

**SANTA BARBARA**  
**MUSEUM OF ART**  
**JUNE 30, 2021**  
**FINANCIAL STATEMENTS**



**BARTLETT, PRINGLE & WOLF, LLP**  
CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

# SANTA BARBARA MUSEUM OF ART

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## INDEPENDENT AUDITOR'S REPORT

**To the Board of Trustees of  
Santa Barbara Museum of Art:**

### **Report on the Financial Statements**

We have audited the accompanying financial statements of the Santa Barbara Museum of Art, which comprise the statement of financial position as of June 30, 2021, the related statements of activities and changes in net assets, functional expenses 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 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 audit. We conducted our audit 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 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 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 Santa Barbara Museum of Art as of June 30, 2021 and the results of its operations, functional expenses 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**

We have previously audited the Santa Barbara Museum of Art's 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 30, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Bartlett, Pringle + Wolf, LLP*

Santa Barbara, California  
January 28, 2022

**SANTA BARBARA MUSEUM OF ART  
STATEMENT OF FINANCIAL POSITION  
June 30, 2021 and 2020**

<u><b>ASSETS</b></u>		
	2021	2020
<b>Assets</b>		
Cash and cash equivalents	\$ 5,175,688	\$ 2,757,247
Restricted cash	1,789,981	1,776,754
Accounts receivable	15,823	1,795
Bequests and contributions receivable	2,853,161	3,112,259
Inventory	87,226	177,340
Prepaid expenses	212,132	246,850
Investments	65,237,896	51,233,511
Charitable remainder trusts, perpetual income trust interests and gift annuities	14,487,173	16,249,213
Buildings and equipment, net	52,435,869	48,222,152
 Total Assets	 \$ 142,294,949	 \$ 123,777,121
 <u><b>LIABILITIES AND NET ASSETS</b></u>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 1,156,348	\$ 2,391,147
Deferred income	584,052	220,356
Loans payable	7,576,280	5,611,459
Gift annuity liabilities	2,598	3,378
 Total Liabilities	 9,319,278	 8,226,340
 <b>Net Assets</b>		
Without donor restrictions	84,128,658	71,347,156
With donor restrictions	48,847,013	44,203,625
 Total Net Assets	 132,975,671	 115,550,781
 Total Liabilities and Net Assets	 \$ 142,294,949	 \$ 123,777,121

*See accompanying notes*

**SANTA BARBARA MUSEUM OF ART**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**For the Year Ended June 30, 2021**  
**With Comparative Totals for the Year Ended June 30, 2020**

	Without Donor Restrictions	With Donor Restrictions	Total All Funds	
			2021	2020
<b>Income</b>				
Support and Revenue:				
Admissions	\$ 2,515	\$ -	\$ 2,515	\$ 52,556
Events, programs, classes and lectures	27,722	-	27,722	156,161
Membership income	296,017	-	296,017	571,793
Contributions and grants	2,566,845	7,275,767	9,842,612	6,650,742
Special events, net of event expenses of \$13,444 and \$28,007	135,758	-	135,758	74,910
Membership tours, net of tour expenses of \$128,596 and \$894,949	(99,903)	-	(99,903)	(38,969)
Museum store sales, net of store expenses of \$434,106 and \$402,489	(124,369)	-	(124,369)	(84,281)
Change in value of charitable trusts and gift annuities	-	(1,626,926)	(1,626,926)	(1,325,668)
Distributions from perpetual trusts	511,451	-	511,451	235,228
Investment income (loss), net	11,102,167	4,371,424	15,473,591	(93,544)
Exhibition and collection management income	1,922	128,555	130,477	60,208
Other income	3,315	-	3,315	23,043
<b>Total income</b>	<b>14,423,440</b>	<b>10,148,820</b>	<b>24,572,260</b>	<b>6,282,179</b>
Net assets released from restrictions	5,505,432	(5,505,432)	-	-
<b>Expenses</b>				
Program:				
Curatorial, collection, management and exhibitions	1,996,063	-	1,996,063	2,060,101
Education, programs and outreach	1,032,081	-	1,032,081	1,140,936
Tours, store and membership	157,320	-	157,320	212,711
Building services and security	1,843,783	-	1,843,783	1,638,795
<b>Total Program Expenses</b>	<b>5,029,247</b>	<b>-</b>	<b>5,029,247</b>	<b>5,052,543</b>
Supporting Services:				
Management and general	1,295,474	-	1,295,474	1,256,635
Fundraising and development	523,723	-	523,723	516,126
<b>Total Supporting Services</b>	<b>1,819,197</b>	<b>-</b>	<b>1,819,197</b>	<b>1,772,761</b>
<b>Total Expenses</b>	<b>6,848,444</b>	<b>-</b>	<b>6,848,444</b>	<b>6,825,304</b>
<b>Excess (Deficit) of Revenue, Gains and Other Support Over Expenses Before Other Changes in Net Assets</b>	<b>13,080,428</b>	<b>4,643,388</b>	<b>17,723,816</b>	<b>(543,125)</b>
Other Changes in Net Assets:				
Deaccessioning income	1,488	-	1,488	30,755
Acquisition of art	(300,414)	-	(300,414)	(310,199)
<b>Total Other Changes in Net Assets</b>	<b>(298,926)</b>	<b>-</b>	<b>(298,926)</b>	<b>(279,444)</b>
<b>Change in net assets</b>	<b>12,781,502</b>	<b>4,643,388</b>	<b>17,424,890</b>	<b>(822,569)</b>
<b>Net assets, beginning of the year</b>	<b>71,347,156</b>	<b>44,203,625</b>	<b>115,550,781</b>	<b>116,373,350</b>
<b>Net assets, end of year</b>	<b>\$ 84,128,658</b>	<b>\$ 48,847,013</b>	<b>\$ 132,975,671</b>	<b>\$ 115,550,781</b>

