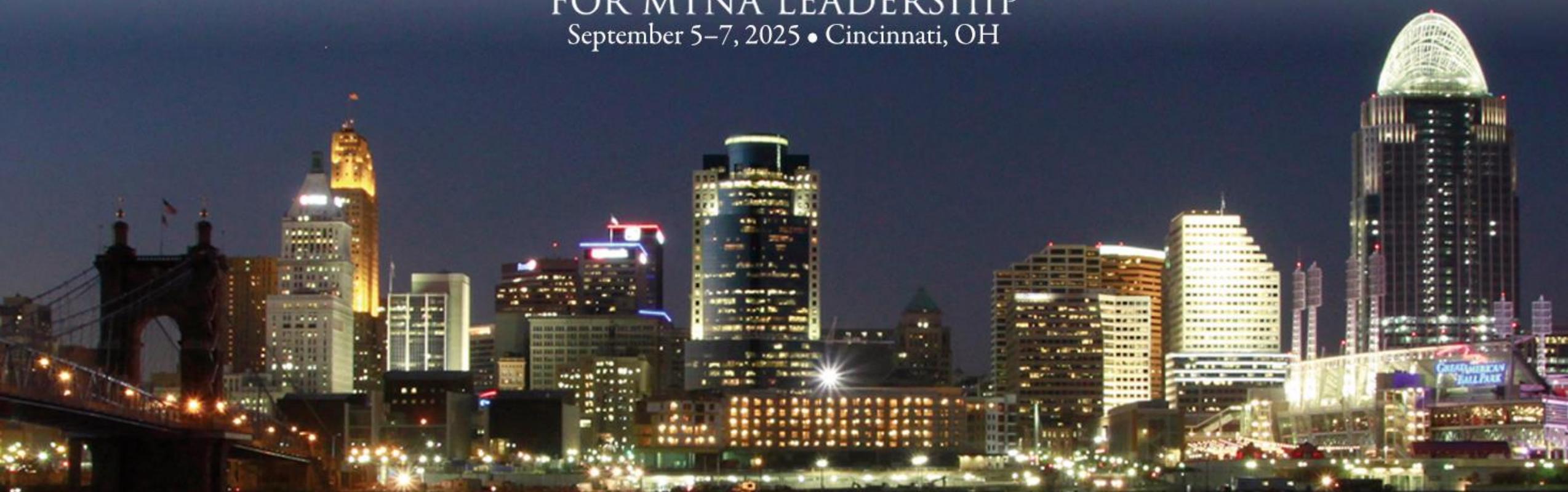


SUMMIT



FOR MTNA LEADERSHIP
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CLARK SCHAEFER HACKETT
BUSINESS ADVISORS

MTNA

MUSIC TEACHERS NATIONAL ASSOCIATION

Leadership Summit
September 6, 2025

Summary of Audit

- **Unmodified opinion on financial statements.**
- **Communications to Board:**
 - ✓ No material weaknesses/significant deficiencies identified in internal control
 - ✓ No changes in accounting policies
 - ✓ No transactions which lacked authoritative guidance
 - ✓ No material misstatements in financials noted
 - ✓ No disagreements with management
 - ✓ No difficulties in dealing with management

Change in Assets

| Assets | June 30, 2024 | June 30, 2025 | Change |
|------------------------------------|--------------------|------------------|----------------|
| Cash and Cash Equivalents | \$2,678,000 | 3,005,000 | 327,000 |
| Investments | 4,636,000 | 5,026,000 | 390,000 |
| Receivables | 33,000 | 7,000 | (26,000) |
| Other Assets | 190,000 | 46,000 | (144,000) |
| Property and Equipment | 43,000 | 136,000 | 93,000 |
| Operating lease right of use asset | 182,000 | 132,000 | (50,000) |
| Total | \$7,762,000 | 8,352,000 | 590,000 |

