



50  
YEARS

INDIANA BLACK EXPO 1970-2020



**2020 IMPACT REPORT**  
INDIANA BLACK EXPO

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## A Message From IBE Leadership

For 50 years, Indiana Black Expo, Inc. ("IBE") has served as an effective voice and vehicle for the social and economic advancement of African Americans in Indiana and throughout the country.

IBE continues to convene experts, diverse stakeholders and doers to find paths and solutions to structural racism that continues to disproportionately segregate the Black community from access to opportunity and upward mobility. Our aim is to eliminate barriers to learning, work, entrepreneurship and health.

Over the last 50 years, we have distinctively infused Black culture and pride into mainstream America while showcasing Indianapolis and Indiana to the world through our two major fundraisers - Summer Celebration and Circle City Classic®. Our annual showcases of Black excellence, history, accomplishments, culture and tradition have become cultural staples in Indiana that have instilled a sense of belonging and community.

Today, IBE has evolved into a multi-faceted organization that provides year-round programs and initiatives designed to help advance opportunities for African-American youth and families. Now, more than ever, organizations like ours are necessary to help confront, circumvent or eliminate barriers in addressing economic prosperity, educational equity, health and wellness and anti-racism.

This year, IBE commissioned Cephalo Consulting, LLC to facilitate a comprehensive Landscape Assessment Study with the support of the Lilly Endowment. As part of this process, we sought input from the statewide community about our existing initiatives and programs as well as expert analysis and recommendations on ways to enhance our community engagement and achieve greater impact. A new strategic plan is being developed out of this work.

We invite you to read about the results and outcomes of IBE's programs and initiatives that occurred post-COVID as a result of your partnership. The greatest enjoyment of our work is the partnerships that we have developed with such a rich diversity of individuals, funders, and stakeholders. Some results of our work are quantifiable and can be shown in data and charts. Others are best told through narrative and story.

What's undeniable is that IBE is an organization that matters—now more than ever. And we're setting big goals in 2021 and beyond to ensure our initiatives and partnerships have high impact across the state of Indiana.

Thank you for your support of our mission and work.



**Rinzer Williams, III**  
Board Chairman



**Tanya Mckinzie**  
President & CEO

# 931

Individuals received covid-19  
testing at IBE headquarters.

## **COVID-19 Testing**

In partnership with the Indiana State Department of Health, IBE offered COVID-19 testing in June at our new headquarters on the eastside of Indianapolis. This opportunity afforded residents that lived in a low-income neighborhood to access testing. As a result of this partnership, 931 individuals received COVID-19 testing at our facility.

## 2020 Indiana University Education Conference

Schools grappled with how to support students and teachers amid the COVID-19 pandemic and social unrest spurred by the killing of George Floyd. IBE provided professional development to address these relevant issues during this year's Education Conference. In July, IBE held its three-day conference, including over 30 presenters and keynote speakers, that addressed social and emotional learning (SEL), the state of K-12 and higher education during COVID-19, best practices for virtual and distance learning, and the impact of racism and how to combat structural racism in the school and university environment.

IBE and its partners brought Professor Ibram X. Kendi and Dr. Marc Lamont Hill, the country's most in-demand scholars on racism, to help us understand how to strategically dismantle it.

*"This is an amazing conference. The topics fit timely with the current events. I appreciate the diverse topics and panelists."* – Maria Ann Tobar

*"Although I am from a different school district, the issues and strategies discussed today are so global that they can be implemented anywhere."* – Lynnette Ivery (Philadelphia)

# 4.8

Satisfactory score out of possible score of 5.0

# 5,500+

Total conference attendees

# Education Conference 2020 Sessions

## State of Higher Education during COVID-19

Commissioner Teresa Lubbers  
Indiana Commission for Higher Education

## State of K-12 Education during COVID-19

Robin LeClaire, Chief Academic Officer  
Indiana Department of Education

## Skilling Up to Teach in the Virtual World

Kara Monroe, Provost and Senior Vice President for  
Student and Academic Success  
Ivy Tech Community College

Justin Dammeier  
Executive Director, Educational Technology  
Ivy Tech Community College

## You, Video and the Virtual Classroom

Dennis Jarret, President, The Next Generation Initiative  
& Production Manager, FrontRunner Media NG

## The Importance of Social-Emotional Learning for Adults and Youth

Christy Berger, Director of Social, Emotional, and  
Behavioral Wellness  
Indiana Department of Education

Dr. Brandie M. Oliver, Associate Professor  
Butler University

*"I love being able to see Black experts sharing their knowledge and having a real platform to discuss."* - Anonymous

*"I am gaining knowledge that I can use in developing professional development for my teachers."* - Carolyn Miner (Horizon's Christian School)

*"I like the virtual half day format. It was great to learn in the am and keep up with work in the pm. Very nice mix - kudos to the committee - great job."* - Karen Franks

## Communal and Ancestral Knowledge for Our Black Children's Survival

Lasana D. Kazembe, Ph.D., Assistant Professor,  
Department of Urban Teacher Education  
IU School of Education, IUPUI

Seena Skelton, Ph.D., Director of Operations, Midwest  
and Plains Equity Assistance Center, and Associate  
Faculty Member,  
IU School of Education, IUPUI

Natasha Flowers, Ph.D., Clinical Associate Professor,  
Department of Urban Teacher Education,  
IU School of Education, IUPUI

Cristina Santamaría Graff, Ph.D., Assistant Professor  
of Special Education, Department of Urban Teacher  
Education,  
IU School of Education, IUPUI

## Keynote: How to be An Antiracist

Professor Ibram X. Kendi, Author, Professor, Anti-racist  
Activist, and Historian of Race and Discriminatory Policy  
in America and Director of the Center for Antiracist  
Research at Boston University

## Community Report on Mental Health & Race Relations

Tanya Mckinzie, President & CEO  
Indiana Black Expo, Inc.

## Education Civil Rights Issues as a Result of COVID-19

Timothy Schultz, Deputy Director and General Counsel  
Indiana Civil Right Commission

## Becoming the Educator They Need: Mindsets and Strategies for Educating Black and Latino Males

Robert Jackson, Trainer/Consultant/Author

## Keynote: The Classroom and the Cell: Conversations on Black life in America

Dr. Marc Lamont Hill, Activist, Author,  
Steve Charles Professor of Media, Cities, and Solutions  
at Temple University

Most of the sessions are available for playback on our website.

