

*Financial Statements, Supplementary  
Information and  
Independent Auditors' Report*



*For the Year Ended June 30, 2017  
(With 2016 Summarized Comparative Information)*

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Independent Auditors' Report*



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(With 2016 Summarized Comparative Information)*

# THE LAGUNA PLAYHOUSE

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## INDEPENDENT AUDITORS' REPORT

To the Board of Trustees  
The Laguna Playhouse

### Report on the Financial Statements

We have audited the accompanying financial statements of The Laguna Playhouse (the "Playhouse"), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities and cash flows for the year 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 audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider 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.

## INDEPENDENT AUDITORS' REPORT (CONTINUED)

### *Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Playhouse as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

### **Report on Summarized Comparative Information**

We have previously audited the Playhouse's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 12, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

### **Report on Supplementary Information**

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

*Haskell & White LLP*

HASKELL & WHITE LLP

Irvine, California  
January 8, 2018

## THE LAGUNA PLAYHOUSE

### Statement of Financial Position As of June 30, 2017

*(With summarized financial information as of June 30, 2016)*

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017	Total 2016
<b>Assets</b>					
Cash and cash equivalents	\$ 1,134,888	\$ 518,419	\$ 130,490	\$ 1,783,797	\$ 972,030
Investments (Note 7)	31,261	-	-	31,261	29,998
Investments - restricted (Note 5)	147,335	-	-	147,335	146,821
Prepaid expenses	334,390	-	-	334,390	322,102
Contributions receivable (Note 3)	58,550	705,172	-	763,722	792,105
Property and equipment, net (Note 4)	1,137,474	-	-	1,137,474	557,529
Other assets	16,936	-	-	16,936	8,212
	<b>Total assets</b>	<b>\$ 1,223,591</b>	<b>\$ 130,490</b>	<b>\$ 4,214,915</b>	<b>\$ 2,828,797</b>
<b>Liabilities</b>					
Accounts payable and accrued expenses	\$ 250,465	\$ -	\$ -	\$ 250,465	\$ 145,228
Deferred revenue - tickets (Note 6)	1,174,294	-	-	1,174,294	937,555
Notes payable (Note 5)	717,914	-	-	717,914	276,733
	<b>Total liabilities</b>	<b>-</b>	<b>-</b>	<b>2,142,673</b>	<b>1,359,516</b>
<b>Commitments and contingencies</b> (Note 7)					
<b>Net assets (Note 2)</b>					
Unrestricted	718,161	-	-	718,161	557,194
Temporarily restricted	-	1,223,591	-	1,223,591	789,697
Permanently restricted	-	-	130,490	130,490	122,390
	<b>Total net assets</b>	<b>1,223,591</b>	<b>130,490</b>	<b>2,072,242</b>	<b>1,469,281</b>
	<b>Total liabilities and net assets</b>	<b>\$ 1,223,591</b>	<b>\$ 130,490</b>	<b>\$ 4,214,915</b>	<b>\$ 2,828,797</b>

See accompanying notes to financial statements and independent auditors' report.

## THE LAGUNA PLAYHOUSE

### Statement of Activities For The Year Ended June 30, 2017

*(With summarized financial information for the year ended June 30, 2016)*

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2017	Total 2016
<b>Revenue and support</b>					
Admissions	\$ 3,022,547	\$ -	\$ -	\$ 3,022,547	\$ 2,975,025
Contributions	1,028,543	810,165	8,100	1,846,808	1,466,899
Special events (Note 2)	297,141	-	-	297,141	159,249
Concessions	212,300	-	-	212,300	226,423
Tuition	52,723	-	-	52,723	42,734
Touring	14,800	-	-	14,800	3,700
Interest	468	119	-	587	1,344
Donated services	109,054	-	-	109,054	171,964
Rental and other income	51,765	-	-	51,765	68,401
	<u>4,789,341</u>	<u>810,284</u>	<u>8,100</u>	<u>5,607,725</u>	<u>5,115,739</u>
Total revenue					
Net assets released from restriction	<u>376,390</u>	<u>(376,390)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total revenue and support	<u>5,165,731</u>	<u>433,894</u>	<u>8,100</u>	<u>5,607,725</u>	<u>5,115,739</u>
<b>Expenses</b>					
Program services:					
Production costs	2,561,001	-	-	2,561,001	2,324,602
Education	456,172	-	-	456,172	361,816
Supporting activities:					
General and administrative	556,665	-	-	556,665	547,516
Marketing and advertising	1,045,614	-	-	1,045,614	1,213,893
Fundraising (Note 2)	385,312	-	-	385,312	299,422
	<u>5,004,764</u>	<u>-</u>	<u>-</u>	<u>5,004,764</u>	<u>4,747,249</u>
Total expenses					
<b>Change in net assets</b>	160,967	433,894	8,100	602,961	368,490
<b>Net assets, beginning of year</b>	<u>557,194</u>	<u>789,697</u>	<u>122,390</u>	<u>1,469,281</u>	<u>1,100,791</u>
<b>Net assets, end of year</b>	<u>\$ 718,161</u>	<u>\$ 1,223,591</u>	<u>\$ 130,490</u>	<u>\$ 2,072,242</u>	<u>\$ 1,469,281</u>

