

Santa Barbara Bowl Foundation

Financial Statements

December 31, 2023
(With Comparative Totals for 2022)



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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Santa Barbara Bowl Foundation
Santa Barbara, California

Opinion

We have audited the accompanying financial statements of Santa Barbara Bowl Foundation (the "Foundation"), which comprise the statement of financial position as of December 31, 2023, and the related statements of activities, functional expenses, and cash flows for the year then ended and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Santa Barbara Bowl Foundation as of December 31, 2023, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Santa Barbara Bowl Foundation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Change in Accounting Principle

As described in Note 2 to the financial statements, the Foundation adopted Financial Accounting Standards Board ("FASB") Accounting Standards Update ("ASU") No. 2016-13, Topic 326, *Financial Instruments - Credit Losses: Measurement of Credit Losses on Financial Instruments*, as of January 1, 2023, which alters the impairment recognition of financial assets from an "incurred loss" model to an "expected credit loss" model. Our opinion is not modified with respect to that matter.

Responsibilities of Management 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, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Santa Barbara Bowl Foundation's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Santa Barbara Bowl Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Santa Barbara Bowl Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited Santa Barbara Bowl Foundation's 2022 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 5, 2023. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2022, is consistent, in all material respects, with the audited financial statements from which it has been derived.



Armanino^{LLP}
Woodland Hills, California

September 12, 2024

Santa Barbara Bowl Foundation
Statement of Financial Position
December 31, 2023
(With Comparative Totals for 2022)

| | 2023 | 2022 |
|--|---------------|---------------|
| ASSETS | | |
| Cash | \$ 10,083,462 | \$ 8,807,838 |
| Investments | 9,671,430 | 7,704,790 |
| Contributions receivable | 1,886,678 | 2,266,215 |
| Contract revenue receivable | 189,000 | - |
| Prepaid expenses | - | 28,000 |
| Property and equipment, net | 29,708,326 | 30,571,447 |
| Intangible asset | 6,252 | 6,252 |
| Total assets | \$ 51,545,148 | \$ 49,384,542 |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts payable and accrued expenses | \$ 479,724 | \$ 340,198 |
| Deferred revenue | 911,377 | 1,241,730 |
| Total liabilities | 1,391,101 | 1,581,928 |
| Commitments and contingencies (Note 9) | | |
| Net assets | | |
| Without donor restrictions | 47,772,167 | 45,076,508 |
| With donor restrictions | 2,381,880 | 2,726,106 |
| Total net assets | 50,154,047 | 47,802,614 |
| Total liabilities and net assets | \$ 51,545,148 | \$ 49,384,542 |

The accompanying notes are an integral part of these financial statements.

Santa Barbara Bowl Foundation
Statement of Activities
For the Year Ended December 31, 2023
(With Comparative Totals for 2022)

