MTNA
SUMMIT FOR LEADERSHIP

Stewardship & Sustainability:

Understanding MTNA's Financial Framework



Organizational Financial Structure

MTNA and the MTNA Foundation Fund

MTNA Certification Program

American Classical Music Hall of Fame

How do we invest in programs and services that benefit our members while keeping administrative and overhead expenses as low as possible?

Financial Stewardship

Careful stewardship allows MTNA to put resources back to work for members.

OUR RESOURCES

- Membership Dues
- Conference & Event Revenue
- Publications & Advertising
- Competitions
- Donations & Sponsorships
- Investments & other income



BACK TO OUR MEMBERS

- Programs & Services
- Professional Development
- Competitions
- Networking
- Technology
- Publications



Budgeting Process

- ✓ Build the Budget
- ✓ Review, Discussion and Adoption
- ✓ Manage and Safeguard

Financial Checks and Balances

Accountability



Continuity

MTNA
SUMMIT FOR LEADERSHIP

Jeffery Kleinsorge, NCTM

MTNA Secretary-Treasurer

CLARK SCHAEFER HACKETT
BUSINESS ADVISORS



MTNA
MUSIC TEACHERS NATIONAL ASSOCIATION

Leadership Summit
September 12, 2026

Summary of Audit

- **Unmodified opinion on financial statements.**
- **Communications to Board:**

  - ✓ No material weaknesses 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, 2025	June 30, 2026	Change
Cash and Cash Equivalents	$3,005,000	2,824,000	(181,000)
Investments	5,026,000	5,898,000	872,000
Receivables	7,000	11,000	4,000
Other Assets	46,000	104,000	58,000
Property and Equipment	136,000	196,000	60,000
Operating lease right of use asset	132,000	82,000	(50,000)
Total	**$8,352,000**	**9,115,000**	**763,000**

Source: Audited financial statements

Changes in Liabilities

Liabilities	June 30, 2025	June 30, 2026	Change
Accounts payable	$353,000	348,000	(5,000)
Accrued expenses	85,000	83,000	(2,000)
Deferred revenue	931,000	1,007,000	76,000
Operating lease liability	146,000	89,000	(57,000)
Total	**$1,515,000**	**1,527,000**	**12,000**

