



Overture Center Foundation, Inc.

Consolidated Financial Statements (and Supplementary Information) Years Ended June 30, 2020 and 2019

Overture Center Foundation, Inc.

**Consolidated Financial Statements
(and Supplementary Information)
Years Ended June 30, 2020 and 2019**

Overture Center Foundation, Inc.

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Independent Auditor's Report

Board of Directors
Overture Center Foundation, Inc.
Madison, Wisconsin

We have audited the accompanying consolidated financial statements of Overture Center Foundation, Inc. and Overture Development Corporation, which comprise the consolidated statements of financial position as of June 30, 2020 and 2019, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes, the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of Overture Center Foundation, Inc. and Overture Development Corporation as of June 30, 2020 and 2019, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

BDO USA, LLP

September 22, 2020

Consolidated Financial Statements

Overture Center Foundation, Inc.
Consolidated Statements of Financial Position

<i>June 30,</i>	2020	2019
Assets		
Current Assets		
Cash and cash equivalents	\$ 10,881,425	\$ 10,868,720
Accounts receivable, net	460,978	704,516
Unconditional promises to give, net	471,688	521,320
Prepaid expenses	328,800	397,672
Total Current Assets	12,142,891	12,492,228
Other Assets		
Long-term unconditional promises to give, net	148,600	494,300
Beneficial interest in assets held by Madison Community Foundation	1,381,002	1,451,947
Investments restricted for endowment	1,103,843	1,080,598
Property and equipment, net	137,539,646	140,495,296
Total Other Assets	140,173,091	143,522,141
Total Assets	\$ 152,315,982	\$ 156,014,369
Liabilities and Net Assets		
Current Liabilities		
Accounts payable	\$ 211,709	\$ 297,629
Accrued liabilities	504,738	944,915
Unearned revenue	7,859,061	8,711,157
Due to City of Madison, current portion	21,416	21,416
Notes payable, current portion	844,605	193,769
Total Current Liabilities	9,441,529	10,168,886
Long-Term Liabilities		
Due to City of Madison, net of current portion	21,412	42,828
Notes payable, net of current portion	1,529,733	847,838
Total Long-Term Liabilities	1,551,145	890,666
Total Liabilities	10,992,674	11,059,552
Net Assets		
Without donor restrictions	137,664,812	140,824,966
With donor restrictions	3,658,496	4,129,851
Total Net Assets	141,323,308	144,954,817
Total Liabilities and Net Assets	\$ 152,315,982	\$ 156,014,369

See accompanying notes to consolidated financial statements.

Overture Center Foundation, Inc.

Consolidated Statements of Activities

<i>Year ended June 30, 2020</i>	Without Donor Restrictions	With Donor Restrictions	Total
Operations			
Operating revenue			
Ticket sales and fees	\$ 15,926,172	\$ -	\$ 15,926,172
Facility rentals and services	1,697,641	-	1,697,641
Investment income, net	163,174	-	163,174
Other revenue	917,741	-	917,741
Special events	254,845	-	254,845
Total Operating Revenue	18,959,573	-	18,959,573
Operating Expenses			
Production	13,204,293	-	13,204,293
Programming, performance operations, and events	2,288,249	-	2,288,249
Ticketing, marketing, and sales	2,155,406	-	2,155,406
Facilities	2,027,439	-	2,027,439
Management and general	2,249,958	-	2,249,958
Total Operating Expenses	21,925,345	-	21,925,345
Deficit From Operations	(2,965,772)	-	(2,965,772)
Fundraising			
Contributions	1,317,258	527,519	1,844,777
Grants and sponsorships	179,144	275,000	454,144
Fundraising expense	(742,485)	-	(742,485)
Net assets released from restrictions	1,269,629	(1,269,629)	-
Surplus (Deficit) From Fundraising	2,023,546	(467,110)	1,556,436
Other Income and Expenses			
Change in value of beneficial interest in assets held by			
Madison Community Foundation	-	(27,490)	(27,490)
Investment income, net	-	23,245	23,245
City of Madison support grant	1,600,000	-	1,600,000
Depreciation expense	(3,790,938)	-	(3,790,938)
Interest expense	(26,990)	-	(26,990)
Total Other Income and Expenses	(2,217,928)	(4,245)	(2,222,173)
Change in Net Assets	(3,160,154)	(471,355)	(3,631,509)
Net Assets - beginning of year	140,824,966	4,129,851	144,954,817
Net Assets - end of year	\$ 137,664,812	\$ 3,658,496	\$ 141,323,308

See accompanying notes to consolidated financial statements.

Overture Center Foundation, Inc.

Consolidated Statements of Activities

<i>Year ended June 30, 2019</i>	Without Donor Restrictions	With Donor Restrictions	Total
Operations			
Operating revenue			
Ticket sales and fees	\$ 10,591,885	\$ -	\$ 10,591,885
Facility rentals and services	2,228,915	-	2,228,915
Investment income, net	66,687	-	66,687
Other revenue	977,491	-	977,491
Special events	374,690	-	374,690
Total Operating Revenue	14,239,668	-	14,239,668
Operating Expenses			
Production	8,827,064	-	8,827,064
Programming, performance operations, and events	2,133,596	-	2,133,596
Ticketing, marketing, and sales	1,952,998	-	1,952,998
Facilities	2,378,627	-	2,378,627
Management and general	2,008,872	-	2,008,872
Total Operating Expense	17,301,157	-	17,301,157
Deficit From Operations	(3,061,489)	-	(3,061,489)
Fundraising			
Contributions	837,755	746,183	1,583,938
Grants and sponsorships	280,973	468,124	749,097
Fundraising expense	(704,373)	-	(704,373)
Net assets released from restrictions	1,439,921	(1,439,921)	-
Surplus From Fundraising	1,854,276	(225,614)	1,628,662
Other Income and Expenses			
Change in value of beneficial interest in assets held by Madison Community Foundation	-	98,991	98,991
Investment income, net	-	58,098	58,098
City of Madison support grant	1,950,000	-	1,950,000
Depreciation expense	(3,765,237)	-	(3,765,237)
Interest expense	(32,551)	-	(32,551)
Total Other Income and Expenses	(1,847,788)	157,089	(1,690,699)
Change in Net Assets	(3,055,001)	(68,525)	(3,123,526)
Net Assets - beginning of year	143,879,967	4,198,376	148,078,343
Net Assets - end of year	\$ 140,824,966	\$ 4,129,851	\$ 144,954,817

See accompanying notes to consolidated financial statements.

Overture Center Foundation, Inc.

