#### NATIONAL MUSIC MUSEUM: AMERICA'S SHRINE TO MUSIC

FINANCIAL STATEMENTS
AND
AUDITOR'S REPORT

JUNE 30, 2019 and 2018

QUAM, BERGLIN & POST, P.C.

CERTIFIED PUBLIC ACCOUNTANTS

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#### QUAM, BERGLIN & POST, P.C.

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#### INDEPENDENT AUDITOR'S REPORT

The Board of Trustees of National Music Museum: America's Shrine to Music Vermillion, South Dakota

We have audited the accompanying financial statements of National Music Museum: America's Shrine to Music, (a nonprofit organization) which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities, statement of 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 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 of material misstatement.

An audit involves performing procedures to obtain evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risk 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 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, 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.

#### Emphasis of Matter

Adoption of New Accounting Standard

As described in the Notes to the Financial Statements, the Organization adopted the Financial Accounting Standards Board's Accounting Standards Update ("ASU") 2016-14, *Not-for-Profit Entities* as of and for the year ended June 30, 2019. The requirements of the ASU have been applied retrospectively to all periods presented. Our opinion is not modified with respect to this matter.

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the National Music Museum: America's Shrine to Music, as of June 30, 2019, 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

We have previously audited National Music Museum's 2018 financial statements, and our report dated June 3, 2019, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

#### Supplemental Information

Our audit was conducted for the purpose of forming an opinion on the basic financial statements of the National Music Museum: America's Shrine to Music, taken as a whole. The accompanying Schedules 1 and 2 of the supplemental information listed in the Table of Contents, are presented for purposes of additional analysis and are not a required part of the basic 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 basic 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 taken as a whole.

Quam, Berglin & Post, P.C.

Quan, Berfin + Post P.C.

Elk Point, SD

April 22, 2020

# NATIONAL MUSIC MUSEUM: AMERICA'S SHRINE TO MUSIC STATEMENT OF FINANCIAL POSITION JUNE 30, 2019 and 2018

	2019	<u>2018</u>
ASSETS: Current Assets Operating Cash & Cash Equivalents Contributions Receivable, Current Accounts Receivable Inventories Prepaid Expense Total Current Assets	\$ 179,156.65 38,321.29 180,734.83 25,244.02 423,456.79	\$ 169,223.50 23,960.00 12,992.96 193,087.13 18,009.03 417,272.62
Capital Assets Property & Equipment, net Total Capital Assets	157,994.18 157,994.18	142,763.54 142,763.54
Other Assets Contributions Receivable-Split Interest Agreements Reserve Investments Total Other Assets	204,304.49 6,614,350.11 6,818,654.60	14,049.61 6,564,611.87 6,578,661.48
TOTAL ASSETS	\$ 7,400,105.57	\$7,138,697.64
LIABILITIES AND NET ASSETS: Accounts Payable Accrued Leave Payable	\$ 7,441.58 <u>86,978.25</u>	\$ 6,489.03 62,236.78
TOTAL LIABILITIES	94,419.83	68,725.81
NET ASSETS Net Assets Without Donor Restrictions Net Assets With Donor Restrictions TOTAL NET ASSETS	6,832,499.54 473,186.20 7,305,685.74	2,790,529.34 4,279,442.49 7,069,971.83
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 7,400,105.57</u>	<u>\$7,138,697.64</u>

