Financial Statements and

Independent Auditor's Report

For the Year Ended May 31, 2020

# GARY A. SMITH CERTIFIED PUBLIC ACCOUNTANT

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#### INDEPENDENT AUDITOR'S REPORT

To The Board of Directors Community Arts Music Association of Santa Barbara, Inc. Santa Barbara, California

I have audited the accompanying financial statements of the Community Arts Music Association of Santa Barbara, Inc. which comprise the statement of financial position as of May 31, 2020, and the related statements of activities and cash flows for the year 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 misstatements, whether due to fraud or error.

#### Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of 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 these risk assessments, the auditor considers internal control relevant to the organization'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 organization's internal control. Accordingly, I 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.

I believe that the audit evidence that I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

### Opinion

In my opinion the financial statements referred to above present fairly, in all material respects, the financial position of the Community Arts Music Association of Santa Barbara, Inc. as of May 31, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### Report on summarized Comparative Information

I have previously audited the 2019 financial statements of the Community Arts Music Association, and I expressed an unmodified audit opinion on those audited financial statements in my report dated September 10, 2019. In my opinion, the summarized comparative information presented herein as of and for the year May 31, 2019 is consistent, in all material respects, with the audited financial statements from which it has been derived.

September 14, 2020

Dary a. Smith

# Statement of Financial Position May 31, 2020

(With comparative totals for 2019)

ASSETS:		
Current assets: Cash and cash equivalents Short-term investments (Note 3) Receivables Pledges receivable (Note 4) Prepaid expenses Total current assets	\$ 183,626 30,942 19,000 18,000 7,626 259,194	\$ 284,147 30,831 37,500 406,000 16,175 774,653
Investments (Note 5)	7,431,075	7,662,823
Pledges receivable, net of current position (Note 4)	235,698	225,654
Property and equipment: Furniture and equipment Leasehold improvements  Less: accumulated depreciation	101,799 12,083 113,882	100,169 12,083 112,252
Property and equipment, net	106,833 7,049	104,278 7,974
Total assets	<u>\$7,933,016</u>	<u>\$8,671,104</u>
LIABILITIES AND NET ASSETS: Current liabilities:		
Accounts payable and accrued expenses Advances received Deferred income - ticket sales Total current liabilities	\$ 3,688 24,799 	\$ 41,242 <u>249,820</u> <u>291,062</u>
Net assets: Without donor restrictions (Note 6) With donor restrictions (Note 6) Total net assets	2,332,255 5,572,274 7,904,529	2,242,217 6,137,825 8,380,042
Total liabilities and net assets	<u>\$7,933,016</u>	\$8,671,104

# COMMUNITY ARTS MUSIC ASSOCIATION OF SANTA BARBARA, INC. Statement of Activities

# Year ended May 31, 2020

# (With comparative totals for 2019)

CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS:	<u>2020</u>	<u>2019</u>
Revenue, gains and other support: Ticket sales Contributions Government grant	\$ 439,525 271,091 56,893	\$ 618,631 636,370
Bequests Event income Investment income (loss) (Note 5)	99,452 11,503	30,483 161,237 (26,181)
Acknowledgements Net assets released from restrictions (Note 7) Total revenue gains and other support	61,456 861,731 1,801,651	37,157 774,744 2,232,441
Direct expenses:     Artists' fees     Season brochures     Advertising     Event expenses     Box office fees     Publications expense     Graphics and website     Concert expenses     Ticketing network service     Season promotion     Rent expense     Stage crew and ushers     Facility fees     Consulting expenses     Other expenses     Subtotal	329,000 37,980 83,037 210,109 5,641 55,583 23,908 29,774 10,550 7,096 18,417 19,932 14,956 117,950 6 963,939	738,462 44,559 111,166 409,364 14,384 101,255 28,390 51,482 13,145 26,342 38,424 61,051 14,465 105,735 932 1,759,156
General operating and other expenses:     Accounting     Credit card fees     Depreciation expense     Development expense     Insurance     Office expense     Postage and mailing expense     Printing and reproduction     Centennial book     Payroll expenses     Rent expense     Telephone and internet services     Small equipment     Other expenses     Subtotal     Total expenses	48,200 13,572 2,555 252 11,462 27,385 1,974 12,707 542,315 77,059 7,711 314 2,168 747,674 1,711,613	45,129 16,874 2,581 572 6,787 28,396 7,095 27,315 47,170 586,916 74,846 7,486 1,696 580 853,443 2,612,599
Change in net assets without donor restrictions	\$ 90,038	\$ (380,158)

