



ORGANIZATION OVERVIEW

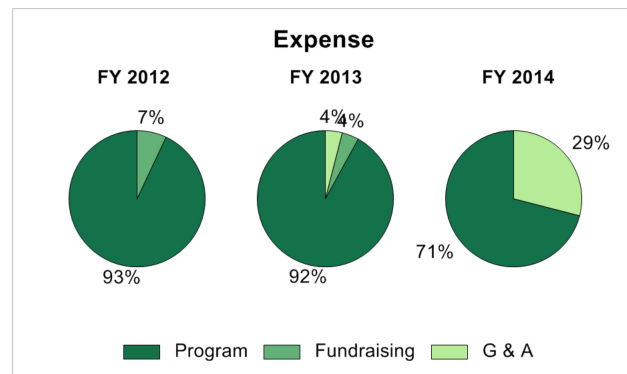
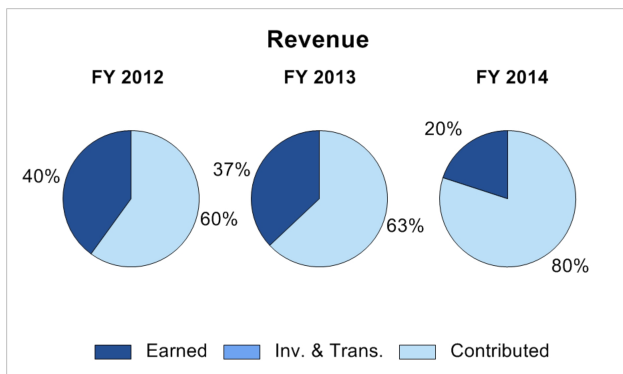
Organization Name	<u>MusicaNova, Inc</u>	Year Organization Founded	<u>2003</u>
Address	<u>4802 E. Ray, Suite 23-115, Phoenix, AZ 85044-6405</u>	Number of Board Members	<u>11</u>
County	<u>Maricopa</u>	Fiscal Year End Date	<u>06/30</u>
Web Address	<u>www.musicanovaaz.com</u>	DUNS Number	<u>18-996-9087</u>
Contact Person	<u>Bob Altizer, President, Board of Directors</u>		
Accounting Method	<u>Cash</u>		

This applicant is not audited or reviewed by an independent accounting firm.

Data Profile Status: FY 2012 - Review Complete
 FY 2013 - Review Complete
 FY 2014 - Review Complete

EXECUTIVE SUMMARY

Financial Activity	FY 2012	FY 2013	% chg	FY 2014	% chg
Unrestricted Activity					
Revenue					
Earned	\$17,156	\$19,321	13%	\$11,224	-42%
Investment & Transfers	0	0	n/a	0	n/a
Contributed	25,769	33,045	28%	46,212	40%
Total Unrestricted Revenue	\$42,925	\$52,366	22%	\$57,436	10%
Expenses					
Total Program Expense	\$85,167	\$63,064	-26%	\$48,502	-23%
Total Fundraising Expense	6,780	2,700	-60%	0	n/a
Total General & Administrative Expense	0	2,674	n/a	19,539	631%
Total Expenses	\$91,947	\$68,438	-26%	\$68,041	-1%