Consolidated Statements of Functional Expenses

Year ended June 30, 2020	Program Services				Supporting Activities		Total
	Production	Programming, Performance Operations, and Events	Ticketing, Marketing, and Sales	Facilities	Management and General	Fundraising	
Salaries, wages, and benefits	\$ 1,504,576	\$ 2,032,542	\$ 1,323,147	\$ 1,077,562	\$ 1,353,879	\$ 590,260	\$ 7,881,966
Artists and performance fees	9,967,051	675	-	-	5,000	75	9,972,801
Advertising	1,029,602	394	26,884	-	-	2,125	1,059,005
Purchased services	334,788	101,523	583,252	213,349	332,076	43,416	1,608,404
Professional services	11,037	-	107,222	-	432,190	16,054	566,503
Ticketing fees	-	-	36,480	-	-	-	36,480
Supplies	27,054	83,982	33,212	130,373	64,025	54,966	393,612
Utilities	107,248	31,544	6,309	473,153	9,463	3,154	630,871
Information technology	37,036	15,151	37,036	37,036	28,619	13,468	168,346
Insurance	5,044	20,039	273	95,966	13,632	1,363	136,317
Special events	176,920	-	-	-	-	-	176,920
Other expenses	3,937	2,399	1,591	-	11,074	17,604	36,605
Subtotal	13,204,293	2,288,249	2,155,406	2,027,439	2,249,958	742,485	22,667,830
Depreciation	472,484	47,528	27,958	3,231,785	8,387	2,796	3,790,938
Interest expense	-	-	-	-	26,990	-	26,990
Total Expenses	\$ 13,676,777	\$ 2,335,777	\$ 2,183,364	\$ 5,259,224	\$ 2,285,335	\$ 745,281	\$ 26,485,758

See accompanying notes to consolidated financial statements.

Overture Center Foundation, Inc.
Consolidated Statements of Functional Expenses

Year ended June 30, 2019	Program Services				Supporting Activities		Total
	Production	Programming, Performance Operations, and Events	Ticketing, Marketing, and Sales	Facilities	Management and General	Fundraising	
Salaries, wages, and benefits	\$ 1,736,538	\$ 1,830,664	\$ 1,175,015	\$ 1,197,557	\$ 1,437,131	\$ 497,834	\$ 7,874,739
Artists and performance fees	5,283,695	2,355	-	-	-	5,315	5,291,365
Advertising	923,116	-	52,351	-	-	58,219	1,033,686
Purchased services	383,087	128,211	507,528	267,071	236,003	65,359	1,587,259
Professional services	9,910	340	65,742	7,995	252,307	515	336,809
Ticketing fees	-	-	38,700	-	-	-	38,700
Supplies	41,546	99,164	73,144	199,478	23,634	47,465	484,431
Utilities	130,484	38,378	7,676	575,666	11,513	3,838	767,555
Information technology	47,765	10,786	30,816	32,357	21,571	10,786	154,081
Insurance	5,133	20,149	280	96,587	13,725	1,372	137,246
Special events	253,245	-	-	-	-	-	253,245
Other expenses	12,545	3,549	1,746	1,916	12,988	13,670	46,414
Subtotal	8,827,064	2,133,596	1,952,998	2,378,627	2,008,872	704,373	18,005,530
Depreciation	450,767	45,344	26,672	3,231,785	8,002	2,667	3,765,237
Interest expense	-	-	-	-	32,551	-	32,551
Total Expenses	\$ 9,277,831	\$ 2,178,940	\$ 1,979,670	\$ 5,610,412	\$ 2,049,425	\$ 707,040	\$ 21,803,318

See accompanying notes to consolidated financial statements.

Overture Center Foundation, Inc.

Consolidated Statements of Cash Flows

<i>Year ended June 30,</i>	2020	2019
Cash Flows From Operating Activities		
Change in net assets	\$ (3,631,509)	\$ (3,123,526)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	3,790,938	3,765,237
Loss on disposal of equipment	23,106	16,270
Change in value of beneficial interest in assets held by Madison Community Foundation	27,490	(98,991)
Realized and unrealized gain on investments	(23,245)	(80,598)
(Increase) decrease in assets:		
Accounts receivable, net	243,538	(457,784)
Unconditional promises to give, net	395,332	360,094
Prepaid expenses	68,872	(86,502)
Increase (decrease) in liabilities:		
Accounts payable	(85,920)	56,499
Accrued liabilities	(440,177)	89,922
Due to City of Madison	(21,416)	(48,713)
Unearned revenue	(852,096)	2,502,689
Net cash flows (used in) provided by operating activities	(505,087)	2,894,597
Cash Flows From Investing Activities		
Purchases of equipment	(858,394)	(376,596)
Decrease (increase) in cash restricted for endowment	-	1,000,000
Purchase of investments for endowment	-	(1,000,000)
Transfer of assets to Madison Community Foundation	(13,500)	(13,500)
Distributions received from assets held by Madison Community Foundation	56,955	55,525
Collections on note receivable	-	22,475
Net cash flows used in investing activities	\$ (814,939)	\$ (312,096)

Overture Center Foundation, Inc.

Consolidated Statements of Cash Flows

<i>Year ended June 30,</i>	2020	2019
Cash Flows From Financing Activities		
Proceeds from notes payable	\$ 1,526,500	\$ -
Payments on notes payable	(193,769)	(188,208)
Net cash flows (used in) provided by financing activities	1,332,731	(188,208)
Net Change in Cash and Cash Equivalents	12,705	2,394,293
Cash and Cash Equivalents - beginning of year	10,868,720	8,474,427
Cash and Cash Equivalents - end of year	\$ 10,881,425	\$ 10,868,720
Supplemental Cash Flow Disclosure		
Cash paid for interest	\$ 26,990	\$ 32,551

See accompanying notes to consolidated financial statements.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

1. Information about the Organization and Summary of Significant Accounting Policies

Overture Center Foundation, Inc. (OCF) is a Wisconsin non-stock, tax exempt organization that leases and operates the Overture Center for the Arts (the Center), a performing and visual arts center in Madison, Wisconsin. OCF's mission is to enrich the lives of individuals and the community by creating, encouraging, and catalyzing extraordinary experiences. Among other activities, OCF raises funds to support free and low-cost community and education programs, as well as other programs and initiatives which help to advance the mission. The Center is also home to ten resident companies: Bach Dancing and Dynamite Society, Forward Theater Company, Children's Theater of Madison, Li Chiao-Ping Dance, Kanopy Dance Company, Madison Ballet, Madison Opera, Madison Symphony Orchestra, Wisconsin Academy, and Wisconsin Chamber Orchestra (collectively, Residents).

