

# The Aurora Theatre Company

# **Financial Statements**

For the year ended July 31, 2020

With Independent Auditors' Report Thereon

(A California Not-for-Profit Corporation)

#### **Mission and Values Statement**

As the storyteller for our community, Aurora Theatre Company inspires new audiences and longtime theatre lovers alike with the visceral power of live theatre. Our venues, the most intimate professional stages in the Bay Area, highlight great acting, nuanced language, and an immediacy that makes for exhilarating theatre. By telling profoundly relevant stories, we're building a new culture of theatregoing in the Bay Area and contributing to a revitalization of theatre nationwide, challenging all of us to think deeper, laugh louder, and engage more purposefully and profoundly with our neighbors and our world.

- We commit ourselves to championing racial justice, to better embodying anti-racist practices, and to confronting and dismantling oppression (including but not limited to racism, sexism, ableism, homophobia, transphobia, ageism, xenophobia, and religious intolerance) in everything we do.
- We recognize that Aurora Theatre Company is located on land that was stolen from the Chochenyo Ohlone people. Our community has benefited from this land, and we owe the Ohlone people a collective debt.
- We value Bay Area theatre artists for their excellence, for their engagement, and for the local authenticity they bring to our productions.
- We value the great plays of the past for the way their lessons resonate with today's issues, and new plays for the way they move today's conversations forward.

#### **History and Background**

In 1992, Bay Area actor/director Barbara Oliver gathered local artists to form a professional theatre that would produce plays with words, ideas, and people as the focus of each production. Today, Aurora Theatre Company has "risen to become one of the most important regional theatres in the area" and a "must-see midsize theatre" (San Francisco Chronicle). In a normal year, Aurora hosts a six-play production season of over 200 performances in its Downtown Berkeley Arts District home. In the 150-seat Alafi Auditorium and 49-seat Harry's UpStage, patrons are never more than 15 feet away from the stage. The seasons are an eclectic mix of cutting edge contemporary pieces, reimagined classics, and brand-new work. Aurora fosters the development of new plays through Originate+Generate, an extensive commissioning and new play development program.

Joining Managing Director Julie Saltzman, Kellner, Josh Costello took the helm in 2019 as Aurora's third Artistic Director, following Tom Ross's 15-year tenure in the role. Costello is committed to upholding Aurora's legacy, expanding new work development, growing Aurora's student matinee program, and also launching initiatives -- such as a Community Partners Program -- that reach more diverse audiences and ground Aurora even more firmly in the Bay Area community.

Aurora has built an outstanding reputation in the Bay Area's arts community as a theatre which presents relevant programming, maintains a bold artistic vision, operates with integrity, treats staff and artists fairly, and attracts the continued loyal support of its donors and audience members. Entering its thirtieth year of operation, Aurora has received many accolades from audiences and critics. Its productions have garnered many regional awards, including "Best Of" accolades in every major Bay Area daily newspaper. The Wall Street Journal has "nothing but praise for the Aurora," while The Contra Costa Times stated, "perfection is probably an unattainable ideal in a medium as fluid as live performance, but the Aurora Theatre comes luminously close."

Board of Directors								
Name	Position	Name	Position					
Gary H. Moore	President	Deborah S. Goodman	Member					
Ellen B. Levine	Vice President	Rosalind Kim	Member					
Edward Schneider	Treasurer	Craig Moody	Member					
George Hisert	Secretary	Rebecca Parlette-Edwards	Member					
		Ed Schneider	Member					
Joan Catherine Braun	Member	Kitt Shute	Member					
Elizabeth Burwell	Member	Sallie Weissinger	Member					
Lance Gardner	Member	Tom Worth	Member					
Josh Costello	Artistic Director	Julie Saltzman Kellner	Managing Director					

(A California Not-for-Profit Corporation)

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# THE AURORA THEATRE COMPANY

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# CERTIFIED PUBLIC ACCOUNTANTS

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#### **INDEPENDENT AUDITORS' REPORT**

The Board of Directors
The Aurora Theatre Company

We have audited the accompanying financial statements of The Aurora Theatre Company (a California nonprofit organization) which comprise the statement of financial position as of July 31, 2020 and the related statements of activities and changes in net assets, cash flows, and functional expenses 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.

