

PRINCETON SYMPHONY ORCHESTRA, INC. Financial Statements June 30, 2022 and 2021 With Independent Auditor's Reports



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## **INDEPENDENT AUDITOR'S REPORT**

To the Trustees, Princeton Symphony Orchestra, Inc.:

#### **Report on the Audit of the Financial Statements**

#### Opinion

We have audited the financial statements of Princeton Symphony Orchestra, Inc. (the "Organization"), which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities and changes in net assets, cash flows and functional expenses for the years then ended, and the related notes to financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Princeton Symphony Orchestra, Inc. as of June 30, 2022 and 2021, and the change in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America ("GAAS") and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States ("*Government Auditing Standards*"). 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 the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Emphasis of Matter**

As discussed in Note 12 to the financial statements, effective on July 31, 2021, the Organization acquired The Princeton Festival. Our opinion is not modified with respect to this matter

#### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the 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 the Organization's ability to continue as a going concern for 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 GAAS and *Government 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 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 GAAS and Government 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 the Organization'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 the Organization'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.

#### **Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards and state financial assistance for the year ended June 30, 2022 is presented for purposes of additional analysis as required by the State of New Jersey, State Council on the Arts and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.



#### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated December 13, 2022 on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to solely describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of internal control over financial reporting or compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

Withum Smith + Brown, PC

December 13, 2022

# Princeton Symphony Orchestra, Inc. Statements of Financial Position June 30, 2022 and 2021

Assets	2022	2021
Current assets		
Cash and cash equivalents	\$ 399,893	\$ 678,074
Grants receivable	650,254	428,216
Accounts receivable	4,830	2,500
Promises to give, current portion	531,226	520,502
Certificates of deposit	294,635	129,236
Prepaid expenses	15,600	5,858
Total current assets	1,896,438	1,764,386
Investments	8,076,172	8,831,345
Promises to give, net of current portion and discount	344,053	840,788
Property and equipment, net	10,106	10,297
Intangible assets, net	29,198	23,209
Total assets	<u>\$ 10,355,967</u>	<u>\$ 11,470,025</u>
Liabilities and Net Assets		
Current liabilities		
Accounts payable and accrued expenses	\$ 282,382	\$ 161,510
Contract liabilities	163,047	5,900
Total liabilities	445,429	167,410
Net assets		
Without donor restrictions		
Undesignated	819,159	862,592
Board-designated innovation funds	806,575	725,204
	1,625,734	1,587,796
With donor restrictions	8,284,804	9,714,819
Total net assets	9,910,538	11,302,615
Total liabilities and net assets	<u>\$ 10,355,967</u>	<u>\$ 11,470,025</u>

The Notes to Financial Statements are an integral part of these statements.

# Princeton Symphony Orchestra, Inc. Statements of Activities and Changes in Net Assets Years Ended June 30, 2022 and 2021

	2022			2021							
	Without Restri			h Donor trictions	Total		hout Donor		/ith Donor estrictions		Total
Revenues											
Contributions of financial assets											
Individuals, corporations, foundations	\$ 9	83,203	\$	187,255	\$ 1,170,458	\$	646,909	\$	1,072,029	\$	1,718,938
Government grants	2	47,606		-	247,606		808,271		-		808,271
Contribution from acquisition	8	80,722		27,000	907,722		-		-		-
Contribution of nonfinancial assets		6,703		-	 6,703		6,000		-		6,000
Total contributions	2,1	18,234		214,255	2,332,489		1,461,180		1,072,029		2,533,209
Contract revenue											
Ticket sales	2	88,060		-	288,060		18,807		-		18,807
Subscriptions	1	50,358		-	150,358		176,574		-		176,574
Other performance fees		63,423		-	63,423		10,587		-		10,587
Special events	3	13,535		-	313,535		134,059		-		134,059
Other revenue		16,986		-	16,986		2,300		-		2,300
Net investment return	(1	08,995)		(981,556)	(1,090,551)		136,939		1,617,301		1,754,240
Net assets released from restrictions	6	62,714		(662,714)	 -		333,173		(333,173)		-
Total revenues	3,5	04,315	(	1,430,015)	 2,074,300		2,273,619		2,356,157		4,629,776
Expenses											
Program	2,8	28,261		-	2,828,261		1,147,556		-		1,147,556
General and administrative	3	56,502		-	356,502		296,672		-		296,672
Fundraising	2	81,614		-	 281,614		187,949		-		187,949
Total expenses	3,4	66,377			 3,466,377		1,632,177				1,632,177
Changes in net assets		37,938	(	1,430,015)	(1,392,077)		641,442		2,356,157		2,997,599
Net assets											
Beginning of year	1,5	87,796		9,714,819	 11,302,615		946,354		7,358,662		8,305,016
End of year	<u>\$ 1,6</u>	25,734	\$	8,284,804	\$ 9,910,538	\$	1,587,796	\$	9,714,819	\$	11,302,615

The Notes to Financial Statements are an integral part of these statements.