*See accompanying notes*

**SANTA BARBARA MUSEUM OF ART**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**For the Year Ended June 30, 2021**

	Program					Supporting Services		Total Expenses
	Curatorial, collection, management and exhibitions	Education, programs and outreach	Building services and security	Tours, store and membership	Total Program	Management and general	Fundraising and development	
Salaries and related costs	\$ 1,322,889	\$ 805,810	\$ 1,217,395	\$ 363,094	\$ 3,709,188	\$ 871,188	\$ 381,920	\$ 4,962,296
Services and professional fees	126,694	51,393	48,565	7,100	233,752	68,754	15,559	318,065
Equipment and supplies	15,212	14,929	30,718	5,612	66,471	62,667	53,287	182,425
Postage and shipping	12,914	2,142	8,984	8,780	32,820	12,175	5,913	50,908
Maintenance and installation	148,735	12,868	164,279	8,738	334,620	3,057	3,193	340,870
Printing, publications and advertising	47,369	65,363	-	37,152	149,884	531	29,189	179,604
Occupancy	207,543	25,200	254,240	24,054	511,037	121,172	-	632,209
Depreciation	113,695	59,552	105,021	41,012	319,280	73,789	29,831	422,900
Merchandise	-	-	-	180,430	180,430	-	-	180,430
Merchant, bank and other fees	1,012	8,268	14,581	44,050	67,911	82,141	4,831	154,883
<b>Total expenses by function</b>	<b>1,996,063</b>	<b>1,045,525</b>	<b>1,843,783</b>	<b>720,022</b>	<b>5,605,393</b>	<b>1,295,474</b>	<b>523,723</b>	<b>7,424,590</b>
Less expenses included with revenues on the statement of activities								
Tour expenses	-	-	-	(128,596)	(128,596)	-	-	(128,596)
Store expenses	-	-	-	(434,106)	(434,106)	-	-	(434,106)
Special events	-	(13,444)	-	-	(13,444)	-	-	(13,444)
<b>Total included in expense section on the statement of activities</b>	<b>\$ 1,996,063</b>	<b>\$ 1,032,081</b>	<b>\$ 1,843,783</b>	<b>\$ 157,320</b>	<b>\$ 5,029,247</b>	<b>\$ 1,295,474</b>	<b>\$ 523,723</b>	<b>\$ 6,848,444</b>

*See accompanying notes*

**SANTA BARBARA MUSEUM OF ART**  
**STATEMENT OF CASH FLOWS**  
**For the Years Ended June 30, 2021 and 2020**

	<u>2021</u>	<u>2020</u>
Cash Flows From Operating Activities		
Change in net assets	\$ 17,424,890	\$ (822,569)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	422,900	445,083
Extinguishment of debt	(848,667)	-
Net realized and unrealized gain on investments	12,191,998	(837,001)
Non-cash change in value of charitable trusts and gift annuities	1,626,926	1,325,668
Changes in:		
Accounts receivable	(14,028)	(711)
Bequests and pledges receivable	259,098	155,359
Inventory	90,114	(26,530)
Prepaid expenses	34,718	64,254
Accounts payable and accrued expenses	(1,234,799)	(428,342)
Deferred revenue	363,696	(290,444)
Gift annuity liabilities	(780)	(585)
Net Cash Provided (Used) by Operating Activities	<u>30,316,066</u>	<u>(415,818)</u>
Cash Flows From Investing Activities		
Payments for equipment and building improvements	(4,636,617)	(12,751,129)
Proceeds from sale and maturities of investments	59,983,007	29,582,448
Purchases of investments	(86,179,390)	(22,153,178)
Net Cash Used by Investing Activities	<u>(30,833,000)</u>	<u>(5,321,859)</u>
Cash Flows From Financing Activities		
Payments on long-term debt	(6,311,207)	(26,985)
Proceeds from draw on line of credit	9,124,695	3,348,667
Payments from gift annuitants	135,114	3,765,675
Net Cash Provided by Financing Activities	<u>2,948,602</u>	<u>7,087,357</u>
Increase in cash and cash equivalents and restricted cash	2,431,668	1,349,680
Cash and cash equivalents and restricted cash, beginning of year	<u>4,534,001</u>	<u>3,184,321</u>
Cash and cash equivalents and restricted cash, end of year	<u>\$ 6,965,669</u>	<u>\$ 4,534,001</u>

**SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION**

Cash paid during the year for interest	<u>\$ 44,385</u>	<u>\$ 45,468</u>
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*See accompanying notes*



**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

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**Note 1 - Nature of Organization**

The Santa Barbara Museum of Art (the "Museum") is a California non-profit corporation founded in 1941 to collect, exhibit and interpret works of art and organize diverse exhibitions and programs to enhance public knowledge and appreciation of art. The mission of the Santa Barbara Museum of Art is to integrate art into the lives of people. The Museum believes in the power of art to ignite imagination, stimulate thought and generate experiences that are personally rewarding.