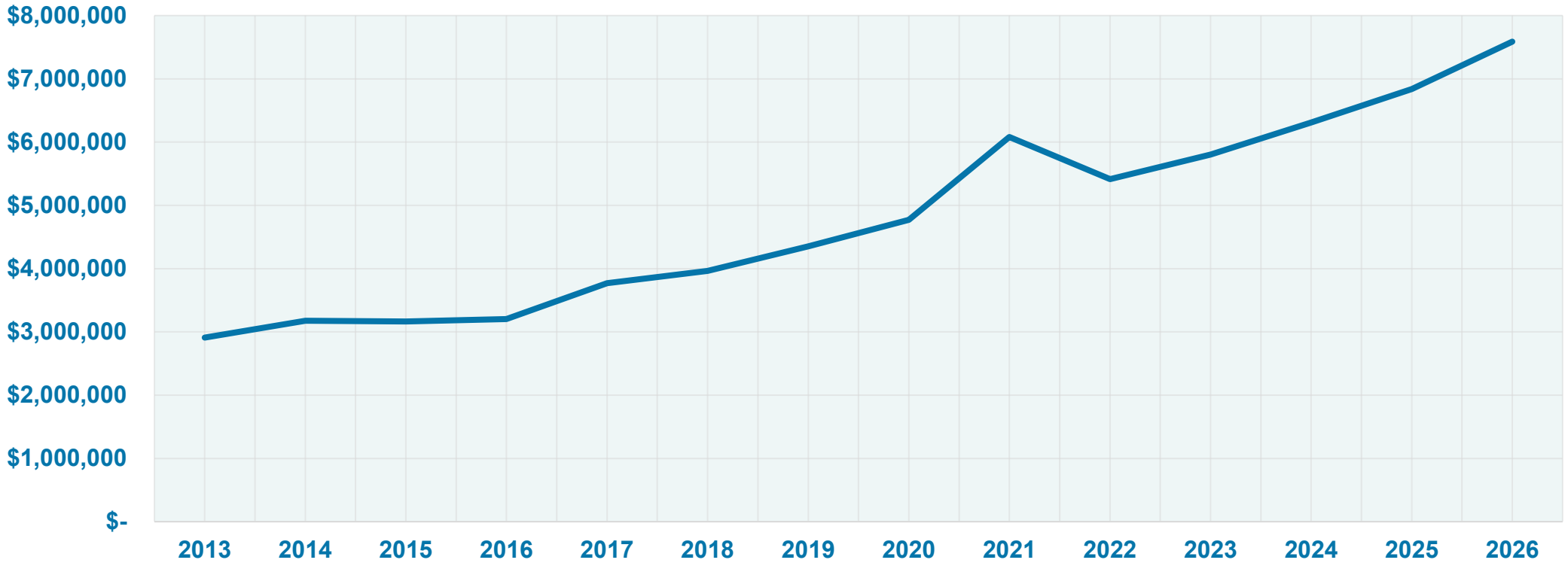
Source: Audited financial statements

Assets and Liabilities (In Millions)