See accompanying notes to financial statements and independent auditors' report.

## THE LAGUNA PLAYHOUSE

### Statement of Cash Flows For The Year Ended June 30, 2017

*(With summarized financial information for the year ended June 30, 2016)*

	2017	2016
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 602,961	\$ 368,490
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation and amortization	124,741	106,605
Loss on disposal of equipment	-	7,308
Changes in assets and liabilities		
Prepaid expenses	(12,801)	(60,181)
Contributions receivable	28,383	(349,315)
Other assets	(8,724)	(6,654)
Accounts payable and accrued expenses	105,237	(15,237)
Deferred revenue - tickets	236,739	82,885
<b>Net cash provided by operating activities</b>	<b>1,076,536</b>	<b>133,901</b>
<b>Cash flows from investing activities</b>		
Purchases of property and equipment	(704,687)	(101,070)
Purchases of investments	(1,263)	-
<b>Net cash used by investing activities</b>	<b>(705,950)</b>	<b>(101,070)</b>
<b>Cash flows from financing activities</b>		
Proceeds from note payable	647,500	-
Repayment of notes payable	(206,319)	(37,376)
<b>Net cash provided (used) by financing activities</b>	<b>441,181</b>	<b>(37,376)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>811,767</b>	<b>(4,545)</b>
<b>Cash and cash equivalents - beginning of year</b>	<b>972,030</b>	<b>976,575</b>
<b>Cash and cash equivalents - end of year</b>	<b>\$ 1,783,797</b>	<b>\$ 972,030</b>
<i>Supplemental disclosures of cash flow information:</i>		
Cash paid during the year for interest	<b>\$ 14,206</b>	<b>\$ 13,728</b>
Disposal of property and equipment	<b>\$ -</b>	<b>\$ 67,802</b>

See accompanying notes to financial statements and independent auditors' report.

# THE LAGUNA PLAYHOUSE

## Notes to Financial Statements For the Year Ended June 30, 2017

### 1. Description of Organization

Founded in 1920, and incorporated in 1929, The Laguna Playhouse (the “Playhouse”) is the oldest continuously operating theater on the West Coast. Located in Laguna Beach, California, the Playhouse produces theatrical productions for adults and children and provides the community with educational programs.

The Playhouse is organized as a nonprofit, tax-exempt literary and educational corporation under Section 501(c)(3) of the Internal Revenue Code.

### 2. Summary of Significant Accounting Policies

#### *Basis of Presentation*

The Playhouse prepares its financial statements on the accrual basis of accounting, in accordance with accounting principles generally accepted in the United States of America (“GAAP”), which requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and revenues and expenses during the reporting period. Actual results could differ from those estimates.

Net assets are divided into three categories according to donor-imposed restrictions. The following is an explanation of the net asset categories included in the accompanying financial statements:

- Unrestricted net assets are not subject to donor-imposed restrictions and represent the portion of the expendable funds available for support of the general operations of the Playhouse.
- Temporarily restricted net assets consist of contributions that are subject to specific donor-imposed stipulations that can be fulfilled by actions of the Playhouse pursuant to those stipulations, or that expire by the passage of time. When a donor restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. At June 30, 2017, temporarily restricted net assets consisted primarily of interests in charitable remainder trusts, promises to give that are due in future periods, funds received that contain donor-imposed restrictions and unappropriated earnings on permanently restricted funds.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 2. Summary of Significant Accounting Policies (continued)

##### *Basis of Presentation (continued)*

- Permanently restricted net assets consist of funds that are subject to donor-imposed restrictions which stipulate that the principal be maintained in perpetuity and invested for the purposes of producing present and future income that may be expended for support of the general operations of the Playhouse.

