NASHVILLE ACADEMY THEATRE AND
NASHVILLE CHILDREN'S THEATRE ASSOCIATION
FINANCIAL STATEMENTS
AND
INDEPENDENT AUDITORS' REPORT
YEARS ENDED JUNE 30, 2017 AND 2016

## NASHVILLE ACADEMY THEATRE AND NASHVILLE CHILDREN'S THEATRE ASSOCIATION FINANCIAL STATEMENTS AND

## INDEPENDENT AUDITORS' REPORT YEARS ENDED JUNE 30, 2017 AND 2016

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## BLANKENSHIP CPA GROUP, PLLC

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors Nashville Academy Theatre and Nashville Children's Theatre Association

## **Report on the Financial Statements**

We have audited the accompanying financial statements of the Nashville Academy Theatre and Nashville Children's Theatre Association (the "Academy"), which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

## Management's Responsibility for the Financial Statements

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

## **Auditors' Responsibility**

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Academy'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 Academy'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 Nashville Academy Theatre and Nashville Children's Theatre Association as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Blankenslip CPA Group, PLLC

January 10, 2018

# NASHVILLE ACADEMY THEATRE AND NASHVILLE CHILDREN'S THEATRE ASSOCIATION STATEMENTS OF FINANCIAL POSITION JUNE 30, 2017 AND 2016

		2017		2016
ASSETS				
Cash	\$	140,184	\$	228,166
Restricted certificate of deposit		20,475		20,309
Accounts receivable, net		1,800		3,778
Contributions receivable, net		154,948		101,721
Contributions receivable - facilities use		74,333		74,333
Prepaid expenses and other		37,781		33,963
Property and equipment, net		3,050,345		3,243,782
Beneficial interest in agency endowment funds held				
by Community Foundation of Middle Tennessee		278,891		245,192
TOTAL ASSETS	\$	3,758,757	\$	3,951,244
LIABILITIES AND NET ASSETS				
Accounts payable	\$	46,965	\$	24,344
Accrued expenses	Ψ	34,761	Ψ	24,117
Deferred revenues		120,184		120,548
		0,.0.		
TOTAL LIABILITIES		201,910		169,009
NET ACCETO				
NET ASSETS Unrestricted		2.062.207		2 270 106
		3,063,397 180,082		3,378,106 117,149
Temporarily restricted  Permanently restricted		313,368		286,980
r emilianemy resulcted		313,300		200,900
TOTAL NET ASSETS		3,556,847		3,782,235
		,,	-	, - ,
TOTAL LIABILITIES AND NET ASSETS	\$	3,758,757	\$	3,951,244

## **NASHVILLE ACADEMY THEATRE AND** NASHVILLE CHILDREN'S THEATRE ASSOCIATION STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

YEARS ENDED JUNE 30, 2017 AND 2016 2017

YEARS ENDED JUNE 30, 2017 AND 2016 2017 2016				
CHANGES IN UNRESTRICTED NET ASSETS UNRESTRICTED REVENUES AND SUPPORT Revenues	20.1	20.0		
Admissions (net of discounts and scholarships of (2017 - \$111,817; 2016 - \$126,237) Theatre academy (net of discounts and scholarships of	\$ 592,782	\$ 650,385		
(2017 - \$55,022; 2016 - \$65,674) Concessions and merchandise (net of direct costs of:	296,390	339,722		
(2017 - \$11,683; 2016 - \$16,849)	7,292	4,543		
Contracted services	6,369	11,233		
Total Revenues	902,833	1,005,883		
Support				
Contributions	329,165	297,676		
Government grants and support	275,470	267,705		
Benefit events (net of direct expenses of (2017 - \$13,777; 2016 - \$12,165)	13,600	17,339		
Net assets released from restrictions	117,149	81,833		
Total Support	735,384	664,553		
Interest income	381_	148		
TOTAL REVENUES, SUPPORT AND RECLASSIFICATIONS	1,638,598	1,670,584		
UNRESTRICTED FUNCTIONAL EXPENSES				
Program services				
Production costs	1,121,286	1,090,796		
Educational expenses	502,663	437,588		
Supporting services	000 700	044.000		
General and administrative expenses Fundraising expenses	232,722 96,636	244,360 58,051		
i unuraising expenses	90,030	36,031		
TOTAL UNRESTRICTED FUNCTIONAL EXPENSES	1,953,307	1,830,795		
Decrease in unrestricted net assets	(314,709)	(160,211)		
CHANGES IN TEMPORARILY RESTRICTED NET ASSETS				
Donated facilities usage	74,333	74,333		
Contributions	105,749	30,163		
Net assets released from restrictions	(117,149)	(81,833)		
Increase in temporarily restricted net assets	62,933	22,663		
CHANGES IN PERMANENTLY RESTRICTED NET ASSETS				
Contributions	3,628	8,443		
Change in value of beneficial interest in agency endowment funds held by				
Community Foundation of Middle Tennessee	22,760	(13,501)		
Increase (decrease) in permanently restricted net assets	26,388	(5,058)		
DECREASE IN NET ASSETS	(225,388)	(142,606)		
NET ASSETS - BEGINNING OF YEAR	3,782,235	3,924,841		
NET ASSETS - END OF YEAR	\$ 3,556,847	\$ 3,782,235		
		<del></del>		

