



**Madison Symphony Orchestra
Inc.**

**Consolidated Financial Statements
(and Supplementary Information)
Years Ended June 30, 2021 and 2020**

Madison Symphony Orchestra Inc.

Consolidated Financial Statements
(and Supplementary Information)
Years Ended June 30, 2021 and 2020

Madison Symphony Orchestra Inc.

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Independent Auditor's Report

Board of Directors
Madison Symphony Orchestra Inc.
Madison, Wisconsin

Opinion

We have audited the consolidated financial statements of Madison Symphony Orchestra Inc. and the Madison Symphony Orchestra Foundation, Inc. (Organization), which comprise the consolidated statements of financial position as of June 30, 2021 and 2020, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of the Organization as of June 30, 2021 and 2020, and the changes in their net assets and their 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 Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization 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 consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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



Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's 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 consolidated 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 consolidated 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 consolidated 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 the Organization'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 consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization'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.

BDO USA, LLP

BDO USA, LLP

November 10, 2021

Consolidated Financial Statements

Madison Symphony Orchestra Inc.
Consolidated Statements of Financial Position

<i>June 30,</i>	2021	2020
Assets		
Cash and cash equivalents	\$ 2,169,421	\$ 2,038,729
Accounts receivable	363,174	6,067
Pledges and bequests receivable	1,048,787	963,030
Merchandise inventory	948	948
Prepaid expenses	62,132	70,729
Security deposit	4,000	4,000
Unemployment compensation deposit	56,008	56,099
Investments	24,742,272	18,839,033
Equipment, net of accumulated depreciation of \$356,825 for 2021 and \$330,993 for 2020	83,862	109,694
Music library	276,847	276,847
Organ, net of accumulated depreciation of \$62,228 for 2021 and \$40,265 for 2020	1,752,531	1,774,494
Total Assets	\$ 30,559,982	\$ 24,139,670
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 3,178	\$ 62,658
Accrued expenses	939	41,768
Deferred revenue	746,649	810,595
Payroll Protection Program (PPP) Loan, current portion	-	216,814
Total Current Liabilities	750,766	1,131,835
Long-Term Liability		
Payroll Protection Program (PPP) Loan, net of current portion	504,700	276,186
Total Liabilities	1,255,466	- 1,408,021
Net Assets		
Without donor restrictions	17,881,062	11,504,190
With donor restrictions	11,423,454	11,227,459
Total Net Assets	29,304,516	22,731,649
Total Liabilities and Net Assets	\$ 30,559,982	\$ 24,139,670

See accompanying notes to financial statements.

Madison Symphony Orchestra Inc.

Consolidated Statements of Activities

<i>Year ended June 30,</i>	2021	2020
Changes in Net Assets - Without Donor Restrictions		
Revenues		
Admissions		
Ticket sales	\$ 8,985	\$ 1,346,221
Fundraising		
Contributions, grants and sponsorships	2,292,542	1,512,709
Sales and membership events (net)	19,670	122,091
Other		
Hired concert income	9,674	305,300
Program advertising	873	18,932
Distributions from the Madison Community Foundation	264,327	261,319
Investment income, net	5,408,414	(34,719)
Miscellaneous	828	13,681
Employee Retention Credit	498,733	-
PPP Loan Forgiveness	493,000	-
Total Revenues - Without Donor Restrictions	8,997,046	3,545,534
Net assets released from restrictions	604,287	779,829
Total Net Assets Released From Restrictions, Revenues, and Other Support	9,601,333	4,325,363
Expenses		
Program Services		
Production	2,347,591	4,002,977
Supporting Services		
Fundraising	228,045	250,897
General and Administrative	648,825	575,995
Total Expenses	3,224,461	4,829,869
Change in Net Assets - Without Donor Restrictions	\$ 6,376,872	\$ (504,506)
Change in Net Assets - With Donor Restrictions		
Contributions	\$ 800,282	\$ 787,010
Net assets released from restrictions	(604,287)	(779,829)
Change in Net Assets - With Donor Restrictions	195,995	7,181
Change in Net Assets - Without and With Donor Restrictions	6,572,867	(497,325)
Net Assets, beginning of year	22,731,649	23,228,974
Net Assets, end of year	\$ 29,304,516	\$ 22,731,649

See accompanying notes to financial statements.

Madison Symphony Orchestra Inc.
Consolidated Statements of Functional Expenses

<i>Year ended June 30, 2021</i>	<u>Program Services</u>	<u>Supporting Services</u>		Total
	Production	Fundraising	General and Administrative	
Expenses				
Advertising	\$ 11,795	\$ -	\$ -	\$ 11,795
Artistic personnel	1,424,832	-	-	1,424,832
Brochure and promotion	95,929	-	-	95,929
Concert production	155,572	-	-	155,572
Depreciation	-	-	47,795	47,795
Dues and subscriptions	14,979	-	-	14,979
Educational projects	38,624	-	-	38,624
Equipment lease	25,114	-	-	25,114
Lunches, dinners, and travel	1,189	-	-	1,189
Membership	3,500	-	-	3,500
Newsletter	23,166	-	-	23,166
Other	87,946	-	-	87,946
Payroll tax	-	-	61,888	61,888
Printing and postage	21,310	-	11,712	33,022
Professional fees	-	-	30,023	30,023
Rent	-	-	97,713	97,713
Salaries	443,635	223,754	393,981	1,061,370
Sales and membership events	-	4,291	-	4,291
Telephone	-	-	5,713	5,713
Total Expenses	\$ 2,347,591	\$ 228,045	\$ 648,825	\$ 3,224,461

See accompanying notes to financial statements.