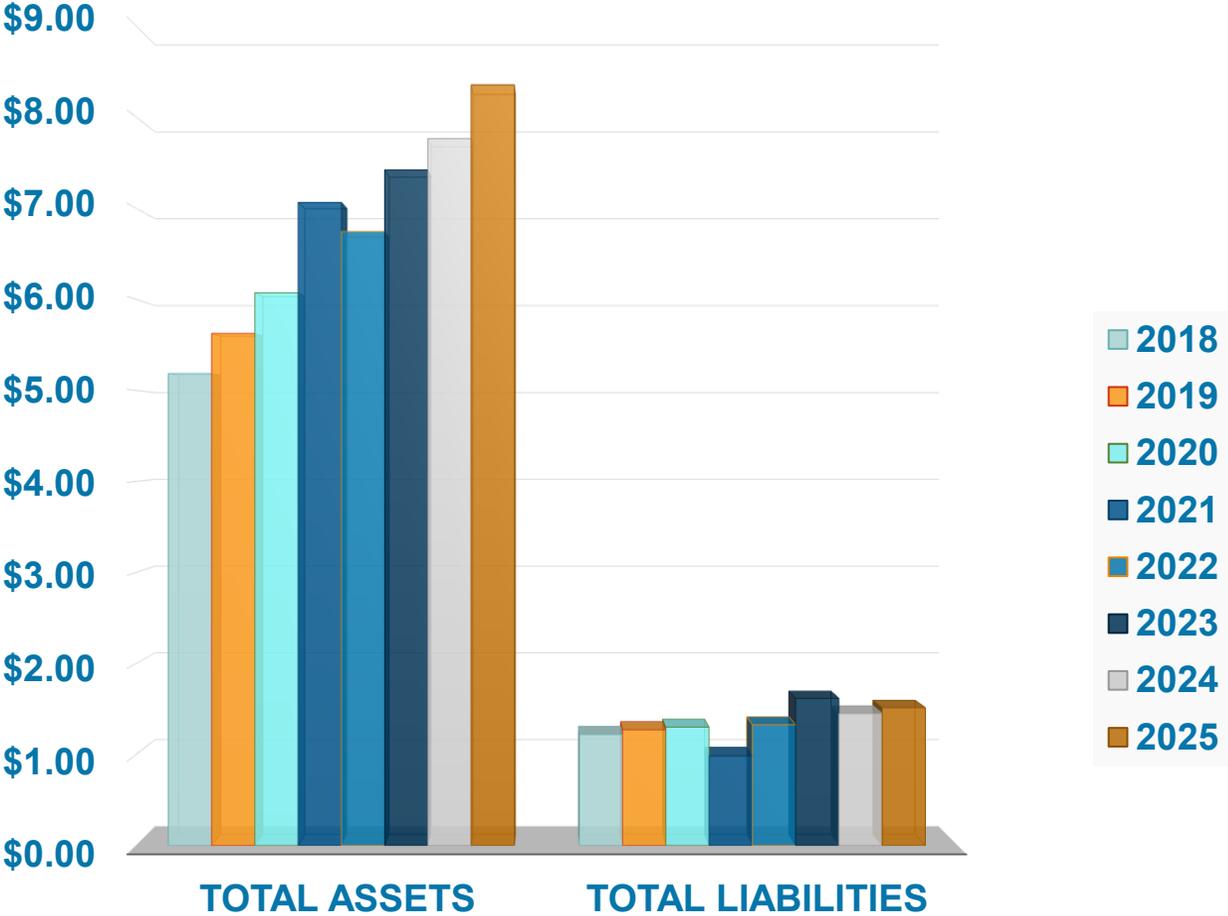
Source: Audited financial statements

Changes in Liabilities

| Liabilities | June 30, 2024 | June 30, 2025 | Change |
|---------------------------|--------------------|------------------|---------------|
| Accounts payable | \$251,000 | 353,000 | 102,000 |
| Accrued expenses | 73,000 | 85,000 | 12,000 |
| Deferred revenue | 927,000 | 931,000 | 4,000 |
| Operating lease liability | 201,000 | 146,000 | (55,000) |
| Total | \$1,452,000 | 1,515,000 | 63,000 |

