

February 26, 2023

Subject: Confluence Ballet Co. Financial Report and Statements for 2022

Dear Confluence Ballet Co. Stakeholder:

Confluence Ballet Co. concluded our second fiscal year on December 31, 2022.

A summary of key points from 2022:

- Our biggest focus areas, financially, are to completely retire our debt and resume paying our dancers and staff.
- We retired \$26,629 in debt in 2022, starting with \$56,148 and ending the year with \$29,519. We did not take on a single penny of additional debt in 2022. 93% of our remaining debt at the end of 2022 was dancer back pay from mid-September to mid-October 2021.
- We continue to be graciously hosted by Pittsburgh Musical Theater in their West End Village facility. We envision our relationship with PMT as a long-term partnership which we will continue to develop, seeking opportunities to collaborate on both performance and education.
- We put our pre-professional trainee program on hiatus for the 2022-2023 season to focus our attention and resources on strengthening our core organizational position.
- We continued to focus on cash management.

At the end of our fiscal year 2022, we report the following:

1. Net balance of funds:	(\$21,948)
2. Income:	\$45,510
3. Expenses:	\$55,997
4. Cash:	\$7,571
5. Debt:	\$29,519

Attached to this report, please find our Confluence Ballet Co. 2022:

- Statement of Financial Position

Confluence Ballet Co.

- Statement of Activities
- Statement of Functional Expenses
- Statement of Cash Flows

Thank you.

Very Respectfully

A handwritten signature in black ink, appearing to read "A.J. Smith". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

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

Confluence Ballet Company
Statement of Financial Position 2022

ITEM	CATEGORY	12/31/2021	12/31/2022
ASSETS			
1	Cash—non-interest-bearing	\$ 18,058	\$ 7,571
2	Savings and temporary cash investments	\$ -	\$ -
3	Pledges and grants receivable, net	\$ -	\$ -
4	Accounts receivable, net	\$ -	\$ -
5	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons.	\$ -	\$ -
6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)	\$ -	\$ -
7	Notes and loans receivable, net	\$ -	\$ -
8	Inventories for sale or use	\$ -	\$ -
9	Prepaid expenses and deferred charges	\$ -	\$ -
10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	\$ -	\$ -
10b	Less: accumulated depreciation	\$ -	\$ -
11	Investments—publicly traded securities	\$ -	\$ -
12	Investments—other securities. See Part IV, line 11	\$ -	\$ -
13	Investments—program-related. See Part IV, line 11	\$ -	\$ -
14	Intangible assets	\$ -	\$ -
15	Other assets. See Part IV, line 11	\$ -	\$ -
16	Total assets. Add lines 1 through 15 (must equal line 33)	\$ 18,058	\$ -
LIABILITIES			
17	Accounts payable and accrued expenses	\$ 56,148	\$ 29,519
18	Grants payable	\$ -	\$ -
19	Deferred revenue	\$ -	\$ -
20	Tax-exempt bond liabilities	\$ -	\$ -
21	Escrow or custodial account liability. Complete Part IV of Schedule D	\$ -	\$ -
22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	\$ -	\$ -
23	Secured mortgages and notes payable to unrelated third parties	\$ -	\$ -
24	Unsecured notes and loans payable to unrelated third parties	\$ -	\$ -
25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17 - 24). Complete Part X of Schedule D	\$ -	\$ -
26	Total liabilities. Add lines 17 through 25	\$ 56,148	\$ 29,519
Organizations that follow FASB ASC 958, complete lines 27, 28, 32, and 33			
27	Net assets without donor restrictions	\$ (38,090)	\$ (21,948)
28	Net assets with donor restrictions	\$ -	\$ -
29	N/A		
30	N/A		
31	N/A		
32	Total net assets or fund balances	\$ (38,090)	\$ (21,948)
33	Total liabilities and net assets/fund balances	\$ 18,058	\$ 7,571