REVENUE

EARNED	FY 2012	FY 2013	% chg	FY 2014	% chg
1 Admissions	\$0	\$0	n/a	\$0	n/a
2 Ticket Sales	\$8,406	\$7,924	-6%	\$7,248	-9%
3 Tuitions	\$0	\$0	n/a	\$0	n/a
4 Workshop & Lecture Fees	\$0	\$0	n/a	\$0	n/a
5 Touring Fees	\$0	\$0	n/a	\$0	n/a
6 Special Events - Non-fundraising	\$0	\$0	n/a	\$192	n/a
7 Gift Shop/Merchandise Sales	\$0	\$0	n/a	\$103	n/a
7a Gallery/Publication Sales	\$0	\$0	n/a	\$0	n/a
8 Food Sales/Concession Revenue	\$0	\$0	n/a	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a	\$0	n/a
9 Membership Dues/Fees	\$0	\$0	n/a	\$0	n/a
10 Subscriptions - Performance	\$0	\$0	n/a	\$0	n/a
10a Subscriptions - Media	\$0	\$0	n/a	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$3,180	n/a	\$0	n/a
12 Rental Income	\$0	\$0	n/a	\$0	n/a
13 Royalties/Rights & Reproductions	\$0	\$0	n/a	\$0	n/a
14 Advertising Revenue	\$8,750	\$6,947	-21%	\$2,750	-60%
15 Sponsorship Revenue	\$0	\$0	n/a	\$0	n/a
16 Investments-Realized Gain/Losses	\$0	\$0	n/a	\$0	n/a
17 Investments-Unrealized Gains/Losses	\$0	\$0	n/a	\$0	n/a
18 Interest & Dividends	\$0	\$0	n/a	\$0	n/a
19 Other Earned Revenue	\$0	\$1,270	n/a	\$931	-27%
20 Total Earned Revenue	\$17,156	\$19,321	13%	\$11,224	-42%
CONTRIBUTED	FY 2012	FY 2013	% chg	FY 2014	% chg
21 Trustee/Board Contributions	\$8,000	\$14,000	75%	\$14,404	3%
22 Individual Contributions	\$1,309	\$10,458	699%	\$14,075	35%
23 Corporate Contributions	\$0	\$967	n/a	\$800	-17%
24 Foundation Contributions	\$0	\$0	n/a	\$1,554	n/a
25 Government - City	\$0	\$0	n/a	\$0	n/a
26 Government - County	\$0	\$0	n/a	\$0	n/a
27 Government - State	\$2,255	\$4,500	100%	\$0	n/a
28 Government - Federal	\$0	\$0	n/a	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a	\$0	n/a
29 Special Events - Fundraising	\$11,205	\$120	-99%	\$363	202%
30 Other Contributions	\$0	\$0	n/a	\$16	n/a
30b Parent Organization Support	\$0	\$0	n/a	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a	\$0	n/a
31 In-kind Contributions	\$3,000	\$3,000	0%	\$15,000	400%
32 Net Assets Released from Restrictions	\$0	\$0	n/a	\$0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$25,769	\$33,045	28%	\$46,212	40%
34 Total Earned and Contributed Revenue Including Net Assets Released	\$42,925	\$52,366	22%	\$57,436	10%
35 Transfers & Reclassifications	\$0	\$0	n/a	\$0	n/a
TOTAL REVENUE	FY 2012	FY 2013	% chg	FY 2014	% chg
36 Total Revenue	\$42,925	\$52,366	22%	\$57,436	10%
Total Unrestricted Revenue	\$42,925	\$52,366	22%	\$57,436	10%
Total Unrestricted Revenue Less In-Kind	\$39,925	\$49,366	24%	\$42,436	-14%