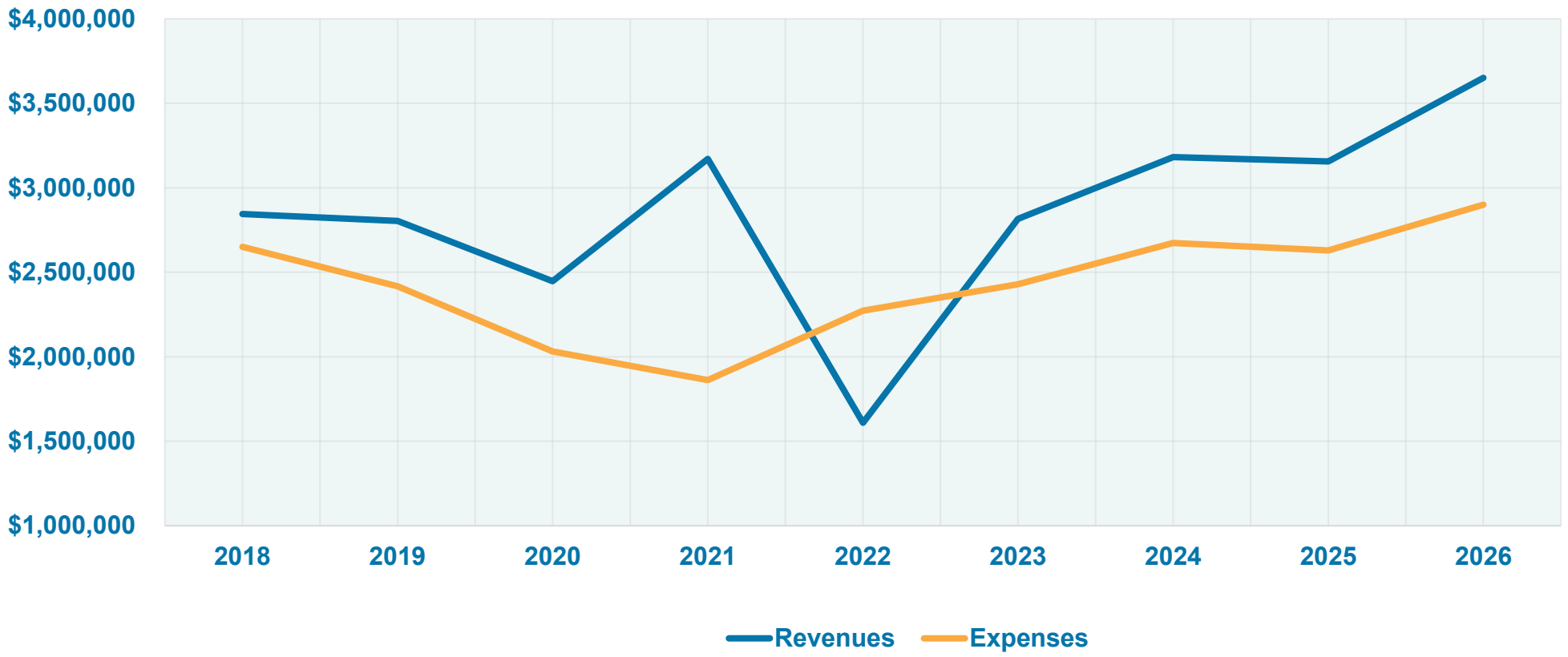
Source: Audited financial statements

Net Assets at Year End



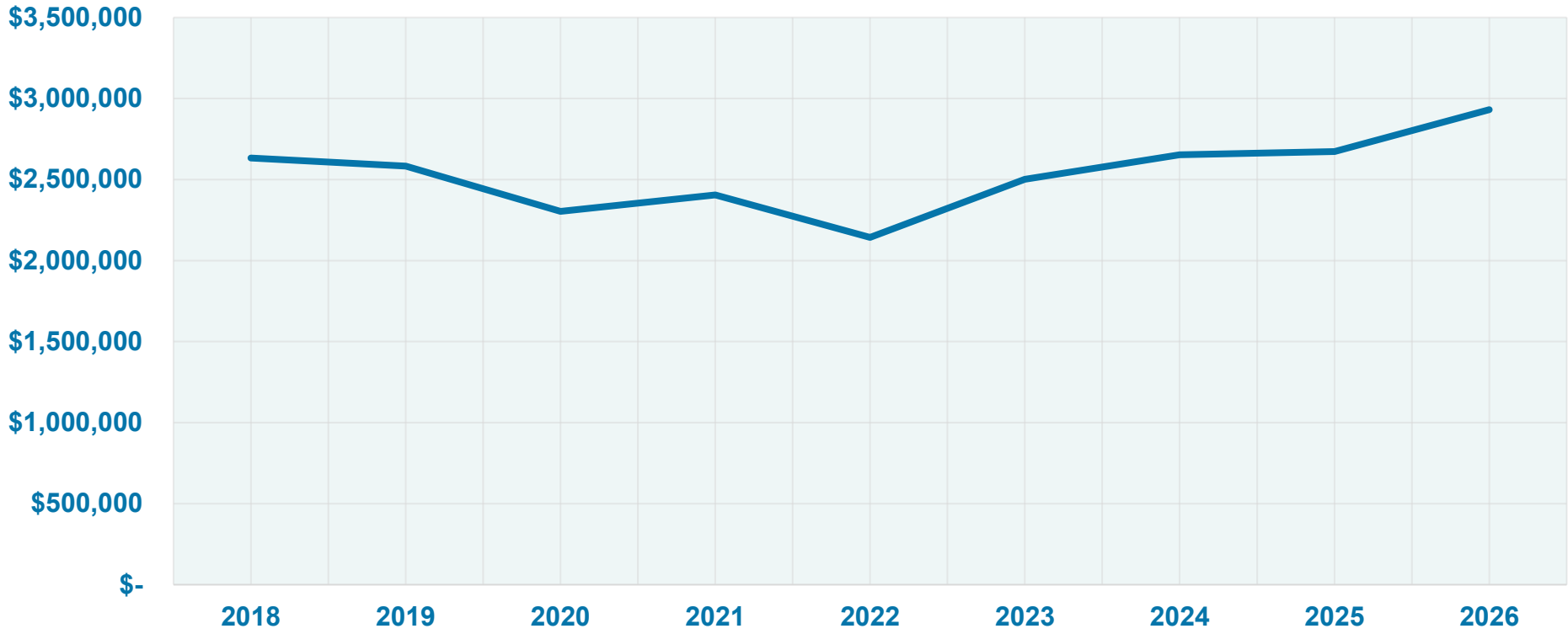