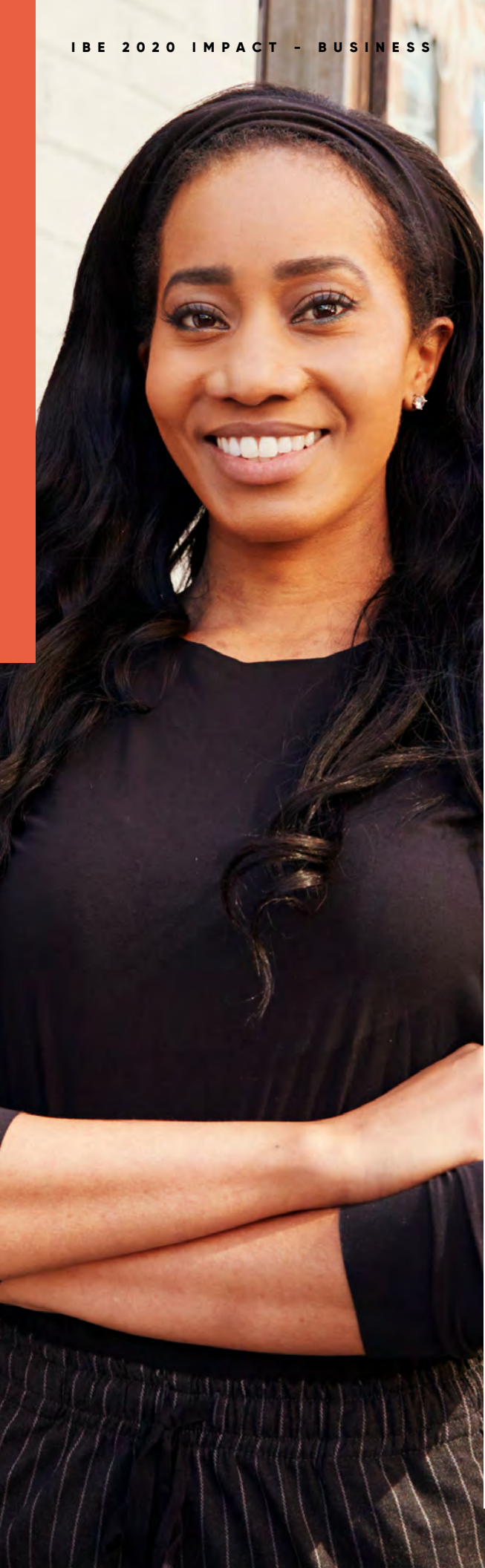


## Minority Small Business Outreach

Black-owned business owners have been hit especially hard by the pandemic and shutdowns. Many were operating with slim margins and lacked a safety net before the pandemic began. In partnership with the Indiana Economic Development Corporation (IEDC) and the Indiana Small Business Development Center (ISBDC), IBE worked with more than 1200 small minority businesses across the state to ensure that they were aware of opportunities available under the CARES Act, including Governor Eric Holcomb's Small Business Restart Fund. IBE, through its 12 chapter affiliates, connected those businesses with ISBDC for counseling, training and technical support services.

*“Our 2020 partnership with Indiana Black Expo provided our ISBDC network the necessary introductions to assist a business community most impacted by the pandemic. IBE can celebrate their 50th anniversary knowing their statewide presence and influence was felt at the most critical of times.”*

**Daniel Drexler**, Regional Director,  
Central Indiana Small Business Development Center



## Minority Small Business Series

Presented by KeyBank

Additionally, IBE, with the support of many sponsors and volunteer experts, provided a year-round webinar series for start-up and existing small businesses on topics such as the legalities of starting your own business, business formation, access to capital, how to write a business plan, and marketing during COVID-19. 11 total webinars were produced during the series, each available for playback after the live event.

**1,300+**

Total webinar attendees  
across 11 webinars in  
the series.

**99.4%**

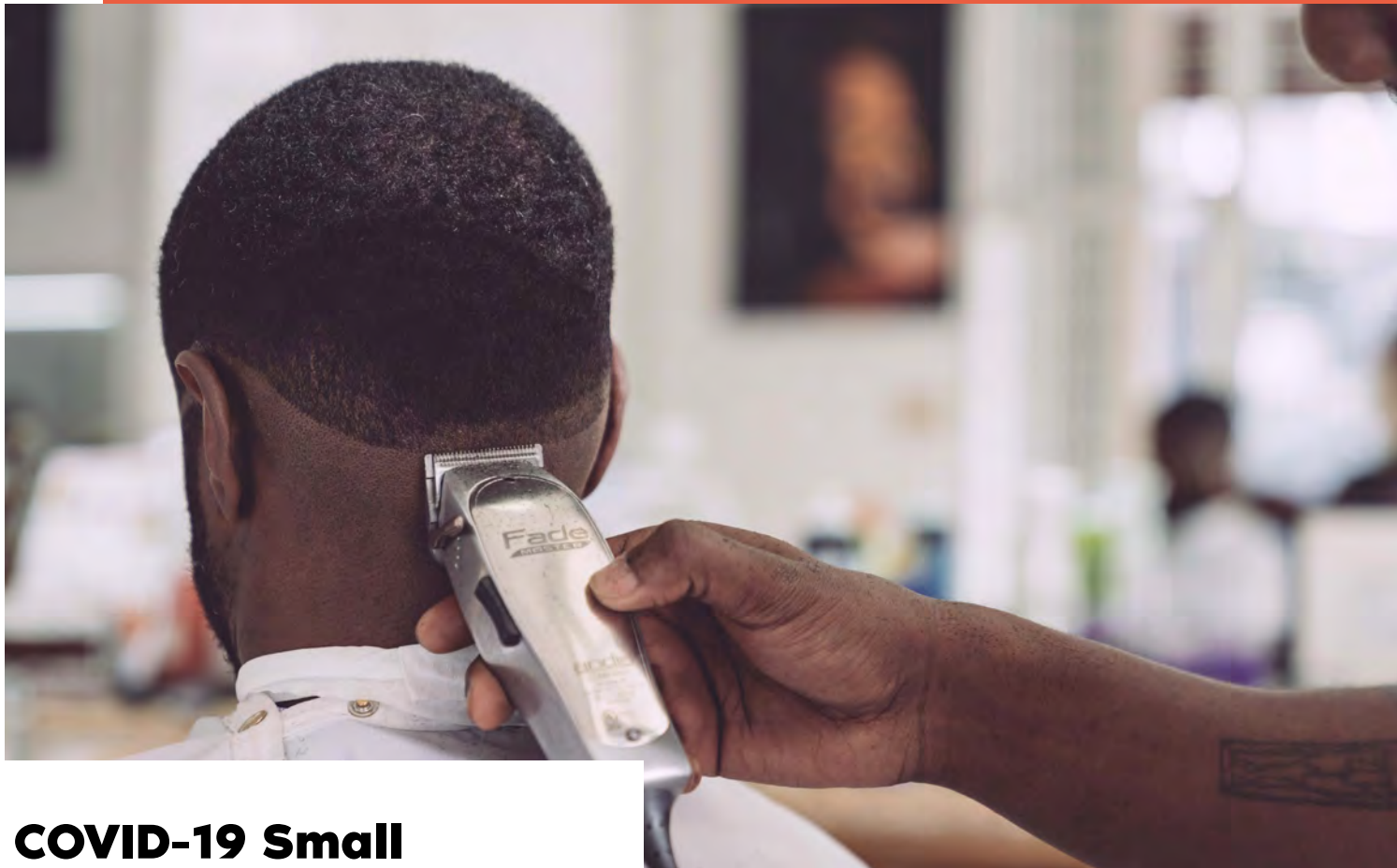
Would recommend this  
webinar series to a friend  
or colleague.