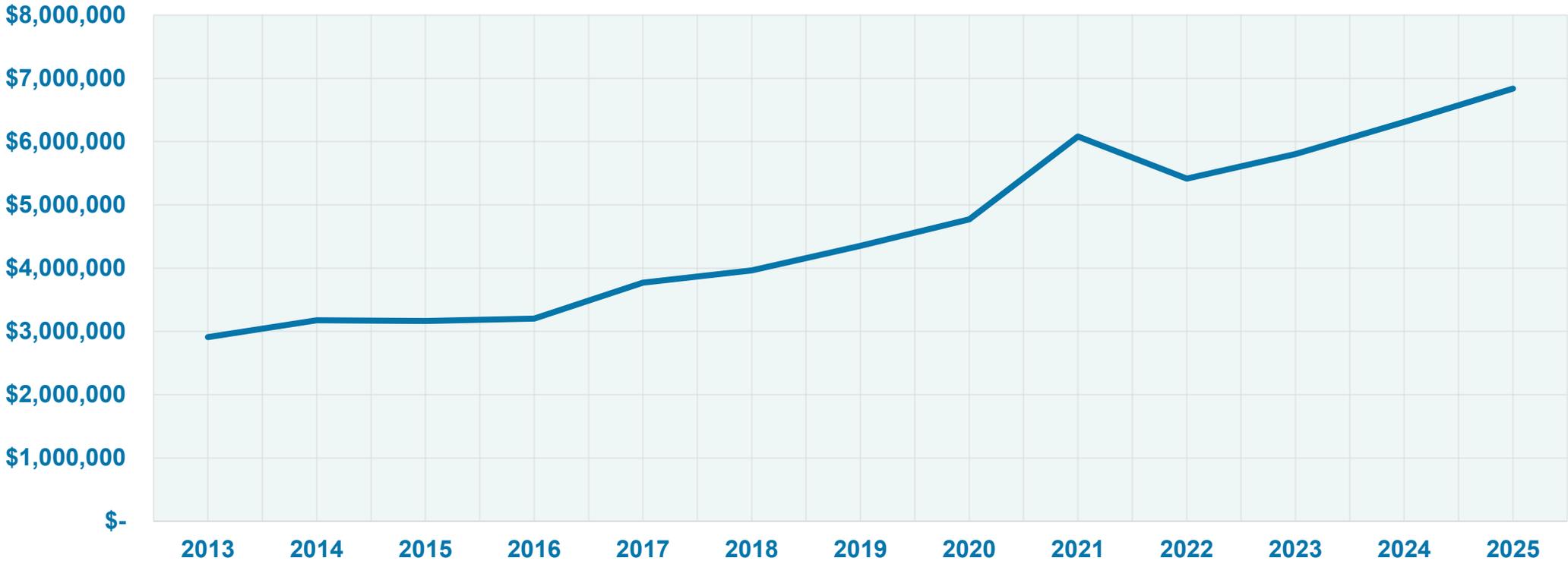
Source: Audited financial statements

Assets and Liabilities (In Millions)