## Auditor's 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 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 Aurora Theatre Company as of July 31, 2020, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Other Matters**

We have previously audited The Aurora Theatre Company's July 31, 2019 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 27, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended July 31, 2019 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Danville, California November 24, 2020 Regulia & Associates

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# Statements of Financial Position July 31, 2020 and 2019

# **Assets**

	Total 2020	Total 2019
Current Assets:		
Cash and cash equivalents	\$ 318,570	\$ 129,574
Investments	149,381	450,950
Accounts receivable	19,209	31,046
Grants and pledges receivable	12,430	263,766
Deposits	25,564	30,983
Prepaid expenses	29,129	51,648
Total current assets	554,283	957,967
Noncurrent Assets:		
Property and equipment, net	1,970,950	2,070,338
Right of use asset - premises	98,718	375,035
Total noncurrent assets	2,069,668	2,445,373
Total assets	\$ 2,623,951	\$ 3,403,340
Liabilities and Net Assets		
Current Liabilities:		
Accounts payable and accrued liabilities	\$ 72,255	\$ 64,899
Advance ticket sales	67,150	581,820
Unearned income	7,114	7,236
Lease liability - current portion	119,180	251,918
Loan payable to SBA	156,400	
Total current liabilities	422,099	905,873
Noncurrent Liabilities:		
Lease liability - noncurrent portion		123,117
Total liabilities	422,099	1,028,990
Net Assets: Without donor restrictions:		
Undesignated - operating activities	647,860	472,044
Board designated - capital improvements	1,423,523	1,522,911
With donor restrictions:	130,469	379,395
Total net assets	2,201,852	2,374,350
Total liabilities and net assets	\$ 2,623,951	\$ 3,403,340

See accompanying notes to financial statements

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# Statement of Activities and Changes in Net Assets For the Year Ended July 31, 2020

(with Summarized Financial Information for the Year Ended July 31, 2019)

	2020						
	Net	Assets	To	Totals			
	Without Dono	r With Donor					
Changes in net assets:	Restrictions	Restrictions	2020	2019			
Contributed income:				_			
Individuals	\$ 429,870	\$ 4,000	\$ 433,870	\$ 498,757			
Board of directors	130,930	56,000	186,930	205,432			
Foundations	375,617	-	375,617	154,510			
Corporate	8,289	-	8,289	18,510			
Government grants	35,900	-	35,900	13,250			
In-kind contributions	238,409	-	238,409	17,384			
Special events	30,796	-	30,796	34,148			
Total contributed income	1,249,811	60,000	1,309,811	941,991			
Earned revenue:		•	, ,				
Subscription ticket sales	290,418	-	290,418	581,838			
Single and other ticket sales	208,113	-	208,113	561,868			
Concessions and other	13,873	-	13,873	39,262			
Investment income appropriated	15,008	-	15,008	22,996			
Total earned revenue	527,412		527,412	1,205,964			
Net assets released from restrictions and other adju			,				
Satisfaction by passage of time	228,706	(228,706)	-	-			
Satisfaction of capital campaign restrictions	10,000	, ,		-			
Satisfaction of program and related restrictions	70,220	, ,		-			
Satisfaction of investment restrictions	3,829	,	-	-			
Net assets released and other adjustments	312,755		_				
Total revenue and support	2,089,978		1,837,223	2,147,955			
Expenses:	, ,		, ,	, ,			
Performances and production	1,273,863	-	1,273,863	1,555,657			
General and administrative	403,191		403,191	368,209			
Fundraising	225,213		225,213	250,237			
Total expenses	1,902,267		1,902,267	2,174,103			
Increase (decrease) in net assets before in-			, ,	, , ,			
vestment earnings and depreciation	187,711	(252,755)	(65,044)	(26,148)			
Investment income	722	•	4,551	6,116			
Realized gains on investments	39		39	1,518			
Unrealized gains (losses) on investments	2,352		2,352	(985)			
Total investment return	3,113		6,942	6,649			
Appropriation of investment	0,110	0,020	0,0-12	0,010			
assets for expenditure	(15,008	3) -	(15,008)	(22,996)			
Endowment investment income, net	(11,895		(8,066)	(16,347)			
Depreciation and amortization expense	99,388	<i>'</i>	99,388	102,260			
Increase (decrease) in net assets	76,428			(144,755)			
Net assets at beginning of year	1,994,955	,	2,374,350	2,519,105			
Net assets at end of year	\$ 2,071,383	•	\$ 2,201,852	\$ 2,374,350			
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See accompanying notes to financial statements

