

Exploratorium

Consolidated Financial Report
June 30, 2020

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RSM US LLP

Independent Auditor's Report

Board of Trustees
Exploratorium

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of the Exploratorium and its subsidiaries, which comprise the consolidated statements of financial position as of June 30, 2020 and 2019, 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 (collectively, 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; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

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 and the standards applicable to the financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Exploratorium and its subsidiaries 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.

Emphasis of Matters

As discussed in Note 1 to the financial statements the Exploratorium has adopted the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*, and ASU No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*, as amended. Our opinion is not modified with respect to these matters.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated October 20, 2020, on our consideration of the Exploratorium's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Exploratorium's internal control over financial reporting and compliance.

RSM US LLP

San Francisco, California
October 20, 2020

Exploratorium

Consolidated Statements of Financial Position June 30, 2020 and 2019

Assets	2020	2019
Cash and cash equivalents	\$ 1,420,067	\$ 2,978,187
Restricted cash (Note 9)	289,338	289,338
Contributions receivable, net (Notes 3 and 13)	16,038,746	16,254,991
Government receivables	692,877	964,814
Accounts receivable	1,280,690	795,022
Inventories	1,032,428	962,688
Other assets and prepaid expenses	3,211,125	3,508,302
Investments, at fair value (Note 5)	63,096,162	61,331,426
Exhibits, leasehold improvements and equipment (Note 4)	176,594,232	180,721,931
Construction in progress, exhibits	493,783	496,191
Deferred rent (Note 9)	633,862	1,512,227
Total assets	\$ 264,783,310	\$ 269,815,117
Liabilities and Net Assets		
Line of credit (Note 8)	\$ -	\$ 571,175
Trade payables	596,835	860,758
Other accrued expenses	4,403,781	4,758,759
Deferred revenue	4,345,216	2,149,205
Term debt, net (Note 8)	46,591,184	48,214,934
Total liabilities	55,937,016	56,554,831
Net assets:		
Without donor restrictions	131,812,981	141,110,001
With donor restrictions	77,033,313	72,150,285
Total net assets	208,846,294	213,260,286
Total liabilities and net assets	\$ 264,783,310	\$ 269,815,117

See notes to consolidated financial statements.

Exploratorium

Consolidated Statement of Activities Year Ended June 30, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
Operating revenues and support:			
Private contributions	\$ 6,837,626	\$ 11,933,270	\$ 18,770,896
Government grants	3,561,961	-	3,561,961
Global Collaborations—domestic	1,104,435	-	1,104,435
Global Collaborations—foreign	4,384,761	-	4,384,761
Admissions	5,807,475	-	5,807,475
Membership	1,545,415	-	1,545,415
Rentals and other revenue	7,754,680	-	7,754,680
Store sales	1,324,660	-	1,324,660
Paycheck Protection Program contribution	5,875,400	-	5,875,400
Net assets released from restrictions	7,410,533	(7,410,533)	-
Total revenues and support	45,606,946	4,522,737	50,129,683
Operating expenses:			
Program services:			
Visitor, learner and educator	33,163,417	-	33,163,417
Global Collaborations	4,970,070	-	4,970,070
Admission, store and other	6,723,183	-	6,723,183
Support services:			
General and administrative	5,208,870	-	5,208,870
Fundraising and membership	3,266,451	-	3,266,451
Total operating expenses	53,331,991	-	53,331,991
Change in net assets from operating activities	(7,725,045)	4,522,737	(3,202,308)
Nonoperating revenues:			
Private campaign contributions	-	310,000	310,000
Net assets released from restrictions	310,000	(310,000)	-
Total nonoperating revenues	310,000	-	310,000
Nonoperating expense:			
Long-term debt interest expense (Note 8)	1,881,074	-	1,881,074
Total nonoperating expense	1,881,074	-	1,881,074
Investment activity:			
Investment return, net	(901)	360,291	359,390
Total investment activity	(901)	360,291	359,390
Change in net assets	(9,297,020)	4,883,028	(4,413,992)
Net assets, beginning of year	141,110,001	72,150,285	213,260,286
Net assets, end of year	\$ 131,812,981	\$ 77,033,313	\$ 208,846,294

See notes to consolidated financial statements.

Exploratorium

Consolidated Statement of Activities Year Ended June 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
Operating revenues and support:			
Private contributions	\$ 8,502,435	\$ 14,917,219	\$ 23,419,654
Government grants	4,042,972	-	4,042,972
Global Collaborations—domestic	1,086,679	-	1,086,679
Global Collaborations—foreign	3,198,029	-	3,198,029
Admissions	9,594,145	-	9,594,145
Membership	2,293,602	-	2,293,602
Rentals and other revenue	8,596,454	-	8,596,454
Store sales	2,113,232	-	2,113,232
Net assets released from restrictions	9,899,479	(9,899,479)	-
Total revenues and support	49,327,027	5,017,740	54,344,767
Operating expenses:			
Program services:			
Visitor, learner and educator	34,744,356	-	34,744,356
Global Collaborations	4,137,163	-	4,137,163
Admission, store and other	7,548,245	-	7,548,245
Support services:			
General and administrative	5,637,579	-	5,637,579
Fundraising and membership	3,969,246	-	3,969,246
Total operating expenses	56,036,589	-	56,036,589
Change in net assets from operating activities	(6,709,563)	5,017,740	(1,691,823)
Nonoperating revenues:			
Private campaign contributions	-	210,000	210,000
Net assets released from restrictions	210,000	(210,000)	-
Gain on relief of historic tax credit (HTC) obligation	41,672,481	-	41,672,481
Total nonoperating revenues	41,882,481	-	41,882,481
Nonoperating expenses:			
Long-term debt interest expense (Note 8)	1,914,858	-	1,914,858
HTC interest expense	75,936	-	75,936
Total nonoperating expenses	1,990,794	-	1,990,794
Investment activity:			
Investment return, net	26,750	2,596,279	2,623,029
Total investment activity	26,750	2,596,279	2,623,029
Change in net assets	33,208,875	7,614,019	40,822,894
Net assets, beginning of year	107,901,126	64,536,266	172,437,392
Net assets, end of year	\$ 141,110,001	\$ 72,150,285	\$ 213,260,286

See notes to consolidated financial statements.

Exploratorium

Consolidated Statements of Functional Expenses
Years Ended June 30, 2020 and 2019

	2020						
	Program Expenses				General and Administrative	Fundraising and Membership	Total Expenses
	Visitor, Learner and Educator	Global Collaborations	Admission, Store and Other	Total Programs			
Compensation and benefits	\$ 21,424,262	\$ 2,037,687	\$ 3,756,691	\$ 27,218,640	\$ 3,689,725	\$ 2,585,316	\$ 33,493,681
Occupancy	1,439,254	719,199	783,180	2,941,633	334,121	4,644	3,280,398
Depreciation and amortization	3,617,032	1,144,174	1,143,487	5,904,693	269,375	23,791	6,197,859
Consulting and professional services	1,337,945	375,502	2,000	1,715,447	402,063	34,763	2,152,273
Production supplies	968,055	234,011	24,991	1,227,057	243,286	12,035	1,482,378
Other outside services, advertising, other	4,376,869	459,497	1,012,834	5,849,200	270,300	605,902	6,725,402
Total operating expense	33,163,417	4,970,070	6,723,183	44,856,670	5,208,870	3,266,451	53,331,991
Interest expense	873,306	436,652	436,652	1,746,610	127,427	7,037	1,881,074
Total expenses	\$ 34,036,723	\$ 5,406,722	\$ 7,159,835	\$ 46,603,280	\$ 5,336,297	\$ 3,273,488	\$ 55,213,065

	2019						
	Program Expenses				General and Administrative	Fundraising and Membership	Total Expenses
	Visitor, Learner and Educator	Global Collaborations	Admission, Store and Other	Total Programs			
Compensation and benefits	\$ 21,317,139	\$ 818,963	\$ 3,933,332	\$ 26,069,434	\$ 3,471,194	\$ 2,614,424	\$ 32,155,052
Occupancy	1,504,259	751,949	879,096	3,135,304	530,325	11,534	3,677,163
Depreciation and amortization	3,548,281	1,173,325	1,132,135	5,853,741	390,924	23,791	6,268,456
Consulting and professional services	2,048,853	208,947	549	2,258,349	651,088	41,585	2,951,022
Production supplies	1,313,801	139,536	74,841	1,528,178	594,048	14,842	2,137,068
Other outside services, advertising, other	5,012,023	1,044,443	1,528,292	7,584,758	-	1,263,070	8,847,828
Total operating expense	34,744,356	4,137,163	7,548,245	46,429,764	5,637,579	3,969,246	56,036,589
Interest expense	848,720	424,358	424,358	1,697,436	287,114	6,244	1,990,794
Total expenses	\$ 35,593,076	\$ 4,561,521	\$ 7,972,603	\$ 48,127,200	\$ 5,924,693	\$ 3,975,490	\$ 58,027,383

See notes to consolidated financial statements.