## NASHVILLE ACADEMY THEATRE AND NASHVILLE CHILDREN'S THEATRE ASSOCIATION STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2017

		Program	servio	ces		Supporting	g servi	ces		
					Ge	eneral and				
	P	roduction	Ec	lucational	Adn	ninistrative	Fui	ndraising		Total
Salaries	\$	488,543	\$	249,984	\$	107,997	\$	78,286	\$	924,810
Fringe benefits	,	146,708	•	44,901	•	19,417	•	6,485	•	217,511
· · · · · · · · · · · · · · · · · · ·		635,251		294,885		127,414		84,771		1,142,321
Depreciation		145,370		67,094		11,182		-		223,646
Rent		44,600		28,200		7,433		-		80,233
Advertising and public relations		56,428		17,819				-		74,247
Professional services		27,430		10,318		32,268		755		70,771
Utilities		40,837		20,419		6,806		-		68,062
Supplies		17,505		3,593		12,586		3,403		37,087
Printing		21,965		6,944		2,688		3,061		34,658
Insurance		19,507		9,754		3,251		-		32,512
Royalties		28,533		3,759		-		-		32,292
Production materials		23,210		6,823		-		-		30,033
Ticketing fees		20,044		8,590		-		-		28,634
Custodial services		16,440		8,220		2,740		-		27,400
Software and licensing		10,604		5,736		6,480		-		22,820
Travel and registrations		7,108		3,561		3,082		124		13,875
Postage		772		2,363		2,314		2,861		8,310
Equipment rental and maintenance		4,984		2,492		831		-		8,307
Bad debts		-		-		7,447		-		7,447
Hospitality		465		433		3,233		281		4,412
Subscriptions and dues		78		237		2,694		1,380		4,389
Employment screening		155		1,423		273		-		1,851
	\$	1,121,286	\$	502,663	\$	232,722	\$	96,636	\$	1,953,307

## NASHVILLE ACADEMY THEATRE AND NASHVILLE CHILDREN'S THEATRE ASSOCIATION STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2016

	Prog	am ser	vices	 Supporting services			
	Productio	<u> </u>	Educational	eneral and ninistrative	Fui	ndraising	Total
Salaries Fringe benefits	\$ 474,8 138,2		33,786	\$ 113,962 19,026	\$	43,096 3,770	\$ 845,838 194,842
Thinge benefits	613,1		247,670	 132,988		46,866	1,040,680
Depreciation	146,2		67,523	11,254		-	225,075
Rent Advertising and public relations	49,1		24,550 13,839	8,183		-	81,833 57,665
Professional services	43,8 15,0		7,733	- 44,741		3,425	57,665 70,980
Utilities	40,0		20,023	6,674		· -	66,744
Supplies	13,3		4,127	10,110		382	27,941
Printing	18,6		7,144	2,572		2,993	31,328
Insurance	17,7		8,879	2,960		-	29,597
Royalties	44,3		706	-		-	45,039
Production materials	33,8		5,848	-		-	39,743
Ticketing fees	21,1		9,079			-	30,264
Custodial services	16,4		8,220	2,740		-	27,400
Software and licensing	9,6		5,601	2,204		4 004	17,474
Travel and registrations	1,2		2,100	2,586		1,981	7,906
Postage	-	06	705	5,796		1,110	7,917
Equipment rental and maintenance	4,9	87	2,493	831		-	8,311
Bad debts	-	-	400	6,124		4.005	6,124
Hospitality		64	408	1,444		1,205	3,821
Subscriptions and dues		04	- 0.40	2,407		89	2,900
Employment screening	3	67	940	 746	-		 2,053
	\$ 1,090,7	96 \$	437,588	\$ 244,360	\$	58,051	\$ 1,830,795