# Statements of Cash Flows For the Years Ended July 31, 2020 and 2019

Cash flows from operating activities:         \$ (172,498)         \$ (144,755)           Decrease in net assets         \$ (172,498)         \$ (144,755)           Adjustments to reconcile change in net assets to net cash provided by operating activities:         \$ (2,260)           Depreciation         99,388         102,260           Bad debt expense         36,500         -           Realized (gains) on investments         (2,352)         985           Changes in:         (2,352)         985           Changes in:         24,636         (30,378)           Accounts receivable         11,837         (26,507)           Grants and pledges receivable         214,836         (30),378)           Prepaid expenses and other assets         22,519         16,174           Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         (78,790)           Unearned income         (122)         930           Net cash used for operating activities:         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities:         303,960 <td< th=""><th></th><th>2020</th><th>2019</th></td<>		2020	2019
Adjustments to reconcile change in net assets to net cash provided by operating activities:         99,388         102,260           Bad debt expense         36,500         -           Realized (gains) on investments         (39)         (1,518)           Unrealized (gains) losses on investments         (2,352)         985           Changes in:         (26,507)         36,500         -           Accounts receivable         11,837         (26,507)         37,505         (30,378)           Prepaid expenses and other assets         22,519         16,174         16,174         16,174         16,174         17,474         17,474         17,474         17,474         17,474         17,474         17,474         17,475         17,474	Cash flows from operating activities:		
cash provided by operating activities:         99,388         102,260           Bad debt expense         36,500         -           Realized (gains) on investments         (39)         (1,518)           Unrealized (gains) losses on investments         (2,352)         985           Changes in:         20,507         30,378           Accounts receivable         11,837         (26,507)           Grants and pledges receivable         214,836         (30,378)           Prepaid expenses and other assets         22,519         16,174           Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities:         (514,670)         17,630           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities:         303,960         18,473           Net cash provided by investing activities:         20,493         156,400         -           Principal payments applied to lease liability         (255,855)         -           Principal payments made under note	Decrease in net assets	\$ (172,498)	\$ (144,755)
Depreciation         99,388         102,260           Bad debt expense         36,500         -           Realized (gains) on investments         (39)         (1,518)           Unrealized (gains) losses on investments         (2,352)         985           Changes in:         (26,507)         36,500         -           Accounts receivable         11,837         (26,507)         Grants and pledges receivable         214,836         (30,378)           Prepaid expenses and other assets         22,519         16,174         16,174         16,174           Right of use asset - premises         276,317         -         -         (13,611)         Accounts payable and accrued liabilities         7,356         (13,611)         Advance ticket sales         (514,670)         17,630         Unearned income         (122)         930         Net cash used for operating activities         (15,509)         (78,790)         (78,790)           Cash flows from investing activities:         303,960         18,473         Net cash provided by investing activities         303,960         18,473           Cash flows from financing activities:         25,585)         -         -           Principal payments made under note payable         -         (102,600)           Net cash used for financing activities	Adjustments to reconcile change in net assets to net		
Bad debt expense         36,500         -           Realized (gains) on investments         (39)         (1,518)           Unrealized (gains) losses on investments         (2,352)         985           Changes in:         -         -           Accounts receivable         11,837         (26,507)           Grants and pledges receivable         214,836         (30,378)           Prepaid expenses and other assets         22,519         16,174           Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities:         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities         303,960         18,473           Net cash provided by investing activities:         -         -           Pricepal payments applied to lease liability         (255,855)         -           Principal payments applied to lease liability         (255,855)         -           Principal payments made under note payable         -	cash provided by operating activities:		
Realized (gains) on investments         (39)         (1,518)           Unrealized (gains) losses on investments         (2,352)         985           Changes in:	Depreciation	99,388	102,260
Unrealized (gains) losses on investments         (2,352)         985           Changes in:         30,000 <td< td=""><td>Bad debt expense</td><td>36,500</td><td>-</td></td<>	Bad debt expense	36,500	-
Changes in:         11,837         (26,507)           Grants and pledges receivable         214,836         (30,378)           Prepaid expenses and other assets         22,519         16,174           Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities         303,960         18,473           Cash flows from financing activities:         156,400         -           Proceeds received under loan payable to SBA         156,400         -           Principal payments applied to lease liability         (255,855)         -           Principal payments made under note payable         -         (102,600)           Net cash used for financing activities         (99,455)         (102,600)           Increase (decrease) in cash and cash equivalents         188,996         (162,917)           Cash and cash equivalents at end of year         \$129,574         292,491 <t< td=""><td>Realized (gains) on investments</td><td>(39)</td><td>(1,518)</td></t<>	Realized (gains) on investments	(39)	(1,518)
Accounts receivable         11,837         (26,507)           Grants and pledges receivable         214,836         (30,378)           Prepaid expenses and other assets         22,519         16,174           Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities         303,960         18,473           Cash flows from financing activities:         156,400         -           Principal payments applied to lease liability         (255,855)         -           Principal payments made under note payable         -         (102,600)           Net cash used for financing activities         (99,455)         (102,600)           Increase (decrease) in cash and cash equivalents         188,996         (162,917)           Cash and cash equivalents at beginning of year         129,574         292,491           Cash and cash equivalents at end of year         \$ 318,570         \$ 129,574 </td <td>Unrealized (gains) losses on investments</td> <td>(2,352)</td> <td>985</td>	Unrealized (gains) losses on investments	(2,352)	985
Grants and pledges receivable         214,836         (30,378)           Prepaid expenses and other assets         22,519         16,174           Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net redemption of investments         303,960         18,473           Net cash provided by investing activities:         303,960         18,473           Cash flows from financing activities:         20,000         1,473           Proceeds received under loan payable to SBA         156,400         -           Principal payments applied to lease liability         (255,855)         -           Principal payments made under note payable         -         (102,600)           Net cash used for financing activities         (99,455)         (102,600)           Increase (decrease) in cash and cash equivalents         188,996         (162,917)           Cash and cash equivalents at end of year         318,570         129,574 </td <td>Changes in:</td> <td></td> <td></td>	Changes in:		