Madison Symphony Orchestra Inc.
Consolidated Statements of Functional Expenses

<i>Year ended June 30, 2020</i>	<u>Program Services</u>		<u>Supporting Services</u>		Total
	Production	Fundraising	General and Administrative		
Expenses					
Advertising	\$ 184,426	\$ -	\$ -	\$ -	\$ 184,426
Artistic personnel	2,091,761	-	-	-	2,091,761
Brochure and promotion	101,410	-	-	-	101,410
Concert on the Green	-	1,680	-	-	1,680
Concert production	562,316	-	-	-	562,316
Depreciation	-	-	49,251	-	49,251
Donated advertising and design	160,263	-	-	-	160,263
Dues and subscriptions	13,266	-	-	-	13,266
Educational projects	102,528	-	-	-	102,528
Equipment lease	28,209	-	-	-	28,209
Lunches, dinners, and travel	3,162	-	-	-	3,162
Membership	62,758	-	-	-	62,758
Newsletter	20,829	-	-	-	20,829
Other	61,284	20,388	44,002	-	125,674
Payroll tax	-	-	24,450	-	24,450
Printing and postage	29,576	-	14,147	-	43,723
Professional fees	-	-	21,430	-	21,430
Rent	-	-	102,300	-	102,300
Salaries	517,989	202,437	315,644	-	1,036,070
Sales and membership events	-	26,392	-	-	26,392
Sales tax	63,200	-	-	-	63,200
Telephone	-	-	4,771	-	4,771
Total Expenses	\$ 4,002,977	\$ 250,897	\$ 575,995	\$ -	\$ 4,829,869

See accompanying notes to financial statements.

Madison Symphony Orchestra Inc.

Consolidated Statements of Cash Flows

<i>Year ended June 30,</i>	2021	2020
Cash Flows from Operating Activities		
Change in net assets	\$ 6,572,867	\$ (497,325)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	47,795	49,251
Net realized and unrealized investment (gains) losses	(4,405,048)	548,805
Contributions restricted for endowment	(344,637)	(281,084)
PPP loan forgiveness	(493,000)	-
Increase (decrease) from changes in:		
Accounts receivable	(357,107)	(3,149)
Pledges and bequests receivable	(85,757)	93,519
Prepaid expenses	8,597	4,930
Unemployment compensation deposit	91	(1,099)
Accounts payable	(59,480)	39,319
Accrued expenses	(40,829)	4,470
Deferred revenue	(63,946)	(319,693)
Net cash provided by operating activities	779,546	(362,056)
Cash Flows from Investing Activities		
Proceeds from sale of investments	3,809,050	4,347,025
Purchase of investments	(5,307,241)	(4,525,946)
Expenditures for equipment	-	(1,442)
Net cash used in investing activities	(1,498,191)	(180,363)
Cash Flows from Financing Activities		
Proceeds from contributions restricted for endowment	344,637	281,084
Proceeds from PPP loans	504,700	493,000
Net cash provided by financing activities	849,337	774,084
Net Increase in Cash and Cash Equivalents	130,692	231,665
Cash and Cash Equivalents, beginning of year	2,038,729	1,807,064
Cash and Cash Equivalents, end of year	\$ 2,169,421	\$ 2,038,729

See accompanying notes to financial statements.

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

1. Information About the Organization and Summary of Significant Accounting Policies

Madison Symphony Orchestra Inc. (the Orchestra) was incorporated on May 28, 1925, as The Madison Civic Music Association, Inc. and changed its name to Madison Symphony Orchestra Inc. on June 6, 1995. It is established to produce high quality concerts of orchestral, instrumental, vocal, and choral music, to educate and entertain audiences of all ages in the Madison area and beyond, and to advocate music as a universal language of expression and understanding. Activities of the Friends of the Overture Concert Organ, an unincorporated division of the Orchestra, are included within the reported Orchestra amounts in these consolidated financial statements. Programs funded by the Orchestra for these purposes include its season concert series, concerts for elementary school children, and the Young People's Concert.

Madison Symphony Orchestra League (the League), an unincorporated division of the Orchestra, was established to support the artistic and financial goals of the Orchestra. Programs funded by the League for these purposes include various member and fund raising events.

Madison Symphony Orchestra Foundation Inc. (the Foundation), a separate tax-exempt organization, was established to administer investments including gifts, grants, and bequests where the income of these investments exclusively benefits the Orchestra. The transfer of invested special and restricted funds from the Orchestra to the Foundation began in May 1995 and was completed during July 1995. The Foundation's assets represent a consolidation of the Steenbock Visiting Artist, Steenbock Youth and Conductor, Marie Spec, Norman Bassett, Harry Sage, Elizabeth Harris, Great Performance Funds, and other funds. Investment earnings are allocated to the funds in the same ratio as the fair value of each fund's investments to the total fair value of all investments. The investments are held in safekeeping and managed by BMO Financial Group.

The Foundation annually determines its income distribution policy and agrees to give the Orchestra at least 12 months advance written notice of any change in the policy provided, however, the distribution may be modified at any time if mutually agreed upon by the Foundation and the Orchestra.

Principles of Consolidation

The consolidated financial statements consist of the accounts of the Orchestra, the League, and the Foundation collectively referred to as the "Organization."

Basis of Presentation

The consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) and, accordingly, reflect all significant receivables, payables, and other liabilities.

Use of Estimates

The preparation of consolidated financial statements in accordance with U.S. GAAP requires management to make estimates and assumptions that affect certain amounts reported in the

Madison Symphony Orchestra Inc.
Notes to Consolidated Financial Statements

consolidated financial statements and accompanying notes. Actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of financial statement presentation, the Organization considers all cash accounts, certificates of deposit not held as a guarantee on the payment of benefits (Note 8), and money market funds not held at the Foundation to be cash and cash equivalents.

Pledges and Bequests Receivable and Accounts Receivable

Pledges and bequests receivable are due from multiple contributors. The Organization routinely assesses the financial strength of its contributors and patrons and, as a consequence, believes that its pledges and bequests receivable and accounts receivable credit risk exposure is limited. The Orchestra considers pledges and bequests receivable and accounts receivable to be fully collectible; accordingly, no allowance for doubtful accounts is required.

