

FRIST ART MUSEUM

Audited Financial Statements

December 31, 2020 and 2019

FMC

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FRIST ART MUSEUM

AUDITED FINANCIAL STATEMENTS

December 31, 2020 and 2019

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INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees
Frist Art Museum
Nashville, Tennessee

We have audited the accompanying financial statements of **Frist Art Museum** (an incorporated not-for-profit organization), which are comprised of the statements of financial position as of December 31, 2020 and 2019, 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 accounting principles generally accepted in the United States of America. Management is also responsible 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.

Auditor's Responsibility

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

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

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

(Continued)

INDEPENDENT AUDITOR'S REPORT

Auditor's Opinion

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Frist Art Museum as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Change in Accounting Principle

As described in Note A to the financial statements, effective January 1, 2020, Frist Art Museum adopted new accounting guidance prescribed by the Financial Accounting Standards Board related to revenue from contracts with customers, and applied the new guidance retrospectively. Our opinion is not modified with respect to this matter.

FMC CPAs, PLLC

October 20, 2021

FRIST ART MUSEUM

STATEMENTS OF FINANCIAL POSITION

	December 31	
	2020	2019
ASSETS		
Cash and cash equivalents	\$ 6,194,441	\$ 5,983,470
Accounts receivable	68,176	95,209
Contributions receivable (Note C)	371,779	390,244
Inventories	200,451	206,114
Funds deposited with Frist Art Museum Foundation for investment (Note D)	2,931,599	2,599,736
Exhibition loan fee deposits and other prepaid expenses	1,838,009	1,460,280
Property and equipment, net (Notes E and F)	15,443,348	16,265,774
Endowment (Note H)	199,600	199,600
Donated collection item (Note A)	---	---
TOTAL ASSETS	\$ 27,247,403	\$ 27,200,427
LIABILITIES AND NET ASSETS		
Accounts payable	\$ 295,294	\$ 989,073
Accrued liabilities	726,554	615,059
Deferred revenue and refundable advances (Note I)	512,617	900,234
Capital lease obligation	27,151	44,108
Total Liabilities	1,561,616	2,548,474
Net Assets		
Without donor restrictions	17,949,436	15,889,044
With donor restrictions (Note J)	7,736,351	8,762,909
Total Net Assets	25,685,787	24,651,953
TOTAL LIABILITIES AND NET ASSETS	\$ 27,247,403	\$ 27,200,427

FRIST ART MUSEUM

STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUES			
Contributions and grants	\$ 8,285,158	\$ 1,390,256	\$ 9,675,414
Support from Frist Art Museum Foundation (Note D)	1,742,186	0	1,742,186
Memberships	1,162,114	0	1,162,114
Admissions	396,194	0	396,194
Traveling exhibitions revenue	21,898	0	21,898
Education program fees	42,082	0	42,082
Special event revenue, net of \$0 cost of direct benefits to donors (Note I)	0	0	0
Gift shop revenue	198,209	0	198,209
Other operating revenue (Note L)	208,466	0	208,466
Investment income	336,979	28,246	365,225
Miscellaneous income	2,108	0	2,108
Net assets released from donor restrictions (Note J)	2,445,060	(2,445,060)	0
TOTAL SUPPORT AND REVENUES	14,840,454	(1,026,558)	13,813,896
EXPENSES			
Program Services			
Exhibitions	7,141,993	0	7,141,993
Education and engagement	1,424,817	0	1,424,817
Member and guest services	810,494	0	810,494
Gift shop	454,388	0	454,388
Total Program Services	9,831,692	0	9,831,692
Supporting Services			
General and administrative	1,670,526	0	1,670,526
Development and fundraising	669,903	0	669,903
Other operating expenses (Note L)	532,941	0	532,941
Total Supporting Services	2,873,370	0	2,873,370
TOTAL EXPENSES	12,705,062	0	12,705,062
NET INCREASE (DECREASE) IN NET ASSETS FROM OPERATIONS	2,135,392	(1,026,558)	1,108,834
Transfer to Frist Art Museum Foundation (Note D)	(75,000)	0	(75,000)
NET INCREASE (DECREASE) IN NET ASSETS	\$ 2,060,392	\$ (1,026,558)	\$ 1,033,834
Net Assets at Beginning of Year	15,889,044	8,762,909	24,651,953
NET ASSETS AT END OF YEAR	\$ 17,949,436	\$ 7,736,351	\$ 25,685,787

FRIST ART MUSEUM

STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUES			
Contributions and grants	\$ 5,753,047	\$ 2,359,843	\$ 8,112,890
Support from Frist Art Museum Foundation (Note D)	1,752,650	0	1,752,650
Memberships	1,585,131	0	1,585,131
Admissions	1,673,232	0	1,673,232
Traveling exhibitions revenue	226,022	0	226,022
Education program fees	74,328	0	74,328
Special event revenue, net of \$57,109 cost of direct benefits to donors	531,251	0	531,251
Gift shop revenue	980,096	0	980,096
Other operating revenue (Note L)	1,114,862	0	1,114,862
Investment income	311,849	26,318	338,167
Miscellaneous income	10,216	0	10,216
Net assets released from donor restrictions (Note J)	2,357,833	(2,357,833)	0
TOTAL SUPPORT AND REVENUES	16,370,517	28,328	16,398,845
EXPENSES			
Program Services			
Exhibitions	7,625,840	0	7,625,840
Education and engagement	1,789,431	0	1,789,431
Member and guest services	905,154	0	905,154
Gift shop	925,951	0	925,951
Total Program Services	11,246,376	0	11,246,376
Supporting Services			
General and administrative	1,673,434	0	1,673,434
Development and fundraising	905,722	0	905,722
Other operating expenses (Note L)	984,086	0	984,086
Total Supporting Services	3,563,242	0	3,563,242
TOTAL EXPENSES	14,809,618	0	14,809,618
NET INCREASE (DECREASE) IN NET ASSETS FROM OPERATIONS	1,560,899	28,328	1,589,227
Transfer to Frist Art Museum Foundation (Note D)	(175,000)	0	(175,000)
NET INCREASE (DECREASE) IN NET ASSETS	\$ 1,385,899	\$ 28,328	\$ 1,414,227
Net Assets at Beginning of Year	14,503,145	8,734,581	23,237,726
NET ASSETS AT END OF YEAR	\$ 15,889,044	\$ 8,762,909	\$ 24,651,953