## NATIONAL MUSIC MUSEUM: AMERICA'S SHRINE TO MUSIC STATEMENT OF ACTIVITIES FOR THE YEAR ENDED

			June 30, 2019			Jt	ine 30, <u>2018</u>
		thout Donor estrictions	With Donor Restrictions		TOTAL		TOTAL
Support: Memberships	\$	46,763.01	\$	\$	,	\$	58,586.00
General Cash Contributions Contributions-noncash Grants & Other Support		183,578.65 323,957.44	278,244.87 45,405.00 668,188.33		461,823.52 45,405.00 992,145.77		403,052.67 8,148.00 697,255.11
Revenue:		020,00777	000,.00.00		00=   / 101/ /		
Investment Income (Net) Public Programming & Events Other Revenue (includes Cost of Goods Sold)		286,440.03 24,319.33 (8,749.80)	3,924.18 81,114.75 4,794.38		290,364.21 105,434.08 (3,955.42)		357,986.29 31,281.50 7,821.87
Total Support and Revenue		856,308.66	1,081,671.51	_	1,937,980.17		1,564,131.44
Net Assets Added to/(Released from) Restrictions		1,842,522.80	(4,842,522.80)	_			
Total Support and Revenue after Restriction Adjustments	_5	5,698,831.46	(3,760,851.29)	_	1,937,980.17		1,564,131.44
Expenses: Program Services Supporting Services:		889,907.18			889,907.18		893,851.98
Management and General Fund Raising		710,130.71 56,823.37			710,130.71 56,8 <u>23.37</u>		547,644.63 32,013 <u>.06</u>
Total Expenses	1	1,656,861.26		_	1,656,861.26	_	1,473,509.67
Excess Revenue Over/(Under) Expense		1,041,970.20	(3,760,851.29)	_	281,118.91	_	90,621.77
Capital Additions: Acquistion of contributed musical							
instruments, books and music	_	<u></u>	(45,405.00)	_	(45,405.00)	_	(8,148.00)
Total Capital Additions	_		(45,405.00)	-	(45,405 <u>.00</u> )	_	(8,148.00)
Excess(deficiency) of support and revenue over expenses after capital additions	4	J,041,970.20	(3,806,256.29)	300	235,713.91		82,473.77
Net Assets, Beginning of year	_ 2	2,790,529.34	4,279,442.49	_	7,069,971.83	(	6,848,124.07
Prior Period Adjustment	_	<del></del>		_			139,373.99
Adjusted Net Assets, Beginning of Year	_2	2,790,529.34	4,279,442.49	-	7,069,971.83	_6	5,987 <b>,</b> 498.0 <u>6</u>
Net Assets, End of Year	<u>\$ 6</u>	3,832,499.54	\$ 473,186.20	<u>\$</u>	7,305,685.74	\$ 7	7,069,971 <u>.83</u>

## NATIONAL MUSIC MUSEUM: AMERICA'S SHRINE TO MUSIC STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED

	June 30, 2019			June 30, 2018_	
	-	SUPPORTING			
	PROGRAM	SERVICES	FUND		
	<u>SERVICES</u>	<u>ADMINISTRATIVE</u>	<u>RAISING</u>	<u>TOTAL</u>	<u>TOTAL</u>
Operating:					
operating.					
Personnel	\$ 719,774.45	\$233,440.36	\$ 19,453.37	\$ 972,668.18	\$ 927,718.44
Internship Program					9,304.53
Graduate Program					9,384.91
Archival Supplies/ Equipment	4.54	1.94		6.48	481.65
Audit/Legal		38,158.15		38,158.15	11,723.42
Bank Charges/ Credit Card Fees		1,745.92		1,745.92	720.05
Billboards	8,841.00		3,789.00	12,630.00	34,923.00
Board Activities		3,796.13		3,796.13	4,700.36
Carnegie Relocation		177,742.81		177,742.81	23,521.00
Computer Software & Support		34,305.28		34,305.28	29,216.32
Conservation	5,229.27			5,229.27	15,301.83
Depreciation		15,395.80		15,395.80	19,816.56
Dues & Membership Fees		5,418.26		5,418.26	4,582.52
Exhibitions	431.71			431.71	530.94
Fees		177.99		177.99	130.24
Furniture & Equipment		4,280.67	04 400 70	4,280.67	39,729.09
Fund Development Events			21,480.79	21,480.79	405.00
Hospitality		40 400 47		40 400 47	195.83
Insurance	4 050 00	19,186.47		19,186.47	18,914.57
Library Materials	1,059.92	45 400 40		1,059.92	1,337.55
Maintenance & Rental	105,299.10	45,128.18	0.000.44	150,427.28	145,297.58
Media	40.004.70		6,383.11	6,383.11	2,266.93
Membership Services	12,034.26	CCO EO		12,034.26 660.50	8,045.54 186.25
Miscellaneous	0.040.04	660.50		8,218.84	4,129.29
Newsletter	8,218.84	1 621 96		5,439.54	7,642.23
Office Supplies	3,807.68	1,631.86		800.07	2,127.96
Photography	800.07	813.43		2,711.42	3,472.42
Postage	1,897.99	3,599.80		11,999.35	22,335.87
Printing & Copying	8,399.55	17,104.60		17,104.60	18,815.87
Professional Development	13,933.80	17,104.00		13,933.80	6,305.03
Public Programming	13,533.00	1,300.30		1,300.30	2,979.88
Subscriptions				· ·	
Taxes		15,701.33		15,701.33	7,001.20
Storage Room		7,293.60		7,293.60	7,754.33
Telephone		8,145.61		8,145.61	5,574.41
Travel			5,717.10	5,717.10	714.86
Website Development	175.00	75.00		250.00	1,100.00
Utilities/ Security		<u>75,026.72</u>		<u>75,026.72</u>	<u>75,527.21</u>
TOTAL EXPENSES	\$ 889,907.18	\$710,130.71	\$ 56,823.37	\$ 1,656,861.26	\$1,473,509.67