Equipment and Depreciation

Equipment is recorded at cost. Depreciation is provided using the straight-line method over the estimated useful lives of the respective assets ranging from 3 to 25 years.

Organ

The Organization considers the organ that was purchased and installed in the Overture Center a work of art in accordance with definitions set forth in accounting standards. Accordingly, depreciation is not being recognized on the organ. This treatment is consistent with the accounting policy followed by other symphony orchestras in the United States that own similar organs. Any upgrades and enhancements to the organ are capitalized and depreciated over their estimated useful lives of ten years using the straight-line method.

Music Library

The Organization considers the music library a collection in accordance with definitions set forth in accounting standards. Accordingly, depreciation is not being recognized on the music library. This treatment is consistent with the accounting policy followed by other symphony orchestras in the United States that own similar music collections.

Investments

Investments are stated at fair value. Quoted market prices are used to determine the fair value of investments in mutual funds and common stocks. Investments in certificates of deposit and money market funds are valued at cost which approximates fair value. Realized and unrealized gains and losses are included in the accompanying consolidated statements of revenues and expenses without donor restriction.

Realized gains and losses on sales of investments are determined on the basis of specific identification of the security sold. The Organization considers all money market funds held at the

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

Foundation to be investments based on management's intent to hold these funds for long-term purposes.

The Organization invests in various investment securities. Investment securities are exposed to various risks including, but not limited to, 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 account balances and the amounts reported in the consolidated statements of financial position.

Revenue Recognition

Revenues are reported as increases in net assets without donor restrictions, unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Expirations of donor restrictions on net assets are reported as reclassifications between the applicable classes of net assets. Donor-restricted contributions whose restrictions are met during the same year are reported in the net assets without donor restrictions classification.

The Organization recognizes revenues from both exchange and non-exchange transactions. For non-exchange transactions, which includes contributions, grants and sponsorships, and distributions from the Madison Community Foundation; revenue is recognized in the period the contribution, grant, sponsorship or distribution is received if the contribution is deemed to be unconditional. Revenue from conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met.

For revenue received from exchange transactions, revenue is recognized when control of the promised goods or services is transferred to the members or customers in an amount that reflects the consideration the Organization expects to be entitled to in exchange for those goods or services. Revenues from exchange transactions include revenue from ticket sales, membership dues, as well as hired concert income.

Ticket Sales

Revenue from ticket sales is recognized in the period in which the related performance obligation is satisfied, which is when the related performance occurs.

Membership Dues

Revenue from membership dues is recognized over the period of the membership, which is typically 12 months and begins at the beginning of each fiscal year.

Hired Concert Income

Revenue from hired concert income is recognized in the period in which the related performance obligation is satisfied, which is when the musical services are performed for the customer.

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

Deferred Revenue

Advance season ticket sales, advance payments for tickets to other events, and membership dues are recorded as deferred revenue until the underlying performance obligation is satisfied.

Classifications of Net Assets

The Organization is required to report information regarding its financial position and activities according to two classes of net assets as follows:

Net Assets without Donor Restrictions - Net assets that are not restricted by donors. Designations are voluntary board-approved segregations of net assets without donor restrictions for specific purposes, projects, or investments.

Net Assets with Donor Restrictions - Net assets whose use has been limited by donor-imposed purpose restrictions or time restrictions, including net assets that have been restricted by donors to be maintained by the Organization in perpetuity.

Functional Expenses

The costs of providing program services and supporting activities have been summarized on a functional basis in the Statements of Activities. Accordingly, expense line items or costs within a line item are directly charged as either Program Services, Fundraising or Administrative based on the nature of the expense. Costs which benefit several functions, such as salaries and payroll taxes, are allocated to those functions based on the estimated time spent on each function by each employee.

Advertising Costs

The Organization expenses advertising costs as incurred. Advertising expense was \$11,795 and \$184,426 in 2021 and 2020, respectively.

Sales Tax

The Organization records sales tax on the net method. All applicable taxes are recorded as a liability when incurred.

Fair Value Measurement

Accounting standards define fair value as the price that would be received from selling an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. When determining the fair value measurements for assets and liabilities required to be recorded at fair value, the Organization considers the principal or most advantageous market in which it would transact and considers assumptions that market participants would use when pricing the asset or liability, such as inherent risk, transfer restrictions, and risk of nonperformance.

The standard also establishes a fair value hierarchy that requires the Organization to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. A

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

financial instrument's categorization within the fair value hierarchy is based upon the lowest level of input that is significant to the fair value measurement. The standard establishes three levels of inputs that may be used to measure fair value:

- Level 1 - Quoted prices in active markets for identical assets or liabilities;
- Level 2 - Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices in active markets for similar assets or liabilities; quoted prices for identical or similar assets or liabilities in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities; or
- Level 3 - Unobservable inputs that are supported by little or no market activity and are significant to the fair value of the assets or liabilities.

The following tables summarize those assets measured at fair value:

<i>June 30, 2021</i>	Level 1	Level 2	Level 3	Balance
Included in cash and cash equivalents				
Money market funds	\$ -	\$ 1,246,102	\$ -	\$ 1,246,102
Certificates of deposit	-	205,742	-	205,742
Total Included in Cash and Cash Equivalents	-	1,451,844	-	1,451,844
Unemployment Compensation				
Certificate of deposit	-	56,008	-	56,008
Investments				
Money market funds	-	1,206,556	-	1,206,556
Common stocks	9,271,067	-	-	9,271,067
Equity mutual funds	8,545,930	-	-	8,545,930
Fixed income mutual funds	5,718,719	-	-	5,718,719
Total Investments	23,535,716	1,206,556	-	24,742,272
Total	\$ 23,535,716	\$ 2,714,408	\$ -	\$ 26,250,124