Overture Development Corporation (ODC), a Wisconsin non-stock, tax exempt organization, was established on June 8, 2000, for the sole purpose of constructing the Center. On August 5, 2011, the Block 65 Condominium Association was formed and the Center was split into two condominiums. Unit one was gifted to the Madison Museum of Contemporary Art (MMoCA). Unit two was retained by ODC and leased to OCF. The bylaws of ODC require that three of the five board members be members of OCF's board of directors. This composition of ODC's board gives OCF a majority voting interest in ODC and, thus, requires the consolidation of ODC with OCF.

A summary of the significant accounting policies applied in the preparation of the accompanying consolidated financial statements follows:

Principles of Consolidation

The consolidated financial statements include the accounts of OCF and ODC, (collectively referred to as the "Organization"). ODC is consolidated since OCF has both an economic interest in ODC and control of ODC through a majority voting interest in its governing body. All significant transactions and balances between the organizations have been eliminated for financial statement purposes.

Basis of Presentation

The consolidated financial statements of OCF have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (US GAAP).

Estimates

The preparation of consolidated financial statements in conformity with US GAAP 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

Cash and Cash Equivalents

OCF defines cash and cash equivalents as highly liquid, short-term investments with a maturity at the date of acquisition of three months or less, except for those amounts held for investment purposes.

Accounts Receivable

Accounts receivable are stated at the amount OCF expects to collect from outstanding balances. Based upon OCF's assessment of the credit history with customers having outstanding balances and current relationships with them, it has concluded that realization of losses on balances outstanding at year end will be immaterial. Accounts are written off when management believes the balance is no longer collectible. Accounts receivable are shown net of an allowance for doubtful accounts of \$2,000 for the years ended June 30, 2020 and 2019.

Promises to Give

Conditional promises to give are not recognized in the financial statements until the conditions are substantially met. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in more than one year are recorded at fair value, which is measured as the present value of their future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are expected to be received. Amortization of the discounts is included in contribution revenue. In the absence of donor stipulations to the contrary, promises with payments due in future periods are restricted to use after the due date. Promises that remain uncollected more than one year after their due date are written off unless the donors indicate that payment is merely postponed. Promises to give are shown net of an allowance for doubtful accounts of \$10,000 for the years ended June 30, 2020 and 2019.

Investments

Investments are generally recorded at fair value based upon quoted market prices, when available, or estimates of fair value. The fair value of fixed income and equity mutual funds are based on the daily closing price reported on the active markets on which the investments are traded. Money market funds are valued daily at the net asset value of the shares held at the end of the year. Donated assets are recorded at fair value at the date of donation, or, if sold immediately after receipt, at the amount of sales proceeds received (which are considered a fair measure of the value at the date of donation). Those investments for which fair value is not readily determinable are carried at cost or, if donated, at fair value at the date of donation, or if no value can be estimated, at a nominal value. OCF records the change of ownership of bonds and stocks on the day a trade is made. Investment income or loss and realized and unrealized gains or losses are included in the consolidated statement of activities as increases or decreases in net assets without donor restrictions unless the income or loss is restricted by donor or law.

Investment securities are exposed to various risks such as interest rate, market and credit risk. 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 changes could materially affect the amounts reported in the statements of financial position.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

Property and Equipment

Property and equipment are stated at cost if purchased or fair value at date of the gift if donated. All acquisitions of property and equipment in excess of \$5,000 and all expenditures for improvements and betterments that materially prolong the useful lives of assets are capitalized. Maintenance, repairs, and minor improvements are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in the consolidated statements of activities as increases or decreases in net assets without donor restrictions.

Donated property and equipment are recognized as revenue at their estimated fair value at the date of receipt and capitalized and depreciated over their useful lives. Donated property and equipment are recognized as unrestricted support unless the donor stipulates how the donated assets must be used.

Contributions of cash that must be used to acquire property and equipment are reported as with donor restricted contributions. OCF reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. OCF reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

Property and equipment are depreciated using the straight-line method over their estimated useful lives as follows:

<i>Asset Classification</i>	Estimated Useful Life
Building	25 - 55 years
Furniture, fixtures, and equipment	3 - 15 years

Impairment of Long-Lived Assets

OCF reviews long-lived assets, including property and equipment, for impairment whenever events or changes in business circumstances indicate that the carrying value of an asset may not be fully recoverable. An impairment loss would be recognized when the estimated future cash flows from the use of the asset are less than the carrying amount of that asset. To date, there have been no such losses.

Net Assets

OCF reports information regarding its financial position and activities according to the following two classes of net assets that are based upon the existence or absence of restrictions on use that are placed by its donors:

Net assets without donor restrictions - Net assets that are not restricted by donors. Designations are voluntary, board-approved segregations of net assets without donor restrictions for specific purposes, projects, or investments.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

Net assets with donor restrictions - Net assets whose use has been limited by donor-imposed time restrictions or purpose restrictions, including net assets that have been restricted by donors to be maintained by OCF in perpetuity.

When a restriction expires (that is, when a stipulated time restriction ends, or purpose restrictions are accomplished), 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.

Revenue Recognition

Charges for ticket sales, ticketing fees, facility rentals, and other services revenue are recorded in the period when the related service is performed.

Ticket office receipts and facility rental deposits attributable to future activities are included in cash and cash equivalents and reflected as unearned revenue until earned.

Contributions (including grants and sponsorships) are recognized as revenue when they are received or unconditionally pledged. Contributions are recorded as support with or without donor restrictions depending on the existence or nature of any donor restrictions.

Contributed goods are recognized as revenue at their estimated fair value at date of receipt and expensed when used. Contributed services are recognized as revenue if the services create or enhance nonfinancial assets or require a specialized skill, are provided by individuals possessing those skills, and typically need to be purchased if not provided by donation. Contributed services that do not meet the above criteria are not recognized as revenues and are not reported in the accompanying consolidated financial statements. Volunteers have contributed countless hours of service supporting the arts. OCF simply could not work without the hundreds of dedicated individuals who donate their time and talents each year as ushers, tour guides, information desk associates, and special events staff. While the value of these volunteer services is not recognized as revenue, these services save OCF over \$400,000 annually in labor costs.

Gifts of land, buildings, and equipment are recognized as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as support with donor restrictions. Gifts of long-lived assets are capitalized and depreciated in accordance with OCF's property and equipment practices.

Advertising Expenses

Advertising costs are charged to operations when incurred. Advertising expense was \$1,059,005 and \$1,033,686 for the years ended June 30, 2020 and 2019, respectively.

