



**FINANCIAL STATEMENTS
DECEMBER 31, 2017 AND 2016**

MUSIC AND YOUTH INITIATIVE, INC.

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December 31, 2017 and 2016

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50 Washington Street
Westborough, MA 01581
508.366.9100
aafcpcpa.com

Independent Accountants' Review Report

To the Board of Directors of
Music and Youth Initiative, Inc.:

We have reviewed the accompanying financial statements of Music and Youth Initiative, Inc. (a Massachusetts nonprofit organization) (the Organization), which comprise the statements of financial position as of December 31, 2017 and 2016, and the related statements of activities and changes in net assets, cash flows and functional expenses for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of the Organization's management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountants' Responsibility

Our responsibility is to conduct the review engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountants' Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Alexander, Brown, Fenning & Co., P.C.
Wellesley, Massachusetts
July 9, 2018

MUSIC AND YOUTH INITIATIVE, INC.

Statements of Financial Position

December 31, 2017 and 2016

(See Independent Accountants' Review Report)

Assets	2017	2016
Current Assets:		
Cash and cash equivalents	\$ 366,028	\$ 308,619
Prepaid expenses	925	1,350
Total assets	<u>\$ 366,953</u>	<u>\$ 309,969</u>
Liabilities and Net Assets		
Current Liabilities:		
Accounts payable and accrued expenses	<u>\$ 5,253</u>	<u>\$ 3,066</u>
Net Assets:		
Unrestricted	353,860	296,313
Temporarily restricted	<u>7,840</u>	<u>10,590</u>
Total net assets	<u>361,700</u>	<u>306,903</u>
Total liabilities and net assets	<u>\$ 366,953</u>	<u>\$ 309,969</u>

MUSIC AND YOUTH INITIATIVE, INC.

Statements of Activities and Changes in Net Assets
For the Years Ended December 31, 2017 and 2016
(See Independent Accountants' Review Report)

	2017			2016		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Support and Revenue:						
Grants and contributions	\$ 413,765	\$ 25,500	\$ 439,265	\$ 383,824	\$ 35,000	\$ 418,824
Donated services	175,500	-	175,500	157,500	-	157,500
Other	1,008	-	1,008	896	-	896
Net assets released from purpose restrictions	28,250	(28,250)	-	50,410	(50,410)	-
Total support and revenue	618,523	(2,750)	615,773	592,630	(15,410)	577,220
Operating Expenses:						
Program	491,213	-	491,213	462,670	-	462,670
Administration	34,570	-	34,570	41,382	-	41,382
Fundraising	35,193	-	35,193	43,609	-	43,609
Total operating expenses	560,976	-	560,976	547,661	-	547,661
Changes in net assets	57,547	(2,750)	54,797	44,969	(15,410)	29,559
Net Assets:						
Beginning of year	296,313	10,590	306,903	251,344	26,000	277,344
End of year	\$ 353,860	\$ 7,840	\$ 361,700	\$ 296,313	\$ 10,590	\$ 306,903

The accompanying notes are an integral part of these statements.

MUSIC AND YOUTH INITIATIVE, INC.

Statements of Cash Flows

For the Years Ended December 31, 2017 and 2016

(See Independent Accountants' Review Report)

	<u>2017</u>	<u>2016</u>
Cash Flows from Operating Activities:		
Changes in net assets	\$ 54,797	\$ 29,559
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Changes in operating assets and liabilities:		
Prepaid expenses	425	(108)
Accounts payable and accrued expenses	2,187	(2,173)
Contributions receivable	-	20,000
Inventory	-	14,364
	<u>57,409</u>	<u>61,642</u>
Net cash provided by operating activities	57,409	61,642
Cash and Cash Equivalents:		
Beginning of year	<u>308,619</u>	<u>246,977</u>
End of year	<u>\$ 366,028</u>	<u>\$ 308,619</u>

MUSIC AND YOUTH INITIATIVE, INC.