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

<i>June 30, 2020</i>	Level 1	Level 2	Level 3	Balance
Included in cash and cash equivalents				
Money market funds	\$ -	\$ 1,300,934	\$ -	\$ 1,300,934
Certificates of deposit	-	235,326	-	235,326
Total Included in Cash and Cash Equivalents	-	1,536,260	-	1,536,260
Unemployment Compensation Certificate of deposit	-	56,099	-	56,099
Investments				
Money market funds	-	1,279,742	-	1,279,742
Common stocks	6,690,479	-	-	6,690,479
Equity mutual funds	5,895,424	-	-	5,895,424
Fixed income mutual funds	4,973,388	-	-	4,973,388
Total Investments	17,559,291	1,279,742	-	18,839,033
Total	\$ 17,559,291	\$ 2,872,101	\$ -	\$ 20,431,392

The Organization's valuation methodologies used to measure the fair value of its investments are described in Note 1 - Investments. There have been no changes in the methodologies used at June 30, 2021 and 2020. The methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Although the Orchestra 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.

Accounting Pronouncements Issued but Not Yet Adopted

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The update, along with ASU 2018-10, *Codification Improvements to Topic 842: Leases*, ASU 2018-11, *Leases (Topic 842): Targeted Improvements* and ASU 2018-20, *Leases (Topic 842): Narrow-Scope Improvements for Lessors*, establishes a comprehensive leasing standard. These updates require the recognition of lease assets and lease liabilities on the statement of financial position and disclosure of key information about leasing arrangements for lessees and lessors. The new standard applies a right of-use (ROU) model that requires, for leases with a lease term of more than 12 months, an asset representing its right to use the underlying asset for the lease term and a liability to make lease payments to be recorded. The guidance also expands the required quantitative and qualitative lease disclosures as well as provides entities with an additional (and optional) transition method to adopt the new standard. The ASU is effective for the Organization's fiscal year 2023. Management is currently evaluating the impact of these ASUs on their financial statements.

Subsequent Events

Management has evaluated subsequent events through November 10, 2021, the date the consolidated financial statements were available to be issued.

Madison Symphony Orchestra Inc.
Notes to Consolidated Financial Statements

On July 1, 2021, the Orchestra entered into a new lease with the Overture Center Foundation. The initial term for this lease is for 3 years ending on June 30, 2024.

On October 6, 2021, the Orchestra received notice from the Small Business Administration forgiving the full \$504,700 PPP loan.

2. Cash and Cash Equivalents

Cash and cash equivalents consist of the following:

<i>June 30,</i>	2021	2020
Cash in banks	\$ 717,577	\$ 502,469
Certificates of deposit	205,742	235,326
Money market funds	1,246,102	1,300,934
Total	\$ 2,169,421	\$ 2,038,729

3. Pledges and Bequests Receivable

At June 30, 2021 and 2020, the Organization had pledges and requests receivable to be used for future performance series. The Organization had pledges and requests receivable that are restricted towards their endowment (Note 13).

<i>June 30,</i>	2021	2020
Amounts Due In		
Less than one year	\$ 244,271	\$ 218,961
One to five years	805,083	744,636
Total pledges and requests receivable	1,049,354	963,597
Less discounts to net present value (2.5%)	567	567
Net pledges and requests receivable	\$ 1,048,787	\$ 963,030

Madison Symphony Orchestra Inc.
Notes to Consolidated Financial Statements

4. Investments

Investments are composed of the following:

<i>June 30,</i>	2021	2020
Money market funds	\$ 1,206,556	\$ 1,279,742
Common stocks	9,271,067	6,690,479
Equity mutual funds	8,545,930	5,895,424
Fixed income mutual funds	5,718,719	4,973,388
Total	\$ 24,742,272	\$ 18,839,033

Net investment income from certificates of deposit, money market funds, and investments consists of:

<i>Years ended June 30,</i>	2021	2020
Interest and dividend income	\$ 1,070,217	\$ 574,930
Net realized and unrealized gains (losses)	4,405,048	(548,805)
Investment management fees	(66,851)	(60,844)
Investment Income, net	\$ 5,408,414	\$ (34,719)

5. Line of Credit

On November 1, 2016, the Organization entered into a \$100,000 demand line of credit line with BMO Harris Bank, N.A. The line of credit includes annual renewals and no stated maturity date. As of June 30, 2021 and 2020, there was no balance outstanding.

6. Leases

The Organization entered into a lease with West Washington Associates, LLC for office space on June 27, 2005. The lease had a 12-year term, from September 15, 2005 through August 15, 2018. The lease was renewed during fiscal year 2017 for an additional five years. For years 1-3, the monthly lease amount totals \$7,567. For years 4 - 5, the monthly lease amount totals \$8,475.

The following is a schedule by years of future minimum lease payments for the office space:

<i>Years ended June 30,</i>	
2022	\$ 101,703
2023	25,426
Total	\$ 127,129

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

Total office rent expense was \$97,713 and \$102,300 for the years ended June 30, 2021 and 2020, respectively.

The Orchestra has entered into a lease with the Overture Center Foundation. The initial term of the lease was for three years beginning September 1, 2004. On each September 1, the term of the lease will automatically be extended for an additional year. The amount of rent to be paid related to the lease changes annually. Therefore, the amounts related to this lease are not included in the above minimum lease payment schedule. The Foundation guarantees the obligation of the Orchestra to pay rent and other charges under the lease agreement if the Orchestra fails to make timely payment of the amount due. The maximum amount of the guarantee is \$200,000. The guarantee is effective for any obligation incurred on or before June 30, 2019. Total rent expense relating to the Overture Center Foundation was \$25,704 and \$153,527 for the years ended June 30, 2021 and 2020, respectively.

