

(A Nonprofit Organization)

**FINANCIAL STATEMENTS** 

Years Ended July 31, 2022 and 2021



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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors **Atlanta Music Project, Inc.** 

### **Opinion**

We have audited the accompanying financial statements of **Atlanta Music Project, Inc.** (a nonprofit organization), which comprise the statements of financial position as of July 31, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of **Atlanta Music Project, Inc.** as of July 31, 2022 and 2021, 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.

#### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of **Atlanta Music Project, Inc.** and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about **Atlanta Music Project**, **Inc.'s** ability to continue as a going concern within one year after the date that the financial statements are available to be issued.



#### **INDEPENDENT AUDITORS' REPORT - CONTINUED**

### Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due
  to fraud or error, and design and perform audit procedures responsive to those risks. Such
  procedures include examining, on a test basis, evidence regarding the amounts and disclosures
  in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Atlanta Music Project, Inc.'s internal control. Accordingly, no such opinion is
  expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant
  accounting estimates made by management, as well as evaluate the overall presentation of the
  financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Atlanta Music Project, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Atlanta, Georgia May 22, 2023

Brady, Wave i Schoenfeld, Inc.

## STATEMENTS OF FINANCIAL POSITION

July 31, 2022 and 2021

	2022	2021
ASSETS		
CURRENT ASSETS Cash and cash equivalents Grants receivable Prepaid expenses Promises to give	\$ 1,896,902 339,435 6,700	\$ 3,594,537 179,000 - 212,729
Total current assets	2,243,037	3,986,266
PROPERTY AND EQUIPMENT, NET	1,455,907	1,599,358
INVESTMENTS	1,004,419	
	<b>\$ 4,703,363</b>	\$ 5,585,624
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES Accounts payable Accrued expenses	\$ 10,426 50,635	\$ 1,707 28,747
Total current liabilities	61,061	30,454
NET ASSETS		
Without donor restrictions: Undesignated Designated	3,317,302 1,250,000	4,725,743 
	4,567,302	4,725,743
With donor restrictions: Purpose restrictions	<u>75,000</u>	829,427
Total net assets	4,642,302	5,555,170
	\$ 4,703,363	\$ 5,585,624

## **STATEMENT OF ACTIVITIES**

	_	Vithout Donor strictions	Re	With Donor estrictions		Total
SUPPORT AND REVENUE						
Corporate funding	\$	96,995	\$	-	\$	96,995
Capital campaign		7,271		1,100		8,371
Government grants		315,600		-		315,600
Foundation grants		337,225		45,000		382,225
Program fees		31,851		-		31,851
Contributions of nonfinancial assets		34,308		-		34,308
Individual donations		226,268		2,916		229,184
Other revenue		18,848		-		18,848
Net assets released from restrictions:						
Restrictions satisfied by payments		803,443		(803,443)		<u>-</u>
Total support and revenue and						
reclassifications		<u>1,871,809</u>		(754,427)	_	1,117,382
FUNCTIONAL EXPENSES						
Program services		1,398,305		-		1,398,305
Management and general		484,777		-		484,777
Fundraising		147,168			_	<u>147,168</u>
Total functional expenses		2,030,250		<u>-</u>		2,030,250
CHANGE IN NET ASSETS		(158,441)		(754,427)		(912,868)
NET ASSETS						
Beginning of year		<u>4,725,743</u>		829,427		<u>5,555,170</u>
End of year	\$	4,567,302	\$	75,000	\$	4,642,302

## **STATEMENT OF ACTIVITIES**

		ithout Jonor trictions	With Donor strictions		Total
SUPPORT AND REVENUE					
Corporate funding	\$	61,533	\$ -	\$	61,533
Capital campaign		-	15,155		15,155
Government grants		230,000	-		230,000
Foundation grants		279,995	150,000		429,995
Program fees		20,023	-		20,023
Contributions of nonfinancial assets		15,400	-		15,400
Individual donations	3	,427,998	-		3,427,998
Other revenue		1,058	-		1,058
Net assets released from restrictions:					
Restrictions satisfied by payments		67,37 <u>9</u>	 <u>(67,379</u> )	_	<u>-</u>
Total support and revenue and					
reclassifications	4	,103,386	 97,776	_	4,201,162
FUNCTIONAL EXPENSES					
Program services		829,752	-		829,752
Management and general		256,734	-		256,734
Fundraising		94,549	 <u>-</u>		94,549
Total functional expenses	1	<u>,181,035</u>	<u>-</u>		1,181,035
CHANGE IN NET ASSETS	2	,922,351	97,776		3,020,127
NET ASSETS					
Beginning of year	1	,803,392	 731,651		2,535,043
End of year	\$ 4	,725,743	\$ 829,427	\$	5,555,170