# Statement of Activities Year ended May 31, 2020 (With comparative totals for 2019)

	<u>2020</u>	2019
CHANGES IN NET ASSETS WITH DONOR RESTRICTONS:		
Contributions:		
Restricted by time	\$ 10,221	\$ 240,422
Restricted by purpose	166,062	135,355
Permanently restricted	12,997	103,500
	189,280	479,277
Investment income (loss) (Note 5)	106,900	(203,490)
Net assets released from restrictions (Note 7)	(861,731)	(774,744)
Change in net assets with donor restrictions	(565,551)	(498,957)
CHANGE IN TOTAL NET ASSETS	(475,513)	(879,115)
NET ASSETS, BEGINNING OF YEAR	8,380,042	9,259,157
NET ASSETS, END OF YEAR	<u>\$7,904,529</u>	\$8,380,042

# Statement of Cash Flows Year ended May 31, 2020 (With comparative totals for 2019)

CASH FLOWS FROM OPERATING ACTIVITIES	<u>2020</u>	<u>2019</u>
	\$ (475,513)	\$ (879,115)
Change in net assets Adjustments to reconcile change in	\$ (475,515)	\$ (8/9,113)
net assets to net cash provided by		
operating activities:		
	2,555	2,581
Depreciation	(4,953)	(103,500)
Contributions restricted for long-term purposes	73,613	434,003
Realized and unrealized (gain) loss on investments	73,013	434,003
(Increase) decrease in operating assets:  Receivables	19.500	(20,000)
	18,500	(30,000)
Pledges receivable	377,956	(4,422)
Prepaid expenses	8,549	24,394
Increase (decrease) in operating liabilities:	(27.554)	(10.2(7)
Accounts payable and accrued expenses	(37,554)	(18,267)
Advances received	24,799	/44 1 45
Deferred revenue	(249,820)	(44,145)
Net cash provided by operating activities	<u>(261,868)</u>	<u>(618,471</u> )
CASH FLOWS FROM INVESTING ACTIVITIES		
Property and equipment acquired	(1,630)	(3,602)
Purchase of investments	(1,854,374)	(6,595,574)
Sale of investments	2,012,398	6,856,818
Net cash provided by investing activities	156,394	257,642
CASH FLOWS FROM FINANCING ACTIVITIES Collection of contributions restricted for		
long-term purposes:		
Endowment fund	4,953	103,500
Net cash provided by financing activities	4,953	103,500
ivet easii provided by imalicing activities	4,933	103,300
INCREASE (DECREASE) IN CASH AND CASH		
EQUIVALENTS	(100,521)	(257,329)
2Q01111221110	(100,521)	(231,32))
CASH AND CASH EQUIVALENTS AT BEGINNING		
OF YEAR	284,147	541,476
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$ 183,626	\$ 284,147
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# Notes to Financial Statements Year Ended May 31, 2020

#### Note 1 Nature of organization

The Community Arts Music Association of Santa Barbara, Inc. (CAMA) is a non-profit corporation organized to bring high quality classical musicians from around the globe to the Santa Barbara area to perform orchestral, vocal, solo instrumental, and chamber concerts. The financial statements include the accounts of the CAMA Women's Board, an auxiliary group that promotes a public response and appreciation of concerts presented by CAMA.

#### Note 2 Summary of significant accounting policies

#### Basis of presentation

The financial statements of CAMA have been prepared in accordance with U.S. generally accepted principles (GAAP). GAAP requires that resources be classified for reporting purposes based on the existence or absence of donor-imposed restrictions.

Accordingly, net assets and changes in net assets are categorized as follows:

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor restrictions.

Net Assets With Donor Restrictions – Net assets subject to donor-imposed restrictions. Donor-imposed restrictions may be temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions may be perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

#### Revenue recognition

Revenue from an exchange transaction is recognized when earned. Ticket sales from concerts or events received in advance are recorded as deferred revenue and recognized in the period in which the related concert or event is performed. Contributions are recognized when cash, securities, or unconditional promise to give is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met.

