

**Financial Statements** 

June 30, 2019 and 2018

(With Independent Auditors' Report Thereon)



KPMG LLP 345 Park Avenue New York, NY 10154-0102

#### Independent Auditors' Report

The Board of Trustees The Asia Society:

We have audited the accompanying financial statements of The Asia Society, which comprise the balance sheets as of June 30, 2019 and 2018, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

## Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Asia Society as of June 30, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with U.S. generally accepted accounting principles.



## Emphasis of Matter

As discussed in Note 1(n) to the financial statements, The Asia Society adopted Accounting Standards Update 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*, during the year ended June 30, 2019. Our opinion is not modified with respect to this matter.



December 10, 2019

## **Balance Sheets**

June 30, 2019 and 2018

| Assets  | _    | 2019   | 2018   |
|---|------|--|--|
| Cash and cash equivalents Contributions and grants receivable, net (note 2) Prepaid expenses and other assets Investments (note 3) Land, building, and equipment, net (note 4) Collection (note 1(e)) | \$   | 5,524,794<br>12,632,440<br>1,254,078<br>84,316,991<br>20,739,520 | 5,316,302<br>16,985,079<br>834,553<br>75,208,552<br>21,002,553 |
| Total assets  | \$ _ | 124,467,823  | 119,347,039  |
| Liabilities and Net Assets  |      |  |  |
| Liabilities: Accounts payable, accrued expenses, and other liabilities (note 9) Interest rate swap liability (note 5) Loans payable, net of deferred issuance costs (note 5)                          | \$   | 3,866,002<br>2,071,702<br>15,857,035                             | 3,478,770<br>534,173<br>16,482,761                             |
| Total liabilities   | _    | 21,794,739   | 20,495,704   |
| Commitments and contingencies (notes 5 and 8)   |      |  |  |
| Net assets (deficit): Net assets without donor restrictions: Available for operations Designated for investment (note 10) Invested in and designated for fixed assets                                 | _    | (2,324,179)<br>2,599,752<br>2,230,353                            | (2,330,512)<br>3,158,413<br>4,069,092                          |
| Total net assets without donor restrictions   | _    | 2,505,926  | 4,896,993  |
| Net assets with donor restrictions (note 6): Purpose and time restricted Endowment fund corpus  | -    | 31,427,715<br>68,739,443   | 34,223,849<br>59,730,493                                       |
| Total net assets with donor restrictions  | -    | 100,167,158  | 93,954,342   |
| Total net assets  | _    | 102,673,084  | 98,851,335   |
| Total liabilities and net assets  | \$   | 124,467,823  | 119,347,039  |

#### Statement of Activities

Year ended June 30, 2019 (With comparative summarized financial information for the year ended June 30, 2018)

|  | Available for operations                                      | Designated for investment | Invested in<br>and designated<br>for fixed assets | Without donor restrictions                                    | With donor restrictions Total | 2019<br>Total   | 2018<br>Total   |
|--|---|---------------------------|---|---|-------------------------------|---|---|
| Revenue, gains, and other support:<br>Contributions and grants<br>Membership<br>Special events, net of direct donor benefits of    | \$ 11,023,978<br>1,173,190                                    | =                         | 95,764<br>—                                       | 11,119,742<br>1,173,190                                       | 15,929,011                    | 27,048,753<br>1,173,190                                       | 26,136,658<br>1,351,072                                       |
| \$1,052,746 in 2019 Program service fees and store sales Investment return, net (note 3) Miscellaneous (note 9)                    | 1,955,538<br>2,515,341<br>3,650,406<br>771,109                | (1,601)                   |   | 1,955,538<br>2,515,341<br>3,648,805<br>771,109                | 679,822<br>                   | 1,955,538<br>2,515,341<br>4,328,627<br>771,109                | 3,042,489<br>1,929,225<br>6,538,638<br>455,669                |
|  | 21,089,562  | (1,601)                   | 95,764  | 21,183,725  | 16,608,833                    | 37,792,558  | 39,453,751  |
| Net assets released from restrictions and transfers  | 10,558,131  | (285,060)                 | 122,946   | 10,396,017  | (10,396,017)                  |   |   |
| Total revenue, gains, and other support  | 31,647,693  | (286,661)                 | 218,710   | 31,579,742  | 6,212,816                     | 37,792,558  | 39,453,751  |
| Expenses: Program services: Ants and culture Policy and business Education Online outreach U.S. centers and Asian activities       | 5,024,132<br>8,828,356<br>4,715,896<br>1,324,499<br>1,690,441 | -<br>-<br>-<br>-<br>-     | 548,584<br>239,629<br>93,440<br>43,706<br>4,444   | 5,572,716<br>9,067,985<br>4,809,336<br>1,368,205<br>1,694,885 | -<br>-<br>-<br>-              | 5,572,716<br>9,067,985<br>4,809,336<br>1,368,205<br>1,694,885 | 5,701,620<br>7,257,962<br>5,065,779<br>1,267,877<br>1,851,143 |
| Auxiliary services   | 1,290,512   |                           | 302,927   | 1,593,439   |                               | 1,593,439   | 1,579,751   |
| Total program services   | 22,873,836  |                           | 1,232,730   | 24,106,566  |                               | 24,106,566  | 22,724,132  |
| Supporting services:  Management and general  Fund-raising   | 5,043,116<br>3,003,304  |                           | 196,811<br>83,483                                 | 5,239,927<br>3,086,787  |                               | 5,239,927<br>3,086,787  | 4,966,329<br>2,874,892  |
| Total supporting services  | 8,046,420   |                           | 280,294   | 8,326,714   |                               | 8,326,714   | 7,841,221   |
| Total expenses   | 30,920,256  |                           | 1,513,024   | 32,433,280  |                               | 32,433,280  | 30,565,353  |
| Increase (decrease) in net assets before other changes   | 727,437   | (286,661)                 | (1,294,314)                                       | (853,538)   | 6,212,816                     | 5,359,278   | 8,888,398   |
| Other changes: Change in fair value of interest rate swap (note 5) Transfer of net assets Transfer for acquisition of fixed assets | 272,000<br>(993,104)  | (272,000)                 | (1,537,529)<br>—<br>993,104                       | (1,537,529)<br>—<br>—   |                               | (1,537,529)<br>—<br>—   | 591,333<br>—<br>—   |
| Increase (decrease) in net assets  | 6,333   | (558,661)                 | (1,838,739)                                       | (2,391,067)   | 6,212,816                     | 3,821,749   | 9,479,731   |
| Net assets (deficit) at beginning of year  | (2,330,512)   | 3,158,413                 | 4,069,092   | 4,896,993   | 93,954,342                    | 98,851,335  | 89,371,604  |
| Net assets (deficit) at end of year  | \$ (2,324,179)  | 2,599,752                 | 2,230,353   | 2,505,926   | 100,167,158                   | 102,673,084   | 98,851,335  |

