

**THE FLORIDA ORCHESTRA, INC.**

**Financial Statements  
and  
Supplementary Financial Information**

**June 30, 2020 and 2019  
(With Independent Auditor's Report Thereon)**

**THE FLORIDA ORCHESTRA, INC.**

**Table of Contents**

	<b><u>Page</u></b>
Independent Auditor's Report	1 - 2
Financial Statements:	
Statements of Financial Position	3
Statements of Activities	4 - 5
Statements of Functional Expenses	6 - 7
Statements of Cash Flows	8
Notes to Financial Statements	9 - 26
Supplementary Financial Information:	
Schedules of Combined Funds - Statements of Financial Position	27 - 28
Schedules of Combined Funds - Statements of Activities	29 - 30



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## **Independent Auditor's Report**

The Board of Directors  
The Florida Orchestra, Inc.  
St. Petersburg, Florida:

We have audited the accompanying financial statements of The Florida Orchestra, Inc. (the "Orchestra") (a nonprofit organization) which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Florida Orchestra, Inc. as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## **Emphasis of Matter**

We draw your attention to Note 19, which describes the risks and uncertainties impacting the Orchestra as a result of the COVID-19 pandemic. The financial statements do not include any adjustments that might result from the outcome of these uncertainties. Our opinion is not modified with respect to this matter.

## **Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary financial information listed in the table of contents is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

MAYER HOFFMAN McCANN P.C.

February 15, 2021  
Clearwater, Florida

**THE FLORIDA ORCHESTRA, INC.**

**Statements of Financial Position**

**June 30, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
<b>Assets</b>		
Cash and cash equivalents	\$ 1,093,988	527,447
Accounts receivable	102,429	138,356
Promises to give, net	241,687	606,940
Bequests receivable	157,768	157,768
Investments, at fair value	8,459,127	9,976,833
Beneficial interest in perpetual trusts	3,265,087	3,371,853
Beneficial interest in assets held by others	399,848	426,770
Prepaid expenses	33,579	120,415
Property and equipment, net	87,135	116,696
	<u>13,840,648</u>	<u>15,443,078</u>
Total assets	\$ 13,840,648	15,443,078
<b>Liabilities and Net Assets</b>		
Liabilities:		
Accounts payable and accrued expenses	\$ 200,308	600,179
Capital lease obligations	16,938	24,155
Notes payable	49,256	58,840
Advance ticket sales	1,017,515	1,445,689
	<u>1,284,017</u>	<u>2,128,863</u>
Total liabilities	1,284,017	2,128,863
Net assets:		
Without donor restrictions:		
Undesignated	907,496	(1,537,897)
Board-designated for long-term investment	-	1,324,532
	<u>907,496</u>	<u>(213,365)</u>
With donor restrictions	11,649,135	13,527,580
	<u>12,556,631</u>	<u>13,314,215</u>
Total net assets	12,556,631	13,314,215
Total liabilities and net assets	\$ <u>13,840,648</u>	<u>15,443,078</u>

**THE FLORIDA ORCHESTRA, INC.**

**Statement of Activities**

**For the Year Ended June 30, 2020**

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Support and revenue:			
Support:			
Private support	\$ 4,706,933	380,102	5,087,035
Governmental and other grants	1,639,141	-	1,639,141
Guild activities, net	125,244	-	125,244
Contributed services and in-kind	38,000	-	38,000
	6,509,318	380,102	6,889,420
Total support			
Revenue:			
Admissions	2,768,748	-	2,768,748
Other performance revenue	297,187	-	297,187
Investment income	95	239,624	239,719
Other	71,656	-	71,656
	3,137,686	239,624	3,377,310
Total revenue			
Net assets released from restrictions	781,813	(781,813)	-
Total support and revenue	10,428,817	(162,087)	10,266,730
Expenses:			
Program services:			
Artistic	6,241,005	-	6,241,005
Box office	349,520	-	349,520
Education	300,799	-	300,799
Marketing	873,434	-	873,434
Operations	1,578,500	-	1,578,500
	9,343,258	-	9,343,258
Supporting services:			
General and administrative	924,656	-	924,656
Development	631,013	-	631,013
	10,898,927	-	10,898,927
Total expenses			
Change in net assets before other changes	(470,110)	(162,087)	(632,197)
Other changes:			
Loss in value - perpetual trust	-	(106,766)	(106,766)
Net depreciation of assets held by others	-	(18,621)	(18,621)
Investment return appropriated for expenditure	1,590,971	(1,590,971)	-
	1,120,861	(1,878,445)	(757,584)
Change in net assets			
Net assets (deficit), beginning of year	(213,365)	13,527,580	13,314,215
Net assets, end of year	\$ 907,496	11,649,135	12,556,631

See accompanying independent auditor's report and notes to financial statements.

**THE FLORIDA ORCHESTRA, INC.**

**Statement of Activities**

**For the Year Ended June 30, 2019**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Support and revenue:			
Support:			
Private support	\$ 3,880,734	915,370	4,796,104
Governmental and other grants	242,803	-	242,803
Guild activities, net	129,950	-	129,950
Contributed services and in-kind	192,195	-	192,195
	<hr/>	<hr/>	<hr/>
Total support	4,445,682	915,370	5,361,052
Revenue:			
Admissions	3,698,319	-	3,698,319
Other performance revenue	495,180	-	495,180
Investment income	157	509,265	509,422
Other	141,324	-	141,324
	<hr/>	<hr/>	<hr/>
Total revenue	4,334,980	509,265	4,844,245
Net assets released from restrictions	996,159	(996,159)	-
	<hr/>	<hr/>	<hr/>
Total support and revenue	9,776,821	428,476	10,205,297
Expenses:			
Program services:			
Artistic	6,460,777	-	6,460,777
Box office	330,311	-	330,311
Education	343,090	-	343,090
Marketing	1,125,876	-	1,125,876
Operations	2,069,546	-	2,069,546
	<hr/>	<hr/>	<hr/>
Total program services	10,329,600	-	10,329,600
Supporting services:			
General and administrative	795,645	-	795,645
Development	604,428	-	604,428
	<hr/>	<hr/>	<hr/>
Total expenses	11,729,673	-	11,729,673
Change in net assets before other changes	(1,952,852)	428,476	(1,524,376)
Other changes:			
Loss in value - perpetual trust	-	(567)	(567)
Net depreciation of assets held by others	-	(7,073)	(7,073)
Investment return appropriated for expenditure	518,480	(518,480)	-
	<hr/>	<hr/>	<hr/>
Change in net assets	(1,434,372)	(97,644)	(1,532,016)
Net assets, beginning of year	1,221,007	13,625,224	14,846,231
	<hr/>	<hr/>	<hr/>
Net assets (deficit) end of year	\$ (213,365)	13,527,580	13,314,215
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See accompanying independent auditor's report and notes to financial statements.