*"The guests were very knowledgeable and informative. I was taking notes as fast as I could. The commentary was engaging and very helpful."*

– Lisa Murrell

*What I liked the most about the webinar was the high level of professionalism and knowledge presented by the speakers for this event."*

– Keith Carter



## COVID-19 Small Business Relief Fund

IBE and Legacy Fund partnered to establish the COVID-19 Small Business Relief Fund in response to the urgent need for assistance to sustain Gary and East Chicago small businesses. IBE provided a \$25,000 matching gift to Legacy Fund. The South Shore Neighborhood Development Corporation managed the application process to award \$50,000 to 17 small businesses located in the cities of East Chicago and Gary. The grants ranged from \$2,500 to \$5,000. The awarded businesses cover a diverse set of industries, including beauty, food, retail, childcare, construction, and auto. Those businesses are listed on the right.

### East Chicago and Gary

BMO Home Health Care, Inc.  
 Boulevard Shrimp  
 Clean Paws Mobile Grooming  
 Comfortable Conversations  
 Dialogue LLC  
 Harbor Barbers  
 J's Breakfast Club  
 JMD Construction  
 Main Sporting Goods  
 Metro Foods  
 Mother's Little Tots  
 Playboy Barber & Style Shop  
 Rudeone Kustomz  
 Shear Creations  
 Sun Appliance Repair  
 Triple T's Top Notch Homemade Sandwiches  
 Uniquely Yours Beauty Salon



## Black, Indigenous, & People of Color Grants

In November, IBE partnered with Flagstar Bank on its Black, Indigenous and People of Color Grant initiative to award \$5,000 grants to 35 small minority businesses in Fort Wayne and South Bend. The grant recipients are below:

### Fort Wayne

2K Tight Barbershop  
 Burney Tax & Notary Services  
 E & M Tire Inc  
 Creative Circles  
 Fort Wayne Comedy Club  
 Fort Wayne Ink Spot  
 Hands of Service, LLC  
 Hawkins Famous Fish & More  
 HC Hairloss  
 Health Hut Wellness Center  
 Hire Right LLC  
 Holm Court Reporting & Video  
 Liberty Group Realty  
 Linda's House of Joy Childcare  
 McClung Enterprise, LLC  
 Mour Hair Healthy Hair Salon, LLC  
 Nelson Memorial Gardens  
 Signing Closers LLC  
 Stud Multimedia-Stud Gear-Stud Battle Gear  
 Thomas Brownlee and Sons Market

### South Bend

1st Class Logistics  
 Consuella's Tax Service  
 Faith Hustle Media Group  
 Importin' Joe's Ethiopian Coffee  
 Labor of Love Childcare  
 IMPower 22500, LLC  
 Legendary Era LLC  
 Lived Beyond Inspired  
 McGee Medical Advocates, LLCC  
 PEEPS VISION PHOTOGRAPHY  
 Revive Homes LLC  
 South Bend Code School  
 THE T.R.O. LAW GROUP  
 TS Realty  
 Unique Boutique International

## Hiring Hoosiers Employment Opportunity Fair

During Summer Celebration one of our most popular events is the Employment Opportunity Fair. This year, with record unemployment, we were faced with the challenges brought about by the pandemic and had to completely rethink our approach.

By partnering with Brazen, the leading virtual hiring event and online career fair platform, and the WRTV Hiring Hoosiers initiative, we were able to conduct not one, but three events for those seeking new employment. In total over 1,000 job seekers attended with twenty-seven of Indiana's top employers who were looking to fill hundreds of jobs.

**1,000+**

Total job seekers who  
attended the three events.

**27**

Of Indiana's top employers  
participated in the events.



## Tobacco Prevention & Cessation

Big tobacco companies continue to target African Americans with aggressive point of sales marketing and flavored products, including menthol designed to get our young people hooked for life. IBE was able to continue its efforts on tobacco prevention and cessation through its work with the members of our African American Coalition Against Tobacco and some of our chapters throughout the state of Indiana.

IBE, in partnership with the Minority Health Coalition of Marion County and the Indianapolis Urban League, presented to the public a Community Conversation on *Tobacco Marketing in Marion County: The Impact on Black Communities* on December 9th. National and local experts that spoke about the impact of tobacco marketing in Marion County included Dr. Paul Halverson, Dean, Richard M. Fairbanks School of Public Health at Indiana University; Kenneth Ray, Senior Program Manager for The Center for Black Health and Equity; Moses Jones, Actor and Youth Advocate; Pastor Percy Bland, Jr., Youth Pastor at Eastern Star Church, and our very own Tanya Mckinzie, President and CEO of IBE. The group spoke about the dangers of vaping, smoking, flavors, and menthol to African American youth in Marion County.