Prepaid expenses and other assets         22,519         16,174           Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities         303,960         18,473           Cash flows from financing activities:         Proceeds received under loan payable to SBA         156,400         -           Principal payments applied to lease liability         (255,855)         -           Principal payments made under note payable         -         (102,600)           Net cash used for financing activities         (99,455)         (102,600)           Increase (decrease) in cash and cash equivalents         188,996         (162,917)           Cash and cash equivalents at beginning of year         129,574         292,491           Cash and cash equivalents at end of year         \$ 318,570         \$ 129,574           Supplemental Disclosures:         \$ -         \$ -         \$ -	Accounts receivable	11,837	(26,507)
Right of use asset - premises         276,317         -           Accounts payable and accrued liabilities         7,356         (13,611)           Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities:         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities         303,960         18,473           Cash flows from financing activities:         156,400         -           Proceeds received under loan payable to SBA         156,400         -           Principal payments applied to lease liability         (255,855)         -           Principal payments made under note payable         -         (102,600)           Net cash used for financing activities         (99,455)         (102,600)           Increase (decrease) in cash and cash equivalents         188,996         (162,917)           Cash and cash equivalents at beginning of year         129,574         292,491           Cash and cash equivalents at end of year         \$ 318,570         \$ 129,574           Supplemental Disclosures:           Interest expense         \$ -         \$ -         \$ -	Grants and pledges receivable	214,836	(30,378)
Accounts payable and accrued liabilities         7,356 (514,670) 17,630         17,630 (514,670) 17,630           Unearned income (122) 930         (122) 930         930           Net cash used for operating activities:         (15,509) (78,790)           Cash flows from investing activities:         303,960 18,473           Net cash provided by investing activities         303,960 18,473           Cash flows from financing activities:         156,400 18,473           Proceeds received under loan payable to SBA Principal payments applied to lease liability (255,855) 19         156,400 19           Principal payments made under note payable Principal payments made under note payable Principal payments made under note payable Principal payments at used for financing activities (99,455) (102,600)         188,996 (162,917)           Cash and cash equivalents at beginning of year         188,996 (162,917)           Cash and cash equivalents at end of year         \$318,570 \$129,574           Supplemental Disclosures:           Interest expense         \$ - \$ - \$ -	Prepaid expenses and other assets	22,519	16,174
Advance ticket sales         (514,670)         17,630           Unearned income         (122)         930           Net cash used for operating activities         (15,509)         (78,790)           Cash flows from investing activities:         303,960         18,473           Net cash provided by investing activities         303,960         18,473           Cash flows from financing activities:         Proceeds received under loan payable to SBA         156,400         -           Principal payments applied to lease liability         (255,855)         -         -           Principal payments made under note payable         -         (102,600)           Net cash used for financing activities         (99,455)         (102,600)           Increase (decrease) in cash and cash equivalents         188,996         (162,917)           Cash and cash equivalents at beginning of year         129,574         292,491           Cash and cash equivalents at end of year         \$ 318,570         129,574           Supplemental Disclosures:           Interest expense         \$ - \$ -         -	Right of use asset - premises	276,317	-
Unearned income(122)930Net cash used for operating activities(15,509)(78,790)Cash flows from investing activities:303,96018,473Net cash provided by investing activities303,96018,473Cash flows from financing activities:303,96018,473Proceeds received under loan payable to SBA156,400-Principal payments applied to lease liability(255,855)-Principal payments made under note payable-(102,600)Net cash used for financing activities(99,455)(102,600)Increase (decrease) in cash and cash equivalents188,996(162,917)Cash and cash equivalents at beginning of year129,574292,491Cash and cash equivalents at end of year\$318,570\$129,574Supplemental Disclosures:Interest expense\$ -\$ -	Accounts payable and accrued liabilities	7,356	(13,611)
Net cash used for operating activities:  Cash flows from investing activities:  Net redemption of investments Net cash provided by investing activities  Cash flows from financing activities:  Proceeds received under loan payable to SBA Principal payments applied to lease liability Principal payments made under note payable Net cash used for financing activities  Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Supplemental Disclosures:  Interest expense    156,400   -	Advance ticket sales	(514,670)	17,630
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Net redemption of investments Net cash provided by investing activities  Cash flows from financing activities:  Proceeds received under loan payable to SBA Principal payments applied to lease liability Principal payments made under note payable Net cash used for financing activities  Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Supplemental Disclosures:  Interest expense  303,960 18,473 303,960 18,473 156,400 - 102,600 - 102,600 1	Net cash used for operating activities	(15,509)	(78,790)
Net cash provided by investing activities 303,960 18,473  Cash flows from financing activities:  Proceeds received under loan payable to SBA Principal payments applied to lease liability Principal payments made under note payable Net cash used for financing activities  Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures:  Interest expense  303,960 18,473 156,400 - (102,600) - (102,600) - (102,600) - (102,600) - (102,600) - (102,600) - (102,600) - (102,917) - (102,910)	Cash flows from investing activities:		
Cash flows from financing activities:  Proceeds received under loan payable to SBA Principal payments applied to lease liability (255,855) Principal payments made under note payable Net cash used for financing activities (99,455) Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures: Interest expense  \$ - \$ -	Net redemption of investments	303,960	18,473
Proceeds received under loan payable to SBA Principal payments applied to lease liability (255,855) Principal payments made under note payable Net cash used for financing activities (99,455) Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures: Interest expense  156,400 - 102,600 - 102,600 102,	Net cash provided by investing activities	303,960	18,473
Principal payments applied to lease liability Principal payments made under note payable Net cash used for financing activities  Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures:  Interest expense  (255,855) - (102,600)  188,996 (162,917) 292,491  292,491  \$ 318,570 \$ 129,574	Cash flows from financing activities:		
Principal payments made under note payable Net cash used for financing activities  (99,455) (102,600)  Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures:  Interest expense  - (102,600) - (162,917) - (162,917) - (102,600) - (102,	Proceeds received under loan payable to SBA	156,400	-
Net cash used for financing activities  (99,455) (102,600)  Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures:  Interest expense  (99,455) (102,600)  188,996 (162,917)  292,491  \$ 318,570 \$ 129,574	Principal payments applied to lease liability	(255,855)	-
Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures:  Interest expense  188,996 (162,917) 292,491  \$ 318,570 \$ 129,574	Principal payments made under note payable	-	(102,600)
Cash and cash equivalents at beginning of year  Cash and cash equivalents at end of year  Supplemental Disclosures:  Interest expense  129,574  292,491  \$ 318,570 \$ 129,574	Net cash used for financing activities	 (99,455)	(102,600)
Cash and cash equivalents at end of year  * 318,570 \$ 129,574  Supplemental Disclosures:  Interest expense  * - \$ -	Increase (decrease) in cash and cash equivalents	188,996	(162,917)
Supplemental Disclosures:  Interest expense  \$ - \$ -	Cash and cash equivalents at beginning of year	129,574	292,491
Interest expense \$ - \$ -	Cash and cash equivalents at end of year	\$ 318,570	\$ 129,574
	Supplemental Disclosures:		
Taxes paid \$ 150 \$ 150	Interest expense	\$ -	\$ _
	Taxes paid	\$ 150	\$ 150