#### Cash and equivalents

For financial statement purpose, CAMA considers all investments with a maturity at purchase of three months or less to be cash equivalents.

#### Investments

Investments are stated at market value. These investments are exposed to various risks, such as interest rate, market and credit risks. It is at least reasonably possible that changes within the next year could materially affect the reported amounts.

#### Equipment

Equipment and leasehold improvements are stated at cost and depreciated using the straight-line method over estimated useful lives of 3 to 5 years.

#### In-kind activities

CAMA has received non-cash goods and services in exchange for acknowledgements in CAMA's concert program. The goods and services include lodging for artists, promotion, and flowers for concerts. The fair value of these goods and services has been measured on a non-recurring basis using quoted prices for the same or similar assets (level 2 inputs).

#### Advertising

Advertising costs are expensed when incurred and are included in functional expenses.

#### Income Taxes

CAMA is exempt from Federal and California income taxes. Management believes that the tax positions taken are more likely than not to be sustained upon examination. CAMA's returns are subject to examination by federal and state taxing authorities, generally for three and four years, respectively, after they are filed.

#### Functional expenses

The costs of providing CAMA's various programs and supporting services have been summarized on a functional basis in Note 12. Certain costs, based upon estimates by management, have been allocated among the programs and supporting services benefited. The estimates by management take into consideration personnel and space utilization.

#### Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make certain estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### Recent accounting pronouncement

During 2019, CAMA adopted ASU No. 2018-08 – Not for Profit Entities (Topic 958): Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made. This standard provides guidance in determining (1) whether a grant or similar contract is to be treated as an exchange transaction or a contribution, and (2) determining whether a contribution is conditional or unconditional. The adoption of this standard does not change any previously recorded amounts.

#### Reclassifications

Certain reclassifications have been made to the 2019 financial statements to conform to the 2020 presentation.

#### Concentration of credit risk

Financial instruments which potentially subject CAMA to concentrations of credit risk consist of cash, money market funds, and receivables. CAMA places its cash and money market funds with high credit quality financial institutions. Cash and money market funds

may, at times, exceed federal insurance limits. CAMA has not experienced any losses on such accounts. With respect to receivables, CAMA performs ongoing credit evaluations and writes off uncollectible amounts as they become known.

Note 3 Short-term investments Short-term investments consist of a certificate of deposit.

Note 4 Pledges receivable Unconditional promises to give are expected to be realized in the following periods:

	<u>2020</u>		2019
In one year or less	\$ 18,000	\$	406,000
One to five years			
More than five years	323,000		321,000
Discount on pledges	 (87,302)		(95,346)
Total pledges receivable	253,698		631,654
Less: current portion	 18,000	9	406,000
Pledges receivable, net			
of current portion	\$ 235,698	\$	225,654

Amounts expected to be collected in future years are recorded at the present value of estimated future cash flows discounted at rates ranging from 3% to 4%.

Note 5 Investments Investments consist of the following:

	<u>2020</u>	<u>2019</u>
Money market funds	\$ 105,268	\$ 102,691
Mutual funds	7,325,807	7,560,132
	\$7,431,075	\$7,662,823

#### Investment income consists of the following:

1904 CO. 100 C		2000	202	0				2019	)	
	Wi	thout	With		7	Without	V	Vith		
	Do	nor	Donor		I	Donor	D	onor		
	Res	strictions	Restrictions	<u>Total</u>	I	Restrictions	R	estrictions		<b>Total</b>
Interest and dividends	\$	33,095	\$206,941	\$240,036	\$	37,414	\$	196,570	\$	233,984
Net realized and unrealized gain (loss)		(15,000)	(58,613)	(73,613)		(58,968)		(375,035)		(434,003)
Less investment expenses		(6,592)	_(41,428)	_(48,020)	_	(4,627)		(25,025)		(29,652)
Investment income (loss), net	<u>\$</u>	11,503	<u>\$106,900</u>	<u>\$118,403</u>	<u>\$</u>	(26,181)	\$	(203,490)	<u>\$</u>	(229,671)