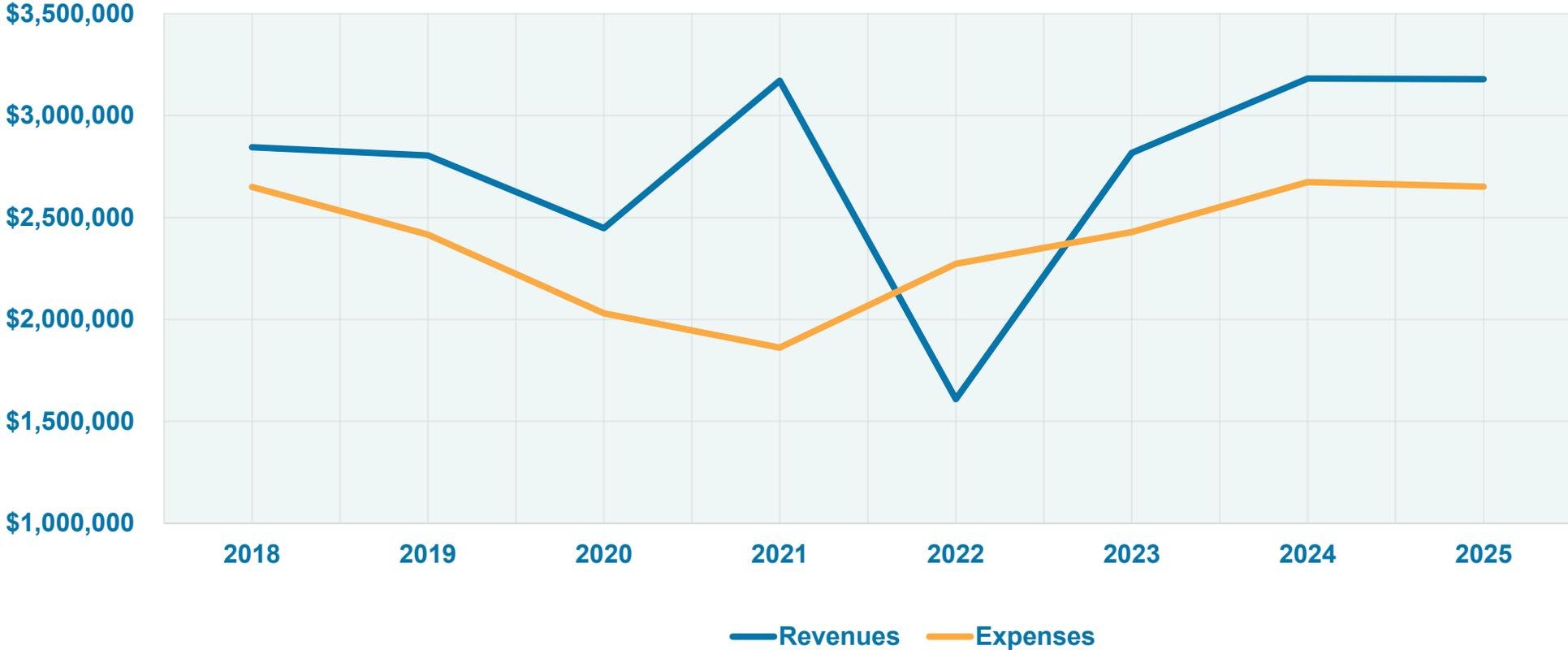
Source: Audited financial statements

Net Assets at Year End



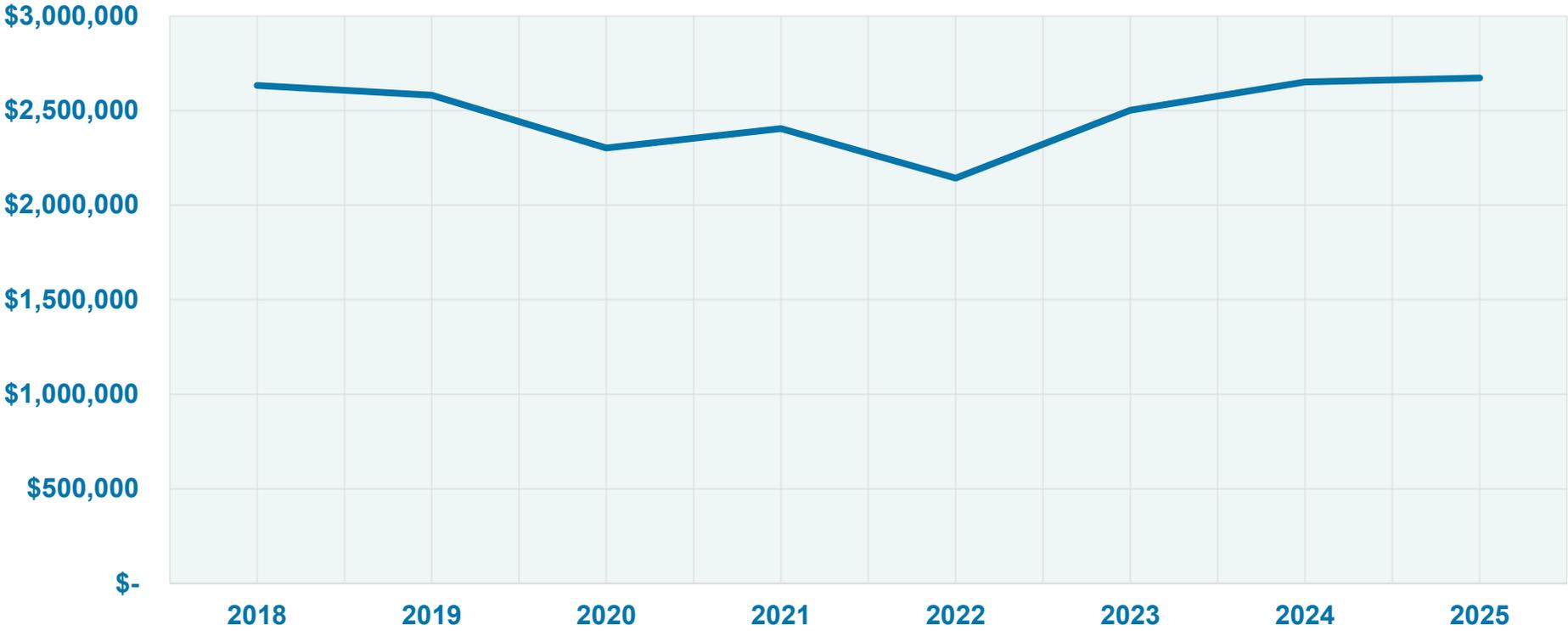
Source: Audited financial statements

Statement of Activities Recap