# STATEMENT OF FUNCTIONAL EXPENSES

		Program Services		inagement and General	Fu	ndraising		Total
Salaries - officers	\$	130,000	\$	91,250	\$	38,750	\$	260,000
Salaries - teaching artists	·	283,403		· -	•	, -	•	283,403
Salaries - other		381,150		128,752		44,209		554,111
Payroll taxes and related		79,211		51,897		27,313		158,421
Instruments and music supplies		15,628		· -		, <u>-</u>		15,628
Summer Series lunches		2,359		-		-		2,359
Musical events		93,380		-		-		93,380
Evaluations		58,000		-		-		58,000
Scholarship awards		50,000		-		-		50,000
Professional fees		32,791		45,933		15,357		94,081
Advertising and promotion		-		5,326		-		5,326
Website		1,424		712		-		2,136
Insurance		36,244		5,031		-		41,275
Office expenses		50,994		89,094		-		140,088
Storage		10,892		-		-		10,892
Travel and meetings		5,576		784		-		6,360
Bank charges		-		2,448		-		2,448
Fundraising		-		-		21,539		21,539
Occupancy		20,100		60,300		-		80,400
Bad debt		-		3,250		-		3,250
Depreciation		147,153				<u>-</u>	_	147,153
Total expenses	\$	1,398,305	<u>\$</u>	484,777	\$	147,168	<u>\$</u>	2,030,250
Percent		72%		21%		7%		100%

## STATEMENT OF FUNCTIONAL EXPENSES

	Program Services	nagement and General	Fu	ndraising	Total
Salaries - officers	\$ 84,736	\$ 62,043	\$	22,692	\$ 169,471
Salaries - teaching artists	157,960	-		-	157,960
Salaries - other	231,229	79,399		31,586	342,214
Payroll taxes and related	44,132	27,681		16,451	88,264
Instruments and music supplies	6,023	-		-	6,023
Musical events	14,192	-		-	14,192
Evaluations	2,314	-		-	2,314
Professional fees	22,763	16,250		7,610	46,623
Advertising and promotion	598	-		-	598
Website	3,551	1,776		-	5,327
Insurance	29,776	4,133		-	33,909
Office expenses	44,240	25,573		-	69,813
Storage	9,470	-		-	9,470
Travel and meetings	99	704		-	803
Fundraising	-	-		16,210	16,210
Occupancy	39,175	39,175		-	78,350
Depreciation	 139,494	 <u>-</u>		<u>-</u>	 <u>139,494</u>
Total expenses	\$ 829,752	\$ 256,734	\$	94,549	\$ 1,181,035
Percent	70%	 22%		8%	 100%

## STATEMENTS OF CASH FLOWS

# Years Ended July 31, 2022 and 2021

	2022		2021
OPERATING ACTIVITIES  Change in net assets  Adjustments to reconcile change in net assets to net cash and cash equivalents provided (used) by operating activities:	\$	(912,868)	\$ 3,020,127
Depreciation		147,153	 139,494
Changes in operating assets and liabilities:		(765,715)	3,159,621
Grants receivable Prepaid expenses		(160,435) (6,700)	(179,000)
Promises to give Accounts payable Accrued expenses Bank overdraft		212,729 8,719 21,888	378,426 (42,498) (493)
Net cash and cash equivalents provided (used) by operating activities		(689,514)	(2,021) 3,314,035
INVESTING ACTIVITIES  Purchases of property and equipment Purchases of investments		(3,702) (1,004,419)	(58,667) 
Net cash and cash equivalents used by investing activities		(1,008,121)	 (58,667)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		(1,697,635)	3,255,368
CASH AND CASH EQUIVALENTS Beginning of year		3,594,537	339,169
End of year	\$	1,896,902	\$ 3,594,537

#### **NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Atlanta Music Project, Inc.** ("the Organization") is a Georgia non-profit organization established to operate in under-resourced communities to provide world-class music training and performance opportunities that support youth growth and development in the Metropolitan Atlanta area. The Organization also provides after-school partnership sites in band, orchestra, and choir; a preparatory music school; private lessons; summer series and youth orchestra a choir programs; college and career support and scholarships. The Organization's activities are supported primarily through public and private grants and other means of public support.

