## UNITED PERFORMING ARTS FUND, INC.

# FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

YEARS ENDED AUGUST 31, 2024 AND 2023



### UNITED PERFORMING ARTS FUND, INC. TABLE OF CONTENTS YEARS ENDED AUGUST 31, 2024 AND 2023

INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	4
STATEMENTS OF ACTIVITIES	5
STATEMENTS OF FUNCTIONAL EXPENSES	7
STATEMENTS OF CASH FLOWS	9
NOTES TO FINANCIAL STATEMENTS	10
SUPPLEMENTARY INFORMATION	
SCHEDULES OF ALLOCATIONS TO MEMBER ORGANIZATIONS AND	24



#### **INDEPENDENT AUDITORS' REPORT**

Board of Directors United Performing Arts Fund, Inc. Milwaukee, Wisconsin

### **Report on the Financial Statements**

#### **Opinion**

We have audited the accompanying financial statements of United Performing Arts Fund, Inc. (a nonprofit organization) which comprise the statements of financial position as of August 31, 2024 and 2023, 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 United Performing Arts Fund, Inc. as of August 31, 2024 and 2023, and the changes in its net assets and its cash flows for the years 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 (GAAS). 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 United Performing Arts Fund, 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 United Performing Arts Fund, Inc.'s ability to continue as a going concern for one year after the date the financial statements are available to be issued.

#### 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 GAAS 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 GAAS, 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 United Performing Arts Fund, 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 United Performing Arts Fund, 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.

Board of Directors United Performing Arts Fund, Inc.

#### **Report on Supplementary Information**

Clifton Larson Allen LLP

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of allocations to member organizations and affiliates are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

CliftonLarsonAllen LLP

Milwaukee, Wisconsin December 16, 2024

# UNITED PERFORMING ARTS FUND, INC. STATEMENTS OF FINANCIAL POSITION AUGUST 31, 2024 AND 2023

ASSETS	2024	2023
7.002.0		
CURRENT ASSETS  Cash and Cash Equivalents Investments, at Fair Value Contributions Receivable, Net of Allowance Government Grants Receivable Other Receivables Advance Payments to Member Groups Prepaid Expenses Total Current Assets	\$ 2,859,821 1,571,395 3,215,785 28,000 709 934,081 29,968 8,639,759	\$ 3,261,543 1,595,914 2,547,413 28,000 337 1,159,760 22,143 8,615,110
LONG-TERM PORTION OF CONTRIBUTIONS RECEIVABLE, Net	143,414	862,526
RIGHT-OF-USE ASSETS - OPERATING, Net	120,169	186,573
BOARD-DESIGNATED INVESTMENT FUNDS	3,658,604	4,155,647
PROPERTY AND EQUIPMENT, Net	92,032	 
Total Assets	\$ 12,653,978	\$ 13,819,856
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES  Accounts Payable  Accrued Compensation and Related Benefits  Donor Designations Payable  Current Portion of Operating Lease Liability  Total Current Liabilities	\$ 29,484 123,876 1,110,472 100,558 1,364,390	\$ 35,904 50,898 1,470,539 99,662 1,657,003
LONG-TERM LIABILITIES  Long-Term Portion of Operating Lease Liability	19,611	 86,911
Total Liabilities	1,384,001	1,743,914
NET ASSETS Without Donor Restrictions: Undesignated and Available for Future Operations Reserved for Future Allocations to Member Groups and Affiliates	623,039 5,647,828	405,265 5,361,976
Board-Designated Total Without Donor Restrictions With Donor Restrictions	3,658,604 9,929,471 1,340,506	 4,155,647 9,922,888
Total Net Assets	11,269,977	2,153,054 12,075,942
Total Liabilities and Net Assets	\$ 12,653,978	\$ 13,819,856

### UNITED PERFORMING ARTS FUND, INC. STATEMENT OF ACTIVITIES YEAR ENDED AUGUST 31, 2024

	Without Dono					
	Nonboard-	Board-	With Donor			
	Designated	Designated	Restrictions	Total		
REVENUE, SUPPORT, AND GAINS						
Public Support:						
Gross Fundraising Contributions	\$ 7,605,974	\$ -	\$ 472,480	\$ 8,078,454		
Less: Donor Designations	(1,110,472)	-	-	(1,110,472)		
Less: Provision for Uncollectible Promises	(43,000)			(43,000)		
Net Fundraising Contributions	6,452,502	-	472,480	6,924,982		
Special Event Income, Net of Costs of						
Direct Benefits to Donors of \$165,975	280,595	-	-	280,595		
Bequests and Memorials	-	108,624	-	108,624		
Donated Services	406,702			406,702		
Total Public Support	7,139,799	108,624	472,480	7,720,903		
Nonoperating Revenue:						
Investment Return	179,456	575,333	-	754,789		
Distribution from the Greater						
Milwaukee Foundation	4,839			4,839		
Total Nonoperating Revenue	184,295	575,333	-	759,628		
Appropriation for Expenditure	250,000	(250,000)	-	-		
Net Assets Transferred	931,000	(931,000)	-	-		
Net Assets Released from Restrictions	1,285,028		(1,285,028)			
Total Revenue, Support, and Gains	9,790,122	(497,043)	(812,548)	8,480,531		
EXPENSES						
Program Services:						
Allocations to Member Organizations						
and Affiliates	5,843,976	-	-	5,843,976		
Other Member Support	530,957	-	-	530,957		
Awareness	545,176			545,176		
Total Program Services	6,920,109	-	-	6,920,109		
Supporting Services:						
Administrative Expenses	842,624	-	-	842,624		
Fundraising	1,523,763			1,523,763		
Total Supporting Services	2,366,387			2,366,387		
Total Expenses	9,286,496			9,286,496		
CHANGE IN NET ASSETS	503,626	(497,043)	(812,548)	(805,965)		
Net Assets - Beginning of Year	5,767,241	4,155,647	2,153,054	12,075,942		
NET ASSETS - END OF YEAR	\$ 6,270,867	\$ 3,658,604	\$ 1,340,506	\$ 11,269,977		