7. Payroll Protection Program (PPP) Loan

In April 2020, the Organization used the Paycheck Protection Program to secure a loan through the Small Business Administration (SBA) with the bank for payroll related costs. The note had a fixed interest rate of 1.00%, was due in equal monthly payments of \$27,744 commencing November 2020 and maturing in April 2022. Forgiveness for the full PPP loan amount was granted by the SBA on November 10, 2020. See further discussion in Note 16.

In February 2021, the Organization used the Paycheck Protection Program to secure a second loan through the SBA with the bank for payroll related costs. The note has a fixed interest rate of 1.00% and matures in 5 years. Per the terms of the loan, if a loan forgiveness application is submitted within 10 months, there will be no obligation to make any payments of interest before the date on which of SBA remits the loan forgiveness amount or notifies that no loan forgiveness is allowed. The Organization submitted an application for loan forgiveness on September 10, 2021. Forgiveness for the full PPP loan amount was granted by the SBA on October 6, 2021. As such, the outstanding balance as of June 30, 2021, of \$504,700 was considered long-term with no current maturities.

8. Unemployment Compensation Deposit

The Organization has elected the reimbursement (self-insured) method to finance the cost of unemployment compensation benefits. Under this method, unemployment compensation expense is charged to operations when paid or when the amount of claims can be reasonably estimated. In order to guarantee payment of eligible benefits, the Treasurer-Wisconsin Unemployment Compensation Division requires that the Organization obtain a letter of credit or certificate of deposit in an amount based upon the employer's payroll. In compliance with this requirement, the Organization obtained a certificate of deposit totaling \$56,008 and \$56,099 as of June 30, 2021 and 2020, respectively, to guarantee payment of benefits.

9. Tax Exempt Status

Madison Symphony Orchestra Inc. and Madison Symphony Orchestra Foundation Inc. are exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code.

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

The organizations are subject to income tax regulations in the United States federal jurisdiction and the State of Wisconsin. Tax regulations within each jurisdiction are subject to the interpretation of the related tax laws and regulations and require significant judgment to apply.

The organizations must recognize the tax benefit associated with tax positions taken for tax return purposes when it is more-likely-than-not the position will be sustained. The organizations do not believe there are any material uncertain tax positions, and, accordingly, have not recognized any liability for unrecognized tax benefits. For the years ended June 30, 2021 and 2020, there were no interest or penalties recorded or included in the financial statements. Tax returns for the years 2018, 2017, and 2016 are still open and have not passed the statute of limitation for examination.

10. Donated Services

The Organization received donated services that are included as contributions in the consolidated financial statements, and the corresponding expenses are as follows:

<i>Year ended June 30,</i>	2021	2020
Television advertising	\$ -	\$ 93,848
Radio advertising	-	16,875
Print and electronic advertising	-	32,880
Artist lodging	-	26,370
Professional fees	2,625	2,625
Printing services	-	16,660
Total Donated Services	\$ 2,625	\$ 189,258

11. Net Assets with Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes:

<i>June 30,</i>	2021	2020
Time Restricted		
Future years' programs and operations	\$ 1,816,910	\$ 1,625,641
Permanently Restricted		
Great Performance Fund	4,148,227	4,143,501
Foundation funds held in perpetuity	5,443,234	5,443,234
Orchestra funds held in perpetuity	15,083	15,083
Total Net Assets With Donor Restrictions	\$ 11,423,454	\$ 11,227,459

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

Net assets with donor restrictions were released from donor restrictions as follows:

<i>Year ended June 30,</i>	2021	2020
Satisfaction of Program and Time Restrictions	\$ 604,287	\$ 779,829

12. Funds held by the Madison Community Foundation

The Madison Community Foundation holds funds as described below for the benefit of the Orchestra. In accordance with accounting standards, these funds are not recorded as assets of the Orchestra since the Madison Community Foundation has variance power over the funds. The balance of these funds was \$6,789,260 and \$5,612,976 at June 30, 2021 and 2020, respectively.

Endowment Fund

The Madison Community Foundation held investments of \$494,733 and \$410,314 at June 30, 2021 and 2020, respectively, for the benefit of the Organization and annually distributes to the Orchestra 4.25% of the twenty-quarter rolling average of the market value of the investments determined at December 31 of each year. Additional distributions may be requested by the Orchestra. However, such distributions will be made only if they are deemed by the Madison Community Foundation to benefit the Organization and the community.

Great Performance Fund

The Pleasant Rowland Great Performance Fund has been established as an endowment challenge grant fund at the Madison Community Foundation on behalf of the Organization Managed and held by Madison Community Foundation, the fund matched contributions donated as endowment funds dollar for dollar on a quarterly basis on dollars received from November 1, 2001 through December 31, 2011. The total match amount available on the challenge grant to the Organization was \$5,000,000. The amount available for annual distribution to the Organization is 4.25% of the twenty-quarter rolling average of the market value of the Organization's part of the fund determined at December 31 of each year. The Madison Community Foundation holds investments of \$5,381,056 and \$4,447,645 in this endowment challenge grant fund as of June 30, 2021 and 2020, respectively.

The Madison Community Foundation also holds investments of \$913,471 and \$755,017 at June 30, 2021 and 2020, respectively, in a challenge grant fund as part of the Pleasant Rowland Great Performance Fund. These funds represent amounts contributed by donors as part of the Pleasant Rowland Great Performance Fund, with donor stipulation that the amounts remain at the Madison Community Foundation. The amount available for annual distribution to the Organization is 4.25% of the twenty-quarter rolling average of the market value of the Organization's part of the fund determined at December 31 of each year. All other eligible contributions received as part of the Great Performance Fund are made directly to the Organization or are passed through from the Madison Community Foundation to the Organization.