# Princeton Symphony Orchestra, Inc. Statements of Cash Flows Years Ended June 30, 2022 and 2021

		2022	 2021
Operating activities			
Changes in net assets	\$	(1,392,077)	\$ 2,997,599
Adjustments to reconcile changes in net assets			
to net cash provided by (used in) operating activities			
Depreciation and amortization		16,346	11,384
Unrealized loss (gain) on investments		1,459,853	(1,643,516)
Realized gain on sale of investments		(296,277)	(85,738)
Discount on contributions		(27,322)	39,505
Bad debt expense		5,500	20,000
Inherent contribution from acquisition		(907,722)	-
Changes in operating assets and liabilities:			
Grants receivable		(105,014)	(428,216)
Accounts receivable		(3,536)	(8,709)
Promises to give		513,333	421,947
Prepaid expenses		(9,574)	9,725
Accounts payable and accrued expenses		95,390	148,254
Contract liabilities		150,718	(173,720)
Contributions restricted for endowment		(505,460)	 (1,193,761)
Net cash provided by (used in) operating activities		(1,005,842)	 114,754
Investing activities			
Purchases and reinvestments of pooled funds		(570,388)	(1,512,029)
Net transfers from pooled investments		451,000	275,000
Maturity of certificates of deposit		129,236	261,281
Purchase of certificates of deposit		(294,635)	(129,236)
Purchase of fixed assets		(2,068)	-
Purchase of intangible assets		(18,411)	-
Cash received through acquisition		527,467	-
Net cash provided by (used in) investing activities		222,201	 (1,104,984)
Financing activity			
Contributions restricted for endowment		505,460	1,193,761
Net cash provided by financing activity		505,460	 1,193,761
Net change in cash and cash equivalents		(278,181)	203,531
Cash and cash equivalents		679.074	474 540
Beginning of year		678,074	 474,543
End of year	<u>\$</u>	399,893	\$ 678,074
Supplemental disclosure of cash flow information			
Cash paid for income taxes	\$	-	\$ 693
Non-cash transactions			
Assets acquired	\$	412,166	\$ -
Liabilities assumed		(31,911)	-
Net non-cash items received		380,255	-
Cash received		527,467	-
Inherent contribution		(907,722)	-

The Notes to Financial Statements are an integral part of these statements.

# Princeton Symphony Orchestra, Inc. Statement of Functional Expenses Year Ended June 30, 2022

	Program			Supporting	g Services		
	Orchestra	Festival	Education and Outreach	Total Program	General and Administrative	Fundraising	Total
Salaries	\$ 681,687	\$ 401,028	\$ 142,786	\$ 1,225,501	\$ 123,727	\$ 120,378	\$ 1,469,606
Payroll taxes	54,713	33,522	10,908	99,143	8,074	9,644	116,861
Employee benefits	14,178	20,862	7,752	42,792	8,390	10,022	61,204
Consultants and professional fees	58,415	439,056	5,510	502,981	96,993	-	599,974
Advertising	57,266	73,437	-	130,703	-	-	130,703
Office expense	361	3,344	819	4,524	28,069	3,134	35,727
Dues and subscriptions	1,576	1,325	-	2,901	3,286	-	6,187
IT expense	8,301	6,583	-	14,884	39,125	11,155	65,164
Occupancy	92,642	189,065	12,465	294,172	17,760	14,048	325,980
Travel and entertainment	26,270	32,276	2,875	61,421	4,825	25,910	92,156
Food and accommodations	3,542	67,778	185	71,505	-	-	71,505
Depreciation and amortization	-	-	-	-	16,346	-	16,346
Insurance	7,448	10,958	4,072	22,478	4,407	5,265	32,150
Special event expenses	-	-	-	-	-	82,058	82,058
Production costs	42,889	309,069	3,298	355,256	-	-	355,256
Bad debt					5,500		5,500
	<u> </u>	<u> </u>	<u>\$ 190,670</u>	\$ 2,828,261	<u>\$ 356,502</u>	<u>\$ 281,614</u>	\$ 3,466,377

The Notes to Financial Statements are an integral part of this statement.

# Princeton Symphony Orchestra, Inc. Statement of Functional Expenses Year Ended June 30, 2021

		Program		Supporting	Services	
	Orchestra	Education and Outreach	Total Program	General and Administrative	Fundraising	Total
Salaries	\$ 683,599	\$ 193,757	\$ 877,356	\$ 82,563	\$ 111,704	\$ 1,071,623
Payroll taxes	51,966	9,945	61,911	6,128	8,307	76,346
Employee benefits	17,664	9,063	26,727	6,049	8,200	40,976
Consultants and professional fees	9,650	-	9,650	121,091	-	130,741
Advertising	16,588	-	16,588	1,533	-	18,121
Office expense	3,409	882	4,291	7,457	1,769	13,517
Dues and subscriptions	5,290	-	5,290	2,843	-	8,133
IT expense	33	-	33	23,686	10,589	34,308
Occupancy	16,313	23,591	39,904	10,053	13,601	63,558
Travel and entertainment	2,843	137	2,980	2,588	1,616	7,184
Depreciation and amortization	-	-	-	11,384	-	11,384
Insurance	10,567	3,044	13,611	1,297	1,755	16,663
Special event expenses	-	-	-	-	30,408	30,408
Production costs	85,722	3,493	89,215	-	-	89,215
Bad debt				20,000		20,000
	<u>\$ 903,644</u>	<u>\$243,912</u>	<u>\$ 1,147,556</u>	<u>\$296,672</u>	<u>\$ 187,949</u>	<u>\$ 1,632,177</u>

The Notes to Financial Statements are an integral part of this statement.