Exploratorium

Consolidated Statements of Cash Flows Years Ended June 30, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Change in net assets	\$ (4,413,992)	\$ 40,822,894
Adjustments to reconcile change in net assets to net cash used in (provided by) operating activities:		
Depreciation and amortization	6,359,273	6,268,457
Amortization of financing costs	46,399	64,400
Gain on disposal of historic tax credit agreement	-	(41,672,481)
Change in allowance for uncollectible accounts	-	2,000
Change in discount on long-term contributions receivable	(544,912)	(421,201)
Net realized and unrealized losses (gains) on investments	412,580	(1,587,901)
Paycheck Protection Program contribution	(5,875,400)	-
Donated securities	(634,486)	(1,699,537)
Proceeds from sale of donated securities	634,486	1,699,537
Loss on disposal of property and equipment	-	1,129,675
Change in deferred rent	878,365	939,852
Changes in assets and liabilities:		
Contributions receivables	(1,138,842)	(1,026,914)
Government and other receivables	(213,731)	(339,331)
Inventories	(69,740)	48,199
Other assets and prepaid expenses	49,500	(1,633,699)
Trade payables and accrued expenses	(371,223)	236,937
Deferred revenue	2,196,011	113,074
Net cash (used in) provided by operating activities	(2,685,712)	2,943,961
Cash flows from investing activities:		
Capital expenditures	(2,229,166)	(2,927,059)
Proceeds from sales of investments	53,274,886	160,732,655
Purchase of investments	(55,452,202)	(162,645,335)
Net cash used in investing activities	(4,406,482)	(4,839,739)
Cash flows from financing activities:		
Proceeds from contributions restricted for investment in endowment and museum improvements	1,900,000	2,701,096
Net (repayments) borrowings on line of credit	(571,176)	(1,609,420)
Proceeds from term loan	-	4,864,335
Payments made on term loan	(1,670,149)	(559,742)
Proceeds from historic tax credit arrangement	-	4,833,904
Payments made on historic tax credit arrangement	-	(7,353,967)
Paycheck Protection Program loan proceeds	5,875,400	-
Payments of financing fees	-	(430,535)
Net cash provided by financing activities	5,534,075	2,445,671
Net (decrease) increase in cash and restricted cash	(1,558,120)	549,893
Cash and cash equivalents and restricted cash beginning of year	3,267,525	2,717,632
Cash and cash equivalents and restricted cash, end of year	\$ 1,709,405	\$ 3,267,525
At June 30, 2020 and 2019, the amounts included in cash and cash equivalents and restricted cash include the following:		
Cash and cash equivalents	\$ 1,420,067	\$ 2,978,187
Restricted cash	289,338	289,338
Total cash and cash equivalents and restricted cash	\$ 1,709,405	\$ 3,267,525
Supplemental disclosure of cash flow information:		
Cash paid for interest during the year	\$ 1,985,778	\$ 1,994,808

See notes to consolidated financial statements.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies

Nature of organization: The Exploratorium, a California nonprofit organization, is a museum of science, art, and human perception located in San Francisco, California. The Exploratorium creates tools and experiences that help visitors to become active explorers. Some of the tools used include: hundreds of “explore-for-yourself” exhibits; a website with several thousand pages of content; film screenings; workshops for lifelong learners and family investigations; and evening art and science events for adults. Professional development programs have been and are being created for educators, and are at the forefront of changing the way science is taught. Exhibits created and expertise learned are shared with museums worldwide.

A summary of the Exploratorium’s significant accounting policies is as follows:

Principles of consolidation: The accompanying consolidated financial statements include the financial statements of the Exploratorium and Exploratorium Master Holdings, Inc. (Holdings), its wholly owned subsidiary. Exploratorium Solar LLC (Solar), Exploratorium Master Tenant LLC (EMTLLC), and Exploratorium Project LLC (EPLLC) are consolidated into Holdings. As further discussed in Note 11, Holdings and its related entities were created during the year ended June 30, 2011, as vehicles to assist the Exploratorium to partially finance the construction of its new facilities. Interorganizational transactions and balances have been eliminated in the consolidation. As of June 30, 2019, these entities were dissolved as they were no longer necessary.

Basis of presentation: The Exploratorium’s consolidated financial statements are presented on the accrual basis in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP), which requires that resources be classified for reporting purposes based upon the existence or absence of donor-imposed restrictions. This is accomplished by classification of fund balances into two classes of net assets: without donor restrictions and with donor restrictions.

Without donor restrictions: Net assets without donor restrictions are not subject to donor-imposed restrictions and include the carrying value of all physical properties (leasehold improvements and furniture and equipment). Items that affect (i.e., increase or decrease) this net asset category include: revenue (principally fees for admission), membership and educational programs, and related expenses associated with the core activities of the Exploratorium. In addition to these exchange transactions, changes in this category of net assets include certain types of philanthropic support, namely, unrestricted contributions, as well as restricted contributions whose donor-imposed restrictions were met during the fiscal year.

With donor restrictions: Net assets with donor restrictions represent contributions and other assets received from donors that are limited in use by the Exploratorium in accordance with donor-imposed stipulations. Items that affect this net asset category are restricted contributions, including unconditional pledges, and investment income with donor-imposed restrictions from endowments. These stipulations may expire with time or may be satisfied and removed by the actions of the Exploratorium according to the terms of the contribution. Upon satisfaction of such stipulations, net assets are released from net assets with donor restrictions and recognized as net assets without donor restrictions.

Also included in this category are net assets that represent unconditional promises to give by a donor that specifies that the assets donated be maintained permanently, and be invested to provide a permanent source of income. Permanently restricted gifts (endowments) are managed according to the Uniform Prudent Management of Institutional Funds Act (UPMIFA) of the state of California. If the donor does not restrict the allowed use of the income, the Exploratorium classifies income as net assets with donor restrictions until those amounts are appropriated for expenditure by the Exploratorium in a manner consistent with the standard of prudence prescribed by UPMIFA.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

Cash and cash equivalents: Cash and cash equivalents represent cash and short-term investments with original maturities of 90 days or less at purchase.

Restricted cash: As of June 30, 2020 and 2019, restricted cash is held for amounts related to the ongoing maintenance of the substructure of Pier 15 and Pier 17, as further described in Note 9.

Accounts and government receivables - noncontribution: The Exploratorium evaluates the collectibility of its noncontribution receivables on an ongoing basis and records a provision for potential uncollectible receivables when appropriate. At June 30, 2020 and 2019, the Exploratorium has determined that all noncontribution receivables are fully collectible and therefore has not recorded an allowance for doubtful accounts.

Contributions receivable: As of June 30, 2020 and 2019, contributions receivable consist of grants and pledges from either grant making foundations or donors and relate to the Exploratorium's capital campaign (see Note 11). As further described in Note 3, these receivables are subject to discount. The Exploratorium has received intentions to give from its donor base, which do not constitute contributions in accordance with U.S. GAAP and therefore have not been recognized as revenue or receivables.

Inventories: Inventories, which consist mostly of items available for sale at the museum stores, is stated at the lower of cost (first-in, first-out basis) or net realizable value.

Exhibits, leasehold improvements and equipment: Upon determination that an exhibit is viable, the Exploratorium capitalizes the costs of construction, which generally include materials and labor. Depreciation is provided on the straight-line method over an estimated useful life of five to ten years.

Equipment is recorded at cost or, if donated, at fair value on the date of donation. Depreciation is provided on the straight-line method over the estimated useful lives of the respective assets, which range from three to ten years. Leasehold improvements have been amortized on the straight-line basis over the shorter of their useful lives or the remaining period of the original lease ranging from 10 to 64 years.