# NATIONAL MUSIC MUSEUM: AMERICA'S SHRINE TO MUSIC STATEMENT OF CASH FLOWS FOR THE YEAR ENDED

		June 30, 2019		June 30, 2018
OPERATING ACTIVITIES Changes in net assets	\$	235,713.91	\$	82,473.77
Adjustments to reconcile change in net assets to net cash provided by operating activities:				
Depreciation expense Prior Period Adjustment		15,395.80		19,816.56 139,373.99
Change in receivables		(191,906.33)		85,388.28
Change in prepaid expense		(7,234.99)		1,331.57
Change in inventories		12,352.30	(	(123,416.76)
Change in liabilities		25,694.02	_	28,335.32
Net cash used by operating activities		90,014.71	_	233,302.73
INVESTING ACTIVITIES:				
Purchase of property and equipment		(30,626.44)		(100,000.00)
Change in reserve investments	_	(49,455.12)		(150 <u>,595.55</u> )
Net cash from investing activities	_	(80,081.56)		(250,595.55)
Net increase (decrease) in cash and cash equivalents		9,933.15		(17,292.82)
Cash and Cash Equivalents, beginning of year	_	169,223.50	_	186,516.32
Cash and Cash Equivalents, end of year	<u>\$</u>	179,156.65	\$	169,223.50
Noncash Investing Activity- Value of Donated Instruments, Books and Music	\$	45,405.00	<u>\$</u>	8,148.00

# NATIONAL MUSIC MUSEUM: AMERICA'S SHRINE TO MUSIC NOTES TO FINANCIAL STATEMENTS JUNE 30, 2019

#### NOTE 1 - Summary of Significant Accounting Policies

#### Nature of Organization

The National Music Museum: America's Shrine to Music (the Museum) serves the people of South Dakota and the Nation as an international center for collecting and conserving musical instruments of all cultures and bringing people together to study, enjoy, and understand our diverse musical heritage. It partners with and is located on the campus of The University of South Dakota.

#### Basis of Accounting:

The accompanying financial statements have been prepared on the accrual basis in accordance with generally accepted accounting principles.

#### **Financial Statement Presentation**

For the year ended June 30, 2019, the Organization adopted the Financial Accounting Standards Board's Accounting Standards Update (ASU) No. 2016-14 – Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities. This update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return between not-for-profit entities. The changes required by the update have been applied retrospectively to all periods presented. A key change required by ASU 2016-14 are the net asset classes used in these financial statements. Amounts previously reported as unrestricted net assets are now reported as net assets without donor restrictions and amounts previously reported as temporarily restricted net assets and permanently restricted net assets, if applicable, are now reported as net assets with donor restrictions.

#### Investments

Investment purchases are recorded at cost, or if donated, at fair value on the date of donation. Thereafter, investments are recorded at fair values in the statement of financial position. Net investment income is reported in the statement of activities and consists of interest and dividend income, realized and unrealized capital gains and losses, less external and direct internal investment expenses.

#### Public Support and Revenue

Contributions, memberships, and grants are generally available for unrestricted use unless specifically restricted by the donor. Unconditional promises to give are recorded as received.

All gain and losses from the sale, collection, or other disposition of investments are accounted for in the fund that owned the assets. Ordinary income from investments is accounted for in the fund that owned the assets.

Contributions of donated services that either create or enhance nonfinancial assets or that require specialized skills are provided by individuals possessing those skills. These services typically would need to be paid by the organization if not provided by donation. They are recorded at fair value in the period received. Donated services include travel to retrieve donations and other miscellaneous tasks.

#### Cash and Cash Equivalents

The Museum considers all highly liquid investments with maturity of three months or less when purchased to be cash equivalents. Cash and highly liquid financial instruments restricted for other long-term purposes are excluded from this definition.

#### Use of Estimates

The organization prepares its financial statements on the accrual basis of accounting in conformity with generally accepted accounting principles. These principles require management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual amounts could differ from those estimates.