#### 1. NATURE OF ORGANIZATION

Princeton Symphony Orchestra, Inc. (the "Organization") is a fully professional ensemble that offers orchestral, pops, and chamber music programs complemented by a variety of lectures and events to enhance audience understanding and enjoyment and to reinforce music's essential role in the life of the greater Princeton community. The Organization also offers a comprehensive music education program, PSO BRAVO! serving students of all ages with performances, coaching and music instruction.

Effective on July 31, 2021, the Organization acquired The Princeton Festival, a New Jersey Non-Profit Corporation ("TPF"). TPF was a public charitable organization whose mission was to enrich the cultural life of central New Jersey and the surrounding region during the summer by offering a variety of performing arts productions of the highest professional quality. TPF also provided educational opportunities in all aspects of the performing arts to artists and audiences of all ages. TPF generated revenue from events showcasing the performing arts and its primary function was a three-week arts and performance festival held during the month of June.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

The financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require the Organization to report information regarding its financial position and activities according to the following net asset classifications:

**Net assets without donor restrictions:** Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization's management and the board of trustees. Board designated funds are also presented in net assets without donor restrictions.

**Net assets with donor restrictions:** Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

#### Use of Estimates

The preparation of financial statements in conformity with US GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Significant estimates include the net present value of promises to give, the net asset value of investments and the functional allocation of expenses.

#### Cash and Cash Equivalents

The Organization considers all cash held in money market accounts to be cash equivalents, as well as debt securities with an initial maturity of three months or less from the date of acquisition.

#### **Certificates of Deposit**

Certificates of deposit are stated at cost plus accrued interest. Certificates of deposit maturity dates ranged from September 2022 to June 2023 and July 2021 to October 2021 and interest rates ranged from 0.60%-2.95% and 0.09%-1.74% as of June 30, 2022 and 2021, respectively.

#### Investments

The Organization's investments in Princeton Area Community Foundation ("PACF") are reflected at net asset value using the practical expedient (see Note 6) in the statements of financial position and may differ significantly from the values that would have been reported had a ready market for these investments existed. Net investment return (including realized and unrealized gains and losses on investments, interest and dividends, net of direct internal and external investment expenses) is included in net assets without donor restrictions unless the income or loss is restricted by donor or law.

#### **Receivables and Credit Policies**

Accounts receivable are uncollateralized, non-interest bearing, customer obligations due under normal trade terms requiring payment within 30 days from the invoice date. Accounts receivable are stated at the amount billed to the customer; grants and promises to give are stated at the amounts earned under the grant or pledge agreement. Payments of accounts receivable are allocated to specific invoices identified on the customer's remittance advice, or if unspecified, are applied to the earliest unpaid invoices.

Accounts receivable balances over 90 days old from the invoice date are considered delinquent. At June 30, 2022 and 2021, there were no delinquent accounts. The carrying amounts of accounts receivable are reduced by a valuation allowance that reflects management's best estimate of the amounts that will not be collected. Management individually reviews all accounts receivable balances and based on an assessment of current creditworthiness, estimates the portion, if any, of the balance that will not be collected. Management has determined that an allowance for uncollectible accounts was not required at June 30, 2022 and 2021.

### **Revenue and Support Recognition**

#### Contributions, Government Grants and Promises to Give

The Organization recognizes contributions, including unconditional promises to give, as revenue in the period received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return or release, are not recognized in revenue until the conditions on which they depend have been substantially met. Contributions, net assets and changes therein are classified and reported based on the existence or absence of donor-imposed restrictions. Revenue from government and private grant and contract agreements, which are generally considered non-exchange transactions, is recognized when qualifying expenditures are incurred and conditions under the agreements are met. Grant funds received in advance of the expenditures incurred are recorded as grant advances payable. Grant funds expended in advance of reimbursement from the funding source are classified as grants and contracts receivable in the statements of financial position. As of June 30, 2022 and 2021, the Organization has no conditional grants. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets released from restrictions.

On April 22, 2020, the Organization issued an unsecured promissory note (the "PPP Loan") for \$230,800 through the Paycheck Protection Program ("PPP") established under the CARES Act and administered by the U.S. Small Business Administration ("SBA"). The PPP Loan is guaranteed by the SBA. The PPP Loan may be forgiven, in whole or in part, if the Organization was eligible for the PPP Loan at the time of application, used the loan proceeds for eligible expenses within the defined 8-week period after the PPP Loan was disbursed ("Covered Period"), and otherwise satisfied PPP requirements. The PPP Loan was made through PNC Bank (the "Lender"), has a two-year term and bears interest at 1.00% per annum. The Organization received authorization from the SBA and the lender that the loan was forgiven on November 5, 2021. The Organization accounted for this as a conditional contribution and therefore, the amount was reflected in revenue when the Organization incurred qualifying expenses.