**Basis of Presentation** - The financial statement presentation follows the recommendations of generally accepted accounting principles. The Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

**Net Assets Without Donor Restrictions** - Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

**Net Assets With Donor Restrictions** - Net assets subject to donor (or certain grantor) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. The Organization does not have any net assets with donor restrictions that are perpetual in nature as of July 31, 2022 and 2021.

**Financial Estimates** - The preparation of financial statements, in conformity with accounting principles generally accepted in the United States of America, 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 the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

**Functional Allocation of Expenses** - The costs of providing the various programs and other activities are summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Salaries, travel, advertising, and insurance are allocated based on estimates of time and effort, and occupancy and related expenses are allocated based on estimates of direct usage. All other expenses are allocated based on direct identification.

**Contributions and Revenue** - Contributions received are recorded as support and revenue without donor restrictions and with donor restrictions depending on the existence and/or nature of any donor restrictions. When a restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Conditional grants are recorded as revenue in the year the conditions are met. The continuation of the grants is subject to certain requirements.

### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

The Organization recognized revenue for certain services received at the fair value of those services. These services include professional services that require specialized skill and services that create a non-financial asset. For the years ended July 31, 2022 and 2021, the Organization recognized \$700 and \$12,200 for professional services. The Organization receives donated services from unpaid volunteers. No amounts have been recognized in the accompanying statements of activities because the criteria for recognition have not been satisfied. Donations of equipment and investments are recorded as contributions at their estimated fair value at the date of donation.

**Concentration of Credit Risk** - Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of cash and investments. The Organization's investment policies provide for the investment of excess cash balances in deposits with major institutions and in other high quality short-term liquid money market instruments. The Organization maintains cash balances at various financial institutions. At various times during 2022 and 2021, the cash balance was in excess of FDIC insured limits.

The exposure to concentrations of credit risk relative to the Organization's investments is limited due to the Organization's investment objectives and policies which require, among other things, that securities be diversified, meet certain quality criteria, and utilize only high credit quality institutions for investments. The investments are not insured for market risk.

**Cash and Cash Equivalents** - The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be "cash equivalents" with the exception of those held within its investment portfolio.

**Investments** - Investments in marketable securities with readily determinable fair values in the statements of financial position. Realized and unrealized gains and losses are included in the change in net assets.

**Property and Equipment** - Property and equipment are stated at cost and depreciated over its estimated useful lives using the straight-line or double declining method. Routine repairs and maintenance are charged to expense when incurred and renewals and betterments are capitalized. When property and equipment are retired or sold, the related cost and accumulated depreciation are removed from the respective accounts, and the resulting gains and losses are included in income.

The Organization reviews for impairment of long-lived assets in accordance with accounting standards. These standards require organizations to determine if changes in circumstances indicate that the carrying amount of its long-lived assets may not be recoverable. If a change in circumstances warrants such an evaluation, undiscounted future cash flows from the use and ultimate disposition of the asset, as well as respective market values, are estimated to determine if an impairment exists. Management believes that there has been no impairment of the carrying value of its long-lived assets at July 31, 2022 and 2021.

**Income Taxes** - The Organization is a nonprofit organization and is exempt from federal income taxes under Internal Revenue Code Section 501(c)(3). Accordingly, no provision for income taxes is presented in these financial statements. The Organization is not considered to be a private foundation.

### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

**Uncertainty in Tax Positions** - Accounting standards require the evaluation of tax positions taken, or expected to be taken, in the course of preparing the Organization's tax returns, to determine whether the tax positions are "more-likely-than-not" of being sustained by the applicable tax authority. This statement provides that a tax benefit from an uncertain tax position may be recognized in the financial statements only when it is "more-likely-than-not" the position will be sustained upon examination, including resolution of any related appeals or litigation processes, based upon the technical merits and consideration of all available information. Once the recognition threshold is met, the portion of the tax benefit that is recorded represents the largest amount of tax benefit that is greater than 50 percent likely to be realized upon settlement with a taxing authority. Based on its review, management does not believe the Organization has taken any material uncertain tax positions, including any position that would place the Organization's exempt status in jeopardy, as of July 31, 2022.

**Recently Issued Accounting Standards Not Yet Adopted** - In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which will require the recognition of right-to-use assets and lease liabilities for leases previously classified as operating leases by lessees. Since the issuance of this standard, there have been several additional standards issued relative to this topic. These standards will be effective for fiscal year ending July 31, 2023. The Organization is currently in the process of evaluating the impact of adoption of these standards on the financial statements.

**Subsequent Events** - The Organization has evaluated subsequent events through May 22, 2023, the date the financial statements were available to be issued.

#### **NOTE 2 - REVENUE RECOGNITION**

The Organization derives its revenue primarily from contributions, grants and program fees. Contributions and grants are accounted for under contribution guidance established by ASU 2018-08. Program fees are recognized over time as the benefits from music related instruction is provided, in amounts that reflect the consideration the Organization expects to be entitled to and in exchange for the value provided from the instruction. Incidental items that are immaterial in the context of the contracts are recognized as expense. Costs incurred to obtain a contract are expensed as incurred when the amortization period is less than a year.

The Organization's contracts are cancelable at any time by either party. The Organization's standard payment terms for programs are typically due at the time of registration for the program. The Organization does not have any significant financing components. There is no variable consideration related to services provided.

### **NOTE 3 - LIQUIDITY AND AVAILABILITY**

The Organization monitors its liquidity so that it is able to meet its operating needs and other contractual commitments while maximizing the investment of its excess operating cash. The Organization has the following financial assets less those unavailable for general expenditure within one year.

		2022		2021
Financial Assets		_		
Cash and cash equivalents	\$	1,896,902	\$	3,594,537
Grants receivable		339,435		179,000
Promises to give		-		212,729
Investments	_	1,004,419	_	<u> </u>
		3,240,756		3,986,266
Less those available for general expenditure within one year:				
Purpose restrictions		75,000		829,427
Investments designated for AMP Endowment Fund		1,000,000		-
Cash designated for Operating Reserve Fund		250,000		
Financial assets available within one year of statement of financial				
position date for general expenditure	\$	1,915,756	\$	3,156,839

In addition to financial assets available to meet general expenditures over the year, the Organization expects to cover its general expenditures by collecting revenue from new contributions, grants and program fees.

### **NOTE 4 - PROMISES TO GIVE**

In 2021, promises to give consisted of \$141,196 net of present value discount of \$3,804 expected to be collected in connection with the Next Movement Capital Campaign and includes provisions for funding and financial sustainability, which comprises an operating reserve and endowment fund. Additionally, promises to give includes the final balance due of \$71,533, net of present value discount of \$3,467, in connection with a three year operating grant.

Discount rates ranging from 1.59% to 2.53% were applied to contributions receivable in prior years. Promises to give were collected in full in 2022.

## **NOTE 5 - PROPERTY AND EQUIPMENT, NET**

,	2022	2021
Musical performance staging and equipment Musical instruments Leasehold improvements Furniture and fixtures Computer equipment Vehicle	\$ 547,500 177,549 1,070,747 78,006 10,381 <u>99,891</u>	\$ 547,500 173,847 1,070,747 78,006 10,381 99,891
Total cost Less accumulated depreciation	1,984,074 <u>528,167</u> \$ 1,455,907	1,980,372 381,014 \$ 1,599,358

### **NOTE 5 - PROPERTY AND EQUIPMENT - CONTINUED**

Depreciation expense was \$147,153 and \$139,494 for the years 2022 and 2021.