## Statement of Activities

Year ended June 30, 2018

|  | Available for operations | Designated for investment | Invested in and designated for fixed assets | Without donor restrictions | With donor<br>restrictions<br>Total | 2018<br>Total |
|--|--------------------------|---------------------------|---|----------------------------|-------------------------------------|---------------|
| Revenue, gains, and other support:                     |                          |                           |   |                            |                                     |               |
| Contributions and grants                               | \$ 9,807,239             | _                         | _   | 9,807,239                  | 16,329,419                          | 26,136,658    |
| Membership   | 1,351,072                | _                         | _   | 1,351,072                  | _                                   | 1,351,072     |
| Special events, net of direct donor benefits of        |                          |                           |   |                            |                                     |               |
| \$816,586 in 2018                                      | 3,042,489                | _                         | _   | 3,042,489                  | _                                   | 3,042,489     |
| Program service fees and store sales                   | 1,929,225                |                           | _   | 1,929,225                  |                                     | 1,929,225     |
| Investment return (loss), net (note 3)                 | 3,397,929                | 1,271,684                 | _   | 4,669,613                  | 1,869,025                           | 6,538,638     |
| Miscellaneous (note 9)                                 | 455,669                  | - — —                     |   | 455,669                    |                                     | 455,669       |
|  | 19,983,623               | 1,271,684                 | _   | 21,255,307                 | 18,198,444                          | 39,453,751    |
| Net assets released from restrictions                  | 9,941,379                | (353,371)                 | 887,847                                     | 10,475,855                 | (10,475,855)                        |               |
| Total revenue, gains, and other support                | 29,925,002               | 918,313                   | 887,847                                     | 31,731,162                 | 7,722,589                           | 39,453,751    |
| Expenses:  |                          |                           |   |                            |                                     |               |
| Program services:                                      |                          |                           |   |                            |                                     |               |
| Arts and culture                                       | 5,108,019                | _                         | 593,601                                     | 5,701,620                  | _                                   | 5,701,620     |
| Policy and business                                    | 7,008,112                | _                         | 249,850                                     | 7,257,962                  | _                                   | 7,257,962     |
| Education  | 4,978,583                | _                         | 87,196                                      | 5,065,779                  | _                                   | 5,065,779     |
| Online outreach  | 1,236,017                | _                         | 31,860                                      | 1,267,877                  | _                                   | 1,267,877     |
| U.S. centers and Asian activities                      | 1,845,794                | _                         | 5,349                                       | 1,851,143                  | _                                   | 1,851,143     |
| Auxiliary services                                     | 1,276,243                |                           | 303,508                                     | 1,579,751                  |                                     | 1,579,751     |
| Total program services                                 | 21,452,768               |                           | 1,271,364                                   | 22,724,132                 |                                     | 22,724,132    |
| Supporting services:                                   |                          |                           |   |                            |                                     |               |
| Management and general                                 | 4,680,198                | _                         | 286,131                                     | 4,966,329                  | _                                   | 4.966.329     |
| Fund-raising   | 2,748,416                | _                         | 126,476                                     | 2,874,892                  |                                     | 2,874,892     |
| Total supporting services                              | 7,428,614                |                           | 412,607                                     | 7,841,221                  |                                     | 7,841,221     |
|  |                          |                           |   |                            |                                     |               |
| Total expenses   | 28,881,382               | . ——                      | 1,683,971                                   | 30,565,353                 |                                     | 30,565,353    |
| Increase (decrease) in net assets before other changes | 1,043,620                | 918,313                   | (796,124)                                   | 1,165,809                  | 7,722,589                           | 8,888,398     |
| Other changes:   |                          |                           |   |                            |                                     |               |
| Change in fair value of interest rate swap (note 5)    | _                        | _                         | 591,333                                     | 591,333                    | _                                   | 591,333       |
| Transfer of net assets                                 | (424,000)                | 424,000                   | · —   | · —                        | _                                   | · —           |
| Transfer for acquisition of fixed assets               | (204,218)                | <u> </u>                  | 204,218                                     |                            |                                     |               |
| Increase (decrease) in net assets                      | 415,402                  | 1,342,313                 | (573)                                       | 1,757,142                  | 7,722,589                           | 9,479,731     |
| Net assets (deficit) at beginning of year              | (2,745,914)              | 1,816,100                 | 4,069,665                                   | 3,139,851                  | 86,231,753                          | 89,371,604    |
| Net assets (deficit) at end of year                    | \$ (2,330,512)           |                           | 4,069,092                                   | 4,896,993                  | 93,954,342                          | 98,851,335    |
| , , , , , , ,  | (_, _ , _ , _ , _ )      | -,,,,,,,,                 | -,,   | .,,                        | -,,                                 | -11           |

#### Statement of Functional Expenses

Year ended June 30, 2019 (With comparative summarized financial information for the year ended June 30, 2018)

|  | Arts and culture  | Policy and business   | Education  | Online<br>Outreach  | U.S. Centers<br>and Asian<br>activities                               | Auxiliary<br>services  | Total<br>program<br>services  | Management<br>and general   | Fund-raising   | Total<br>supporting<br>services   | 2019 Total<br>expenses  | 2018 Total<br>expenses  |
|--|---|---|--|---|---|--|---|---|--|---|---|---|
| Operating expenses:<br>Salaries and wages<br>Benefits and payroll taxes  | \$ 2,135,109<br>473,606   | 4,385,902<br>831,027  | 1,825,093<br>459,358   | 893,294<br>232,270  | 642,219<br>179,548  | 569,039<br>126,865   | 10,450,656<br>2,302,674   | 2,319,297<br>397,724  | 1,531,988<br>335,861   | 3,851,285<br>733,585  | 14,301,941<br>3,036,259   | 14,100,619<br>2,916,263   |
| Total staff costs  | 2,608,715   | 5,216,929   | 2,284,451  | 1,125,564   | 821,767   | 695,904  | 12,753,330  | 2,717,021   | 1,867,849  | 4,584,870   | 17,338,200  | 17,016,882  |
| Professional fees Supplies and materials Travel Communications Occupancy Equipment rental and maintenance Store inventory Grants paid Financing costs Conferences, conventions, and meetings Other | 900,158<br>121,748<br>204,317<br>280,577<br>369,986<br>141,577<br>——————————————————————————————————— | 1,717,859<br>181,947<br>714,469<br>66,867<br>201,751<br>249,411<br>10,000<br>84,376<br>213,440<br>171,307 | 536,726<br>71,773<br>479,641<br>48,652<br>41,352<br>59,322<br>916,558<br>32,901<br>147,773<br>96,747 | 39,046<br>6,090<br>13,963<br>46,065<br>19,287<br>23,229<br>—<br>—<br>15,389<br>35,866 | 355,824<br>98,659<br>50,507<br>11,445<br>157,448<br>11,495<br>153,738 | 34,659<br>(3,152)<br>1,358<br>4,650<br>133,696<br>59,829<br>234,403<br><br>106,664<br>22,501 | 3,584,272<br>477,065<br>1,464,255<br>458,256<br>923,520<br>544,863<br>234,403<br>1,080,296<br>432,492<br>361,213<br>559,871 | 1,027,153<br>118,139<br>161,222<br>63,568<br>133,680<br>250,639<br>—<br>69,642<br>31,314<br>470,738 | 277,526<br>104,993<br>482,862<br>29,817<br>57,575<br>98,577<br>1,500<br>29,187 | 1,304,679<br>223,132<br>644,084<br>93,385<br>191,255<br>349,216<br>1,500<br>98,829<br>31,314<br>524,156 | 4,888,951<br>700,197<br>2,108,339<br>551,641<br>1,114,775<br>894,079<br>234,403<br>1,081,796<br>531,321<br>392,527<br>1,084,027 | 3,435,994<br>835,684<br>1,742,850<br>515,319<br>969,767<br>597,805<br>248,963<br>1,732,216<br>520,771<br>273,689<br>991,442 |
| Total operating expenses   | 5,024,132   | 8,828,356   | 4,715,896  | 1,324,499   | 1,690,441   | 1,290,512  | 22,873,836  | 5,043,116   | 3,003,304  | 8,046,420   | 30,920,256  | 28,881,382  |
| Fixed-asset expenses:<br>Depreciation and amortization<br>Other  | 506,507<br>42,077   | 221,249<br>18,380   | 86,273<br>7,167  | 40,354<br>3,352   | 4,444   | 279,692<br>23,235  | 1,138,519<br>94,211   | 181,784<br>15,027   | 77,125<br>6,358  | 258,909<br>21,385   | 1,397,428<br>115,596  | 1,363,701<br>320,270  |
| Total expenses   | \$5,572,716   | 9,067,985   | 4,809,336  | 1,368,205   | 1,694,885   | 1,593,439  | 24,106,566  | 5,239,927   | 3,086,787  | 8,326,714   | 32,433,280  | 30,565,353  |
| Direct donor benefit costs   |   |   |  |   |   |  |   |   |  |   | 1,052,746   | 816,586   |
| Total expenses, including direct   | donor benefit cost  | s   |  |   |   |  |   |   |  | \$  | 33,486,026  | 31,381,939  |