## NASHVILLE ACADEMY THEATRE AND NASHVILLE CHILDREN'S THEATRE ASSOCIATION STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Decrease in net assets	\$ (225,388)	\$ (142,606)
Adjustments to reconcile decrease in net	Ţ ( <u>——</u> 5,555)	<b>+</b> (11=,000)
assets to net cash (used in) provided by operating activities		
Depreciation	223,646	225,075
Change in value of beneficial interest in agency endowment funds	(22,760)	13,501
Decrease (increase) in	( , ,	,
Restricted certificate of deposit	(166)	(241)
Accounts receivable	1,978	(1,312)
Contributions receivable	(53,227)	30,879
Prepaid expenses and other	(3,818)	(8,408)
Increase (decrease) in	,	, ,
Accounts payable	22,621	(1,899)
Accrued expenses	10,644	(7,342)
Deferred revenues	(364)	(5,261)
Net Cash (Used In) Provided By Operating Activities	(46,834)	102,386
CASH FLOWS FROM INVESTING ACTIVITIES		
Transfers to beneficial interest in agency endowment funds	(10,939)	-
Payments for property and equipment	(30,209)	(10,499)
Net Cash Used In Investing Activities	(41,148)	(10,499)
Net (Decrease) Increase in Cash	(87,982)	91,887
CASH - BEGINNING OF YEAR	228,166	136,279
CASH - END OF YEAR	\$ 140,184	\$ 228,166

## NOTE 1 - ORGANIZATION AND NATURE OF ACTIVITIES

Nashville Academy Theatre and Nashville Children's Theatre Association, a Tennessee not-for-profit corporation (the "Academy"), is a professional theatre for young audiences of Nashville, the surrounding communities and adjacent states. In addition to theatre presentations, the Academy provides young people with opportunities for education, experience and participation in theatre arts through drama classes. Funding for the Academy is provided principally by admissions, public and private contributions, and government grants.

The Academy conducts business as the "Nashville Children's Theatre."

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Presentation

The accompanying financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

## **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities and changes therein and the disclosures of commitments and contingencies. Actual results could differ from those estimates.

#### Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. Contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for future periods or for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes. When a restriction is fulfilled (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted and reported in the statements of activities and changes in net assets as net assets released from restrictions.

Contributions are recognized when the donor makes an unconditional promise to give to the Academy. The Academy uses the allowance method to determine uncollectible unconditional contributions receivable. The allowance is based on prior years' experience and management's analysis of specific promises made.

## NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## Revenue Recognition

Revenues are recognized in the period that performances occur or services are provided. Revenue received in advance is recorded as deferred revenues on the statements of financial position and recognized as revenue in the year in which it is earned.

#### Cash

Cash consists of checking and money market deposits held in financial institutions.

## Property and Equipment and Depreciation

It is the Academy's policy to capitalize all property and equipment over \$1,000. Property and equipment acquisitions are recorded at cost. Donations of property and equipment are recorded as revenues at their estimated fair value. Such donations are reported as unrestricted revenues unless the donor has restricted the donated asset to a specific purpose. When depreciable assets are disposed of, the cost and related accumulated depreciation are removed from the accounts, and any gain (except on trade-in) or loss is included in the statements of activities and changes in net assets for the period. A gain on trade-in is applied to reduce the cost of the new acquisition. Depreciation is provided over the estimated useful lives of the assets ranging from five to twenty-five years and computed on the straight-line method.

## Agency Endowment Funds

The Academy's beneficial interest in agency endowment funds held by the Community Foundation of Middle Tennessee is recognized as an asset. Investment income and changes in the value of the funds are recognized in the statements of activities and changes in net assets, and distributions received from the fund are recorded as decreases in the beneficial interest.

## Vacation Leave

Accruals for accumulated unpaid vacation have been provided. No accrual is made for accumulated sick leave, since such benefits do not vest.

## NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## **Income Taxes**

The Academy is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and classified by the Internal Revenue Service (IRS) as other than a private foundation.