Functional Expense Allocations

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Salaries, wages and benefits are allocated based on estimates of time and effort. Information technology expenses are allocated by the percentage of FTEs per

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

department. Depreciation expense is allocated based on the estimated usage of equipment by department, with the exception of depreciation of the property and building, which is entirely allocated to facilities. Insurance expense is allocated based on estimated coverage of equipment and personnel by department, with the exception of property insurance covering the building, which is entirely allocated to facilities. Utilities expense is allocated based on the estimated usage by department.

Tax Exempt Status

OCF and ODC are tax exempt organizations under Section 501(c)(3) of the U.S. Internal Revenue Code and corresponding provisions of Wisconsin law, and accordingly, are not subject to federal or state income taxes. However, income from certain activities not directly related to the tax-exempt purpose of OCF or ODC may be subject to taxation as unrelated business income. OCF has net operating loss carry-forwards for both federal and state purposes resulting from certain unrelated business activities. If not used, the federal and state carry-forwards will begin to expire in 2028 and 2023, respectively. Any deferred tax asset resulting from the carry-forwards has been fully allowed for due to uncertainty of any benefit being realized.

OCF and ODC must recognize the tax benefit associated with the tax positions taken for tax return purposes when it is more likely than not the position will be sustained. OCF and ODC do not believe there are any material uncertain tax positions, and, accordingly, they did not recognize any liability for unrecognized tax benefits. For the years ended June 30, 2020 and 2019, there were no interest or penalties recorded or included in the consolidated financial statements.

Sales Tax

Sales tax is recorded on the net method. All applicable taxes are recorded as a liability when incurred.

Concentrations of Credit Risk

OCF's financial instruments that are exposed to concentrations of credit risk consist primarily of cash and cash equivalents. OCF places its cash and cash equivalents with high credit quality financial institutions. At times, such investments may be in excess of the Federal Deposit Insurance Corporation insured limit. OCF has not experienced any losses related to these accounts.

Financial Instruments

OCF follows the provisions of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 820 *Fair Value Measurement and Disclosure*, which defines fair value, establishes a framework for measuring fair value, and expands the disclosures about fair value measurements. The fair values of cash and cash equivalents, receivables, promises to give, prepaid expenses, payables, accrued liabilities, unearned revenue, and notes payable approximate the carrying value due to the immediate or short-term maturity of these financial instruments. OCF has no financial instruments for which the carrying value differs materially from fair value.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

Accounting Pronouncements Issued but Not Yet Adopted

In May 2014, the FASB issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*. This update, along with ASU 2016-08, *Revenue from Contracts with Customers (Topic 606): Principal versus Agent Considerations (Reporting Revenue Gross versus Net)*, ASU 2016-10, *Revenue from Contracts with Customers (Topic 606): Identifying Performance Obligations and Licensing* and ASU 2016-12, *Revenue from Contracts with Customers (Topic 606): Narrow-Scope Improvements and Practical Expedients*, establishes a comprehensive revenue recognition standard. The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. In June 2020, the FASB issued ASU No. 2020-05, which created the option to defer the implementation of ASU No. 2014-09 for one year. Topic 606 will now be effective for nonpublic entities electing the one-year deferral for periods beginning after December 15, 2019, and is required to be applied retrospectively including any combination of practical expedients as permitted. Earlier adoption is permitted subject to certain limitations. The amendments in this update are required to be applied retrospectively to each prior reporting period presented or with the cumulative effect being recognized at the date of initial application. Management is currently evaluating the impact of these ASUs on their financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. This update, along with ASU 2018-10, *Codification Improvements to Topic 842: Leases*, ASU 2018-11, *Leases (Topic 842): Targeted Improvements* and ASU 2018-20, *Leases (Topic 842): Narrow-Scope Improvements for Lessors*, establishes a comprehensive leasing standard. These updates require the recognition of lease assets and lease liabilities on the statement of financial position and disclosure of key information about leasing arrangements for lessees and lessors. The new standard applies a right-of-use (ROU) model that requires, for leases with a lease term of more than 12 months, an asset representing its right to use the underlying asset for the lease term and a liability to make lease payments to be recorded. The guidance also expands the required quantitative and qualitative lease disclosures as well as provides entities with an additional (and optional) transition method to adopt the new standard. The ASU is effective for OCF's fiscal years beginning after December 15, 2021, with early adoption permitted. Management is currently evaluating the impact of these ASUs on their financial statements.

Subsequent Events

Management has evaluated subsequent events through September 22, 2020, the date the consolidated financial statements were available to be issued.

2. Fair Value Measurements

ASC Topic 820, *Fair Value Measurements and Disclosures* defines fair value as the price that would be received from selling an asset or paid to transfer a liability in an orderly transaction between participants on the measurement date. When determining fair value, OCF considers the principal or most advantageous market in which it would transact and considers assumptions that market participants would use when pricing the asset or liability, such as inherent risk, transfer restrictions, and risk of nonperformance.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

The framework for measuring fair value provides a fair value hierarchy that requires OCF to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. A financial instrument's categorization in the fair value hierarchy is based upon the lowest level of input that is significant to the fair value measurement. The hierarchy establishes three levels of inputs that may be used to measure fair value:

Level 1: Quoted prices in active markets for identical assets or liabilities.

Level 2: Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3: Unobservable inputs that are supported by little or no market activity and are significant to the fair value of the assets or liabilities.

Fair values of assets measured on a recurring basis at June 30 are as follows:

2020	Total	Level 1	Level 2	Level 3
Investments restricted for endowment				
Money market fund	\$ 11,272	\$ -	\$ 11,272	\$ -
Mutual funds				
Fixed income	461,916	461,916	-	-
Equity	630,655	630,655	-	-
Sub-Total	1,103,843	1,092,571	11,272	-
Beneficial interest in assets held by Madison Community Foundation	1,381,002	-	-	1,381,002
Total	\$ 2,484,845	\$ 1,092,571	\$ 11,272	\$ 1,381,002
2019	Total	Level 1	Level 2	Level 3
Investments restricted for endowments				
Money market fund	\$ 33,426	\$ -	\$ 33,426	\$ -
Mutual funds				
Fixed income	351,753	351,753	-	-
Equity	695,419	695,419	-	-
Sub-Total	1,080,598	1,047,172	33,426	-
Beneficial interest in assets held by Madison Community Foundation	1,451,947	-	-	1,451,947
Total	\$ 2,532,545	\$ 1,047,172	\$ 33,426	\$ 1,451,947

OCF's beneficial interest in assets held by Madison Community Foundation (MCF) represents an agreement between OCF and MCF in which OCF transfers assets to MCF in exchange for future distributions. The beneficial interest is not actively traded, and significant other observable inputs are not available. Thus, the fair value of the beneficial interest is measured at the proportional share of the underlying assets as reported to OCF by MCF. Little information about

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

those assets is released publicly. The estimated value does not necessarily represent the amounts that may be ultimately realized due to the occurrence of future circumstances that cannot be reasonably determined.