When donor imposed restrictions on contributions and investment income are met within the same reporting period, they are presented as increases in unrestricted net assets.

Special events are presented in the accompanying statement of activities net of fundraising expenses related to the annual Gala. Total fundraising expenses incurred for this event were \$299,999 and \$262,617 for the years ended June 30, 2017 and 2016, respectively.

##### *Comparative Financial Information*

The accompanying financial statements include prior year summarized, comparative information in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Playhouse's June 30, 2016 audited financial statements from which the summarized information was derived. Certain prior year amounts have been reclassified to conform to the current year presentation.

##### *Contributions*

Contributions received, including unconditional promises to give, are recognized as revenues in the period received. Unconditional promises to give are recorded at net realizable value, if expected to be collected within one year, and at fair value, if expected to be collected in more than one year. Conditional promises to give are recognized as revenues when all conditions on which they depend are substantially met.

##### *Donated Services*

Donated services aggregated \$109,054 during the year ended June 30, 2017 and consisted of in-kind rent for administrative offices and housing for production employees, and goods and services related to items donated to special fundraising events. In addition, the Playhouse received donated services related to its theatrical productions that were not recognized in the financial statements because they did not meet the criteria for financial statement recognition.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 2. Summary of Significant Accounting Policies (continued)

##### *Fundraising Expenses*

The accompanying statement of activities includes fundraising expenses of \$385,312 and \$299,422 for the years ended June 30, 2017 and 2016, which do not include annual Gala expenses of \$299,999 and \$262,617 for those respective years, as they are presented net of Gala contributions. Total fundraising expenses inclusive of annual Gala expenses for the year ended June 30, 2017 and 2016 were \$685,311 and \$562,039.

##### *Cash and Cash Equivalents*

The Playhouse considers cash equivalents to include time deposits, certificates of deposit, money market funds, and highly-liquid investments with maturities of three months or less when acquired.

##### *Fair Value*

GAAP defines fair value as the price that the Playhouse would receive to sell an asset, or pay to transfer a liability, in an orderly transaction between market participants at the measurement date. GAAP also establishes a framework for measuring fair value and a three-level hierarchy for fair value measurements based upon the transparency of inputs to the valuation of an asset or liability. Inputs may be observable or unobservable and refer broadly to the assumptions that market participants would use in pricing the asset or liability. Observable inputs reflect the assumptions market participants would use in pricing the asset or liability based on market data obtained from sources independent of the reporting entity. Unobservable inputs reflect the Playhouse's own assumptions about the assumptions that market participants would use in pricing the asset or liability developed based on the best information available under the circumstances. Assets and liabilities are assigned a level based upon the observability of the inputs which are significant to the overall valuation. The three-tier hierarchy of inputs is summarized below.

- Level 1 - inputs are quoted prices in active markets.
- Level 2 - inputs are observable, directly or indirectly.
- Level 3 - inputs are unobservable and reflect assumptions on the part of the reporting entity.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 2. Summary of Significant Accounting Policies (continued)

##### *Fair Value (continued)*

As of June 30, 2017, investments consist of Actors' Equity Association bonds (Note 7) and contributions receivable (temporarily restricted) include interests in charitable remainder trusts (Note 3). The valuation of investments was determined using Level 2 inputs, while the valuation of interests in charitable remainder trusts was determined using primarily Level 3 inputs.

The following is a reconciliation of interests in charitable remainder trusts for which significant unobservable inputs (Level 3) were used in determining fair value:

Balances as of June 30, 2016	\$ 313,846
Receipt of bequest	(211,250)
Net increase in estimated fair value of interests	2,626
Increase in present value discount	<u>2,090</u>
Balances as of June 30, 2017	<u><u>\$ 107,312</u></u>

##### *Property and Equipment*

Property and equipment are carried at cost or, if donated, at estimated fair value on the date of donation. Depreciation and amortization of property and equipment are provided over their estimated useful lives using the straight-line method. The estimated useful lives range from 2 to 30 years.

##### *Impairment Charges*

The Playhouse reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. An impairment loss is recognized when the sum of the undiscounted future cash flows is less than the carrying amount of the asset, in which case a write-down is recorded to reduce the related asset to its estimated fair value. No impairment losses were recognized on long-lived assets during the year ended June 30, 2017.