Source: Audited financial statements

Statement of Activities Recap



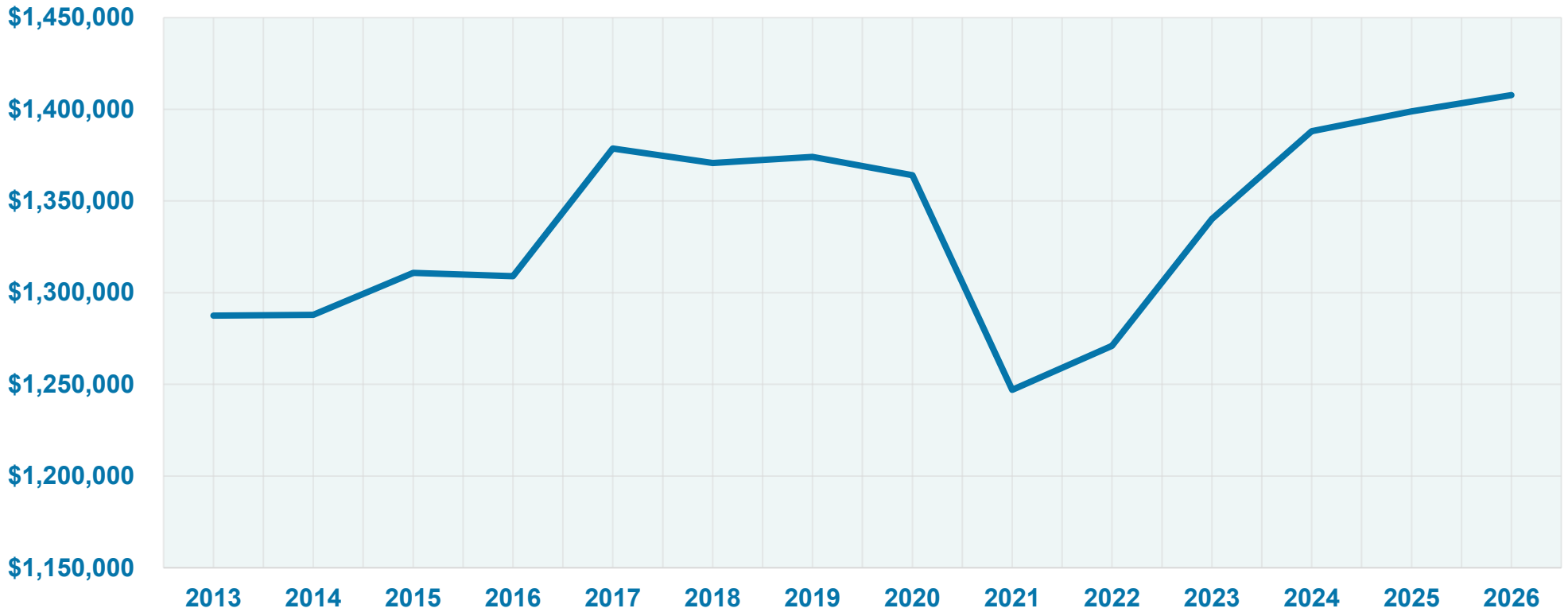
Source: Audited financial statements