OCF's valuation methodologies used to measure the fair value of investments are described in Note 1. There have been no changes in methodologies used at June 30, 2020 and 2019. The methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair value. Furthermore, although OCF believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table presents additional information about assets measured at fair value on a recurring basis using significant unobservable inputs:

<i>June 30,</i>	2020	2019
Beginning Balance	\$ 1,451,947	\$ 1,394,981
Transfer of assets to Madison Community Foundation	13,500	13,500
Distributions received from assets held by Madison Community Foundation	(56,955)	(55,525)
Change in value of beneficial interest included in change in net assets	(27,490)	98,991
Ending Balance	\$ 1,381,002	\$ 1,451,947

3. Unconditional Promises to Give

Unconditional promises to give are as follows at:

<i>June 30,</i>	2020	2019
Receivable in less than one year	\$ 471,688	\$ 521,320
Receivable in one to five years	163,200	520,100
Less discounts to net present value	(4,600)	(15,800)
Less allowance for promises to give	(10,000)	(10,000)
Unconditional Promises to Give, net	\$ 620,288	\$ 1,015,620

The rates used to discount the unconditional promises to give at June 30, 2020 and 2019, ranged between 1.2% and 3.7%.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

4. Endowment

Endowment assets consisted of the following:

<i>June 30,</i>	2020	2019
Cash restricted for endowment	\$ 21,250	\$ -
Pledges receivable restricted for endowment	60,000	80,000
Investments held at Trust Point	1,103,843	1,080,598
Beneficial interest in assets held by Madison Community Foundation	1,381,002	1,451,947
Total Endowment Assets	\$ 2,566,095	\$ 2,612,545

The Overture Center Endowment Fund (Fund) is a component fund of the Madison Community Foundation, a tax-exempt community foundation located in Madison, Wisconsin. OCF is the designated beneficiary of the Fund. The Fund was originally established in 1977 by the Common Council of the City of Madison to provide support for the operations of the Madison Civic Center. In 1985, a permanent endowment of \$830,000 was established. In 2013, 2015, 2016, 2017, 2018, 2019, and 2020, a donor contributed \$15,000, \$28,250, \$15,000, \$14,500, \$14,000, \$13,500, and \$13,500, respectively, to OCF's permanent endowment fund with the MCF. The Fund agreement provides for the distribution of net income of the Fund each year. The current policy is to distribute 4.25% of the Fund's average market value over the last 20 quarters. However, no distributions from the Fund will reduce the minimum balance of the Fund below the \$943,750 permanent endowment requirement. The Fund is charged management and trust fees by MCF each quarter.

In 2005, the Center was built, replacing the Madison Civic Center. On January 1, 2012, when OCF took over the operations of Overture Center for the Arts from the Madison Cultural Arts District (MCAD), it became the beneficiary of the Fund and thus recorded the asset value of the Fund on its financial statements.

Interpretation of Relevant Law - The OCF governing board has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of fair value of the original gift as of the date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, OCF classifies as net assets with permanent donor restrictions (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that does not have permanent donor restrictions is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by OCF in a manner consistent with the standard of prudence described by UPMIFA.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

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

1. The duration and preservation of the fund
2. The purposes of OCF and the donor-restricted endowment fund
3. General economic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of OCF
7. The investment policies of OCF

Endowment net asset composition by type of fund consisted of the following:

<i>June 30, 2020</i>	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds	\$ -	\$ 2,566,095	\$ 2,566,095

<i>June 30, 2019</i>	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment funds	\$ -	\$ 2,612,545	\$ 2,612,545

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Overture Center Foundation, Inc.
Notes to Consolidated Financial Statements

Changes in endowment net assets for the years ended June 30 were as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, June 30, 2018	\$ -	\$ 2,494,981	\$ 2,494,981
Contributions	-	16,000	16,000
Investment gain net of fees and expenses	-	157,089	157,089
Sale of endowment investments for operations	-	(55,525)	(55,525)
Endowment net assets, June 30, 2019	-	2,612,545	2,612,545
Contributions	-	14,750	14,750
Investment gain net of fees and expenses	-	(4,245)	(4,245)
Sale of endowment investments for operations	-	(56,955)	(56,955)
Endowment net assets, June 30, 2020	\$ -	\$ 2,566,095	\$ 2,566,095

Funds with Deficiencies - From time to time, the fair value of assets associated with individual donor-restricted endowment funds could fall below the level that the donor or UPMIFA requires the OCF to retain as a fund of perpetual duration. In accordance with US GAAP, deficiencies of this nature are reported in net assets with donor restrictions. OCF does not have any such deficiencies within its endowment fund as of June 30, 2020 and 2019.

Spending Policy Summary - The MCF's spending policy guidelines follow methods for the distribution of earnings from donor-restricted endowment funds that seek to preserve the Fund's purchasing power. In addition, in the context of investing the majority of the assets in equities, OCF's goal is to manage the Fund in a manner that will seek to produce a predictable and stable stream of funds for charitable purposes. It includes a strategy for long-term investment and a procedure for calculating the amount to be distributed. The amount to be distributed from a fund is 4.25% of the Fund's average market value over the last 20 quarters. Administrative fees are based on a percentage of the Fund's market value.

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

Investment Strategy - The MCF investment strategy incorporates a diversified asset allocation approach and maintains, within defined limits, exposure to the world equity, fixed income, commodities, real estate, and private equity markets. This strategy provides the MCF with a long-term asset mix that is most likely to meet the MCF's long-term goals with the appropriate level of risk.

5. Property and Equipment

Property and equipment consist of the following:

<i>June 30,</i>	2020	2019
Land	\$ 5,848,499	\$ 5,848,499
Building	155,125,703	155,125,703
Furniture, fixtures, and equipment	6,418,794	5,944,724
Construction in progress	238,441	228,629
Total Property and Equipment	167,631,437	167,147,555
Less: accumulated depreciation	(30,091,791)	(26,652,259)
Property and Equipment, net	\$ 137,539,646	\$ 140,495,296

Depreciation expense, including amortization of leased assets, was \$3,790,938 and \$3,765,237 for the years ended June 30, 2020 and 2019, respectively.

6. Retirement Plan

OCF offers a defined contribution retirement plan that covers substantially all full-time employees of OCF. New employees become eligible on the first day of the month after they begin employment. OCF makes a matching contribution of up to 3% on all eligible wages. During the years ended June 30, 2020 and 2019, the OCF contributed \$143,160 and \$126,197 to the plan, respectively.