#### Statement of Functional Expenses

Year ended June 30, 2018

|  | _      | Arts and culture | Policy and business | Education | Online<br>Outreach | U.S. Centers<br>and Asian<br>activities | Auxiliary<br>services | Total<br>program<br>services | Management<br>and general | Fund-raising | Total supporting services | 2018 Total<br>expenses |
|--|--------|------------------|---------------------|-----------|--------------------|---|-----------------------|------------------------------|---------------------------|--------------|---------------------------|------------------------|
| Operating expenses:                    |        |                  |                     |           |                    |   |                       |                              |                           |              |                           |                        |
| Salaries and wages                     | \$     | 2,084,611        | 4,166,491           | 1,790,040 | 796,965            | 594,396                                 | 585,637               | 10,018,140                   | 2,562,051                 | 1,520,428    | 4,082,479                 | 14,100,619             |
| Benefits and payroll taxes             | _      | 461,649          | 795,535             | 436,479   | 205,507            | 143,398                                 | 138,806               | 2,181,374                    | 391,841                   | 343,048      | 734,889                   | 2,916,263              |
| Total staff costs                      |        | 2,546,260        | 4,962,026           | 2,226,519 | 1,002,472          | 737,794                                 | 724,443               | 12,199,514                   | 2,953,892                 | 1,863,476    | 4,817,368                 | 17,016,882             |
| Professional fees                      |        | 726,938          | 620,025             | 652,566   | 90,840             | 357,961                                 | 28,449                | 2,476,779                    | 647,374                   | 311,841      | 959,215                   | 3,435,994              |
| Supplies and materials                 |        | 152,200          | 204,643             | 113,193   | 6,641              | 114,387                                 | (5,078)               | 585,986                      | 140,360                   | 109,338      | 249,698                   | 835,684                |
| Travel                                 |        | 309,511          | 685,630             | 412,412   | 7,080              | 46,794                                  | 2,265                 | 1,463,692                    | 104,894                   | 174,264      | 279,158                   | 1,742,850              |
| Communications                         |        | 248,898          | 67,830              | 35,699    | 40,772             | 13,696                                  | 3,478                 | 410,373                      | 70,596                    | 34,350       | 104,946                   | 515,319                |
| Occupancy                              |        | 324,985          | 176,191             | 33,793    | 11,171             | 94,669                                  | 106,431               | 747,240                      | 163,867                   | 58,660       | 222,527                   | 969,767                |
| Equipment rental and maintenance       |        | 109,164          | 48,373              | 23,791    | 10,831             | 16,980                                  | 48,846                | 257,985                      | 241,606                   | 98,214       | 339,820                   | 597,805                |
| Store inventory                        |        | _                | _                   | _         | _                  | _                                       | 248,963               | 248,963                      | _                         | _            | _                         | 248,963                |
| Grants paid                            |        | 250              | 35,400              | 1,255,366 | _                  | 440,950                                 | _                     | 1,731,966                    | _                         | 250          | 250                       | 1,732,216              |
| Financing costs                        |        | 184,353          | 77,595              | 27,080    | 9,895              | _                                       | 94,259                | 393,182                      | 88,531                    | 39,058       | 127,589                   | 520,771                |
| Conferences, conventions, and meetings |        | 31,165           | 64,657              | 144,356   | 57                 | 416                                     | 185                   | 240,836                      | 29,321                    | 3,532        | 32,853                    | 273,689                |
| Other                                  | _      | 474,295          | 65,742              | 53,808    | 56,258             | 22,147                                  | 24,002                | 696,252                      | 239,757                   | 55,433       | 295,190                   | 991,442                |
| Total operating                        |        |                  |                     |           |                    |   |                       |                              |                           |              |                           |                        |
| expenses                               |        | 5,108,019        | 7,008,112           | 4,978,583 | 1,236,017          | 1,845,794                               | 1,276,243             | 21,452,768                   | 4,680,198                 | 2,748,416    | 7,428,614                 | 28,881,382             |
| Fixed-asset expenses:                  |        |                  |                     |           |                    |   |                       |                              |                           |              |                           |                        |
| Depreciation and amortization          |        | 480,225          | 202,129             | 70,542    | 25,775             | 5,349                                   | 245,539               | 1,029,559                    | 231,686                   | 102,456      | 334,142                   | 1,363,701              |
| Other                                  | _      | 113,376          | 47,721              | 16,654    | 6,085              |   | 57,969                | 241,805                      | 54,445                    | 24,020       | 78,465                    | 320,270                |
| Total expenses                         | \$_    | 5,701,620        | 7,257,962           | 5,065,779 | 1,267,877          | 1,851,143                               | 1,579,751             | 22,724,132                   | 4,966,329                 | 2,874,892    | 7,841,221                 | 30,565,353             |
| Direct donor benefit costs             |        |                  |                     |           |                    |   |                       |                              |                           |              |                           | 816,586                |
| Total expenses, including direc        | t done | or benefit costs |                     |           |                    |   |                       |                              |                           |              | ;                         | 31,381,939             |