#### Comparative Data:

The financial statements include certain June 30, 2018 summarized comparative information. With respect to the statement of financial position, the statement of activities, and the statement of cash flows, such prior information is not presented by net asset class and, in the statement of functional expenses, the June 30, 2018 expenses by object are presented in total rather than by functional category. Accordingly, such information should be read in conjunction with the organization's financial statements for the year ended June 30, 2018 from which the summarized information was derived.

#### **Museum Collections**

The Museum collections, which were acquired through purchases and contributions since the organization's inception, are not recognized as assets on the statement of financial position. Purchases of collection items are recorded as decreases in net assets without donor restrictions in the year in which the items are acquired, or net assets with donor restrictions if the assets used to purchase the items are restricted by donors. Proceeds from deaccessions or insurance recoveries are reflected as increases in the appropriate net asset classes.

#### Merchandise Inventories

Merchandise inventories are carried at the lower of average cost or market.

#### Property and Equipment

The Museum occupies state-owned buildings without charge from the state of South Dakota. Generally, expenses that are attached to the building are not capitalized. Property and equipment are depreciated over their useful lives, ranging from 5-10 years, using the straight-line method.

#### Income Taxes

The Museum is a nonprofit organization as described in section 501(c)(3) of the Internal Revenue Code and is exempt from federal and state income taxes.

#### Reclassification

Certain amounts in the prior period financial statements have been reclassified to conform to the presentation of the current period financial statements. These reclassifications had no effect on the financial position.

#### NOTE 2 – Net Assets without Donor Restrictions

Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, net assets for operating reserve and board-designated endowments. Net assets without donor restrictions are disclosed in the Supplementary Schedules in Schedule 1.

#### NOTE 3 - Net Assets with Donor Restrictions

Net assets subject to donor or certain grantor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Donor imposed restrictions are released when a restriction expires, that is, when the stipulated

time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. See Schedule 2 in the Supplementary Schedules for a listing as of June 30, 2019.

During fiscal year 2019, these net assets were analyzed according to donor restriction requirements, making reclassifications from net assets with donor restrictions for accurate reporting by donor restriction. Reclassifications were made to release net assets with donor restrictions to net assets without donor restrictions as follows:

Beginning Balance restatement \$ 3,846,562.70
Release of time restrictions
Release of purpose restrictions by incurring expenses to satisfy requirements

993,963.37
\$ 4,842,522.80

#### NOTE 4 – Reserve Investments-University of South Dakota Foundation

To achieve its investment objectives, the Museum invests some endowments and operational resources in a pooled account with the University of South Dakota Foundation. The pooled account is managed by the Foundation using a total return strategy in which investment results are achieved through capital appreciation (realized and unrealized) and current yield (interest and dividend). A diversified asset allocation is used that places a greater emphasis on equity-based investments to achieve long-term return objectives within prudent constraints. Investments include fixed income mutual funds, private equity co-mingled funds, equity securities, government bonds and real estate limited partnerships. Investment income, including interest, dividends, realized gains and losses, and unrealized gains and losses are allocated to the participants in the pooled account based upon their pro rata share of the investments. The Museum reserves the right to withdraw all or a portion of the funds in the pooled account, in addition to the normal annual distribution, as adjusted for unexpended earnings and market appreciation (depreciation), upon giving a 90 days written notice to the Foundation.

On June 30, 2019, the Foundation reported a current year net investment income on its pooled account. Net earnings and any additions to each Museum account invested in the pool were allocated to each account of the Museum's investment fund. The Foundation has a policy of calculating an annual distribution from the pooled account based on the average fair value over the period of 36 months. The distribution rate for the years ending June 30, 2019 and 2018 was 4%, which was available for each account on July 1, 2019.

Funds held by the University of South Dakota Foundation as of June 30, 2019 are summarized as follows:

 Contributed Value
 Market Value

 \$ 4,534,685.46
 \$ 6,614,350.11

#### NOTE 5 - Changes in Investments

The following summarizes the reserve investment changes in the Statement of Financial Position for the year ended June 30, 2019.

·	USD <u>Foundation</u>
Beginning Balance	\$ 6,564,611.87
Additions:	405.040.04
Investment Income	165,642.61
Realized Gain (Loss)	65,970.03
Unrealized Gain (Loss)	143,776.90
<u>Distributions:</u>	
Transfers/Reclassification	(240,000.00)
Investment Expenses	(85,651.30)
Ending balance	\$ 6,614,350.11

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#### NOTE 6 - Property and Equipment

The Museum's property and equipment are recorded at cost, or if donated, at fair value on the date of donation and consist of office and exhibition furniture and equipment. Costs of maintenance and repairs that do not improve or extend the useful lives of the respective assets are expenses as incurred.