**THE FLORIDA ORCHESTRA, INC.**

**Statement of Functional Expenses**

**For the Year Ended June 30, 2020**

	<u>Program Services</u>	<u>Supporting Services</u>		<u>Total</u>
		<u>General and Administrative</u>	<u>Development</u>	
Accounting and legal	\$ -	40,066	-	40,066
Bad debt expense	-	-	114,565	114,565
Business entertainment	1,434	3,137	303	4,874
Computer supplies and support	32,500	4,282	-	36,782
Conferences	130	-	-	130
Depreciation	-	29,561	-	29,561
Employee recruitment and relocation	1,983	38,727	-	40,710
Equipment rental and maintenance	36,715	10,519	-	47,234
Guest artists and conductors	975,315	-	-	975,315
Guest artists - travel and lodging	87,743	-	-	87,743
Hall rental	645,241	-	-	645,241
Health insurance and other benefits	795,733	32,809	30,502	859,044
Insurance	-	28,084	-	28,084
Interest and penalties	-	7,207	-	7,207
License and fees	51,347	516	375	52,238
Media advertising	318,217	-	-	318,217
Merchant charges and bank fees	99,064	-	-	99,064
Miscellaneous	4,342	-	-	4,342
Music rental	86,193	-	-	86,193
Occupancy	50,677	16,063	13,573	80,313
Office supplies	-	13,519	-	13,519
Payroll taxes	417,263	40,449	22,495	480,207
Postage, shipping and mailing service	24,722	4,414	3,420	32,556
Printing and publications	73,020	4,278	407	77,705
Production	13,513	-	-	13,513
Professional and consultant fees	21,000	125,825	32,500	179,325
Receptions	837	-	128,905	129,742
Recording fees	9,334	-	-	9,334
Retirement plan contributions	286,177	4,806	5,247	296,230
Salaries and wages	4,766,605	512,796	260,743	5,540,144
Sponsor recognition	-	-	1,358	1,358
Staging and stagehands	374,471	-	-	374,471
Telephone	6,761	2,143	1,811	10,715
Telephone campaigns	-	-	13,098	13,098
Trade	99,830	-	-	99,830
Travel and parking	54,096	2,619	752	57,467
Other	8,995	2,836	959	12,790
	<u>\$ 9,343,258</u>	<u>924,656</u>	<u>631,013</u>	<u>10,898,927</u>

See accompanying independent auditor's report and notes to financial statements.

**THE FLORIDA ORCHESTRA, INC.**

**Statement of Functional Expenses**

**For the Year Ended June 30, 2019**

	<u>Program Services</u>	<u>Supporting Services</u>		<u>Total</u>
		<u>General and Administrative</u>	<u>Development</u>	
Accounting and legal	\$ -	65,017	-	65,017
Bad debt expense	-	-	33,790	33,790
Business entertainment	1,159	2,568	-	3,727
Computer supplies and support	32,500	7,946	-	40,446
Conferences	5,569	5,655	2,364	13,588
Depreciation	-	23,586	-	23,586
Employee recruitment and relocation	3,044	54,159	767	57,970
Equipment rental and maintenance	94,578	13,242	-	107,820
Guest artists and conductors	1,261,162	-	-	1,261,162
Guest artists - travel and lodging	91,534	-	-	91,534
Hall rental	934,991	-	-	934,991
Health insurance and other benefits	754,649	69,121	21,115	844,885
Insurance	17,170	5,422	4,519	27,111
Interest and penalties	-	35,168	-	35,168
License and fees	51,728	209	2,290	54,227
Media advertising	501,229	-	-	501,229
Merchant charges and bank fees	78,615	-	-	78,615
Miscellaneous	638	1,592	12	2,242
Music rental	88,643	-	-	88,643
Occupancy	51,739	16,339	13,615	81,693
Office supplies	9,249	2,921	2,434	14,604
Payroll taxes	412,144	28,459	18,189	458,792
Postage, shipping and mailing service	34,021	2,864	8,478	45,363
Printing and publications	95,067	14,960	23,330	133,357
Production	16,895	-	-	16,895
Professional and consultant fees	28,846	95,844	62,370	187,060
Receptions	19,318	-	151,870	171,188
Recording fees	13,200	-	-	13,200
Retirement plan contributions	280,216	8,752	4,500	293,468
Salaries and wages	4,784,232	331,147	217,803	5,333,182
Sponsor recognition	-	-	1,536	1,536
Staging and stagehands	480,212	-	-	480,212
Telephone	7,192	2,271	1,894	11,357
Telephone campaigns	-	-	31,637	31,637
Trade	95,925	-	-	95,925
Travel and parking	74,229	3,196	1,915	79,340
Other	9,906	5,207	-	15,113
	<u>\$ 10,329,600</u>	<u>795,645</u>	<u>604,428</u>	<u>11,729,673</u>

See accompanying independent auditor's report and notes to financial statements.

**THE FLORIDA ORCHESTRA, INC.**

**Statements of Cash Flows**

**For the Years Ended June 30, 2020 and 2019**

	<b>2020</b>	<b>2019</b>
Cash flows from operating activities:		
Change in net assets	\$ (757,584)	(1,532,016)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	29,561	23,586
Realized and unrealized gains on investments	(28,661)	(269,326)
Contributions and grants restricted for permanent endowment	(100)	(2,000)
Change in beneficial interest in perpetual trust	106,766	567
Change in beneficial interest in assets held by others	26,922	12,639
Changes in operating assets and liabilities:		
Decrease in receivables and promises to give, net	401,180	322,250
Decrease in bequests receivable	-	100,000
Decrease in prepaid expenses	86,836	44,456
Decrease in accounts payable and accrued expenses	(399,871)	(297,719)
Increase (decrease) in advance ticket sales	(428,174)	30,502
	(963,125)	(1,567,061)
Net cash used in operating activities	(963,125)	(1,567,061)
Cash flows from investing activities:		
Property and equipment purchases	-	(6,269)
Purchases of investments	(1,617,604)	(1,783,341)
Proceeds from sale of investments	3,163,971	3,162,662
	1,546,367	1,373,052
Net cash provided by investing activities	1,546,367	1,373,052
Cash flows from financing activities:		
Proceeds received from contributions and grants restricted for permanent endowment	100	2,000
Principal payments on capital lease obligations	(7,217)	(14,595)
Principal payments on note payable	(9,584)	(2,370)
	(16,701)	(14,965)
Net cash used in financing activities	(16,701)	(14,965)
Net increase (decrease) in cash and cash equivalents	566,541	(208,974)
Cash and cash equivalents at beginning of year	527,447	736,421
Cash and cash equivalents at end of year	\$ 1,093,988	527,447
Supplemental disclosure of cash flow information:		
Cash paid during the year for interest	\$ 7,207	35,168
Property and equipment acquired through a capital lease	\$ -	10,380
Property and equipment acquired through a note payable	\$ -	50,136

See accompanying independent auditor's report and notes to financial statements.