##### *Allocated Expenses*

Production and operational costs are primarily allocated among program services and supporting activities on the basis of estimated usage, as determined by management.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 2. Summary of Significant Accounting Policies (continued)

##### *Income Taxes*

The Playhouse qualifies as a not-for-profit corporation under Section 501(c)(3) of the Internal Revenue Code (“IRC”) and Section 23701(d) of the California Revenue and Taxation Code and, therefore, is not subject to income tax. Management does not believe the Playhouse has any potential uncertain tax positions, such as unrelated business income or activities that may jeopardize its tax-exempt status. The Playhouse is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Playhouse’s management believes it is no longer subject to income tax examinations for years prior to 2013.

##### *Endowment Disclosures*

The Playhouse’s permanently restricted assets consist of cash of \$130,490. The Playhouse has no funds designated by the Board of Trustees to function as endowments.

The Playhouse classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Playhouse in a manner consistent with the standard of prudence prescribed by the Uniform Prudent Management of Institutional Funds Act of 2006 (“UPMIFA”).

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

- 1) The duration and preservation of the fund
- 2) The purpose 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
- 7) The investment policy of the organization

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 2. Summary of Significant Accounting Policies (continued)

##### *Endowment Disclosures (continued)*

The fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Playhouse to retain as a fund of perpetual duration.

Based on the limited size of the Playhouse's endowment assets, formal investment and spending policies have not yet been developed.

##### *Concentration of Credit Risk*

Credit risk is the failure of another party to perform in accordance with contract terms. Financial instruments which potentially subject the Playhouse to concentrations of credit risk consist primarily of cash and cash equivalents, receivables, and investments.

The Playhouse maintains its cash and cash equivalent balances with several financial institutions that from time to time exceed amounts insured by the Federal Deposit Insurance Corporation. To date, the Playhouse has not experienced any losses in such accounts and management believes the Playhouse is not exposed to any significant credit risk for its cash and cash equivalents.

With respect to receivables, the Playhouse routinely assesses the financial strength of its donors and believes that the related credit risk exposure is limited.

Investment securities, in general, are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the value of investment securities will occur in the near term and that such change could materially affect the amounts reported in the statement of financial position.

##### *Recent Accounting Pronouncements*

In August 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standard Update ("ASU") No. 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. This update simplifies and improves how a not-for-profit organization classifies its net assets, as well as the information it presents in financial statements and notes about its liquidity, financial performance, and cash flows. The new standard will be effective for reporting periods beginning after December 15, 2017, with early application permitted. Management is currently evaluating the impact of the adoption of this standard.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 2. Summary of Significant Accounting Policies (continued)

##### *Recent Accounting Pronouncements (continued)*

In February 2016, the FASB issued ASU No. 2016-02, *Leases*. This update changes the accounting for leases, requiring lessees to recognize the assets and liabilities that arise from all leases on their balance sheets. The new lease standard requires a modified retrospective transition approach for all leases existing at, or entered into after, the date of initial application, with an option to use certain transition relief. The new standard will be effective for reporting periods beginning after December 15, 2019, with early application permitted. Management is currently evaluating the impact of the adoption of this standard.

In May 2014, the FASB issued ASU No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which supersedes existing revenue recognition requirements and most industry specific guidance. This ASU is a comprehensive new revenue recognition model that requires an entity to recognize revenue to depict the transfer of goods or services to a customer at an amount that reflects the consideration it expects to receive in exchange for those goods or services. This new guidance is effective for annual reporting periods beginning after December 15, 2018 and entities may use either a full retrospective or a modified retrospective approach to adopt this new guidance. Management is currently evaluating which transition approach to use and the impact of this new guidance on the Playhouse's financial statements.

In August 2014, the FASB issued ASU No. 2014-15, *Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern*, which defines management's responsibility to evaluate whether there are conditions or events that raise substantial doubt about the entity's ability to continue as a going concern and to provide related disclosures. Currently, this evaluation has only been an auditor requirement. Specifically, the amendments (1) provide a definition of the term "substantial doubt," (2) require an evaluation every reporting period, (3) provide principles for considering the mitigating effect of management's plans, (4) require certain disclosures when substantial doubt is alleviated as a result of the consideration of management's plans, (5) require an express statement and other disclosures when substantial doubt is not alleviated, and (6) require an assessment for a period of one year after the date that financial statements are issued. This amended guidance was effective July 1, 2016, and any disclosures required by this ASU have been included in the accompanying financial statements.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 3. Contributions Receivable

Contributions receivable consist of the following as of June 30, 2017:

Interests in charitable remainder trusts (temporarily restricted)	\$	107,312
Contributions receivable (temporarily restricted)		597,860
Contributions receivable (unrestricted)		58,550
		<u>58,550</u>
	\$	<u>763,722</u>

The Playhouse is named as a third-party beneficiary in an irrevocable charitable remainder trust agreement for which it is not the trustee. The trust shall terminate upon the death of the primary beneficiaries, at which time the Playhouse expects to receive its portion of the remaining trust assets, which are unrestricted. Based on information obtained from the trustees and estimates made by management of the Playhouse with respect to expected investment returns, required benefit payments and primary beneficiaries' life expectancies, the Playhouse's aggregate estimated interests in the charitable remainder trusts was \$107,312 as of June 30, 2017.

Unrestricted and temporarily restricted contributions receivables are expected to be collected in full during the year ending June 30, 2018.

#### 4. Property and Equipment

Property and equipment consist of the following as of June 30, 2017:

Land	\$	437,606
Buildings		365,295
Leasehold improvements		1,544,581
Office equipment		543,844
Stage equipment		397,275
Furniture and fixtures		79,304
Vehicles		27,321
		<u>3,395,226</u>
Less: accumulated depreciation		<u>(2,257,752)</u>
	\$	<u>1,137,474</u>

Depreciation and amortization expense was \$124,741 during the year ended June 30, 2017.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 5. Notes Payable

In 1999, the Playhouse entered into three different mortgage notes payable agreements which were to amortize over 30 years and had an aggregate balance of \$172,383 as of June 30, 2016. During the year ended June 30, 2017, these loans were refinanced in conjunction with the acquisition of a new condominium property. The new note is described in the following paragraph.

In May 2017, the Playhouse entered into a \$647,500 mortgage note payable agreement to purchase a condominium, as well as refinance three separate existing mortgage notes. The note currently bears interest at 5% and is amortized over 10 years maturing on May 16, 2027. The balance due as of June 30, 2017 was \$642,907, and the note payable is collateralized by four condominium properties. A Trustee of the Playhouse is an executive with this financial institution.

In addition, the Playhouse entered into a loan agreement with a bank on August 27, 2014 with an original maximum borrowing amount of \$130,000, a variable interest rate of 1.5% over the One Year Certificate of Deposit Rate (1.85% at June 30, 2017), and maturity date of December 5, 2019. On January 15, 2015, the credit limit under the note was increased to \$146,000. The loan is secured by a \$147,335 certificate of deposit with a term of more than ninety days, which earns interest at 0.35% per annum and is classified as a restricted investment. Annually, the certificate of deposit interest rate will be evaluated by the bank, and if it is revised, the interest rate on any outstanding principal balance will be adjusted to maintain a 1.5% spread. The balance due under this loan was \$74,950 as of June 30, 2017. A Trustee of the Playhouse is an executive with this financial institution.

As of June 30, 2017, aggregate principal maturities of notes payable for each of the next five fiscal years and thereafter are as follows:

2018	\$	42,907
2019		43,607
2020		31,009
2021		15,716
2022		16,531
Thereafter		<u>568,087</u>
	\$	<u>717,857</u>

#### 6. Deferred Revenue - Tickets

At June 30, 2017, the Playhouse has \$1,174,294 of advance ticket sales for its 2017-2018 season. As each production is presented, the portion of the advance ticket sales that pertain to that production will be recognized as revenue. In the event any of the scheduled productions for the 2017-2018 season are not presented, the advance ticket collections for that production will be available for refund to the ticket holders.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 7. Commitments and Contingencies

##### *Laguna Beach Cultural Facilities Improvement Matching Grant*

In March 2016, the City of Laguna Beach approved a cultural facilities improvement matching grant (the “Matching Grant”). Under the terms of the Matching Grant, the Playhouse may receive \$250,000 per each calendar year between 2016 and 2019 for approved facility improvements. Matching Grant guidelines require that the Playhouse match all grant funds with new or increased cash donations, increased earned revenues, new non-City of Laguna Beach grants, or facility improvement related in-kind contributions.

Matching grant funding is not guaranteed and is subject to available one-time budget funds or mid-year savings.

The Playhouse satisfied its matching grant fund requirements for both 2016 and 2017 calendar years and was appropriated a total of \$500,000 by the City of Laguna Beach. The Playhouse received the necessary approvals regarding facility improvements of \$283,100 and was distributed \$117,700 of matching grant funds under the Matching Grant. As of and for the year ended June 30, 2017, the Playhouse has recognized \$500,000 in Matching Grant contributions, \$382,300 of which is a temporarily restricted contribution receivable.