Confluence Ballet Company
Statement of Activities 2022

ITEM	CATEGORY	TOT REV	RELATED REV	UNRELATED	EXCL REV
CONTRIBUTIONS, GIFTS, GRANTS					
1a	Federated Campaigns	\$ 1,944	\$ 1,944	\$ -	\$ -
1b	Membership dues	\$ -	\$ -	\$ -	\$ -
1c	Fundraising events	\$ -	\$ -	\$ -	\$ -
1d	Related Organizations	\$ -	\$ -	\$ -	\$ -
1e	Government grants	\$ -	\$ -	\$ -	\$ -
1f	All other contributions	\$ 22,498	\$ 22,498	\$ -	\$ -
1g	Noncash contributions	\$ -	\$ -	\$ -	\$ -
1h	TOTAL	\$ 24,442	\$ -	\$ -	\$ -
PROGRAM SERVICE REVENUE					
2a	Performances	\$ 9,432	\$ 9,432	\$ -	\$ -
2b	Training & Education	\$ 5,784	\$ 5,784		\$ -
2c	PROGRAM	\$ -		\$ -	\$ -
2d	PROGRAM	\$ -	\$ -	\$ -	\$ -
2e	PROGRAM	\$ -	\$ -	\$ -	\$ -
2f	PROGRAM	\$ -	\$ -	\$ -	\$ -
2g	Total Program Service	\$ 15,216	\$ -	\$ -	\$ -
OTHER REVENUE					
3	Investment Income	\$ -	\$ -	\$ -	\$ -
4	Tax exempt investment	\$ -	\$ -	\$ -	\$ -
5	Royalties	\$ -	\$ -	\$ -	\$ -
6a	Gross rents	\$ -	\$ -	\$ -	\$ -
6b	Less rental expenses	\$ -	\$ -	\$ -	\$ -
6c	Rental income or loss	\$ -	\$ -	\$ -	\$ -
6d	Net rental income	\$ -	\$ -	\$ -	\$ -
7a	Sale of assets not inventory	\$ -	\$ -	\$ -	\$ -
7b	less cost and sales expenses	\$ -	\$ -	\$ -	\$ -
7c	Gain or loss	\$ -	\$ -	\$ -	\$ -
7d	Net gain: asset sale	\$ -	\$ -	\$ -	\$ -
8a	Gross income: fundraising	\$ -	\$ 51	\$ -	\$ -
8b	less direct expenses	\$ -	\$ -	\$ -	\$ -
8c	Net income: fundraising	\$ 51	\$ -	\$ -	\$ -
9a	Gross income: gaming	\$ -	\$ -	\$ -	\$ -
9b	less direct expenses	\$ -	\$ -	\$ -	\$ -
9c	Net income: gaming	\$ -	\$ -	\$ -	\$ -
10a	Gross sales: inventory	\$ 1,522	\$ 1,522	\$ -	\$ -
10b	less cost of goods sold	\$ -	\$ -	\$ -	\$ -
10c	Net income: inventory sales	\$ 1,522	\$ -	\$ -	\$ -
MISCELLANEOUS REVENUE					
11a	Misc. a	\$ 4,279	\$ -	\$ -	\$ -
11e	Total Misc. Revenue	\$ 4,279	\$ -	\$ -	\$ -
12	TOTAL REVENUE	\$ 45,510	\$ -	\$ -	\$ -