On January 25, 2021, the Organization issued an unsecured promissory note (the "PPP 2 Loan") for \$230,800 through the PPP established under the CARES Act and administered by the SBA. The PPP 2 Loan is guaranteed by the SBA. The PPP 2 Loan may be forgiven, in whole or in part, if the Organization was eligible for the PPP 2 Loan at the time of application, used the loan proceeds for eligible expenses within the defined 24-week period after the PPP 2 Loan was disbursed ("Covered Period"), and otherwise satisfied PPP requirements. The PPP 2 Loan was made through PNC Bank (the "Lender"), has a two-year term, bears interest at 1.00% per annum. The Organization received authorization from the SBA and the lender that the loan was forgiven on January 10, 2022. The Organization accounted for this as conditional contribution and therefore, the amount was reflected in revenue when the Organization incurred qualifying expenses.

The Organization has qualified for employee retention credits in the amount of approximately \$509,000. The credit will be claimed against the Organization's payroll tax obligations for each calendar quarter based on qualified wages, subject to certain limitations. For the years ended June 30, 2022 and 2021, the Organization recorded revenue totaling approximately \$92,000 and \$417,000, respectively, which is included in government grants revenue in the accompanying statements of activities and changes in net assets. In addition, through the acquisition described within Note 12, the Organization received additional grant receivables related to employee retention credits of \$111,799. Included in grants receivable is approximately \$621,000 and \$417,000 at June 30, 2022 and 2021, respectively.

#### In-Kind Donations

In-kind donations are recorded at their estimated fair value determined on the date of contribution.

#### Revenue from Contracts with Customers

The Organization accounts for subscriptions, ticket sales, special events and festival fees in accordance with Accounting Standards Codification ("ASC 606"). Revenue from contracts with customers is treated as revenues without donor restrictions. Funds received in advance from customers for services that have not been performed have been recorded as contract liabilities in the statements of financial position.

The following summarizes the Organization's performance obligations:

#### Ticket Sales, Other Performance Fees and Special Events

Ticket sales, other performance fees and special events represent the sums actually paid for individual tickets of admission to a production or event of the Organization or fees reimbursed for the use of Organization employees during an outside performance. Tickets are non-refundable at the time of receipt unless a performance or event is cancelled. The Organization allows for exchanges under certain circumstances for tickets of equal or lesser value. The total yearly adjustment for exchanged tickets is immaterial to the Organization. Tickets purchased in advance are recorded as contract liabilities by the Organization. Advanced ticket sales are recorded as revenue when the performance related to the ticket sale is complete. Ticket sales are recognized at a specific point in time, which is when the performance related to the ticket is complete.

#### Subscriptions

Subscription income represents income received for the sale of the ticket subscription series. The customer purchases a package of tickets to multiple shows over the current year's season. Tickets are non-refundable at the time of receipt unless a performance is cancelled. The Organization estimates the number of cancellations and records a reserve if deemed material and generally, it asks if the patron would like to contribute the funds instead of receiving the refunds. Tickets for future performances in the purchased subscription are recorded as contract liabilities by the Organization. Advance ticket sales are recorded as revenue when the performance related to the ticket in the subscription package is complete. Subscription income is recognized over a period of time, which is the completion of a single performance in the subscription package.

#### Other Revenue

Other revenue represents income received for sponsorships and advertisements within performance programs. Sponsorships and advertisements are non-refundable at the time of receipt and any advertisements purchased in advance are recorded as contract liabilities by the Organization. Sponsorships and advertisements purchased are recorded as revenue when the performance that the program booklet relates to is complete. Sponsorships and advertisement revenue are recognized over a period of time, which is the completion of a single performance in the series when the booklet is provided to audience members.

#### **Property and Equipment**

Maintenance and repairs that do not improve or extend the lives of assets are charged to expense as incurred. Depreciation is computed using the straight-line method over the estimated useful life of the related asset, which is generally 5-7 years for furniture, fixtures and equipment.

#### Website

Capitalized website expense is stated at cost. Amortization is computed using the straight-line method over the estimated useful life of the related assets, which is generally 3-5 years.

#### Trademark

Trademark is stated at cost and is amortized over 10 years using the straight-line method.

#### **Tax Exempt Status**

The Organization was incorporated in the State of New Jersey as a nonprofit organization on July 11, 1980. The Organization has received a determination from the Internal Revenue Service granting exemption from federal income tax under Section 501(c)(3) of the Internal Revenue Code and is exempt from state income taxes in accordance with state law. The Organization is subject to income tax on unrelated business income which is generated from ad revenue.

The Organization had no unrecognized tax benefits at June 30, 2022 and 2021 and has incurred no interest or penalties related to income taxes for the periods presented in the financial statements.