Recognizing that art museums play a constructive role in society, the Museum is committed to:

- Serve and educate the public.
- Champion a breadth of artistic expression.
- Enhance quality of life in the community.
- Accomplish these through the collection, research, preservation, and exhibition of works of art and the advancement of knowledge about them.
- Succeed as an organization through effective interdependence, collaboration and innovation.

The Museum's collection is comprised of approximately 25,000 works of art which span 5,000 years of human creativity and includes classical antiquities and masterpieces of French Impressionism. The Museum's collection of the arts of Asia, Europe and the Americas includes paintings, sculpture, prints, drawings, photographs, ceramics, glass, jades, bronzes, lacquer and textiles.

In addition to displaying its permanent collection, the Museum hosts special exhibitions, some traveling from other museums and some originated by its own curators. Its own exhibitions are often accompanied by scholarly catalogues and from time to time travel to other museums. The Museum has approximately 3,000 members, largely from the Santa Barbara area. Annual attendance at the Museum averages over 60,000 visitors.

The Museum brings people and art together through a broad array of formal and informal learning opportunities for all ages, both in the Museum and out in the community. The Museum provides more than twenty art education programs to over 20,000 people annually. These include academic, outreach and after school programs for K-twelfth-grade students, activities and events for families, classes for college students and lifelong learning opportunities for adults and seniors. In addition, the Museum regularly organizes and hosts lectures, symposia, film series, and focused gallery tours for the Museum's major exhibitions. Many of these programs involve collaborations with community organizations, schools and teachers, colleges and universities as well as selected artists.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 2 - Summary of Significant Accounting Policies**

Basis of Accounting

The accompanying financial statements of the Museum are prepared using the accrual basis of accounting.

Cash and Cash Equivalents

The Museum classifies its unrestricted short-term, highly liquid investments having original maturities of three months or less as cash equivalents, except for cash which is held by investment portfolio managers until suitable long-term investments are identified.

Inventory

Inventory consists of goods held for sale in the Museum store and is carried at the lower of cost (first-in, first-out method) or market.

Buildings and Equipment

Buildings and equipment are recorded at cost if purchased or at fair market value at time of contribution if donated. Depreciation and amortization expense are computed using the straight-line method over the lesser of the useful lives of the assets or the term of the related lease agreement. Depreciable lives of the assets range from 5 to 40 years. In general, the Museum capitalizes fixed assets with a cost of \$1,500 or more and with an expected life of greater than one year.

Investments

The Museum records investments in debt and equity securities with readily determinable market values at fair value. The fair value of investments in securities traded on national securities exchanges is valued at the closing price on the last business day of the fiscal year. The investments in partnerships and private equity, for which quoted market prices are not readily available, are determined by management in good faith with the assistance of third-party investment managers using methods it considers appropriate. The cost basis in alternative investments are adjusted for partnership activity estimated by the general partners. Realized and unrealized gains and losses are included in the change in net assets.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

Classification of Net Assets

The Museum reports information regarding its financial position and activities based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Museum are classified and reported as follows:

*Net assets without donor restrictions* – Net assets available for use in general operations without any donor-imposed restrictions. From time to time, the Museum’s Board of Trustees may designate certain net assets for particular purposes and objectives.

*Net assets with donor restrictions* – Net assets that are subject to donor-imposed restrictions that will be met either by actions of the Museum and/or the passage of time. These balances represent the unexpended portion of donor-restricted contributions and investment return to be used for specific programs and activities as directed by the donor. These balances also include net assets subject to donor-imposed restrictions that they must be maintained permanently (e.g. endowment funds). Typically, the donors of these types of assets allow the Museum to use the income earned on the related investments for general or specific purposes.

Collections

In conformity with the practice followed by art museums, art objects purchased or donated are not included in the accompanying statement of financial position. The Museum maintains a comprehensive fine arts collection. The collection is used for the purposes of exhibition, education, study, research, publications and loans to other museums. The collection is kept under curatorial care including extensive conservation practices and specialized fine arts insurance coverage, and is subject to the Museum's policy that requires proceeds from the sale of collection items to be used only for artwork. The Museum does not recognize donated collection items as contribution income as its collections are not capitalized.

Revenue Recognition

The Museum generates revenue and support from various sources. Revenues that are accounted for outside the scope of ASC 606 include non-exchange funds received by the Museum which are voluntary and un-reciprocal contributions, interest and dividend income, and certain state grants.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

Revenue Recognition (Continued)

In accordance with ASC 606, revenue is reported at the amount that reflects the consideration to which the Museum expects to be entitled in exchange for providing services to customers, and is recognized as performance obligations are satisfied. Performance obligations are determined based on the nature of services provided by the Museum. Performance obligations satisfied over time are related to memberships, as further described below. Performance obligations satisfied at a point in time include Museum admissions, special events, membership tours, Museum store sales, and lectures/classes.