Fair value measurements: Fair value is defined as the exchange price that would be received to sell an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Fair value should be based on the assumptions market participants would use when pricing an asset or liability and a fair value hierarchy that prioritizes the information used to develop those assumptions. The fair value hierarchy gives the highest priority to quoted prices in active markets (observable inputs) and the lowest priority to the Exploratorium's assumptions (unobservable inputs). The Exploratorium groups assets and liabilities at fair value in three levels based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

Level 1: Valuations are based on quoted prices in active markets for identical assets or liabilities that the Exploratorium has the ability to access. Valuation adjustments and block discounts are not applied to Level 1 instruments.

Level 2: Valuations are not based on quoted prices for identical assets or liabilities, but rather are based on significant observable inputs (including quoted prices for similar securities, interest rates, prepayment speeds, credit risk, etc.). Fair values are primarily obtained from third-party pricing services for comparable assets or liabilities.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

Level 3: Valuations are derived from other valuation methodologies and incorporate certain assumptions and projections that are not observable in the market and significant professional judgment in determining the fair value assigned to such assets or liabilities.

In instances where the determination of the fair value measurement is based on inputs from different levels of the fair value hierarchy, the level in the fair value hierarchy within which the entire fair value measurement falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

For the fiscal year ended June 30, 2020, the application of valuation techniques applied to similar assets has been consistent. The Exploratorium assesses levels of the investments at each measurement date, and transfers between levels are recognized on the actual date of the event or change in circumstances that caused the transfer. For the years ended June 30, 2020 and 2019, there were no such instances.

The fair value of money market funds is based on quoted market prices. Investments in equity instruments traded on national securities exchanges are stated at the last reported sales price on the day of valuation. These financial instruments are classified as Level 1 in the fair value hierarchy.

Investments in alternative investment funds are valued at fair value based on the applicable ownership of the funds' net asset value (NAV) or equivalent as of the measurement date as a practical expedient, as determined by the Exploratorium, in instances where there is not a readily determinable fair value. In determining fair value, the Exploratorium utilizes valuations provided by the investment funds. The investment funds value securities and other financial instruments on a fair value basis of accounting. The estimated fair values of certain investments of the funds, which may include private placements and other securities for which prices are not readily available, are determined by the managers of the investment funds, which in turn is based on the most recent information available to the fund manager for the underlying investments, including the audited financial statements of the underlying funds, and may not reflect amounts that could be realized upon immediate sale, nor amounts that ultimately may be realized. Accordingly, the estimated fair values may differ significantly from the values that would have been used had a ready market existed for these investments. The fair value of the Exploratorium's investments in funds generally represents the amount the Exploratorium would expect to receive if it were to liquidate its investments in funds excluding any redemption charges that may apply.

The Exploratorium reviews its investments to identify those for which market value is below cost. The Exploratorium then makes a determination as to whether an investment should be considered other-than-temporarily impaired based on guidelines established by the Financial Accounting Standards Board (FASB). There were no other-than-temporary losses recognized during the years ended June 30, 2020 and 2019. If there were losses, these would have been treated as realized losses in the consolidated statements of activities.

The Exploratorium has various processes and controls in place to ensure fair value is reasonably stated. While the Exploratorium believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

Investments: Investments are stated at fair value and are recorded on the trade or contract date. The fair value of investments is based on quoted market prices, except for alternative investments for which quoted market prices are not available. The fair value of alternative investments consisting of hedge funds, fixed income and private equity investment partnerships (collectively, the funds) is based on the applicable ownership of the funds' net assets or equivalent as of the measurement date, as determined by the Exploratorium. The difference between cost and fair value of investments is reflected as unrealized appreciation (depreciation) on investments, and any change in that amount from the prior year is reported as a component of investment return on the consolidated statements of activities.

Deferred rent: As further described in Note 9, the Exploratorium recognizes rent expense on the straight-line method over the term of its lease with the Port of San Francisco. In addition to the monthly lease payments, the Exploratorium is obligated under the lease agreement to pay for certain costs associated with the lease. These costs have been considered minimum lease payments and, as a result, have been included in the straight-line rent computation.

The Exploratorium uses the same methodology for its sublease on Pier 17. Rental revenue has been recognized on the straight-line basis over the term of the sublease. Initial direct costs of approximately \$750,000 associated with the sublease have been included in the straight-line rent computation. Deferred rent from the above lease with the Port of San Francisco, along with this sublease, have been combined in the deferred rent line item on the consolidated statements of financial position.

Contributions: Contributions are recognized at fair value as revenue when received or unconditionally promised. An additional discount is added to the present value of contributions, which represents an additional factor in the fair value measurements and are based on management's estimates. The discounts on those pledges are computed using an interest rate for the year in which the promise was received and considers market and credit risk as applicable. Amortization of the discount is included in contributed income. Gifts of cash and other assets are reported as restricted support if received with donor stipulations that limit the use, either for time and/or purpose, of the donated assets. Donor-restricted contributions, whose restrictions are met in the same reporting period as the contribution is recorded, are reported contributions with donor restrictions with a corresponding release of restrictions. Conditional promises to give are not recognized as revenue until the donor conditions are substantially met. The Exploratorium also receives corporate sponsorships, where revenue is recognized as both an exchange transaction and a contribution. In these cases, the Exploratorium determines the value or benefit the sponsor is receiving, and records that portion to earned revenue, with the remaining portion recorded as a contribution. If multiple deliverables span a period of years, then portions of the exchange transaction could be recorded as deferred revenue until the benefit takes place.

The Exploratorium has been conducting a multi-year, multipurpose capital campaign (the Campaign) for the purpose of the construction of its site located on the San Francisco Waterfront (i.e., the San Francisco Historic Port District) (see Note 9). The Campaign has been designed not only to encompass the renovation and construction of the new facility, but also the design and creation of the exhibits housed at the facility, new program content and an increase in the Exploratorium's endowment. Campaign contributions without a specific purpose restriction are expendable on both capitalizable and noncapitalizable expenditures, including debt repayment.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

Pursuant to Board of Trustees policy, contributions received from donors through the Campaign are released once costs are incurred; however, to the extent costs are capitalized as either construction in progress (leasehold improvements) or exhibit costs in progress, such donations are maintained in net assets with donor restrictions through the completion of the construction phase. The Exploratorium has ongoing exhibit construction as a regular part of its activities. Contributions receivable from the Campaign were released once the new facility was placed into service.

Revenue recognition: The museum recognizes revenue in accordance with FASB Accounting Standards Codification (ASC) Topic 606, Revenue from Contracts with Customers, which provides a five-step model for recognizing revenue from contracts with customers as follows:

- Identify the contract with a customer
- Identify the performance obligations in the contract
- Determine the transaction price
- Allocate the transaction price to the performance obligations in the contract
- Recognize revenue when or as performance obligations are satisfied

The Exploratorium recognizes revenues from store sales at a point in time upon sale of the merchandise.

Admission revenues are recognized at a point in time upon sale of admission tickets unless purchased in advance of use, in which case revenue is deferred until use.

Membership revenues are considered to be part contribution without donor restriction and part exchange transaction. The contribution element is recorded in the period received. The exchange element is recorded as deferred revenue when received and recognized as membership revenue over time ratably during the duration of the membership period. Any additional benefits of museum memberships (such as store discounts) are considered immaterial and are not separated out from museum membership revenue.

Revenue from Global Collaborations contracts is for complex integrated and related services and the Exploratorium evaluates whether a contract should be accounted for as more than one performance obligation. This evaluation requires judgment and the decision to combine a group of phases within a contract into a single performance obligation could change the amount of revenue recorded in a given period. For all of these types of contracts, the customer, often other foreign or domestic nonprofit organizations, contracts with the Company to provide a significant service of integrating a complex set of tasks and phases such as consulting, design, and fabrication into a single project or capability (even if that single project results in the delivery of multiple units). Hence, the entire contract is accounted for as one performance obligation. Revenue is recognized based upon the cost input method over a period of time. Payments received in advance of the Exploratorium satisfying its performance obligations, typically according to defined payment schedules included within the contract, are recorded as deferred revenue. As of June 30, 2020 and 2019, \$2,720,117 and \$132,328, respectively, are recorded as deferred revenue on the consolidated statements of financial position related to Global Collaborations contracts. These contracts often include an assurance-type warranty provision and these warranties are accounted for outside of ASC 606.