7. Structural Agreement with City of Madison

On December 31, 2010, OCF entered into a long-term structural agreement with the City of Madison regarding the operation of the Center. By the terms of the agreement, the operations of the Center transferred from MCAD to OCF on January 1, 2012. The City of Madison agreed to provide OCF with an annual grant of \$2,000,000 per year subject to approval by the Common Council. The City of Madison further agreed to adjust the grant amount annually by the change in the consumer price index methodology in the State's Expenditure Restraint Program ("ERP"). This annual grant was to help fund operations, capital expenditures, and to support free and low-cost community programming. OCF applied for its first grant on August 1, 2011, and must reapply on or before August 1, for each subsequent year. For calendar years 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, and 2020, OCF received grants in the amount of \$1,850,000, \$1,750,000, \$1,600,000, \$1,750,000, \$1,750,000, \$1,900,000, \$1,900,000, \$2,000,000, and \$1,200,000, respectively. The cumulative difference between grants OCF received from the City of Madison

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

and the grants to be received per the agreement is \$3,582,900 including ERP. Per annual performance terms within the agreement, OCF also agreed to use its best efforts to accumulate a capital reserve fund of \$5,000,000 by June 30, 2017. In fiscal year 2012-13, the OCF Board of Directors designated \$700,000 and in fiscal year 2015-16 designated another \$800,000 of net assets in a "Board Designated Reserve" that could be used to meet the intent of the structural agreement. In fiscal year 2016-17, the board designated an additional \$670,000 for a total of \$2,170,000.

As part of the structural agreement, OCF agreed to repay the City of Madison for a share of certain post-employment liabilities related to MCAD employees as of December 31, 2011. OCF agreed to repay these liabilities over a 10-year period in equal installments (the first installment was due December 30, 2012). In June 2013, the State of Wisconsin Department of Revenue (State) concluded a state sales tax audit of the MCAD for the years 2008 to 2011. The State determined the sales tax liability against the City of Madison, for sales taxes related to the MCAD, to be \$272,969. The City of Madison paid the State of Wisconsin the amount due in full. The City of Madison then negotiated an agreement with OCF to split the liability. This agreement, dated July 21, 2014, requires OCF to reimburse the City of Madison for its half of the liability in five equal annual principal payments in the amount of \$27,297, beginning August 15, 2014 through August 15, 2019, together with interest on the outstanding principal balance. The interest rate assessed will be equal to the City of Madison's earning rate on its pooled general fund investments plus 0.25%. This liability and corresponding expense (in the amount of \$136,485) was recognized by OCF in its consolidated financial statements in June 2014.

The components of the remaining liability include the following:

- a. **Unfunded Prior Pension Liability:** The City of Madison had borrowed funds to fund an unfunded liability to the Wisconsin Retirement System for all City of Madison employees. MCAD agreed to repay the City of Madison for 50% of the liability of \$177,193 at December 31, 2011. The balance due to the City of Madison as of June 30, 2020 and 2019, was \$35,437 and \$53,157, respectively.
- b. **Accrued Vacation and Comp Time:** MCAD employees were entitled to a payout of accrued vacation and comp time upon leaving City of Madison employment. In the case of payouts to city employees subsequently hired by OCF, OCF agreed to repay the City of Madison 50% of payouts of \$36,963 at December 31, 2011. The balance due to the City of Madison as of June 30, 2020 and 2019, was \$7,391 and \$11,087, respectively.

8. Building Operating Lease - ODC

The lease between ODC and OCF for Unit 2 of the Block 65 Condominium Association, dated January 1, 2012, is a "net lease" in which OCF does not pay ODC rent for the leased premises. OCF is responsible for all repairs, maintenance, improvements, and alterations required to the leased premises during the term of the lease. It is also responsible for all costs and expenses necessary to operate the leased property. OCF also agrees to pay or reimburse ODC for all costs, fees, and expenses ODC incurred for accounting, audit fees, reporting, legal fees, and any and all other costs, fees, or expenses associated with, related to, or arising in connection with the leased premises. As such, the lease between ODC and OCF does not meet the criteria for a capital lease and is being accounted for as an operating lease which expires December 31, 2041.

Overture Center Foundation, Inc.
Notes to Consolidated Financial Statements

9. Notes Payable

<i>June 30,</i>	2020	2019
Note payable secured by a collateral pledge on a deposit account with the bank for certain theater equipment. The note has a fixed interest rate of 3.37%, is due in equal monthly payments of \$4,368 and matures in December 2020.	\$ 25,947	\$ 76,528
Note payable secured by a collateral pledge on a deposit account with the bank for certain theater equipment. The note has a fixed interest rate of 2.75%, is due in equal monthly payments of \$9,560 and matures in March 2027.	705,076	798,660
Note payable secured by a collateral pledge on a deposit account with the bank for an interior upgrade of the administrative office. The note has a fixed interest rate of 2.75%, is due in equal monthly payments of \$4,469 and matures in September 2022.	116,815	166,419
Paycheck Protection Program Loan secured through Small Business Administration with the bank for payroll related costs. The note has a fixed interest rate of 1.00%, is due in equal monthly payments of \$85,907 commencing November 2020 and matures in April 2022. (Note 13)	1,526,500	-
	2,374,338	1,041,607
Less: current maturities	(844,605)	(193,769)
Total Notes Payable, net of current portion	\$ 1,529,733	\$ 847,838

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Overture Center Foundation, Inc.
Notes to Consolidated Financial Statements

Future principal payments on the notes payable are as follows:

<i>Year ending June 30,</i>	
2021	\$ 844,605
2022	1,006,602
2023	115,143
2024	104,648
2025	107,627
Thereafter	195,713
Total	\$ 2,374,338

10. Commitments and Contingencies

OCF is required to enter into an annual performance contract with the City of Madison in conjunction with its operating grant. OCF must meet certain financial and performance benchmarks to continue to be eligible for the grant given by the City of Madison.

From time to time, OCF is party to various pending claims and legal proceedings. Although the outcome of such matters cannot be forecasted with certainty, it is the opinion of management that the likelihood is remote that any such claims or proceedings will have a material adverse effect on OCF's financial position or results of operations. Currently, no pending claims or legal proceedings exist.