FRIST ART MUSEUM

STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2020

	PROGRAM SERVICES				TOTAL PROGRAM SERVICES	SUPPORTING SERVICES			TOTAL SUPPORTING SERVICES	TOTAL EXPENSES
	Exhibitions	Education and Engagement	Member and Guest Services	Gift Shop		General and Administrative	Development and Fundraising	Other Operating Expenses		
Labor Costs										
Employee costs										
Salaries and wages	\$ 2,373,252	\$ 592,831	\$ 424,495	\$ 172,024	\$ 3,562,602	\$ 614,689	\$ 447,684	\$ 268,333	\$ 1,330,706	\$ 4,893,308
Payroll taxes	165,695	41,390	29,637	12,010	248,732	42,916	31,256	18,734	92,906	341,638
Employee benefits	311,348	69,568	46,644	19,165	446,725	92,936	49,338	3,932	146,206	592,931
Retirement plan benefits	107,002	26,729	19,139	7,756	160,626	27,714	20,185	12,098	59,997	220,623
Total Employee Costs	2,957,297	730,518	519,915	210,955	4,418,685	778,255	548,463	303,097	1,629,815	6,048,500
Temporary labor	524,147	89,836	11,407	8,030	633,420	8,394	4,153	9,055	21,602	655,022
Total Labor Costs	3,481,444	820,354	531,322	218,985	5,052,105	786,649	552,616	312,152	1,651,417	6,703,522
Exhibitions	1,570,872	0	0	0	1,570,872	0	0	0	0	1,570,872
Advertising	0	0	0	0	0	318,570	0	0	318,570	318,570
Rent expense - MDHA's building	389,359	151,332	26,729	35,062	602,482	61,164	5,962	41,596	108,722	711,204
Utilities	212,563	82,617	14,592	19,142	328,914	33,391	3,255	22,709	59,355	388,269
Insurance	628,027	0	0	0	628,027	103,146	0	0	103,146	731,173
Occupancy	120,688	42,227	7,217	9,150	179,282	6,838	2,739	13,525	23,102	202,384
Travel, catering, and meals	25,757	14,082	1,219	116	41,174	3,703	10,636	385	14,724	55,898
Supplies and equipment	62,876	31,633	14,759	3,442	112,710	18,580	30,027	12,092	60,699	173,409
Printing	36,590	10,498	68,040	144	115,272	2,799	18,090	128	21,017	136,289
Telephone, internet, and website	26,693	16,205	6,126	2,952	51,976	71,002	5,572	5,016	81,590	133,566
Consulting and professional fees	61,802	2,641	864	474	65,781	94,743	4,692	641	100,076	165,857
Cost of sales	0	0	0	115,194	115,194	0	0	50,214	50,214	165,408
Special event - Cost of direct benefits to donors	0	0	0	0	0	0	0	0	0	0
Maintenance and repairs	135,301	49,436	65,030	13,468	263,235	41,100	9,923	19,898	70,921	334,156
Dues and licenses	42,591	7,102	27,183	10,316	87,192	47,119	8,978	7,890	63,987	151,179
Professional development and publications	7,375	1,562	37	81	9,055	1,897	1,569	98	3,564	12,619
Postage and shipping	1,419	719	22,220	12	24,370	995	3,395	375	4,765	29,135
Depreciation and amortization	337,850	188,433	24,994	25,850	577,127	74,061	10,178	46,222	130,461	707,588
Miscellaneous expense	786	5,976	162	0	6,924	4,769	2,271	0	7,040	13,964
TOTAL EXPENSES	7,141,993	1,424,817	810,494	454,388	9,831,692	1,670,526	669,903	532,941	2,873,370	12,705,062
Less: Costs netted with Support and Revenues:										
Cost of direct benefits to donors	0	0	0	0	0	0	0	0	0	0
TOTAL EXPENSES PRESENTED ON STATEMENT OF ACTIVITIES	\$ 7,141,993	\$ 1,424,817	\$ 810,494	\$ 454,388	\$ 9,831,692	\$ 1,670,526	\$ 669,903	\$ 532,941	\$ 2,873,370	\$ 12,705,062

FRIST ART MUSEUM

STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2019

	PROGRAM SERVICES					SUPPORTING SERVICES				
	Exhibitions	Education and Engagement	Member and Guest Services	Gift Shop	TOTAL PROGRAM SERVICES	General and Administrative	Development and Fundraising	Other Operating Expenses	TOTAL SUPPORTING SERVICES	TOTAL EXPENSES
Labor Costs										
Employee costs										
Salaries and wages	\$ 2,070,884	\$ 696,282	\$ 317,839	\$ 178,584	\$ 3,263,589	\$ 539,792	\$ 459,642	\$ 359,042	\$ 1,358,476	\$ 4,622,065
Payroll taxes	144,836	48,698	22,229	12,490	228,253	37,753	32,147	25,111	95,011	323,264
Employee benefits	221,016	75,107	33,483	20,924	350,530	75,127	49,949	42,094	167,170	517,700
Retirement plan benefits	95,868	32,233	14,714	8,267	151,082	24,989	21,278	16,622	62,889	213,971
Total Employee Costs	2,532,604	852,320	388,265	220,265	3,993,454	677,661	563,016	442,869	1,683,546	5,677,000
Temporary labor	859,854	147,634	61,075	23,257	1,091,820	23,465	41,807	102,056	167,328	1,259,148
Total Labor Costs	3,392,458	999,954	449,340	243,522	5,085,274	701,126	604,823	544,925	1,850,874	6,936,148
Exhibitions	2,660,861	2,989	0	0	2,663,850	0	0	0	0	2,663,850
Advertising	0	0	0	0	0	384,821	0	0	384,821	384,821
Rent expense - MDHA's building	386,468	152,140	25,947	35,062	599,617	62,224	6,769	42,594	111,587	711,204
Utilities	239,709	94,120	16,052	21,691	371,572	38,494	4,188	26,350	69,032	440,604
Insurance	23,257	20	0	0	23,277	96,875	0	0	96,875	120,152
Occupancy	129,019	49,124	8,602	8,473	195,218	42,010	6,173	17,069	65,252	260,470
Travel, catering, and meals	85,392	57,857	19,827	220	163,296	25,122	17,643	498	43,263	206,559
Supplies and equipment	65,246	93,594	23,126	11,225	193,191	44,547	165,173	6,165	215,885	409,076
Printing	81,078	42,177	154,568	33	277,856	13,106	34,440	63	47,609	325,465
Telephone, internet, and website	26,416	21,257	5,497	2,948	56,118	35,453	5,846	4,897	46,196	102,314
Consulting and professional fees	48,583	14,397	7,125	3,673	73,778	85,969	6,636	4,024	96,629	170,407
Cost of sales	0	0	0	527,536	527,536	0	0	223,231	223,231	750,767
Special event - Cost of direct benefits to donors	0	0	0	0	0	0	57,109	0	57,109	57,109
Maintenance and repairs	101,060	41,694	52,250	11,354	206,358	30,081	7,823	22,126	60,030	266,388
Dues and licenses	44,211	16,764	79,582	34,812	175,369	37,388	19,843	37,717	94,948	270,317
Professional development and publications	18,638	1,943	17	9	20,607	4,043	3,069	582	7,694	28,301
Postage and shipping	3,736	3,182	32,427	30	39,375	1,518	9,168	612	11,298	50,673
Depreciation and amortization	317,412	188,293	30,135	25,363	561,203	42,502	11,457	52,809	106,768	667,971
Miscellaneous expense	2,296	9,926	659	0	12,881	28,155	2,671	424	31,250	44,131
TOTAL EXPENSES	7,625,840	1,789,431	905,154	925,951	11,246,376	1,673,434	962,831	984,086	3,620,351	14,866,727
Less: Costs netted with Support and Revenues:										
Cost of direct benefits to donors	0	0	0	0	0	0	(57,109)	0	(57,109)	(57,109)
TOTAL EXPENSES PRESENTED ON STATEMENT OF ACTIVITIES	\$ 7,625,840	\$ 1,789,431	\$ 905,154	\$ 925,951	\$ 11,246,376	\$ 1,673,434	\$ 905,722	\$ 984,086	\$ 3,563,242	\$ 14,809,618

FRIST ART MUSEUM

STATEMENTS OF CASH FLOWS

	Year Ended December 31	
	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Contributions and grants received	\$ 8,701,172	\$ 8,117,670
Support received from Art Museum Foundation	1,742,186	1,752,650
Memberships received	1,020,612	1,568,787
Admissions received	397,407	1,673,070
Traveling exhibition revenue received	0	149,151
Education program fees received	75,736	30,262
Special event revenue received	187,155	1,006,060
Gift shop revenue received	198,209	980,419
Other operating revenue received	208,782	1,115,667
Investment income received	26,774	2,623
Miscellaneous income received	2,108	10,216
Labor costs paid	(6,554,251)	(6,846,561)
Cash paid to suppliers, consultants, and others	(5,056,408)	(6,240,866)
Net Cash Provided by Operating Activities	949,482	3,319,148
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(646,554)	(496,944)
Net Cash Used in Investing Activities	(646,554)	(496,944)
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal payments under capital lease obligation	(16,957)	(16,094)
Net Cash Used in Financing Activities	(16,957)	(16,094)
NET INCREASE FROM CASH FLOWS BEFORE TRANSFER TO SUPPORTING ORGANIZATION	285,971	2,806,110
Transfer to Frist Art Museum Foundation	(75,000)	(175,000)
NET INCREASE FROM CASH FLOWS	\$ 210,971	\$ 2,631,110
Cash and Cash Equivalents at Beginning of Year	5,983,470	3,352,360
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 6,194,441</u>	<u>\$ 5,983,470</u>

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

NOTE A -- NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities: On March 3, 1998, "Frist Center for the Visual Arts, Inc." was chartered as a public benefit corporation under the Tennessee Nonprofit Corporation Act. The organization commenced activities by developing a high quality museum and exhibition gallery for the visual arts in Nashville, Tennessee, which opened to the public on April 8, 2001. Effective April 1, 2018, the organization changed its name to "Frist Art Museum" (herein "FAM").