| | Without Donor <u>Restrictions</u> | With Donor <u>Restrictions</u> | <u>2023 Total</u> | <u>2022 Total</u> |
|--|---|-----------------------------------|-----------------------|-----------------------|
| Revenue, support and other gains | | | | |
| Revenue | | | | |
| Show revenue | \$ 2,172,328 | \$ - | \$ 2,172,328 | \$ 1,938,633 |
| Concert club membership | 1,159,350 | - | 1,159,350 | 1,007,500 |
| Sponsorships | 449,000 | - | 449,000 | 382,500 |
| Concession revenue | 2,666,803 | - | 2,666,803 | 2,874,409 |
| Contract revenue | 1,110,428 | - | 1,110,428 | 250,000 |
| Show fees | 649,727 | - | 649,727 | 456,510 |
| Parking fees | <u>289,408</u> | <u>-</u> | <u>289,408</u> | <u>278,307</u> |
| Total revenue | <u>8,497,044</u> | <u>-</u> | <u>8,497,044</u> | <u>7,187,859</u> |
| Support and other gains | | | | |
| Contributions | 212,976 | 927,600 | 1,140,576 | 1,374,028 |
| Investment income (losses), net | 1,176,566 | 35,311 | 1,211,877 | (1,386,025) |
| Interest income | 300,144 | - | 300,144 | 44,371 |
| Other income | 17,759 | - | 17,759 | 9,238 |
| Net assets released from restriction | <u>1,307,137</u> | <u>(1,307,137)</u> | <u>-</u> | <u>-</u> |
| Total support and other gains | <u>3,014,582</u> | <u>(344,226)</u> | <u>2,670,356</u> | <u>41,612</u> |
| Total revenue, support and other gains | <u>11,511,626</u> | <u>(344,226)</u> | <u>11,167,400</u> | <u>7,229,471</u> |
| Functional expenses | | | | |
| Program services | <u>8,025,041</u> | <u>-</u> | <u>8,025,041</u> | <u>7,639,571</u> |
| Support services | | | | |
| Management and general | 435,497 | - | 435,497 | 490,764 |
| Fundraising | <u>355,429</u> | <u>-</u> | <u>355,429</u> | <u>292,723</u> |
| Total support services | <u>790,926</u> | <u>-</u> | <u>790,926</u> | <u>783,487</u> |
| Total functional expenses | <u>8,815,967</u> | <u>-</u> | <u>8,815,967</u> | <u>8,423,058</u> |
| Change in net assets | 2,695,659 | (344,226) | 2,351,433 | (1,193,587) |
| Net assets, beginning of year | <u>45,076,508</u> | <u>2,726,106</u> | <u>47,802,614</u> | <u>48,996,201</u> |
| Net assets, end of year | <u>\$ 47,772,167</u> | <u>\$ 2,381,880</u> | <u>\$ 50,154,047</u> | <u>\$ 47,802,614</u> |

The accompanying notes are an integral part of these financial statements.

Santa Barbara Bowl Foundation
Statement of Functional Expenses
For the Year Ended December 31, 2023
(With Comparative Totals for 2022)

| | Program Services | Management and General | Fundraising | 2023 Total | 2022 Total |
|--|---------------------|---------------------------|-------------------|---------------------|---------------------|
| Personnel expenses | | | | | |
| Salaries and wages | \$ 1,124,435 | \$ 178,725 | \$ 176,880 | \$ 1,480,040 | \$ 1,208,424 |
| Payroll taxes and employee benefits | 280,542 | 44,591 | 44,131 | 369,264 | 312,551 |
| Total personnel expenses | <u>1,404,977</u> | <u>223,316</u> | <u>221,011</u> | <u>1,849,304</u> | <u>1,520,975</u> |
| Other expenses | | | | | |
| Advertising | 90,332 | - | - | 90,332 | 110,636 |
| Bank charges | 1,217 | 193 | 191 | 1,601 | 1,997 |
| Concession expenditures | 1,937,641 | - | - | 1,937,641 | 1,994,394 |
| Contract labor for shows | 1,290,732 | - | - | 1,290,732 | 1,355,022 |
| County arts subsidy | 56,750 | - | - | 56,750 | 56,750 |
| Credit losses | - | - | - | - | 100,000 |
| Depreciation and amortization | 1,203,663 | - | - | 1,203,663 | 1,201,019 |
| Donor cultivation | - | - | 33,855 | 33,855 | 569 |
| Dues and subscriptions | 45,646 | 7,255 | 7,180 | 60,081 | 32,200 |
| Fundraising expenses | - | - | 22,810 | 22,810 | 24,642 |
| Education outreach | 568,746 | - | - | 568,746 | 466,919 |
| Equipment leases | 2,020 | 321 | 318 | 2,659 | 2,584 |
| Event rentals | 124,009 | - | - | 124,009 | 152,147 |
| Insurance | 191,241 | 30,397 | 30,083 | 251,721 | 181,839 |
| Legal and professional fees | - | 133,863 | - | 133,863 | 110,485 |
| Miscellaneous | 26,710 | 4,245 | 4,202 | 35,157 | 25,943 |
| Office expenses | 54,564 | 8,673 | 8,583 | 71,820 | 73,114 |
| Other show expenses | 421,933 | - | - | 421,933 | 391,735 |
| Payroll processing | 4,219 | 670 | 664 | 5,553 | 4,839 |
| Postage and printing | 8,773 | 1,394 | 1,380 | 11,547 | 16,942 |
| Repairs and maintenance | 376,361 | - | - | 376,361 | 330,412 |
| Taxes and licenses | 10,869 | 1,728 | 1,710 | 14,307 | 30,194 |
| Transportation and auto | 17,100 | - | - | 17,100 | 18,686 |
| Utilities | 187,538 | 23,442 | 23,442 | 234,422 | 219,015 |
| Total other expenses | <u>6,620,064</u> | <u>212,181</u> | <u>134,418</u> | <u>6,966,663</u> | <u>6,902,083</u> |
| | <u>\$ 8,025,041</u> | <u>\$ 435,497</u> | <u>\$ 355,429</u> | <u>\$ 8,815,967</u> | <u>\$ 8,423,058</u> |