EXPENSE

EXPENSE	FY 2012	FY 2013	% chg	FY 2014	% chg
1 Total Salaries & Fringe (From Section 5)	\$0	\$0	n/a	\$0	n/a
2 Accounting	\$0	\$0	n/a	\$485	n/a
3 Advertising and Marketing	\$552	\$355	-36%	\$5,296	1392%
4 Artist Commission Fees	\$0	\$0	n/a	\$0	n/a
4a Artist Consignments	\$0	\$0	n/a	\$0	n/a
5 Artists & Performers - Non-Salaried	\$63,290	\$51,013	-19%	\$33,155	-35%
6 Audit	\$0	\$0	n/a	\$0	n/a
7 Bank Fees	\$418	\$359	-14%	\$225	-37%
8 Repairs & Maintenance	\$0	\$0	n/a	\$0	n/a
9 Catering & Hospitality	\$2,096	\$0	n/a	\$0	n/a
10 Collections Conservation	\$0	\$0	n/a	\$0	n/a
11 Collections Management	\$0	\$0	n/a	\$0	n/a
12 Conferences & Meetings	\$0	\$0	n/a	\$0	n/a
13 Cost of Sales	\$0	\$0	n/a	\$0	n/a
14 Depreciation	\$0	\$0	n/a	\$0	n/a
15 Dues & Subscriptions	\$0	\$0	n/a	\$0	n/a
16 Equipment Rental	\$790	\$0	n/a	\$0	n/a
17 Facilities - Other	\$0	\$0	n/a	\$0	n/a
18 Fundraising Expenses - Other	\$0	\$0	n/a	\$0	n/a
19 Fundraising Professionals	\$0	\$0	n/a	\$0	n/a
20 Grantmaking Expense	\$0	\$0	n/a	\$0	n/a
21 Honoraria	\$0	\$0	n/a	\$0	n/a
22 In-Kind Contributions	\$3,000	\$3,000	0%	\$15,000	400%
23 Insurance	\$560	\$485	-13%	\$572	18%
24 Interest Expense	\$0	\$0	n/a	\$0	n/a
25 Internet & Website	\$0	\$0	n/a	\$2,000	n/a
26 Investment Fees	\$0	\$0	n/a	\$0	n/a
27 Legal Fees	\$0	\$0	n/a	\$30	n/a
28 Lodging & Meals	\$0	\$0	n/a	\$0	n/a
29 Major Repairs	\$0	\$0	n/a	\$0	n/a
30 Office Expense - Other	\$0	\$0	n/a	\$285	n/a
31 Other	\$0	\$0	n/a	\$837	n/a
32 Postage & Shipping	\$218	\$200	-8%	\$200	0%
33 Printing	\$2,059	\$1,987	-3%	\$1,547	-22%
34 Production & Exhibition Costs	\$0	\$0	n/a	\$0	n/a
34a Programs - Other	\$0	\$0	n/a	\$0	n/a
35 Professional Development	\$0	\$0	n/a	\$0	n/a
36 Professional Fees - Other	\$0	\$0	n/a	\$2,025	n/a
37 Public Relations	\$0	\$0	n/a	\$2,550	n/a
38 Rent	\$14,136	\$7,149	-49%	\$2,500	-65%
38a Recording & Broadcast Costs	\$1,575	\$1,675	6%	\$500	-70%
38b Royalties/Rights & Reproductions	\$1,963	\$1,885	-4%	\$834	-56%
39 Sales Commission Fees	\$0	\$0	n/a	\$0	n/a
39a Security	\$0	\$0	n/a	\$0	n/a
40 Supplies - Office & Other	\$262	\$330	26%	\$0	n/a
41 Telephone	\$0	\$0	n/a	\$0	n/a
42 Touring	\$0	\$0	n/a	\$0	n/a
43 Travel	\$1,028	\$0	n/a	\$0	n/a
44 Utilities	\$0	\$0	n/a	\$0	n/a
TOTAL EXPENSE	FY 2012	FY 2013	% chg	FY 2014	% chg
45 Total Expenses	\$91,947	\$68,438	-26%	\$68,041	-1%
46 Change in Net Assets	(\$49,022)	(\$16,072)	67%	(\$10,605)	34%

REVENUE & EXPENSE: DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

REVENUE

6a Special Events - Non-fundraising, Briefly Describe	First collaborative concert: Words & Music
19a If Other Earned Revenue, Briefly Describe	Miscellaneous revenue and contributions
30a Other Contributions, Briefly Describe	Credited bank fees
31a In-Kind Contributions, Briefly Describe	Grant writing, technology administration, planning and budgeting, financial management (estimated)

EXPENSES

30a Office Expense - Other, Briefly Describe	Office supplies, checks, etc.
31a If Other, Briefly Describe	Piano tuning, association membership, car rental
36a Professional Fees - Other, Briefly Describe	Stage management