Source: Audited financial statements

Revenues less Investment Income



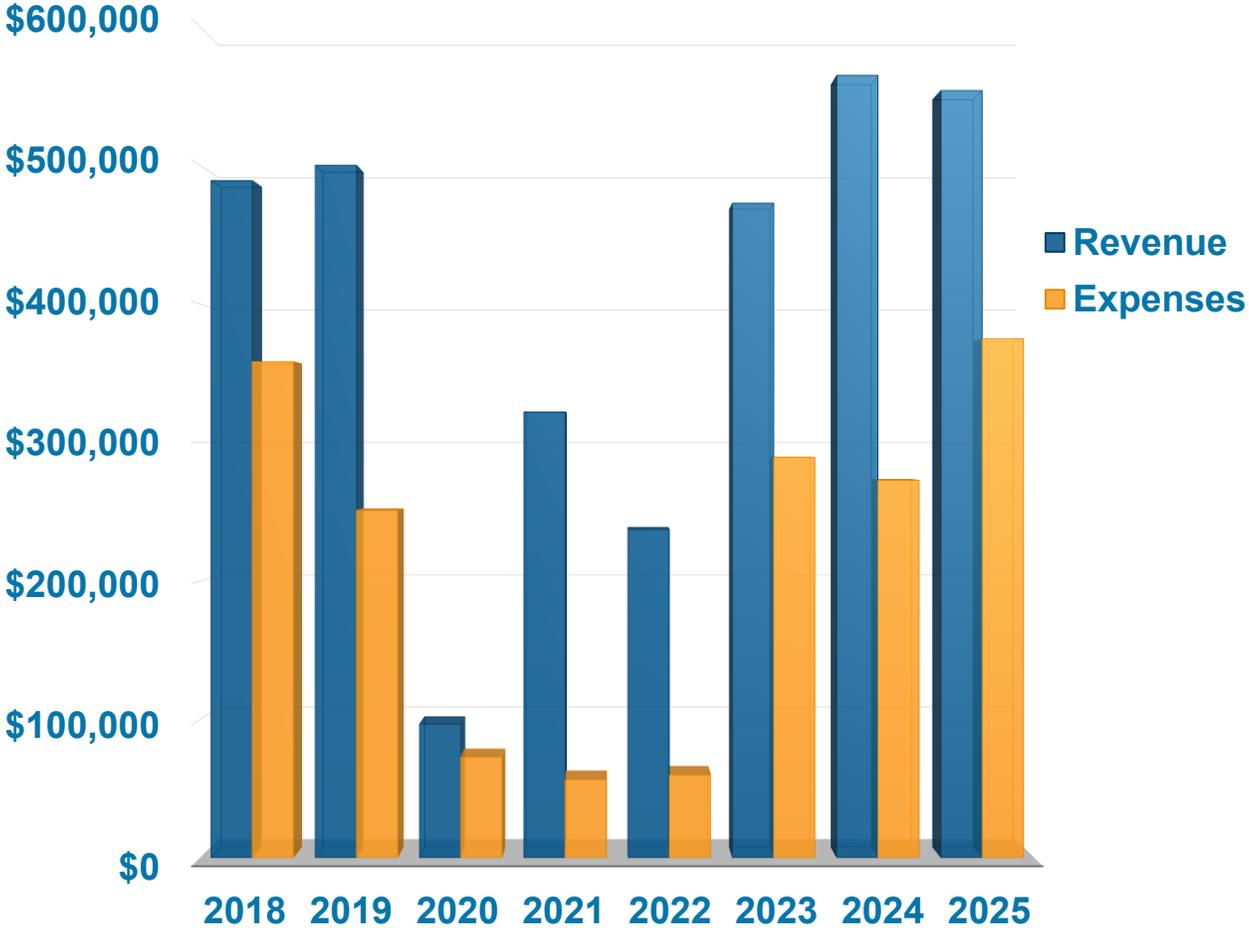
Source: Audited financial statements

Membership Dues