The accompanying notes are an integral part of these financial statements.

Santa Barbara Bowl Foundation
Statement of Cash Flows
For the Year Ended December 31, 2023
(With Comparative Totals for 2022)

| | 2023 | 2022 |
|--|---------------|----------------|
| Cash flows from operating activities | | |
| Change in net assets | \$ 2,351,433 | \$ (1,193,587) |
| Adjustments to reconcile change in net assets to net cash provided by operating activities | | |
| Depreciation and amortization | 1,203,663 | 1,201,019 |
| Unrealized (gains) losses on investments | (907,766) | 1,681,561 |
| Realized gains on sales of investments | - | (97,948) |
| Interest and dividends, net of fees | (304,111) | (197,587) |
| Changes in operating assets and liabilities | | |
| Contributions receivable | 379,537 | 544,675 |
| Contract revenue receivable | (189,000) | - |
| Other assets | - | 20,000 |
| Prepaid expenses | 28,000 | (28,000) |
| Accounts payable and accrued expenses | 139,526 | (76,123) |
| Deferred revenue | (330,353) | 293,375 |
| Employee retention tax credit receivable | - | 94,006 |
| Net cash provided by operating activities | 2,370,929 | 2,241,391 |
| Cash flows from investing activities | | |
| Purchases of property and equipment | (340,542) | (690,556) |
| Purchases of investments | (754,763) | (3,488,782) |
| Proceeds from sales of investments | - | 3,903,960 |
| Net cash used in investing activities | (1,095,305) | (275,378) |
| Net increase in cash | 1,275,624 | 1,966,013 |
| Cash, beginning of year | 8,807,838 | 6,841,825 |
| Cash, end of year | \$ 10,083,462 | \$ 8,807,838 |

The accompanying notes are an integral part of these financial statements.

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

1. NATURE OF OPERATIONS

The Santa Barbara Bowl Foundation (the "Foundation") is a non-profit organization founded to manage, maintain and renovate the Santa Barbara Bowl, a community based outdoor performing arts venue, and to develop an annual plan which includes facility improvements and community arts events. Following a successful \$40 million renovation and restoration effort, the Foundation continues to raise funds to protect the community's investment and to stay at the forefront of technology, audience safety and amenities. The facility is located in the city of Santa Barbara and draws most of its attendance from a 100-mile radius.

The Renovations and Restoration Master Plan ("Master Plan") was created by the Foundation in 1993 as the framework of plans to complete major renovations and restorations to the property and facilities at the Santa Barbara Bowl over the course of twenty years. Implementation and completion of the Master Plan by the Foundation was stipulated in the initial 45-year lease agreement entered into with the County of Santa Barbara in 1994 (which has since been renewed as discussed in Note 9).

Significant infrastructure improvements that have been completed through the Master Plan include: a production roof, upgraded power, new sewer lines, a larger marquee, a new storm drain and more efficient drainage systems. In addition, the stage and backstage facilities were reconstructed increasing the overall useable square footage by nearly 300%. The Foundation completed the final major projects of the Master Plan in 2014.

The County of Santa Barbara acknowledges and agrees that the Foundation has fully performed its obligations under the 1994 lease, including the construction of substantial renovations, additions, alterations and improvements to the premises in accordance with the Master Plan.