### UNITED PERFORMING ARTS FUND, INC. STATEMENT OF ACTIVITIES YEAR ENDED AUGUST 31, 2023

	Without Dono	r Restrictions		
	Nonboard-	Board-	With Donor	
	Designated	Designated	Restrictions	Total
REVENUE, SUPPORT, AND GAINS				
Public Support:				
Gross Fundraising Contributions	\$ 9,191,081	\$ -	\$ 1,768,438	\$ 10,959,519
Less: Donor Designations	(1,336,024)	-	-	(1,336,024)
Less: Provision for Uncollectible Promises	(48,500)			(48,500)
Net Fundraising Contributions	7,806,557	-	1,768,438	9,574,995
Special Event Income, Net of Costs of				
Direct Benefits to Donors of \$197,957	302,318	-	-	302,318
Bequest and Memorials	-	100,000	-	100,000
Donated Services	321,535			321,535
Total Public Support	8,430,410	100,000	1,768,438	10,298,848
Nonoperating Revenue:				
Investment Return	147,239	317,883	-	465,122
Other Interest	43,297			43,297
Distribution from the Greater				
Milwaukee Foundation	4,518			4,518
Total Nonoperating Revenue	195,054	317,883	-	512,937
Appropriation for Expenditure	250,000	(250,000)	-	-
Net Assets Transferred	(847,931)	847,931	-	-
Net Assets Released from Restrictions	863,180		(863,180)	
Total Revenue, Support, and Gains	8,890,713	1,015,814	905,258	10,811,785
EXPENSES				
Program Services:				
Allocations to Member Organizations				
and Affiliates	6,667,059	-	-	6,667,059
Other Member Support	440,361	-	-	440,361
Awareness	683,818			683,818
Total Program Services	7,791,238	-	-	7,791,238
Supporting Services:				
Administrative Expenses	657,968	-	-	657,968
Fundraising	1,570,856			1,570,856
Total Supporting Services	2,228,824			2,228,824
Total Expenses	10,020,062			10,020,062
CHANGE IN NET ASSETS	(1,129,349)	1,015,814	905,258	791,723
Net Assets - Beginning of Year	6,896,590	3,139,833	1,247,796	11,284,219
NET ASSETS - END OF YEAR	\$ 5,767,241	\$ 4,155,647	\$ 2,153,054	\$ 12,075,942

## UNITED PERFORMING ARTS FUND, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED AUGUST 31, 2024

	Program	Services	Supporting Services			
	Allocations and Other Member Support	Awareness	Administrative	Fundraising	Direct Benefit to Donors	Total
Allocations to Member Organizations and						
Affiliates	\$ 7,180,000	\$ -	\$ -	\$ -	\$ -	\$ 7,180,000
Less: Donor Designations Directed to						
Member Organizations	(1,336,024)					(1,336,024)
Net Allocations	5,843,976	-	-	-	-	5,843,976
Special Board-Approved Member Funding	250,000	-	-	-	-	250,000
Salaries and Other Personnel Costs	265,040	417,045	590,210	621,836		1,894,131
Insurance	1,689	4,199	5,493	6,402	11,503	29,286
Rent	10,105	25,120	32,860	38,300	19,783	126,168
Equipment Rental and Maintenance	827	2,055	2,688	3,133	34,522	43,225
Office Supplies	1,118	3,298	3,635	4,237	-	12,288
Postage and Shipping	2,030	5,047	6,602	7,695	21,106	42,480
Telephone	148	368	482	562	-	1,560
Hardware and Software Support	-	67,640	28,006	89,679	-	185,325
Telefunding	-	-	-	109,108	-	109,108
Promotion and Advertising	-	3,340	-	135,727	-	139,067
Events and Donor Benefits	-	8,950	-	36,592	6,926	52,468
Meals, Travel, and Food	-	8,114	12,178	3,986	8,153	32,431
Fees and Permits	-	-	130	-	41,628	41,758
Merchandise	-	-	-	-	21,266	21,266
Dues, Memberships, and Conferences	-		4,562	4,562	-	9,124
Professional Services	-	-	102,694	4,800		107,494
Bank, Credit Card, and Broker Commission						
Fees	-	-	50,442	50,442	-	100,884
Contributed Services:						
Media Coverage	-	-	-	226,500	_	226,500
Special Event	-	-	-	81,638	-	81,638
Creative Advertising and Public Relations	-	-	-	98,564	-	98,564
Miscellaneous			2,642		1,088	3,730
Total Functional Expenses	\$ 6,374,933	\$ 545,176	\$ 842,624	\$ 1,523,763	\$ 165,975	\$ 9,452,471

