



EDUCATIONAL
THEATRE
ASSOCIATION

Annual Report
for August 1–December 31, 2012

FROM THE PRESIDENT & EXECUTIVE DIRECTOR

In the spring of 2012, the Board of Directors and Association staff made a decision to change the timeframe of its fiscal year. Previously, EdTA's fiscal year began August 1 and ended July 31. Starting in 2013, our fiscal year will follow the calendar year (January 1–December 31).

There are some important reasons for making this change:

- **Better planning and decision-making** since the majority of our revenue occurs earlier in the fiscal year. Revenues from Festival, membership, and saleables peak during the months of March through June allowing us to adjust our activities in the last half of the year based on results.
- **More accurate budgeting** since the budget planning period is right after Festival and Conference, enabling us to use the most recent information for financial projections.

The change in the fiscal year will not affect how we operate for our members, especially our Thespian and Junior Thespian troupes whose budgets typically operate based on the school year.

To help make the transition and to keep you informed about the health of the organization, this report presents the audited financial results of August through December 2012, which is the short transition period between fiscal year 2011-2012 (August 2011-July 2012) and fiscal year 2013 (January-December 2013). Please note that the net loss during this shortened financial period is consistent with the Association's typical seasonal trends from August to December. The amount of the loss keeps us on track with our goal to net a small surplus in a twelve month period.

Sincerely,



Gloria E McIntyre

Gloria McIntyre
President, Board of Directors



Julie Woffington

Julie Woffington
Executive Director

EDUCATIONAL THEATRE ASSOCIATION AND AFFILIATES

Consolidated Statement of Financial Position December 31, 2012

Assets

Cash	\$	324,941
Accounts receivable		145,841
Contributions receivable		5,765
Inventory		294,235
Prepaid expenses		154,480
Investments		3,288,382
Property and equipment, net		<u>858,559</u>
Total assets	\$	<u>5,072,203</u>

Liabilities and Net Assets

Liabilities

Accounts payable	\$	125,384
Accrued expenses		198,321
Funds held for others		111,268
Accrued post-retirement benefits		62,996
Deferred revenue		79,556
Note payable		<u>48,259</u>
Total liabilities	\$	<u>625,784</u>

Net assets

Unrestricted	\$	4,320,148
Temporary restricted		<u>126,271</u>
Total net assets	\$	<u>4,446,419</u>
Total liabilities and net assets	\$	<u>5,072,203</u>

EDUCATIONAL THEATRE ASSOCIATION AND AFFILIATES

Consolidated Statement of Activities Five-Month Period Ended December 31, 2012

	Unrestricted	Temporarily Restricted	Total
Operating revenues, gains and other support			
Sales	\$ 61,022	\$ -	\$ 61,022
Less cost of goods sold	(30,523)	-	(30,523)
	<u>30,499</u>	<u>-</u>	<u>30,499</u>
Contributions:			
Sponsorships	13,000	-	13,000
Other contributions	19,843	6,025	25,868
In-kind revenues	10,393	-	10,393
	<u>43,236</u>	<u>6,025</u>	<u>49,261</u>
Membership	551,083	-	551,083
Educational events	140,123	-	140,123
Publications	228,942	-	228,942
Other income	19,312	-	19,312
Net assets released from restrictions	4,500	(4,500)	-
	<u>1,017,695</u>	<u>1,525</u>	<u>1,019,220</u>
Total operating revenues, gains and other support			
Operating expenses			
Program services			
Educational events	290,840	-	290,840
Publications	381,750	-	381,750
Membership	228,438	-	228,438
Leadership	129,513	-	129,513
New media	67,768	-	67,768
Advocacy	13,206	-	13,206
	<u>1,111,515</u>	<u>-</u>	<u>1,111,515</u>
Supporting services			
Management and general	241,152	-	241,152
Fundraising and development	46,409	-	46,409
	<u>287,561</u>	<u>-</u>	<u>287,561</u>
Operating expenses before depreciation	1,399,076	-	1,399,076
Depreciation	63,508	-	63,508
	<u>1,462,584</u>	<u>-</u>	<u>1,462,584</u>
Change in net assets from operations	<u>\$ (444,889)</u>	<u>1,525</u>	<u>\$ (443,364)</u>
Non-operating income (expenses)		-	
Dividend and interest income	\$ 55,883	-	\$ 55,883
Net realized and unrealized gains in investments	79,970	-	79,970
Investment expenses	(6,377)	-	(6,377)
Other non-operating expenses	(91,555)	-	(91,555)
	<u>37,921</u>	<u>-</u>	<u>37,921</u>
Change in net assets	<u>(406,968)</u>	<u>1,525</u>	<u>(405,443)</u>
Net assets, beginning of year	<u>4,727,116</u>	<u>124,746</u>	<u>4,851,862</u>
Net assets, end of year	<u>\$ 4,320,148</u>	<u>126,271</u>	<u>\$ 4,446,419</u>

EDUCATIONAL THEATRE ASSOCIATION AND AFFILIATES

Consolidated Statement of Cash Flows Five-Month Period Ended December 31, 2012

Cash flows from operating activities	
Change in net assets	\$ (405,443)
Adjustments to reconcile change in net assets to net cash from from operating activities	
Depreciation	63,508
Net realized and unrealized gains on investments	(79,970)
Changes in:	
Accounts receivable	(56,356)
Contributions receivable	(621)
Inventory	(54,393)
Prepaid expenses	(66,964)
Accounts payable	(461,477)
Accrued expenses	(185,760)
Funds held for others	51,625
Accrued post-retirement benefits	(1,475)
Deferred revenue	<u>(194,343)</u>
Net cash used in operating activities	<u>(1,391,669)</u>
Cash flows from investing activities	
Purchase of property and equipment	(30,672)
Purchase of investments	(966,760)
Proceeds from sale of investments	<u>1,285,540</u>
Net cash provided by investment activities	<u>288,108</u>
Cash flows from financing activities	
Payments on note payable	<u>(9,604)</u>
Net change in cash	(1,113,165)
Cash, beginning of year	<u>1,438,106</u>
Cash, end of year	<u>\$ 324,941</u>
Supplemental cash flows information	
Cash paid for interest	<u>\$ 1,359</u>

BOARD OF DIRECTORS

Gloria McIntyre

Board President
Educator (retired)
Strongsville, Ohio

Jay Seller

Board Vice President
Horizon High School
Thornton, Colorado

Matt Conover

Vice President of Entertainment
Disneyland Resort and Disney Parks Casting
Anaheim, California

Debbie Corbin

Branson High School
Branson, Missouri

J. Jason Daunter

Production Stage Manager
Wicked National Tour
New York, New York

Stephen Gregg

Playwright
Venice, California

Gai Jones

Educator (retired)
Ojai, California

Karen Pionke

Viking Middle School
Gurnee, Illinois

Ken Washington

Director of Company Development
Guthrie Theater
Minneapolis, Minnesota

Independent audit performed by the firm of Barnes Dennig, Cincinnati, Ohio.