The mission of FAM is to present and originate high-quality exhibitions with related educational programs and community outreach activities. Its vision is to inspire people through art to look at their world in new ways.

The sole member of Frist Art Museum is Frist Art Museum Foundation (herein the "Foundation"), which has the authority to appoint FAM's Board of Trustees. The primary purpose of the Foundation (the "supporting" organization) is to hold and manage a portfolio of investments from which annual financial support is provided to FAM (the "supported" organization). The Foundation was initially chartered as a Tennessee public benefit corporation on March 3, 1998, under the name "Frist Center for the Visual Arts Foundation", and elected to change its name effective April 1, 2018, in connection with FAM's name change.

Program Services: The major program services conducted by FAM are as follows:

- **Exhibitions:** FAM hosts traveling exhibitions from the United States and abroad, as well as developing its own exhibitions on a diverse range of themes. Significant advance planning and coordination is required for each exhibition presented. Exhibitions may remain at FAM for a few months or a few years, however, FAM is dedicated to providing new opportunities for discovery with each visit.
- **Education and Engagement:** FAM offers a wide variety of accessible and affordable programs designed to assist people of all ages and backgrounds to become more knowledgeable and appreciative of art. Educational opportunities are provided through films, lectures, concerts, gallery talks, student tours, educator workshops, and youth and family activities.
- **Member and Guest Services:** FAM provides an enriching member and guest experience through gallery guidance. Exhibition content is made available to members and guests through member publications, audio guides, and exhibition brochures.
- **Gift Shop:** FAM's gift shop offers a wide selection of arts and crafts supplies, educational materials, publications, catalogues, gifts, and souvenir items that are related to its exhibitions and programs. The gift shop also features select exhibition-related items by local artisans.

Basis of Accounting: The accompanying financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America ("U.S. GAAP") using the accrual method of accounting.

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

Change in Accounting Principle: Effective January 1, 2020, FAM adopted Financial Accounting Standards Board - Accounting Standards Update No. 2014-09, *Revenue from Contracts with Customers (Topic 606)* ("ASU 2014-09"). The core principle of the new standard is to depict the transfer of goods or services to a customer that reflects the consideration that the entity expects to be entitled to receive in exchange for those goods or services. The guidance in ASU 2014-09 provides for: (1) a five-step analysis of transactions to determine when and how revenue is recognized, (2) capitalization of certain contract costs, (3) consideration of time value of money in the transaction price, (4) estimation of variable consideration to be recognized before contingencies are resolved, and (5) enhanced disclosures regarding the nature, amount, timing, and uncertainty of revenue and cash flows arising from an entity's contracts with customers. ASU 2014-09 is effective for fiscal years beginning after December 15, 2019 and is required to be applied on a retrospective basis. Implementation of ASU 2014-09 resulted in no change in FAM's recognition of support and revenues in 2020 and 2019. Therefore, no changes to the previously issued financial statements for the year ended December 31, 2019, were required to conform to the 2020 presentation. Disclosure of FAM's policies for recognition of support and revenues have been enhanced in accordance with adoption of the new standard.

Financial Statement Presentation: FAM reports information regarding its financial position and activities based on the existence or absence of donor-imposed restrictions. Net assets available for use in general operations and not subject to donor restrictions are classified as "Net Assets Without Donor Restrictions". This net asset category includes net assets designated by the Board of Directors for specific purposes, if any. Net assets subject to donor-imposed restrictions are classified as "Net Assets With Donor Restrictions". FAM uses the calendar year as its annual reporting period.

Reclassifications: Certain prior year amounts have been reclassified to conform with the current year presentation.

Use of Estimates: Preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, net assets, support and revenues, and expenses, and the disclosure of contingent assets and liabilities. Significant estimates used by management in preparing these financial statements principally include those assumed in establishing: (1) the collectability of contributions receivable, (2) the estimated investment yield on funds deposited with the Foundation for investment, and (3) the estimated useful lives of the building lease contributed by MDHA and other property and equipment, for purposes of calculating depreciation and amortization expense. Actual results could differ from the significant estimates used by management and such differences could be material.

Subsequent Events: In preparing the accompanying financial statements, management has evaluated subsequent events through October 20, 2021, which represents the date the financial statements were available to be issued.

Cash and Cash Equivalents: Cash consists of amounts on hand and on deposit in bank accounts. The Federal Deposit Insurance Corporation ("FDIC") insures the total amount deposited by each customer in a participating bank up to its maximum limit of \$250,000. As of December 31, 2020, FAM had cash balances on deposit at four commercial banks, three of which exceeded the FDIC insurance limit by approximately \$2,860,000, \$1,989,000, and \$432,000, respectively.

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

At December 31, 2020 and 2019, the reported cash balances include \$1,724,310 and \$2,070,899, respectively, of contribution proceeds that are restricted for use in connection with specific purposes designated by the donors.

Cash equivalents include all highly-liquid investments, such as money market funds, that have a scheduled maturity of three months or less as of the respective acquisition date. These investments earn interest at variable short-term market rates and are presented at fair value, based on readily available quoted market prices (i.e., categorized as a Level 1 security, in accordance with the U.S. GAAP fair value hierarchy). FAM held no cash equivalents at December 31, 2020 or 2019.

Accounts Receivable and Allowance for Uncollectible Amounts: Receivables and related accrued interest, if applicable, are recorded at each reporting date for amounts due from various parties in conjunction with financial transactions. An allowance is recognized for potentially uncollectible balances and amounts deemed worthless are written off. At December 31, 2020 and 2019, respectively, all accounts receivable balances are due within one year and are deemed to be collectible. Accordingly, no allowance was recognized as of either date.

Contributions Receivable: A contribution receivable is recognized at fair value when a donor communicates an unconditional promise to FAM. Contributions receivable may include unconditional promises from individuals, grants from public and private sources, and corporate and individual sponsorships. Contributions may be restricted as to use for certain exhibitions, programs, and other activities specified by the donor. An unconditional contribution receivable that is expected to be collected within the next twelve months is deemed to be equal to the net settlement value of the amount to be received. An unconditional promise to give that is expected to be collected after one year is initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates. In subsequent years, amortization of the discount is included in contribution support in the Statements of Activities.

Inventories: Inventories are maintained in connection with the café and catering operations, the gift shop, and exhibition catalogues. Inventory is generally reported at the lower of cost (first-in, first-out method) or market. Café and catering inventory, which principally consists of food, beverages, and supplies, represents \$12,813 and \$20,694 of the total inventory value at December 31, 2020 and 2019, respectively. Gift shop inventory, which consists of products acquired for resale in the gift shop, represents \$176,210 and \$158,685 of the total inventory value at the respective dates. Exhibition catalogues, which are either produced internally or acquired for resale, are reported at the lower of production cost or acquisition cost as of the exhibition year, or net realizable sales value determined subsequent to the exhibition year.

Exhibition Loan Fee Deposits and Other Prepaid Expenses: FAM procures collected works of art for exhibition by executing temporary loan agreements with domestic and foreign museums, and collectors. These agreements typically require FAM to pay a loan fee, generally by making an initial deposit and one or more installment payments prior to the opening of an exhibition. Other significant, directly-allocable costs that are incurred prior to the opening of an exhibition (e.g., insurance, shipping, and curatorial fees) are recorded as prepayments.

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The aggregate total of loan fee deposits and prepayments for each exhibition is amortized on a pro-rata basis over the respective exhibition period. Accordingly, this balance may include both current and non-current amounts. The amortization in each reporting period is included as a component of "Exhibitions" expense in the Statement of Activities. (Refer to Note O for additional information.)