Revenue from government grants is recognized as the related services are provided. Payments under such transactions are generally received on a cost-reimbursement basis.

For the year ended June 30, 2020, \$14,789,291 of revenue was recognized from revenue streams where recognition occurs over time and \$7,132,135 was recognized from revenue streams at a point in time.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

Deferred revenue: Deferred revenue consists of annual or multi-year memberships, sponsorships, rental revenue and sublease space rental.

As noted above, membership revenue is deferred and recognized over the duration of the membership period. To the extent that sponsorships contain earned revenue components as a result of specific events, etc., those are deferred until the events take place or the benefits are no longer available to the sponsor. Rental revenue that is paid in advance is considered deferred until it becomes earned.

Contribution of services: The Exploratorium has a substantial number of unpaid volunteers performing various functions who contributed over 9,531 hours (unaudited) and 15,219 hours (unaudited) for the years ended June 30, 2020 and 2019, respectively. The value of this contributed time is not reflected in the consolidated financial statements as it does not meet the criteria for recognition. The Exploratorium also evaluates and records in-kind gifts of professional services as necessary.

Income tax status: The Exploratorium has received rulings from the Internal Revenue Service (IRS) and the California Franchise Tax Board granting it exemption from income taxes. The consolidated subsidiaries of the Exploratorium are organized as for-profit entities subject to tax at the subsidiary level. As of June 30, 2020 and 2019, the Exploratorium was not subject to any income tax as a result of ownership of its subsidiaries.

The Exploratorium files exempt organization returns and, if applicable, unrelated business income tax returns in the U.S. and California jurisdictions. The Exploratorium's tax returns for the years ended June 30, 2016, 2017, 2018 and 2019 are open for potential IRS/California Franchise Tax Board examination. The subsidiaries are required to file corporate or partnership tax returns in the U.S. federal and California jurisdictions. The subsidiary tax returns for the years ended December 31, 2016, 2017, 2018, and 2019 are open for potential IRS/California Franchise Tax Board examination. To date, neither the Exploratorium nor its subsidiaries have been notified by either taxing authority of any pending examination.

The Exploratorium follows the provisions of ASC 740-10, Income Taxes, relating to accounting for uncertain tax positions. Management evaluated the Exploratorium's tax positions and concluded that there were no material uncertainties in income taxes as of June 30, 2020 and 2019. With few exceptions, the Exploratorium is no longer subject to income tax examinations by the U.S. federal, state or local tax authorities for the years before June 30, 2016.

Functional expense allocations: The costs of providing the various programs and other activities have been summarized on a functional basis on the consolidated statements of activities and consolidated statements of functional expenses. Expenses that apply to more than one functional category have been allocated between program services and support services based on the time spent on these functions by specific employees as estimated by management. Cost allocations are performed for certain cost categories such as interest and accumulated depreciation, based upon administrative vs. program square footage use of the facility. Indirect expenses are allocated based on the overall number of staff in the various functional categories. Certain marketing material costs are allocated based on the percentage of the publication devoted to each functional area. All other costs are charged directly to the appropriate functional category.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

Long-lived assets: The Exploratorium regularly evaluates whether circumstances have occurred that would indicate the remaining estimated useful life of long-lived assets may warrant revision or that the remaining balance of such assets may not be recoverable. When factors indicate that such assets should be evaluated for possible impairment, the Exploratorium uses an estimate of the undiscounted cash flows over the remaining life of the assets in measuring whether the assets are recoverable. In the opinion of management, no impairment adjustments were required at June 30, 2020 and 2019.

Use of estimates: The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions. These estimates and assumptions 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 revenue and expenses during the reporting period. Actual results could differ from those estimates.

Concentrations of risk: The Exploratorium recognizes there are inherent risks associated with publicly and nonpublicly traded securities. Risk is managed through rigorous evaluation before an investment is made, quarterly monitoring of valuations and regular communication with investment managers. To address market risk of investments, the Exploratorium maintains a formal investment policy that sets out performance criteria and investment guidelines, and requires review of the investment managers' performances. Investments are managed by investment managers, who have responsibility for investing the funds in various investment alternatives.

The Exploratorium does transact some activities with organizations located outside the United States. For the years ended June 30, 2020 and 2019, revenues from such activities amounted to \$4,384,761 and \$3,198,029, respectively, which is recorded in Global Collaborations –foreign on the consolidated statements of activities.

In the regular course of business, the Exploratorium may maintain operating cash balances at a bank in excess of federally insured limits. Management does not believe it is exposed to any significant credit risk on uninsured amounts.

Issued and adopted accounting pronouncements: In August 2016, the FASB issued Accounting Standards Update (ASU) 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements for Not-for-Profit Entities*, which revised the not-for-profit financial reporting model and enhanced the required disclosures. The major changes included: (a) requiring the presentation of only two classes of net assets now titled “net assets without donor restrictions” and “net assets with donor restrictions”, (b) modifying the presentation of underwater endowment funds and related disclosures, (c) requiring the use of the placed in service approach to recognize the expirations of restrictions on gifts used to acquire or construct long-lived assets absent explicit donor stipulations otherwise, (d) requiring an analysis of expenses by function and nature, in either the statement of activities, a separate statement, or in the notes, and disclose a summary of the allocation methods used to allocate costs, (e) requiring the disclosure of quantitative and qualitative information regarding liquidity and availability of resources, (f) presenting investment return net of external and direct investment expenses, and (g) modifying other financial statement reporting requirements and disclosures intended to increase the usefulness of not-for-profit financial statements. The Exploratorium adopted this standard during the year ended June 30, 2019.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

In January 2016, the FASB issued ASU 2016-01, *Financial Instruments (Topic 825): Recognition and Measurement of Financial Assets and Financial Liabilities*, which impacts certain aspects of recognition, measurement, and presentation and disclosure of financial instruments. The major change included reduced disclosures related to the fair value for financial assets and liabilities. ASU 2016-01 becomes effective for fiscal years beginning after December 15, 2018. The Exploratorium early adopted this standard during the year ended June 30, 2019.

In November 2016, the FASB issued ASU 2016-18, *Statement of Cash Flows (topic 230)–Restricted Cash*, which requires the statement of cash flows to explain the change during the period in the total cash, cash equivalents and amounts generally described as restricted cash or restricted cash equivalents. Therefore, amounts generally described as restricted cash and restricted cash equivalents should be included with cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the statement of cash flows. The Exploratorium adopted ASU 2016-08 on a retrospective basis as of July 1, 2019. The effects of adopting this accounting guidance resulted in the reclassification of restricted cash on the consolidated statements of cash flows and the addition of disclosures regarding the nature of the restrictions on restricted cash.

In June 2018, the FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. This ASU clarifies the guidance for evaluating whether a transaction is reciprocal (i.e., an exchange transaction) or nonreciprocal (i.e., a contribution) and for distinguishing between conditional and unconditional contributions. The ASU also clarifies the guidance used by entities other than not-for-profits to identify and account for contributions made. The impact of implementing this standard did not change the way the Exploratorium records contributions and did not materially affect the Exploratorium's consolidated financial statements. The Exploratorium adopted this standard for the year ended June 30, 2020.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The Exploratorium adopted this standard for the year ended June 30, 2020, using the modified retrospective transition method applied to contracts that were not completed as of July 1, 2019. Under this transition method, prior period impacts from the adoption of ASC 606 are adjusted through opening net assets balance and operating results for prior periods presented are not restated.

With the exception of the increased disclosure requirements, the adoption of ASU 2014-09 did not have a material impact on the Exploratorium's consolidated financial statements as of the date of adoption, July 1, 2019. The Exploratorium did implement changes to our processes related to revenue recognition and the control activities within them and accounting for costs to obtain and fulfill a customer contract. These included the development of new policies based on the five-step model provided in the new revenue standard, new training, ongoing contract review requirements, and the gathering of information necessary provided for expanded disclosures.

ASC 606, Revenue from Contracts with Customers, describes the principles an entity must apply to measure and recognize revenue and the related cash flows. The core principle is that an entity will recognize revenue at an amount that reflects the consideration to which the entity expects to be entitled in exchange for transferring goods or services to a customer using the five-step model.