# Scholarship Program

To commemorate our 50th Anniversary, IBE provided 50 scholarships in the amount of \$500 to high school seniors across the state of Indiana to attend a college or university in the fall. Recipients included:

## IBE HQ

Myles Robinson | Mount Vernon High School | Purdue University  
 Brian Robinson | Purdue University  
 Rylan Harvey | Texas Southern University  
 James Bogan | Fishers High School | Ball State University  
 Taaliya Pinner | Beech Grove Sr. High School | Ball State University  
 Myles Strong | Pike High School | Ball State University  
 Aaron Durham | North Central HS | Kentucky State University  
 Chance Blackwell | Herron High School | Indiana State University  
 Coleman Anderson | North Central HS | Ivy Tech Community College  
 Kenneth Majors | Cardinal Ritter High School | Clark Atlanta University GA  
 Gabriel Oliver | North Central HS | Ball State University  
 Isaac Spencer | Pike High School | Ivy Tech/Ball State University  
 Jasen Graves | Lawrence Central High School | Marian University  
 Austin Clark | Class of 2021 | Butler University  
 Jaden Drew | Class of 2021 | Purdue University  
 Isaac Robinson | Class of 2021 | Indiana University  
 Jathan Spaulding | Class of 2021 | Tennessee State University  
 Rodnee Whittington Jr. | Class of 2021 | Ball State University  
 Anthony Williams | Class of 2021 | Butler University

## Anderson:

Soria Bailey | Anderson High School | Grambling University  
 Makynlee Taylor | Lapel High School | Anderson University  
 Desiree King | Anderson High School | Indiana Tech  
 Anijah Cowherd | Anderson High School | Indiana University

## Elkhart

Amyia Obrie | Elkhart Memorial | IUPUI  
 D'ianate Williams | Elkhart Memorial | Indiana University Kokomo  
 Dajshiana Williams | Elkhart Central | Goshen College  
 Kyree Lewis | Elkhart Central | Trine University  
 Alyea Williams | Elkhart Central | Indiana University



# Scholarship Program

## Continued

### Fort Wayne

Andre Beasley Jr. | Wayne High School | Ivy Tech Community College

Ashontis Steel | Wayne High School | Indiana Tech

Jadelyn Williams | Concord High School | IUPUI

### Gary:

Aniya Brown | West Side Leadership Academy | Calumet College St. Joseph

Collin Roberts | Calumet New Tech High School | Purdue University Northwest

DeShaun Thorton | Calumet New Tech High School | Kentucky State University

Dajanay Monroe | West Side Leadership Academy | Indiana State University

### Indianapolis:

Shanell Harvey | Arsenal Technical High School | Ball State University

Sariah Brown | Pike High School | Ball State University

Patrick Phillips | Arsenal Technical High School | Vincennes University

Bruce Caldwell Jr. | Traders Point Christian High School

| Indiana University Bloomington

### Kokomo:

Brandon Cobb II | Eastern Greentown High School | IUPUI

David Anderson | Kokomo High School | Ball State

Palmer Harell | Western High School | Rose-Hulman Institute of Technology

Bria Winslow | Kokomo High School | Ball State University

### Michigan City:

Antonio M Conley Jr. | Michigan City High School | Anderson University

Dezmund Garner | Michigan City High School | Calumet College

Demetrius Garrett | Michigan City High School | Eastern Illinois

### South Bend

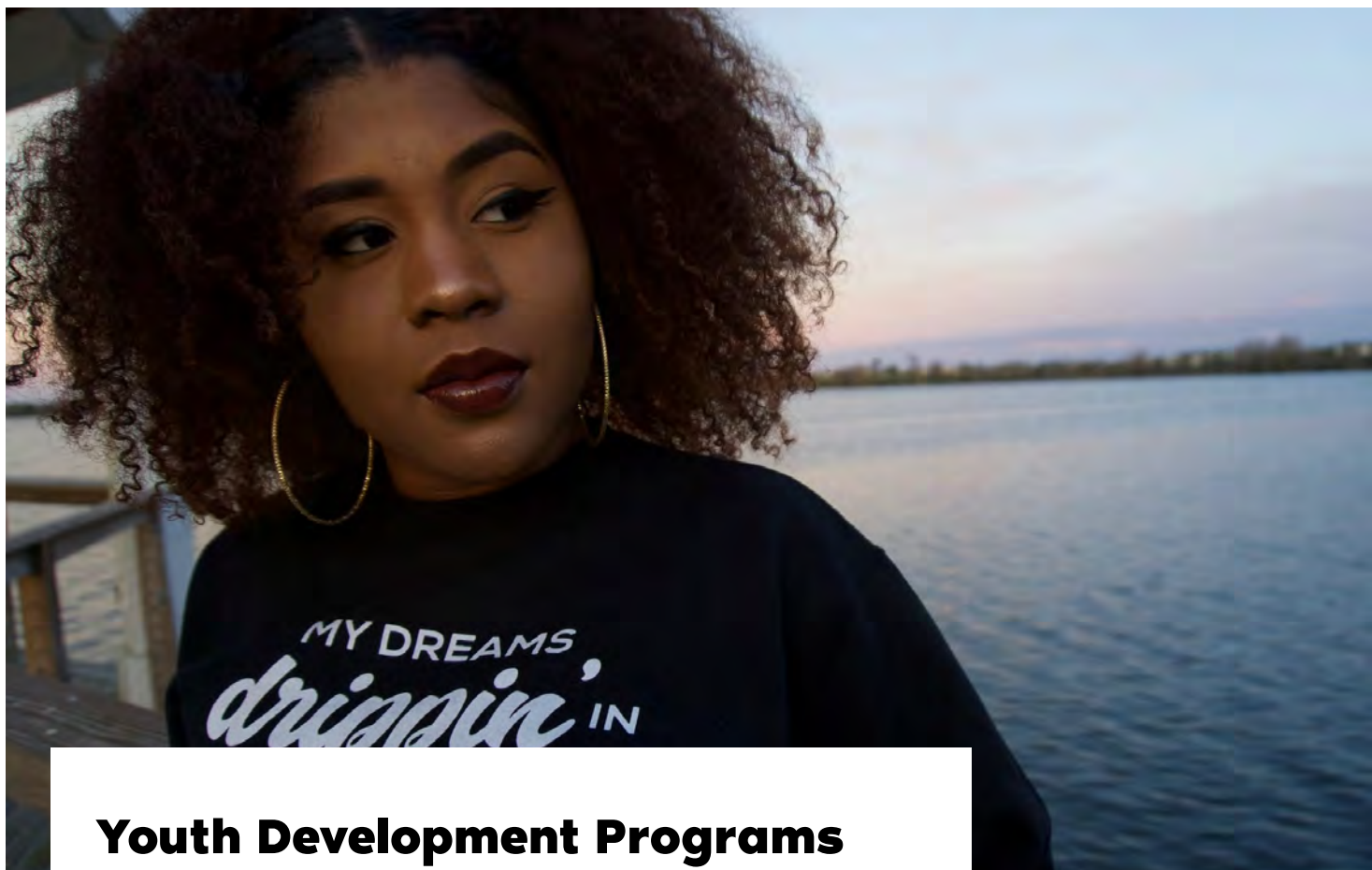
Kashlin Biffle | St. Joseph High School | Indiana University Kokomo

