

July 10, 2023

Subject: Confluence Ballet Co. Mid-Year Financial Summary for 2023

Dear Confluence Ballet Co. Stakeholder:

Upon completing our very successful second season, we offer this summary from the first half of 2023:

- In April, we were awarded a \$49,000 grant from The Heinz Endowments for operating expenses.
- This award put us into positive net balance of funds for the first time. As a reminder, our organization got off to a very rocky start, financially. Under new leadership in October 2021, the company got control of our finances, paid down debt, and did not incur a penny of additional debt.
- We plan to retire all remaining debt in 3Q23. 99 percent of remaining debt is dancer backpay that we must pay through proper payroll and withholding processes.
- We entered into a Memorandum of Understanding with our wonderful West End Village host organization, Pittsburgh Musical Theater, further cementing our long-term partnership.
- We kept our pre-professional trainee program on hiatus for the 23-24 season to enable us to ensure a fully-funded, well-developed program that meets our standard for mission-focus and excellence.
- We continued to focus on cash management as we aggressively pursue grants, corporate sponsorships, and grassroots donations, while also aggressively marketing to grow our audience, which will position us for improved earned revenue during our third season.

At the end of 2Q23, we report the following:

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|--------------------------|----------|
| 1. Net balance of funds: | \$36,083 |
| 2. Cash: | \$63,565 |
| 3. Debt: | \$27,482 |

Thank you.

Very Respectfully



Allan J. "A.J." Smith
President, Board of Directors
Confluence Ballet Co.

Confluence Ballet Co.