See accompanying notes to financial statements

Page 4

# Statement of Functional Expenses For the Year Ended July 31, 2020

(with Summarized Financial Information for the Year Ended July 31, 2019)

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	Performances and				Total	Total
		and	Adminis-	Fund-	Expenses	Expenses
	Pı	oduction	trative	raising	2020	2019
Compensation:						
Salaries, payroll taxes and benefits	\$	791,635	\$ 220,158	\$ 168,458	\$1,180,251	\$1,285,367
Professional fees		99,502	59,703	600	159,805	154,640
Bad debt expense		-	36,500	-	36,500	-
Bank, credit card and investment fees		-	20,885	-	20,885	40,418
Development, events and fundraising		6,769	-	10,309	17,078	46,347
Education		2,200	-	-	2,200	-
Insurance		3,855	1,709	642	6,206	8,518
Marketing and advertising		67,270	-	-	67,270	110,066
Miscellaneous		3,931	5,159	-	9,090	10,423
Occupancy (rent and utilities)		153,846	42,786	32,738	229,370	258,780
Performances and production		86,275	-	-	86,275	149,102
Postage and shipping		1,282	357	273	1,912	5,716
Printing and publications		3,536	983	752	5,271	14,959
Repairs, maintenance and equipment		23,194	6,450	4,936	34,580	44,320
Supplies		1,969	547	419	2,935	3,072
Telephone and systems		26,122	7,265	5,559	38,946	36,257
Travel and hospitality		2,477	689	527	3,693	6,118
Total expenses	\$	1,273,863	\$ 403,191	\$ 225,213	\$1,902,267	\$2,174,103