Confluence Ballet Company
Statement of Functional Expenses 2022

ITEM	CATEGORY	TOT EXP	PROG SVC	MGMT & GEN	FUNDRAISING
1	Grants to domestic orgs	\$ -	\$ -	\$ -	\$ -
2	Grants to domestic indiv	\$ -	\$ -	\$ -	\$ -
3	Grants to foreign entities	\$ -	\$ -	\$ -	\$ -
4	Benefits	\$ -	\$ -	\$ -	\$ -
5	Compensation O, D, KE	\$ -	\$ -	\$ -	\$ -
6	Compensation to disqual	\$ -	\$ -	\$ -	\$ -
7	Other salaries & wages	\$ -	\$ -	\$ -	\$ -
8	Pension plan/401k	\$ -	\$ -	\$ -	\$ -
9	Other employee benefits	\$ -	\$ -	\$ -	\$ -
10	Payroll taxes	\$ -	\$ -	\$ -	\$ -
11a	Ext Svcs Fees - Mgmt	\$ -	\$ -	\$ -	\$ -
11b	Ext Svcs Fees - Legal	\$ 1,128.00	\$ -	\$ 1,128.00	\$ -
11c	Ext Svcs Fees - Accounting	\$ 9,449.00	\$ -	\$ 9,449.00	\$ -
11d	Ext Svcs Fees - Lobbying	\$ -	\$ -	\$ -	\$ -
11e	Ext Svcs Fees - Fundraising	\$ -	\$ -	\$ -	\$ -
11f	Ext Svcs Fees - Investment	\$ -	\$ -	\$ -	\$ -
11g	Ext Svcs Fees - Other	\$ 1,163	\$ -	\$ 1,163	\$ -
12	Advertising & promotion	\$ 1,082	\$ 1,082	\$ -	\$ -
13	Office expenses	\$ 5,019		\$ 5,019	\$ -
14	Information technology	\$ 710	\$ -	\$ 710	\$ -
15	Royalties (Music Rights)	\$ 1,803	\$ 1,803	\$ -	\$ -
16	Occupancy	\$ 8,274		\$ 8,274	\$ -
17	Travel	\$ -	\$ -	\$ -	\$ -
18	Travel exp for public off	\$ -	\$ -	\$ -	\$ -
19	Conf, conv, meetings	\$ -	\$ -	\$ -	\$ -
20	Interest	\$ -	\$ -	\$ -	\$ -
21	Payments to affiliates	\$ -	\$ -	\$ -	\$ -
22	Depreciation, ammort	\$ -	\$ -	\$ -	\$ -
23	Insurance	\$ 2,599	\$ -	\$ 2,599	\$ -
24a	Other - Choreography	\$ 4,500	\$ 4,500	\$ -	\$ -
24b	Other - Program Svcs	\$ 1,126	\$ 1,126	\$ -	\$ -
24c	Other - Production	\$ 16,290	\$ 16,290	\$ -	\$ -
24d	Other - Costuming	\$ 2,854	\$ 2,854	\$ -	\$ -
24e	All other expenses	\$ -	\$ -	\$ -	\$ -
25	TOTAL FUNCTIONAL EXP	\$ 55,997	\$ 27,655	\$ 28,342	\$ -

Confluence Ballet Company
Statement of Cash Flow 2022

Cash flows from Operating Activities	12/31/2021	12/31/2022
Contributed Cash (contributions)	\$ 46,787	\$ 24,493
Earned cash (sales)	\$ 39,329	\$ 21,017
Cash paid to employees	\$ (18,268)	\$ -
Cash paid for programming	\$ (16,970)	\$ (24,770)
Cash paid for operating expenses	\$ (29,420)	\$ (31,227)
Cash paid for other	\$ (3,400)	\$ -
Net cash from operating activities	\$ 18,058	\$ (10,487)
Cash flows from Investing Activities		
Proceeds from maturity of long term inv.	\$ -	\$ -
Purchase of long-term investments	\$ -	\$ -
Purchase of property and equipment	\$ -	\$ -
Net cash from investing activities	\$ -	\$ -
Cash flows from Financing Activities		
Cash from line of credit or loans	\$ -	\$ -
Cash paid to line of credit or loans	\$ -	\$ -
Cash from long-term debt	\$ -	\$ -
Payment of long term debt	\$ -	\$ -
Cash from other financed sources	\$ -	\$ -
Payment to other financed sources	\$ -	\$ -
Net cash from financing activities	\$ -	\$ -
Net increase or decrease in cash or cash equivalents		
Net increase (decrease) in cash	\$ 18,058	\$ (10,487)
Beginning cash and cash equivalents	\$ -	\$ 18,058
Ending cash and cash equivalents	\$ 18,058	\$ 7,571