The Museum offers a variety of membership levels that typically have a one year term period. Performance obligations are met and revenue is recognized over the term of the membership. Memberships that continue into the following fiscal year are recorded as deferred revenue and are recognized over the remainder of months left in the membership.

Contributions and Promises to Give

Unconditional contributions are considered to be non-exchange transactions and are recognized when cash, securities, other assets, or an unconditional promise to give is received. Contributions are recorded as *without donor restriction* unless the donor stipulates a specific purpose. Donor-restricted contributions are recorded as an increase in net assets *with donor restrictions* depending on the nature of the restriction. When a restriction expires, net assets are reclassified to *without donor restriction*. Donated marketable securities are recorded at fair market value on the date of donation.

Legally enforceable pledges, less an allowance for uncollectible amounts (if deemed necessary), are recorded as a receivable in the year made.

Conditional promises to give, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. No material conditional promises to give existed as of June 30, 2021.

Contributed Services

A substantial number of volunteers have donated their time to the Museum as docents, board members and in auxiliary organizations. As this volunteer service does not meet the recognition requirements of accounting principles generally accepted in the United States of America, no amounts have been recognized in the accompanying Statement of Activities.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

Exhibitions

The Museum records all contributions for future exhibitions as revenue with donor restrictions and all expenditures for future exhibitions as prepaid expenses. The revenue and expenses are recognized in the year the exhibition begins.

Functional Expenses

The Museum allocates its expenses on a functional basis among its various program, management and general, and fundraising expenses. Expenses that can be identified with a specific area are allocated directly according to their natural expenditure classification. Other expenses that are common to several functions are allocated by various statistical bases.

Income Taxes

The Museum is exempt from federal and state income taxes under Internal Revenue Code Section 501(c)(3) and Section 23701(d) of the California Revenue and Taxation Code; therefore, no provision for income taxes has been made. The Museum has not been classified as a private foundation.

The Museum evaluates uncertain tax positions, whereby the effect of the uncertainty would be recorded if the outcome was considered probable and reasonably estimable. As of June 30, 2021, the Museum had no uncertain tax positions requiring disclosure or accrual.

The Museum files tax returns in California and U.S. federal jurisdictions. The Museum is no longer subject to U.S federal and state examinations by tax authorities for years ending before 2016.

Estimates

The preparation of financial statements in conformity with GAAP requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenue and expenses. Significant estimates used in preparing these financial statements include:

- Lives of fixed assets and method of depreciation.
- Net present value of income interest in trusts and future annuities payable by charitable and gift annuity trusts.
- Fair market values of assets held by charitable trusts.
- Fair market value of certain investments.
- Allocation of expenses to various program and support service categories.
- Uncertain tax positions.

It is at least reasonably possible that these estimates could change in the coming year.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 2 - Summary of Significant Accounting Policies (Continued)**

Comparative Amounts

The amounts shown for the year ended June 30, 2020, in the accompanying financial statements are included to provide a basis for comparison with June 30, 2021, and are not intended to present all information necessary for a fair presentation of the June 30, 2020 financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP).

Recent Accounting Updates

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which provides a five-step analysis of contracts to determine when and how revenue is recognized and replaces most existing revenue recognition guidance in GAAP. The new standard requires revenue to be recognized when promised goods or services are transferred to customers in an amount that reflects the consideration that is expected to be received for those goods or services. The FASB issued ASU No. 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842)*, which deferred the effective date for these standards. The provisions of Topic 606 were effective for the Museum for the year ended June 30, 2021 with a date of initial application of July 1, 2020. The Museum adopted the new revenue standard using the full retrospective method, which did not result in a restatement of prior periods. The adoption of Topic 606 did not have a significant impact to the financial statements.

In February 2016, the FASB issued Accounting Standards Update No. 2016-02, *Leases (ASU 2016-02)*. This ASU provides accounting guidance for both lessee and lessor accounting models. Among other things, lessees will recognize a right-of-use asset and a lease liability for leases with a duration of greater than one year. For income statement purposes, ASU 2016-02 will require leases to be classified as either operating or finance. Operating leases will result in straight-line expense while finance leases will result in a front-loaded expense pattern. The FASB issued ASU No. 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842)*, which deferred the effective date for these standards. The provisions of Topic 842 are now effective for annual reporting periods beginning after December 15, 2021. The new standard will be effective for the Museum for the year ended June 30, 2023. Management is currently in the process of evaluating the impact of this guidance on its financial position, results of operations, and cash flows.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 3 - Liquidity and Availability**

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, consist of the following:

Total financial assets available to fund general operations at June 30, 2021	\$ 32,335,937
Plus other funds subject to appropriation for operations on donor restricted endowment funds	
Fiscal year 2022 estimated endowment appropriation for operations	713,634
Fiscal year 2022 estimated trust distributions	<u>511,000</u>
Total financial assets available within one year	<u>\$ 33,560,571</u>

The Museum has endowment funds that consist of both donor-restricted and Board-designated amounts. The Board-designated funds available for general use are included above as are the estimated earnings on donor-restricted funds providing they are also available for general use.