Revenues less Investment Income



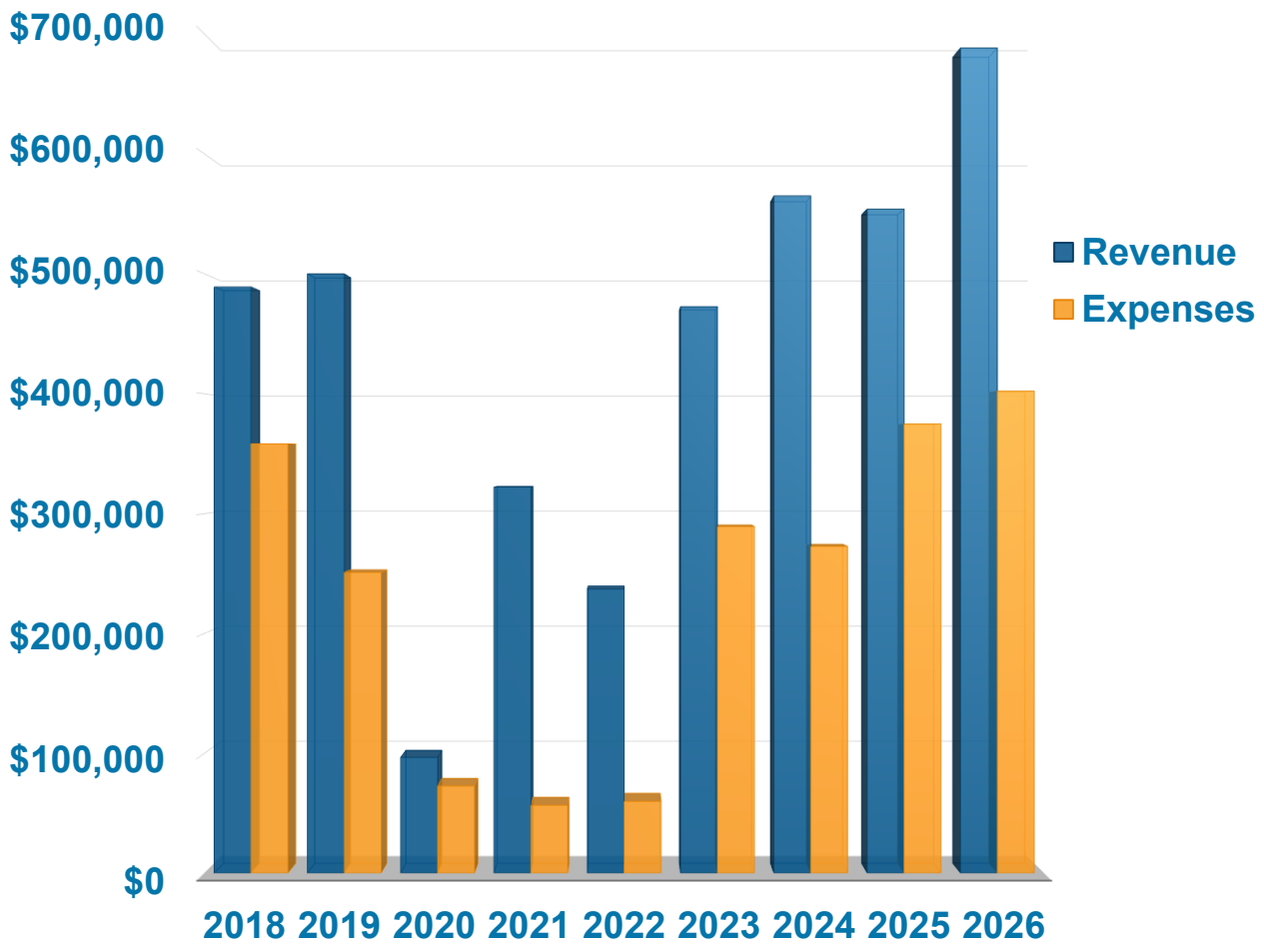
Source: Audited financial statements

Membership Dues



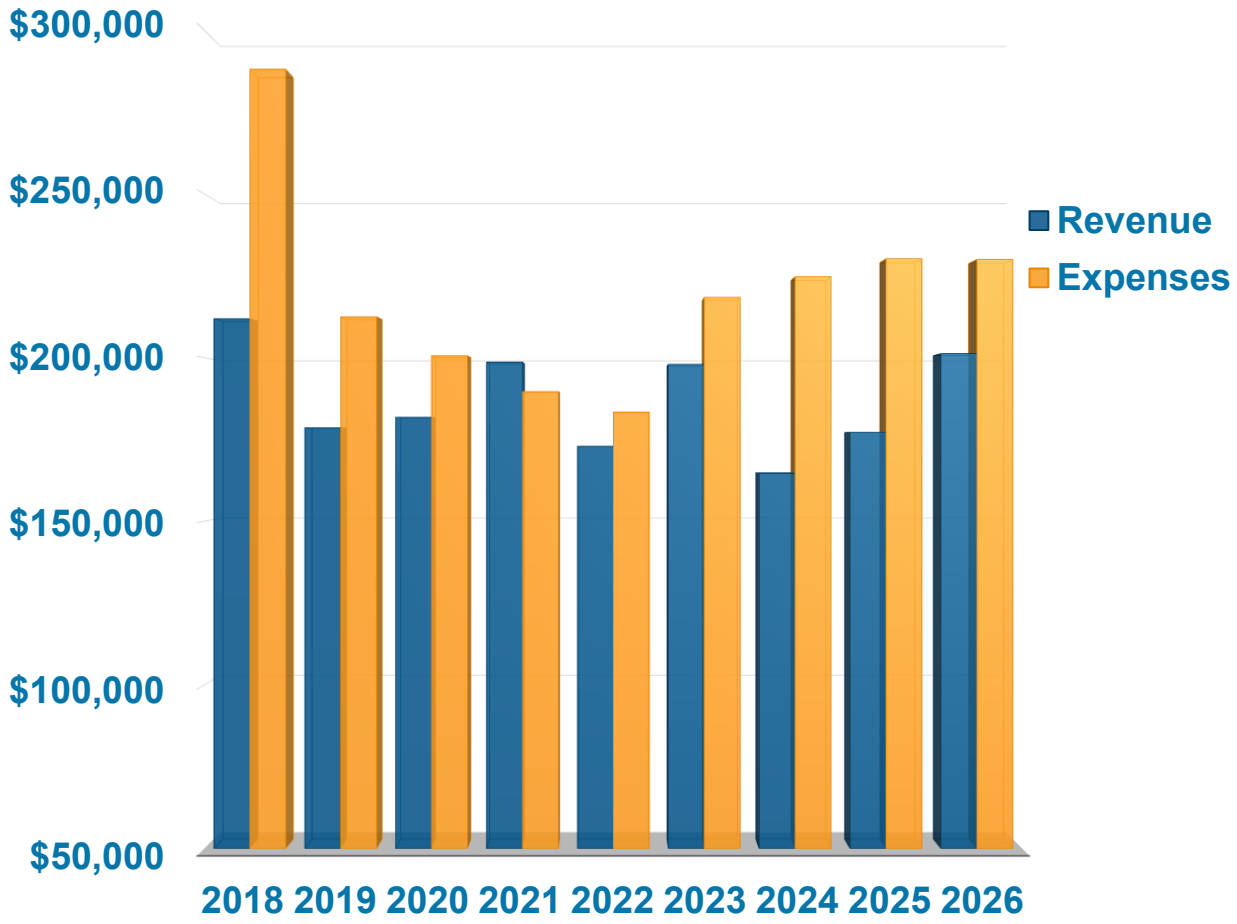