## UNITED PERFORMING ARTS FUND, INC. STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED AUGUST 31, 2023

	Pr	ogram S	n Services			Supporting Services				
	Allocatio and Oth Membe Suppor	er er	Awareness	Admir	nistrative	Fundraising			Benefit onors	Total
Allocations to Member Organizations and										
Affiliates	\$ 7,975	,000	\$ -	\$	-	\$	-	\$	-	\$ 7,975,000
Less: Donor Designations Directed to										
Member Organizations	(1,307				-	-	-		-	 (1,307,941)
Net Allocations	6,667		-		-		-		-	6,667,059
Special Board-Approved Member Funding		,000	-		-		-		-	250,000
Salaries and Other Personnel Costs		,753	349,113		536,500	896,0				1,959,385
Insurance		,451	3,468		5,318	8,4			18,186	36,852
Rent	7	,952	19,003		29,140	46,1			17,376	119,658
Equipment Rental and Maintenance		557	1,330		2,039	3,2			37,295	44,453
Office Supplies		390	4,215		1,430	4,5			262	10,879
Postage and Shipping	1,	,632	3,900		5,981	9,4	79		14,543	35,535
Telephone		626	1,495		2,294	3,6	36		-	8,051
Hardware and Software Support		-	59,435		26,352	85,7	'87		-	171,574
Telefunding		-	52,379		-	52,3	79		-	104,758
Promotion and Advertising		-	89,609		-	22,4	02		-	112,011
Events and Donor Benefits		-	35,301		904	11,4	02		29,040	76,647
Meals, Travel, and Food		-	6,582		3,456	3,3	375		5,871	19,284
Fees and Permits		-	-		130		-		41,727	41,857
Merchandise		-	-		_		-		25,282	25,282
Dues, Memberships, and Conferences		-	5,294		_	5,2	294		-	10,588
Professional Services		-	51,548		_	51,5	48		8,375	111,471
Bank, Credit Card, and Broker Commission										
Fees		-	-		44,424	44,4	24		_	88,848
Contributed Services:					,	ŕ				,
Media Coverage		_	-		_	268,0	05		_	268,005
Special Event		_	_		_	27,9			_	27,910
Creative Advertising and Public Relations		_	_		_	25,6			_	25,620
Miscellaneous		<u> </u>	1,146			1,1				 2,292
Total Functional Expenses	\$ 7,107	,420	\$ 683,818	\$	657,968	\$ 1,570,8	856 <u></u>	\$	197,957	\$ 10,218,019

### UNITED PERFORMING ARTS FUND, INC. STATEMENTS OF CASH FLOWS YEARS ENDED AUGUST 31, 2024 AND 2023

	2024			2023
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in Net Assets	\$	(805, 965)	\$	791,723
Adjustments to Reconcile Change in Net Assets to Net				
Cash Used by Operating Activities:				
Change in Allowance for Uncollectible Promises		(46,296)		(31,035)
Change in Discounts to Net Present Value		(42,388)		11,229
Amortization of ROU Asset		66,404		97,342
Realized Gains on Investments, Including				
Mutual Fund Distributions		(84,261)		(223,189)
Unrealized Appreciation on Investments		(500,202)		(69,842)
Changes in Operating Assets and Liabilities:		,		, ,
Contributions Receivable		139,424		(1,227,795)
Government Grants Receivable		-		311,497
Other Receivables		(372)		7,789
Advance Payments to Member Groups		225,679		(409,760)
Prepaid Expenses		(7,825)		(20,125)
Accounts Payable		(6,420)		(16,201)
Accrued Compensation and Other Related Benefits		72,978		(72,415)
Donor Designations Payable		(360,067)		22,166
Lease Liability - Operating		(66,404)		(97,342)
Net Cash Used by Operating Activities		(1,415,715)		(925,958)
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of Investments, Including Net				
Reinvestment of Income		(143,975)		(1,348,804)
Proceeds from Sale of Investments		1,250,000		1,177,906
Purchase of Property and Equipment		(92,032)		-
Net Cash Provided (Used) by Investing Activities		1,013,993		(170,898)
NET CHANGE IN CASH AND CASH EQUIVALENTS		(401,722)		(1,096,856)
Cash and Cash Equivalents - Beginning of Year		3,261,543		4,358,399
CASH AND CASH EQUIVALENTS - END OF YEAR	\$	2,859,821	\$	3,261,543

#### NOTE 1 PRINCIPAL ACTIVITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Organization**

United Performing Arts Fund, Inc. (UPAF) is a local, independent nonprofit agency that was formed to raise operating funds for its member organizations and affiliates. UPAF makes it possible for several nonprofit performing arts organizations in the greater Milwaukee area to meet their daily operating needs. Its mission statement is to secure community resources and improve the quality of life through responsible investment in and financial support of the performing arts in southeastern Wisconsin.

Annual campaigns are conducted each year to raise campaign contributions that are used to support numerous performing arts organizations during the subsequent fiscal year and to pay UPAF's current operating expenses. For example, pledges that are not designated to specific member organizations from the 2024 annual campaign will fund allocations to member organizations and affiliates for the fiscal year beginning September 1, 2024. The amounts allocated to each member organization and affiliate are determined by a committee consisting of members of the board of directors and community volunteers. These program allocations excluding direct donor designations will be recorded as expenses during the fiscal year beginning September 1, 2024. Designated pledges by donors to both member and nonmember agencies are recorded as donor designations payable in the statements of financial position.

#### **Basis of Accounting**

The financial statements of UPAF have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables and other liabilities with revenues and expenses reflected in the period earned or incurred.

#### **Basis of Presentation**

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor- or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, net assets of \$3,658,604 and \$4,155,647 as of August 31, 2024 and 2023, respectively, to be used as an operating reserve. UPAF separately designated \$5,647,828 and \$5,361,976 of net assets without donor restrictions as of August 31, 2024 and 2023, respectively, that will be used to fund future allocations to member groups and affiliates during the next fiscal year.