Madison Symphony Orchestra Inc.
Notes to Consolidated Financial Statements

13. Endowments

The Foundation's endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by U.S. GAAP, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Foundation has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment; (b) the original value of subsequent gifts to the permanent endowment; and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor-restricted gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently or temporarily restricted net assets is classified as unrestricted net assets. In accordance with UPMIFA, the Foundation considered the following factors in making a determination to distribute to the Orchestra or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purpose of the Foundation and the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Foundation
- The investment policies of the Foundation

Endowment net asset composition by type of fund was as follows:

June 30, 2021

Donor-restricted endowment funds	\$ 10,572,814
Board-designated endowment funds	13,180,094
<hr/>	
Total	\$ 23,752,908

June 30, 2020

Donor-restricted endowment funds	\$ 10,447,332
Board-designated endowment funds	7,517,937
<hr/>	
Total	\$ 17,965,269

Madison Symphony Orchestra Inc.
Notes to Consolidated Financial Statements

Endowment related activities by type of fund was as follows:

<i>Year ending June 30, 2021</i>	Board Designated	Donor Restricted	Total
Investment income	\$ 1,037,152	\$ -	\$ 1,037,152
Realized and unrealized gain on investments	4,194,391	-	4,194,391
Investment expenses	(66,851)	-	(66,851)
Distributions	(120,757)	120,757	-
Contributions	618,224	4,725	622,949
Total Change in Endowment Funds	\$ 5,662,159	\$ 125,482	\$ 5,787,641
<i>Year ending June 30, 2020</i>	Designated	Restricted	Total
Investment income	\$ 523,401	\$ -	\$ 523,401
Realized and unrealized loss on investments	(581,313)	-	(581,313)
Investment expenses	(60,844)	-	(60,844)
Distributions	(464,843)	(129,987)	(594,830)
Contributions	119,131	31,966	151,097
Total Change in Endowment Funds	\$ (464,468)	\$ (98,021)	\$ (562,489)

From time to time, the fair value of assets associated with individual donor-restricted funds may fall below the level that the donor or UPMIFA requires the Foundation to retain. There were no such deficiencies of this nature in net assets without donor restrictions as of June 30, 2021 and 2020.

The long-term investment objective of the Foundation's portfolio is growth, while also avoiding excessive risk to principal. The long-term targeted total return for the Foundation's portfolio is at least five percent per annum plus the rate of inflation measured by the Consumer Price Index. The Foundation expects its endowment funds, over three to five years, to perform in line with various public indices.

The Foundation has established strategic asset allocation targets and ranges to achieve their long-term objective of growth. The allocation places an emphasis on large cap, equity-based investments.

The Foundation also has a policy of appropriating for distribution each year 5% of its endowment fund's average fair value over the prior twelve quarters. The distribution determination is made annually in the fourth calendar quarter.

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

14. Concentrations

The Organization's financial instruments that are exposed to concentrations of credit risk consist primarily of cash and temporary cash investments. The Organization places its cash and temporary cash investments with high credit quality financial institutions. At times, such amounts may be in excess of the FDIC insurance limit. The Organization routinely assesses the financial strength of the institutions and, as a consequence, believes that its credit risk exposure is limited.

The Organization's musicians are part of a collective bargaining agreement that is renegotiated every three years. The current agreement expired June 30, 2021. The agreement was renewed through June 30, 2022.

15. Liquidity and Availability of Financial Assets

The Organization's financial assets available within one year of the statement of financial position date for general expenditure are as follows:

<i>June 30,</i>	2021	2020
Financial Assets at Year End		
Cash and cash equivalents	\$ 2,169,421	\$ 2,038,729
Accounts receivable	363,174	6,067
Pledges receivable, due in one year	25,000	52,500
Investments	24,742,272	18,839,033
Total financial assets available within one year	27,299,867	20,936,329
Less:		
Amount unavailable for general expenditures within one year, due to:		
Portion of investments designated for endowment purposes	(13,180,093)	(7,517,937)
Portion of investment restricted for donor restricted purposes	(11,356,023)	(10,264,429)
Financial Assets Available to Management for General Expenditures within One Year	\$ 2,763,751	\$ 3,153,963

Included in accounts receivable is \$343,578 of employee retention credits. The Orchestra expects to receive a full refund of these employee retention credits from the IRS. In October 2021 the Orchestra received \$334,314 of the employee retention credits.

The Orchestra maintains several financial reserve accounts to be used in the event of cash flow needs. A money market account housed in the same institution as the main deposit account is used to draw upon first when needed. The Orchestra also has an investment account and maintains a fairly conservative investment policy, helping to ensure that the cash balance is protected from the market's volatility. A line of credit is available which could be used to handle short-term operating cash needs, should the situation arise. This line of credit has not been utilized since it was opened.

Madison Symphony Orchestra Inc.

Notes to Consolidated Financial Statements

16. Risks and Uncertainties

COVID-19

On January 30, 2020, the World Health Organization (WHO) announced a global health emergency because of a new strain of coronavirus originating in Wuhan, China (the COVID-19 outbreak) and the risks to the international community as the virus spreads globally beyond its point of origin. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

Management is actively monitoring the impact of the global situation on the not-for-profit industry, and the Organization's financial condition, liquidity and operations. Given the daily evolution of the COVID-19 outbreak and the global responses to curb its spread, the Organization is not able to estimate the effects of the COVID-19 outbreak on its results of operations, financial condition, or liquidity for fiscal year 2022. Although the Organization cannot estimate the length or gravity of the impact of the COVID-19 outbreak at this time, if the pandemic continues, it may have an adverse effect on results of future operations, financial position, and liquidity in fiscal year 2022 if the Organization cannot generate revenues from operations, contributions are depressed or the declines in investment values worsen or do not improve. The Organization's operations are heavily dependent on these revenue sources.

CARES Act

On March 27, 2020, President Trump signed into law the Coronavirus Aid, Relief, and Economic Security (CARES) Act. The CARES Act, among other things, includes provisions relating to refundable payroll tax credits, deferment of employer-side social security payments, net operating loss carryback periods, alternative minimum tax credit refunds, modifications to the net interest deduction limitations, increased limitations on qualified charitable contributions, and technical corrections to tax depreciation methods for qualified improvement property.