The Foundation is also committed to raising funds for its Outreach programming and endowments, which is dedicated to providing support and funding for performing arts and music education in the greater Santa Barbara area. As part of the core of the Foundation's mission statement, Outreach reaches approximately 20,000 local school children annually. The program provides need-based support to music education programs, supports community access to the performing arts, and serves as an advocate for the performing arts in the community. The Foundation itself commits \$1.00 per paid ticket to the Outreach program.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting and financial statement presentation

The accompanying financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"). The Foundation reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Basis of accounting and financial statement presentation (continued)

- *Net assets without donor restrictions*
 - Include contributions, fundraising, fees and other forms of unrestricted revenue and expenditures related to the general operations and fundraising efforts of the Foundation.
 - Board-designated net assets - Include funds designated by the Board for continuing facility improvements and its Outreach program. These funds are subject to an annual review by the Board.
- *Net assets with donor restrictions*
 - Subject to expenditure for specified purpose - Include gifts and grants received that are temporarily restricted with respect to use by the donor or grantor. When the restrictions expire, the net assets of this fund are reclassified to net assets without donor restrictions. Restricted gifts and grants received are reported as unrestricted revenue if the restriction is met in the same reporting period.
 - Time-restricted - Include contributions receivable which are recorded as restricted revenue when the pledge is received. When the contributions receivable are collected, the net assets of this class are reclassified to net assets without restrictions.
 - Donor-restricted endowment - Include assets that have been restricted by the donor in perpetuity while permitting the Foundation to use or expend part or all of the income derived from the assets.

Change in accounting principle

In June 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2016-13, Topic 326, *Financial Instruments - Credit Losses : Measurement of Credit Losses on Financial Instruments* ("FASB ASU 326"), which significantly changed how entities measure credit losses for most financial assets and certain other instruments that are not measured at fair value through net income. The most significant change in the standard is a shift from an "incurred loss" model to an "expected credit loss" model. Under the standard, disclosures are required to provide users of the financial statements with useful information in analyzing the entity's exposure to credit risk and the measurement of credit losses. Financial assets held by the Foundation that are subject to the guidance under FASB ASU 326 were contract revenue receivable. The Foundation adopted FASB ASU 326 effective January 1, 2023. The impact of the adoption was not considered material to the accompanying financial statements and primarily resulted in enhanced disclosures only.

Use of estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from these estimates.

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Cash

The Foundation considers all financial instruments purchased with an original maturity of three months or less to be cash equivalents. The carrying value reported in the statement of financial position approximates fair value.

Contract revenue receivable

Contract revenue receivable represents amounts due from a promoter for services fulfilled under the promotional services agreements (see Note 9). The receivables are recognized when the Foundation has an unconditional right to payment. The transaction price for the services fulfilled is determined based on the contract terms and conditions.

The Foundation recognizes an allowance for losses on contract revenue receivable in an amount equal to the current expected credit losses. The estimation of the allowance is based on an analysis of historical loss experience, current receivables aging, and management's assessment of current conditions and reasonable and supportable expectation of future conditions, as well as an assessment of specific identifiable customer accounts considered at risk or uncollectible. The Foundation assesses collectibility by pooling receivables where similar characteristics exist and values receivables individually when specific customer balances no longer share those characteristics and are considered at risk or uncollectible. Any balances that are considered at risk and after management has used reasonable collection efforts are recognized as allowance for credit losses. At December 31, 2023, management believes all contract revenue receivable balances are collectible, and therefore no allowance for credit losses for contract revenue receivable was necessary.

Contributions receivable

Contributions receivable are stated at the amount management expects to collect from balances outstanding at year-end. Management believes all contributions to be collected in the next year, therefore, no allowance for doubtful accounts was deemed necessary at December 31, 2023.

Investments

Investments with readily determinable fair values are stated at fair value. Investments without readily determinable fair values are stated at the lower of cost or estimated net realizable value. Marketable securities acquired by donation are stated at the fair market value at the date of donation.

The Foundation reports investment income net of related fees, such as custodial and investment advisory fees, on the statement of activities.

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Fair value measurements

The Foundation follows Accounting Standards Codification ("ASC") No. 820-10, *Fair Value Measurements and Disclosure* ("ASC 820-10") which provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The three levels of inputs that may be used to measure fair value under ASC 820-10 are described below:

- Level 1 - Quoted prices in active markets for identical assets or liabilities,
- Level 2 - Observable inputs based on quoted prices in non-active markets or in active markets for similar assets and liabilities. Inputs other than quoted prices that are observable or inputs that are not directly observable, but are corroborated by observable market data,
- Level 3 - Unobservable inputs that are supported by little or no market activity and that are significant to the measurements of the assets or liabilities.