Net Assets With Donor Restrictions – Net assets subject to donor-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.

# NOTE 1 PRINCIPAL ACTIVITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Basis of Presentation (Continued)**

Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as Net Assets Released from Restrictions.

#### **Use of 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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **Cash and Cash Equivalents**

UPAF defines cash and cash equivalents as highly liquid debt instruments with a maturity at the date of acquisition of three months or less. UPAF earned \$26,353 and \$14,769 in interest income on its cash equivalents during the years ended August 31, 2024 and 2023, respectively.

#### **Concentrations of Credit Risk**

UPAF maintains cash accounts at different financial institutions. Deposits with the financial institutions are insured by the Federal Deposit Insurance Corporation in the amount of \$250,000 per official custodian. UPAF's cash deposits may exceed these federally insured limits at times during the year. UPAF has not experienced any losses on these accounts and management believes UPAF is not exposed to any significant credit risk on its cash and cash equivalent balances.

#### Valuation of Investments and Income Recognition

UPAF's investments are recorded at fair value based upon quoted market prices, when available, or estimates of fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Quoted market prices in active markets are used to value investments. Donated assets are recorded at fair value at the date of donation, or, if sold immediately after receipt, at the amount of sales proceeds received (which are considered a fair measure of the value at the date of donation).

Investment income or loss and unrealized gains or losses are included in the statements of activities as increases or decreases in net assets without donor restrictions unless the income or loss is restricted by donor or law.

# NOTE 1 PRINCIPAL ACTIVITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Risks and Uncertainties**

UPAF invests in various investment securities within its investments and endowment investments. Investment securities are exposed to various risks, such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in these financial statements.

#### **Contributions Receivable**

General and donor-designated pledges to UPAF through the annual community campaign, less an allowance for uncollectible amounts, are recorded as receivables and gross campaign contributions in the year the unconditional promise is made. An allowance for uncollectible pledges is established based on the length of time pledges are past due, previous loss history, and the donor's current ability to pay. When amounts are determined to be uncollectible, they are charged to the allowance and recoveries of previously written off amounts replenish the allowance. Pledges receivable due beyond one year are recorded at fair value at the date of promise by computing a present value applied to the anticipated cash flows.

#### **Government Grants Receivable and Government Grants Income**

Grants from the government are recognized when all conditions of such grants are fulfilled or there is reasonable assurance that they will be fulfilled. During the years ended August 31, 2022 and 2021, UPAF complied with the conditions of the Employee Retention Credit (ERC) funding in the amount of \$54,151 and \$285,346 in accordance with the program. Grants related to this program are classified as government grants and government grants receivable, resulting in total government grants receivable of \$339,497 as of August 31, 2022. The grant funding was received during the year ended August 31, 2023, with the exception of \$28,000 that remains a government grant receivable. Eligibility and usage of funds in compliance with the program based on dollar thresholds and other factors are subject to review. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; however, management is of the opinion that any review will not have a material adverse impact on UPAF's financial position.

# NOTE 1 PRINCIPAL ACTIVITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Property and Equipment**

Property and equipment are stated at cost if purchased or fair market value at date of the gift if donated. All acquisitions of equipment in excess of \$1,000 and all expenditures for improvements and betterments that materially prolong the useful lives of assets are capitalized. Maintenance, repairs, and minor improvements are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income. Property and equipment are depreciated using the straight-line method over their estimated useful lives. Total property and equipment costs of \$182,244 and \$90,212 were capitalized as of August 31, 2024 and 2023, respectively. The costs of \$90,212 as of August 31, 2023 are fully depreciated. The additions of \$92,032 during the year ended August 31, 2024 related to construction in progress, therefore no depreciation has been recorded as of August 31, 2024. Donated property and equipment is recorded as an increase in net assets without donor restrictions at its estimated fair market value as of the date received.

#### **Donor Designations Payable**

In certain limited situations, donors can specify their campaign contribution to a specific member group. These contributions are included in gross campaign contributions and then recorded as a direct reduction from gross campaign contributions in the year of designation and reported as donor designations payable. These amounts are typically paid with the board of directors approved allocation payments over a nine-month period beginning in October of each year.

#### Revenue Recognition

Contributions, including promises receivable, are recognized in the period received. Conditional promises are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. When contributions raised are designated by donors to be distributed to specific member organizations, UPAF acts as an agent and these contributions are considered agency transactions, and as such, are not included in net campaign contributions.

UPAF reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as Net Assets Released from Restrictions. Periodically, contributions and net asset classifications are reviewed to determine that all restrictions are documented and being followed, as a result changes may need to be made to classifications to better reflect the donor's intent.

# NOTE 1 PRINCIPAL ACTIVITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Revenue Recognition (Continued)**

Special event revenue is recognized when performance obligations are met. Special event revenues reported in the statements of activities include both contributions (nonreciprocal transactions) and exchange (reciprocal) transactions. For the years ended August 31, 2024 and 2023, special event revenue included \$131,591 and \$176,695, respectively, of exchange transactions. Such revenue is recognized over time, as all performance obligations are met when the events occur. Costs of direct benefits to donors for incidental activities are netted against special event revenue. Such costs totaled \$165,975 and \$197,957 for the years ended August 31, 2024 and 2023, respectively.

#### **Donated Services**

Contributions of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Such services totaled \$406,702 and \$321,535 for the years ended August 31, 2024 and 2023, respectively, and are reflected as public support and expenses on the statements of activities. Donated services are comprised of media coverage, creative advertising, public relations, and print services and these professional services are valued at the respective fair values of the services received.