Total expenses, including direct donor benefit costs

## Statements of Cash Flows

## Years ended June 30, 2019 and 2018

|   | _    | 2019                   | 2018                   |
|---|------|------------------------|------------------------|
| Cash flows from operating activities:   |      |                        |                        |
| Increase in net assets  | \$   | 3,821,749              | 9,479,731              |
| Adjustments to reconcile increase in net assets to net cash used                                |      |                        |                        |
| in operating activities:  |      | (4.040.500)            | (0.040.000)            |
| Net realized and unrealized gains on investments  |      | (4,018,520)            | (6,312,869)            |
| Change in fair value of interest rate swap  |      | 1,537,529<br>1,397,428 | (591,333)<br>1,363,701 |
| Depreciation and amortization  Contributions permanently restricted for endowment               |      | (9,008,950)            | (3,571,507)            |
| Contributions permanently restricted for endowment Changes in operating assets and liabilities: |      | (9,006,950)            | (3,371,307)            |
| Change in contributions and grants receivable, net of   |      |                        |                        |
| amounts classified as financing   |      | 4,321,613              | (3,203,240)            |
| Change in prepaid expenses and other assets   |      | (419,525)              | (2,694)                |
| Change in accounts payable and accrued expenses   | _    | 387,232                | <u>687,610´</u>        |
| Net cash used in operating activities   | _    | (1,981,444)            | (2,150,601)            |
| Cash flows from investing activities:   |      |                        |                        |
| Proceeds from sales of investments  |      | 8,108,905              | 10,841,733             |
| Investment purchases  |      | (13,198,824)           | (9,853,769)            |
| Capital expenditures  | _    | (1,101,035)            | (776,078)              |
| Net cash (used in) provided by investing activities   | _    | (6,190,954)            | 211,886                |
| Cash flows from financing activities:   |      |                        |                        |
| Loan principal payments   |      | (659,086)              | (643,187)              |
| Borrowings under line of credit   |      | 500,000                | _                      |
| Repayments of line of credit  |      | (500,000)              | _                      |
| Cash contributions for endowment and capital projects   | _    | 9,039,976              | 3,571,506              |
| Net cash provided by financing activities   | _    | 8,380,890              | 2,928,319              |
| Net increase in cash and cash equivalents   |      | 208,492                | 989,604                |
| Cash and cash equivalents at beginning of year  | _    | 5,316,302              | 4,326,698              |
| Cash and cash equivalents at end of year  | \$ _ | 5,524,794              | 5,316,302              |
| Supplemental disclosure of cash flow information:<br>Cash paid during the year for interest     | \$   | 369,699                | 368,547                |

Notes to Financial Statements June 30, 2019 and 2018

## (1) Organization and Summary of Significant Accounting Policies

#### Organization

The Asia Society (the Society) is a New York not-for-profit company chartered by the State Education Department of New York. It was founded in 1956 by John D. Rockefeller 3rd. The Society is an international, nonprofit, and nonpartisan organization dedicated to strengthening relationships and deepening understanding among the peoples of Asia and the United States. The Society's work spans the fields of arts and culture, policy and business, and education and leadership and includes major art exhibitions, performances, lectures, international conferences and dialogues, task force reports, education initiatives, and leadership development. Headquartered in New York City, the organization has centers in Los Angeles and San Francisco and an office in Washington, D.C.

Additionally, the Society has affiliate offices in Houston, Texas; Hong Kong; Manila; Mumbai; Seoul; Sydney; Tokyo; and Zurich. Each affiliate operates in concert with the Society based on a Global Operating Agreement and pays an annual participation fee to the Society in consideration of being part of the Society organization and the global services provided by the Society. In addition, the Society has entered into an agreement with each affiliate under which the Society has granted a royalty-free license to use the Society's trademark and related marks and trade names. The activities of the affiliate offices are not reflected in the accompanying financial statements.

Summary of Significant Accounting Policies

## (a) Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis.

#### (b) Basis of Presentation

The Society's net assets and revenue, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Society and changes therein are classified and reported as follows:

Without donor restrictions – Net assets that are free of donor-imposed restrictions. All revenues, gains, and losses that are not restricted by donors are included in this classification. All expenses are reported as decreases in net assets without donor restrictions.

With donor restrictions – Net assets that are subject to donor-imposed restrictions. These net assets include donor restricted contributions that are subject to time or purpose restrictions and donor restricted endowments. Generally, the donors' imposed restrictions on the endowment fund permit the Society to use all or part of the income earned on related investments for certain general or specific purposes.

Revenues are reported as increases in net assets without donor restrictions unless their use is limited by donor imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. When restrictions are met in the same period as the contribution is

Notes to Financial Statements June 30, 2019 and 2018

received, the Society records the contribution as without donor restrictions. Contributions of cash or other assets that must be used to acquire long-lived assets are recorded as net assets with donor restrictions until the assets are placed in service.

## (c) Contributions

Contributions, which include unconditional promises to give (pledges), are recognized as revenue in the period received. Contributions to be received after one year are discounted at an adjusted risk-free rate (after allowance is made for uncollectible contributions). In subsequent periods, the discount rate is unchanged and the allowance for uncollectible contributions is reassessed and adjusted if necessary. Amortization of the discount is recorded as additional contribution revenue and used in accordance with donor-imposed restrictions, if any, on the contributions.

## (d) Revenue Recognition

Conditional promises are recorded as revenue once the conditions are met. Contributions, grants, and bequests are recognized with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. Contributions of assets other than cash are recorded at their estimated fair value. Contributions of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

The Society received goods and services valued at \$118,250 and \$173,950 in 2019 and 2018, respectively, for use at auctions held by the Society. These items included goods, services, and vacation packages. The auctions of these items yielded revenue of \$133,050 and \$178,000 in 2019 and 2018, respectively, which is included in special events revenue in the statements of activities.

## (e) Collection Items

The Asia Society Museum Collection is noted for its masterpiece-quality objects and the scholarly import awarded to these pieces of traditional and contemporary art. The collection includes The Rockefeller Collection, which is pan-Asian and includes approximately 300 objects, ranging in date from the second millennium B.C.E. to the 18th century, from such diverse nations as India, Pakistan, Bangladesh, Nepal, Myanmar, Thailand, Cambodia, Vietnam, Indonesia, China, Korea, and Japan. It also includes a large number of bronze sculptures and ceramics, as well as paintings, wooden sculptures, and other decorative arts. Most of the Rockefeller Collection was donated to the Society in 1979. Additions since that time consist of donations from the estate of Mrs. Blanchette Rockefeller, a few notable works from other donors, and more recently, a collection of contemporary art focused on video art and photography.

In addition to frequent displays in the exhibition galleries at the Society, selected works from the Collection are also shown as part of special exhibitions either at the Society or in museums throughout the world. When not on display at the Society or on loan to museums for temporary exhibitions, the objects are maintained in climate-controlled storage. The Society maintains policies and procedures addressing the Rockefeller Collection's upkeep as well as other aspects of its management, including accession/deaccession policies. The Society has adopted the policy of not capitalizing its collection. During 2019, no art was acquired with donor-restricted funds. During 2018, art was acquired with donor-restricted funds at a cost of \$305,606. These expenditures are included in arts and culture expenses in the statements of activities.

Notes to Financial Statements June 30, 2019 and 2018

## (f) Cash Equivalents

Cash equivalents represent debt instruments with original maturities of three months or less, except for those short-term investments managed by the Society's investment managers as part of their long-term investment strategies. Included in the cash balances are deposits that exceed the Federal Deposit Insurance Coverage (FDIC) of \$250,000.

## (g) Depreciation

Depreciation is provided on a straight-line basis over the estimated useful lives of the assets. Building is depreciated over a 40-year estimated useful life. Building improvements and other equipment are depreciated over a 10-year estimated useful life, and audio/video equipment is depreciated over a 5-year estimated useful life, and computer equipment is depreciated over a 3-year estimated useful life.

## (h) Accounting Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates. Significant items subject to such estimates and assumptions include the useful lives of fixed assets; the valuation of investments, interest rate swaps, and contributions receivable; and reserves for other contingencies.

## (i) Tax Status

The Society is exempt from federal income taxes under the provisions of Section 501(c)(3) of the Internal Revenue Code, except for unrelated business income activities. In addition, the Society is tax-exempt from state and local income tax for related activities, property taxes, and sales tax. The Society has evaluated its tax positions and has determined that it is more likely than not that there are no significant uncertain tax positions and that it will continue to be exempt from taxes.