#### **Functional Expenses**

The costs of providing program and other activities have been summarized on a functional basis in the statements of activities and changes in net assets and have been detailed on the statements of functional expenses. Accordingly, certain costs have been allocated among program and supporting services benefited. Such allocations are determined by management on an equitable basis. The expenses that are allocated include the following:

Expense Category	Method of Allocation
Salaries	Time and effort
Payroll taxes	Salaries
Employee benefits	Salaries
Insurance	Salaries
Occupancy	Salaries
Telephone (included in office)	Salaries
Other	Salaries

#### **Advertising Costs**

The Organization uses advertising to promote its concerts and outreach programs among the audiences it serves. Advertising costs are expensed as incurred. Advertising and promotion costs amounted to \$134,024 and \$18,121 for the years ended June 30, 2022 and 2021, respectively.

#### Reclassifications

Certain amounts relating to the prior year have been reclassified to conform to the current year's presentation. These reclassifications have no effect on the change in net assets previously reported.

#### Accounting Pronouncements Adopted in the Current Period

#### Gifts In-Kind

During 2022, the Organization adopted the presentation and disclosure requirements of Financial Accounting Standards Board ("FASB") Accounting Standards Update ("ASU") No. 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets* (Topic 958). This ASU requires presentation of contributed nonfinancial assets apart from contributions of cash and other financial assets, along with expanded disclosure requirements. The adoption of this ASU had no material impact on the financial statements with the exception of increased disclosures.

### New Accounting Pronouncements Issued Not Yet Effective

#### Leases

In February 2016, the FASB issued ASU 2016-02 *Leases* (Topic 842), which requires the recognition of a "right to use" asset and a lease liability, initially measured at the present value of the lease payments, on the statements of financial position for all of the Organization's lease obligations. This ASU is effective for fiscal years beginning after December 15, 2021. The Organization is currently evaluating the effect that this pronouncement will have on its financial statements and related disclosures and will be effective if the Organization enters into a long-term lease.

#### 3. LIQUIDITY AND AVAILABILITY OF RESOURCES

Financial assets and liquidity resources available within one year for general expenditures were as follows as of June 30:

		2022	 2021
Financial assets			
Cash and cash equivalents, without restriction	\$	399,893	\$ 678,074
Certificates of deposit		294,635	129,236
Grants receivable		650,254	428,216
Accounts receivable		4,830	 2,500
Total financial assets		1,349,612	1,238,026
Liquidity resources			
Estimated annual draw from investment funds		495,000	 452,500
Total financial assets and liquidity resources	<u>\$</u>	1,844,612	\$ 1,690,526

The financial assets above are not subject to donor or other contractual restrictions that make them unavailable for general expenditures within one year of the statement of financial position date. The goal of the Organization is to have annual operating revenue cover expenses. Annually the Organization draws funds from its endowment and board designated funds in accordance with its spending policy (see Note 10) to cover operating expenses. In addition, the Organization has board designated net assets as of June 30, 2022 and 2021 of approximately \$587,000 and \$725,000, respectively, that could be utilized upon approval of the board of trustees.

### 4. REVENUE FROM CONTRACTS WITH CUSTOMERS

Contract balances relating to receivables and deferred revenue (contract liabilities) from contracts with customers were as follows at June 30:

	Receivables				Contract Liabilities			
		2022		2021		2022		2021
Beginning of year End of year	\$ \$	2,500 4,830	\$ \$	13,791 2,500	\$ \$	5,900 163,047	\$ \$	179,620 5,900

### 5. PROMISES TO GIVE

Promises to give are due as follows at June 30:

	 2022	 2021
Due in the next year	\$ 531,226	\$ 520,502
Due in 1-5 years	 374,600	 898,657
·	905,826	1,419,159
Less: Discount on promises to give	 (30,547)	 (57,869)
	\$ 875,279	\$ 1,361,290

At June 30, 2022 and 2021, promises to give at the time they were made were discounted using the risk-free rate, which was approximately 1.45%, on average.

#### 6. POOLED INVESTMENT HELD BY PACF

Investments are held in pooled funds invested with the Princeton Area Community Foundation, Inc. ("PACF"). As a participant in the pooled funds, the Organization's ownership interest is based on the units held by the Organization to the total of all units in the pooled funds. The pool is revalued monthly and income and gains or losses are allocated to the participants based on their units.

The market value and cost of the pooled investments is as follows at June 30:

	20	22	2021			
	Cost	Market	Cost	Market		
Pooled investments	<u>\$ 6,468,758</u>	<u>\$ 8,076,172</u>	<u> </u>	<u>\$ 8,831,345</u>		

Pooled separate accounts: Units held in pooled separate accounts are valued based at the net asset value ("NAV") of the shares held by the Organization at year end, which is based on the unit prices quoted by the fund, representing the fair value of the underlying investment.