Statements of Functional Expenses

For the Years Ended December 31, 2017 and 2016

(See Independent Accountants' Review Report)

	2017				2016			
	<u>Program</u>	<u>Adminis- tration</u>	<u>Fundraising</u>	<u>Total</u>	<u>Program</u>	<u>Adminis- tration</u>	<u>Fundraising</u>	<u>Total</u>
Personnel and Related:								
Donated salaries and wages	\$ 120,500	\$ 19,500	\$ 15,000	\$ 155,000	\$ 105,000	\$ 25,000	\$ 25,000	\$ 155,000
Salaries and wages	74,712	3,500	15,000	93,212	70,702	3,500	13,000	87,202
Employee benefits	7,925	356	1,017	9,298	8,866	481	1,374	10,721
Payroll taxes	5,427	254	1,089	6,770	5,023	249	924	6,196
Total personnel and related	<u>208,564</u>	<u>23,610</u>	<u>32,106</u>	<u>264,280</u>	<u>189,591</u>	<u>29,230</u>	<u>40,298</u>	<u>259,119</u>
Other:								
Grants	229,528	-	-	229,528	242,056	-	-	242,056
Professional fees	21,475	6,621	-	28,096	775	8,110	-	8,885
Travel	13,407	-	-	13,407	13,686	-	-	13,686
Program supplies	11,961	-	-	11,961	7,779	-	-	7,779
Fundraising	-	-	3,087	3,087	-	-	3,286	3,286
Telephone	2,259	-	-	2,259	2,276	-	-	2,276
Office	620	1,574	-	2,194	2,710	1,172	25	3,907
Meetings	1,650	497	-	2,147	2,148	637	-	2,785
Miscellaneous	1,749	140	-	1,889	640	155	-	795
Insurance	-	1,504	-	1,504	-	1,504	-	1,504
Payroll processing fees	-	624	-	624	-	574	-	574
Curriculum development	-	-	-	-	1,009	-	-	1,009
Total other	<u>282,649</u>	<u>10,960</u>	<u>3,087</u>	<u>296,696</u>	<u>273,079</u>	<u>12,152</u>	<u>3,311</u>	<u>288,542</u>
Total expenses	<u>\$ 491,213</u>	<u>\$ 34,570</u>	<u>\$ 35,193</u>	<u>\$ 560,976</u>	<u>\$ 462,670</u>	<u>\$ 41,382</u>	<u>\$ 43,609</u>	<u>\$ 547,661</u>

The accompanying notes are an integral part of these statements.

MUSIC AND YOUTH INITIATIVE, INC.

Notes to Financial Statements
December 31, 2017 and 2016
(See Independent Accountants' Review Report)

1. OPERATIONS AND NONPROFIT STATUS

Music and Youth Initiative, Inc. (the Organization) was formed in 2005 and provides financially efficient and high quality after school music programs for underserved urban youth in Massachusetts, Georgia, and Texas. The Organization partners with professional youth development organizations to host and operate music clubhouses in their existing facilities.

The Organization is exempt from Federal income taxes as an organization (not a private foundation) formed for charitable purposes under Section 501(c)(3) of the Internal Revenue Code (IRC). The Organization is also exempt from state income taxes. Donors may deduct contributions made to the Organization within IRC regulations.

2. SIGNIFICANT ACCOUNTING POLICIES

The Organization prepares its financial statements in accordance with generally accepted accounting standards and principles (U.S. GAAP) established by the Financial Accounting Standards Board (FASB). References to U.S. GAAP in these notes are to the FASB Accounting Standards Codification (ASC).

Net Assets

Unrestricted net assets are those net resources that bear no external restrictions and are generally available for use by the Organization to carry on its operations.

Temporarily restricted net assets consist of amounts received with purpose restrictions which have not yet been expended for their designated purpose.

Revenue Recognition

Unrestricted grants and contributions are recorded as revenue when received or unconditionally pledged. Restricted grants and contributions are recorded as temporarily restricted net assets when received or pledged. Transfers are made to unrestricted net assets as costs associated with purpose restrictions are incurred or time restrictions have lapsed. All other revenue is recorded when earned.