Exploratorium

Notes to Consolidated Financial Statements

Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

Issued but not adopted accounting pronouncements: In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement*. The guidance in this ASU amends the fair value disclosure requirements in ASC 820. Under the guidance, certain required disclosures regarding the fair value of the Exploratorium's investments would be modified or eliminated. The ASU is effective starting with fiscal years after December 15, 2020, though early adoption is permitted. The Exploratorium is currently evaluating how this ASU may impact its consolidated financial statements. The adoption of ASU 2018-13 is not expected to have a material impact on its consolidated financial statements

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the consolidated statements of financial position for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition on the consolidated statements of activities. In July 2018, the FASB issued ASU 2018-10, *Codification Improvements to Topic 842, Leases*, and ASU 2018-11, *Leases (Topic 842), Targeted Improvements*, that amend certain aspects of ASC Topic 842. In June 2020, the FASB issued ASU 2020-5 which delays the effective date of adopting Topic 842. ASU 2016-02, 2018-10, 2018-11 and 2020-5 are effective for fiscal years beginning after December 15, 2021. Early adoption is permitted. The Exploratorium believes this will have a significant impact on the consolidated statements of financial position once adopted.

Note 2. Liquidity and Availability

The following represents the Exploratorium's financial assets available for general expenditure within one year as of June 30, 2020 and 2019:

	2020	2019
Financial assets at year-end:		
Cash and cash equivalents	\$ 1,420,067	\$ 2,978,187
Restricted cash	289,338	289,338
Contributions receivable, net	16,038,746	16,254,991
Government receivables	692,877	964,814
Accounts receivable	1,280,690	795,022
Investments	63,096,162	61,331,426
Total financial assets	<u>82,817,880</u>	<u>82,613,778</u>
Less amounts not available to be used within one year:		
Cash designated for debt service	(2,007,008)	(3,148,232)
Restricted cash	(289,338)	(289,338)
Contributions receivable, net, to be collected in over a year	(10,275,000)	(11,216,471)
Investments restricted for endowment	(58,854,162)	(59,558,426)
Financial assets not available to be used within one year	<u>(71,425,508)</u>	<u>(74,212,467)</u>
Financial assets available for general expenditure within one year	<u>\$ 11,392,372</u>	<u>\$ 8,401,311</u>

Exploratorium

Notes to Consolidated Financial Statements

Note 2. Liquidity and Availability (Continued)

The Exploratorium has certain board-designated and donor-restricted assets limited to use which are available for general expenditure within one year in the normal course of operations. Accordingly, these assets have been included in the quantitative information above for financial assets to meet general expenditures within one year. The Exploratorium has other assets limited to use for donor-restricted purposes, debt service, and other board-designated assets designated for future use. These assets are limited to use, and are more fully described in Notes 1 and 7. Accordingly, these assets have been excluded from the quantitative information above as they are not available for general expenditure within one year. However, the board-designated amounts could be made available if necessary.

The Exploratorium also maintains a \$6.5 million revolving line of credit as discussed in more detail in Note 8. As of June 30, 2020 and 2019, \$6.5 million and \$5.9 million, respectively, remained available on the Exploratorium's revolving line of credit.

Note 3. Contributions Receivable

Contributions receivable represent unconditional promises to give by donors. Contributions that are expected to be collected after one year have been discounted at rates between 0.16% and 4.00% as of June 30, 2020 and 2019, and are recorded at the present value of their estimated future cash flows. The discounts on these amounts are computed using risk-free rates applicable to the number of years the contribution is expected to remain outstanding.

Contributions receivable are due as follows as of June 30:

	2020	2019
Contributions receivable (other than Capital Campaign):		
Less than one year	\$ 4,311,154	\$ 2,711,779
One to five years	3,975,000	4,325,000
Discount on receivables due in more than one year	(104,448)	(213,098)
Allowance for uncollectible contributions	(2,000)	(2,000)
	<u>8,179,706</u>	<u>6,821,681</u>
Contributions receivable (Capital Campaign):		
Less than one year	\$ 2,129,572	\$ 2,331,455
One to five years	6,300,000	8,000,000
Discount on receivables due in more than one year	(568,532)	(896,145)
Allowance for uncollectible contributions	(2,000)	(2,000)
	<u>7,859,040</u>	<u>9,433,310</u>
Total	<u>\$ 16,038,746</u>	<u>\$ 16,254,991</u>

As of June 30, 2020 and 2019, contributions receivable from one donor represented 54% and 68%, respectively, of the total contributions receivable amount.

The Exploratorium has received notification from various donors regarding their intention to give gifts to the Exploratorium upon certain conditions being met, such as the obligation to raise matching gift amounts. These amounts total \$6,200,000 as of June 30, 2020, and have not been recognized within the consolidated financial statements due to the conditions not being met at this time. Such amounts will be recorded as revenue when the relevant conditions have been met.

Exploratorium

Notes to Consolidated Financial Statements

Note 4. Exhibits, Leasehold Improvements and Equipment

	2020	2019
Leasehold improvements, exhibits and equipment at cost	\$ 37,229,847	\$ 36,122,088
Less accumulated depreciation	(26,443,952)	(23,402,227)
	<u>10,785,895</u>	<u>12,719,861</u>
Leasehold improvements—Piers	190,609,971	189,475,803
Less accumulated depreciation	(24,801,634)	(21,473,733)
	<u>165,808,337</u>	<u>168,002,070</u>
Total	<u><u>\$ 176,594,232</u></u>	<u><u>\$ 180,721,931</u></u>

Depreciation and amortization expense for exhibits, leasehold improvements and equipment was \$6,359,273 and \$6,268,457 for the years ended June 30, 2020 and 2019, respectively.

Note 5. Fair Value Measurements and Investments

A summary of the Exploratorium's investments measured at fair value on a recurring basis at June 30, and set forth by level within the fair value hierarchy, is as follows:

Description	2020			
	Level 1	Level 2	Level 3	Total
Money market fund	\$ 1,684,043	\$ -	\$ -	\$ 1,684,043
Fixed-income securities:				
Domestic	6,026,610	-	-	6,026,610
Equities:				
Domestic	22,819,165	-	-	22,819,165
International	17,811,220	-	-	17,811,220
	<u>48,341,038</u>			<u>48,341,038</u>
Investments measured at NAV	-			14,755,124
	<u><u>\$ 48,341,038</u></u>	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 63,096,162</u></u>
Description	2019			
	Level 1	Level 2	Level 3	Total
Money market fund	\$ 236,118	\$ -	\$ -	\$ 236,118
Fixed-income securities:				
Domestic	6,070,460	-	-	6,070,460
Equities:				
Domestic	25,323,687	-	-	25,323,687
International	22,550,357	-	-	22,550,357
	<u>54,180,622</u>			<u>54,180,622</u>
Investments measured at NAV	-			7,150,804
	<u><u>\$ 54,180,622</u></u>	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 61,331,426</u></u>

Exploratorium

Notes to Consolidated Financial Statements

Note 5. Fair Value Measurement and Investment (Continued)

The Exploratorium's fixed-income and equity investments are composed of investments into mutual funds and exchange traded funds that each have a specific investment strategy and achieve their investment objective through investing into a variety of securities, including government issued bonds, corporate issued debt, domestic corporate equity securities and foreign corporate equity securities.

Additional information related to the alternative investments is as follows:

		2020				
	Fair Value	Total Commitments	Unfunded Commitments	Redemption Frequency (if Currently Eligible)	Redemption Notice Period	
Hedge fund	\$ 4,227,845	N/A	N/A	Monthly	3 days notice	
Hedge fund	3,839,099	N/A	N/A	Daily	1 days notice	
Hedge fund	2,607,300	N/A	N/A	Semi-Monthly	5 days notice	
Hedge fund	141,497	N/A	N/A	Quarterly	65 days notice ¹	
Private equity	1,685,067	\$ 9,250,000	\$ 7,407,396	N/A	Upon liquidation ²	
Private debt	2,254,316	6,250,000	3,965,442	N/A	Upon liquidation ²	
	<u>\$ 14,755,124</u>	<u>\$ 15,500,000</u>	<u>\$ 11,372,838</u>			
		2019				
	Fair Value	Total Commitments	Unfunded Commitments	Redemption Frequency (if Currently Eligible)	Redemption Notice Period	
Hedge fund	\$ 4,595,823	N/A	N/A	Monthly	3 days notice	
Hedge fund	166,364	N/A	N/A	Quarterly	65 days notice ¹	
Private equity	1,278,550	\$ 6,250,000	\$ 4,934,312	N/A	Upon liquidation ²	
Private debt	1,110,067	6,250,000	5,156,250	N/A	Upon liquidation ²	
	<u>\$ 7,150,804</u>	<u>\$ 12,500,000</u>	<u>\$ 10,090,562</u>			

(1) This class includes one fund that allows for a 65-day redemption notice, but restricts redemptions to 25% of the original investment each quarter. The Exploratorium is in the process of fully withdrawing from this fund.