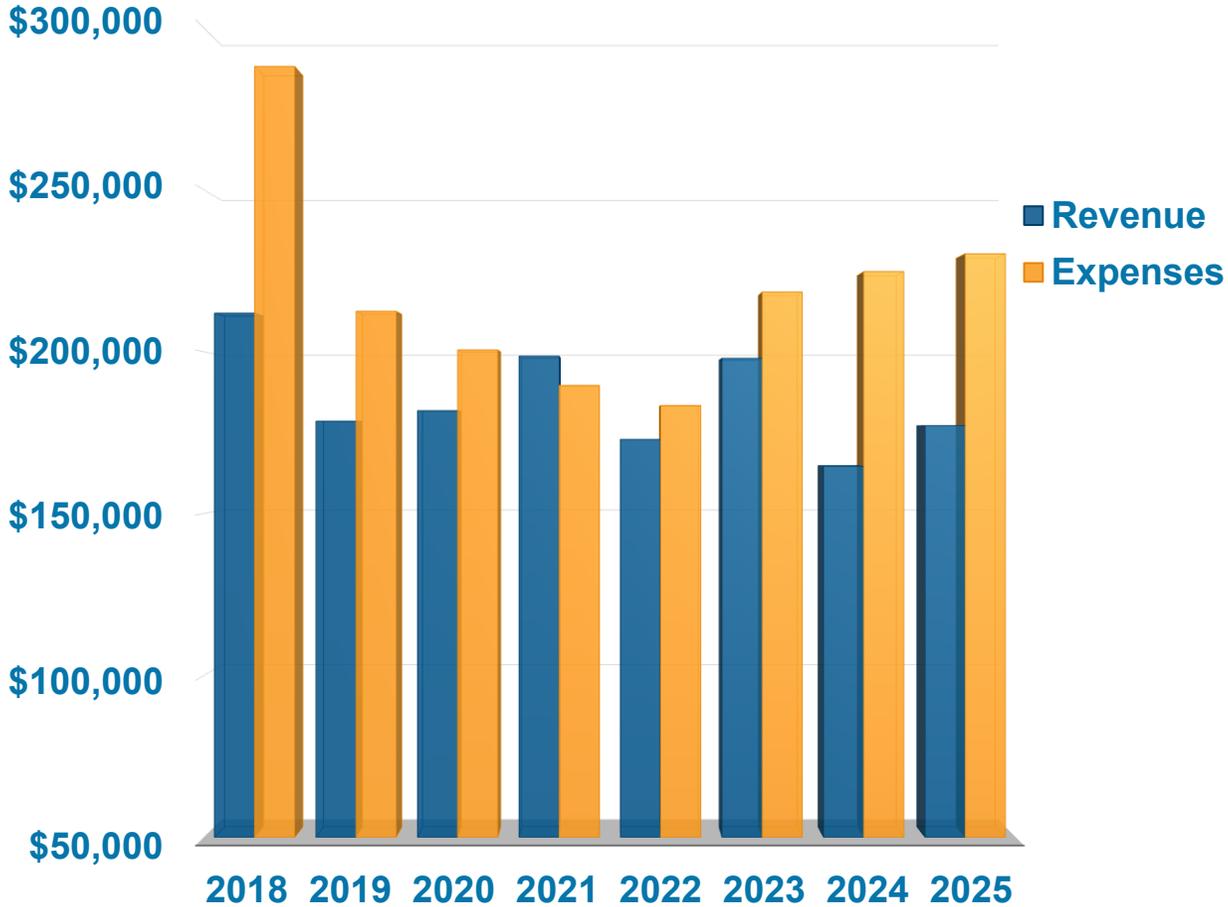
Source: Audited financial statements

Conferences



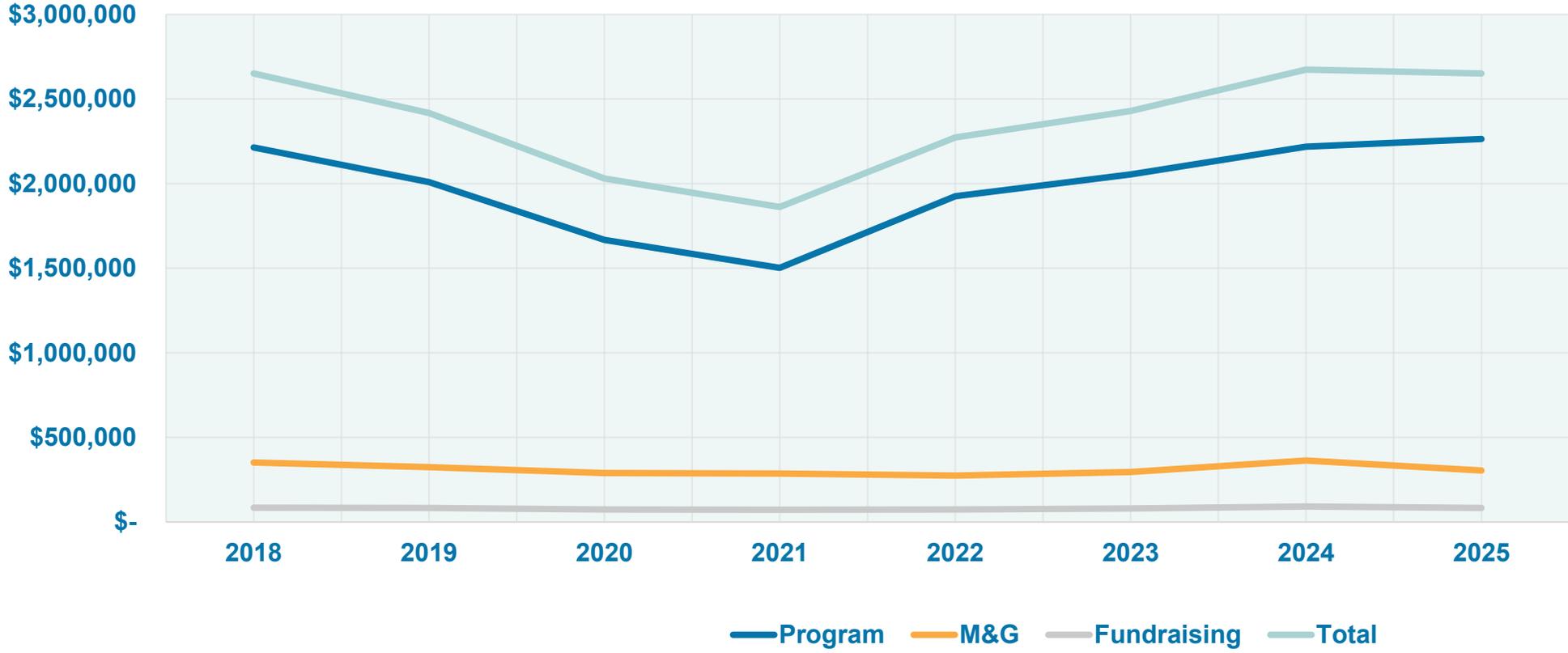
Source: Audited financial statements

Competitions



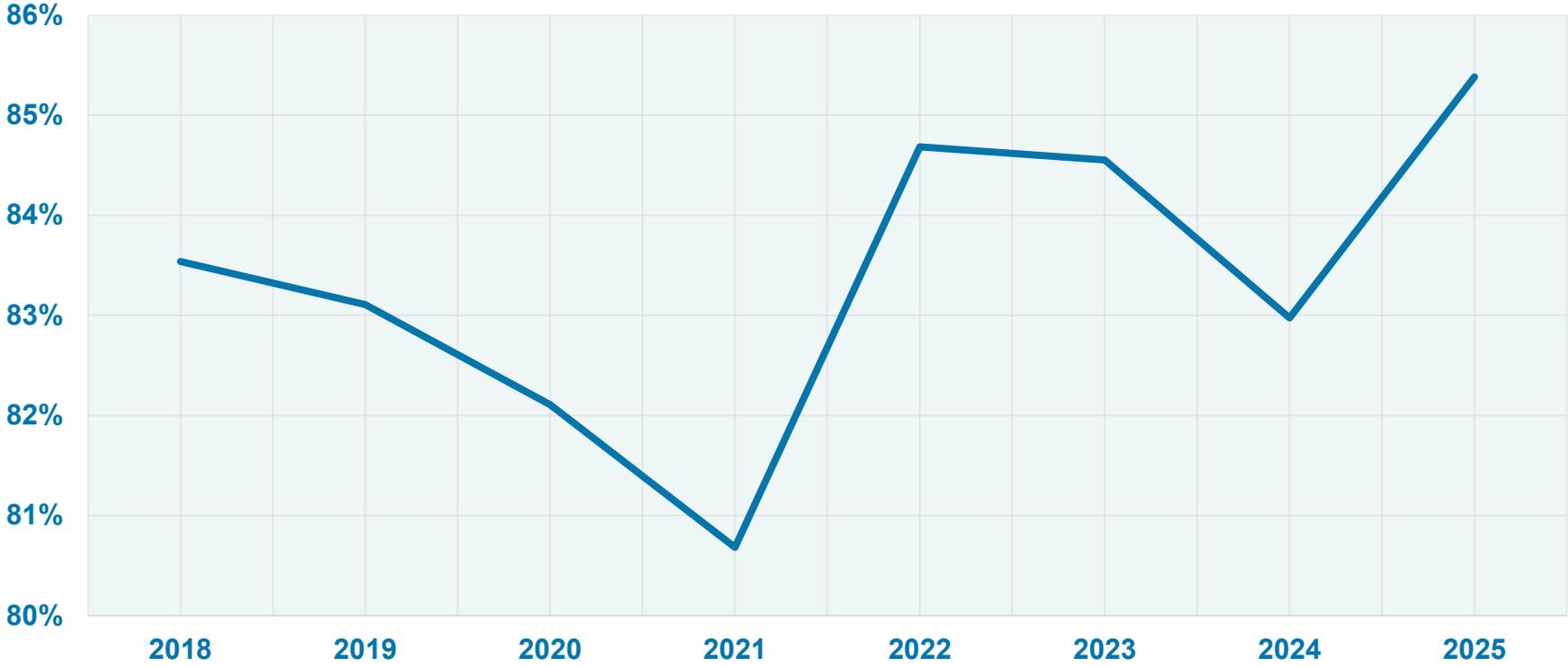