Exhibition Loan Fee Revenue and Expense Recoupments: In addition to presenting traveling exhibitions developed by collectors and owners of works of art, FAM periodically originates new art exhibitions for presentation in its galleries. These new exhibitions are then made available by FAM to other art museums and institutions under temporary loan agreements under terms similar to those described in the previous section. This activity enables FAM to earn loan fee revenue and to recoup certain directly-allocable costs from the borrowing institutions, thus reducing loan fees and exhibition costs initially incurred for its own gallery presentation.

Loan fee revenue from traveling exhibitions totaled \$21,898 and \$226,022 for the years ended December 31, 2020 and 2019, respectively. The related amount of allocable costs recouped in 2020 and 2019 totaled \$0 and \$43,573, respectively, which is reported as an offset to "Exhibitions" expense in the respective Statement of Activities.

Property and Equipment: Property and equipment assets are initially recorded at cost if purchased, or at estimated fair value if contributed. Depreciation and amortization expense are calculated using the straight-line method over the estimated service lives of the assets, which are principally as follows: 3 to 15 years for furniture and equipment, 15 years for land improvements, and 15 to 30 years or the remaining initial lease term for leasehold improvements. Significant additions and improvements that extend an asset's original useful life or enhance its future service potential are capitalized. Leased equipment is capitalized if the terms of the lease transfer substantially all of the economic benefits and risks associated with the use of the equipment to FAM. Normal repairs and maintenance are charged to expense as incurred. Property and equipment is reported net of accumulated depreciation and amortization in the Statement of Financial Position. (Refer to Notes E, F, and G for additional information.)

Contributed Use of Property: FAM recognizes contribution support upon entering into a lease if the lessor requires only nominal lease payments in relation to the estimated fair rental value of the leased property. The fair value of the contribution is equal to the lesser of: (a) the present value of the excess of the estimated fair rental rate over the stated lease payments (if any) during the lease term, or (b) the fair value of the leased asset at inception of the lease.

With respect to a long-term lease, the contributed lease asset is initially reported as an increase in net assets with donor restrictions due to the "passage of time" restriction that governs the use of the leased property. This asset is amortized on a straight-line basis over the lease term and the expired portion in each reporting period is released from net assets with donor restrictions and reclassified to net assets without donor restrictions. The amortization is recognized as rent expense, as reported in the Statement of Functional Expenses, and the unexpired portion of the asset is reported as a component of property and equipment in the Statement of Financial Position. (Refer to Note E for additional information regarding FAM's recognition in 1998 of a building lease contributed by MDHA.)

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Endowment: Upon agreeing to accept a donor's restricted contribution to provide ongoing support for a particular activity or program, FAM will establish an "endowment" using the contributed proceeds. Once established, FAM will oversee the endowment in accordance with its interpretations of guidance set forth in the Tennessee *Uniform Prudent Management of Institutional Funds Act of 2006* ("UPMIFA"). Pursuant to this guidance, FAM will initially seek to manage the endowment proceeds to preserve the original fair value of the contribution as of the date received, while also adhering to the donor's stated restrictions and permissible conditions for use of the endowment corpus and investment earnings. The fair value of the original contribution and any future contributions to the endowment, as of the respective date received, will be classified as net assets with donor restrictions that are retained in perpetuity, as will other amounts that are accumulated in accordance with the donor's specifications. Amounts specified by the donor that are available to fund expenditures by FAM in support of the particular activity or program, will be classified as net assets with donor restrictions until such time as the funds are used for such purpose. (Refer to Note H for additional information.)

Donated Collection Item: Although FAM is a non-collecting institution, management agreed to accept the private donation of a sculpture in 2013, which was installed on the property for public viewing. The donated collection item is deemed to be held in furtherance of public service rather than for financial gain and, accordingly, will be protected, kept encumbered, cared for, and preserved. In the event FAM decides to deaccess the sculpture, it would be donated to another not-for-profit arts institution. Management has adopted a non-capitalization accounting policy in regard to the valuation and reporting of collected art objects. In accordance with U.S. GAAP, a line item caption for the donated collection item is presented in the Statements of Financial Position, however, no value has been assigned or reported for this item since it was received in 2013.

Revenue and Revenue Recognition: Contribution and grant support is recognized at fair value when cash, securities or other assets, or unconditional promises to give are received. Conditional promises to give (those with a measurable performance obligation or other barrier and a right of return) are not recognized as support until the donor's conditions have been substantially met. Contributions that are restricted by the donor (e.g., as to the passage of time or use for a specific purpose), are reported as increases in net assets with donor restrictions. Upon satisfaction or expiration of a donor restriction, the applicable net assets are reclassified to net assets without donor restrictions.

FAM offers various levels of basic and contributing memberships to its patrons. The portion of a member's dues that represents a contribution is recognized as contribution support upon receipt. The portion of each member's dues that represents the value of membership benefits provided by FAM is recognized as earned revenue ratably over the membership term, generally a one-year period. At each reporting date, a liability for unearned membership dues is reported as a component of "Deferred revenue and refundable advances" in the Statement of Financial Position.

Admissions revenue is generally non-refundable and is recognized on the scheduled day of entrance to the galleries. Loan fee revenue from traveling exhibitions is recognized ratably over the scheduled exhibition period. Education program fees are recognized when a workshop or program occurs. Special event revenue is generally recognized when the event takes place and is comprised of the fair value of direct benefits to donors and a contribution element for the difference.

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Gift shop sales are recognized at the time of purchase. Other operating revenue, which includes café and catering services, venue rentals, and on-site parking, is recognized at the point in time when the services are provided.

Payments are required at the time of sale or start of a membership term; amounts received in advance are deferred to the applicable period.

Gift-in-Kind Contributions: The estimated fair value of "gift-in-kind" contributions recognized by FAM during the years ended December 31, 2020 and 2019, totaled \$580,308 and \$58,819, respectively. These contributions consist of various goods, services, and indemnity coverage that were utilized by FAM and expensed in its operations during the respective year.

Donated Services: In accordance with U.S. GAAP, donated services are recognized as support (along with a corresponding asset or expense) when such services create or enhance a non-financial asset (e.g., property or equipment), or such services require specialized skills that would typically need to be purchased by the organization had they not been donated. During the years ended December 31, 2020 and 2019, FAM recognized \$12,430 and \$50,225 for donated services, which includes donated entertainment performances and other professional services.

Many individuals volunteer their time and perform a variety of beneficial tasks that assist FAM to conduct its programs and services. During the years ended December 31, 2020 and 2019, volunteer hours totaled approximately 8,100 and 28,600, respectively. However, in accordance with U.S. GAAP, the estimated fair value of these volunteer services has not been reflected in the accompanying financial statements.

Functional Allocation of Expenses: Expenses associated with FAM's program services and supporting services have been summarized on a functional basis in the Statements of Activities. The accompanying Statements of Functional Expenses present the natural classification of expenses by function. Expenses that are attributable to only one function are directly allocated in the Statements of Functional Expenses. However, certain categories of expenses are attributed to more than one program or supporting service activity. These expenses require allocation on a reasonable basis that is consistently applied.

Salaries and related employee benefits that are attributable to more than one function are allocated based on estimates of time and effort. Expenses associated with maintaining and occupying the building, such as rent, occupancy, building operations, depreciation, and amortization, are allocated by function based on estimated square footage used compared to total usable space. Technology, supplies, and certain other expenses are allocated based upon the number of employees assigned by functional departmental to the total number of employees. Lastly, the costs of certain departments that provide internal services are allocated among the departments served based on the number of internal events held compared to the total number of internal and external events held. Management re-evaluates its allocation methodology each year to determine whether revisions are necessary based on actual activities conducted during the year.

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Income Taxes: FAM is recognized as exempt from federal income taxes under Internal Revenue Code Section 501(c)(3) and is not deemed to be a "private foundation", based on correspondence with the Internal Revenue Service. However, continued compliance with the prescribed "public support test", and other rules and regulations, is required to maintain this exemption. Management is not aware of any event or activity that has occurred since the latest determination date that might adversely affect FAM's tax exempt status.