## Fair Value Measurements

Financial accounting standards relating to fair value measurements establish a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The three levels of the fair value hierarchy are described below:

Level 1 Inputs – Fair values are based on quoted prices (unadjusted) in active markets for identical assets that the Academy has the ability to access at the measurement date (e.g. prices derived from NYSE, NAADAQ or Chicago Board of Trade).

Level 2 Inputs – Fair values are based on inputs other than quoted price included within level 1 that are observable for valuing the asset or liability, either directly or indirectly (e.g. interest rate and yield curves observable at commonly quoted intervals, default rates, etc.). Observable inputs include quoted prices for similar assets or liabilities in active or non-active markets. Level 2 inputs may also include insignificant adjustments to market observable inputs.

Level 3 Inputs – Fair values are based on unobservable inputs used for valuing the asset or liability. Unobservable inputs are those that reflect the Academy's own assumptions about the assumptions that market participants would use in pricing the asset, based on the best information available in the circumstances. An example could be real estate valuations, which require significant judgment.

Following is a description of the valuation methodologies used for financial assets and liabilities measured at fair value on a recurring basis:

Beneficial interest in agency endowment funds - The agency endowment funds held by the Community Foundation of Middle Tennessee ("CFMT") represent the Academy's interest in pooled investments with other participants in the funds. CFMT prepares a valuation of the fund based on the fair value of the underlying investments and allocates income or loss to each participant based on market results. Due to the nature of the underlying investments and method of allocation of the fund, the beneficial interest in the agency endowment funds is classified within Level 3 of the valuation hierarchy (see Note 7).

No changes in the valuation methodologies have been made since the prior year.

## NOTE 3 - RESTRICTED CERTIFICATE OF DEPOSIT

Restricted certificate of deposit consists of a six month certificate of deposit held in the Actors Federal Credit Union as collateral for benefits for equity actors.

#### NOTE 4 - RECEIVABLES

Accounts receivable are reported net of an allowance for doubtful accounts of \$1,200 for 2016. There was no allowance for doubtful accounts deemed necessary at June 30, 2017.

Contributions receivable are summarized as follows:

	2017	2016
Government grants Giving campaigns	\$ 105,199 55,749	\$ 64,905 41,616
Less allowance for doubtful accounts	160,948 (6,000)	106,521 (4,800)
	<u>\$ 154,948</u>	<u>\$ 101,721</u>

Scheduled expected collections of contributions receivable are as follows:

## Year Ending June 30,

2018	\$ 128,765
2019	10,100
2020	6,333
2021	5,000
2022	4,750
	<u>\$ 154,948</u>

Contributions receivable for facility use consists of the fair value of one year's ensuing rent totaling \$74,333. As more fully described in Note 11, the Academy has in-kind leasing arrangements with the Metropolitan Government of Nashville and Davidson County for its operational and performance space.

## NOTE 5 - INVESTMENTS

The Academy's policy is to liquidate investments as soon as practical after the donation of investment securities is received. Occasionally, the Academy will have investment securities on the statements of financial position that have not been liquidated at year end. There were no investments as of June 30, 2017 and 2016.

#### NOTE 6 - PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

	2017	2016
Building improvements	\$ 5,074,765	\$ 5,074,765
Theatre equipment	234,314	207,519
Furniture and fixtures	226,717	223,303
	5,535,796	5,505,587
Less accumulated depreciation	(2,485,451)	(2,261,805)
	<u>\$ 3,050,345</u>	<u>\$ 3,243,782</u>

Depreciation expense was \$ 223,646 and \$225,075 for 2017 and 2016, respectively.

## NOTE 7 - AGENCY ENDOWMENT FUNDS

The Academy has a beneficial interest in two agency endowment funds held by the Community Foundation of Middle Tennessee (the "CFMT"). Earnings on these funds are used to support professional theatre for young audiences in the Middle Tennessee area. The Academy has granted variance power to the CFMT, and the CFMT has the ultimate authority and control over the Fund and the income derived there from. The fund is charged a .4% administrative fee annually. Upon request by the Academy, income from the fund representing up to a 5% annual return may be distributed to the Academy or to another suggested beneficiary. A portion of the funds will not be available for any distribution until 2024 as requested by the contributor.