The CARES Act also appropriated funds for the SBA Paycheck Protection Program (PPP) loans that are forgivable in certain situations to promote continued employment, as well as Economic Injury Disaster Loans to provide liquidity to small businesses harmed by COVID-19. The Organization was approved for and received an SBA PPP loan for \$493,000 on April 16, 2020. Under the terms of the PPP, certain amounts of the loan may be forgiven if they are used for qualifying expenses as described in the CARES Act. The Organization used the entire loan amount for qualifying expenses during fiscal year 2021 and filed its application for forgiveness of the entire loan amount with the SBA on October 14, 2020. Forgiveness for the full amount was granted by the SBA on November 10, 2020. As such, this amount was recognized under other income in the consolidated statement of activities during the fiscal year ended June 30, 2021.

The Organization was approved for and received a second SBA Paycheck Protection Program loan for \$504,700 on February 2, 2021, for which the forgiveness application was submitted on September 10, 2021. Forgiveness for the full PPP loan amount was granted by the SBA on October 6, 2021. The application for these funds required the Organization to, in good faith, certify that the current economic uncertainty at the time of the application made the loan request necessary to support the ongoing operations of the Organization.

Supplementary Information



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Independent Auditor's Report on Supplementary Information

Our audits of the consolidated financial statements included in the preceding section of this report were conducted for the purpose of forming an opinion on those statements as a whole. The supplementary information presented in the following section of this report is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

BDO USA, LLP

BDO USA, LLP

November 10, 2021

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Madison Symphony Orchestra Inc.
Consolidating Schedule of Financial Position

<i>June 30, 2021</i>	Orchestra	League	Foundation	Total
Assets				
Cash and cash equivalents	\$ 1,846,947	\$ 322,474	\$ -	\$ 2,169,421
Accounts receivable	363,174	-	-	363,174
Pledges and bequests receivable	45,000	-	1,003,787	1,048,787
Merchandise inventory	948	-	-	948
Prepaid expenses	62,132	-	-	62,132
Security deposit	4,000	-	-	4,000
Unemployment compensation deposit	56,008	-	-	56,008
Investments	1,993,151	-	22,749,121	24,742,272
Equipment, net of accumulated depreciation of \$356,825 for 2021 and \$330,993 for 2020	83,862	-	-	83,862
Music library	276,847	-	-	276,847
Organ, net of accumulated depreciation of \$62,228 for 2021 and \$40,265 for 2020	1,752,531	-	-	1,752,531
Total Assets	\$ 6,484,600	\$ 322,474	\$ 23,752,908	\$ 30,559,982
Liabilities and Net Assets				
Current Liabilities				
Accounts payable	\$ 2,818	\$ 360	\$ -	\$ 3,178
Accrued expenses	939	-	-	939
Deferred revenue	658,606	88,043	-	746,649
Total Current Liabilities	662,363	88,403	-	750,766
Long-Term Liability				
Payroll Protection Program (PPP) Loan	504,700	-	-	504,700
Total Liabilities	1,167,063	88,403	-	1,255,466
Net Assets				
Without donor restrictions	4,466,897	234,071	13,180,094	17,881,062
With donor restrictions	850,640	-	10,572,814	11,423,454
Total Net Assets	5,317,537	234,071	23,752,908	29,304,516
Total Liabilities and Net Assets	\$ 6,484,600	\$ 322,474	\$ 23,752,908	\$ 30,559,982

See accompanying independent auditor's report on supplementary information.

Madison Symphony Orchestra Inc.

Consolidating Schedule of Activities

<i>Year ended June 30, 2021</i>	Orchestra	League	Foundation	Total
Change in Net Assets - Without Donor Restrictions				
Revenues				
Admissions				
Ticket sales	\$ 8,985	\$ -	\$ -	\$ 8,985
Fundraising				
Contributions and membership dues	1,665,618	8,700	618,224	2,292,542
Sales and membership events (net)	-	19,670	-	19,670
Other				
Hired concert income	9,674	-	-	9,674
Program advertising	873	-	-	873
MCF distributions	264,327	-	-	264,327
Investment income, net	242,197	1,527	5,164,690	5,408,414
Miscellaneous	828	-	-	828
Employee Retention Credit	498,733	-	-	498,733
PPP Loan Forgiveness	493,000	-	-	493,000
Total Revenues - Without Donor Restrictions	3,184,235	29,897	5,782,914	8,997,046
Net assets released from restrictions	725,044	-	(120,757)	604,287
Total Net Assets Released From Restrictions, Revenues, and Other Support	3,909,279	29,897	5,662,157	9,601,333
Expenses				
Program Services				
Production	2,337,692	9,899	-	2,347,591
Supporting Services				
Fundraising	223,754	4,291	-	228,045
General and Administrative	648,825	-	-	648,825
Total Expenses	3,210,271	14,190	-	3,224,461
Change in Net Assets - Without Donor Restrictions	\$ 699,008	\$ 15,707	\$ 5,662,157	\$ 6,376,872
Change in Net Assets - With Donor Restrictions				
Contributions	\$ 795,557	\$ -	\$ 4,725	\$ 800,282
Net assets released from restrictions	(725,044)	-	120,757	(604,287)
Change in Net Assets - With Donor Restrictions	70,513	-	125,482	195,995
Change in Net Assets - Without and With Donor Restrictions	769,521	15,707	5,787,639	6,572,867
Net Assets, beginning of year	4,548,016	218,364	17,965,269	22,731,649
Net Assets, end of year	\$ 5,317,537	\$ 234,071	\$ 23,752,908	\$ 29,304,516

See accompanying independent auditor's report on supplementary information.

Madison Symphony Orchestra Inc.