FAM can be subject to federal and state income taxes if it has net income from trade or business activities that are not substantially related to its exempt purpose. "Unrelated business income taxes" are computed in accordance with regular federal and state income tax brackets and rates that are applicable to for-profit corporations. Certain aspects of FAM's venue rental and catering operations routinely generate unrelated business taxable income, although these activities have historically resulted in a net loss for unrelated business income tax purposes.

In accordance with U.S. GAAP, management routinely evaluates FAM's federal and state income tax and regulatory filing positions to identify uncertain tax positions for consideration of whether to record an estimated liability or disclose a potential liability, including applicable interest and penalties. Management has not identified any material uncertain tax positions that require financial statement recognition as of December 31, 2020 or 2019. FAM's federal and state income tax and regulatory filings are subject to examination by the applicable taxing or regulatory authority generally for a period of three years after a return is filed. As of December 31, 2020, management considers FAM's open tax years to include the returns filed for 2017, 2018, and 2019, as well as the returns that will be filed for 2020.

Advertising Costs: FAM expenses all advertising costs as incurred. During the years ended December 31, 2020 and 2019, advertising costs totaled approximately \$319,000 and \$385,000, respectively.

NOTE B -- AVAILABLE RESOURCES AND LIQUIDITY

As of December 31, 2020, financial assets expected to be available to fund general expenditures during the following year (i.e., reasonably liquid assets without donor or other restrictions limiting their use), are comprised of the following:

Cash and equivalents	\$ 4,470,131
Accounts receivable	68,176
Contributions receivable	371,779
Funds deposited with Frist Art Museum	
Foundation for investment	<u>2,931,599</u>
Total	<u>\$ 7,841,685</u>

FAM manages its various financial assets to be available to fund its general expenditures, and discharge its liabilities and other obligations, as they come due. This process includes development of annual cash budgets for operational and capital expenditures, monthly monitoring of budget variances, projections of cash needs, and adjustment of planned expenditures as necessary.

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As described in Notes D and O, FAM typically receives annual operating support from the Foundation as its supporting organization, as well as a private foundation. These combined sources of funds represent a substantial portion of total support received.

During 2020, the United States of America experienced an unprecedented social and economic upheaval caused by the Coronavirus (COVID-19) pandemic and the declaration of a national emergency by federal authorities. The initial impact of this pandemic in the U.S. resulted in global economic decline, disruption of financial markets, and mandated closure of "non-essential" businesses. During 2020, FAM was closed to the public from March 16 through June 30. Upon reopening, daily hours of operation and operational procedures were adjusted to mitigate risk of COVID-19 exposure for visitors and staff. The café and gift shop remained closed until early October 2020, Martin ArtQuest gallery remained closed until November 2020, and the 2020 special event was cancelled. All of these measures resulted in a decline in earned revenues compared to recent years and management anticipates that operations will continue to be impacted into 2021. As a result, management modified its operations and planned expenditures to compensate for the reduction in earned revenues. Coupled with its on-going fund-raising efforts and historical giving trends, FAM anticipates that it will collect sufficient support and revenue to fund the current level of operations.

NOTE C -- CONTRIBUTIONS RECEIVABLE

FAM routinely receives notification from donors of their unconditional promises to give financial support to the organization, which could be in the form of contributions, grants, or sponsorships. These promises are often comprised of a current payment and a commitment to make support payments over a specified future period. Because the long-term portion of the promise to give is subject to a "passage of time" restriction, it is discounted to net present value and recorded as an increase in net assets with donor restrictions.

Contributions receivable recognized by FAM are summarized as follows:

	December 31	
	2020	2019
Without Donor Restrictions	\$ 11,944	\$ 61,644
With Donor Restrictions	359,835	328,600
Contributions Receivable	<u>\$ 371,779</u>	<u>\$ 390,244</u>

All contributions receivable as of December 31, 2020, are scheduled to be received in 2021.

During the years ended December 31, 2020 and 2019, installment payments were generally received as scheduled. Accordingly, management deemed recognition of an allowance for possible uncollectible amounts receivable to be unnecessary at both December 31, 2020 and 2019.

FRIST ART MUSEUM

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December 31, 2020 and 2019

NOTE D -- TRANSACTIONS BETWEEN FAM AND FRIST ART MUSEUM FOUNDATION

Support from Frist Art Museum Foundation: In its role as "supporting organization", the Foundation provides annual operational funding to FAM. For the years ended December 31, 2020 and 2019, support provided by the Foundation totaled \$1,742,186 and \$1,752,650, respectively. This support is based on an assumed annual return of 4% of its average monthly portfolio value for the prior 3-year period. In addition, during 2019, the Foundation's Board elected to provide additional support equal to dividend income distributed by a specific investment in the portfolio. There were no outstanding grant requests at December 31, 2020; however, it is expected that FAM will continue to depend on operational funding provided by the Foundation for the foreseeable future.

Funds Deposited with Frist Art Museum Foundation for Investment: Since 2011, FAM has deposited cash balances available for investment with the Foundation. The purpose of this arrangement is to allow the professional investment managers who oversee the Foundation's investments to also invest and manage FAM's funds available for investment. Accordingly, FAM's objective is to increase its investment yield and reduce its cash concentration in bank depository accounts.

Funds of FAM that are held under this arrangement are subject to increase or decrease for an allocable share of the appreciation or depreciation in fair value of the specified investments held in the Foundation's investment portfolio. Generally, FAM funds on deposit are repayable by the Foundation within 30 to 60 days after receiving FAM's withdrawal request.

During 2019, management recorded estimated appreciation of \$309,226, which increased the estimated fair value of FAM's cumulative amount on deposit to \$2,599,736 at December 31, 2019. During 2020, management recorded estimated appreciation of \$331,863, which increased the estimated fair value of FAM's cumulative amount on deposit to \$2,931,599 at December 31, 2020.

Transfer of Contributed Funds to Frist Art Museum Foundation: Periodically, management will transfer funds contributed by donors to the Foundation for inclusion in its endowment portfolio, principally in response to the donor's authorization or the donor's intended use of the funds as support for the endowment. Transferred funds are incorporated into the investment portfolio of the Foundation and managed according to its investment policy. During the years ended December 31, 2020 and 2019, FAM identified and transferred \$75,000 and \$175,000, respectively, of applicable donor contributions to the Foundation.

NOTE E -- BUILDING LEASE AND RENOVATIONS CONTRIBUTED BY MDHA

General: During 1998, the Metropolitan Government of Nashville and Davidson County contributed \$19.9 million to its agency, the Metropolitan Development and Housing Agency ("MDHA"). These funds were designated for use as follows: (1) \$4.4 million for MDHA's purchase of the downtown Post Office building (located at 901 Broadway, Nashville, Tennessee) from the U.S. Postal Service, and (2) \$15.5 million for the cost of MDHA's renovations to the building, in conjunction with the development project. Although this property is being utilized by FAM under terms of a long-term lease, MDHA retains full ownership of the building.

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Building Lease: Effective June 30, 1998, MDHA entered into a long-term lease agreement with FAM for the use of its newly-acquired building. The lease specifies a term of approximately 99 years (June 30, 1998 to September 1, 2097); however, FAM can terminate the lease at its option after approximately 30 years (September 1, 2028). Based on architectural studies, the lease provides FAM with approximately 109,000 square feet of usable space. Accordingly, the lease requires only nominal lease payments of \$1.00 per year, which FAM elected to prepay in full and record as rent expense during 1998.

The building lease is structured as a "net lease," which imposes responsibility on FAM for all maintenance, repairs, insurance, taxes, and utilities. The Foundation has guaranteed FAM's performance to MDHA under this lease, including its compliance with covenants and obligatory provisions, such as the sub-lease described below.

As a result of MDHA requiring only nominal lease payments over the term of the lease, FAM recognized a non-cash contribution of \$4.4 million in 1998. This contribution was recorded as an increase in net assets with donor restrictions, due to the "passage of time" restriction that governs the use of the leased property. Rent expense is recognized on a monthly pro-rata basis as the "passage of time" restriction expires, and a corresponding amount is reclassified from net assets with donor restrictions to net assets without donor restrictions. Management has elected to use the initial lease term of 30 years as the appropriate period for recognizing the expiration of this contributed lease asset. (Refer to Note F for information regarding rent expense recognized during the years ended December 31, 2020 and 2019.)