#### (i) Investments

Investments are stated at fair value based upon quoted market prices or published net asset value (NAV) except for the fair values of alternative investments, primarily, hedge and absolute return funds, which are based on net asset values provided by the fund managers based upon the underlying net assets of the funds. These values are reviewed and evaluated by management.

#### (k) Fair Value Measurements

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Financial Accounting Standards Board (FASB) guidance on fair value measurements establishes a hierarchy that 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 the fair value hierarchy are as follows:

Level 1 – Inputs that reflect unadjusted quoted or published prices in active markets for identical assets or liabilities that the Society has the ability to access at the measurement date

Notes to Financial Statements June 30, 2019 and 2018

Level 2 – Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly, including inputs in markets that are not considered to be active

Level 3 – Inputs that are unobservable for the asset or liability

The fair value of investments is discussed in note 3. The fair value of the interest rate swap liability is considered to be Level 2 in the fair value hierarchy.

## (I) Membership Income

The Society offers individual and corporate memberships at various levels. These are for a single year period and are incorporated as part of operating support. Each membership has both a gift and exchange transaction component. The exchange component for membership is immaterial and the Society recognizes memberships as gift revenue when received.

## (m) Functional Allocation of Expenses

Program expenses include costs of Arts and Culture, Policy and Business, Education, Online Outreach, U.S. and Asian Centers and Auxiliary activities. Management and general expenses include costs associated with the following departments: building, executive, finance, human resources and information technology. Depreciation, building maintenance and bond interest expense are allocated among the functional expense categories based on space usage.

## (n) New Accounting Pronouncements

(i) During 2019, the Society adopted ASU 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profits Entities (ASU 2016-14). ASU 2016-14 is intended to improve the net asset classification requirement and the information presented in the financial statements and notes about a not-for-profit entity's liquidity, financial performance, and cash flows. The Society adopted this standard which includes: presentation of two classes of net assets rather than the previously required three; and recognition of underwater endowment funds as a reduction in net assets with donor restrictions. The guidance also enhances disclosures for Board designated amounts, composition of net assets without donor restrictions, liquidity, and expenses by both their natural and functional classification.

Notes to Financial Statements
June 30, 2019 and 2018

A recap of the net asset reclassifications driven by adoption of ASU 2016-14 as of June 30, 2018 follows:

|  |    | Without donor restrictions | With donor restrictions | Total      |
|--|----|----------------------------|-------------------------|------------|
| As previously presented:   |    |                            |                         |            |
| Unrestricted   | \$ | 4,220,792                  | _                       | 4,220,792  |
| Temporarily restricted   |    | _                          | 34,900,050              | 34,900,050 |
| Permanently restricted   |    |                            | 59,730,493              | 59,730,493 |
| Net assets as previously presented                               |    | 4,220,792                  | 94,630,543              | 98,851,335 |
| Reclassification to implement ASU 2016-14: Underwater endowments |    | 676,201                    | (676,201)               | _          |
| Net assets, as reclassified                                      | \$ | 4,896,993                  | 93,954,342              | 98,851,335 |
| rici assets, as reclassified                                     | Ψ  | 7,000,990                  | 30,334,342              | 30,031,333 |

Beginning net asset balances for the year ended June 30, 2018 were reclassified from net assets without donor restrictions to net assets with donor restrictions in the amount of \$503,152 due to underwater endowments.

- (ii) The Society adopted ASU 2018-08, Not-for-Profit Entities (Topic 958) Clarifying the Scope and Accounting Guidance for Contributions received and Contributions Made. ASU 2018-08 clarifies and improves the scope and the accounting guidance for contributions received and contributions made. The amendments in this update should assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of Accounting Standards Codification Topic 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional. Management has determined that there is no significant impact on the financial statements.
- (iii) The Society early adopted ASU 2018-15, Intangibles Goodwill and Other Internal-Use Software (Subtopic 350-40): Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement that is a Service Contract. ASU 2018-15 aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software. The ASU also covers hosting arrangements that include an internal-use software license. Management has determined that there is no significant impact on the financial statements.
- (iv) The Society adopted ASU 2014-09, Revenue from Contracts with Customers (Topic 606) with a date of initial application of July 1, 2018. The standard developed a five-step model which replaces most existing revenue recognition guidance in U.S. GAAP. Management has determined that there is no significant impact on the financial statements.

Notes to Financial Statements June 30, 2019 and 2018

#### (2) Contributions and Grants Receivable

Unconditional promises to give are reported in the financial statements as contributions and grants receivable and as revenue of the appropriate net asset class. These receivables are recorded net of a discount to reflect the present value of future cash flows and are expected to be collected as follows at June 30, 2019 and 2018:

|   | _   | 2019       | 2018       |
|---|-----|------------|------------|
| Amounts expected to be collected in:                      |     |            |            |
| Less than one year  | \$  | 8,677,228  | 10,057,273 |
| One to five years   | _   | 4,356,212  | 7,428,114  |
| Total   |     | 13,033,440 | 17,485,387 |
| Less:   |     |            |            |
| Allowance for doubtful receivable                         |     | (205,000)  | (130,308)  |
| Discount to present value (at discount rates ranging from |     |            |            |
| 2.88% to 4.24%)   | _   | (196,000)  | (370,000)  |
|   | \$_ | 12,632,440 | 16,985,079 |

Included in contributions receivable at June 30, 2019 and 2018 are pledges of approximately \$3.3 million from a single donor, and \$5.2 million from two donors, respectively.

#### (3) Investments and Fair Value

The overall goal of the Society's investment policy is capital preservation through long-term asset appreciation combined with a reasonable level of liquidity to meet spending needs.

In addition to traditional stock, fixed-income, and mutual fund securities, the Society holds investments in alternative investments, consisting primarily of hedge and absolute return funds, which invest in long and short publicly traded equities, debt and credit related instruments, private equity situations, and real estate, for which no ready market exists. The Society's investments in alternative investments are recorded at fair values provided by the fund managers and general partners. The values assigned to the holdings do not necessarily represent amounts that might ultimately be realized upon the sale or other disposition since such amounts depend on future circumstances and cannot reasonably be determined until the actual liquidation occurs. The Society reviews the values provided by the fund managers and general partners and agrees with the valuation methods and assumptions used in determining the fair value of the alternative investments.

The Society invests in various investment securities. Investment securities are exposed to various risks, such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the balance sheets.