Note 6	Net assets
Net assets	consist of the following

Net assets consist of the following.	2020	2019
Without donor restrictions:		
Board designated for:		
Endowment	\$1,272,361	\$1,272,361
Performances	150,000	200,000
Operating reserve	688,161	681,593
Undesignated	221,733	88,263
Sub-total	2,332,255	2,242,217
With donor restrictions:		
For programs	139,154	139,914
Held in perpetuity	4,999,817	4,986,820
Subject to appropriation and spending policy	415,303	607,091
Subject to passage of time	18,000	404,000
Sub-total	5,572,274	6,137,825
Total	<u>\$7,904,529</u>	<u>\$8,380,042</u>

#### Note 7 Net assets released from restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors as follows:

		2020	2019
Satisfaction of time restrictions	\$	395,000	\$ 236,000
Satisfaction of program restrictions		168,043	222,695
Endowment earnings expended:			
For programs	-	298,688	316,049
	\$	861,731	\$ 774,744

#### Note 8 Endowment

CAMA's endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by GAAP, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of relevant law

The Board of Directors has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of original gift as of the gift date of the donor-restricted endowment funds, unless there are explicit donor stipulations to the contrary. At May 31, 2020, there were no such donor stipulations. As a result of this interpretation, CAMA retains in perpetuity (a) the original value of initial and subsequent gift amounts donated to the endowment and (b) any accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added. Donor-restricted amounts not retained in perpetuity are subject to appropriation for expenditure by CAMA in a manner consistent with the standard of prudence prescribed by UPMIFA. CAMA considers the following factors in making a determination to appropriate or accumulate door-restricted endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of the organization and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of the organization
- (7) The investment policies of the organization

Return objectives and risk parameters

CAMA has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the organization must hold in perpetuity as well as board-designated funds. Under this policy, the endowment assets are invested in a manner that is intended to produce results that are appropriate for a moderate level of investment risk.

Strategies employed for achieving objectives

To satisfy its long-term rate-of-return objectives, CAMA relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). CAMA targets a diversified asset allocation to achieve its long-term return objectives.

Spending policy

CAMA's spending policy is to withdraw in any given year no more than 6% of the fair market value of the assets of the fund valued as of the first day of each fiscal year. Current Board policy on the spending rate is 4.75% per annum, based on a five-year rolling average.

Endowment net asset composition by type of fund as of May 31, 2020:

	Without Donor	Investment	Held in	
	Restrictions	Appreciation	Perpetuity	<u>Total</u>
Board designated endowment funds Donor restricted endowment funds	\$1,272,361 \$1,272,361	\$ - 415,303 \$ 415,303	\$ - 4,999,817 \$4,999,817	\$1,272,361 5,415,120 \$6,687,481

Change in endowment net assets for the year ended May 31, 2020:

W	ithout Donor Restrictions	With Donor Investment Appreciation	Restrictions Held in Perpetuity	<u>Total</u>
Endowment net assets, beginning of year Investment return:	\$1,272,361	\$ 607,091	\$4,986,820	\$6,866,272
Interest and dividends Realized and unrealized gains (losses) Less: investment expenses		206,941 (58,613) (41,428)		206,941 (58,613) (41,428)
Total investment return Contributions Appropriation for expenditures		106,900 (298,688)	12,997	106,900 12,997 (298,688)
Endowment net assets, end of year	<u>\$1,272,361</u>	<u>\$ 415,303</u>	<u>\$4,999,817</u>	<u>\$6,687,481</u>

#### Funds with deficiencies

From time to time, the fair value associated with donor-restricted endowment funds may fall below the level required to be maintained by the donor or by law (underwater endowments). There were no deficiencies of this nature at May 31, 2020.

#### Note 9 Fair value measurements

CAMA measures the fair value of financial instruments in accordance with ASC 820 *Fair Value Measures*. The standard establishes a fair value hierarchy that prioritizes the inputs used to measure fair value as follows:

Level 1: Quoted prices in active markets for identical assets or liabilities.

Level 2: Quoted prices in active or inactive markets for the same or similar assets.

Level 3: Inputs that are unobservable, with valuations based on cash flow models and similar techniques, and not based on market activity.

Level 2 measurements were used in recording in-kind acknowledgements in amount of \$31,250. Level 3 measurements were not utilized in 2020.