#### Allocations to Member Organizations and Affiliates

Allocations to member organizations and affiliates (excluding direct donor designations) are recorded as an expense in the year the allocations are determined by the committee and approved by the board of directors and the member organizations and affiliates have been notified of the awards. Current fiscal year allocations are based on the level of campaign pledges received during the previous fiscal year. UPAF makes ratable allocation payments over a 12-month period beginning in July of each year. Estimated payments begin in July and August of the current year for the next fiscal year and these payments are recorded as advance payments to member groups in the statements of financial position.

#### **Promotion and Advertising Costs**

UPAF expenses the costs of producing advertisements as incurred. UPAF expenses the costs of communicating advertisements as the items or services are received. Promotion and advertising expenses for the years ended August 31, 2024 and 2023 were \$139,067 and \$112,011, respectively.

#### **Tax-Exempt Status**

UPAF is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. In addition, UPAF qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a). UPAF is also exempt from Wisconsin income taxes.

# NOTE 1 PRINCIPAL ACTIVITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Functional Expense Allocation**

UPAF classifies expenses into two functions: program services and supporting services. In the accompanying statements of functional expenses, all expenses are allocated based upon the functions to which they relate. Expenses that can be identified with a specific function are allocated directly according to their natural expenditure classification. Other expenses that are common to several functions are allocated by management's use of estimated time spent on the respective program and support functions.

#### Leases

Beginning September 1, 2022, UPAF began accounting for its leases in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 842, *Leases*. UPAF determines if an arrangement is a lease, or contains a lease, at inception of a contract and when the terms of an existing contract are changed. UPAF recognizes a lease liability and a right-of-use (ROU) asset at the commencement date of the lease. See Note 11 for additional information on UPAF's leases as of and for the years ended August 31, 2024 and 2023.

ROU assets represent UPAF's right to use an underlying asset for the lease term and lease liabilities represent UPAF's obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that UPAF will exercise that option. Lease expense for operating lease payments is recognized on a straight-line basis over the lease term. UPAF has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or ROU assets on the statement of financial position.

The individual lease contracts do not provide information about the discount rate implicit in the lease. Therefore, UPAF has elected to use a risk-free discount rate determined using a period comparable with that of the lease term for computing the present value of all lease liabilities.

UPAF has elected not to separate nonlease components from lease components and instead accounts for each separate lease component and the nonlease component as a single lease component.

#### **Accounting Standards Updates**

On September 1, 2023, UPAF adopted FASB ASU 2016-13, Financial Instruments – Credit Losses (Topic 326): *Measurement of Credit Losses on Financial Instruments*, as amended, which modifies the measurement of expected credit losses. UPAF adopted this new guidance utilizing the modified retrospective transition method. The adoption of this standard did not have a material impact on UPAF's financial statements but did result in changes to UPAF's accounting policies, including the recognition of credit losses based on expected future credit losses rather than incurred credit losses.

# NOTE 1 PRINCIPAL ACTIVITY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Accounting Standards Updates (Continued)**

UPAF extends credit to customers in the normal course of business. UPAF uses a combination of historical loss experience, current economic conditions, and forward-looking information to estimate credit losses for financial assets. UPAF considers various factors such as borrower creditworthiness and probability of default to estimate credit losses.

#### Reclassifications

Certain reclassifications of amounts previously reported have been made to the accompanying financial statements to maintain consistency between periods presented. The reclassifications had no impact on previously reported net assets.

#### **Subsequent Events**

UPAF has evaluated events and transactions for potential recognition and disclosure in the financial statements through December 16, 2024, the date on which the financial statements were available to be issued.

#### NOTE 2 LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

	2024	2023
Total Financial Assets Available Within One Year:		
Cash and Cash Equivalents	\$ 2,859,821	\$ 3,261,543
Investments, Current Portion	1,571,395	1,595,914
Current Portion of Contributions Receivable,		
Net of Allowance	3,215,785	2,547,413
Government Grants Receivable	28,000	28,000
Other Receivables	 709	 337
Total	7,675,710	 7,433,207
Less: Amounts Not Available for General Expenditures		
Within One Year Due to:		
Donor Designations Payable	1,110,472	1,470,539
Allocated to Member Groups and Affiliates, Net of		
Advance Payments to Member Groups	4,713,747	4,202,216
Donor Restricted to Current Portion of Time		
or Purpose Restrictions	1,197,092	1,290,528
Financial Assets Available to Meet Cash Needs		
for General Expenditures Within One Year	\$ 654,399	\$ 469,924

### NOTE 2 LIQUIDITY AND AVAILABILITY (CONTINUED)

UPAF has established a board-designated investment fund in the amount of \$3,658,604 and \$4,155,647 as of August 31, 2024 and 2023, respectively, and is subject to use as determined by the board of directors. Although UPAF does not intend to spend from these board-designated funds for general expenditure within one year, these amounts could be made available if necessary.

As part of the UPAF's liquidity management plan, they invest cash in excess of daily requirements in money market funds. The board will designate certain of its net assets without donor restrictions to be used to fund future allocations to member groups and affiliates during the next fiscal year.