As part of the Museum's liquidity management procedures, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Museum invests cash in excess of daily requirements in short term investments and money market funds. Occasionally, the Board designates a portion of any operating surplus to its operating reserve.

**Note 4 - Bequests and Contributions Receivable**

Unconditional promises to give are included in the financial statements as receivables and revenue of the appropriate net asset category. As of June 30, 2021, the Museum has total bequests and pledges receivable of \$2,853,161. Management expects no material write-offs for receivables at June 30, 2021; therefore, no current provision has been made. These contributions and bequests are expected to be collected as follows:

Less than one year	\$ 1,437,128
More than one year	<u>1,416,033</u>
Total bequests and pledges receivable	<u>\$ 2,853,161</u>

**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

**Note 5 - Investments**

Investments consist of the following at June 30, 2021:

	<u>Cost</u>	<u>Market</u>
Marketable Securities:		
Cash equivalents	\$ 2,842,694	\$ 2,842,694
Hedge mutual funds	1,188,774	1,269,614
Stock mutual funds	41,375,348	46,002,406
Bond mutual funds	9,774,498	9,577,377
Total Marketable Securities	55,181,314	59,692,091
Alternative Investments	5,545,805	5,545,805
Total Investments	<u>\$ 60,727,119</u>	<u>\$ 65,237,896</u>
Unrealized gain as of June 30, 2021		\$ 4,510,777
Unrealized gain as of June 30, 2020		242,483
Change in unrealized gain		<u>\$ 4,268,294</u>

The market values of marketable securities are from quoted prices as of June 30, 2021, and the market value of alternative investment partnerships are provided by the general partners. These amounts are not necessarily indicative of the amounts the Museum could realize in a current market exchange. At June 30, 2021, the Museum had remaining investment commitments to alternative investment partnerships that are not readily marketable of approximately \$1,200,000. Investment income is allocated to participating funds based upon each fund's respective percentage share in the Museum's investment pool.

The Board of Trustees has adopted a "total return" methodology for providing operating support to the Museum's Operating Fund. This annual draw is calculated as 4.95% of the twenty-quarter moving average of the fair market value of the endowment investment funds as of December 31.

The net investment income for the year ended June 30, 2021 consists of:

Interest and dividends	\$ 1,601,531
Net realized gain	7,923,704
Partnership gain	1,837,389
Net change in unrealized gain	4,268,294
Less investment expenses	<u>(157,327)</u>
Net investment income	<u>\$ 15,473,591</u>



**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 6 - Fair Value Measurement**

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 820, Fair Value Measurement and Disclosures, provides the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes inputs to the valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820 are described as follows:

- Level 1: Quoted prices in active markets for identical assets or liabilities.
- Level 2: Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in active markets that are not active; discounted cash flows; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.
- Level 3: Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Investments that are included in this category generally include privately held investments and securities held in partnership format.

The asset's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value.

**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

**Note 6 - Fair Value Measurement (Continued)**

Money market funds:	Money market funds valued at the net asset value (NAV) of shares held at year end.
Common stocks, fixed income, and mutual funds:	Exchange traded securities, mutual funds, and highly-liquid government bonds valued at quoted market prices or NAV of shares held as of year-end.
Charitable trust agreements and gift annuities:	Valued at estimated net present value (NPV) of beneficial interest in trust.
Partnerships:	Estimated by management and general partners in the absence of readily determinable fair values.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Museum believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level within the fair value hierarchy the assets at fair values as of June 30, 2021:

Description	Level 1	Level 2	Level 3	Total
<b>Investments</b>				
Money market	\$ 2,842,694	\$ -	\$ -	\$ 2,842,694
Hedge mutual funds	1,269,614	-	-	1,269,614
Stock mutual funds	46,002,406	-	-	46,002,406
Bond mutual funds	9,577,377	-	-	9,577,377
Partnerships	-	-	5,545,805	5,545,805
<b>Total Investments</b>	<b>59,692,091</b>	<b>-</b>	<b>5,545,805</b>	<b>65,237,896</b>
Charitable trust agreements	-	14,487,173	-	14,487,173
<b>Total assets measured at fair value</b>	<b><u>\$59,692,091</u></b>	<b><u>\$14,487,173</u></b>	<b><u>\$ 5,545,805</u></b>	<b><u>\$79,725,069</u></b>

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 6 - Fair Value Measurement (Continued)**

The following table provides a reconciliation of assets measured at fair value using significant unobservable inputs (Level 3) during the year ended June 30, 2021:

Balance, beginning of year	\$ 4,426,565
Partnership gain	1,837,389
Purchases and issuances	506,489
Sales and settlements	<u>(1,224,638)</u>
Balance, end of year	<u>\$ 5,545,805</u>

**Note 7 - Gift Annuities**

The Museum has entered into charitable gift annuity agreements. Pursuant to the agreements, the Museum received a charitable gift of marketable securities and is obligated to make annual payments for the remainder of the donor's life. The asset was originally recorded at fair market value on the date of creation. The liability is recorded at present value of future payments.