In conjunction with MDHA's purchase agreement with the U.S. Postal Service, the Post Office will continue to use the lower floor of the building (approximately 15,000 square feet) under a 30-year sub-lease agreement with FAM (September 1, 1998 to August 31, 2028). Free use of this space was incorporated into the acquisition price negotiated by MDHA. Accordingly, no lease payments by the Post Office are required during the initial lease term. The Post Office is obligated to pay its separately-metered utilities and proportionate share of common area maintenance expenses. The sub-lease agreement grants two consecutive renewal options to the Post Office, with lease terms of 10 years each at the prevailing market rental rate.

Funding of Renovation Costs: FAM also recognized a non-cash contribution of \$15.5 million in 1998 to reflect the fair value of funds committed by MDHA for renovations to the building. This contribution was recorded in a manner consistent with the approach previously described for the contributed lease asset. By agreement with MDHA, FAM assumed responsibility for the payment of any renovation costs incurred by MDHA which exceeded the maximum amount of MDHA's commitment. Although FAM recorded the excess amounts expended as leasehold improvements, MDHA retains full ownership of the building.

MDHA's contributed renovations and the leasehold improvements paid for by FAM are deemed to have been placed in service as of April 2001. Both amounts are being amortized on a monthly pro-rata basis over the remaining portion of the initial 30-year lease term. Amortization of the contributed renovations asset is recognized as additional rent expense as the "passage of time" restriction expires. Also, a corresponding amount is reclassified from net assets with donor restrictions to net assets without donor restrictions, in a manner consistent with the contributed lease asset. Amortization of FAM's leasehold improvements is included as a component of regular depreciation and amortization expense.

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NOTE F -- PROPERTY AND EQUIPMENT

The major components of property and equipment are summarized as follows:

	December 31	
	2020	2019
<u>Contributed Assets</u>		
Without Donor Restrictions		
Land -- redevelopment project	\$ 152,411	\$ 152,411
With Donor Restrictions (Note J)		
Building lease contributed by MDHA	4,400,000	4,400,000
Building renovations and improvements contributed by MDHA	<u>15,500,000</u>	<u>15,500,000</u>
	19,900,000	19,900,000
Less: Accumulated amortization	<u>(14,447,394)</u>	<u>(13,736,190)</u>
Total With Donor Restrictions	<u>5,452,606</u>	<u>6,163,810</u>
Total Contributed Assets	<u>5,605,017</u>	<u>6,316,221</u>
<u>Purchased Assets -- Without Donor Restrictions</u>		
Land -- redevelopment project	2,557,964	2,557,964
Land improvements -- redevelopment project	1,876,794	1,876,794
Furniture and equipment, including computers, software, and capital lease equipment	4,074,195	3,942,183
Leasehold improvements	12,678,416	12,277,612
Deposits and work in progress	<u>95,696</u>	<u>190,358</u>
	21,283,065	20,844,911
Less: Accumulated depreciation and amortization	<u>(11,444,734)</u>	<u>(10,895,358)</u>
Total Purchased Assets	<u>9,838,331</u>	<u>9,949,553</u>
TOTAL PROPERTY AND EQUIPMENT, net	<u>\$ 15,443,348</u>	<u>\$ 16,265,774</u>

Amortization of the building lease and renovations contributed by MDHA (i.e., "rent expense"), totaled \$711,204 during each of the years ended December 31, 2020 and 2019. Depreciation and amortization expense for all other assets during these years totaled \$707,588 and \$667,971, respectively.

During 2020 and 2019, FAM disposed of obsolete tangible and intangible assets that were no longer in service, for which the original cost basis totaled \$158,212 and \$924,723, respectively. These assets were fully depreciated or amortized, resulting in no gain or loss being recognized on disposals. Original cost basis totals by major asset category are summarized as follows for 2020 and 2019, respectively: technology equipment and software licenses -- \$11,009 and \$52,849; furniture and equipment -- \$8,739 and \$20,748; website-- \$59,935 and \$0; and leasehold and land improvements -- \$78,529 and \$851,126.

FRIST ART MUSEUM

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December 31, 2020 and 2019

NOTE G -- CAPITALIZED EQUIPMENT LEASE

Effective October 1, 2017, FAM entered a five-year lease with a commercial vendor for certain printer and copier equipment. Management determined that this lease met the criteria for recognition as a "capital lease". Accordingly, management capitalized the office equipment as a component of property and equipment and recorded a corresponding liability for the "capital lease obligation" payable over the lease term.

The capitalized asset value totaled \$83,910. The present value of the future minimum lease payments was imputed using an interest rate of 5.25%, which represented FAM's incremental borrowing rate at inception of the lease. During the years ended December 31, 2020 and 2019, interest expense associated with this lease obligation totaled \$1,985 and \$2,847, and amortization expense related to the capitalized equipment totaled \$16,782 in each year.

At December 31, 2020 and 2019, accumulated amortization totaled \$54,541 and \$37,759, respectively. At December 31, 2020, the future minimum lease payments under the capital lease are summarized as follows:

Future Minimum Lease Payments	
2021	\$ 14,206
2022	<u>14,206</u>
Total minimum lease payments	\$ 28,412
Less: Amount representing interest	<u>(1,261)</u>
Present value of net minimum lease payments	<u>\$ 27,151</u>

NOTE H -- ENDOWMENT

FAM established an "endowment" during 2016, upon agreeing to accept a restricted contribution from a donor. The purpose of this endowment, as specified by the donor, is to provide annual support for exhibitions in the Contemporary Artists' Project Gallery ("CAP Gallery"). As provided in the contribution agreement executed with the donor, FAM should oversee the endowment by attempting to preserve the original fair value of the corpus. Accordingly, the contribution agreement provides that the endowment funds may be pooled with the Foundation's investment portfolio for investment management purposes, with future appreciation or depreciation in fair value to be determined in a manner consistent with the other funds deposited by FAM with the Foundation (refer to Note D).

An increase in fair value of the endowment funds on deposit (i.e., investment income) is initially recognized as net assets with donor restrictions by FAM, and then paid to FAM annually by the Foundation. As specified by the donor, investment income from the endowment is available to fund expenditures by FAM in support of the CAP Gallery, at which time the donor restriction is satisfied and released.

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A decrease in fair value of the endowment funds on deposit (i.e., investment loss) is recognized as a decrease in net assets with donor restrictions. An investment loss that results in a valuation that is less than the original gift amount results in an underwater endowment. Subsequent increases in fair value will increase the endowment corpus until the original fair value of the donor contribution has been restored. Thereafter, investment income shall be recognized as described above.

A summary of activity during the years ended December 31, 2020 and 2019, is as follows:

	<u>With Donor Restrictions</u>		
	<u>Purpose Restriction</u>	<u>Perpetuity Restriction</u>	<u>Total</u>
Endowment Asset at December 31, 2018	\$ 0	\$ 194,940	\$ 194,940
Investment income	21,658	4,660	26,318
Amount withdrawn to fund expenditures by FAM to support CAP Gallery	<u>(21,658)</u>	<u>0</u>	<u>(21,658)</u>
Endowment Asset at December 31, 2019	0	199,600	199,600
Investment income	28,246	0	28,246
Amount withdrawn to fund expenditures by FAM to support the CAP Gallery	<u>(28,246)</u>	<u>0</u>	<u>(28,246)</u>
Endowment Asset at December 31, 2020	<u>\$ 0</u>	<u>\$ 199,600</u>	<u>\$ 199,600</u>

Due to the depreciation in fair value of investments during 2018, the fair value of the donor-restricted endowment funds was less than the amount of the original gift by \$4,660 at December 31, 2018. As noted above, the increase in investment fair value during 2019 was sufficient to restore the endowment to its original balance.