Investment return related to the pooled investments comprised the following for the years ended June 30:

	2022	2021
Dividends and interest	\$ 117,7 <sup>-</sup>	11 \$ 59,154
Realized gains	296,27	77 85,738
Unrealized (losses) gains	(1,459,85	53) 1,643,516
Investment fees	(44,68	36) (34,168)
	<u>\$ (1,090,55</u>	51) <u>\$ 1,754,240</u>

The Organization uses NAV as a practical expedient for the fair value of certain investments by major category as of June 30, 2022 and 2021:

Category of Investment	Number of Funds	Investment Strategy	NAV - 2022	NAV - 2021	Unfunded Commitments	Redemption Terms	Redemption Restrictions
Pooled fund	6	Long-Term Growth	\$ 8,076,172	\$ 8,831,345	None	None	None

#### 7. PROPERTY AND EQUIPMENT

Property and equipment consist of the following at June 30:

		2022	 2021
Furniture, fixtures and equipment	\$	54,162	\$ 29,682
Less: Accumulated depreciation		(44,056)	 (19,385)
Furniture and fixtures, net	<u>\$</u>	10,106	\$ 10,297

Depreciation expense amounted to \$3,924 and \$4,039 for the years ended June 30, 2022 and 2021, respectively.

#### 8. INTANGIBLE ASSETS

Intangible assets consisted of the following at June 30:

		2022	 2021
Cost			
Website	\$	51,250	\$ 35,250
Trademarks		2,942	 2,942
		54,192	 38,192
Less: Accumulated amortization			
Website		(23,817)	(14,100)
Trademarks		(1,177)	 (883)
		(24,994)	 (14,983)
Intangible assets, net	<u>\$</u>	29,198	\$ 23,209

Amortization expense amounted to \$12,422 and \$7,345 for the years ended June 30, 2022 and 2021, respectively.

#### 9. NET ASSETS

Restricted net assets are available for the following purposes or periods at June 30:

	 2022	 2021
Restricted for Projects		
Support for 2021-2022 projects	\$ -	\$ 135,100
Support for guild	2,620	-
Time restricted		
Annual fund	100,000	150,000
Bravo	99,136	188,272
Endowment Next 10!	668,341	1,011,241
Innovation fund	 38,350	 69,648
Subtotal restricted for time and projects	908,447	1,554,261
Restricted for PSO Next10! Endowment	2,256,640	2,121,597
Restricted for PSO Endowment	5,081,887	6,038,961
Restricted for TPF Endowment	 37,830	 -
	\$ 8,284,804	\$ 9,714,819

Net assets were released from donor restrictions by incurring expenses satisfying the purpose or time restrictions specified by donors as follows at June 30:

	2022		2021		
Purpose restriction accomplished	\$	1,180	\$	103,173	
Time restrictions expired		310,534		20,000	
Endowment appropriation		351,000		210,000	
	\$	662,714	\$	333,173	

#### 10. ENDOWMENT FUNDS

The Organization's endowment consists of 3 funds, the PSO Endowment Fund, the Next 10! Campaign Endowment Fund and the Princeton Festival Endowment Fund which are invested in a pooled investment fund (see Note 6) established to generate earnings to fund operations. The endowment consists of gifts restricted for long-term support of the Organization. As required by U.S. generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Organization has interpreted state law as requiring the preservation of the value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. The Organization's endowment policy allows it to draw on the funds if a majority of the Board agrees to do so for a specific purpose. As a result of this interpretation, the Organization classified as net assets with restrictions (a) the original value of gifts donated to the restricted endowment (b) the original value of subsequent gifts to the restricted endowment and (c) earnings on the endowment until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by state law and the Organization's spending policy.

The Organization considers the following factors in making a determination to appropriate or accumulate endowment funds:

- (1) the duration and preservation of the funds
- (2) the purposes of the Organization and the endowment funds
- (3) general economic conditions
- (4) the possible effect of inflation and deflation
- (5) the expected total return from income and appreciation of investments
- (6) other resources of the Organization
- (7) the investment policies of the Organization

The Organization 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 endowment assets. The Organization distributes annually an amount equal to a percentage of the value of the endowment funds calculated based upon the average of the total investment portfolio over the preceding 36 months. The Organization made a distribution of \$451,000 and \$275,000 for the years ended June 30, 2022 and 2021, respectively.

### **Board Designated Net Assets**

Innovation Funds – The innovation funds consist of the Arnie Snider Fund and the Next 10! Innovation Fund and represent a Board-designated fund created to enable strategic programmatic investments that advance the mission of the Organization. These Funds will allow the Organization to implement innovative programs and projects that have an immediate impact within the community. Unlike the Endowment Funds, the Innovation Funds are not subject to a limited draw, but as Board-designated funds, they are still protected by the Organization's investment policy that requires Board approval in order to authorize any withdrawal of funds.

*Princeton Festival Funds* – The Princeton Festival funds represent the funds included in the TPF Luna Fund transferred in the acquisition of The Princeton Festival. These funds are to be Board-designated for a period of two years and shall be restricted to and used solely for the benefit of the festival.