The asset's or liability'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 maximize the use of observable inputs and minimize the use of unobservable inputs.

The fair value of fixed income and equity securities are based on quoted market prices, and their fair values are included in the Level 1 fair value hierarchy.

The fair value of private equity investments is based on values reported by the respective investment manager using observable inputs, such as their internal valuation or other valuation methods.

Property and equipment, net

Property and equipment are recorded at cost if purchased or at the fair value at the date of the gift if donated. Depreciation and amortization of property and equipment is computed using the straight-line method over the following estimated useful lives:

| | |
|--------------------------|--|
| Master Plan improvements | 10 - 40 years |
| Building | 39 years |
| Other improvements | 5 - 15 years |
| Furniture and equipment | 3 - 10 years |
| Vehicles | 7 - 10 years |
| Website | 3 - 7 years |
| Leasehold improvements | Lesser of the useful life or life of the lease |

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Property and equipment, net (continued)

Normal repairs and maintenance are expensed as incurred, whereas significant charges which materially increase values or extend useful lives are capitalized and depreciated over the estimated useful lives of the related asset.

Impairment of long-lived assets

Management reviews each asset or asset group for impairment whenever events or circumstances indicate the carrying value of an asset or asset group may not be recoverable, but at least annually. No impairment provision was recorded by the Foundation during the year ended December 31, 2023.

Intangible assets

During 2011, the Foundation acquired a license for sale of liquor in the amount of \$6,252. The license has an indefinite life and is not subject to amortization. Assets that are not subject to amortization are tested for impairment at least annually. During the year ended December 31, 2023, the Foundation determined no impairment is necessary.

Deferred revenue

The Foundation records advance payments toward annual memberships as deferred revenue. These memberships entitle members to reserve and purchase concert tickets for specified seats during the season as well as other benefits. Such amounts are recorded as revenue during the concert season.

The Foundation also records advanced contract payments as deferred revenue which are recognized over the contract period (see Note 9).

Revenue recognition

Contract revenue is primarily derived from promotional services agreements (see Note 9). The Foundation recognizes contract revenue in accordance with FASB ASC Topic 606, *Revenue from Contracts with Customers*. Revenue from the agreements is recognized over time as services are fulfilled, measured by the straight-line method. Management believes this to be the best available measure of transfer of control of the promotional services provided.

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Revenue recognition (continued)

Grants and contributions consist of donations from foundations, corporations, businesses, individuals, and the general public. Grants and contributions are generally recognized when pledged or paid to the Foundation by the donors. Contributions are not recognized as revenue until all donors imposed conditions have been substantially met, or the possibility that such a condition would not be met is remote. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as net assets with donor restrictions. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. The Foundation records donor-restricted contributions whose restrictions are met in the same reporting period as net assets without donor restrictions.

Pledged contributions to be received more than one year after the pledge date are discounted at an appropriate rate commensurate with the risk involved and the time value of money. Amortization of the discount is recorded as additional contribution revenue.

The Foundation's Board of Directors designates an annual percentage of unrestricted contributions, show revenue, and investment income to be used for the Outreach program funding, facilities upkeep, and funding board-designated commitments.

Donated services

A substantial number of volunteers have donated their time performing services for the Foundation. These estimated benefits are not recorded in the financial statements of the Foundation as the contributions do not meet the criteria for recognition under U.S. GAAP.

Allocation of functional expenses

The Foundation allocates its expenses on a functional basis among its programs and support services. Expenses that can be identified with a specific program or support service are allocated directly according to their natural expense classification. Other expenses that are common to several functions are allocated using bases determined by management to be reasonable.

Advertising costs

Advertising costs are expensed as incurred. During the year ended December 31, 2023, advertising costs totaled \$90,332.

Concentrations

Occasionally the Foundation's bank balances exceed the Federal Deposit Insurance Corporation insured limits. The Foundation has not experienced and does not anticipate any losses related to these balances.