EXPENSE: SALARIES AND FRINGE DETAIL

	Artists & Performers	Program - All Other	Fundraising	General & Admin	Total FY 2014	Total FY 2013	Total FY 2012
1 Salaries	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2 Commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3 Payroll Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0
4 Health Benefits	\$0	\$0	\$0	\$0	\$0	\$0	\$0
5 Disability	\$0	\$0	\$0	\$0	\$0	\$0	\$0
6 Workers' Compensation	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7 Pension and Retirement	\$0	\$0	\$0	\$0	\$0	\$0	\$0
8 Benefits - Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0
9 Total Salaries and Fringe	\$0	\$0	\$0	\$0	\$0	\$0	\$0
10a For the employees on your payroll, organization pays this percent of individual healthcare costs					0.0%	0.0%	0.0%
10b For the employees on your payroll, organization pays this percent of family healthcare costs					0.0%	0.0%	0.0%
10c For employees on your payroll, organization offers to contribute up to this percent of annual salary for pension and retirement					0.0%	0.0%	0.0%

EXPENSE: MARKETING DETAIL

	FY 2012	FY 2013	% chg	FY 2014	% chg
1 Advertising	\$552	\$360	-35%	\$5,296	1371%
2 Dues & Subscriptions	\$0	\$0	n/a	\$0	n/a
3 Internet & Website	\$0	\$0	n/a	\$2,000	n/a
4 Lodging & Meals	\$0	\$0	n/a	\$0	n/a
5 Marketing Salaries & Fringes	\$0	\$0	n/a	\$0	n/a
6 Postage & Shipping	\$0	\$0	n/a	\$0	n/a
7 Printing	\$0	\$1,200	n/a	\$1,547	29%
8 Professional Fees	\$0	\$0	n/a	\$2,550	n/a
9 Public Relations	\$0	\$0	n/a	\$0	n/a
10 Sales Commission Fees	\$0	\$0	n/a	\$0	n/a
11 Telephone	\$0	\$0	n/a	\$0	n/a
12 Travel	\$0	\$0	n/a	\$0	n/a
13 Marketing - Other	\$0	\$0	n/a	\$0	n/a
13b In-Kind Marketing Expense	\$1,500	\$1,500	0%	\$7,500	400%
14 Total Marketing	\$2,052	\$3,060	49%	\$18,893	517%

LOANS

CREDIT LINE	FY 2012	FY 2013	% chg	FY 2014	% chg
1 Balance - Beginning of Year	\$0	\$0	n/a	\$0	n/a
2 Additional Borrowings During the Fiscal Year	\$0	\$0	n/a	\$0	n/a
3 Total Repayments During the Fiscal Year (must be a negative number)	\$0	\$0	n/a	\$0	n/a
4 Balance - End of Year	\$0	\$0	n/a	\$0	n/a
5 Credit Line Limit	\$0	\$0	n/a	\$0	n/a
6 Credit Line Rate	0.0%	0.0%	n/a	0.0%	n/a

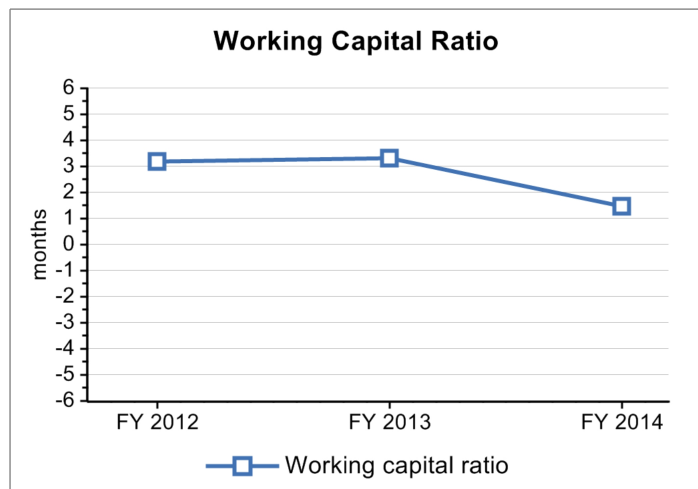
MORTGAGES PAYABLE	FY 2012	FY 2013	% chg	FY 2014	% chg
7 Balance - Beginning of Year	\$0	\$0	n/a	\$0	n/a
8 Additional Borrowings During the Fiscal Year	\$0	\$0	n/a	\$0	n/a
9 Total Repayments During the Fiscal Year (must be a negative number)	\$0	\$0	n/a	\$0	n/a
10 Balance - End of Year	\$0	\$0	n/a	\$0	n/a
10a Mortgages Payable - Current	\$0	\$0	n/a	\$0	n/a
10b Mortgages Payable - Non Current	\$0	\$0	n/a	\$0	n/a
11 Mortgage Rate	0.0%	0.0%	n/a	0.0%	n/a