# THE FLORIDA ORCHESTRA, INC.

## Notes to Financial Statements

June 30, 2020 and 2019

### (1) Summary of Significant Accounting Policies

#### (a) Description of Organization

The Florida Orchestra, Inc. (the “Orchestra”) was incorporated for the purpose of administering and sponsoring an orchestra as a community educational facility and to obtain supplemental supporting funds, over and above operating income, required for such operations. The Orchestra’s activities include stage performances, special concerts, and other educational programs and endeavors to promote the cultural life in the Tampa Bay community.

#### (b) Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis and in accordance with accounting principles generally accepted in the United States of America which require the Orchestra to report information regarding its financial position and activities based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

*Net Assets Without Donor Restrictions* - Net assets available for general use and not subject to donor restrictions. The Board of Directors (the “Board”) has designated a portion of its net assets without donor restrictions as an operating reserve.

*Net Assets With Donor Restrictions* - Net assets subject to donor-imposed stipulations are expected to be met by actions of the Orchestra and/or the passage of time or include a stipulation that assets provided be maintained in perpetuity by the Orchestra. Generally, the donors of these assets permit the Orchestra to use all or part of the income earned on related investments for general or specific purposes.

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation. Expirations of donor restricted assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions.

Contributions, including unconditional promises to give (pledges), are recognized as revenues in the period received. Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value and are subsequently adjusted as necessary based on any permanent impairment of their fair value.

# THE FLORIDA ORCHESTRA, INC.

## Notes to Financial Statements - Continued

### (1) Summary of Significant Accounting Policies - Continued

#### (b) Basis of Accounting - Continued

Assets are presented in the accompanying statements of financial position according to their nearness of conversion to cash, and liabilities according to the nearness of their maturity and resulting use of cash.

#### (c) Estimates in Financial Statements

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts in the financial statements and the accompanying notes to the financial statements. Actual results could differ from those estimates.

#### (d) Cash Equivalents

For purposes of the statement of cash flows, the Orchestra considers all highly liquid debt instruments with original maturities of three months or less to be cash equivalents.

#### (e) Promises to Give

All contributions are reflected in net assets without donor restrictions or in net assets with donor restrictions based on the existence or absence of donor restrictions. Amounts received with donor-imposed restrictions that are recorded as revenues in net assets with donor restrictions are reclassified to net assets without donor restrictions when the time or purpose restriction has been satisfied.

Promises to give which are due in more than one year are recorded at estimated fair value by discounting future cash flows using current risk-free rates of return based on U.S. Treasury Securities yields with maturity dates similar to the expected contribution collection period.

The Orchestra records an allowance for potential uncollectible promises to give. The allowance is based on prior years' experience and management's analysis of specific promises made.

#### (f) Bequests Receivable

The Orchestra recognizes a receivable and revenue for their interest in bequests based on the inventories of estate assets and conditions contained in the respective wills. Amounts expected to be received in future years are discounted to provide estimates in current year dollars. The Orchestra records bequests receivable (when the court declares the related will valid) as net assets with donor restrictions, as these assets will not be available until future years, or have been restricted in perpetuity by the donor. As funds from an estate (other than those restricted in perpetuity) are collected, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Bequests receivable were approximately \$158,000 as of June 30, 2020 and 2019.

# THE FLORIDA ORCHESTRA, INC.

## Notes to Financial Statements - Continued

### (1) Summary of Significant Accounting Policies - Continued

#### (g) Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in investment income in the statements of activities. Investment income and gains restricted by a donor are reported as increases in net assets without donor restrictions if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

#### (h) Property and Equipment

Property and equipment are recorded at cost, or in the event of contributed property, at fair value at the date of the contribution. Property contributions are reported as support that is not subject to donor restrictions unless the donor restricts the donated asset to a specific purpose. Property and equipment are depreciated over their estimated useful lives using the straight-line method. Expenditures for property and equipment in excess of \$2,500 and with a useful life of at least one year are capitalized.

#### (i) Advance Ticket Sales

Income from season subscription sales is recognized at the time of the performance. The performance season generally runs from October to May. Advance season ticket sales amounted to \$1,017,515 at June 30, 2020 for the 2020-2021 season and \$1,445,689 at June 30, 2019 for the 2019-2020 season.

#### (j) Contributed Services

Contributions of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

#### (k) Income Taxes

The Orchestra is a not-for-profit corporation organized under the laws of the State of Florida and is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code.

The Internal Revenue Code provides for taxation of unrelated business income under certain circumstances. The Orchestra believes that it has no liability for taxes with respect to unrelated business income. However, such status is subject to final determination upon examination of the related income tax returns by the appropriate taxing authorities.

# THE FLORIDA ORCHESTRA, INC.

## Notes to Financial Statements - Continued

### (1) Summary of Significant Accounting Policies - Continued

#### (k) Income Taxes - Continued

The Orchestra follows Accounting Standards Codification (“ASC”) Topic 740, *Income Taxes*. A component of this standard prescribes a recognition and measurement threshold of tax positions taken or expected to be taken in a tax return. For those benefits to be recognized, a tax position must be more-likely-than-not to be sustained upon examination by taxing authorities. The Orchestra’s policy is to recognize interest and penalties associated with tax positions under this standard as a component of tax expense, and none were recognized since there was no material impact of the application of this standard for the years ended June 30, 2020 and 2019. The Orchestra’s information returns are open to IRS examination for the 2016 tax year ended June 30, 2017, and all subsequent years.

#### (l) Advertising

Advertising costs are expensed as incurred, except when the advertising is directly related to probable future benefits. Advertising costs expensed were approximately \$318,000 and \$597,000 for the years ended June 30, 2020 and 2019, respectively.

#### (m) Barter Transactions

The Orchestra trades its tickets for other goods and services used in its normal course of business. Revenue and expense recognized under those barter transactions were \$99,830 and \$95,925 for the years ended June 30, 2020 and 2019, respectively.

#### (n) Functional Allocation of Expenses

The costs of providing the various programs, activities, and supporting services have been summarized on a functional basis in the Statements of Activities. The Statements of Functional Expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Salaries and wages and related costs are generally allocated based on time and effort expended by function. Depreciation of property and equipment and expenses relating to operation and maintenance of property and equipment have been allocated to functional classifications based on square footage of facilities. Interest expense is allocated to functional classifications that benefited from the use of the proceeds of the debt.

#### (o) New Accounting Pronouncement

The Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 958)*. The ASU addresses the scope and the accounting guidance for contributions received and contributions made in order to assist entities in evaluating whether transactions should be accounted for as contributions within the scope of *Topic 958* or as exchange transactions subject to other guidance and to determine whether a contribution is conditional. The Orchestra has adopted this ASU as of and for the year ended June 30, 2020. There was no material impact on the Orchestra’s financial statements as a result of the adoption of this ASU.

THE FLORIDA ORCHESTRA, INC.

Notes to Financial Statements - Continued

(1) **Summary of Significant Accounting Policies - Continued**

(p) **Going Concern Evaluation**

On an annual basis, as required by ASC Topic 205, *Presentation of Financial Statements - Going Concern*, the Orchestra performs an evaluation to determine whether there are conditions or events (known and reasonably knowable), considered in the aggregate, that raise substantial doubt about the Orchestra's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

(q) **Reclassifications**

Certain amounts in the 2019 financial statements have been reclassified for comparative purposes to conform to the 2020 presentation. These reclassifications had no effect on net assets or changes in net assets.