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Concentrations (continued)

In accordance with the terms of the lease agreement between the Foundation and the County of Santa Barbara, the Foundation contracts with one promoter to secure a majority of its shows (see Note 9).

One promoter accounted for 100% of contract revenue and contract revenue receivable in 2023.

Income tax status

The Foundation is a nonprofit public benefit corporation organized under the laws of California and, as such, is exempt from federal and state income taxes under the Internal Revenue Code ("IRC") and the Franchise Tax Board under code Sections 501(c)(3) and 23071(d), respectively. The Foundation is not considered a private foundation. The Foundation is subject to unrelated business income tax on revenues derived from advertising. The Foundation is not aware of any uncertain tax positions at December 31, 2023, or for any year which the statute remains open.

Endowment

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.

Subsequent events

The Foundation has evaluated events subsequent to December 31, 2023 to assess the need for potential recognition or disclosure in the financial statements. Such events were evaluated through September 12, 2024, the date the financial statements were available to be issued. Based upon this evaluation, it was determined no subsequent events occurred that require recognition or additional disclosure in the financial statements.

3. INVESTMENTS

The following table sets forth by level, within the fair value hierarchy, the Foundation's assets at fair value as of December 31, 2023:

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Fair Value</u> |
|----------------------|---------------------|----------------|-----------------|---------------------|
| Equities | \$ 6,329,425 | \$ - | \$ - | \$ 6,329,425 |
| Fixed Income - bonds | 3,337,348 | - | - | 3,337,348 |
| Private equity | - | - | 4,657 | 4,657 |
| | <u>\$ 9,666,773</u> | <u>\$ -</u> | <u>\$ 4,657</u> | <u>\$ 9,671,430</u> |

Santa Barbara Bowl Foundation
Notes to Financial Statements
December 31, 2023

3. INVESTMENTS (continued)

Activity in the investments during the year was as follows:

| | |
|---|----------------------------|
| Balance, beginning of period | \$ 7,704,790 |
| Purchases of investments | 754,763 |
| Unrealized gains on investments | 907,766 |
| Interest and dividend income, net of fees | <u>304,111</u> |
| Balance, end of period | <u><u>\$ 9,671,430</u></u> |

4. CONTRIBUTIONS RECEIVABLE

Contributions receivable consist of the following pledges:

| | |
|-------------------------------|----------------------------|
| Due in less than one year | \$ 879,678 |
| Due in two to five years | <u>1,043,092</u> |
| | <u>1,922,770</u> |
| Discount to net present value | <u>(36,092)</u> |
| | <u>(36,092)</u> |
| | <u><u>\$ 1,886,678</u></u> |

Contributions to be received more than one year after the pledge date are discounted at 1% per annum.

5. PROPERTY AND EQUIPMENT, NET

Property and equipment consisted of the following:

| | |
|--|-----------------------------|
| Master Plan improvements | \$ 33,148,203 |
| Leasehold improvements | 4,959,498 |
| Other improvements | 3,949,911 |
| Land | 2,288,102 |
| Furniture and equipment | 1,976,034 |
| Building | 400,000 |
| Vehicles | 43,247 |
| Website | <u>24,031</u> |
| | 46,789,026 |
| Less accumulated depreciation and amortization | <u>(17,080,700)</u> |
| | <u><u>\$ 29,708,326</u></u> |

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5. PROPERTY AND EQUIPMENT, NET (continued)

Depreciation and amortization expense was \$1,203,663 for the year ended December 31, 2023.

6. NET ASSETS WITHOUT DONOR RESTRICTIONS

Net assets without donor restrictions consisted of the following:

| | |
|---|-----------------------------|
| Board-designated - Facilities and equipment | \$ 32,081,191 |
| Board-designated - Quasi-endowment funds for capital improvements | 3,727,142 |
| Board-designated - Quasi-endowment funds for outreach | 6,392,082 |
| Board-designated - Continuing facilities improvements and maintenance | 612,013 |
| Board-designated - Outreach | 1,290,854 |
| Undesignated | <u>3,668,885</u> |
| | <u><u>\$ 47,772,167</u></u> |

7. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted for the following purposes or periods:

| | |
|--|----------------------------|
| Subject to expenditure for specified purpose | |
| Outreach | \$ 733,766 |
| Capital improvements and maintenance | <u>284,000</u> |
| Total subject to expenditure for specified purpose | 1,017,766 |
| Time restricted | 868,912 |
| Endowment - donor corpus restricted in perpetuity | <u>495,202</u> |
| | <u><u>\$ 2,381,880</u></u> |

Included within the purpose-restricted net assets with donor restrictions are \$1,017,766 of net assets with donor restrictions that are also time-restricted net assets.