Notes to Financial Statements
July 31, 2020

## 1. Organization

The Aurora Theatre Company ("Aurora") was incorporated in 1992 as a California tax-exempt, non-profit corporation. Aurora is entering its 27<sup>th</sup> year of operations and is uniquely positioned in downtown Berkeley surrounded by a diverse and active urban community. Audiences consist of theatre patrons from the East Bay, San Francisco, and the greater Northern California area.

# 2. Summary of Significant Accounting Policies

**Basis of Presentation** – The financial statements of Aurora have been prepared on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles ("US GAAP").

**Measure of Operations** – The statements of activities reports all changes in net assets, including changes in net assets from operating and nonoperating activities. Operating activities consist of those items attributable to Aurora's ongoing operations which include a variety of programmatic activities. Nonoperating activities are limited to resources that generate return from interest-bearing deposits and other activities considered to be of a more unusual or nonrecurring nature.

Cash and Cash Equivalents – Cash and cash equivalents include all monies in FDIC-insured bank accounts and highly liquid investments with maturity dates of less than three months. Cash equivalents include short-term interest-bearing investments in money market and liquid asset accounts. The carrying value of cash and cash equivalents approximates fair value because of the short maturities of those financial instruments.

Concentrations of Credit Risk – Financial instruments that potentially subject Aurora to concentrations of credit risk consist principally of cash and cash equivalents and deposits. Aurora maintains its cash and cash equivalents in various bank accounts that, at times, may exceed federally insured limits. Aurora manages deposit concentration risk by placing cash and money market accounts with financial institutions believed to be creditworthy.

To date, Aurora has not experienced losses in any of these accounts. Credit risk associated with accounts receivable and grants receivable is considered to be limited due to high historical collection rates and because substantial portions of the outstanding amounts are due from reputable organizations and foundations supportive of Aurora's mission.

Accounts, Grants and Pledges Receivable – Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Discount amortization, if applicable, is included in contribution revenue. Conditional promises to give are not included as support until the conditions are met.

Aurora determined that no allowance for doubtful uncollectible accounts receivable is needed based on historical experience, an assessment of economic conditions, and a review of subsequent collections. It is the policy of the organization to periodically assess receivables to determine proper carrying value.

Notes to Financial Statements
July 31, 2020

# 2. Summary of Significant Accounting Policies (continued)

**Investments** – Investments are reported at fair value with gains and losses included in the statement of activities and changes in net assets. Aurora follows the provisions of *ASC 958.320, Investments – Debt and Equity Securities of Not-for-Profit Entities* and has estimated the fair value of its investments using available market information and other valuation methodologies. Accordingly, the estimates presented are not necessarily indicative of the amounts that Aurora could realize in a current market exchange. The use of different assumptions and/or estimation methods may have a material effect on the estimated fair value amounts. The estimates are based on pertinent information available to management as of July 31, 2020 and 2019. Although management is not aware of any factors that would significantly affect the estimated fair value amounts, current estimates of fair value may differ significantly from the statements presented, especially in light of the impact on financial markets as a result of COVID-19.

Investments include money market funds, certificates of deposit, and mutual funds. Purchased investments are initially stated at cost. Investments received by gift are recorded at market value at the date of contribution. Investments in equity securities with readily determinable fair values and all investments in debt securities are reported at fair value with gains and losses included on the statement of activities and changes in net assets.

Aurora's investments consist of a diverse mixture of funds established for a variety of purposes. As required by ASC 958.320, net assets associated with investments are classified and reported based on the existence or absence of donor-imposed restrictions. Aurora has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted funds absent explicit donor stipulations to the contrary.

As a result of this interpretation, Aurora classifies as net assets with donor restrictions – in perpetuity (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.

**Comparative Financial Information** – The accompanying financial statements include certain prior-year summarized comparative information in total but not by functional category. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America (GAAP). Accordingly, such information should be read in conjunction with the audited financial statements for the year ended July 31, 2019, from which the summarized information was derived.

**In-Kind Contributions** – In-kind contributions are reflected at the fair value of the contribution received in accordance with *ASC 958.605.30-11*. The contributions of services, equipment, and other materials are recognized if they (a) create or enhance nonfinancial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

**Contributed Services** – Volunteers donate a substantial amount of time to Aurora. While significant in value, these services are not recorded in the financial statements since they are not susceptible to objective measurement or valuation.