ALL OTHER LOANS AND NOTES COMBINED	FY 2012	FY 2013	% chg	FY 2014	% chg
12 Balance - Beginning of Year	\$0	\$0	n/a	\$0	n/a
13 Additional Borrowings During the Fiscal Year	\$0	\$0	n/a	\$0	n/a
14 Total Repayments During the Fiscal Year (must be a negative number)	\$0	\$0	n/a	\$0	n/a
15 Balance - End of Year	\$0	\$0	n/a	\$0	n/a
15a Other Notes & Loans - Current	\$0	\$0	n/a	\$0	n/a
15b Other Notes & Loans - Non Current	\$0	\$0	n/a	\$0	n/a

WORKING CAPITAL

Working Capital	FY 2012	FY 2013	% chg	FY 2014	% chg
Total working capital	\$24,393	\$18,920	-22%	\$8,315	-56%

Total working capital consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) minus unrestricted current liabilities. This is a conservative calculation of working capital and may differ from your internal calculations. Adequate working capital provides financial strength and flexibility to your organization, the ability to meet obligations as they come due, and the ability to take more risks, knowing there is a cushion to fall back on.



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating expenses are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

NON-FINANCIAL INFORMATION (Section 11)

A - Number of Contributors	FY 2012	FY 2013	% chg	FY 2014	% chg
A1 Individuals	25	25	0%	25	0%
A2 Board	10	10	0%	9	-10%
A3 Corporate	0	2	n/a	2	0%
A4 Foundation	0	0	n/a	2	n/a
A5 Government (Federal, State & Local)	1	1	0%	0	n/a

B - Space (Square Footage)	FY 2012	FY 2013	% chg	FY 2014	% chg
B1 Owned Space	0	0	n/a	0	n/a
B2 Rented Space	45,000	54,000	20%	3,000	-94%
B3 Donated/In-Kind Space	0	0	n/a	3,000	n/a

C - Attendance (number of people)	FY 2012	FY 2013	% chg	FY 2014	% chg
C1 Total Paid Attendance	893	1,200	34%	988	-18%
Physical	893	1,200	34%	988	-18%
Virtual	0	0	n/a	0	n/a
C2 Total Free Attendance	68,274	43,100	-37%	1,200	-97%
Physical	274	1,100	301%	1,200	9%
Virtual	68,000	42,000	-38%	0	n/a
C3 Total Attendance	69,167	44,300	-36%	2,188	-95%
C4 Children 18 and under	166	100	-40%	200	100%
C5 Number of Groups of Children 18 and Under	0	0	n/a	2	n/a
C5a Number of Other Groups	0	0		4	
C6 Attendance - Classes/Workshops	250	1,000	300%	1,000	0%

E - Subscribers & Members	FY 2012	FY 2013	% chg	FY 2014	% chg
E1 Paying Subscribers - Performance	0	0	n/a	0	n/a
E1a Paying Subscribers - Media	0	0	n/a	0	n/a
E1b Non-paying Subscribers - Media	650	1,250	92%	2,500	100%
E2 Paying Members	0	0	n/a	0	n/a
E3 How many people are both members and subscribers?	0	0	n/a	0	n/a