Source: Audited financial statements

Conferences



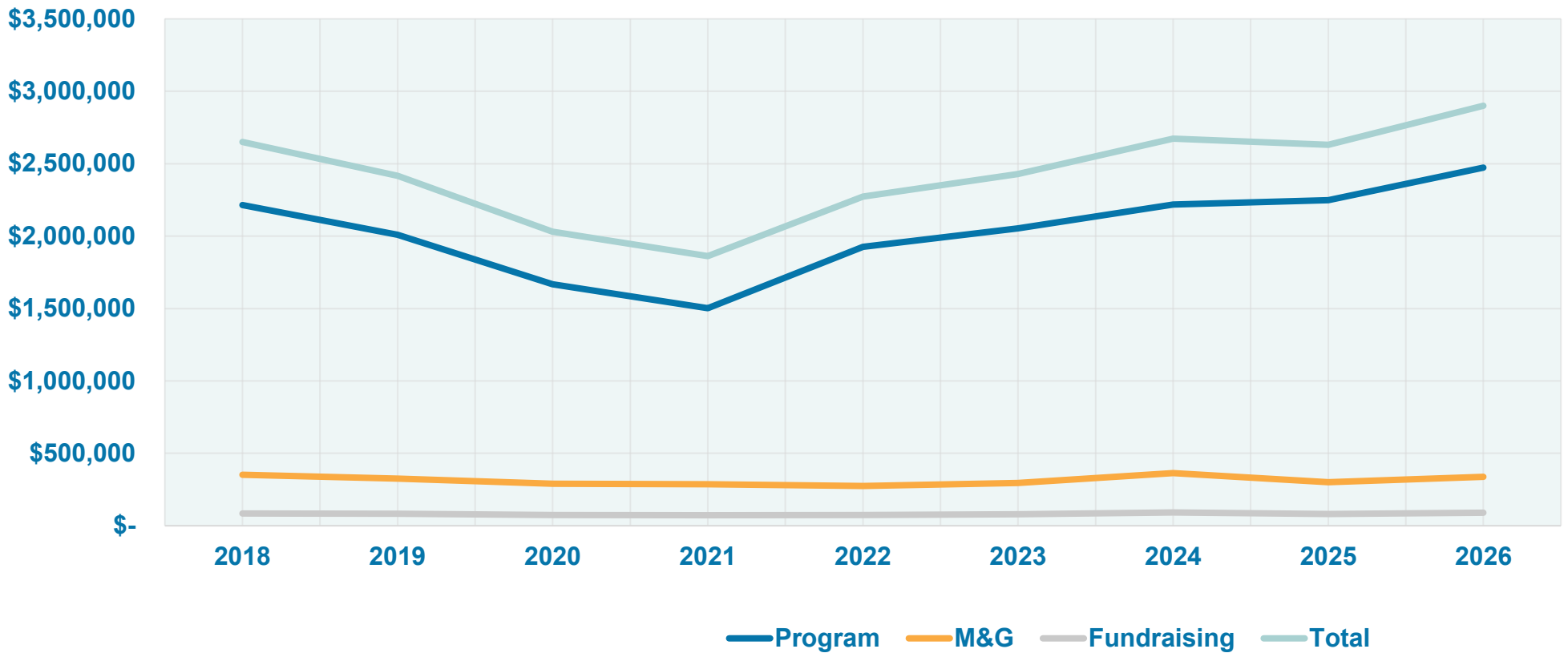
Source: Audited financial statements