(2) These funds are closed ended and do not allow for withdraws or redemptions. Distributions will be received as the funds terminate.

Exploratorium

Notes to Consolidated Financial Statements

Note 6. Net Assets With Donor Restrictions

Net assets with donor restrictions were restricted for the following purposes as of June 30:

	2020	2019
Program restrictions (purpose and time restrictions)	\$ 13,152,822	\$ 8,711,335
Exhibits and furniture site (time restrictions)	215,265	186,304
Unappropriated endowment earnings	3,341,813	4,672,523
Total net assets with donor restrictions not generating earnings	<u>\$ 16,709,900</u>	<u>\$ 13,570,162</u>
	2020	2019
Net assets with donor restrictions generating purpose-restricted investment earnings	\$ 58,493,641	\$ 56,750,351
Net assets with donor restrictions generating earnings with no purpose restriction	1,829,772	1,829,772
Total net assets with donor restrictions generating earnings	<u>\$ 60,323,413</u>	<u>\$ 58,580,123</u>
	2020	2019
Total net assets with donor restrictions not generating earnings	\$ 16,709,900	\$ 13,570,162
Total net assets with donor restrictions generating earnings	60,323,413	58,580,123
Total net assets with donor restrictions	<u>\$ 77,033,313</u>	<u>\$ 72,150,285</u>

Program and purpose restrictions primarily consist of gifts that are restricted for education and programs such as the Teacher's Institute, and Tinkering Studio and the Arts, among others.

Net assets were released from donor restrictions by incurring expenses satisfying the purpose of the restriction or by the passage of time during the years ended June 30:

	2020	2019
Campaign operating initiatives (time and purpose restrictions)	\$ 100,000	\$ 573,049
Capital campaign initiatives (purpose restrictions)	210,000	210,000
Program restrictions (time and purpose restrictions)	7,410,533	9,326,430
	<u>\$ 7,720,533</u>	<u>\$ 10,109,479</u>

Note 7. Endowment

California enacted UPMIFA effective January 1, 2009. As a result, the Exploratorium reviewed all relevant gift instruments and its organizing documents to determine if it had funds with donor-imposed restrictions that are subject to the state-enacted version of UPMIFA. The Exploratorium continues to review all new gift instruments in relationship to the enacted law.

Exploratorium

Notes to Consolidated Financial Statements

Note 7. Endowment (Continued)

Interpretation of relevant law: The Board of Trustees, with the advice of legal counsel, has determined it holds net assets that meet the definition of endowment funds under UPMIFA. As a result of this interpretation, the corpus of funds subject to UPMIFA is classified as net assets with donor restrictions. The corpus represents the fair value of the original gifts as of the gift date and all subsequent gifts where the donor has indicated the gift be retained permanently. The assets with a value greater than or less than the original gifts in donor endowment funds are classified as net assets with donor restrictions until appropriated for expenditure by the Exploratorium.

From time to time, the fair value of the assets associated with individual donor-restricted endowment funds may fall below the original corpus. At June 30, 2020 and 2019, the Exploratorium had four and two endowment funds, respectively, with deficiencies of this nature totaling \$46,698 and \$18,596, respectively. These underwater funds have fair values of \$653,302 and \$131,404, respectively, with original gifts of \$700,000 and \$150,000 for 2020 and 2019, respectively. These deficiencies were reflected in net assets with donor restrictions in 2020 and 2019.

In accordance with UPMIFA, the Exploratorium considers the following factors in making a determination as to the appropriation of assets for expenditure: (1) the duration and preservation of the fund, (2) the purposes of the organization and the donor-restricted endowment fund, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the organization, and (7) the investment policies of the Exploratorium.

Investment and spending policies: The Exploratorium has adopted investment and spending policies for endowed assets that attempt to provide a predictable stream of funding for programs supported by its endowment while seeking to maintain the purchasing power of the endowed assets. The investment and spending policies work together to achieve this objective. The investment policy establishes an achievable return objective through diversification of asset classes.

To accomplish the long-term rate of return objectives, the Exploratorium relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Exploratorium targets a diversified asset allocation with an emphasis on equity-based investments within prudent risk parameters.

The spending policy determines the amount of money to be distributed annually from the Exploratorium's various endowed funds for operational support. The Exploratorium adopted a spending policy to address underwater funds, defined as those funds with balances below historic gift value. The original gift balance, as measured on a gift-by-gift basis within the fund, shall remain intact unless otherwise specified by the donor. The spending rate in the current year is calculated based upon 80% of the previous year's spend, adjusted for inflation, plus 20% of the market value of the portfolio multiplied by a rate of 4.5%, adhering to the Tobin Rule, as approved by the Board of Trustees. The total amounts that were appropriated from donor-restricted endowments and spent in fiscal years 2020 and 2019 were \$1,691,000 and \$1,532,000, respectively. Appropriations from the endowments that have donor restrictions are included in net assets released from restrictions on the consolidated statements of activities. The total amounts that were appropriated from quasi endowments in fiscal years 2020 and 2019 were \$82,000 and \$68,000, respectively.

Exploratorium

Notes to Consolidated Financial Statements

Note 7. Endowment (Continued)

For the years ended June 30, the Exploratorium's endowment net assets changed as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, June 30, 2019	\$ 2,226,706	\$ 63,225,216	\$ 65,451,922
Investment return:			
Investment income	26,738	761,317	788,055
Net loss	(11,554)	(401,026)	(412,580)
Appropriations	(82,000)	(1,691,000)	(1,773,000)
Additions	-	1,741,766	1,741,766
Endowment net assets, June 30, 2020	<u>\$ 2,159,891</u>	<u>\$ 63,636,272</u>	<u>\$ 65,796,163</u>
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, June 30, 2018	\$ 2,168,346	\$ 59,857,922	\$ 62,026,268
Investment return:			
Investment income	17,494	1,117,245	1,134,739
Net gains	108,867	1,479,034	1,587,901
Appropriations	(68,000)	(1,532,000)	(1,600,000)
Additions	-	2,303,014	2,303,014
Endowment net assets, June 30, 2019	<u>\$ 2,226,706</u>	<u>\$ 63,225,216</u>	<u>\$ 65,451,922</u>

Note 8. Debt Obligations

Long-term debt: Effective November 1, 2013, the Exploratorium entered into a debt facility with a banking partner. The terms of the facility were as follows:

- Total aggregate indebtedness—\$85,000,000
- Principal and interest payments:
 - Semi-annual interest payments were due December 31 and June 30 each year. Interest was payable at a fixed rate of 3.451%.
 - Annual principal payments were initially due December 31, 2014, and every 12 months thereafter until maturity.
 - Minimum collected pledge debt payment amount is computed at the greater of 75% of the collected pledge receipts or 100% of the debt service payments then due under the loan, including interest due and payable.

Exploratorium

Notes to Consolidated Financial Statements

Note 8. Debt Obligations (Continued)

- Excess pledge cash flow—Amounts collected are allowed to be used for the following purposes:
 - Payment of any outstanding principal and/or interest then due and owing under the loan.
 - Payment for the cost to construct the Water Taxi Dock (the Dock) as defined in, and pursuant to Section 5.11 of, the Ground Lease with the Port of San Francisco (see Note 9).
 - Funding of borrower's obligations with respect to the Off-Site Fill as defined in, and pursuant to Section 9.11 of, the Ground Lease with the Port of San Francisco (see Note 9).
 - Payments due to the HTC Investor member pursuant to the HTC Documentation (see Note 11).

The Exploratorium paid \$0 and \$403,313 during the years ended June 30, 2020 and 2019, respectively, and \$55,112,062 in the aggregate, for the above purposes.

- Covenants—The debt facility had financial and nonfinancial covenants due quarterly and annually.