Assets measured at fair value as of May 31, 2020 are as follows:

#### Measured on a recurring basis:

	Level 1	Level 2	Level 3	<u>Total</u>
Money market funds Mutual funds	\$ 105,268	\$ -	\$ -	\$ 105,268
Equity funds	4,649,507			4,649,507
Fixed income funds	1,939,253			1,939,253
Real estate funds	444,367			444,367
Commodity funds	292,680			292,680
	7,325,807			7,325,807
	<u>\$7,431,075</u>	<u>\$</u>	<u>\$</u>	\$7,431,075

#### Note 10 Retirement plan

CAMA maintains a retirement savings plan for eligible employees. Each participant may elect to contribute a percentage of their annual compensation to the plan. CAMA's matching contribution to the plan was \$10,046 for the year ended May 31, 2020.

#### Note 11 Commitments and contingencies

At May 31, 2020, CAMA has contractual obligations with orchestras and artists for the 2020-2021 fiscal year totaling \$421,500.

CAMA leases office space under a lease agreement that expires in July 2023. This lease is subject to annual increases for inflation. CAMA leases equipment under an operating lease that expires in June 2023.

At May 31, 2020, future minimum lease payments under these agreements were as follows:

Year ending May 31	]	<u>Facilities</u>	Equi	pment	 Total
2021	\$	67,586		5,538	\$ 73,124
2022		67,586		5,538	73,124
2023		67,586		5,538	73,124
2024		11,264		462	 11,726
	\$	214,022	\$ 1	7,076	\$ 231,098

CAMA is presently involved in litigation related to an incident that occurred at a public event. Management believes, based upon consultation with legal counsel, that this matter will not have a material adverse effect on the financial statements.

Note 12 Functional expenses Functional classification of expenses is as follows:

		Program	Management		Fund			2020
		<u>Services</u>	and	d General		Raising		<u>Total</u>
a	Φ.	222 525	Ф	105 604	Φ.	100.006	Φ.	5 40 01 5
Salaries and benefits	\$	223,705	\$	185,684	\$	132,926	\$	542,315
Artists fees		329,000						329,000
Advertising		83,037						83,037
Publications expense		55,583						55,583
Theatre rental		53,305						53,305
Consultants		117,950						117,950
Other production costs		114,955						114,955
Special events						210,109		210,109
Facilities		28,822		27,974		27,974		84,770
Supplies and services		29,828		72,457		15,749		118,034
Depreciation		869		843		843		2,555
Total expenses	\$	1,037,054	\$	286,958	\$	387,601	\$1	,711,613

### Note 13 Related party transactions

In 2019 CAMA paid consulting fees in amount of \$30,000 and \$3,600 respectively to two Board members. In addition, a Board member holds a position of responsibility with the bank that manages a majority of CAMA's investments. Investment fees paid in 2020 were \$48,020 in amount.

Note 14. Financial assets and liquid resources

Financial assets and liquid resources that are available with

Financial assets and liquid resources that are available within one year of May 31, 2020 to fund general expenditures and other obligations as they become due are as follows:

Financial assets:	•
Cash and cash equivalents	\$ 179,472
Short-term investments	30,942
Grants and pledges receivable	
due within one year	18,000
Other receivables	19,000
Board designations:	
Subsequent year's endowment	
payout	290,073
Operating reserve transfer	230,000
Total financial assets available	
within one year	<u>\$ 767,487</u>

CAMA may experience budgetary short-falls due to the unpredictability and timing of the receipt of grants and donations. To manage liquidity CAMA maintains an operating reserve in the amount of \$688,161. Although CAMA does not intend to spend from its board

designated funds other than the annual appropriations, these funds, totaling \$2,110,522, could be made available if necessary. Also see Note 15 below.

#### Note 15 Uncertainties

The United States and the world are currently experiencing a health pandemic known as COVID-19. Cures for this virus have not yet been established. Business and governmental entities are operating at a reduced capacity. As a result there is social and economic havoc, and uncertainty as to when it will end. The impact on CAMA's financial position while not currently determinable, is expected to be significant, including the canceling of concerts scheduled for the 2020-2021 season.

#### Note 16 Subsequent events

Subsequent events have been evaluated through September 14, 2020, which is the date the financial statements were available to be issued.