(2) **Promises to Give**

Unconditional promises to give consist of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Unrestricted promises	\$ <u>279,875</u>	<u>660,747</u>
Total unconditional promises to give	279,875	660,747
Less allowance for uncollectibles	<u>(38,188)</u>	<u>(53,807)</u>
Net unconditional promises to give	\$ <u><u>241,687</u></u>	<u><u>606,940</u></u>
Amounts due in:		
Less than one year	\$ <u>279,875</u>	<u>660,747</u>
	\$ <u><u>279,875</u></u>	<u><u>660,747</u></u>

Of total promises to give of \$279,875 and \$660,747 at June 30, 2020 and 2019, respectively, there were no individual donor amounts that exceeded 10%. Approximately 10% of total private support was provided by three donors for the year ended June 30, 2020. Approximately 4% of total private support was provided by one donor for the year ended June 30, 2019.

Under separate agreements, the Orchestra has received conditional promises to give based on the condition that the Orchestra will continue operations. These conditional promises to give are not recorded in the accompanying statements of financial position. As of June 30, 2020 and 2019, the conditional promises were approximately \$0 and \$362,000, respectively

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(3) Investments**

Investments are stated at fair value and consist of the following at June 30, 2020 and 2019:

	2020		2019	
	Cost	Fair Value	Cost	Fair Value
Short-term investments	\$ 251,299	251,299	27,682	27,682
Common stocks	3,774,467	6,406,315	4,409,694	7,369,513
Fixed-income securities and funds	1,789,478	1,801,513	2,531,737	2,579,638
	\$ 5,815,244	8,459,127	6,969,113	9,976,833

A portion of the long-term investment portfolio is restricted as a permanent endowment. At June 30, 2020 and 2019, the permanently restricted endowment includes two contributions of \$240,000 from the State of Florida. The related funding agreements required the Orchestra to designate an additional \$360,000 to supplement each of the State endowment contributions. Both of the \$240,000 contributions will revert back to the State of Florida if the Orchestra ceases operations, files for bankruptcy protection, or willfully expends any portion of the \$600,000 related to each contribution. Earnings from the endowment fund are available to fund the Orchestra's operating activities.

The following schedule summarizes investment income for the years ended June 30, 2020 and 2019:

	2020	2019
Interest and dividends (net of investment management expenses of \$59,530 and \$70,229, respectively)	\$ 211,058	240,096
Realized and unrealized gains	28,661	269,326
Total investment income	\$ 239,719	509,422

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(4) Property and Equipment**

Property and equipment consists of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Furniture and equipment	\$ 193,702	193,702
Computer equipment	94,935	94,935
Vehicles	62,454	62,454
Leasehold improvements	6,647	6,647
Sound system	4,433	4,433
Musical equipment	229,511	229,511
	<u>591,682</u>	<u>591,682</u>
Less accumulated depreciation	<u>(504,547)</u>	<u>(474,986)</u>
	<u>\$ 87,135</u>	<u>116,696</u>

Depreciation charged to operations amounted to \$29,561 and \$23,586 for the years ended June 30, 2020 and 2019, respectively.

**(5) Beneficial Interest in Perpetual Trusts**

The Orchestra is the income beneficiary of an irrevocable perpetual trust. The net income derived from this trust is to be distributed 50% to the Orchestra and 50% to another organization. The Orchestra's interest in the trust is recorded at 50% of the fair value of the trust assets that produce the income. Distributions from this trust for the years ended June 30, 2020 and 2019 were approximately \$199,000 and \$114,000, respectively. These amounts are included as a component of Private Support in the accompanying Statements of Activities. As of June 30, 2020, the balance of \$3,210,028 was comprised of: equities - 81%, fixed income - 18%, and other - 1%. As of June 30, 2019 the balance of \$3,311,277 was comprised of: equities - 77%, fixed income - 21%, and other - 2%. During fiscal year 2014, the Orchestra was named as an income beneficiary in a smaller irrevocable perpetual trust valued at \$55,059 and \$60,576 at June 30, 2020 and 2019, respectively.

Under a separate perpetual trust, the Orchestra has also been named as an income beneficiary. The Orchestra is entitled to one-sixth of the income earned by the trust. The trust distributes a percentage of income annually in accordance with IRS guidelines. Earnings distributed from the trust for the years ended June 30, 2020 and 2019 were approximately \$156,000. The Orchestra's interest in this perpetual trust is not considered to be an asset as the trustee has the ability to modify the charitable beneficiaries. These amounts are included as a component of Private Support in the accompanying Statement of Activities.

## THE FLORIDA ORCHESTRA, INC.

### Notes to Financial Statements - Continued

#### (6) Beneficial Interest in Assets Held by Others

In fiscal year 1998, the Orchestra established an account at the Community Foundation of Tampa Bay (the “Foundation”) with a payment of \$20,000. Since 1998, the Orchestra has deposited additional funds with the Foundation. The amounts deposited are considered to be an asset of the Orchestra and are included in beneficial interest in assets held by others in the accompanying statements of financial position as of June 30, 2020 and 2019, in the amounts of \$324,461 and \$343,082, respectively. In addition, at June 30, 2020 and 2019, the Foundation was holding a balance of approximately \$3,198,000 and \$3,322,000, respectively, representing contributions made directly to the Foundation for the benefit of the Orchestra. Earnings on these funds are earmarked to be distributed on a periodic basis to the Orchestra. The Foundation has been granted variance power over these funds which provide the Foundation the unilateral power to redirect the use of the funds to other beneficiaries. Because the Foundation has been granted variance power, funds contributed by donors to the Foundation on behalf of the Orchestra are not considered to be an asset of the Orchestra. Distributions from the Foundation for the years ended June 30, 2020 and 2019 were approximately \$153,700 and \$144,700, respectively. These amounts are included in private support in the accompanying statements of activities for the years ended June 30, 2020 and 2019.

In addition, the Orchestra has funds held under a separate foundation. The amounts held are considered to be an asset of the Orchestra and are included in beneficial interest in assets held by others in the accompanying statement of financial position as of June 30, 2020 and 2019, in the amount of \$75,387 and \$83,688, respectively.

#### (7) Fair Value Measurements

The Orchestra follows ASC Topic 820, *Fair Value Measurement*. ASC Topic 820 establishes a framework for using fair value to measure assets and liabilities and defines fair value as the price that would be received to sell an asset or paid to transfer a liability (an exit price) as opposed to the price that would be paid to acquire the asset or received to assume the liability (an entry price).