#### NOTE 3 CONTRIBUTIONS RECEIVABLE

Outstanding contributions receivable are expected to be realized as follows as of August 31:

	 2024	 2023
Less Than One Year	\$ 3,416,429	\$ 2,794,353
One to Five Years	151,000	 912,500
Total	 3,567,429	 3,706,853
Less: Discount to Present Value	(7,586)	(49,974)
Less: Allowance for Uncollectible Pledges	 (200,644)	 (246,940)
Net Contributions Receivable	 3,359,199	3,409,939
Less: Current Portion of Contributions Receivable	 3,215,785	 2,547,413
Long-Term Portion of Contributions Receivable	\$ 143,414	\$ 862,526

Estimated cash flows from pledges receivable have been discounted to present value as of August 31, 2024 and 2023 using a discount rate of 5% which was based on the expected rate of return on UPAF's investments.

#### NOTE 4 INVESTMENTS

Investments are reported at fair value and are summarized by type of investment as of August 31, 2024 and 2023 as follows:

	Cost or Gift Fair Value Value		Unrealized Appreciation (Depreciation)
August 31, 2024			
Bond Mutual Funds	\$ 2,391,591	\$ 2,386,301	\$ (5,290)
Equity Mutual Funds	1,636,159	2,759,192	1,123,033
Money Market Fund	84,506	84,506	<u> </u>
Total Investments	\$ 4,112,256	\$ 5,229,999	\$ 1,117,743
<u>August 31, 2023</u>			
Bond Mutual Funds	\$ 3,035,076	\$ 2,917,859	\$ (117,217)
Equity Mutual Funds	1,866,456	2,738,841	872,385
Money Market Fund	94,861	94,861	<u> </u>
Total Investments	\$ 4,996,393	\$ 5,751,561	\$ 755,168

Investments are classified in the accompanying statements of financial position as of August 31, 2024 and 2023 as follows:

	2024			2023		
Current Assets:		_		_		
With Donor Restrictions	\$	32,907	\$	16,767		
Without Donor Restrictions		1,538,488		1,579,147		
Total		1,571,395		1,595,914		
Noncurrent Assets:						
Board-Designated		3,658,604		4,155,647		
Total Investments	\$	5,229,999	\$	5,751,561		

External and direct internal expenses relating to investment revenues amounted to \$24,891 and \$18,763 for the years ended August 31, 2024 and 2023, respectively, and have been netted against investment revenues in the accompanying statements of activities.

#### NOTE 5 GREATER MILWAUKEE FOUNDATION ENDOWMENT FUND

UPAF is a beneficiary of an endowment fund (GMFEF) held and managed at the Greater Milwaukee Foundation (the Foundation) which was established in 1976 for the sole benefit of UPAF. A trust agreement pertaining to the management of this fund permits distributions available for current operations to UPAF according to the distribution policy. The GMFEF was established by permanently restricted donations to provide support for UPAF's mission. These funds were the legal assets of the Foundation with the restriction that the Foundation make distributions to UPAF from the earnings of these funds on an annual basis. These funds remain at the Foundation for the benefit of UPAF but are not reported as a beneficial interest in the assets held at the Foundation.

#### NOTE 5 GREATER MILWAUKEE FOUNDATION ENDOWMENT FUND (CONTINUED)

The Foundation governs the investment policies and objectives for the GMFEF funds which are to preserve principal and to maintain the purchasing power as well as to provide additional real growth through investment return. GMFEF investments consisted of equity and bond mutual funds which are all recorded at fair value. Distributions from the GMFEF are in accordance with the distribution policy which was based on an annual distribution amount that is calculated to be 4.5% or less of the average market value of the fund over the prior 20 quarters. The current amount of funds held by GMFEF for the benefit of UPAF is \$135,556 and \$126,120 as of August 31, 2024 and 2023, respectively. Distributions from GMFEF were \$4,839 and \$4,518 during the years ended August 31, 2024 and 2023, respectively.

#### NOTE 6 BOARD-DESIGNATED INVESTMENT FUND

In 1999, a board-designated investment fund (the Fund) was established to ensure continued success of UPAF by providing a reserve for future critical needs. The Fund is owned by UPAF and investments are comprised of money market accounts and equity and fixed income mutual funds which are all recorded at fair value.

UPAF's current policy is that any bequests and other noncampaign-related unrestricted contributions received by UPAF will be allocated to the Fund. Other funds may be allocated to the Fund at the discretion of the UPAF board of directors and accumulated investment returns on all investments owned by UPAF are also retained and allocated to the Fund.

UPAF has adopted an investment policy for the Fund with the objective to achieve investment returns that are viewed in a long-term context, on a five-year annualized basis. The investment policy is to obtain the highest possible total return while maintaining a prudently acceptable level of risk and maximizing income to satisfy the needs of the Fund. In order to meet its needs, the investment strategy of the Fund is to emphasize total return with aggregate returns from capital appreciation and dividend and interest income. Assets are to be invested in a well-diversified asset mix, which includes equity and fixed income securities and cash.

Investment risk is measured in terms of the total Fund, investment assets and allocation between asset classes and strategies are reviewed by management to not expose the funds to unacceptable levels of risk. Distributions from the Fund can only be appropriated upon the approval of the UPAF board of directors as needed.

The changes in the board-designated net assets for the years ended August 31, 2024 and 2023 are as follows:

	 2024	 2023
Board-Designated Investments - Beginning of Year	\$ 4,155,647	\$ 3,139,833
Investment Return:	575,333	317,883
Bequests allocated to Board-Designated Fund	108,624	100,000
Transfers to (from) Board-Designated Fund	(931,000)	847,931
Appropriations for Expenditure	(250,000)	 (250,000)
Board-Designated Investments - End of Year	\$ 3,658,604	\$ 4,155,647

#### NOTE 6 BOARD-DESIGNATED INVESTMENT FUND (CONTINUED)

During the years ended August 31, 2024 and 2023, the board of directors approved the release of board-designated funds from the Fund for special funding totaling \$250,000 for each year, which was requested by and awarded to member organizations.