Notes to Financial Statements July 31, 2020

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

**Functional Allocation of Expenses** – The costs of providing program and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among services and supporting services benefited. Such allocations are determined by management on an equitable basis. A majority of expenses (such as salaries and related expenses, rent and occupancy, insurance, and other overhead) have been allocated based on time and effort using Aurora's payroll allocations. Other expenses (such as professional fees and other direct costs) have been allocated in accordance with the specific services received from vendors.

**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 certain reported amounts and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Accordingly, actual results could differ from those estimates.

**Unearned Revenue** (Advance Ticket Sales) – Subscriptions for the subsequent August-through-July program season are recorded as advance ticket sales and are recognized as revenue in the subsequent fiscal year.

**Reclassifications** – Certain prior year amounts have been reclassified to conform to fiscal year 2020 presentation. These changes had no impact on previously reported changes in net assets.

**Advertising (Marketing and Promotion)** – Marketing and promotion costs are incurred by Aurora to promote its programs and are expensed as incurred. Marketing and promotion expense amounted to \$67,270 and \$110,066 for the years ended July 31, 2020 and 2019, respectively, and such costs are reflected on the statement of functional expenses.

**Property and Equipment** – Aurora's policy is to record acquisitions of property and equipment at cost or, if donated, at fair market value on the date of donation. Depreciation expense is calculated using the straight-line method over the estimated useful lives which range from five to 40 years. When assets are sold or otherwise disposed of, the cost and related depreciation or amortization are removed from the accounts, and any resulting gain or loss is included in the statements of activities.

Costs of maintenance and repairs are expensed currently. Aurora reviews the carrying values of all assets for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated economic utility and/or future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. Aurora has determined that no long-lived assets were impaired during the years ended July 31, 2020 and 2019.

# Notes to Financial Statements July 31, 2020

# 2. Summary of Significant Accounting Policies (continued)

**Fair Value Measurements** – Fair value is defined as the price that would be received to sell an asset in the principal or most advantageous market for the asset 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. US GAAP establishes a fair value hierarchy that prioritizes investments based on those assumptions.

The fair value hierarchy gives the highest priority to quoted prices in active markets (observable inputs) and the lowest priority to an entity's assumptions (unobservable inputs). Aurora groups assets 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

Unadjusted quoted market prices for identical assets or liabilities in active markets as of the measurement date.

#### Level 2

Other observable inputs, either directly or indirectly, including:

- Quoted prices for similar assets/liabilities in active markets;
- Quoted prices for identical or similar assets in non-active markets;
- Inputs other than quoted prices that are observable for the asset/liability; and,
- Inputs that are derived principally from or corroborated by other observable market data.

#### Level 3

Unobservable inputs that cannot be corroborated by observable market data.

In some cases, the inputs used to measure the fair value of an asset or a liability might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. Assessing the significance of a particular input to entire measurement requires judgment, taking into account factors specific to the asset or liability. The categorization of an asset within the hierarchy is based upon the pricing model of the asset and does not necessarily correspond to our assessment of the quality, risk or liquidity profile of the asset or liability.

**Revenue and Revenue Recognition** – Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met. When applicable, revenue earned under a contractual arrangement (an "exchange transaction") is recognized when earned and therefore measured as services are provided.

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contribution is recognized.

# Notes to Financial Statements July 31, 2020

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

**Net Assets** – Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Thus, net assets and changes therein are classified and reported as follows:

#### Net Assets Without Donor Restrictions

Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has the ability to designate, from net assets without donor restrictions, net assets for certain board-designated purposes, and it has opted to do so as of July 31, 2020 and 2019.

#### Net Assets With Donor Restrictions

Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions can be perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue when the assets are placed in service. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

**Income Taxes** – Aurora is organized as California nonprofit corporation and has been recognized by the IRS as exempt from federal income taxes under IRC Section 501(a) as organizations described in IRC Section 501(c)(3), qualify for the charitable contribution deduction under IRC Sections 170(b)(1)(A)(vi) and (viii), and has been determined not to be private foundations under IRC Sections 509(a)(1) and (3), respectively. Aurora is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS. Aurora is not required to file an Exempt Organization Business Income Tax Return (Form 990-T) because it had no unrelated business taxable income for the years ended July 31, 2020 and 2019.

Aurora has received notification from the Internal Revenue Service and the State of California that it qualifies for tax-exempt status under Section 501(c)(3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code. The exemptions are subject to periodic review by the federal and state taxing authorities and management is confident that Aurora continues to satisfy all federal and state statutes in order to qualify for continued tax exemption status.