## Notes to Financial Statements June 30, 2019 and 2018

Financial assets and liabilities at fair value consist of the following at June 30, 2019:

|   | _   | Level 1                              | Investments at net asset value       | Total                                 |
|---|-----|--------------------------------------|--------------------------------------|---------------------------------------|
| Cash and cash equivalents   | \$  | 1,095,575                            | _                                    | 1,095,575                             |
| Fixed income:<br>Mutual funds   |     | 5,706,260                            | _                                    | 5,706,260                             |
| Domestic equities:<br>Domestic equity mutual funds  | _   | 22,605,116                           |                                      | 22,605,116                            |
| Total domestic equities   | _   | 22,605,116                           |                                      | 22,605,116                            |
| Global equities: Developed market equity trust (a) Emerging markets equities (including Asia) (b) Total global equities | _   | 5,246,566<br>5,447,620<br>10,694,186 | 2,016,653<br>5,490,405<br>7,507,058  | 7,263,219<br>10,938,025<br>18,201,244 |
| Hedge funds: Long/short funds (c) Absolute return funds (d) Fund of funds (e)   | _   | _<br>_<br>                           | 9,506,951<br>19,690,564<br>4,093,505 | 9,506,951<br>19,690,564<br>4,093,505  |
| Total hedge funds   |     | _                                    | 33,291,020                           | 33,291,020                            |
| Private equity (f)  | _   |                                      | 3,417,776                            | 3,417,776                             |
| Total investments   | \$_ | 40,101,137                           | 44,215,854                           | 84,316,991                            |

Financial assets and liabilities at fair value consist of the following at June 30, 2018:

|  | _  | Level 1                 | Investments at net asset value | Total                   |
|--|----|-------------------------|--------------------------------|-------------------------|
| Cash and cash equivalents  | \$ | 754,068                 | _                              | 754,068                 |
| Fixed income:<br>Mutual funds  |    | 3,166,560               | _                              | 3,166,560               |
| Domestic equities: Domestic equity securities Domestic equity mutual funds | _  | 2,012,845<br>20,294,674 |                                | 2,012,845<br>20,294,674 |
| Total domestic equities  | _  | 22,307,519              |                                | 22,307,519              |

## Notes to Financial Statements June 30, 2019 and 2018

|  | _  | Level 1    | Investments at net asset value | Total      |
|--|----|------------|--------------------------------|------------|
| Global equities:                               |    |            |                                |            |
| Developed market mutual fund                   | \$ | 2,676,374  | _                              | 2,676,374  |
| Developed market equity trust (a)              |    | 5,399,658  | _                              | 5,399,658  |
| Emerging markets equities (including Asia) (b) | _  | 5,319,744  | 5,285,957                      | 10,605,701 |
| Total global equities                          | _  | 13,395,776 | 5,285,957                      | 18,681,733 |
| Hedge funds:                                   |    |            |                                |            |
| Long/short funds (c)                           |    | _          | 8,491,459                      | 8,491,459  |
| Absolute return funds (d)                      |    | _          | 18,812,730                     | 18,812,730 |
| Fund of funds (e)                              | _  |            | 228,563                        | 228,563    |
| Total hedge funds                              |    | _          | 27,532,752                     | 27,532,752 |
| Private equity (f)                             | _  |            | 2,765,920                      | 2,765,920  |
| Total investments                              | \$ | 39,623,923 | 35,584,629                     | 75,208,552 |

- (a) Invested in international equity securities
- (b) Invested in international equity securities and debt securities
- (c) Invested in U.S. publicly traded securities and offshore funds that invest in international publicly traded and nontraded equity and equity-related securities
- (d) Funds primarily invested in long and short positions in securities and financial instruments
- (e) Invested in domestic and international hedge funds
- (f) Invested in structured credit with an initial term of five years; at June 30, 2019, there were \$3,333,044 of unfunded commitments in relation to this fund.

As of June 30, 2019, the Society had total investments with a fair value of \$84,316,991; of that value, \$71,606,460 can be redeemed in fiscal year 2020. The remainder represents investments that have an initial lock-up period that extends beyond June 30, 2019 or private placement investments, which will be accessible to the Society as the investments are liquidated by the fund manager. The limitations and restrictions on the Society's ability to redeem or sell any of its investments vary by investment and ranges from daily access to required notice periods (generally, 30 to 90 days after initial lock-up periods) and

Notes to Financial Statements June 30, 2019 and 2018

specific redemption frequency. Based on the terms and conditions in effect at June 30, 2019, the Society's investments can be redeemed or sold as follows:

|                                       |    | Investment fair values |
|---------------------------------------|----|------------------------|
| Investment redemption or sale period: |    |                        |
| Daily                                 | \$ | 32,757,246             |
| Monthly                               |    | 19,866,254             |
| Quarterly                             |    | 10,659,972             |
| Annually                              |    | 8,322,988              |
| Subject to rolling lock-ups           |    | 8,716,275              |
| Illiquid                              | _  | 3,994,256              |
| Total                                 | \$ | 84,316,991             |

The following table summarizes investment return components for the years ended June 30, 2019 and 2018:

|                          |            | 2019      | 2018      |
|--------------------------|------------|-----------|-----------|
| Interest and dividends   | \$         | 699,501   | 599,189   |
| Net realized gains       |            | 1,192,399 | 4,105,171 |
| Net unrealized gains     |            | 2,826,121 | 2,207,698 |
| Total net gains          |            | 4,018,520 | 6,312,869 |
| Net investment gains     |            | 4,718,021 | 6,912,058 |
| Less investment expenses |            | (389,394) | (373,420) |
| Investment return, net   | \$ <u></u> | 4,328,627 | 6,538,638 |

Investment expenses represent management fees incurred from external investment managers.

Notes to Financial Statements June 30, 2019 and 2018

#### (4) Land, Building, and Equipment

At June 30, 2019 and 2018, the cost and accumulated depreciation of land, building and building improvements, and equipment and furniture were as follows:

|                                    | _        | 2019       | 2018       |
|------------------------------------|----------|------------|------------|
| Land                               | \$       | 2,032,010  | 2,032,010  |
| Building and building improvements |          | 39,120,828 | 39,113,478 |
| Equipment and furniture            | <u> </u> | 14,226,528 | 13,132,843 |
|                                    |          | 55,379,366 | 54,278,331 |
| Less accumulated depreciation      |          | 34,639,846 | 33,275,778 |
|                                    | \$       | 20,739,520 | 21,002,553 |

## (5) Loans Payable

On July 1, 2015, the Society entered into a loan agreement with Build NYC Resource Corporation (Build NYC) for the purpose of refinancing existing debt and to pay certain costs of issuance associated with the refinancing.

In connection with this loan agreement, on July 1, 2015, Build NYC issued \$16,795,000 of Revenue Bonds, Series 2015 (the Bonds), loaning the proceeds of the issuance to the Society. While the Bonds are not the debt of the Society, the loan agreement obligates the Society to make payments equal to the debt service (principal and interest) of the Bonds.

The Bonds bear interest at a weekly rate, not to exceed 10.00% per annum. Interest is payable monthly. For the year ended June 30, 2019, the interest rate varied from 0.80% to 2.34% and at June 30, 2019 and 2018 was 1.80% and 1.50%, respectively. Interest expense for the years ended June 30, 2019 and 2018 was approximately \$233,000 and \$180,000, respectively.

The Society's payment obligation under the loan agreement is secured by a Letter of Credit and Reimbursement Agreement (the L/C Agreement) between the Society and a financial institution. The scheduled termination date of the L/C Agreement is July 1, 2020, which may be extended indefinitely by the bank. In accordance with the L/C Agreement, the Society is required to meet certain reporting, insurance, and financial covenants. Three mechanic's liens totaling \$105,050 were outstanding as of June 30, 2018 against the Society's building at 725 Park Avenue, New York. The liens, which were filed by a sub-contractor who had worked on a renovation project in the building, were fully withdrawn by the sub-contractor in July 2018. Management believes the Society is in compliance with all other covenants of the L/C Agreement. Under the agreement, the Society is required to make annual principal payments beginning on April 1, 2016 and increasing amounts through April 1, 2045. The loan can be prepaid without penalty at any time.