#### NOTE 7 FAIR VALUE MEASUREMENTS

UPAF reports its fair value measures using a three-level hierarchy that prioritizes the inputs used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy that determines fair value are described below:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that UPAF has the ability to access.

Level 2 – Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets:
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability:
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.
- If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. The following is a description of the methodologies used for investments reported at fair value:

Mutual Funds and Money Market Funds: Valued at the daily closing price as reported by the funds. Mutual funds held by UPAF are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are actively traded and are required to publish their daily net asset value (NAV) and to transact at that price.

#### NOTE 7 FAIR VALUE MEASUREMENTS (CONTINUED)

The preceding valuation methodologies may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although UPAF believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables provide by level, within the fair value hierarchy, UPAF's investment assets as of August 31, 2024 and 2023:

	2024						
		Level 1		Level 2		Level 3	Total
Investments, at Fair Value:							
Bond Mutual Funds	\$	2,386,301	\$	_	\$	-	\$ 2,386,301
Equity Mutual Funds:							
Small-Cap Funds		392,501		-		-	392,501
Mid-Cap Funds		397,733		-		-	397,733
Large-Cap Funds		1,355,489		-		-	1,355,489
International		613,469		-		-	613,469
Short-Term Cash Investment		84,506		-		-	84,506
Total Investments							
at Fair Value	\$	5,229,999	\$		\$		\$ 5,229,999
	2023						
		Level 1		Level 2		Level 3	Total
Investments, at Fair Value:							 
Bond Mutual Funds	\$	2,917,859	\$	-	\$	-	\$ 2,917,859
Equity Mutual Funds:							
Small-Cap Funds		399,346		-		-	399,346
Mid-Cap Funds		396,421		_		-	396,421
Large-Cap Funds		1,319,932		_		-	1,319,932
International		623,142		_		-	623,142
Short-Term Cash Investment		94,861		-		-	94,861
Total Investments							 ·
at Fair Value	\$	5,751,561	\$	_	\$		\$ 5,751,561

#### NOTE 8 LINE OF CREDIT

As of August 31, 2024 and 2023, UPAF has an unsecured revolving line of credit agreement with a bank that allows UPAF to borrow up to \$750,000 at an interest of prime rate minus .25%. The interest rate in effect as of August 31, 2024 was 8.25%. The agreement has no expiration and there were no outstanding borrowings under the line of credit as of August 31, 2024 and 2023.

#### NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted for the following purposes or periods.

	2024		2023	
Contributions Received and Restricted to Use for Future Years (Held in Investments)	\$	32,907	\$	16,767
Contributions Restricted for UPAF Programs:				
Bright Minds Arts Education		277,200		316,000
Kasey's Fund (Outreach and Education)		60,000		73,500
Resonate - Next Gen Program (Awareness)		54,000		58,900
UPAF Connect (Awareness)		13,500		92,500
Contributions Receivable Restricted to Time		902,899		1,595,387
Total Net Assets With Donor Restrictions	\$	1,340,506	\$	2,153,054

#### NOTE 10 RELATED PARTIES

Members of the board of directors of UPAF typically make contributions to the various campaigns of UPAF. UPAF received pledges from members of the board of directors and the total amount that remains a receivable as of August 31, 2024 and 2023 is \$14,595 and \$13,300, respectively. The board of directors may also be employees of organizations with which UPAF conducts business. All business transactions involving the board of directors, their employers and other related parties occur at arm's length and the applicable board members abstain from voting on any business transactions that involve potential conflicts of interest.

#### **NOTE 11 OPERATING LEASE - ASC 842**

Beginning January 1, 2013, UPAF had entered into a long-term noncancelable operating lease for office space that expired on June 30, 2020. The building lease contained renewal options for two additional five-year periods. UPAF exercised the first of the five year renewal which now expires on June 30, 2025. In addition, UPAF leases office equipment under long-term, noncancelable lease agreements. The leases expire at various dates through 2030.

Quantitative information concerning the Organization's lease for the years ended August 31:

	 2024	 2023		
Operating Lease Cost	\$ 100,683	\$ 99,052		
Operating Cash Flows from Operating Leases	\$ 100,817	\$ 97,337		
Right-of-Use Assets Obtained in Exchange for				
Operating Lease Liabilities	\$ 14,564	\$ 283,915		
Weighted-Average Remaining Lease Term	1.5 Years	2.0 Years		
Weighted-Average Discount Rate	5.00%	5.00%		

#### NOTE 11 OPERATING LEASE - ASC 842 (CONTINUED)

A maturity analysis of annual undiscounted cash flows for lease liabilities as of August 31, 2024 is as follows:

Year Ending August 31,	 Amount
2025	\$ 103,428
2026	5,388
2027	5,388
2028	5,388
2029	2,544
Thereafter	 952
Undiscounted Cash Flows	 123,088
Less: Imputed Interest	 (2,919)
Total Present Value	\$ 120,169
	·
Short-Term Lease Liabilities	\$ 100,558
Long-Term Lease Liabilities	 19,611
Total	\$ 120,169

#### NOTE 12 RETIREMENT PLAN

UPAF has a 403(b) defined contribution retirement savings plan covering all eligible employees. UPAF makes discretionary contributions to the plan in amounts determined annually. For the years ended August 31,2024 and 2023, eligible employees received contributions from UPAF of 2% of their gross earnings and up to an additional 2% match for eligible employees that contributed up to 2% of their salary into the plan. Retirement plan expense for the years ended August 31, 2024 and 2023 was \$50,315 and \$35,834, respectively.