The assets for the annuities are physically and legally segregated from other assets of the Museum pursuant to the California Insurance Code. The California Department of Insurance Regulations requires that no more than 50% of these segregated assets be invested in stock. The Museum has its gift annuities currently invested in a balanced index fund.

**Note 8 - Charitable Trust Agreements**

Charitable trust agreements in which the Museum has been named as an irrevocable beneficiary are recorded on the books of the Museum and classified as net assets with donor restrictions. If the Museum is the trustee, the fair market value of the trust is recorded in the Museum's statement of financial position and a corresponding liability is recorded for the net present value of the required payments as specified in the agreement. A contribution is recorded for the difference between the two amounts. If the Museum is not the trustee, the trust is recorded as a contribution and an asset equivalent to the present value of the trust assets and the estimated future income net of the present value of the estimated future payments to other beneficiaries.

Any change in subsequent years in the present value of the estimated future benefits to be received when the trust assets will be distributed is recorded in the Statement of Activities as a change in the value of charitable remainder trusts.

The assets are recorded at approximate fair market value based upon the most recent tax return filed by the trust that is available to the Museum or current values provided by the trustee to the Museum. The present value of the estimated future value to be

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 8 - Charitable Trust Agreements (Continued)**

received by the Museum is calculated using the IRS annuity tables and a discount rate based either on the IRS discount rate as of June 30, 2021 or the determined rate of return, whichever is greater.

**Note 9 - Perpetual Income Trust Interests**

The Museum is named as an income beneficiary of four perpetual trusts, the corpus of which is not controlled by the management of the Museum. Under these arrangements, the Museum has the irrevocable right to receive income earned on the underlying assets held in perpetuity. Income received from three of the trusts is discretionary, while income from one trust is restricted for reimbursement of Asian art expenditures.

For the four discretionary trusts, the Museum is a beneficiary of this stream of income in perpetuity. The Museum estimates the asset values by present valuing the five year average income distribution in perpetuity. Any change in the estimate of the asset values based upon the present value calculation is recorded in the Statement of Activities as a change in value of interests in trusts.

Upon receipt of trust distributions or expenditures, or both, in satisfaction of the donor-restricted purpose, if any, net assets with donor-imposed time or purpose restrictions are released to net assets without donor restrictions.

**Note 10 - Buildings and Equipment**

At June 30, 2021, the cost of buildings and equipment, net of accumulated depreciation was as follows:

Buildings and improvements	\$ 19,937,664
Construction in progress	48,109,079
Furniture and equipment	<u>4,506,650</u>
Total cost	72,553,393
Less accumulated depreciation	<u>(20,117,524)</u>
Buildings and equipment, net	<u>\$ 52,435,869</u>

Depreciation expense for the year ended June 30, 2021 was \$422,900.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 10 - Buildings and Equipment (Continued)**

In 1982, the Museum deeded certain parcels of privately held land to the County of Santa Barbara in exchange for a lease agreement with the County. The original Museum building and the Park Wing addition is currently leased by the Museum from the County at no cost until March 2081. Two separate buildings have been constructed on the adjacent parcels. The buildings are physically integrated and operated as a single facility. An agreement exists between the Museum and the County addressing the separation of the two buildings, including reversion of improvements to the County, should integrated use of the two structures ever change. The lease agreement is valued at the recorded amount of the land at the time of conveyance, and no gain or loss has been recognized in the transaction. The leasehold is being amortized over a 40-year period.

Buildings and equipment include one residence which is pledged as collateral on a note payable of \$984,898.

**Note 11 - Loans Payable**

Secured Note Payable

The Museum has a note payable of \$984,898 secured by residential real estate at an interest rate of 4.375%. Payments of \$6,038 are due monthly with the final payment being due on May 15, 2042.

Principal payments are due as follows for the years ending June 30:

2022	\$	29,338
2023		30,666
2024		31,944
2025		33,501
2026		35,017
Thereafter		824,432
Total	\$	<u>984,898</u>

The Museum paid \$44,385 in interest for the year ended June 30, 2021.

Revolving Line of Credit

The Museum has entered into a \$12,000,000 non-revolving line of credit agreement with Bank of America. Under the terms of the agreement, the Museum may draw on the line of credit to fund costs associated with its renovation project. Interest is payable monthly at LIBOR plus 1.25%. The line of credit is secured by publicly traded securities in the Museum's investment account held at Bank of America. On September 30, 2020, all outstanding principal and interest automatically converted to

**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

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**Note 11 - Loans Payable (Continued)**

a term loan with a fixed interest rate of 2.875%. Payment will be based on a 20 year amortization with outstanding principal and interest due on August 31, 2027. As of June 30, 2021, \$12,000,000 has been drawn on the line of credit and \$6,283,139 was made in payments. As of June 30, 2021 the outstanding balance was \$5,716,687.