## Princeton Symphony Orchestra, Inc. Notes to Financial Statements June 30, 2022 and 2021

The following table provides information regarding the change in endowment net assets for the years ended June 30, 2022 and 2021:

	June 30, 2022										
		Without Do									
		Board	Design	ated		Wit	h Do	onor Restricti	ons		
		novation Funds	Princ	eton Festival Funds	E	PSO ndowment	E	Next 10! ndowment		inceton estival	 Total
Endowment net assets at July 1, 2021	\$	725,204	\$	-	\$	6,038,961	\$	2,121,597	\$	-	\$ 8,885,762
Contributions		46,952		-		-		505,360		100	552,412
Net appreciation (depreciation) (realized and unrealized)		(84,597)		(29,855)		(696,074)		(280,317)		(5,165)	(1,096,008)
Appropriation of endowment net assets for expenditure		-		-		(261,000)		(90,000)		-	(351,000)
Contribution from acquisition (See Note 12)		-		248,871		-		-		42,895	291,766
Withdrawal from board-designated endowment		(100,000)		-		-		-		-	 (100,000)
Endowment net assets at June 30, 2022	\$	587,559	\$	219,016	\$	5,081,887	\$	2,256,640	\$	37,830	\$ 8,182,932
Investment by Type											
Endowment corpus	\$	-	\$	-	\$	4,093,584	\$	2,313,985	\$	27,100	\$ 6,434,669
Accumulated earnings		-		-		988,303		(57,345)		10,730	941,688
Board designated		587,559		219,016	_	-	_	-		-	 806,575
Total	\$	587,559	\$	219,016	\$	5,081,887	\$	2,256,640	\$	37,830	\$ 8,182,932

				June 30, 2	021		
	Res	nout Donor strictions Designated		With Donor	Rest	rictions	
		novation Funds	E	PSO ndowment	E	Next 10! ndowment	 Total
Endowment net assets at July 1, 2020 Contributions Net appreciation (realized and unrealized) Appropriation of endowment net assets for expenditure Withdrawal from board-designated endowment Endowment net assets at June 30, 2021	\$\$	573,424 76,824 139,956 - (65,000) 725,204	\$	4,781,945 175,000 1,292,016 (210,000) - 6,038,961	\$	777,551 1,018,761 325,285 - - 2,121,597	\$ 6,132,920 1,270,585 1,757,257 (210,000) (65,000) 8,885,762
Investment by Type Endowment corpus Accumulated earnings Board designated Total	\$ \$	- 725,204 725,204	\$	4,075,984 1,962,977 - 6,038,961	\$	1,783,454 338,143 - 2,121,597	\$ 5,859,438 2,301,120 725,204 8,885,762

#### **Underwater Endowment Funds**

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 state law requires the Organization to retain as a fund of perpetual duration. Deficiencies of this nature exist in twenty-two donor-restricted endowment funds, which has an original gift value of approximately \$1,222,000, a current fair value of approximately \$1,153,000, and a deficiency of approximately \$69,000 as of June 30, 2022. These deficiencies resulted from unfavorable market fluctuations and continued appropriation for certain programs that was deemed prudent by the board of trustees. There were no underwater endowment funds as of June 30, 2021.

#### 11. CONTRIBUTIONS OF NONFINANCIAL ASSETS

The Organization recognized contributed nonfinancial assets within revenue, including food, drink and technology services. Contributed nonfinancial assets did not have donor-imposed restrictions. Contributed food and drink were used during the Organization's special events. In valuing food and drink, the Organization estimated the fair value on the basis of estimates of wholesale values that would be received for selling similar products in the United States. Contributed services recognized comprise technology services from IT professionals. Contributed services are valued and are reported at the estimated fair value in the financial statements based on current rates for similar technology services.

Contributions of nonfinancial assets for the years ended June 30, 2022 and 2021 were as follows:

 2022	 2021
\$ 703	\$ -
 6,000	 6,000
\$ 6,703	\$ 6,000

### 12. ACQUISITION OF THE PRINCETON FESTIVAL, A NEW JERSEY NON-PROFIT CORPORATION

The Organization accounted for its business combination in accordance with ASC 805 – *Business Combinations*.

Effective on July 31, 2021, the Organization acquired TPF, for the purpose of expanding each organization's impact and ability to offer artistic products of superior variety and quality to the public. TPF is a 501(c)(3) non-profit organization that holds The Princeton Festival, which is an annual multi-genre festival of the performing arts and related activities, and also offers free public lectures, workshops, and other educational programming to the public.

The fair value of the assets acquired, and liabilities assumed as of the transaction date were as follows:

Assets		
Cash and cash equivalents	\$	527,467
Investments		289,015
Payroll tax assistance - CARES Act receivable		111,799
Other receivables		4,294
Grants receivable, unconditional		5,225
Prepaid expenses and other assets		168
Property and equipment, net		1,665
	\$	939,633
Liabilities		
Accounts payable and accrued expenses	\$	25,482
Deferred revenue		6,429
Total liabilities		31,911
Inherent contribution	<u>\$</u>	907,722

The inherent contribution contains net assets with restrictions of \$27,000 and net assets without restrictions of \$880,722.

There was no consideration transferred as a result of the transaction. The fair value of the assets acquired less the liabilities assumed exceeded the consideration that was paid. The excess was recorded as an inherent contribution in the current year.

#### 13. COMMITMENTS

#### **Operating Leases**

The Organization has a cancelable lease for office space which is on a month-to-month basis. Rental expense from the office space lease amounted to \$26,160 for each of the years ended June 30, 2022 and 2021, respectively.