11. Net Assets

Net assets consisted of the following:

<i>For the year ended June 30,</i>	2020	2019
Without Donor Restrictions		
General operating	\$ 1,990,785	\$ 1,919,154
Board Designated Reserve (Note 7)	2,170,000	2,170,000
Total Without Donor Restrictions - Overture Center Foundation	4,160,785	4,089,154
Overture Development Corporation net assets	133,504,027	136,735,812
Total Without Donor Restrictions	137,664,812	140,824,966
With Donor Restrictions		
Program support	607,526	673,212
Time restricted gifts	484,875	844,094
Endowment funds - other restricted	578,595	659,795
Endowment funds - held in perpetuity	1,987,500	1,952,750
Total With Donor Restrictions - Overture Center Foundation	3,658,496	4,129,851
Total Net Assets	\$ 141,323,308	\$ 144,954,817

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

12. Liquidity and Availability of Financial Assets

OCF's financial assets available within one year of the statement of financial position date for general expenditures are as follows:

<i>June 30,</i>	2020	2019
Cash and cash equivalents	\$ 10,881,425	\$ 10,868,720
Accounts receivable, net	460,978	704,516
Unconditional promises to give due within one year	471,688	521,320
Total financial assets available within one year	11,814,091	12,094,556
Less: amounts with donor restrictions	(607,526)	(673,212)
Total Financial Assets Available to Management for General Expenditures within One Year	\$ 11,206,565	\$ 11,421,344

None of the financial assets are subject to donor or other contractual restrictions, except for \$607,526, that make them unavailable for general expenditure within one year of the statement of financial position date. The unconditional promises to give are subject to implied time restrictions but are expected to be collected within one year.

As part of OCF's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, as part of its liquidity management, OCF invests cash in excess of daily requirements in interest bearing, fully-insured, savings accounts.

OCF's endowment funds consist of donor-restricted endowments as described in Note 4. Income from donor-restricted endowments is restricted for specific purposes and, therefore, is not available for general expenditure.

13. Risks and Uncertainties

COVID-19

On January 30, 2020, the World Health Organization (WHO) announced a global health emergency because of a new strain of coronavirus originating in Wuhan, China (the COVID-19 outbreak) and the risks to the international community as the virus spreads globally beyond its point of origin. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

Management is actively monitoring the impact of the global situation on the not-for-profit industry, and the Organization's financial condition, liquidity and operations. Given the daily evolution of the COVID-19 outbreak and the global responses to curb its spread, the Organization is not able to estimate the effects of the COVID-19 outbreak on its results of operations, financial condition, or liquidity for fiscal year 2021. Although the Organization cannot estimate the length or gravity of the impact of the COVID-19 outbreak at this time, if the pandemic continues, it may have an adverse effect on results of future operations, financial position, and liquidity in fiscal

Overture Center Foundation, Inc.

Notes to Consolidated Financial Statements

year 2021 if the Organization cannot generate revenues from operations, contributions are depressed or the declines in investment values worsen or do not improve. The Organization's operations are heavily dependent on these revenue sources.

CARES Act

On March 27, 2020, President Trump signed into law the Coronavirus Aid, Relief, and Economic Security (CARES) Act. The CARES Act, among other things, includes provisions relating to refundable payroll tax credits, deferment of employer-side social security payments, net operating loss carryback periods, alternative minimum tax credit refunds, modifications to the net interest deduction limitations, increased limitations on qualified charitable contributions, and technical corrections to tax depreciation methods for qualified improvement property.

The CARES Act also appropriated funds for the SBA Paycheck Protection Program loans that are forgivable in certain situations to promote continued employment, as well as Economic Injury Disaster Loans to provide liquidity to small businesses harmed by COVID-19. The Organization was approved for and received an SBA Paycheck Protection Program loan for \$1,526,500 on April 16, 2020.

The application for these funds required the Organization to, in good faith, certify that the current economic uncertainty at the time of the application made the loan request necessary to support the ongoing operations of the Organization.

Supplementary Information



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Independent Auditor's Report on Supplementary Information

Board of Directors
Overture Center Foundation, Inc.
Madison, Wisconsin

Our audits of the consolidated financial statements were included in the preceding section of this report was conducted for the purpose of forming an opinion on those statements as a whole. The supplementary information presented in the following section of this report is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

BDO USA, LLP

September 22, 2020

Overture Center Foundation, Inc.
Consolidating Schedules of Financial Position

<i>June 30, 2020</i>	Overture Center Foundation	Overture Development Corporation	Consolidated Total
Assets			
Current Assets			
Cash and cash equivalents	\$ 10,881,425	\$ -	\$ 10,881,425
Accounts receivable, net	460,978	-	460,978
Unconditional promises to give, net	471,688	-	471,688
Prepaid expenses	328,800	-	328,800
Total Current Assets	12,142,891	-	12,142,891
Other Assets			
Long-term unconditional promises to give, net	148,600	-	148,600
Beneficial interest in assets held by Madison Community Foundation	1,381,002	-	1,381,002
Investments restricted for endowment	1,103,843	-	1,103,843
Property and equipment, net	4,035,619	133,504,027	137,539,646
Total Other Assets	6,669,064	133,504,027	140,173,091
Total Assets	\$ 18,811,955	\$ 133,504,027	\$ 152,315,982
Liabilities and Net Assets			
Current Liabilities			
Accounts payable	\$ 211,709	\$ -	\$ 211,709
Accrued liabilities	504,738	-	504,738
Unearned revenue	7,859,061	-	7,859,061
Due to City of Madison, current portion	21,416	-	21,416
Notes payable, current portion	844,605	-	844,605
Total Current Liabilities	9,441,529	-	9,441,529
Long-term Liabilities			
Due to City of Madison, net of current portion	21,412	-	21,412
Notes payable, net of current portion	1,529,733	-	1,529,733
Total Long-Term Liabilities	1,551,145	-	1,551,145
Total Liabilities	10,992,674	-	10,992,674
Net Assets			
Without donor restrictions	4,160,785	133,504,027	137,664,812
With donor restrictions	3,658,496	-	3,658,496
Total Net Assets	7,819,281	133,504,027	141,323,308
Total Liabilities and Net Assets	\$ 18,811,955	\$ 133,504,027	\$ 152,315,982

