.00		0.00		1,525.00		5,000.00		6,525.00
92300 MC Office Rent & Utilities				0.00		0.00		0.00		22,395.00		952.92		23,347.92
92400 MC Postage & Delivery				0.00		0.00		0.00		1,835.90		0.00		1,835.90
92500 MC Printing & Reproduction				0.00		0.00		0.00		829.40		0.00		829.40
92600 MC Taxes, Fees & Licenses				0.00		0.00		0.00		3,552.75		0.00		3,552.75
92700 MC Telephone & Internet				0.00		0.00		0.00		650.00		0.00		650.00
92800 MC Website, Hosting & Software Expense				0.00		0.00		0.00		13,975.98		1,750.00		15,725.98
92900 MC Other Admin Expenses				0.00		0.00		0.00		1,431.69		2,000.00		3,431.69
Total 92000 MC Operating Expenses	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	46,195.72	\$	9,702.92	\$	55,898.64
93000 MC Program Expenses														
93100 MC Production & Event Expenses				0.00		0.00		0.00		10,386.00		0.00		10,386.00
93200 MC Program Catering				0.00		0.00		0.00		150.00		0.00		150.00
93400 MC Program Marketing & Outreach				0.00		0.00		0.00		10,374.70		1,000.00		11,374.70
93500 MC Program Printing & Reproduction				0.00		0.00		0.00		11,552.50		0.00		11,552.50
93600 MC Program Supplies & Materials				0.00		0.00		0.00		16,503.22		9,000.00		25,503.22
93700 MC Travel, Meals & Lodging				0.00		0.00		0.00		9,991.85		1,250.00		11,241.85
93800 MC Venue & Space Expenses				0.00		0.00		0.00		40,555.00		0.00		40,555.00
93900 MC Other Program Expenses				0.00		0.00		0.00		-257.64		12,086.33		11,828.69
Total 93000 MC Program Expenses	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	99,255.63	\$	23,336.33	\$	122,591.96
94000 MC Fundraising Expenses														
94100 MC Fundraising Consultants				0.00		0.00		0.00		750.00		26,073.78		26,823.78
94500 MC Fundraising Service Fees (Paypal & Bank Fees)				-2,820.53		0.00		0.00		75.00		0.00		-2,745.53
94900 MC Other Fundraising Expenses				0.00		0.00		0.00		754.99		0.00		754.99
Total 94000 MC Fundraising Expenses	\$	0.00	\$	-2,820.53	\$	0.00	\$	0.00	\$	1,579.99	\$	26,073.78	\$	24,833.24
Total 90000 Model C Expenses	\$	0.00	\$	-2,820.53	\$	0.00	\$	20,500.00	\$	440,699.96	\$	259,585.03	\$	717,964.46
Total Expenses	\$	34,694.60	\$	326,200.68	\$	2,302,703.29	\$	131,171.34	\$	505,510.15	\$	356,866.91	\$	3,622,452.37
Net Operating Income	-\$	81.15	\$	357,558.11	\$	1,657,535.87	\$	53,975.87	\$	97,559.88	-\$	89,936.70	\$	2,076,693.03
Other Expenses														
Bad Debt				5,196.75		0.00		0.00		0.00		0.00		5,196.75
Total Other Expenses	\$	0.00	\$	5,196.75	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	5,196.75
Net Other Income	\$	0.00	-\$	5,196.75	\$	0.00	\$	0.00	\$	0.00	\$	0.00	-\$	5,196.75
Net Income	-\$	81.15	\$	352,361.36	\$	1,657,535.87	\$	53,975.87	\$	97,559.88	-\$	89,936.70	\$	2,071,496.28