The issuance costs associated with the Bonds of \$836,084 are being amortized over the term of the Bonds. The unamortized balance of \$724,898 and \$752,492 at June 30, 2019 and 2018, respectively, is included as a reduction to loans payable.

Notes to Financial Statements June 30, 2019 and 2018

In connection with retiring the debt on July 1, 2015, the Society terminated an interest rate swap at a settlement price of \$952,000. To finance this termination and related costs, the Society entered into a term loan (the Loan) with a financial institution for \$1,144,000. The interest rate on the Loan is variable, linked to the one-month LIBOR.

On November 6, 2016, the Society entered into a term loan with a financial institution for \$1,000,000 to finance office building renovations. The term loan is secured by future payments against donor pledges. The interest rate is 2.99%. The issuance cost associated with the term loan of \$27,500 is being amortized over the term of the term loan. The unamortized balance of \$13,758 and \$19,254 at June 30, 2019 and 2018, respectively, is included as a reduction to loans payable.

On July 1, 2015, the Society entered into a new interest rate swap with an initial notional amount of \$11,252,650. The swap is intended to convert the variable interest rate on the Bonds to a fixed rate of 2.63%. At June 30, 2019 and 2018, the estimated fair value of this agreement was \$(2,072,873) and \$(540,433), respectively.

Also on July 1, 2015, the Society entered into a separate interest rate swap with an initial notional amount of \$1,144,000. This swap is intended to convert the variable interest rate on the Loan to a fixed rate of 2.52%. At June 30, 2019 and 2018, the estimated fair value of this agreement is \$1,171 and \$6,260, respectively.

Minimum principal payments on the Bonds and Loans are as follows:

|                         | _    | Bonds<br>amount | Term loans<br>amount | _  | Total      |
|-------------------------|------|-----------------|----------------------|----|------------|
| 2020                    | \$   | 225,000         | 440,131              |    | 665,131    |
| 2021                    |      | 405,000         | 220,290              |    | 625,290    |
| 2022                    |      | 420,000         | _                    |    | 420,000    |
| 2023                    |      | 435,000         | _                    |    | 435,000    |
| 2024                    |      | 445,000         | _                    |    | 445,000    |
| 2025 and thereafter     | _    | 14,005,000      |                      | _  | 14,005,000 |
|                         | \$ _ | 15,935,000      | 660,421              | •  | 16,595,421 |
| Deferred issuance costs |      |                 |                      | _  | (738,386)  |
|                         |      |                 |                      | \$ | 15,857,035 |

The Society has a one-year line-of-credit agreement with a bank with a maximum line of \$1,500,000, which was renewed on March 25, 2019 for one-year period through April 30, 2020. During the year ended June 30, 2019, the Society borrowed \$500,000 to finance cash flow needs at an annualized interest rate of 3.59% to 3.61%. The borrowing under the line of credit was repaid by June 30, 2019. During the year ended June 30, 2018, there were no borrowings under the line of credit and no outstanding balance.

Notes to Financial Statements June 30, 2019 and 2018

## (6) Net Assets with Donor Restriction

Net assets with donor restrictions (excluding those that are endowment) at June 30, 2019 and 2018 were available for the following purposes or periods:

|                                   | _   | 2019       | 2018       |
|-----------------------------------|-----|------------|------------|
| Arts and culture                  | \$  | 5,596,688  | 6,075,191  |
| Policy and business               |     | 6,225,444  | 6,804,941  |
| Education                         |     | 1,882,987  | 3,112,811  |
| U.S. centers and Asian activities |     | 392,994    | 830,108    |
| Art acquisitions                  |     | 971,596    | 903,460    |
| Multidisciplinary                 |     | 1,779,896  | 1,436,925  |
| Future strategic initiatives      |     | 12,894,969 | 14,278,268 |
| Future periods                    | _   | 1,683,141  | 782,145    |
|                                   | \$_ | 31,427,715 | 34,223,849 |

Included in these amounts, the Society had approximately \$8.6 million and \$8.1 million accumulated gains on endowment funds at June 30, 2019 and June 30, 2018, respectively, which will be available for operations under the endowment spending policy.

The investment income earned on the balances of endowment fund net assets is restricted to the following uses at June 30, 2019 and 2018:

|                      | _   | 2019       | 2018       |
|----------------------|-----|------------|------------|
| Arts and culture     | \$  | 19,559,925 | 19,559,925 |
| Policy and business  |     | 30,648,895 | 24,639,945 |
| Education            |     | 1,642,000  | 1,642,000  |
| Multidisciplinary    |     | 7,887,818  | 4,887,818  |
| Permanent collection |     | 7,100,000  | 7,100,000  |
| Art acquisitions     |     | 650,000    | 650,000    |
| Unrestricted         |     | 1,250,805  | 1,250,805  |
|                      | \$_ | 68,739,443 | 59,730,493 |

## (7) Pension Plan

The Society has a defined-contribution retirement plan covering substantially all employees. The plan is fully funded by the purchase of annuity contracts. Pension expense for the years ended June 30, 2019 and 2018 was approximately \$569,000 and \$505,000, respectively.

## (8) Operating Leases

The Society rents office space to house programming and Center employees outside of New York. Additionally, it leases copiers for its New York office. The total lease expense associated with these commitments was \$223,931 and \$226,400 in fiscal years 2019 and 2018, respectively. Future minimum

Notes to Financial Statements June 30, 2019 and 2018

lease payments under noncancelable operating leases with remaining lease terms in excess of one year are as follows:

|                      | _  | Amount    |
|----------------------|----|-----------|
| Year ending June 30: |    |           |
| 2020                 | \$ | 391,952   |
| 2021                 |    | 305,236   |
| 2022                 |    | 295,272   |
| 2023                 |    | 69,559    |
| 2024                 |    | 22,182    |
| 2025                 |    | 11,255    |
|                      | \$ | 1,095,456 |

## (9) Related-Party Transactions

The affiliated offices pay the Society an annual participation fee in accordance with a Global Operating Agreement. The Society has recognized participation fee revenue of \$153,156 and \$138,743 for the years ended June 30, 2019 and 2018, respectively, which is included in miscellaneous revenue in the accompanying statements of activities. In addition, the Society shares certain fees with and makes grants to the affiliated offices. At June 30, 2019 and 2018, the Society owed the affiliated offices \$346,666 and \$335,874, respectively, which is included in accounts payable, accrued expenses, and other liabilities in the accompanying balance sheets.

## (10) Endowment Funds

The Society's endowment consists of 37 individual funds established for a variety of purposes. Net assets associated with the endowment funds, including term endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

On September 17, 2010, New York State enacted the New York Prudent Management of Institutional Funds Act (NYPMIFA), which imposes guidelines on the management and investment of endowment funds. The Society has interpreted NYPMIFA 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 Society classifies as endowment fund net assets (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, when applicable. In accordance with the accounting guidance associated with the adoption of NYPMIFA, the remaining portion of the donor-restricted endowment fund is classified as purpose restricted until those amounts are appropriated for expenditure.

In accordance with NYPMIFA, the Society considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purposes of the Society and the donor-restricted endowment fund

Notes to Financial Statements June 30, 2019 and 2018

- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Society
- Where appropriate and the circumstances would otherwise warrant, alternatives to expenditure of the endowment fund, giving due consideration to the effect such alternatives may have on the Society
- The investment policies of the Society.