Schedule of Investments

<i>June 30, 2021</i>	Cost	Fair Value
Common stocks	\$ 5,444,866	\$ 9,271,067
Equity mutual funds	5,173,076	8,545,930
Fixed income mutual funds	5,418,569	5,718,719
Money market funds	1,206,556	1,206,556
Total	\$ 17,243,067	\$ 24,742,272

Investments allocated to net assets without or with donor restrictions are as follows:

Without donor restrictions	\$ 13,386,249
With donor restrictions	11,356,023
Total	\$ 24,742,272

See accompanying independent auditor's report on supplementary information.

Madison Symphony Orchestra Inc.

Schedules of Consolidated Ticket Sales

<i>Year ended June 30,</i>	2021	2020
Ticket Sales		
Season	\$ -	\$ 788,384
Single	-	397,791
Service charge	8,985	15,860
Youth performance	-	18,935
Beyond the Score	-	77,192
Organ recital revenue	-	47,059
Club 201 membership	-	1,000
Total Ticket Sales	\$ 8,985	\$ 1,346,221

See accompanying independent auditor's report on supplementary information.

Madison Symphony Orchestra Inc.

Schedules of Consolidating Expenses

Year ended June 30,	2021			2020		
	Orchestra	League	Total	Orchestra	League	Total
Program Services						
Production						
Artistic Personnel						
Orchestra and conductor	\$ 1,322,279	\$ -	\$ 1,322,279	\$ 1,743,543	\$ -	\$ 1,743,543
Guest artists	15,704	-	15,704	232,783	-	232,783
Orchestra and conductor payroll taxes	86,849	-	86,849	115,435	-	115,435
Total Artistic Personnel	1,424,832	-	1,424,832	2,091,761	-	2,091,761
Concert Production						
Music performance fees	22,095	-	22,095	28,400	-	28,400
Music rentals and purchases	690	-	690	29,744	-	29,744
Hall rental	25,704	-	25,704	153,527	-	153,527
Programs	1,750	-	1,750	35,410	-	35,410
Miscellaneous concert production	28,674	-	28,674	36,636	-	36,636
Stagehands	9,819	-	9,819	63,065	-	63,065
Ushers	-	-	-	25,045	-	25,045
Security	1,188	-	1,188	29,854	-	29,854
Tickets	-	-	-	57,999	-	57,999
Overture surcharge	-	-	-	98,363	-	98,363
Other	65,652	-	65,652	4,273	-	4,273
Total Concert Production	155,572	-	155,572	562,316	-	562,316
Educational Projects						
Youth programs	28,725	9,899	38,624	79,472	23,056	102,528
Total Educational Projects	28,725	9,899	38,624	79,472	23,056	102,528
Season Promotion						
Brochure and promotion	95,929	-	95,929	101,410	-	101,410
Advertising	11,795	-	11,795	184,426	-	184,426
Donated advertising and design	-	-	-	160,263	-	160,263
Newsletter	23,166	-	23,166	20,829	-	20,829
Postage	21,310	-	21,310	29,576	-	29,576
Other	87,946	-	87,946	61,284	-	61,284
Total Season Promotion	240,146	-	240,146	557,788	-	557,788
Other Production Expenses						
Membership	3,500	-	3,500	62,758	-	62,758
Sales tax	-	-	-	63,200	-	63,200
Lunches, dinners, and travel	1,189	-	1,189	3,162	-	3,162
Dues and subscriptions	14,979	-	14,979	13,266	-	13,266
Equipment lease	25,114	-	25,114	28,209	-	28,209
Salaries	443,635	-	443,635	517,989	-	517,989
Total Other Production Expenses	488,417	-	488,417	688,584	-	688,584
Total Production Expenses	\$ 2,337,692	\$ 9,899	\$ 2,347,591	\$ 3,979,921	\$ 23,056	\$ 4,002,977

See accompanying independent auditor's report on supplementary information.

Madison Symphony Orchestra Inc.
Schedules of Consolidating Expenses (continued)

Year ended June 30,	2021			2020		
	Orchestra	League	Total	Orchestra	League	Total
Supporting Services						
Fundraising						
Campaign						
Concert on the Green	\$ -	\$ -	\$ -	\$ -	\$ 1,680	\$ 1,680
Sales and membership events	-	4,291	4,291	-	26,392	26,392
Other	-	-	-	20,388	-	20,388
Total Campaign	-	4,291	4,291	20,388	28,072	48,460
Other Fundraising Expenses						
Salaries	223,754	-	223,754	202,437	-	202,437
Total Other Fundraising Expenses	223,754	-	223,754	202,437	-	202,437
Total Fundraising Expenses	\$ 223,754	\$ 4,291	\$ 228,045	\$ 222,825	\$ 28,072	\$ 250,897
General and Administrative						
General Administration						
Printing	\$ 11,712	\$ -	\$ 11,712	\$ 14,147	\$ -	\$ 14,147
Salaries	393,981	-	393,981	315,644	-	315,644
Other	-	-	-	44,002	-	44,002
Total General Administration	405,693	-	405,693	373,793	-	373,793
General Operating						
Telephone	5,713	-	5,713	4,771	-	4,771
Payroll tax	61,888	-	61,888	24,450	-	24,450
Professional fees	30,023	-	30,023	21,430	-	21,430
Depreciation	47,795	-	47,795	49,251	-	49,251
Rent	97,713	-	97,713	102,300	-	102,300
Total General Operating	243,132	-	243,132	202,202	-	202,202
Total General and Administrative Expenses	\$ 648,825	\$ -	\$ 648,825	\$ 575,995	\$ -	\$ 575,995
Total Supporting Services	\$ 872,579	\$ 4,291	\$ 876,870	\$ 798,820	\$ 28,072	\$ 826,892
Total Expenses	\$ 3,210,271	\$ 14,190	\$ 3,224,461	\$ 4,778,741	\$ 51,128	\$ 4,829,869

See accompanying independent auditor's report on supplementary information.