8. DONOR RESTRICTED AND BOARD DESIGNATED ENDOWMENTS

A portion of net assets with donor restrictions consists of endowments that are restricted by the donor for investment in perpetuity. A portion of net assets without donor restrictions consist of endowments that are board designated quasi-endowments for outreach and capital improvements. As required by U.S. 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.

Santa Barbara Bowl Foundation
Notes to Financial Statements
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8. DONOR RESTRICTED AND BOARD DESIGNATED ENDOWMENTS (continued)

Interpretation of relevant law

The Foundation's Board of Directors has interpreted California's Uniform 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 Foundation classifies as net assets with donor restrictions (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in net assets with donor restrictions is classified as net assets without donor restrictions until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-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 Foundation
- (7) The investment policies of the Foundation

Return objectives and risk parameters

The Foundation 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 Foundation must hold in perpetuity or for a donor-specified period(s). Under this policy, as approved by the Board of Directors, the Foundation diversifies its investments, subject to practicality constraints, among a variety of asset classes so as to provide a balance that will enhance total real return while avoiding undue risk concentration in any single asset class or investment category. Actual returns in any given year may vary from their respective benchmarks.

Santa Barbara Bowl Foundation
Notes to Financial Statements
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8. DONOR RESTRICTED AND BOARD DESIGNATED ENDOWMENTS (continued)

Strategies employed for achieving objectives

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

Spending policy

The Foundation has a spending policy of appropriating for distribution each year what is needed in the current year to achieve its goals. In establishing this policy, the Foundation considered the short-term expected return on its endowment. Accordingly, over the short-term, the Foundation expects the current spending policy to allow its endowment to be spent as intended. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

Funds with deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. Deficiencies of this nature are reported in net assets without donor restrictions unless the income from such endowment funds is restricted as to use in which case such amounts are reflected in net assets with donor restrictions. There were no such deficiencies as of December 31, 2023.

Endowment composition

Activity in the endowment net assets for the year ended December 31, 2023 is as follows:

| | <u>Without Donor Restrictions</u> | <u>With Donor Restrictions</u> | <u>Total</u> |
|--------------------------------|---------------------------------------|------------------------------------|----------------------|
| Balance, beginning of year | \$ 8,878,422 | \$ 459,891 | \$ 9,338,313 |
| Contributions | 562,974 | - | 562,974 |
| Investment income, net of fees | 278,912 | 14,461 | 293,373 |
| Net unrealized gains | <u>402,220</u> | <u>20,850</u> | <u>423,070</u> |
| Balance, end of year | <u>\$ 10,122,528</u> | <u>\$ 495,202</u> | <u>\$ 10,617,730</u> |

Santa Barbara Bowl Foundation
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9. COMMITMENTS AND CONTINGENCIES

Promotional services agreements

In December of 2015 the Foundation entered into a Promotional Services Agreement (the "Agreement") with a promoter, effective with the 2016 concert season. The Foundation exercised an option in December 2020 to extend the agreement. The extended agreement expired in January 2024. The Foundation was paid a certain amount throughout the life of the Agreement. The annual cash payments were due January 15 for each successive year with the final payment due January 15, 2022, provided all conditions were met on January 15 of each year. To the extent that such payments had yet to be earned they were recorded as deferred revenue in the statement of activities through the extended date of January 14, 2024.

In March 2023, the Foundation entered into a new Promotional Services Agreement (the "New Agreement") with the same promoter, effective with the 2023 concert season. The New Agreement expires in 2032 with an option to extend the agreement an additional two years. The Foundation will be paid a certain amount throughout the life of the New Agreement. The annual cash payments are due January 15 for each successive year with the final payment due January 15, 2032, provided all conditions are met on January 15 of each year.