Italia Ramos | John Adams High School | Indiana University Bloomington

Bobbi McGhee | Washington High School | Indiana Tech

Tyana Phillips | St. Mary's College





## Youth Development Programs

IBE provided **455 young adults** virtual access to a series of workshops on entrepreneurship, advocacy, social justice, and financial literacy. Within our new virtual world, young people found connections and even tackled challenges. The IBX series featured keynotes from brand builders and creators, discussions on personal branding, building social capital, developing an effective business plan development and presenting a powerful business pitch. The Youth Entrepreneur Summit and Youth Leadership Summit sessions took place across 4 days, October 7th, October 8th, December 9th, and December 22nd, while the Youth Financial Literacy workshops were offered in partnership with 100 Black Men of Indianapolis and were held December 8th, December 10th, and December 12th.

### Youth Entrepreneur Summit

The Youth Entrepreneur Summit held on October 7th, December 9th, and December 22nd, presented workshops that taught youth not only entrepreneurial skills but also life skills needed to be strong community leaders. YES introduced young adults to the fundamentals of building their personal brand and the importance of social capital and networking through the use of an intensive interactive virtual experience. This program focused on promoting economic empowerment and self-sufficiency in youth and communities that are culturally and economically disenfranchised. The IBX pitch presentation occurred on December 22nd and **\$9,000 was awarded to young black entrepreneurs.**

# 4.7

**Satisfactory score  
out of 5.0 given to  
Youth Entrepreneur  
Summit.**



## Youth Development Programs Continued

### Youth Leadership Summit

The Youth Leadership Summit was held on October 8, 2020 and December 9, 2020, and presented workshops that taught youth what it means to be a community advocate and how to use their “voice” to positively affect social change. The goal of the summit is to educate, enlighten, and encourage youth to effectively lead in a changing demographic climate. **Participants rated the Summit 4.8 out of 5.0.**

### Real Talk Teen Forum

The Real Talk Teen Forum included a panel of 213 youth to discuss solutions to issues that are impacting the Black community, including crime, conflict, opportunity gap, youth unemployment, and poverty. The forum took place in the virtual format on November 24, 2020.

This year, IBE partnered with the Amp Harris Foundation, local high school athletic departments, and former and current NBA and NFL players to present the “Real Talk Social Justice Forum, Making the Right Play”. Topics included community engagement, avoiding involvement in criminal behaviors, and making the right decisions. George Hill formerly of the Indiana Pacers, Robert Mathis formerly of the Indianapolis Colts, Jacoby Brissett of the Indianapolis Colts and Myles Turner with the Indiana Pacers participated in the event.

### Financial Literacy Workshops

IBE believes an early focus on the importance of good financial decisions will provide youth with the tools to “Achieve Financial Freedom”. Partnering with 100 Black Men of Indianapolis, IBE provided a 3-day series of workshops for 50 young individuals. Sessions combining management and financial awareness taught youth about personal finance and investment basics. Upon completion of the workshops, youth had the opportunity to compete in a Personal Financial Challenge. Teams of 5 were given a finance scenario and had to preset their full financial plan for consideration. The 1st place team received \$500 per team member, 2nd place team received \$250 per team member and 3rd place team received \$100 per team member.



## Performing Arts Academy

On January 25, IBE hosted the Cultural Connect, an event at IBE's new headquarters for middle and high school students featuring a live performance, real talk session and photo opportunity with Netflix **Rhythm + Flow star Troyman**. This opportunity was designed to cultivate teens to become influencers in music, dance, acting, videography, photography and advocacy. The newly appointed Chief of Police Randall Taylor introduced himself to the families of PAA students and students also were educated about the harmful effects of tobacco products.