Under ASC Topic 820, a fair value measurement should reflect the assumptions that market participants would use in pricing the asset or liability, including the assumptions about the risk inherent in a particular valuation technique, the effect of a restriction on the sale or use of an asset and the risk of nonperformance. ASC Topic 820 requires disclosures that stratify statement of financial position amounts measured at fair value based on inputs the Orchestra used to derive fair value measurements. These strata include:

- Level 1: Valuations, where the valuation is based on quoted market prices for identical assets or liabilities traded in active markets (which include exchanges and over-the counter markets with sufficient volume);
- Level 2: Valuations, where the valuation is based on quoted market prices for similar instruments traded in active markets, quoted prices for identical or similar instruments in markets that are not active and model-based valuation techniques for which all significant assumptions are observable in the market;

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(7) Fair Value Measurements - Continued**

Level 3: Valuations, where the valuation is generated from model-based techniques that use significant assumptions not observable in the market, but observable based on Organization-specific data. These unobservable assumptions reflect the Organization's own estimates for assumptions that market participants would use in pricing the asset or liability. Valuation techniques typically include option pricing models, discounted cash flow models and similar techniques, but may also include the use of market prices of assets or liabilities that are not directly comparable to the subject asset or liability.

Fair value of assets measured on a recurring basis at June 30, 2020 and 2019 is as follows:

<u>Description</u>	<u>Fair Value Measurements at Reporting Date Using</u>			
	<u>Assets Measured at Fair Value at June 30, 2020</u>	<u>Quoted Prices in Active Markets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
Investments:				
Short-term investments	\$ 251,299	251,299	-	-
Common stocks	6,406,315	6,406,315	-	-
Fixed-income securities and funds	1,801,513	-	1,801,513	-
	8,459,127	6,657,614	1,801,513	-
Beneficial interest in perpetual trusts	3,265,087	-	-	3,265,087
Beneficial interest in assets held by others	399,848	-	399,848	-
	<u>\$ 12,124,062</u>	<u>6,657,614</u>	<u>2,201,361</u>	<u>3,265,087</u>
<u>Description</u>	<u>Fair Value Measurements at Reporting Date Using</u>			
	<u>Assets Measured at Fair Value at June 30, 2019</u>	<u>Quoted Prices in Active Markets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
Investments:				
Short-term investments	\$ 27,682	27,682	-	-
Common stocks	7,369,513	7,369,513	-	-
Fixed-income securities and funds	2,579,638	-	2,579,638	-
	9,976,833	7,397,195	2,579,638	-
Beneficial interest in perpetual trusts	3,371,853	-	-	3,371,853
Beneficial interest in assets held by others	426,770	-	426,770	-
	<u>\$ 13,775,456</u>	<u>7,397,195</u>	<u>3,006,408</u>	<u>3,371,853</u>

# THE FLORIDA ORCHESTRA, INC.

## Notes to Financial Statements - Continued

### (7) Fair Value Measurements - Continued

Fair values for short-term investments and common stocks are determined by reference to quoted market prices for identical assets. Fair values for fixed-income securities and mutual funds and certificates of deposit are based on quoted prices for similar assets in markets that may not be active.

The methods used by the Orchestra in determining fair values for the beneficial interest in perpetual trusts and beneficial interest in assets held by others are as previously described in Notes 5 and 6, respectively.

The Orchestra considers the measurement of its beneficial interest in the perpetual trusts to be a Level 3 measurement within the fair value measurement hierarchy because even though that measurement is based on the unadjusted fair value of trust assets reported by the trustees, the Organization will never receive those assets or have the ability to direct the trustees to redeem them.

The table below presents information about changes in the Orchestra's beneficial interest in perpetual trusts for the years ended June 30, 2020 and 2019, which are measured at fair value on a recurring basis:

	<u>2020</u>	<u>2019</u>
Balance, beginning of year	\$ 3,371,853	3,372,420
Change in value of beneficial interests	<u>(106,766)</u>	<u>(567)</u>
Balance, end of year	<u>\$ 3,265,087</u>	<u>3,371,853</u>

### (8) Liquidity and Availability of Resources

The Orchestra regularly monitors liquidity to meet its operating needs and other contractual commitments while also striving to maximize the investment of its available funds. The Orchestra has various sources of liquidity at its disposal, including cash and cash equivalents and marketable debt and equity securities.

The Orchestra is supported by both unrestricted and donor restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, the Orchestra must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year. As part of the Orchestra's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and obligations come due. The Orchestra designates a portion of its investments and investment earnings to fund long-term needs of the Orchestra. Additionally, the Orchestra has designated certain net assets without donor restrictions that, while the Orchestra does not intend to spend for general expenditures in the next 12 months, the amounts could be made available for current operations, if necessary. In addition to the financial assets available to meet general expenditures over the next 12 months, the Orchestra operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted resources.

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(8) Liquidity and Availability of Resources - Continued**

As described in Note 15, the Orchestra has access to a revolving line of credit and other short-term borrowing availability to meet liquidity needs.

As of June 30, 2020 and 2019, the Orchestra's financial assets available to meet cash needs for general expenditures for the next 12 months were as follows:

	<b>2020</b>	<b>2019</b>
Financial assets:		
Cash and cash equivalents	\$ 1,093,988	527,447
Accounts receivable	102,429	138,356
Promises to give, net	241,687	606,940
Bequests receivable	157,768	157,768
Investments, at fair value	8,459,127	9,976,833
Beneficial interest in perpetual trusts	3,265,087	3,371,853
Beneficial interest in assets held by others	399,848	426,770
Total financial assets	13,719,934	15,205,967
Less amounts unavailable for general expenditures within one year due to:		
Contractual or donor-imposed restrictions:		
Endowments	(9,420,785)	(9,527,451)
Unappropriated endowment investment return	(1,736,361)	(3,106,333)
Bequests receivable and other	(220,954)	(226,956)
Total contractual or donor-imposed restrictions	(11,378,100)	(12,860,740)
Board designated for long-term investment	-	(1,324,532)
Financial assets available to meet general expenditures within one year	\$ 2,341,834	1,020,695

**(9) Net Assets With Donor Restrictions**

Net assets with donor restrictions are available for the following purposes or periods at June 30, 2020 and 2019:

	<b>2020</b>	<b>2019</b>
Unappropriated endowment investment return	\$ 1,736,361	3,106,333
Subsequent year operations	334,221	736,028
Bequests receivable	157,768	157,768
Donor restricted in perpetuity	9,420,785	9,527,451
	\$ 11,649,135	13,527,580

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(10) Leases**

The Orchestra is obligated under capital leases for office equipment. These leases expire at various dates through September 2022. At June 30, 2020 and 2019, the gross amount of office equipment recorded under the capital leases was \$54,093 and \$96,018, respectively. The net book value of the office equipment at June 30, 2020, after deducting accumulated amortization of \$30,091, was \$24,003. The net book value of the office equipment at June 30, 2019, after deducting accumulated amortization of \$60,085, was \$35,933.