In addition to the above, the Agreement and the New Agreement also provide for revenue sharing related to ticket and alcohol sales and calls for the receipt of agreed-upon amounts per ticket sale for facility and for box office fees on tickets purchased at the Foundation box office.

County lease agreement

On May 17, 2011, the Foundation renewed its lease agreement with the County of Santa Barbara for a period of 45 years beginning June 1, 2011. The Foundation has an option to extend the lease for another 25 years should the Foundation successfully complete the Master Plan. In the event the premises cease to be used as a nonprofit art events facility, the County of Santa Barbara has the right to terminate the lease. At the expiration or earlier termination of the lease term, title to all real property owned by the Foundation shall be transferred to County of Santa Barbara.

The lease allows the Foundation to hold up to 37 commercial performances per year.

In accordance with the lease, the Foundation will pay annual fees to the Santa Barbara Arts Commission (the "Commission") for the duration of the lease. The fee amount due each year is based on the number of tickets sold during the concert season of that year. The per-ticket fee is \$0.50 per ticket sold through the duration of the lease. Beginning with the 2015 concert season, the subsidy will be capped at \$50,000 annually for the period 2015 to 2019. For the 2020 concert season and for every five years thereafter until expiration of the lease, the annual maximum shall be subject to a Cost of Living ("CPI") adjustment. The annual cost of the subsidy is recorded in the financial statements in the period the revenue is earned and is listed on the statement of functional expenses as "County arts subsidy."

Santa Barbara Bowl Foundation
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9. COMMITMENTS AND CONTINGENCIES (continued)

In addition to any other amounts payable by the Foundation pursuant to the lease, as consideration for granting of the lease agreement, the Foundation assumes all responsibility of all costs for maintenance, repairs, improvements, and operations relating to the property. Additionally, the Foundation shall fully implement the Master Plan and will assume responsibility for all costs associated with the improvements set forth in the Master Plan and any additions or amendments thereto.

According to the lease agreement between the Foundation and the County of Santa Barbara, title to the premises and all improvements are vested with the County of Santa Barbara. Title to all personal property is vested with the Foundation until termination of the lease agreement between the Foundation and the County at which time title to the personal property will transfer to the County for use on the premises.

10. RETIREMENT PLAN

The Foundation has an IRC Section 403(b) plan (the "Plan") which covers all full-time employees. Employees may contribute up to \$22,500 (up to \$30,000 for individuals 50 or more years old) per year to the Plan and are fully vested in the employee contributions. The Foundation offers discretionary employer contributions to participating employees after one year of service. During the year ended December 31, 2023, the Foundation contributed \$87,541 to the Plan. The Foundation's contributions vest over a five-year period of service.

11. LIQUIDITY AND AVAILABILITY

The Foundation is significantly supported by contributions with donor restrictions. The Foundation maintains sufficient resources to meet its responsibilities to its donors. The Foundation structures its remaining financial assets to be available for operations as its general expenditures, liabilities, and other obligations come due.

Santa Barbara Bowl Foundation
Notes to Financial Statements
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11. LIQUIDITY AND AVAILABILITY (continued)

The Foundation's financial assets available within one year as of December 31, 2023 were as follows:

| | |
|---|----------------------------|
| Cash | \$ 10,083,462 |
| Investments | 9,671,430 |
| Contributions receivable | 1,886,678 |
| Contract revenue receivable | <u>189,000</u> |
| | <u>21,830,570</u> |
| | |
| Less: contributions receivable due past one year | (1,043,092) |
| Less: net assets with donor restrictions | (2,381,880) |
| Less: quasi-endowments without donor restrictions | <u>(10,122,528)</u> |
| | <u>(13,547,500)</u> |
| | |
| Net liquid assets available for operations | <u><u>\$ 8,283,070</u></u> |

The Board of Directors can at any time vote to remove any quasi-endowment status for certain net assets without donor restrictions that has previously been designated as such. As of December 31, 2023, there was \$10,122,528 of quasi-endowments without donor restrictions that is available for the Board of Directors to utilize for general operations if needed.