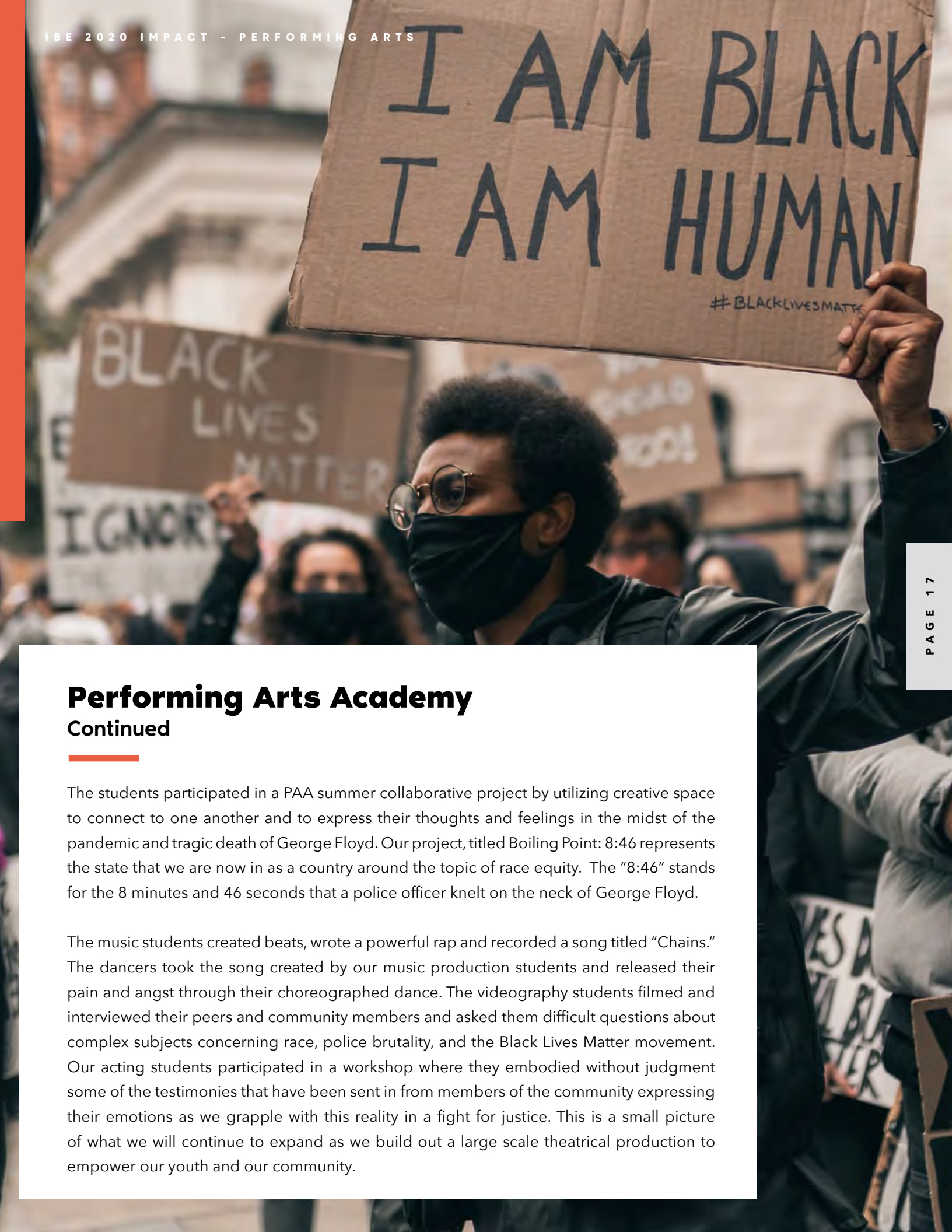
Despite challenges related to COVID-19, IBE served 88 students with 232 hours of instruction. For part of the year, PAA instructors provided the option of virtual and live weekly instruction in videography and photography, Hip-Hop Dance, music production, and acting students.

# 88

Students in the 2020 class  
of IBE's Performing Arts  
Academy.

# 232

Hours of instruction provided  
to the 2020 PAA class.



I AM BLACK  
I AM HUMAN  
#BLACKLIVESMATTER

## Performing Arts Academy Continued

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The students participated in a PAA summer collaborative project by utilizing creative space to connect to one another and to express their thoughts and feelings in the midst of the pandemic and tragic death of George Floyd. Our project, titled Boiling Point: 8:46 represents the state that we are now in as a country around the topic of race equity. The "8:46" stands for the 8 minutes and 46 seconds that a police officer knelt on the neck of George Floyd.

The music students created beats, wrote a powerful rap and recorded a song titled "Chains." The dancers took the song created by our music production students and released their pain and angst through their choreographed dance. The videography students filmed and interviewed their peers and community members and asked them difficult questions about complex subjects concerning race, police brutality, and the Black Lives Matter movement. Our acting students participated in a workshop where they embodied without judgment some of the testimonies that have been sent in from members of the community expressing their emotions as we grapple with this reality in a fight for justice. This is a small picture of what we will continue to expand as we build out a large scale theatrical production to empower our youth and our community.

## Social Justice Initiatives & Coalitions

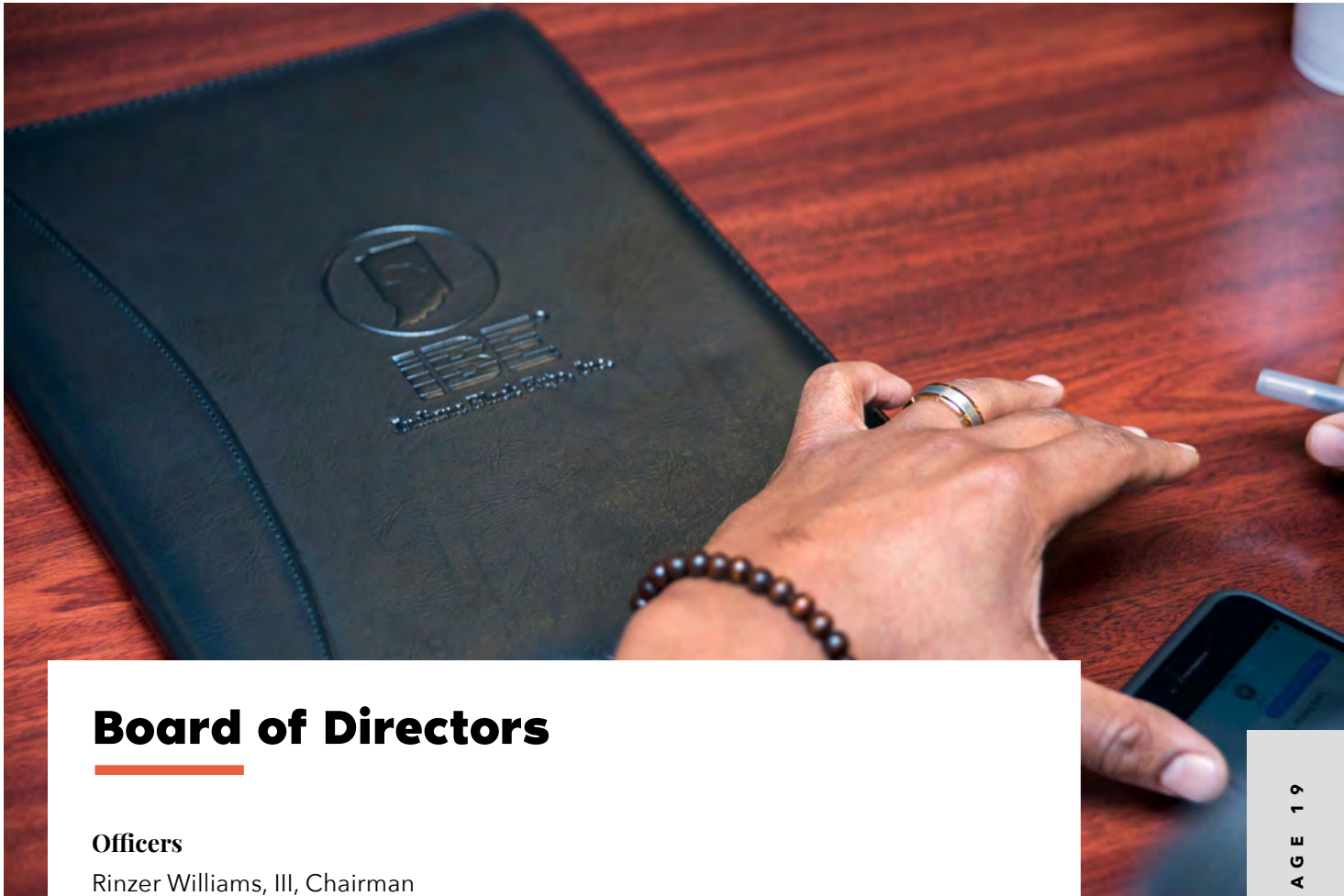
**Police Reform:** Since the officer-involved shooting of Aaron Bailey in Indianapolis more than two years ago, IBE has advocated for police reform, including multi-agency investigations of police action shootings, changes to IMPD's Use of Force Review Board with majority civilian representation and review of the Citizens Police Complaint Board. IBE has also pushed for implicit bias training, de-escalation training and other efforts to improve police and community relations. In 2018, IBE's President served at the pleasure of City Council President Vop Osili on the Police and Community Relations Working Group to create protocols as a means of establishing baseline expectations for police interactions.