The present value of future minimum capital lease payments as of June 30, 2020 is as follows:

<u>Year Ending June 30,</u>	
2021	\$ 9,236
2022	8,760
2023	<u>590</u>
Total future minimum lease payments	18,586
Less amount representing interest	<u>(1,648)</u>
Present value of minimum capital lease payments	<u>\$ 16,938</u>

In March 2007, the Orchestra entered into a lease agreement with St. Petersburg College (the “College”). Under the terms of the agreement, the Orchestra began occupying space at a new office at the College Downtown Center in St. Petersburg in January 2008. The lease term commenced on the first day of the month following the issuance of a certificate of occupancy. The lease term is for forty years; however, each party has the option to terminate the lease after ten years or anytime thereafter. Annual payments required under the lease consist of a \$1 base rental plus an “operating fee” to cover utilities, maintenance and other services. The operating fee is subject to annual changes and was approximately \$72,000 for each of the years ended June 30, 2020 and 2019.

Rent expense for operating leases, including month-to-month rentals, for the years ended June 30, 2020 and 2019 was approximately \$80,000 and \$82,000, respectively.

# THE FLORIDA ORCHESTRA, INC.

## Notes to Financial Statements - Continued

### (11) Contributed Services and Contributions In-Kind

The Orchestra recognizes contribution revenue for certain services and in-kind donations received at fair value. Contributed services are reported as support and as an expense when the services are provided. Contributions in-kind (real or tangible property) are reported as support and as an asset or expense in the period received at estimated fair value. Contributions and in-kind donations (excluding capitalized items) are summarized as follows for the years ended June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Program services:		
Catering services	\$ -	7,500
Advertising and marketing	-	132,995
Venue rental	38,000	38,000
Supporting services:		
Payroll services	-	13,700
	<u>\$ 38,000</u>	<u>192,195</u>

The Orchestra recognized \$99,830 and \$95,925 in admissions revenue for the years ended June 30, 2020 and 2019, respectively, for tickets sold in exchange for contributed services.

In addition, for the years ended June 30, 2020 and 2019, approximately 6,100 and 5,300 hours, respectively, were volunteered for various administrative functions. No value has been assigned to the volunteer administrative services as they do not meet the criteria for recognition in the financial statements.

### (12) Employee Retirement Benefits

The Orchestra sponsors a tax deferred retirement savings plan qualified under Section 403(b) of the Internal Revenue Code, covering all full-time employees. The plan allows for employee contributions through salary reductions, subject to certain restrictions. The Orchestra contributes 100% up to 3% of an employee's deferral into the plan. The expense related to this plan for the years ended June 30, 2020 and 2019 was \$32,465 and \$36,330, respectively.

Beginning in January 1996, pension fund contributions for musicians were made to the American Federation of Musicians and Employees' Pension Fund, with the Orchestra contributing 6.5% of the musicians' gross wages for the years ended June 30, 2020 and 2019. The expense for this pension plan for the years ended June 30, 2020 and 2019 was \$267,804 and \$260,511, respectively.

### (13) Contract with Musicians

The Orchestra's primary base of performers is musicians employed by the Orchestra under a collective bargaining agreement. The Orchestra entered into a three-year collective bargaining agreement with the musicians in May 2018 that will expire in August 2021.

## THE FLORIDA ORCHESTRA, INC.

### Notes to Financial Statements - Continued

#### (14) Endowment Funds

The Orchestra's endowment consists of several individual funds established for a variety of purposes. Its endowment consists of donor-restricted funds and funds designated by the Board of Directors for long-term investment. In fiscal 2020, the Orchestra's board of directors removed a long-term investment designation for a component of net assets without donor restrictions. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

Effective July 1, 2012, the State of Florida adopted the Uniform Prudent Management of Institutional Funds Act ("UPMIFA"), and in accordance with ASC Topic 958, *Endowments of Not-for-Profit Organizations: Net Asset Classification of Funds Subject to an Enacted Version of the Uniform Prudent Management of Institutional Funds Act, and Enhanced Disclosures for All Endowment Funds*, the Orchestra classifies investment earnings on endowments as a component of net assets with donor restrictions if not appropriated for expenditure in the period earned. Once investment earnings are appropriated for expenditure, the Orchestra reclassifies the amount appropriated as a component of net assets without donor restrictions.

*Interpretation of Relevant Law:* The Orchestra's Board of Directors has interpreted the wishes of donors and state law as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Orchestra classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment; (b) the original value of subsequent gifts to the permanent endowment; and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets.

*Investment Return Objectives, Risk Parameters and Strategies:* The Orchestra has adopted investment and spending policies, approved by the Board of Directors, for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk. Endowment assets are invested in a well-diversified asset mix, which includes equity and fixed-income securities, that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to provide a high level of cash distribution, while growing the funds if possible. Therefore, the Orchestra expects its endowment assets, over time, to produce an average rate of return of approximately 6% annually. Actual returns in any given year may vary from this amount. Investment risk is measured in terms of the total endowment fund; investment assets and allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk.

*Spending Policy:* The Orchestra's endowment distribution policy is intended to maintain the purchasing power of the endowment while providing distributions to support the Orchestra's operations. The distribution formula is intended to distribute an amount approximately equal to the endowment's long-term expected total return.

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(14) Endowment Funds - Continued**

The distribution amount and policy are reviewed annually by the Investment Committee, or in lieu of an Investment Committee, by the Finance Committee, and the policy or distribution amount is adjusted as necessary. For the fiscal year ended June 30, 2020, the Board of Directors authorized the distribution to the operating fund of \$465,686 or 5.00% of the endowment assets' 12-quarter average as of December 31, 2018 and additional distributions of \$1,125,285. For the fiscal year ended June 30, 2019, the Board of Directors authorized the distribution to the operating fund of \$411,596 or 5.00% of the endowment assets' 12-quarter average as of December 31, 2017 and an additional distribution of \$106,884 to fund specific projects.

Endowment net asset composition by type of fund as of June 30, 2020 is as follows:

	Without Donor Restrictions	With Donor Restrictions		Total Endowment Net Assets
		Temporary Restrictions	Restricted in Perpetuity	
Board-designated for long-term investment	\$ -	-	-	-
Donor-restricted endowment funds	-	1,894,129	9,420,785	11,314,914
	<u>\$ -</u>	<u>1,894,129</u>	<u>9,420,785</u>	<u>11,314,914</u>

Changes in endowment net assets for the year ended June 30, 2020 are as follows:

	Without Donor Restrictions	With Donor Restrictions		Total Endowment Net Assets
		Temporary Restrictions	Restricted in Perpetuity	
Balance, beginning of year	\$ 1,324,532	3,264,101	9,527,451	14,116,084
Contributions	178,018	-	100	178,118
Investment income, net of fees	-	220,999	-	220,999
Change in value of beneficial interest	-	-	(106,766)	(106,766)
Board approved designation removal	(1,502,550)	-	-	(1,502,550)
Amount appropriated for expenditure	-	(1,590,971)	-	(1,590,971)
Balance, end of year	<u>\$ -</u>	<u>1,894,129</u>	<u>9,420,785</u>	<u>11,314,914</u>

Endowment net asset composition by type of fund as of June 30, 2019 is as follows:

	Without Donor Restrictions	With Donor Restrictions		Total Endowment Net Assets
		Temporary Restrictions	Restricted in Perpetuity	
Board-designated for long-term investment	\$ 1,324,532	-	-	1,324,532
Donor-restricted endowment funds	-	3,264,101	9,527,451	12,791,552
	<u>\$ 1,324,532</u>	<u>3,264,101</u>	<u>9,527,451</u>	<u>14,116,084</u>

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(14) Endowment Funds - Continued**

Changes in endowment net assets for the year ended June 30, 2019 are as follows:

	Without Donor Restrictions	With Donor Restrictions		Total Endowment Net Assets
		Temporary Restrictions	Restricted in Perpetuity	
Balance, beginning of year	\$ 2,538,176	3,380,389	9,526,018	15,444,583
Contributions	186,356	-	2,000	188,356
Investment income, net of fees	-	502,192	-	502,192
Change in value of beneficial interest	-	-	(567)	(567)
Board approved transfer	(1,225,412)	-	-	(1,225,412)
Board approved designation removal	(274,588)	-	-	(274,588)
Release of restrictions	100,000	(100,000)	-	-
Amount appropriated for expenditure	-	(518,480)	-	(518,480)
Balance, end of year	\$ <u>1,324,532</u>	<u>3,264,101</u>	<u>9,527,451</u>	<u>14,116,084</u>

**(15) Short-Term Borrowing Arrangements**

During fiscal 2017 the Orchestra executed a short-term borrowing arrangement with the brokerage institution holding its investments. The arrangement allows the Orchestra to borrow funds using certain of its investments as collateral. The interest rate on outstanding borrowings was 5% at June 30, 2020. There were no amounts outstanding under this arrangement at June 30, 2020 and 2019.

The Orchestra also has access to a \$150,000 revolving line of credit through a commercial bank. Interest accrues at the greater of the bank's prime rate plus 1.5% or 4% and the related promissory note matures in May 2022 at which time all outstanding principal and interest will be due and payable. There was no balance outstanding on the line of credit at June 30, 2020 or 2019.

**(16) Notes Payable**

The Orchestra had notes payable with aggregate outstanding principal balances of \$49,256 and \$58,840 at June 30, 2020 and 2019, respectively. One of the borrowings was executed in May 2019 and requires the Orchestra to make monthly payments of \$854, including interest at 6.8%, through June 2025. The loan is secured by a musical instrument.

The second note was executed in September 2017 and requires monthly payments of \$246, including interest at 5.75% through September 2023. The loan is secured by modular furniture.

**THE FLORIDA ORCHESTRA, INC.**

**Notes to Financial Statements - Continued**

**(16) Notes Payable - Continued**

The aggregate maturities of notes payable at June 30, 2020 are as follows:

<u>Year Ending June 30,</u>	
2021	\$ 10,206
2022	10,894
2023	9,371
2024	9,247
2025	<u>9,538</u>
	<u>\$ 49,256</u>

In April 2020, the Orchestra received a Paycheck Protection Program (“PPP”) loan of \$1,248,000 granted by the Small Business Administration under the Coronavirus Aid, Relief, and Economic Security Act (“CARES Act”). PPP loans are considered conditional contributions, with a right-of return in the form of an obligation to be repaid if a barrier to entitlement is not met. The barrier is that PPP loan funds must be used to maintain compensation costs and employee headcount, and other qualifying expenses (mortgage interest, rent and utilities) incurred following receipt of the funds. The Orchestra recognized the amount received as grant revenue as qualified expenses were incurred and barriers to entitlement were met in fiscal 2020. A formal request for forgiveness was submitted in October 2020. All indications are that the loan will be forgiven. However, if a portion of the loan must be repaid, the terms are such that the institution has sufficient liquidity to repay the unforgiven portion.

**(17) Related Party**

The Orchestra has received contributions or promises to give from various members of the Board of Directors which are reflected in the financial statements as private support in the amount of approximately \$890,000 and \$919,000 for the years ended June 30, 2020 and 2019, respectively.

**(18) Concentrations**

The Orchestra maintains cash balances with what management believes to be a high credit quality financial institution. At June 30, 2020 and 2019, amounts on deposit with this financial institution exceeded coverage provided by the FDIC by approximately \$595,000 and \$0, respectively.

Other concentrations of credit risk are described in Note 2.

## THE FLORIDA ORCHESTRA, INC.

### Notes to Financial Statements - Continued

#### (19) Risks and Uncertainties

The novel coronavirus (“COVID-19”) spread rapidly across the world in the first quarter of 2020 and was declared a pandemic by the World Health Organization in March 2020. The government and private sector responses to contain its spread began to adversely affect the broader economy and business in general in March 2020 and those impacts will likely affect operations beyond fiscal 2020, although such effects may vary significantly. The Orchestra’s operations were significantly impacted, including a substantial reduction in operating activities and the cancelation and postponement of scheduled performances. Future operations and the ability to perform for live audiences are dependent on applicable government requirements and are subject to ongoing modifications dependent on changes in COVID-19 cases. The duration and extent of the pandemic and its effects over longer terms cannot be reasonably estimated as of the date the financial statements were available for issuance. The risks and uncertainties resulting from the pandemic that may affect the results of operating activities, cash flows and financial condition include the nature and duration of any potential curtailment of program activities and the long-term effect on demand for the Orchestra’s cultural activities. Accordingly, significant estimates used in the preparation of the financial statements including those associated with evaluations of certain long-lived assets for impairment and expected credit losses on amounts owed to the Orchestra may be subject to significant adjustments in future periods.

The pandemic has adversely affected global economic activity and greatly contributed to significant deterioration and instability in financial markets. As a result, there has been heightened market risk and the Orchestra’s investment portfolio has incurred significant volatility in fair value since March 2020. Because the values of the Orchestra’s individual investments have and will fluctuate in response to changing market conditions, the amount of losses that will be recognized in future periods, if any, and the related impact on the Orchestra’s liquidity cannot be determined at this time.

#### (20) Subsequent Events

The Orchestra has evaluated events occurring after the statement of financial position date through February 15, 2021, the date the financial statements were available to be issued.