Effective August 31, 2018, the Exploratorium refinanced its long-term debt through the issuance of a tax-exempt bond of \$49.2 million. The new financing includes semi-annual interest payments and annual principal payments. The loan is a ten-year loan with a fixed interest rate of 3.87% for the first seven years and then a variable interest rate for the remaining three years, with a 20-year amortization period. As a part of the refinance, the Exploratorium received a new guarantee from a large private foundation. As a result of this guarantee, the Exploratorium recorded a restricted contribution in the amount of \$2,476,772 and has recognized \$453,075 of that as contribution revenue through the year ended June 30, 2020. The remainder of the guarantee will be recognized of the term of the ten-year loan. The remaining guarantee balances of \$2,022,747 and \$2,270,424 as of June 30, 2020 and 2019, respectively, are included within other assets on the consolidated statements of financial position.

As of June 30, 2020 and 2019, the amount outstanding against this facility was \$46,970,109 and \$48,640,258, respectively. Total interest on this loan was \$1,881,074 and \$1,591,495 during the years ended June 30, 2020 and 2019, respectively. Under the terms of this facility, the Exploratorium is not allowed to borrow additional funding after principal payments are made.

Breakdown of the tax-exempt bonds as shown on the consolidated statements of financial position is as follows:

	2020	2019
Long-term debt	\$ 46,970,109	\$ 48,640,258
Less deferred financing fees	(378,925)	(425,324)
	<u>\$ 46,591,184</u>	<u>\$ 48,214,934</u>

Exploratorium

Notes to Consolidated Financial Statements

Note 8. Debt Obligations (Continued)

Future principal payments due under the tax exempt bond are as follows:

Years ending June 30:	
2021	\$ 1,730,632
2022	1,803,587
2023	1,874,355
2024	1,947,900
2025	2,020,073
Thereafter	37,593,562
	<u>\$ 46,970,109</u>

Line of credit: Effective November 19, 2013, the Exploratorium entered into a revolving line of credit debt facility of \$5 million. Interest is currently payable at a variable rate equal to LIBOR plus 325 basis points and due monthly. As of June 30, 2020 and 2019, the effective interest rates were 3.43% and 5.68%, respectively. As of June 30, 2020 and 2019, amounts outstanding against this facility were \$0 and \$571,175, respectively.

The Exploratorium renewed this revolving line of credit agreement at \$6.5 million effective August 31, 2019, and extended the agreement's expiration date an additional two years to January 17, 2021.

Paycheck Protection Program: On April 10, 2020, the Exploratorium received loan proceeds in the amount of \$5,875,400 under the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act), provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loans and accrued interest are forgivable after eight weeks as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the up to 24-week period unless the borrower is eligible for a safe harbor.

The unforgiven portion of the PPP loan is payable over five years at an interest rate of 1%, with a deferral of payments for the first six months. The Exploratorium has used the proceeds for purposes consistent with the PPP and has applied for forgiveness of the entire amount of the loan balance. The Exploratorium has accounted for this loan as a government grant and initially recorded it as a conditional and restricted contribution with conditions and restrictions being met as proceeds were used for allowable costs.

While the Exploratorium currently believes that its use of the loan proceeds will meet the conditions for forgiveness of the loan, we cannot assure you that the requested forgiveness will be granted or that an audit performed by the Small Business Administration will not result in noncompliance findings resulting in changes to the granted forgiveness.

Exploratorium

Notes to Consolidated Financial Statements

Note 9. Lease Commitments

Effective November 3, 2010, the Exploratorium entered into a 66-year lease with the City and County of San Francisco operating by and through the San Francisco Port Commission (the Port). The lease provides for the Exploratorium to lease Pier 15 and a portion of Pier 17, both located in the Historic Port District of the Port of San Francisco. The Exploratorium moved both the museum and corporate offices to the Piers in early 2013 upon completion of the renovations. Key provisions of the lease are as follows:

Pier 15:

Initial minimum monthly rent: \$66,107. Upon Bay Delta (a tenant of the Port) (see Note 11) relocating from Pier 15 to Pier 17, the monthly rent increased to \$78,805. Bay Delta relocated on May 1, 2011.

Rent escalation: The monthly minimum lease payment is subject to consumer price index (CPI) increases every fifth year beginning on the fifth anniversary of the lease commencement. The minimum CPI increase is 10%, with a maximum of 20%.

Rent incentives: In consideration of the tenant improvements to be constructed by the Exploratorium, the Port is providing the Exploratorium rent incentives equal to the minimum monthly rent from lease commencement through the 50th anniversary of the lease.

Percentage rent: The Exploratorium is obligated to pay a monthly percentage rent (6%) based on gross revenues generated on Pier 15 once museum operations commence. If the total computed percentage rent on a quarterly basis exceeds the minimum monthly rent computed before the application of the rent incentives, the Exploratorium will be obligated to pay the Port the differential. For the years ended June 30, 2020 and 2019, the Exploratorium was not obligated for any percentage rent.

Pier 17:

Initial minimum monthly rent: \$66,961. Such initial minimum monthly rent was reduced to \$42,032 for the first six months of the lease.

Rent escalation: The monthly minimum lease payment is subject to a CPI increase of 3% each year, effective January 1, 2012, until the application of the rent incentive applicable for Pier 17, on or about January 2024. Upon entering the rent incentive period, the minimum lease payments will increase by the existing CPI every fifth anniversary. The increase will be no less than 10% and no more than 20%. Pier 17 rent increases are also subject to a prevailing rental clause.

Rent incentive: In consideration for tenant improvements, which may be made to Pier 17 by the Exploratorium, the Port will provide the Exploratorium a rent incentive to be negotiated prior to the beginning of Pier 17 improvements.

Percentage rent: The Exploratorium will be obligated to pay percentage rent on certain revenues generated on Pier 17 and then, if the Exploratorium expands the museum to Pier 17, on all revenues. Payment provisions are and will be similar to Pier 15. For the years ended June 30, 2020 and 2019, the Exploratorium was not obligated for any percentage rent.

General provisions: The Exploratorium is obligated to pay the Port's "transaction costs" directly associated with the lease. Such payments are due quarterly in advance. The transaction costs, estimated to be approximately \$1.5 million, were substantially paid by June 30, 2013, and have been included in minimum rent for purposes of the deferred rent computation.

Exploratorium

Notes to Consolidated Financial Statements

Note 9. Lease Commitments (Continued)

The Exploratorium, at its sole expense, was obligated to improve a portion of Pier 17 to allow Bay Delta to relocate its maritime facility from Pier 15 to Pier 17. Substantially all of these improvements, which totaled approximately \$7.9 million, were incurred by June 30, 2011, and have been included in minimum rent for purposes of computation of deferred rent.

The Exploratorium, at its sole expense, did construct the Dock for the exclusive use of the Port. The Exploratorium estimated the Dock to cost \$700,000 to construct. Since the Exploratorium is obligated under the lease to incur this expense, the construction costs have been included in minimum rent for purposes of computation of deferred rent. The Exploratorium completed the construction of the Dock in fiscal year 2016.

The Exploratorium is potentially obligated to pay, and is required to segregate in a separate account, \$50,000 annually on the second through fifth anniversaries of the lease for a substructure reserve. On the sixth anniversary of the lease and every fifth year thereafter, the Exploratorium is to increase the balance in the account to an amount based on the most recent substructure condition report. Interest on the fund shall accrue to the reserve account. The funds reserved are to be used only for the maintenance, repair and replacement of the substructure, if necessary. As of both June 30, 2020 and 2019, this reserve totaled \$289,338.

The Port leased the Piers to the Exploratorium on an "as is" basis. The cost of any hazardous waste cleanup was the sole expense of the Exploratorium. The Exploratorium, as part of construction, removed all the hazardous waste as required by the lease and current law. Since completion of this project, there have been no hazardous waste costs to date, and management does not anticipate any more significant costs.

The lease calls for the Exploratorium to expand the museum's footprint to encompass substantially all of Pier 17 under the Phase II construction section of the lease. In order to accomplish this expansion, three events must occur:

1. Bay Delta must vacate the space it currently leases at Pier 17 directly from the Port.
2. The Port Commission must determine that the portion of Pier 17 currently occupied by Bay Delta is no longer needed for maritime use. This determination cannot occur until a maritime use study has been conducted after Bay Delta has vacated the space.
3. The Exploratorium must start construction on the planned Pier 17 renovations by the 16th anniversary of the lease (November 2026).