Principal payments are due as follows for the years ending June 30:

2022	\$	226,088
2023		232,768
2024		239,231
2025		246,711
2026		254,000
Thereafter		<u>4,517,889</u>
Total	\$	<u><u>5,716,687</u></u>

**Paycheck Protection Program Loan Payable**

On May 1, 2020, the Museum received loan proceeds of \$848,667 under the Paycheck Protection Program (“PPP”) established as part of the Coronavirus Aid, Relief and Economic Security Act (“CARES Act”). The loan has an interest rate of 1.00% and maturity date of May 1, 2022. The loans and accrued interest are forgivable as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. As of June 30, 2021, the loan has been forgiven in its entirety.

On April 15, 2021, the Museum received loan proceeds of \$874,695 under the second draw of the Paycheck Protection Program (“PPP”) established as part of the Coronavirus Aid, Relief and Economic Security Act (“CARES Act”). The loan has an interest rate of 1.00% and maturity date of April 15, 2026. The loans and accrued interest are forgivable as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. As of June 30, 2021, the loan has not been forgiven, however management expects the entire \$874,695 to be forgiven during the year ended June 30, 2022.

**Note 12 - Deferred Revenue**

Deferred revenue consists of money received in advance for memberships, member tours and for summer art classes that will take place after June 30, 2021.

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**NOTES TO FINANCIAL STATEMENTS**

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**Note 13 - Benefit Plan**

Museum employees who work at least 20 hours per week are eligible immediately to participate in a deferred salary savings plan under Section 403(b) of the Internal Revenue Code. For eligible employees with more than one year of service and participating in the 403(b) deferred salary savings plan, the Museum matches the employee's contribution up to 5% of the participant's compensation. Total Museum match for the plan during the year ended June 30, 2021 was \$104,175.

**Note 14 - Unemployment Benefits**

The Museum is self-insured against claims filed with the state employment department by former employees for unemployment benefits.

**Note 15 - Concentration of Risk**

Credit Risk

The Museum maintains cash balances at several banks insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. At June 30, 2021, the Museum had approximately \$6,477,000 of cash deposits in excess of FDIC limits.

Investment Risk

The Museum holds its investments in a diversified portfolio. Nevertheless, these investments are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the financial statements.

Geographical Concentration

The Museum's membership and donor base is largely drawn from Santa Barbara County. Visitors are both local and tourists.

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**Note 16 - Operating Leases**

The Museum leases various office equipment under non-cancellable operating leases through June 2023. Minimum rental payments under the terms of these leases are as follows for the year ending June 30:

2022	\$	45,985
2023		20,166
2024		-
2025		-
2026		-
		<hr/>
Total	<u>\$</u>	<u>66,151</u>

Lease expense for the year ended June 30, 2021 totaled \$55,476.

**Note 17 - Net Assets Released from Restrictions**

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other event specified by donors or by appropriation by the Board of Trustees for expenditure. For the year ended June 30, 2021, the passage of time or expenditures fulfilling restricted purposes is as follows:

Purpose restrictions:		
General operations	\$	8,976
Art acquisition		195,315
Education		197,726
Renovation project		4,458,156
		<hr/>
		4,860,173
Distributions (proceeds are not restricted by donors):		
Assets held under split interest agreements		<hr/>
		135,113
Restricted-purpose spending-rate distributions and appropriations:		
General operations		289,847
Exhibitions		148,591
Education		71,708
		<hr/>
		510,146
		<hr/>
Total released from restrictions	<u>\$</u>	<u>5,505,432</u>



**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

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**Note 18 - Net Assets**

Net assets without donor restrictions consist of funds without any donor-imposed time or purpose stipulations and are classified as either undesignated funds or Board-designated funds. Net assets without donor restrictions as of June 30, 2021, are as follows:

General unrestricted	\$ 49,163,918
Board-designated funds:	
General operations	30,655,971
Art acquisition	1,431,223
Conservation	2,064,220
Education	813,326
	<hr/>
Total Board-designated funds	34,964,740
	<hr/>
Total net assets without donor restriction	\$ 84,128,658
	<hr/> <hr/>

Net assets with donor restrictions are restricted for the following purposes or periods at June 30, 2021:

Subject to expenditure for specific purpose:	
General operations	\$ 143,743
Art Acquisition	950,172
Conservation	28,665
Exhibitions	457,518
Education	172,913
Renovation	2,277,173
	<hr/>
	4,030,184
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Subject to passage of time:	
Assets held under split-interest agreements	3,054,596
Promises to give	56,500
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	3,111,096
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NOTES TO FINANCIAL STATEMENTS**

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**Note 18 - Net Assets (Continued)**

Net assets with donor restrictions are restricted for the following purposes or periods at June 30, 2021 (continued):

Subject to appropriation and expenditure when  
a specified event occurs:

Restricted by donors for:

General operations	\$	2,690,631
Art Acquisition		1,920,266
Conservation		2,111,927
Exhibitions		321,467
Education		251,084
		7,295,375

Subject to endowment spending policy  
and appropriation:

General operations	19,301,377
Art Acquisition	1,001,093
Conservation	1,621,035
Exhibitions	366,000
Education	638,276
Promises to give, net - permanently restricted	50,000
	22,977,781
Total Endowments	30,273,156

Not subject to spending policy or appropriation:

Beneficial interests in perpetual trusts and split interest agreements	11,432,577
Total net assets with donor restrictions	\$ 48,847,013

**Note 19 - Endowment Funds**

The Museum's endowment consists of 65 individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Trustees to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds, including those designated by Board of Trustees, are classified and reported based on the existence or absence of donor-imposed restrictions.