**SUPPLEMENTARY FINANCIAL INFORMATION**

**THE FLORIDA ORCHESTRA, INC.**

**Schedule of Combined Funds - Statement of Financial Position**

**June 30, 2020**

<b>Assets</b>	<b>Operating Fund</b>	<b>Endowment Fund</b>	<b>Total</b>
Cash and cash equivalents	\$ 1,093,988	-	1,093,988
Accounts receivable	102,429	-	102,429
Promises to give, net	241,687	-	241,687
Interfund receivables (payables)	(877,020)	877,020	-
Investments, at fair value	-	8,459,127	8,459,127
Bequests receivable	157,768	-	157,768
Beneficial interest in perpetual trusts	-	3,265,087	3,265,087
Beneficial interest in assets held by others	75,387	324,461	399,848
Prepaid expenses	33,579	-	33,579
Property and equipment, net	87,135	-	87,135
Total assets	\$ 914,953	12,925,695	13,840,648
<b>Liabilities and Net Assets</b>			
Liabilities:			
Accounts payable and accrued expenses	\$ 200,308	-	200,308
Capital lease obligations	16,938	-	16,938
Notes payable	49,256	-	49,256
Advance ticket sales	1,017,515	-	1,017,515
Total liabilities	1,284,017	-	1,284,017
Net assets:			
Without donor restrictions - Undesignated	(703,285)	1,610,781	907,496
With donor restrictions	334,221	11,314,914	11,649,135
Total net assets (deficit)	(369,064)	12,925,695	12,556,631
Total liabilities and net assets	\$ 914,953	12,925,695	13,840,648

**THE FLORIDA ORCHESTRA, INC.**

**Schedule of Combined Funds - Statement of Financial Position**

**June 30, 2019**

<b>Assets</b>	<b>Operating Fund</b>	<b>Endowment Fund</b>	<b>Total</b>
	<u>          </u>	<u>          </u>	<u>          </u>
Cash and cash equivalents	\$ 527,447	-	527,447
Accounts receivable	138,356	-	138,356
Promises to give, net	606,940	-	606,940
Interfund receivables (payables)	(698,904)	698,904	-
Investments, at fair value	-	9,976,833	9,976,833
Bequests receivable	157,768	-	157,768
Beneficial interest in perpetual trust	-	3,371,853	3,371,853
Beneficial interest in assets held by others	83,688	343,082	426,770
Prepaid expenses	120,415	-	120,415
Property and equipment, net	116,696	-	116,696
	<u>          </u>	<u>          </u>	<u>          </u>
Total assets	\$ <u>1,052,406</u>	<u>14,390,672</u>	<u>15,443,078</u>
<b>Liabilities and Net Assets</b>			
Liabilities:			
Accounts payable and accrued expenses	\$ 600,179	-	600,179
Capital lease obligations	24,155	-	24,155
Note payable	58,840	-	58,840
Advance ticket sales	1,445,689	-	1,445,689
	<u>          </u>	<u>          </u>	<u>          </u>
Total liabilities	2,128,863	-	2,128,863
Net assets:			
Without donor restrictions:			
Undesignated	(1,812,485)	274,588	(1,537,897)
Board-designated for long-term investment	-	1,324,532	1,324,532
	<u>          </u>	<u>          </u>	<u>          </u>
With donor restrictions	736,028	12,791,552	13,527,580
	<u>          </u>	<u>          </u>	<u>          </u>
Total net assets (deficit)	(1,076,457)	14,390,672	13,314,215
	<u>          </u>	<u>          </u>	<u>          </u>
Total liabilities and net assets	\$ <u>1,052,406</u>	<u>14,390,672</u>	<u>15,443,078</u>

**THE FLORIDA ORCHESTRA, INC.**

**Schedule of Combined Funds - Statement of Activities**

**For the Year Ended June 30, 2020**

	<u>Operating Fund</u>	<u>Endowment Fund</u>	<u>Total</u>
Support and revenue:			
Support:			
Private support	\$ 4,908,919	178,116	5,087,035
Governmental and other grants	1,639,141	-	1,639,141
Guild activities, net	125,244	-	125,244
Contributed services and in-kind	38,000	-	38,000
	<hr/>	<hr/>	<hr/>
Total support	6,711,304	178,116	6,889,420
Revenue:			
Admissions	2,768,748	-	2,768,748
Other performance revenue	297,187	-	297,187
Investment income, net	95	239,624	239,719
Other	71,656	-	71,656
	<hr/>	<hr/>	<hr/>
Total revenue	3,137,686	239,624	3,377,310
Total support and revenue	9,848,990	417,740	10,266,730
Expenses:			
Program services:			
Artistic	6,241,005	-	6,241,005
Box office	349,520	-	349,520
Education	300,799	-	300,799
Marketing	873,434	-	873,434
Operations	1,578,500	-	1,578,500
Supporting Services:			
General and administrative	924,656	-	924,656
Development	631,013	-	631,013
	<hr/>	<hr/>	<hr/>
Total expenses	10,898,927	-	10,898,927
Change in net assets before other changes	(1,049,937)	417,740	(632,197)
Other changes:			
Loss in value - perpetual trust	-	(106,766)	(106,766)
Net depreciation of assets held by others	-	(18,621)	(18,621)
Investment return appropriated for expenditure	1,757,330	(1,757,330)	-
	<hr/>	<hr/>	<hr/>
Change in net assets	707,393	(1,464,977)	(757,584)
Net assets (deficit), beginning of year	<hr/> (1,076,457) <hr/>	<hr/> 14,390,672 <hr/>	<hr/> 13,314,215 <hr/>
Net assets (deficit), end of year	<hr/> \$ (369,064) <hr/>	<hr/> 12,925,695 <hr/>	<hr/> 12,556,631 <hr/>

See accompanying independent auditor's report.

**THE FLORIDA ORCHESTRA, INC.**

**Schedule of Combined Funds - Statement of Activities**

**For the Year Ended June 30, 2019**

	<u>Operating Fund</u>	<u>Endowment Fund</u>	<u>Total</u>
Support and revenue:			
Support:			
Private support	\$ 4,607,748	188,356	4,796,104
Governmental and other grants	242,803	-	242,803
Guild activities, net	129,950	-	129,950
Contributed services and in-kind	192,195	-	192,195
	<hr/>	<hr/>	<hr/>
Total support	5,172,696	188,356	5,361,052
Revenue:			
Admissions	3,698,319	-	3,698,319
Other performance revenue	495,180	-	495,180
Investment income, net	157	509,265	509,422
Other	141,324	-	141,324
	<hr/>	<hr/>	<hr/>
Total revenue	4,334,980	509,265	4,844,245
Total support and revenue	9,507,676	697,621	10,205,297
Expenses:			
Program services:			
Artistic	6,460,777	-	6,460,777
Box office	330,311	-	330,311
Education	343,090	-	343,090
Marketing	1,125,876	-	1,125,876
Operations	2,069,546	-	2,069,546
Supporting services:			
General and administrative	795,645	-	795,645
Development	604,428	-	604,428
	<hr/>	<hr/>	<hr/>
Total expenses	11,729,673	-	11,729,673
Change in net assets before other changes	(2,221,997)	697,621	(1,524,376)
Other changes:			
Gain in value - perpetual trust	-	(567)	(567)
Net appreciation of assets held by others	-	(7,073)	(7,073)
Board approved asset transfer	1,225,412	(1,225,412)	-
Investment return appropriated for expenditure	518,480	(518,480)	-
	<hr/>	<hr/>	<hr/>
Change in net assets	(478,105)	(1,053,911)	(1,532,016)
Net assets (deficit), beginning of year	<hr/>	<hr/>	<hr/>
	(598,352)	15,444,583	14,846,231
Net assets (deficit), end of year	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (1,076,457)	14,390,672	13,314,215

See accompanying independent auditor's report.