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NOTE I -- DEFERRED REVENUE AND REFUNDABLE ADVANCES

As described in Note A, FAM recognizes a liability when it receives cash or other assets before revenue is earned or when conditional contribution support is received. Such liabilities are combined and reported as "Deferred revenue and refundable advances" in the Statement of Financial Position at each reporting date. Activity within the various components of this liability is summarized as follows for the years ended December 31, 2020 and 2019:

	Deferred Revenue					Refundable Advances	
	Memberships	Gift Certificates	Traveling Exhibitions	Venue Rentals	Other Miscellaneous	Special Event	Total
Deferred Revenue and Refundable Advances at December 31, 2018	\$ 352,877	\$ 72,054	\$ 98,769	\$ 30,597	\$ 20,913	\$ 0	\$ 575,210
Revenue recognized that was included at the beginning of year	(348,998)	(692)	(98,769)	(30,597)	(760)	0	(479,816)
Increase in liability due to cash received during the year	<u>332,957</u>	<u>970</u>	<u>21,898</u>	<u>31,315</u>	<u>0</u>	<u>417,700</u>	<u>804,840</u>
Deferred Revenue and Refundable Advances at December 31, 2019	336,836	72,332	21,898	31,315	20,153	417,700	900,234
Revenue recognized that was included at the beginning of year	(333,505)	(230)	(21,898)	(20,765)	0	(417,700)	(794,098)
Increase in liability due to cash received during the year	<u>197,349</u>	<u>505</u>	<u>0</u>	<u>21,081</u>	<u>391</u>	<u>187,155</u>	<u>406,481</u>
Deferred Revenue and Refundable Advances at December 31, 2020	<u>\$ 200,680</u>	<u>\$ 72,607</u>	<u>\$ 0</u>	<u>\$ 31,631</u>	<u>\$ 20,544</u>	<u>\$ 187,155</u>	<u>\$ 512,617</u>

FAM previously adopted Accounting Standards Update No. 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made* effective January 1, 2019 on a modified prospective basis. Adoption of this standard resulted in recognition of a Refundable Advance liability as of December 31, 2019, while similar collections received in 2018 in advance of a 2019 special event were recognized as support in 2018.

Upon cancellation of the 2020 special event due to COVID-19, patrons and ticketholders declined refunds. Accordingly, special event support totaling approximately \$879,000 that was collected in 2020 and 2019 is recognized as a component of contribution income in the 2020 Statement of Activities.

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

NOTE J -- NET ASSETS WITH DONOR RESTRICTIONS

Activity involving net assets with donor restrictions during the current and prior years is summarized below and on the following page:

<u>Donor Restrictions:</u>	Year Ended December 31, 2020			
	December 31, 2019	Additions	Release of Restrictions	December 31, 2020
<u>Subject to passage of time:</u>				
Contributions receivable	\$ 328,600	\$ 859,518	\$ (828,283)	\$ 359,835
Building lease contributed by MDHA, including MDHA's renovations and improvements	6,163,810	0	(711,204)	5,452,606
Total Time Restricted	6,492,410	859,518	(1,539,487)	5,812,441
<u>Subject to expenditure for specified purpose:</u>				
Cash proceeds from contributions designated for specific purposes	2,070,899	706,600	(1,053,189)	1,724,310
Investment income withdrawn from endowment	0	28,246	(28,246)	0
Net assets converted from passage of time restriction to specific purpose restriction	0	(175,862)	175,862	0
Total Purpose Restricted	2,070,899	558,984	(905,573)	1,724,310
<u>Perpetuity restriction:</u>				
Endowment for support of CAP gallery (Note H)	199,600	0	0	199,600
Net appreciation (depreciation) in fair value	0	0	0	0
Total Perpetuity Restricted	199,600	0	0	199,600
NET ASSETS WITH DONOR RESTRICTIONS	<u>\$ 8,762,909</u>	<u>\$ 1,418,502</u>	<u>\$ (2,445,060)</u>	<u>\$ 7,736,351</u>

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

	Year Ended December 31, 2019			
	December 31, 2018	Additions	Release of Restrictions	December 31, 2019
Donor Restrictions:				
<u>Subject to passage of time:</u>				
Contributions receivable	\$ 372,200	\$ 697,300	\$ (740,900)	\$ 328,600
Building lease contributed by MDHA, including MDHA's renovations and improvements	6,875,014	0	(711,204)	6,163,810
Total Time Restricted	7,247,214	697,300	(1,452,104)	6,492,410
<u>Subject to expenditure for specified purpose:</u>				
Cash proceeds from contributions designated for specific purposes	1,292,427	1,764,043	(985,571)	2,070,899
Investment income withdrawn from endowment	0	21,658	(21,658)	0
Net assets converted from passage of time restriction to specific purpose restriction	0	(101,500)	101,500	0
Total Purpose Restricted	1,292,427	1,684,201	(905,729)	2,070,899
<u>Perpetuity restriction:</u>				
Endowment for support of CAP gallery (Note H)	199,600	0	0	199,600
Net (appreciation) depreciation in fair value	(4,660)	4,660	0	0
Total Perpetuity Restricted	194,940	4,660	0	199,600
NET ASSETS WITH DONOR RESTRICTIONS	\$ 8,734,581	\$ 2,386,161	\$ (2,357,833)	\$ 8,762,909

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

NOTE K -- PAYCHECK PROTECTION PROGRAM

During 2020, the U.S. government responded to the COVID-19 pandemic with the Coronavirus Aid, Relief, and Economic Security Act ("CARES Act"). The CARES Act authorized emergency loans via the Small Business Administration ("SBA") to eligible entities under the Paycheck Protection Program ("PPP"). In April 2020, FAM was granted a loan of \$1,026,705 under the PPP. Pursuant to this program, the loan is uncollateralized, fully guaranteed by the Federal government, and bears interest of 1% for a term not to exceed 2 years. In addition, some or all of the loan may be forgiven provided the proceeds are used as stipulated and FAM meets other specified employment thresholds. FAM recognized the loan in accordance with guidance for conditional contributions. Accordingly, the loan was initially recorded as a refundable advance and FAM recognized grant support as the funds were used for eligible costs while maintaining required employment thresholds. FAM recognized the full loan amount as a component of "Contributions and grants" in the accompanying 2020 Statement of Activities. Subsequent to year-end, FAM submitted an application and received official notification of full forgiveness of the loan from the SBA on May 19, 2021.

In February 2021, FAM was granted a second loan of approximately \$1,060,000 under the PPP. The terms of this loan are similar to the 2020 grant, including the potential for forgiveness of some or all of the loan if FAM uses the proceeds as stipulated and meets specified employment thresholds.

NOTE L -- OTHER OPERATING REVENUE AND EXPENSES

FAM offers various amenities and services that are designed to enhance the convenience of its members and patrons while they are visiting the museum. Examples of amenities and services include an on-site café, catering services, venue rentals, and on-site parking. The venue rental activity provides private groups with meeting rooms, catering services, and admission to the exhibition galleries during and after regular business hours. Operating revenue from venue rentals for the years ended December 31, 2020 and 2019, is net of approximately \$6,000 and \$67,000, respectively, of admissions revenue generated during venue rental activities.

Operating results for the aforementioned activities are summarized on the following pages. The highlighted items represent captions and totals that are presented in the accompanying Statements of Activities.