**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

**Note 19 - Endowment Funds (Continued)**

Interpretation of Relevant Law

The Board of Trustees has interpreted the California adopted Universal Prudent Management of Institutional Funds Act (UPMIFA) 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 Museum classified as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the 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 until those amounts are appropriated for expenditure by the Museum in a manner consistent with the standard for prudence prescribed by UPMIFA.

In accordance with California UPMIFA, the Museum considers the following factors in making a determination to appropriate or accumulate earnings on donor designated endowment funds:

- (1) The duration and preservation of the fund.
- (2) The purposes of the Museum and the donor-designated 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 Museum.
- (7) The investment policies of the Museum.

Endowment net assets are composed of the following as of June 30, 2021 :

	<u>With donor restrictions</u>	<u>Without donor restrictions</u>	<u>Total endowment</u>
Board designated endowment	\$ -	\$ 30,821,235	\$ 30,821,235
Accumulated earnings on board designated endowments	-	4,143,505	4,143,505
Original donor-restricted gift amounts	22,977,781	-	22,977,781
Accumulated earnings on donor restricted endowments	<u>7,295,375</u>	<u>-</u>	<u>7,295,375</u>
Total	<u>\$ 30,273,156</u>	<u>\$ 34,964,740</u>	<u>\$ 65,237,896</u>

**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

**Note 19 - Endowment Funds (Continued)**

Changes in endowment net assets for the year ended June 30, 2021 are:

	<u>With donor restrictions</u>	<u>Without donor restrictions</u>	<u>Total endowment</u>
Endowment net assets, beginning of year	\$ 26,084,313	\$ 25,206,126	\$ 51,290,439
Net investment return (loss)	4,371,424	11,102,167	15,473,591
Contributions	-	20,075	20,075
Appropriations	(182,581)	(9,609,256)	(9,791,837)
Other Changes:			
Cash collections received on draw from line of credit	-	8,245,628	8,245,628
Endowment net assets, end of year	<u>\$ 30,273,156</u>	<u>\$ 34,964,740</u>	<u>\$ 65,237,896</u>

**Return Objectives and Risk Parameters**

The Museum 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 Museum must hold in perpetuity for donor-specified periods as well as Board-designated funds. The endowment assets are invested in a manner that is intended to produce results that provide a reasonable balance between the quest for growth and the need to protect principal. The investment policy calls for a diverse portfolio utilizing various asset classes with a goal of reducing volatility and risk.

**Strategies Employed for Achieving Goals**

To satisfy its long-term rate-of-return objectives, the Museum 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). The Museum targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objective within prudent risk constraints.

**SANTA BARBARA MUSEUM OF ART**  
**NOTES TO FINANCIAL STATEMENTS**

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**Note 19 - Endowment Funds (Continued)**

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Museum has a policy of appropriating for expenditure each year an amount not to exceed 4.95% of the twenty-quarter moving average fair value of the permanent endowment fund investments as of December 31. In establishing this policy, the Museum considered the long-term expected return on its endowment. Accordingly, over the long-term, the Museum expects the current spending policy to allow its endowment to maintain the purchasing power of its assets held in perpetuity as well as to provide additional real growth through new gifts and investment return. If additional funds beyond the 4.95% policy are needed by the Museum for operations or other specific Board approved purposes, then the additional amounts are drawn from Board-designated endowment funds.

Endowment Funds with Deficiencies

From time to time, the fair value of the assets associated with individual donor-designated funds may fall below the level that current law requires the Museum to retain for a fund of perpetual duration. In accordance with accounting principles generally accepted in the United States of America, these deficiencies are reported as a reduction in unrestricted net assets. Such deficiencies result from unfavorable market fluctuations. As of June 30, 2021, no such deficiency existed.

**Note 20 - Commitments**

The Museum has entered into a construction contract with Diani Building Corporation for the Museum renovation project in the amount of \$29,140,000. Through June 30, 2021, the Museum has incurred approximately \$30,300,000 under the construction contract. The original contract was modified by approved change orders that were added on an as-needed basis throughout the construction process.

**Note 21 - Business Risk**

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 11, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas, and forced closures for certain types of public places and businesses.

The coronavirus and actions taken to mitigate it have had and are expected to continue to have an adverse impact on the economies and financial markets of many countries, including the geographical areas in which the Museum operates.

While it is unknown how long these conditions will last and what, if any, the financial effect will be to the Museum, the Museum could be impacted by declining revenue or significant changes in the fair value of assets if economic conditions worsen. Additionally, it is reasonably possible that estimates made in the financial statements have been, or will be, materially and adversely impacted in the near term as a result of these conditions, including expected credit losses on receivables.

**SANTA BARBARA MUSEUM OF ART  
NOTES TO FINANCIAL STATEMENTS**

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**Note 22 - Subsequent Events**

Management has evaluated subsequent events through January 28, 2022, which is the date the financial statements were available to be issued.