It is the Exploratorium's intention to expand to Pier 17, even if Bay Delta does not vacate their current space. The Exploratorium may still renovate and expand the museum's footprint to the rest of Pier 17 not currently occupied by Bay Delta, assuming item three is achieved.

Exploratorium

Notes to Consolidated Financial Statements

Note 9. Lease Commitments (Continued)

Future minimum commitments under this agreement are as follows:

Years ending June 30:	
2021	\$ 2,259,609
2022	2,323,893
2023	2,359,282
2024	2,395,733
2025	2,433,278
2026-2077	<u>105,947,818</u>
	117,719,613
Less sublease revenue	<u>(3,903,673)</u>
	<u>\$ 113,815,940</u>

The above lease schedule includes the future minimum rents for Pier 17 only through the 17th anniversary of the lease. While it is the intention of the Exploratorium to expand to the portion of Pier 17 to which it is allowed (see above), the possibility does exist that the lease for substantially all of Pier 17 could terminate in either 2026 or 2027.

As described in Note 1, the Exploratorium recognizes both lease expense and rent incentives on the straight-line method over the term of the lease. As a result, \$633,862 and \$1,512,227 have been recognized as deferred rent assets as a result of the Port lease on the consolidated statements of financial position as of June 30, 2020 and 2019, respectively. Total lease expense, associated with the Port lease, amounted to approximately \$1.9 million for both of the years ended June 30, 2020 and 2019. These amounts are net of approximately \$1.2 million for each of the years ended June 30, 2020 and 2019, in recognized rent incentives provided by the Port through the rent credit clause of the lease.

The Exploratorium currently has one subtenant resident to Pier 17. The lease was entered into on July 1, 2014, and expires June 30, 2024. An important provision of this sublease is as follows:

- Approximately \$750,000 in initial direct costs have been included in the deferred rent calculation, the result of which creates an additional deferred rent asset of \$540,000 that has been combined with the deferred rent asset created under the Port lease (as noted above) on the consolidated statements of financial position.

Note 10. Contingencies and Management's Plans

Contingencies: The Exploratorium receives funds from and administers to various federal and state government-funded programs that are subject to audit by the cognizant governmental agencies. Some of these grants also contain provisions that subject certain assets purchased with governmental funds to be subject to reversion. To date, the Exploratorium has not been required to either refund any grant funding or return any assets purchased with government funding.

Exploratorium

Notes to Consolidated Financial Statements

Note 10. Contingencies and Management's Plans (Continued)

COVID-19 and management's plan: On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and on March 11, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate the spread of it have had and are expected to continue to have an adverse impact on the economies and financial markets of many countries, including the geographical area in which the Exploratorium operates. The Exploratorium has been closed since March 12, 2020, and further required closures could have negative impact on the museum's operations.

On March 27, 2020, the CARES Act was enacted to amongst other provisions, provide emergency assistance for individuals, families and businesses affected by the coronavirus pandemic. As discussed in Note 8, the Exploratorium applied for and received a PPP loan under this program.

It is unknown how long the adverse conditions associated with the coronavirus will last and what the complete financial effect will be to the Exploratorium. The impact of this on the Exploratorium, its customers, grantors, funding sources, and other constituents cannot be determined at this time. These impacts may include, but are not limited to, the ability lenders, investors, grantors or grantees in any of the sectors in which the Exploratorium operates to honor their commitments. Depending on how long COVID-19 concerns last, the Exploratorium could see in the future increased delinquencies and decreased funding, which could have negative implications over net income, but does not expect to. Prolonged closure of the museum could have a significant impact on the Exploratorium, including decreases to key revenue streams, including attendance, memberships, rental events and retail store sales.

Additionally, it is reasonably possible that estimates, and the investment valuations made in the consolidated financial statements may materially differ in the near term as a result of these conditions.

Management evaluated the significance of these conditions in relation to the Exploratorium's ability to meet its obligations as they become due and meet debt covenant requirements. The museum's ability to continue current operations and execute management's plans is dependent on its ability to generate sufficient cash flows from operations and recognize positive changes in net assets without donor restrictions. As discussed in Note 2, the Exploratorium has \$11,392,372 of financial instruments available for general expenditures and has \$6,500,000 potentially available under its line of credit to support operations.

The Exploratorium currently doesn't plan to fully reopen to the public until spring of 2021, though reopening under reduced capacity requirements may occur sooner. The Exploratorium generally recognizes a significant amount of revenues from membership, admissions and store sales, and its ability to earn these revenues is dependent on the Exploratorium opening to the public. Management has taken steps to minimize expenses while the museum is closed to the public, and still generates revenues through contributions; Global Collaborations projects and investment earnings and the Board can also appropriate additional monies from the endowment to cover its expenses. Based on the Exploratorium's current operating plan, management anticipates that, given current working capital levels, current financial projections, and the availability of liquidity noted above, the Exploratorium will be able to meet its obligations as they become due and meet debt covenant requirements. It is unknown how long the adverse conditions associated with the coronavirus will last. The Exploratorium continues to make adjustments to its operations to adapt to the changing environment.

Exploratorium

Notes to Consolidated Financial Statements

Note 11. New Museum Site Construction, Capital Campaign and HTC Arrangement

As detailed in Note 9, the Exploratorium embarked on a multi-year, multipurpose campaign (Campaign) to construct a new and improved museum and educational facility located on Piers 15 and 17 at the San Francisco Historic Port District. The majority of the pledges received from the Campaign described above were available for the renovation of Piers 15 and 17. Pier 15 currently houses the Exploratorium's museum space as well as its administrative functions. Pier 17 also currently houses some of the Exploratorium's administrative functions. The most significant cost of the Pier 17 renovations was associated with the renovations necessary to allow Bay Delta to relocate to the north side of Pier 17 from the south side of Pier 15. Internally, the Exploratorium had also earmarked a portion of the Campaign proceeds to fund the planning, design and ultimate construction of the museum. Expenses associated with planning, research and development of the museum space were expensed as incurred.

To supplement the bridge financing obtained during construction, the Exploratorium entered into a historic tax credit (HTC) arrangement, whereby tax credits generated from the renovation of Pier 15 were purchased by an investor group. The agreed-upon purchase price was \$1.25 per HTC earned from the project.

The total tax credits earned were approximately \$39 million for a total investor purchase price of approximately \$49 million. To effectuate the HTC arrangement, the Exploratorium assisted in the creation of various flow-through entities, which have enabled the investor group to take advantage of the tax credits generated, receive a 2% annual return on capital, and participate in the depreciation allowed on the improvements for as long as the flow-through entities exist. As described in Note 1, these entities were fully consolidated with the operations of the Exploratorium.

The Exploratorium concluded that capital contributions received from the Investor, in substance, are consideration that the Exploratorium received in exchange for its obligation to deliver tax credits and other tax benefits to the Investor. These receipts other than the amounts allocated to the put obligation were recognized as revenue in the consolidated financial statements beginning when the obligation to the Investor was relieved which occurred upon delivery of the expected tax benefits net of any associated costs on August 2, 2018, and amounted to \$41.7 million in the year ended June 30, 2019.

Note 12. Retirement Plan

The Exploratorium has a defined contribution plan that is a qualified plan under Section 403(b) of the Internal Revenue Code. The plan covers employees who have reached the age of 21, completed one year of service and worked at least 975 hours during any plan year. The plan allows for the Exploratorium, as plan sponsor, to make elective matching contributions to the plan.

During the years ended June 30, 2020 and 2019, the Exploratorium contributed \$1,089,198 and \$1,037,973 to the plan, respectively, and is included in compensation and benefits expense on the consolidated statements of functional expenses.

Note 13. Related-Party Transactions

Contribution receivables from members of the Board of Trustees of the Exploratorium or companies or individuals with which the Board of Trustees are affiliated were \$15,271,217 and \$15,626,741 as of and for the years ended June 30, 2020 and 2019, respectively. Recorded contribution revenue from members of the Board of Trustees of the Exploratorium or companies or individuals with which the Board of Trustees are affiliated were \$9,734,707 and \$7,604,798 for the years ended June 30, 2020 and 2019, respectively, are reflected in private contributions on the consolidated statements of activities.

Exploratorium

Notes to Consolidated Financial Statements

Note 14. Subsequent Events

The Exploratorium evaluated subsequent events through October 20, 2020, the date on which the consolidated financial statements were available to be issued.