#### **NOTE 13 PROGRAMS**

UPAF's primary purpose is to collectively raise operating funds from its annual campaign and other fundraising events for the benefit of all of its member organizations and affiliates. In addition to supporting these member organizations and affiliates with the allocation and distributions of available financial resources, UPAF also exists to provide the following services for the general benefit of the performing arts:

Awareness: Through fundraising campaigns, community events, and opportunities to increase access to the performing arts for all, UPAF strives to generate a greater awareness of the local arts industry sector and nonprofit performing arts member organizations as well as seeks to continuously educate the general public as to the benefits of and importance in growing and maintaining a healthy, robust, local performing arts community. Annually, UPAF hosts community events to bring people and communities together and bridge cultural divides in celebration of the impact the performing arts makes in southeastern Wisconsin.

# UNITED PERFORMING ARTS FUND, INC. SCHEDULES OF ALLOCATIONS TO MEMBER ORGANIZATIONS AND AFFILIATES YEARS ENDED AUGUST 31, 2024 AND 2023

(SEE INDEPENDENT AUDITORS' REPORT)

Member Organizations:       \$ 60,147       \$ 81,386         Black Arts MKE       166,667       195,430         Danceworks, Inc.       171,860       247,715         First Stage Milwaukee, Inc.       734,983       894,216         Florentine Opera Company, Inc.       579,034       658,253         Milwaukee Ballet Company, Inc.       809,663       925,304         Milwaukee Chamber Theatre, Ltd.       118,390       123,557         Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806		2024			2023	
Black Arts MKE       166,667       195,430         Danceworks, Inc.       171,860       247,715         First Stage Milwaukee, Inc.       734,983       894,216         Florentine Opera Company, Inc.       579,034       658,253         Milwaukee Ballet Company, Inc.       809,663       925,304         Milwaukee Chamber Theatre, Ltd.       118,390       123,557         Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Member Organizations:		_			
Danceworks, Inc.       171,860       247,715         First Stage Milwaukee, Inc.       734,983       894,216         Florentine Opera Company, Inc.       579,034       658,253         Milwaukee Ballet Company, Inc.       809,663       925,304         Milwaukee Chamber Theatre, Ltd.       118,390       123,557         Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Bel Canto Chorus of Milwaukee, Inc.	\$	60,147	\$	81,386	
First Stage Milwaukee, Inc.       734,983       894,216         Florentine Opera Company, Inc.       579,034       658,253         Milwaukee Ballet Company, Inc.       809,663       925,304         Milwaukee Chamber Theatre, Ltd.       118,390       123,557         Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Black Arts MKE		166,667		195,430	
Florentine Opera Company, Inc.       579,034       658,253         Milwaukee Ballet Company, Inc.       809,663       925,304         Milwaukee Chamber Theatre, Ltd.       118,390       123,557         Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Danceworks, Inc.		171,860		247,715	
Milwaukee Ballet Company, Inc.       809,663       925,304         Milwaukee Chamber Theatre, Ltd.       118,390       123,557         Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	First Stage Milwaukee, Inc.		734,983		894,216	
Milwaukee Chamber Theatre, Ltd.       118,390       123,557         Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Florentine Opera Company, Inc.		579,034		658,253	
Milwaukee Repertory Theater, Inc.       1,602,071       1,679,574         Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Milwaukee Ballet Company, Inc.		809,663		925,304	
Milwaukee Symphony Orchestra, Inc.       1,360,334       1,469,214         Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Milwaukee Chamber Theatre, Ltd.		118,390		123,557	
Milwaukee Youth Symphony Orchestra, Inc.       436,136       472,648         Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Milwaukee Repertory Theater, Inc.		1,602,071		1,679,574	
Next Act Theatre, Inc.       140,829       160,454         Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Milwaukee Symphony Orchestra, Inc.		1,360,334		1,469,214	
Present Music, Inc.       191,642       141,490         Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Milwaukee Youth Symphony Orchestra, Inc.		436,136		472,648	
Renaissance Theaterworks, Inc.       168,238       199,443         Skylight Music Theatre Corporation       328,666       436,122         Total Allocations to Member Organizations       6,868,660       7,684,806	Next Act Theatre, Inc.		140,829		160,454	
Skylight Music Theatre Corporation328,666436,122Total Allocations to Member Organizations6,868,6607,684,806	Present Music, Inc.		191,642		141,490	
Total Allocations to Member Organizations 6,868,660 7,684,806	Renaissance Theaterworks, Inc.		168,238		199,443	
<del>y</del>	Skylight Music Theatre Corporation		328,666		436,122	
	Total Allocations to Member Organizations		6,868,660		7,684,806	
Affiliates <u>311,340</u> <u>290,194</u>	Affiliates		311,340		290,194	
Total Allocations to Member Organizations and Affiliates \$\frac{\\$7,180,000}{\}\$\$ \$\frac{7,975,000}{\}\$	Total Allocations to Member Organizations and Affiliates	<u>\$</u>	7,180,000	\$	7,975,000	
Donor Designations Directed to Member Organizations \$ 1,336,024 \$ 1,307,941	Donor Designations Directed to Member Organizations	\$	1.336.024	\$	1.307.941	
Donor Designations Directed to UPAF Programs 482,000 618,400		Ψ		Ψ		
UPAF Allocations 5,361,976 6,048,659			•			
Total \$ 7,180,000 \$ 7,975,000		\$		\$		