Expense Allocation

Expenses related directly to a function are distributed to that function, while other expenses are allocated to functions based upon management's estimate.

Grants Expense

The Organization recognizes grants expense upon the awarding of the grant.

Cash and Cash Equivalents

Cash and cash equivalents consist of checking and money market accounts. These amounts are all considered cash and cash equivalents for the purpose of the statements of cash flows.

MUSIC AND YOUTH INITIATIVE, INC.

Notes to Financial Statements
December 31, 2017 and 2016
(See Independent Accountants' Review Report)

2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

Donated Services

For the years ended December 31, 2017 and 2016, the Organization's two founders and current Board members functioned as the Organization's Chief Executive Officer and Chief Financial Officer. The estimated value of their services for 2017 and 2016 was \$155,000 per year, which is presented as donated salaries and wages in the accompanying statements of functional expenses.

The Organization also received donated legal services of \$20,500 and \$2,500 during 2017 and 2016, respectively. Donated legal services are recorded based on pro-bono invoices or statements provided by the service provider. The donated legal services are included in professional fees in the accompanying statements of functional expenses.

Income Taxes

The Organization accounts for uncertainty in income taxes in accordance with ASC Topic, *Income Taxes*. This standard clarifies the accounting for uncertainty in tax positions and prescribes a recognition threshold and measurement attribute for the financial statements regarding a tax position taken or expected to be taken in a tax return. The Organization has determined that there are no uncertain tax positions which qualify for either recognition or disclosure in the financial statements at December 31, 2017 and 2016. The Organization's tax returns are subject to examination by the Federal and state jurisdictions.

Estimates

The preparation of financial statements in accordance with U.S. GAAP 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.

Fair Value Measurement

The Organization follows the accounting and disclosure standards pertaining to ASC Topic, *Fair Value Measurements*, for qualifying assets and liabilities. Fair value is defined as the price that the Organization would receive upon selling an asset or pay to settle a liability in an orderly transaction between market participants.

The Organization uses a framework for measuring fair value that includes a hierarchy that categorizes and prioritizes the sources used to measure and disclose fair value. This hierarchy is broken down into three levels based on inputs that market participants would use in valuing the financial instruments based on market data obtained from sources independent of the Organization. Inputs refer broadly to the assumptions that market participants would use in pricing the financial instrument, including assumptions about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing the financial instrument developed based on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset developed based on the best information available.

MUSIC AND YOUTH INITIATIVE, INC.

Notes to Financial Statements
December 31, 2017 and 2016
(See Independent Accountants' Review Report)

2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurement (Continued)

The three-tier hierarchy of inputs is as follows:

Level 1 - Inputs that reflect unadjusted quoted prices in active markets for identical assets at the measurement date.

Level 2 - Inputs other than quoted prices that are observable for the asset either directly or indirectly, including inputs in markets that are not considered to be active.

Level 3 - Inputs that are unobservable and which require significant judgment or estimation.

An asset or liability's level within the framework is based upon the lowest level of any input that is significant to the fair value measurement. All qualifying assets and liabilities are valued using Level 1 inputs.

Subsequent Events

Subsequent events have been evaluated through July 9, 2018, which is the date the financial statements were available to be issued. There were no events that met the criteria for recognition or disclosure in the financial statements.

3. RELATED PARTY TRANSACTIONS

The Organization made grants of approximately \$17,900 and \$21,500 in 2017 and 2016, respectively, to two nonprofit organizations. One of the Organization's Board members is a Board member of one of these nonprofit organizations. Another Board member is the Executive Director of the other nonprofit organization. These amounts are included in grants in the accompanying statements of functional expenses.

4. CONCENTRATION

The Organization received 58% and 41% of its unrestricted grants and contributions from one funder during 2017 and 2016, respectively.

5. RECLASSIFICATIONS

Certain amounts in the 2016 financial statements have been reclassified to conform with the 2017 presentation.