Competitions



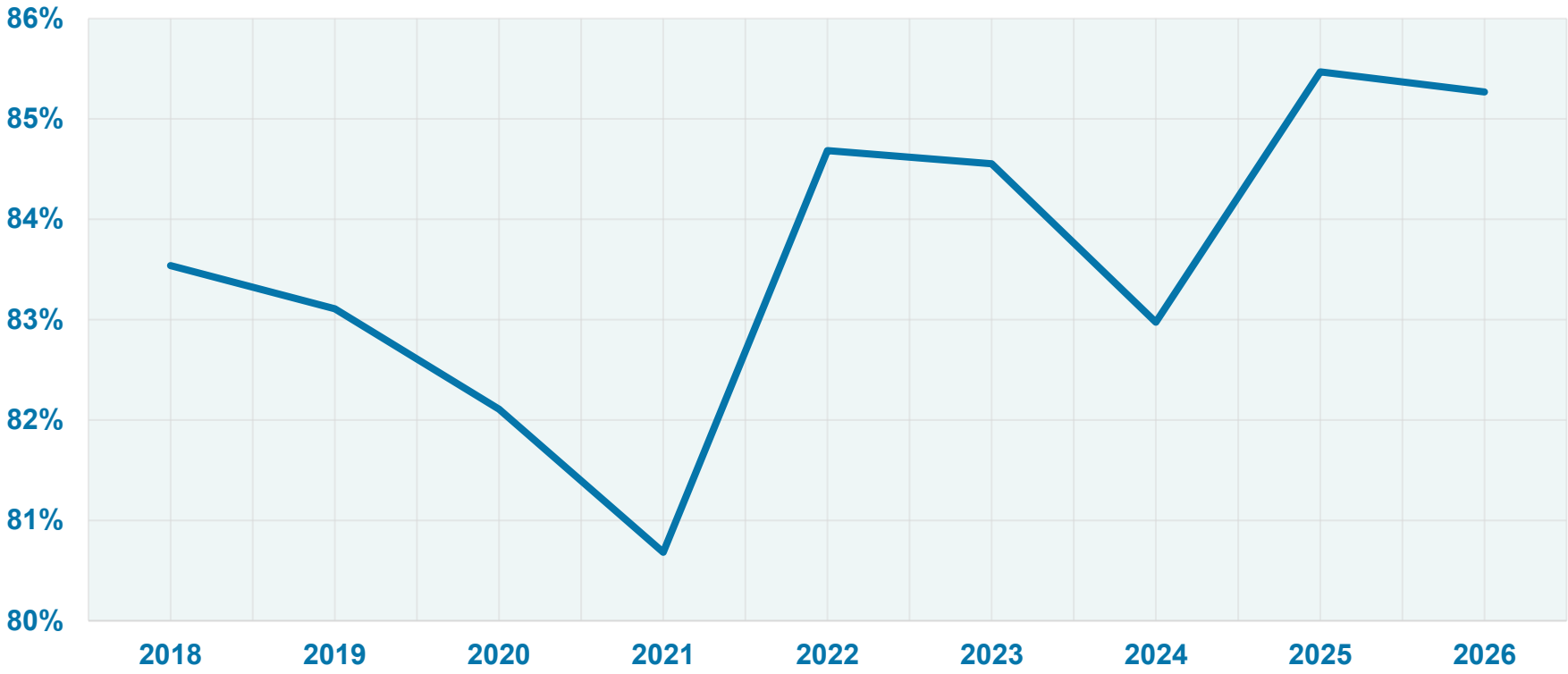
Source: Audited financial statements

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?