F - Pricing (in dollars)	FY 2012	FY 2013	% chg	FY 2014	% chg
F1 Average Adult Price	\$30.00	\$30.00	0%	\$20.00	-33%
F2 Average Child Price	\$0.00	\$0.00	n/a	\$0.00	n/a
F3 Average Senior Citizen Price	\$25.00	\$25.00	0%	\$15.00	-40%
F4 Average Student Price	\$25.00	\$25.00	0%	\$15.00	-40%
F5 Highest Single Price	\$30.00	\$30.00	0%	\$20.00	-33%
F6 Lowest Single Price	\$15.00	\$15.00	0%	\$10.00	-33%
F7 Median Price	\$0.00	\$0.00	n/a	\$15.00	n/a
F8 Average Adult Tuition/Workshop Price	\$25.00	\$0.00	n/a	\$0.00	n/a
F9 Average Child Tuition/Workshop Price	\$25.00	\$0.00	n/a	\$0.00	n/a
F10 Average Publication Price	\$0.00	\$0.00	n/a	\$0.00	n/a
F11 Average Fundraising Special Event Price	\$25.00	\$10.00	-60%	\$50.00	400%
F12 Average Non-fundraising Special Event Price	\$0.00	\$0.00	n/a	\$25.00	n/a
F13 Average Media Content Price	\$0.00	\$0.00	n/a	\$15.00	n/a

NON-FINANCIAL INFORMATION - continued

G - Program Activity (number of events)	FY 2012	FY 2013	% chg	FY 2014	% chg
G1 Live Productions - Self-Produced	3	4	33%	10	150%
G1a Live Productions - Presented Only	0	0	n/a	0	n/a
G2 Public Performances - Home	3	4	33%	10	150%
G3 Public Performances - Away	0	0	n/a	0	n/a
G3a Online/radio/television programs	3	4	33%	6	50%
G4 Permanent Exhibitions	0	0	n/a	0	n/a
G5 Temporary Exhibitions	0	0	n/a	0	n/a
G6 Classes/Workshops - for the public/constituents	4	0	n/a	9	n/a
G7 Classes/Workshops - for professional artists	0	0	n/a	0	n/a
G7a Publications	0	0	n/a	0	n/a
G7b Number of Publications Sold/Distributed	0	0	n/a	0	n/a
G8 Tours	0	0	n/a	2	n/a
G8a Number of Tour Occurrences	0	0	n/a	2	n/a
G9 Films	0	0	n/a	0	n/a
G9a Number of Film Screenings	0	0	n/a	0	n/a
G10 Lectures	0	0	n/a	4	n/a
G10a Number of Lecture Occurrences	0	0	n/a	4	n/a
G11 Exhibition Openings	0	0	n/a	0	n/a
G12 World Premieres	0	2	n/a	0	n/a
G13 National Premieres	3	0	n/a	1	n/a
G14 Local Premieres	1	0	n/a	5	n/a
G15 Works Commissioned	0	0	n/a	0	n/a
G16 Workshops or readings of new works	0	0	n/a	0	n/a
G17 Programs - Other	2	4	100%	0	n/a
G17a Number of Programs - Other Occurrences	2	4	100%	0	n/a
G18 Off-site School Programs	2	4	100%	9	125%
G18a Number of Off-site School Program Occurrences	2	4	100%	9	125%
G19 Facility Rentals - By your organization for your program use	3	3	0%	4	33%
G20 Facility Rentals - By your organization for your non-program use	0	0	n/a	0	n/a
G21 Rentals of your facility by others	0	0	n/a	0	n/a
I - Staff & Non-Staff Statistics (number of people)	FY 2012	FY 2013	% chg	FY 2014	% chg
I1 Full-time Permanent Employees	0.00	0.00	n/a	0.00	n/a
I2 Part-time/Seasonal Employees	0.00	0.00	n/a	0.00	n/a
I3 Part-time/Seasonal Empl. - FTEs	0.00	0.00	n/a	0.00	n/a
I4 Full-time Volunteers	0.00	0.00	n/a	0.00	n/a
I5 Part-time Volunteers	24.00	26.00	8%	27.00	4%
I6 Part-time Volunteers - FTEs	0.14	0.13	-7%	5.30	3977%
I7 Independent Contractors	151.00	145.00	-4%	86.00	-41%
I8 Independent Contractors - FTEs	1.81	1.50	-17%	17.00	1033%
I9 Interns/Apprentices	0.00	0.00	n/a	0.00	n/a
I10 Interns/Apprentices - FTEs	0.00	0.00	n/a	0.00	n/a