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

	<u>Café and Catering</u>	<u>Venue Rentals</u>	<u>Parking</u>	<u>Total</u>
Year Ended December 31, 2020				
Other Operating Revenue	\$ 55,354	\$ 38,736	\$ 114,376	\$ 208,466
Direct Operating Expenses				
Labor costs	(254,950)	(41,172)	0	(296,122)
Cost of sales	(30,460)	(19,754)	0	(50,214)
Other direct expenses	<u>(24,469)</u>	<u>(1,935)</u>	<u>0</u>	<u>(26,404)</u>
Total Direct Operating Expenses	<u>(309,879)</u>	<u>(62,861)</u>	<u>0</u>	<u>(372,740)</u>
Operating Income (Loss) before Depreciation and Allocated Indirect Expenses	(254,525)	(24,125)	114,376	(164,274)
Depreciation expense	(15,667)	0	0	(15,667)
Allocated indirect expenses	<u>(100,594)</u>	<u>(31,325)</u>	<u>(12,615)</u>	<u>(144,534)</u>
Total Depreciation and Allocated Indirect Expenses	<u>(116,261)</u>	<u>(31,325)</u>	<u>(12,615)</u>	<u>(160,201)</u>
NET OPERATING INCOME (LOSS)	<u>\$ (370,786)</u>	<u>\$ (55,450)</u>	<u>\$ 101,761</u>	<u>\$ (324,475)</u>

As presented in the 2020 Statement of Activities, "Other operating expenses" is comprised of the following totals shown above:

Total Direct Operating Expenses	\$ (372,740)
Total Depreciation and Allocated Indirect Expenses	<u>(160,201)</u>
Other Operating Expenses	<u>\$ (532,941)</u>

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

	Café and Catering	Venue Rentals	Parking	Total
Year Ended December 31, 2019				
Other Operating Revenue	\$ 508,759	\$ 153,477	\$ 452,626	\$ 1,114,862
Direct Operating Expenses				
Labor costs	(342,731)	(66,227)	0	(408,958)
Cost of sales	(169,811)	(53,420)	0	(223,231)
Other direct expenses	<u>(101,531)</u>	<u>(4,732)</u>	<u>(33,747)</u>	<u>(140,010)</u>
Total Direct Operating Expenses	<u>(614,073)</u>	<u>(124,379)</u>	<u>(33,747)</u>	<u>(772,199)</u>
Operating Income (Loss) before Depreciation and Allocated Indirect Expenses	(105,314)	29,098	418,879	342,663
Depreciation expense	(13,677)	0	(8,577)	(22,254)
Allocated indirect expenses	<u>(132,299)</u>	<u>(40,896)</u>	<u>(16,438)</u>	<u>(189,633)</u>
Total Depreciation and Allocated Indirect Expenses	<u>(145,976)</u>	<u>(40,896)</u>	<u>(25,015)</u>	<u>(211,887)</u>
NET OPERATING INCOME (LOSS)	<u>\$ (251,290)</u>	<u>\$ (11,798)</u>	<u>\$ 393,864</u>	<u>\$ 130,776</u>

As presented in the 2019 Statement of Activities, "Other operating expenses" is comprised of the following totals shown above:

Total Direct Operating Expenses	\$ (772,199)
Total Depreciation and Allocated Indirect Expenses	<u>(211,887)</u>
Other Operating Expenses	<u>\$ (984,086)</u>

NOTE M -- EMPLOYEE RETIREMENT PLAN

FAM has established an employee retirement plan pursuant to Section 401(k) of the Internal Revenue Code. Substantially all employees who have attained the age of 21 are eligible to participate. Under the plan, employees may elect to defer and contribute a portion of their annual compensation, subject to the statutory limit, and FAM matches employee contributions at the rate of 100% of the first 5% of eligible compensation.

Contributions to the plan totaled \$220,623 and \$213,971 for the years ended December 31, 2020 and 2019, respectively. Discretionary employer contributions are permitted under the plan; however, no such contributions were made during the years ended December 31, 2020 and 2019.

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

NOTE N -- RELATED PARTY TRANSACTIONS - LEGAL SERVICES

Since its inception, FAM has obtained various legal services from an attorney and the law firm of which he is a member, while the attorney served as FAM's corporate Secretary. These services and the related professional fees incurred (approximately \$27,600 and \$23,600 during the years ended December 31, 2020 and 2019, respectively) have been subjected to FAM's approval control policies and payment procedures that are applicable to unrelated service providers.

NOTE O -- COMMITMENTS, CONTINGENCIES, AND CONCENTRATIONS

COMMITMENTS

Exhibition Participation Fees: In addition to loan fees, exhibition loan agreements typically require that a portion of incidental exhibition costs (i.e., "shared costs") be paid by FAM as reimbursement to the lending museum or collector. Examples of such shared costs may include: conservation surveys, pre-travel packing and crating services, transportation and insurance, construction of exhibition cases and special mountings, environmental assessments and monitoring, registrar and curatorial services, and travel reimbursements. Shared costs specified in exhibition loan agreements may require fixed or variable payments for specific types of expenditures.

With respect to exhibition loan agreements executed through December 31, 2020, FAM is obligated to make future payments of participation fees as follows:

	Exhibition Loan Fees	Estimated Shared Costs	Total
<u>Calendar Year:</u>			
2021	\$ 388,104	\$ 548,897	\$ 937,001
2022	110,926	110,463	221,389
2023	<u>50,000</u>	<u>170,000</u>	<u>220,000</u>
Total	<u>\$ 549,030</u>	<u>\$ 829,360</u>	<u>\$ 1,378,390</u>

Equipment Leases, Maintenance, and Licensing Agreements: FAM obtains the use of certain office equipment via operating leases with commercial leasing companies. These leases require monthly payments over the stated lease terms, which are typically two to four years. In the aggregate, the lease payments are not considered material and are expensed as incurred.

FAM has entered into various maintenance agreements related to equipment that it owns or leases. These agreements generally require annual payments and may offer a discount in exchange for agreeing to a multi-year service period. None of the commitment obligations required by these maintenance agreements are considered individually material.

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

In addition, FAM has entered into various licensing agreements for the use of software and other on-line services in conjunction with various aspects of its operations. These agreements generally require annual payments over a multi-year service period, however, none of the commitment obligations is considered individually material.

Other Commitments: Effective October 8, 2019, FAM entered into an agreement with an unrelated publishing company to create a catalogue for an upcoming exhibition with a total contract price of approximately \$41,000. As of December 31, 2020, the remaining commitment is approximately \$20,000, which is expected to be paid in 2021.

Effective October 20, 2020, FAM entered into an agreement with an unrelated publishing company to create a catalogue for an upcoming exhibition with a total contract price of approximately \$42,000. As of December 31, 2020, the remaining commitment is approximately \$21,000, which is expected to be paid in 2021.

On October 29, 2020, FAM entered into a three-year licensing agreement with a commercial vendor for use of donor management software. Remaining annual payments under this agreement total \$46,172 in both 2021 and 2022.

CONCENTRATIONS

Annual Operating Support from Private Foundation: Since its inception, FAM has received annual operating support from a private foundation that is recognized as a "substantial contributor" under federal tax rules and regulations. Contributions received from this private foundation during the years ended December 31, 2020 and 2019, totaled \$5,463,816 and \$6,318,008, respectively, which represents 40% and 39%, respectively, of FAM's total support and revenues in each year. Due to the relative significance of the annual contributions from this donor to FAM's total support and revenue, a significant concentration of annual operating support is deemed to exist with respect to this private foundation donor.

NOTE P -- RECENT ACCOUNTING PRONOUNCEMENTS

In February 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update 2016-02, *Leases (Topic 842)* ("ASU 2016-02"), which requires lessees to recognize leases on the Statement of Financial Position and disclose key information about leasing arrangements. The new standard establishes a right-of-use model ("ROU") that requires a lessee to recognize a ROU asset and lease liability on the Statement of Financial Position for all leases with a term longer than 12 months. Leases will be classified as finance or operating, with classification affecting the pattern and classification of expense recognition in the Statement of Activities.

FRIST ART MUSEUM

NOTES TO FINANCIAL STATEMENTS

December 31, 2020 and 2019

With respect to nonpublic entities, ASU 2016-02 was to be effective for years beginning after December 15, 2019, with early application permitted. However, in June 2020, FASB issued Accounting Standards Update 2020-05, which provides a deferral of the effective date for implementing ASU 2016-02 for nonpublic entities to fiscal years beginning after December 15, 2021. FAM expects to adopt ASU 2016-02 on January 1, 2022. FAM has not yet determined the impact that adoption of this new standard will have on its financial statements, however, based on preliminary review, it is not expected to have a material effect.

In September 2020, FASB issued Accounting Standards Update 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. The standard requires presentation of contributed nonfinancial assets as a separate line item in the Statement of Activities, apart from contributions of cash and other financial assets. It also requires a disclosure of disaggregated contributions of nonfinancial assets by category that depicts the types of assets received. This distinction is intended to increase transparency of contributions recognized and is effective for fiscal years beginning after June 15, 2021. FAM plans to adopt this guidance effective January 1, 2022, and has not yet determined the impact that adoption of this new standard will have on its financial statements.