#### **Employment Contracts**

The Organization has employment agreements with two employees that expire in 2024 and 2027. Future annual payments due under these agreements are as follows for the years ending June 30:

2023	\$ 302,1	000
2024	315,0	000
2025	146,0	000
2026	152,0	000
2027	158,0	000
	<u>\$ 1,073,0</u>	000

#### 14. RELATED PARTY TRANSACTIONS

For the years ended June 30, 2022 and 2021, contributions from Board of Trustees amounted to approximately \$192,000 and \$179,000, respectively.

#### 15. CONCENTRATION OF CREDIT RISK

The Organization maintains cash in bank deposit accounts, which, at times, may exceed federally insured limits. The Organization has not experienced, and does not expect to experience, any losses in such accounts. The Organization believes it is not exposed to any significant credit risk on its cash balances.

#### Receivable Concentrations

At June 30, 2022, the Organization had 2 donors that comprised 88% of outstanding promises to give. At June 30, 2022, the Organization had 1 government agency that comprised 96% of outstanding grants receivable. At June 30, 2021, the Organization had 2 donors which comprised 86% of outstanding promises to give. At June 30, 2021, the Organization had 1 government agency that comprised 97% of outstanding grants receivable.

#### **Revenue Concentrations**

For the year ended June 30, 2021, the Organization had 2 donors that comprised approximately 47% of total contribution revenue. There was no concentration for the year ended June 30, 2022.

### Concentration of Labor Subject to Collective Bargaining Agreement

The Organization has an agreement with Local 62 of the American Federation of Musicians which was in effect from July 1, 2017 through June 30, 2021. The agreement was subsequently extended through June 30, 2023. At June 30, 2022, the Organization had a total of approximately 350 employees. Approximately 95% of the Organization's employees are represented by a union.

### 16. SUBSEQUENT EVENTS

The Organization has evaluated subsequent events occurring after the statement of financial position date through the date of December 13, 2022, which is the date the financial statements were available to be issued. Based on this evaluation, the Organization has determined that no subsequent events have occurred which require disclosure in or adjustment to the financial statements.

SUPPLEMENTARY INFORMATION



#### REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL **STATEMENTS** PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING **STANDARDS**

## **INDEPENDENT AUDITOR'S REPORT**

To the Trustees, Princeton Symphony Orchestra, Inc.:

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States ("*Government Auditing Standards*"), the financial statements of Princeton Symphony Orchestra, Inc. (the "Organization") which comprise the statement of financial position as of June 30, 2022 and the related statements of activities and changes in net assets, cash flows and functional expenses for the year ended June 30, 2022, and the related notes to the financial statements, and have issued our report thereon dated December 13, 2022.

#### **Report on Internal Control over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Organization's internal control over financial reporting ("internal control") as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Organization's financial statements will not be prevented or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses and significant deficiencies may exist that have not been identified.

#### **Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Organization's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.



#### **Purpose of This Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Withum Smith + Brown, PC

December 13, 2022

## Princeton Symphony Orchestra, Inc. Schedule of Expenditures of Federal Awards and State Financial Assistance Year Ended June 30, 2022

Grantor/Program Title	Assistance Listing Number	Award Number	Award Period	Total Expenditures	Total Expenditures Life of Project
Federal Awards					
National Endowment for the Arts	45.UNK	1885970-36-21	07/01/2021 - 12/31/2021	<u>\$ 18,600</u>	\$ 18,600
Total Federal Awards				<u>\$ 18,600</u>	<u>\$ 18,600</u>
State Financial Assistance State of New Jersey Department of State State Council on the Arts General operating support	N/A	2202X010078	07/1/2021 - 06/30/2022	\$ 116,492	\$ 116,492
New Jersey Economic Development Authority Small Business Emergency Assistance Grant	N/A	N/A	N/A	20.000	20.000
Assistance Grant	N/A	N/A	N/A	20,000	20,000
Total State Financial Assistance				<u>\$ 136,492</u>	<u>\$ 136,492</u>

#### **Basis of Presentation**

The schedule of expenditures of federal awards and state financial assistance includes the federal and state grant activity of Princeton Symphony Orchestra, Inc. (the "Organization") for the year ended June 30, 2022 and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of the Organization's grant agreement with the State of New Jersey, Department of State, State Council on the Arts. Because the schedule presents only a selected portion of the operations of the Organization, it is not interested to and does not present the financial position, changes in net assets, or cash flows of the Organization.

## Section 1 – Summary of Auditor's Results

Financial Statements	
Type of auditor's report issued	Unmodified
Internal control over financial reporting	
Material weaknesses identified?	No
Significant deficiencies identified that are not considered	
to be material weaknesses?	None reported
Noncompliance material to financial statements noted	No
Section 2 – Financial Statement Findings	

### None

## Section 3 – State Award Findings and Responses

None

# Princeton Symphony Orchestra, Inc. Schedule of Prior Year's Findings and Responses Year Ended June 30, 2022

No findings or responses in prior year's audit.