#### **NOTE 6 - FAIR VALUE MEASUREMENTS**

The fair value of the Organization's assets measured on a recurring basis at July 31, 2022 are as follows:

		2022						
	Level 1	Level 2	Level 3	Total				
Cash equivalents	<u>\$ 1,004,419</u>	<u>\$</u>	<u>\$</u>	<u>\$ 1,004,419</u>				

The Organization's assets carried at fair value are classified and disclosed in one of the following categories:

Level 1 - Valuations are based on quoted market prices in active markets for identical assets.

Level 2 - Valuations are based on observable market information, including quoted prices from actual market transactions for similar assets in markets that are not active.

Level 3 - Fair values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs reflect assumptions of management about the assumptions market participants would use in pricing the investments.

The fair value of cash equivalents are based on quoted market prices.

### **NOTE 7 - NET ASSETS**

The detail of the Organization's net asset categories at July 31, 2022 and 2021 are as follows:

	2022	2021
Without donor restrictions:  Undesignated  Designated for the following purposes:	\$ 3,317,302	\$ 4,725,743
AMP Endowment Operating reserve	1,000,000 <u>250,000</u>	
Total designated	1,250,000	
With donor restrictions for the following purposes: Capital campaign AMP scholarship fund College/career counselor	50,000 25,000	679,427 100,000 50,000
Total subject to expenditure	75,000	829,427
Total net assets	<b>\$ 4,642,302</b>	\$ 5,555,170

### **NOTE 7 - NET ASSETS - CONTINUED**

Net assets were released from donor restrictions by incurring expenses, funding the AMP Endowment fund and satisfying the restricted purposes as follows for the years ended July 31, 2022 and 2021:

	 2022		2021
Satisfaction of purpose restrictions:			
Capital campaign	\$ 680,527	\$	58,667
Kindezi	-		8,712
AMP scholarship fund	50,000		-
College/career counselor	25,000		-
AMP Academy	10,000		-
Classroom materials	2,916		-
Youth orchestras	 35,000		<u> </u>
	\$ 803,443	\$	67,379

#### **NOTE 8 - ENDOWMENT**

The Organization's endowment consists of funds established for a long-term endowment. The net assets associated with the funds included in the endowment are reported as net assets without donor restrictions in the accompanying financial statements. The endowment includes funds designated by the board to function as an endowment absent of any donor-imposed restrictions.

Endowment net assets consist of the following types of funds as of July 31, 2022:

	hout Donor	Res	th Donor strictions urpose	Total
AMP Endowment	\$ 1,000,000	\$	-	\$ 1,000,000

Changes in endowment net assets consist of the following for 2022:

	Without Donor Restrictions		With Donor Restrictions Purpose		Total	
Endowment net assets, July 31, 2021	\$	-	\$	-	\$	-
Contributions	1	,000,000		-		1,000,000
Appropriation of endowment assets for expenditure		<u>-</u>		<u> </u>	_	<u> </u>
Total change in endowment funds	1	,000,000		<u>-</u>	_	1,000,000
Endowment net assets, July 31, 2022	\$ 1	,000,000	\$	<u> </u>	\$	1,000,000

#### **NOTE 8 - ENDOWMENT - CONTINUED**

### Investment and Spending Policy

The Organization has investment and spending policies for endowment assets that aim to maximize funds available for the Organization's mission and preservation of capital. Actual returns in any given year may vary.

To satisfy its long-term rate of return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation to achieve its long-term return objectives within prudent risk constraints.

#### **NOTE 9 - OPERATING LEASE**

The Organization leases office space under a non-cancelable operating lease expiring May 20, 2023, with renewal options on the building lease through May 20, 2031. As of July 31, 2022, there are no future minimum lease payments required under operating leases that have initial or remaining non-cancelable terms in excess of one year.

#### **NOTE 10 - CONTRIBUTIONS OF NON-FINANCIAL ASSETS**

	 2022		
Musical instruments	\$ -	\$	3,200
Stock donations Professional services	 33,608 700		12,200
	\$ 34,308	\$	15,400

The Organization recognized contributed musical instruments, stock donations and professional services.

Musical instruments are used by the Organization's for practice and musical performances, and are valued based on the estimated current market price on the date of the donation.

Professional services consist of professional hours donated in connection with various administrative legal matters including contract review, and are valued based on the estimated current market price of the services received at the date of donation.