**Voters Registration and Get Out the Vote:** IBE has also partnered with several organizations and entities on voters registration to sign up thousands of people during its large fundraising events and conducted a variety of Get Out the Vote campaigns.

**Policy Change & Advocacy:** IBE's President currently serves on the Public Policy Committee of the Children's Policy & Law Initiative of Indiana (CPLI). In this capacity, IBE has opposed several pieces of proposed legislation that would harm youth and families and advocated for protections. Last year, IBE advocated for the financial stability of youth and families by asking the US Senate to adopt provisions that incentivize state and local governments to stop charging and collecting juvenile fines and fees under the Heroes Act. Last year, IBE also advocated for the release of low risk inmates in adult and juvenile facilities in light of COVID-19.

On December 15th, IBE, along with the ACLU and other partners, wrote a letter to Governor Holcomb offering recommendations for COVID-19 vaccine distribution, particularly for vulnerable Hoosiers.

IBE's board and leadership team serves on a variety of coalitions and committees focused on racial equity, policy reform and crime prevention. IBE is a member organization of the Indiana Business and Community Partnership for Racial Equity and the African American Coalition of Indianapolis. IBE also leads the African American Coalition Against Tobacco.



## Board of Directors

### Officers

Rinzer Williams, III, Chairman  
 Nick Bontreger, Executive Vice Chairman  
 Johnny Thomas, Treasurer  
 Charles "Chuck" Hughes, Secretary  
 Keisha Ricketts, Central Region Vice Chairwoman  
 Robert Taylor, Northern Region Vice Chairman  
 Steven Quick, Nominating Committee Chairman

### Directors

Joe Ayers	Jan Mansfield-Stith	J. Marc Outlaw
Gisele Carter	Murray Miller	Scott Pelath
Mary Cossey	Delbert Mimms	Melissa Proffitt
Hal Darring	Jesse L. Moore	Willie Stroman
Lesley Gordon	Danielle Neal	Takesha Wilson
Andy Mallon		



## IBE's Financial Strength

As part of this year's Landscape Study, IBE's operating model was assessed and 34 Indicators and evidence of IBE's financial health are captured in the following Landscape Study highlights:

- Clean audit with no deficiencies from reputable audit firm for the last 12 years.
- Strategic no-debt plan with organizational transition into 45,000 sqft facility in 2019 following organization's \$750,000 investment.
- Maintains cash reserves covering minimum of 6 months of standard operating expenses over the last 10 years. The board and staff have built a safety net in the event of periods of low revenues.
- IBE maintains but does not utilize a \$400,000 line of credit in the event needed (only used once within the last 10 years for building renovations).
- Enjoys a long-standing and close banking relationship, which is an advantage for small minority businesses when in pursuit of financial opportunities (PPP loan, low-interest mortgage and credit lines, etc.)
- Successful fundraising to cover "overhead expenses" which is challenging in a nonprofit environment. IBE's portfolio of funders is very diverse. IBE currently lists approximately 80 sponsors and funders and, like most nonprofits, is in the businesses of providing service deliverables while generating operating revenues.

(Continued)



## IBE's Financial Strength Continued

- Quick ratio - ratio of current assets to current liabilities: this indicates that IBE has sufficient liquid assets to meet its short-term operating needs.
- Absence of recurring annual deficits. The board and staff have been very conservative and realistic with budgeting and spending.
- Legal and financial competence to manage grants and more than 75 partnership agreements while complying with reporting requirements and deliverables.

Cephalo Consulting, LLC, IBE's Landscape Study consultant, also concluded:

*"Recent economic circumstances have stressed many nonprofits leading to questions about the sustainability of prevailing nonprofit models. Despite these stresses, IBE has consistently demonstrated its competence over the years in effectively managing its financials in service to its mission objectives. Going forward, IBE's strategic revenue and funding pursuits not only include positioning itself for local, traditional funding sources, but it has also identified potential national/regional funders seeking grassroots "incubator" service delivery partners to promote common community causes."* - 2020 Landscape Study

The 2019 audited financials are included below. IBE's previous audited financials can be found on its website.

INDIANA BLACK EXPO, INC.  
STATEMENTS OF FINANCIAL POSITION  
December 31, 2019 and 2018

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	<u>2019</u>	<u>2018</u>
<b>ASSETS</b>		
Cash	\$ 1,823,568	\$ 1,366,831
Grants and contributions receivable	180,849	289,211
Accounts receivable, net	276,751	228,732
Property and equipment, net (Note 2)	2,225,144	821,777
Art collection (Note 3)	<u>9,980</u>	<u>9,980</u>
Total assets	<u>\$ 4,516,292</u>	<u>\$ 2,716,531</u>
 <b>LIABILITIES AND NET ASSETS</b>		
Liabilities		
Accounts payable and accrued payroll and benefits	\$ 191,334	\$ 89,007
Line of credit	<u>400,000</u>	<u>-</u>
Total liabilities	591,334	89,007
 Net assets		
Without donor restrictions	2,517,241	1,674,808
With donor restrictions (Note 4)	<u>1,407,717</u>	<u>952,716</u>
Total net assets	<u>3,924,958</u>	<u>2,627,524</u>
 Total liabilities and net assets	<u>\$ 4,516,292</u>	<u>\$ 2,716,531</u>