Source: Audited financial statements

Expenses



Source: Audited financial statements

Program Ratio



Program ratio measures the percentage of total expenses devoted to serving the mission of the Society
Benchmark – Program ratio should be at least 65%
Source: Audited financial statements

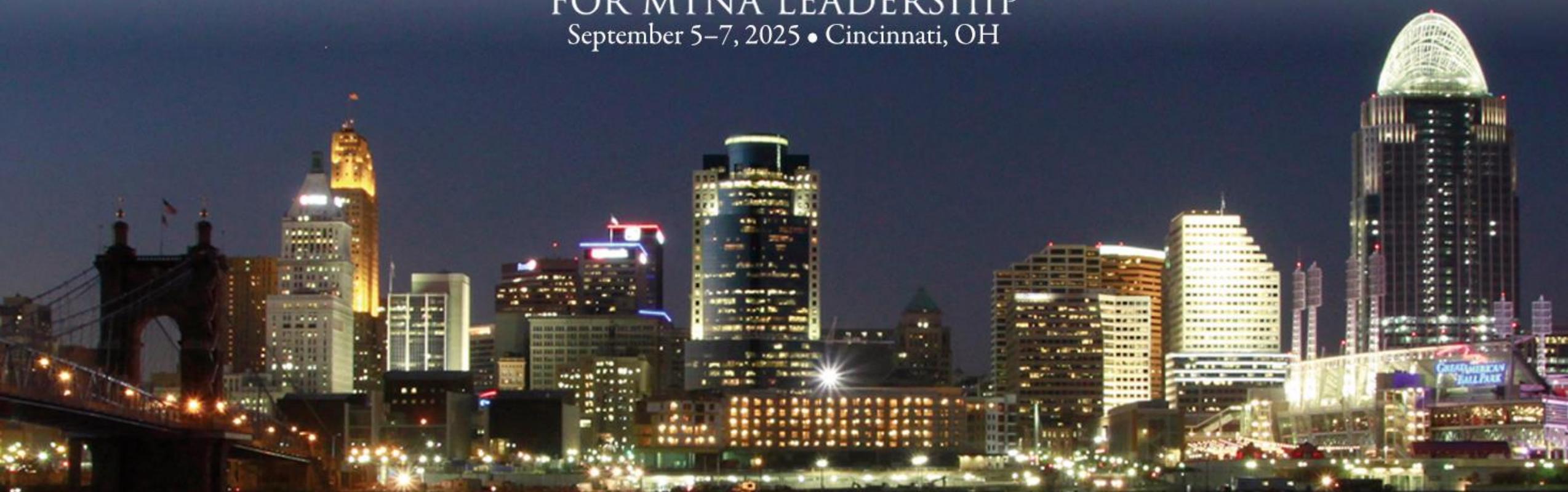
Questions?



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