Overture Center Foundation, Inc.
Consolidating Schedules of Financial Position

<i>June 30, 2019</i>	Overture Center Foundation	Overture Development Corporation	Consolidated Total
Assets			
Current Assets			
Cash and cash equivalents	\$ 10,868,720	\$ -	\$ 10,868,720
Accounts receivable, net	704,516	-	704,516
Unconditional promises to give, net	521,320	-	521,320
Prepaid expenses	397,672	-	397,672
Total Current Assets	12,492,228	-	12,492,228
Other Assets			
Long-term unconditional promises to give, net	494,300	-	494,300
Beneficial interest in assets held by Madison Community Foundation	1,451,947	-	1,451,947
Investments restricted for endowment	1,080,598	-	1,080,598
Property and equipment, net	3,759,484	136,735,812	140,495,296
Total Other Assets	6,786,329	136,735,812	143,522,141
Total Assets	\$ 19,278,557	\$ 136,735,812	\$ 156,014,369
Liabilities and Net Assets			
Current Liabilities			
Accounts payable	\$ 297,629	\$ -	\$ 297,629
Accrued liabilities	944,915	-	944,915
Unearned revenue	8,711,157	-	8,711,157
Due to City of Madison, current portion	21,416	-	21,416
Notes payable, current portion	193,769	-	193,769
Total Current Liabilities	10,168,886	-	10,168,886
Long-Term Liabilities			
Due to City of Madison, net of current portion	42,828	-	42,828
Notes payable, net of current portion	847,838	-	847,838
Total Long-Term Liabilities	890,666	-	890,666
Total Liabilities	11,059,552	-	11,059,552
Net Assets			
Without donor restrictions	4,089,154	136,735,812	140,824,966
With donor restrictions	4,129,851	-	4,129,851
Total Net Assets	8,219,005	136,735,812	144,954,817
Total Liabilities and Net Assets	\$ 19,278,557	\$ 136,735,812	\$ 156,014,369

Overture Center Foundation, Inc.

Consolidating Schedules of Activities

Year ended June 30, 2020	Without Donor Restrictions			With Donor Restrictions		Consolidated Total
	Overture Center Foundation	Overture Development Corporation	Total	Overture Center Foundation		
Operations						
Operating Revenue						
Ticket sales and fees	\$ 15,926,172	\$ -	\$ 15,926,172	\$ -	\$ 15,926,172	
Facility rentals and services	1,697,641	-	1,697,641	-	1,697,641	
Investment income, net	163,174	-	163,174	-	163,174	
Other revenue	917,741	-	917,741	-	917,741	
Special events	254,845	-	254,845	-	254,845	
Total Operating Revenue	18,959,573	-	18,959,573	-	18,959,573	
Operating Expenses						
Production	13,204,293	-	13,204,293	-	13,204,293	
Programming, performance operations, and events	2,288,249	-	2,288,249	-	2,288,249	
Ticketing, marketing, and sales	2,155,406	-	2,155,406	-	2,155,406	
Facilities	2,027,439	-	2,027,439	-	2,027,439	
Management and general	2,249,958	-	2,249,958	-	2,249,958	
Total Operating Expenses	21,925,345	-	21,925,345	-	21,925,345	
Deficit From Operations	(2,965,772)	-	(2,965,772)	-	(2,965,772)	
Fundraising						
Contributions	1,317,258	-	1,317,258	527,519	1,844,777	
Grants and sponsorships	179,144	-	179,144	275,000	454,144	
Fundraising expense	(742,485)	-	(742,485)	-	(742,485)	
Net assets released from restrictions	1,269,629	-	1,269,629	(1,269,629)	-	
Surplus (Deficit) From Fundraising	2,023,546	-	2,023,546	(467,110)	1,556,436	
Other Income and Expenses						
Change in value of beneficial interest in assets held by						
Madison Community Foundation	-	-	-	(27,490)	(27,490)	
Investment income, net	-	-	-	23,245	23,245	
City of Madison support grant	1,600,000	-	1,600,000	-	1,600,000	
Depreciation expense	(559,153)	(3,231,785)	(3,790,938)	-	(3,790,938)	
Interest expense	(26,990)	-	(26,990)	-	(26,990)	
Total Other Income and Expenses	1,013,857	(3,231,785)	(2,217,928)	(4,245)	(2,222,173)	
Change in Net Assets	71,631	(3,231,785)	(3,160,154)	(471,355)	(3,631,509)	
Net Assets - beginning of year	4,089,154	136,735,812	140,824,966	4,129,851	144,954,817	
Net Assets - end of year	\$ 4,160,785	\$ 133,504,027	\$ 137,664,812	\$ 3,658,496	\$ 141,323,308	

Overture Center Foundation, Inc.

Consolidating Schedules of Activities

Year ended June 30, 2019	Without Donor Restrictions			With Donor Restrictions	Consolidated Total
	Overture Center Foundation	Overture Development Corporation	Total	Overture Center Foundation	
Operations					
Operating Revenue					
Ticket sales and fees	\$ 10,591,885	\$ -	\$ 10,591,885	\$ -	\$ 10,591,885
Facility rentals and services	2,228,915	-	2,228,915	-	2,228,915
Investment income, net	66,687	-	66,687	-	66,687
Other revenue	977,491	-	977,491	-	977,491
Special events	374,690	-	374,690	-	374,690
Total Operating Revenue	14,239,668	-	14,239,668	-	14,239,668
Operating Expenses					
Production	8,827,064	-	8,827,064	-	8,827,064
Programming, performance operations, and events	2,133,596	-	2,133,596	-	2,133,596
Ticketing, marketing, and sales	1,952,998	-	1,952,998	-	1,952,998
Facilities	2,378,627	-	2,378,627	-	2,378,627
Management and general	2,008,872	-	2,008,872	-	2,008,872
Total Operating Expenses	17,301,157	-	17,301,157	-	17,301,157
Deficit From Operations	(3,061,489)	-	(3,061,489)	-	(3,061,489)
Fundraising					
Contributions	837,755	-	837,755	746,183	1,583,938
Grants and sponsorships	280,973	-	280,973	468,124	749,097
Fundraising expense	(704,373)	-	(704,373)	-	(704,373)
Net assets released from restrictions	1,439,921	-	1,439,921	(1,439,921)	-
Surplus From Fundraising	1,854,276	-	1,854,276	(225,614)	1,628,662
Other Income and Expenses					
Change in value of beneficial interest in assets held by Madison Community Foundation	-	-	-	98,991	98,991
Investment income, net	-	-	-	58,098	58,098
City of Madison support grant	1,950,000	-	1,950,000	-	1,950,000
Depreciation expense	(533,452)	(3,231,785)	(3,765,237)	-	(3,765,237)
Interest expense	(32,551)	-	(32,551)	-	(32,551)
Total Other Income and Expenses	1,383,997	(3,231,785)	(1,847,788)	157,089	(1,690,699)
Change in Net Assets	176,784	(3,231,785)	(3,055,001)	(68,525)	(3,123,526)
Net Assets - beginning of year	3,912,370	139,967,597	143,879,967	4,198,376	148,078,343
Net Assets - end of year	\$ 4,089,154	\$ 136,735,812	\$ 140,824,966	\$ 4,129,851	\$ 144,954,817