The following is a summary of property and equipment as of June 30, 2019 and June 30, 2018.

	<u>June 30, 2019</u>	<u>June 30, 2018</u>
Property & Equipment	\$ 371,165.30	\$ 345,022.91
Less Accumulated Depreciation	(213,171.12)	(202,259.37)
Total	\$ 157,994.18	\$ 142,763.54

#### NOTE 7 - Concentration of Credit Risk

The Museum maintains cash balances at Bank of the West and First Bank and Trust in South Dakota, which are insured by the Federal Deposit Insurance Corporation up to \$250,000. As of June 30, 2019, all of these deposits were insured by the FDIC.

The Museum is one of nine non-related organizations which hold investments with the University of South Dakota Foundation in Vermillion, South Dakota.

#### NOTE 8- Contributions Receivable - Split Interest Agreements

The Museum has been named as an irrevocable beneficiary of two charitable trusts held and administered by independent trustees. These trusts were created independently by donors and are administered by outside agents designated by the donors. Therefore, the Museum has neither possession nor control over the assets of the trusts. At the date the Museum receives notice of a beneficial interest, a contribution with donor restrictions is recorded in the statement of financial position at fair value using present value techniques and risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the expected

distributions to be received under the agreement. Thereafter, beneficial interests in the trusts are reported at fair value in the statement of financial position, with changes in fair value recognized in the statement of activities.

Upon receipt of trust distributions, net assets with donor-imposed time or purpose restrictions are released to net assets without donor restrictions.

#### **NOTE 9- University Support**

The Museum occupies state-owned buildings without charge from the state of South Dakota. The Museum also receives support from the state of South Dakota for personnel, operations and maintenance. It is estimated that the approximate value for these costs is \$586,761 and \$647,265 at June 30, 2019 and 2018, respectively, and is included in grants and other support with donor restrictions and expenses in the statement of activities.

#### **NOTE 10 - Subsequent Events**

In preparing these financial statements, the Museum has evaluated events and transactions for potential recognition or disclosure through April 22, 2020, the date the financial statements were available to be issued.

### NATIONAL MUSIC MUSEUM: AMERICA'S SHRINE TO MUSIC SCHEDULES TO FINANCIAL STATEMENTS

#### Schedule 1 - Net Assets Without Donor Restrictions are summarized as follows:

_		June, 30
Donor	Purpose	<u>2019</u>
Board Designated:		
Board of Trustees	Acquisitions	\$ 4,685.62
Clifford Graese	Program	257,959.66
Rawlins/Larson Estate	Personnel	2,381,166.04
Rawlins	Insurance	509,304.96
Rawlins Estate	Program	720,964.16
Edith Siegrist	Operations	125,672.65
Total Board Designated		3,999,753.09
Undesignated:		2,832,746.45
<b>Total Net Assets Without Donor Restrictions</b>		\$ 6,832,499.54

## Schedule 2 - Net Assets with Donor Restrictions are Restricted for the Following Purposes or Periods:

_			June 30,		
Donor	Purpose		<u>2019</u>		
Subject to Expenditure for Specified Pu	rposes:				
Cremona Exhibit	Exhibitions	\$	32,126.86		
Mary Chilton DAR Foundation	Conservation		12,425.00		
Expansion Fund Account	Facilities		65,091.53		
John & Margaret Fowler	Acquisitions		18,787.33		
Martin Guitar Charitable Foundation	Program		12,597.44		
Al Hegyi Fund	Personnel		41,164.12		
IN Historical Society-CLIO Grant	Research		2,764.13		
Thomas Mace Conservation	Research		3,982.84		
Joe and Joella Utley Foundation	Personnel		24,028.65		
Janet Wanzek Memorials	Memorials		12,145.00		
Marifran Wohlenberg Fund	Exhibitions		4,082.71		
Total for Specified Purposes			229,195.61		
Endowments and Split Interest Agreements, Earnings from Which are Subject to Spending Policy and Appropriation:					
Mary Adams Estate	Events		39,686.10		
Edith Siegrist Estate	Operations		190,538.00		
SD Community Foundation	Operations		13,766.49		
Total Endowments and Split Interest Ag	reements		243,990.59		
<b>Total Net Assets With Donor Restriction</b>	ns	\$	473,186.20		