The investment objective of the Society's investment portfolio is to provide that future growth of the portfolio is sufficient to offset normal inflation plus reasonable spending, thereby preserving the constant dollar value and purchasing power of the endowment fund with prudent level of risk. The assets are managed on a total-return basis. The Investment Committee of the Board of Trustees has adopted a long-term asset allocation policy with mid-range targets for equities, fixed-income, and alternative investments (which consist of hedge, equity, and absolute return funds).

To provide a predictable flow of funds to support operations, the Society's Board of Trustees has authorized a general policy permitting the use of income from endowment investments to be used for operations at an approved blended spending rate of up to 5.5% and 5.5% of the preceding 36-month average fair value of the portfolio for fiscal years 2019 and 2018, respectively. In fiscal years 2019 and 2018, the following amount and rates were allocated in accordance with this policy:

|   |    | 2019      | 2018      |
|---|----|-----------|-----------|
| Investment income allocated to:         |    |           |           |
| Net assets without donor restrictions   | \$ | 90,896    | 110,077   |
| Net assets with donor restrictions      | _  | 3,562,374 | 3,327,942 |
|   | \$ | 3,653,270 | 3,438,019 |
| Representing a blended spending rate of |    | 5.5 %     | 5.5 %     |

Furthermore, the policy of the Society is that the appropriated spending should not exceed 6.0% or be less than 4.5% of the 12-month average value through the fiscal year proceeding the fiscal year in which the distribution is planned. The approved appropriation of endowment assets for expenditure in fiscal year 2020 is \$4,128,645.

From time to time, the fair value of assets associated with donor-restricted endowment funds may fall below the level that the donor or the law requires to retain as a fund of perpetual duration. Deficiencies of this nature that are reported in net assets with donor restrictions totaled \$682,933 and \$676,201 as of June 30, 2019 and 2018, respectively. These deficiencies result from unfavorable market fluctuations subsequent to the investment of restricted contributions. There were 10 funds with deficiencies with a total endowment corpus of \$9,197,008 as of June 30, 2019 and 2018.

Endowment net assets, exclusive of pledge receivables of \$11,974, consist of the following as of June 30, 2019:

Notes to Financial Statements June 30, 2019 and 2018

|  | -  | Without donor restrictions | With donor restrictions | Total                   |
|--|----|----------------------------|-------------------------|-------------------------|
| Donor-restricted endowment funds<br>Long-term purpose restricted funds | \$ |                            | 76,297,746<br>1,007,171 | 76,297,746<br>1,007,171 |
| Board-designated endowment   | _  | 2,015,431                  |                         | 2,015,431               |
| Total endowment net assets   | \$ | 2,015,431                  | 77,304,917              | 79,320,348              |

Endowment net assets, exclusive of pledge receivables of \$42,999, consist of the following as of June 30, 2018:

|  | -  | Without donor restrictions | With donor restrictions        | Total                                |
|--|----|----------------------------|--------------------------------|--------------------------------------|
| Donor-restricted endowment funds<br>Long-term purpose restricted funds<br>Board-designated endowment | \$ | <br><br>2,017,032          | 66,826,753<br>1,007,966<br>——— | 66,826,753<br>1,007,966<br>2,017,032 |
| Total endowment net assets   | \$ | 2,017,032                  | 67,834,719                     | 69,851,751                           |

Changes in endowment net assets for the year ended June 30, 2019 are as follows:

|  | Without donor restrictions  | With donor restrictions           | Total                             |
|--|-----------------------------|-----------------------------------|-----------------------------------|
| Endowment net assets, June 30, 2018  | \$<br>2,017,032             | 67,834,719                        | 69,851,751                        |
| Investment return: Interest and dividend income Net appreciation in fair value Investment expenses | 14,369<br>82,954<br>(8,028) | 642,485<br>3,709,079<br>(358,968) | 656,854<br>3,792,033<br>(366,996) |
| Total investment return, net   | 89,295                      | 3,992,596                         | 4,081,891                         |
| Contributions-cash basis Appropriation of endowment assets for                                     | _                           | 9,039,976                         | 9,039,976                         |
| expenditure  | (90,896)                    | (3,562,374)                       | (3,653,270)                       |
| Endowment net assets, June 30, 2019  | \$<br>2,015,431             | 77,304,917                        | 79,320,348                        |

Notes to Financial Statements June 30, 2019 and 2018

Changes in endowment net assets for the year ended June 30, 2018 are as follows:

|  | Without donor restrictions | With donor restrictions | Total       |
|--|----------------------------|-------------------------|-------------|
| Endowment net assets, June 30, 2018    | \$<br>1,457,246            | 62,260,100              | 63,717,346  |
| Investment return:                     |                            |                         |             |
| Interest and dividend income           | 61,190                     | 497,755                 | 558,945     |
| Net appreciation in fair value         | 646,907                    | 5,262,287               | 5,909,194   |
| Investment expenses                    | (38,234)                   | (311,012)               | (349,246)   |
| Total investment return, net           | 669,863                    | 5,449,030               | 6,118,893   |
| Contributions-cash basis               | _                          | 3,571,506               | 3,571,506   |
| Appropriation of endowment assets for  |                            |                         |             |
| expenditure                            | (110,077)                  | (3,327,942)             | (3,438,019) |
| Net assets released for building funds |                            | (117,975)               | (117,975)   |
| Endowment net assets, June 30, 2019    | \$<br>2,017,032            | 67,834,719              | 69,851,751  |

## (11) Liquidity and Availability

The Society regularly monitors liquidity required to meet its operational needs and other financial commitments, while also striving to maximize the investment of its available funds. The Society maintains a financial resources policy that outlines acceptable investment vehicles for working capital, which includes reserves to be spent in the short-term on current activities, donor restricted funds meant to be spent down over a relatively short period of time to fund programs, and operating cash, which includes gifts without donor restrictions and with restriction or funds for operating needs.

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Society considers all expenditures related to its ongoing activities of operating the facility, providing a venue for exhibitions relating to the mission and the preservation of historical materials for research, conducting lectures, seminars and other educational programs to be general expenditures.

Notes to Financial Statements June 30, 2019 and 2018

The Society's resources that are available to satisfy obligations within one year of the financial statements are as follows:

|  | _   | 2019       |
|--|-----|------------|
| Cash and cash equivalents  | \$  | 5,524,794  |
| Contributions and grants receivable due within one year                  |     | 8,472,228  |
| Accounts receivable  |     | 458,936    |
| Balance of board approved spending from prior years                      |     | 267,242    |
| Nonendowment fund invested   |     | 4,729,401  |
| Subsequent year's endowment spending under the board approved policy     | _   | 4,128,645  |
|  |     | 23,581,246 |
| Less amounts unavailable for general expenditures within one year:       |     |            |
| Contributions receivable related to endowment                            |     | (15,000)   |
| Contributions receivable related to capital assets                       | _   | (350,000)  |
| Total financial assets available for general expenditure within one year |     | 23,216,246 |
| Additional liquidity resources available:                                |     |            |
| Board designated endowment   |     | 2,015,431  |
| Committed line of credit   | _   | 1,500,000  |
| Total financial assets and liquidity resources available for general     |     |            |
| expenditure within one year  | \$_ | 26,731,677 |

## (12) Subsequent Events

In connection with the preparation of the financial statements, the Society evaluated subsequent events after the balance sheet date of June 30, 2019 through December 10, 2019, which was the date the financial statements were available to be issued, and has concluded that there are no subsequent events for disclosure.