A schedule of changes in the Academy's beneficial interest in these funds follows for the years ended June 30:

	2017	2016
Balance – beginning of year	\$ 245,192	\$ 258,693
Change in value of beneficial interest: Investments by the Academy Investment gain (loss) Grants paid out Administrative expenses	10,939 32,998 (7,700) (2,538) 33,699	(4,528) (7,900) (1,073) (13,501)
Balance – end of year	<u>\$ 278,891</u>	<u>\$ 245,192</u>

#### NOTE 8 - LEASING ARRANGEMENTS

The land and building occupied by the Academy is leased through the year 2018 from the Metropolitan Government of Nashville and Davidson County ("Lessor") for one dollar per year. The lease includes three five-year extension terms. The lease contains a cancellation provision should the Lessor decide to use the premises for a governmental purpose. The Academy would have no less than one calendar year's notice for cancellation. Additional time would be granted in excess of the year to allow the Academy to locate suitable, alternative space as long as the Academy is using good faith efforts to locate such space. Should the Lessor exercise the cancellation provision, the Academy would be reimbursed the unamortized portion of the capital improvements that have been amortized over the term of the lease. The Lessor also provides an in-kind donation for utilities and custodial services (see Note 11).

A contribution receivable and corresponding temporarily restricted revenue for the fair rental value of the facilities use have been recognized each year for the ensuing one-year period.

The Academy has entered into various operating leases for office equipment. A schedule of future minimum lease payments under these operating leases are as follows for the years ending June 30:

2018 \$ 2,978

Rental expense for this office equipment was \$6,336 for the years ended June 30, 2017 and 2016.

#### NOTE 9 - LINE OF CREDIT

The Academy has a maximum \$250,000 unsecured line of credit arrangement with a financial institution. Interest on outstanding borrowings is payable monthly at the one-month London Interbank Offered Rate ("LIBOR") plus 3.0% per annum, with a minimum rate of 4.5%. The arrangement expires August 28, 2019. There was no outstanding balance at June 30, 2017 and 2016.

## NOTE 10 - RESTRICTED NET ASSETS

The temporary restrictions on net assets at June 30, are as follows:

	2017	2016
Facilities use Time restricted pledges and grants	\$ 74,333 105,749	\$ 74,333 42,816
	<u>\$ 180,082</u>	<u>\$ 117,149</u>

## NOTE 10 - RESTRICTED NET ASSETS (CONTINUED)

Permanently restricted net assets consisted of the following at June 30:

	2017	2016
Beneficial interests in agency endowment funds Legacy of Laughter Endowment	\$ 278,891 <u>34,477</u> <u>\$ 313,368</u>	\$ 245,192 <u>41,788</u> \$ 286,980

#### NOTE 11 - IN-KIND CONTRIBUTIONS

The following in-kind contributions have been included in unrestricted revenues and expenses in the financial statements for the years ended June 30:

		2017		2016	
Included in unrestricted contributions Utilities Advertising Custodial Printing Other	\$	56,500 39,768 27,400	\$	56,500 29,999 27,400 841 472	
Included in restricted contributions Rent		74,333		74,333	
Included in benefit events income Prizes, fees and materials		<u>787</u>		3,700	
	<u>\$</u>	<u>198,788</u>	\$	<u>193,245</u>	

Additionally, in-kind contributions for auction items were received and recorded as assets that totaled \$1,100 and \$3,135 for 2017 and 2016, respectively. These assets were subsequently sold during fundraising events with the proceeds recorded in special events income.

## NOTE 12 - EMPLOYEE BENEFIT PLAN

The Academy sponsors a Simplified Employee Pension Plan under Internal Revenue Code §403(b). The plan allows all employees over the age of twenty-one to participate. The Academy makes discretionary contributions based on a uniform contribution allocation formula. Participant salary reduction contributions are not permitted by the plan; however, participants may make self-directed contributions to their account. The amount of the Academy's contributions to a participant's account for any plan year may not exceed the lesser of 15% of the participant's salary or \$35,000. Total contributions to the plan by the Academy were \$16,914 and \$15,337 for the years ended June 30, 2017 and 2016, respectively.

#### NOTE 13 - CONTINGENCIES

The Academy receives support from state and local governments. In the event of a significant reduction in the level of this support, the Academy's programs and activities could be affected. In addition, funding received by the Academy from governmental agencies is subject to audit and retroactive adjustment. In management's opinion, no provision for audit or retroactive adjustment is considered necessary.

## NOTE 14 - EVALUATION OF SUBSEQUENT EVENTS

The Academy has evaluated subsequent events through January 10, 2018, which is the date the financial statements were available to be issued.