INDIANA BLACK EXPO, INC.  
STATEMENT OF ACTIVITIES  
Year ended December 31, 2019

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	<u>Total</u>
<b>Revenues</b>			
Summer Celebration			
Sponsorships	\$ 716,535	\$ -	\$ 716,535
Grants and contributions	610,602	160,480	771,082
Ticket sales and registrations	403,358	-	403,358
Exhibit fees	335,972	-	335,972
Health fair	224,797	-	224,797
Other	<u>22,983</u>	<u>-</u>	<u>22,983</u>
Total Summer Celebration	2,314,247	160,480	2,474,727
Circle City Classic			
Ticket sales and registrations	559,178	-	559,178
Grants and contributions	321,462	-	321,462
Sponsorships	128,670	-	128,670
Other	<u>44,737</u>	<u>-</u>	<u>44,737</u>
Total Circle City Classic	1,054,047	-	1,054,047
Other grants and contributions	95,938	1,050,937	1,146,875
Other income	<u>126,585</u>	<u>-</u>	<u>126,585</u>
	3,590,817	1,211,417	4,802,234
Net assets released from restrictions (Note 4)	<u>756,416</u>	<u>(756,416)</u>	<u>-</u>
 Total revenues	 4,347,233	 455,001	 4,802,234
 <b>Expenses</b>			
Program services			
Summer Celebration	1,552,950	-	1,552,950
Circle City Classic	995,540	-	995,540
Youth programs and other	672,127	-	672,127
Scholarships	<u>52,775</u>	<u>-</u>	<u>52,775</u>
Total program services	3,273,392	-	3,273,392
Chapter membership and development	87,922	-	87,922
Management and general	<u>945,970</u>	<u>-</u>	<u>945,970</u>
 Total expenses	 <u>4,307,284</u>	 <u>-</u>	 <u>4,307,284</u>
 <b>Change in net assets, before gain on sale</b>	 39,949	 455,001	 494,950
 Gain on sale of property and equipment	 <u>802,484</u>	 <u>-</u>	 <u>802,484</u>
 <b>Change in net assets</b>	 842,433	 455,001	 1,297,434
 Net assets at beginning of year	 <u>1,674,808</u>	 <u>952,716</u>	 <u>2,627,524</u>
 <b>Net assets at end of year</b>	 <u>\$ 2,517,241</u>	 <u>\$ 1,407,717</u>	 <u>\$ 3,924,958</u>

INDIANA BLACK EXPO, INC.  
STATEMENT OF ACTIVITIES  
Year ended December 31, 2018

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>Revenues</b>			
Summer Celebration			
Sponsorships	\$ 691,580	\$ -	\$ 691,580
Grants and contributions	477,600	199,973	677,573
Ticket sales and registrations	520,993	-	520,993
Exhibit fees	337,041	-	337,041
Health fair	206,100	-	206,100
Other	<u>19,958</u>	<u>-</u>	<u>19,958</u>
Total Summer Celebration	2,253,272	199,973	2,453,245
Circle City Classic			
Ticket sales and registrations	403,457	-	403,457
Grants and contributions	289,326	4,000	293,326
Sponsorships	170,306	-	170,306
Other	<u>25,073</u>	<u>-</u>	<u>25,073</u>
Total Circle City Classic	888,162	4,000	892,162
Other grants and contributions	184,900	722,375	907,275
Other income	<u>131,188</u>	<u>-</u>	<u>131,188</u>
	3,457,522	926,348	4,383,870
Net assets released from restrictions (Note 4)	<u>807,523</u>	<u>(807,523)</u>	<u>-</u>
 Total revenues	 4,265,045	 118,825	 4,383,870
 <b>Expenses</b>			
Program services			
Summer Celebration	1,700,840	-	1,700,840
Circle City Classic	1,049,612	-	1,049,612
Youth programs and other	620,425	-	620,425
Scholarships	<u>96,700</u>	<u>-</u>	<u>96,700</u>
Total program services	3,467,577	-	3,467,577
Chapter membership and development	95,180	-	95,180
Management and general	<u>861,902</u>	<u>-</u>	<u>861,902</u>
 Total expenses	 <u>4,424,659</u>	 <u>-</u>	 <u>4,424,659</u>
 Change in net assets	 (159,614)	 118,825	 (40,789)
Net assets at beginning of year	<u>1,834,422</u>	<u>833,891</u>	<u>2,668,313</u>
 Net assets at end of year	 <u>\$ 1,674,808</u>	 <u>\$ 952,716</u>	 <u>\$ 2,627,524</u>

INDIANA BLACK EXPO, INC.  
STATEMENTS OF CASH FLOWS  
Years ended December 31, 2019 and 2018

	<u>2019</u>	<u>2018</u>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 1,297,434	\$ (40,789)
Adjustments to reconcile change in net assets to net cash from operating activities		
Gain on sale of property and equipment	(802,484)	-
Depreciation	69,054	66,564
Bad debt expense	-	20,186
Net change in assets and liabilities		-
Grants and contributions receivable	108,362	381,084
Accounts receivable	(48,019)	(136,802)
Prepaid expense and other assets	-	2,758
Accounts payable and accrued payroll and benefits	<u>102,327</u>	<u>(35,529)</u>
Net cash from operating activities	726,674	257,472
<b>Cash flows from investing activities</b>		
Purchase of property and equipment	(2,112,085)	(84,206)
Proceeds from sale of property and equipment	<u>1,442,148</u>	-
Net cash from investing activities	<u>(669,937)</u>	<u>(84,206)</u>
<b>Cash flows from financing activities</b>		
Proceeds from borrowings	1,740,000	-
Payments on borrowings	<u>(1,340,000)</u>	-
Net cash from investing activities	<u>400,000</u>	-
<b>Net increase in cash</b>	456,737	173,266
Cash at beginning of year	<u>1,366,831</u>	<u>1,193,565</u>
<b>Cash at end of year</b>	<u>\$ 1,823,568</u>	<u>\$ 1,366,831</u>
<b>Supplemental information:</b>		
Cash paid for interest on borrowings	\$ 75,020	\$ -
Purchase of property and equipment in accounts payable	41,803	-

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