##### *Leases*

The Playhouse leases the land upon which its theater facilities and administrative offices are constructed under a non-cancelable operating lease that expires on June 30, 2043. The related rent expense increases each year by the percentage increase in the Consumer Price Index for the Los Angeles – Orange County – Riverside metropolitan area for the preceding period of January 1 through December 31, subject to a maximum calculated on a cumulative limit of 4% each year. During the year ended June 30, 2017, the Playhouse incurred rent expense of \$16,733.

On April 1, 2012, the Playhouse entered into a 36 month lease for office space at 580 Broadway, Laguna Beach, California. This office space is owned by an entity that is controlled by a member of the Board of Trustees of the Playhouse.

## THE LAGUNA PLAYHOUSE

### Notes to Financial Statements (continued) For the Year Ended June 30, 2017

#### 7. Commitments and Contingencies (continued)

##### *Leases (continued)*

During the year ended June 30, 2015, this lease was extended for an additional 36 months at a base rate of \$1,613 per month plus maintenance and other charges. During the year ended June 30, 2017, the Playhouse incurred total rent expense of \$23,607 under this lease.

Apartments, equipment, and rehearsal space are also leased on a short-term basis from time to time for use by actors and production personnel. Total rent expense associated with such items for the year ended June 30, 2017 amounted to \$61,727.

##### *Independent Producer's Letter of Agreement with an Actors' Union*

Under the terms of a February 2013 collective bargaining unit agreement ratification (LORT C Non-Repertory Contract) and an annually renewed independent producer's letter of agreement (Theatre For Young Audiences ("TYA") Contract) with an actors' union, the Playhouse has agreed to recognize the union as the collective bargaining representative of all union actors and stage managers employed by the producer.

Under the LORT agreement, the Playhouse has agreed to make weekly contributions for health benefits, and a pension fund contribution in an amount equal to 8% of the employed individuals' gross weekly salary beginning from the first day of rehearsal. Additionally, the Playhouse has agreed to make a payment into the 401(k) plan of each employed individual of 0.75% of minimum weekly payment per actor per each employment week under the LORT agreement. Under the TYA agreement, no health contributions are due, since the producer utilizes only the per-performance TYA contract; the producer has agreed to make a pension fund contribution in an amount equal to 3.5% of the employed individuals' gross weekly salary beginning from the first day of rehearsal. Total health benefits paid were \$18,772 for the year ended June 30, 2017, and total pension fund contributions amounted to \$10,143.

Also, under the terms of the agreement, Actors' Equity Association bonds aggregating \$31,261, owned by the Playhouse, have been pledged to the actors' union in order to secure performance related to the letter of agreement. The bonds are included in investments at June 30, 2017 in the accompanying statement of financial position.

## **THE LAGUNA PLAYHOUSE**

### **Notes to Financial Statements (continued) For the Year Ended June 30, 2017**

#### **7. Commitments and Contingencies (continued)**

##### *Defined Contribution Plan*

The Playhouse sponsors a defined contribution plan in which all full-time employees are eligible to participate, subject to certain length-of-service and age requirements. The Playhouse's contributions to the plan are made at the discretion of the Board of Trustees. During the year ended June 30, 2017, the Board of Trustees approved a \$46,908 contribution to the plan.

#### **8. Subsequent Events**

Management has evaluated subsequent events through January 8, 2018, the date the financial statements were available to be issued.

## **Supplementary Information**

## THE LAGUNA PLAYHOUSE

### Schedule of Support and Expenditures for the Laguna Beach Matching Grant For the Year Ended June 30, 2017

**Support :**

City of Laguna Beach appropriations:

Calendar year 2016	\$ 250,000
Calendar year 2017	250,000

\$ 500,000

Amount paid by the City	\$ 117,700
Amount receivable from the City	382,300

\$ 500,000

**Expenditures:**

	<u>Incurred</u>	<u>As approved by the City of Laguna Beach</u>
Replacement air conditioner unit	\$ 10,200	\$ 10,200
Lobby restroom improvements	16,320	20,000
Carpet replacement	27,861	30,000
Paint lobby and sidewalls of theater	5,870	20,000
Schematic designs	76,202	77,000
Replace roof	100,228	114,200
Repair of offices	11,684	11,700
<b>Total expenditures</b>	<u>\$ 248,365</u>	<u>\$ 283,100</u>

See Independent Auditors' Report.