**Recent and Relevant Accounting Pronouncements** – The following pronouncements are relevant to Aurora:

In August 2016, the FASB issued *ASU 2016-14*, *Not-for-Profit Entities* (*Topic 958*) – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. Aurora has adjusted the presentation of these statements accordingly.

In February 2016, the FASB issued *ASU 2016-02, Leases (Topic 842) Accounting for Leases*, which requires lessees to recognize leases on-balance sheet and disclose key information about leasing arrangements. Topic 842 was subsequently amended by *ASU No. 2018-01*, *ASU No. 2018-10*, and *ASU No. 2018-11*. This new pronouncement is effective for fiscal years beginning after December 15, 2021, but Aurora has elected early implementation.

Notes to Financial Statements
July 31, 2020

# 2. Summary of Significant Accounting Policies (continued)

## Recent and Relevant Accounting Pronouncements (continued)

The new standard establishes a right-of-use model (ROU) that requires a lessee to recognize a ROU asset and lease liability on the statements of financial position for all leases with a term longer than 12 months. Leases are required to be classified as finance or operating, with classification affecting the pattern and classification of expense recognition in the statements of activities and changes in net assets.

In August 2014, the FASB issued ASU 2014-15, Presentation of Financial Statements—Going Concern (Subtopic 205-40) Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern, which requires an organization's management to evaluate whether there are conditions and events, considered in the aggregate, that raise substantial doubt about an entity's ability to continue as a going concern within one year after the date that the financial statements are issued (or within one year after the date that the financial statements are available to be issued, when applicable). As of November 24, 2020 (the date of the Independent Auditors' Report), Aurora management has made this evaluation and has determined that Aurora has the ability to continue as a going concern.

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. The FASB issued this update to clarify and improve the scope and the accounting guidance for contributions received and contributions made. The amendments in this Update should assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of Topic 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional. Accordingly, Aurora has incorporated these clarifying standards within the audited financial statements.

# 3. Cash and Cash Equivalents

Cash and cash equivalents of \$318,570 and \$129,574 at July 31, 2020 and 2019, respectively, include all funds in banks (cash on hand and noninterest-bearing checking) with original commitment durations of 90 days or less. All cash balances are available for general operating purposes. All cash balances are domiciled in noninterest-bearing cash accounts.

# 4. Accounts, Grants and Pledges Receivable

Accounts, grants and pledges receivable consist of the following at July 31:

	i	2020
Accounts receivable	\$	19,209
Grants and pledges receivable		12,430
Total accounts, grants and pledges receivable	\$	31,639

(continued)

2019

\$

31,046 263,766 294.812

Notes to Financial Statements July 31, 2020

## 4. Accounts, Grants and Pledges Receivable (continued)

Accounts, grants and pledges receivable are generally due from various foundations payable to Aurora within the next fiscal year. Aurora uses the direct write-off method with regards to receivables deemed uncollectible. During the year ended July 31, 2020, Aurora recognized bad debt expense for uncollectible grants and pledges receivable amounting to \$36,500. There were no bad debts for the year ended July 31, 2019. Management has evaluated the receivables as of July 31, 2020 and determined that such amounts are fully collectible based on the financial strength of the donors involved. Accordingly, Aurora has not established an allowance for uncollectible amounts.

#### 5. Investments

Investments consist of the following at July 31:

Money market accounts (earning interest at 0.01% per annum as of July 31, 2020)
Fixed income
Mutual funds
Total investments

2020				2019			
Cost		Fair Value		Cost	Fair Value		
\$	103,317	\$	103,317 \$	343,340	\$	343,340	
	-		-	56,000		56,212	
	39,663		46,064	45,332		51,398	
\$	142,980	\$	149,381 \$	444,672	\$	450,950	

During the years ended July 31, 2020 and 2019, earnings on investments were reinvested. Investments are recorded at cost when purchased. Investments received by gift are recorded at fair value at the date of contribution. Realized and unrealized gains and losses are reflected on the statement of activities and changes in net assets. Realized investment gains amounted to \$39 and \$1,518 for the years ended July 31, 2020 and 2019, respectively. Unrealized investment gains (losses) amounted to \$2,352 and (\$985) for the years ended July 31, 2020 and 2019, respectively.

Aurora has a Finance Committee which has the responsibility for establishing Aurora's return objectives (generally lower rates of return associated with more stable and safer investments) and to define the risk parameters (generally low risk securities, certificates of deposit and mutual funds). The committee routinely oversees investment performances and reviews cash flows necessary to sustain Aurora's operating activities.

Investment net asset composition by type of fund is summarized as follows as of July 31, 2020:

Donor-restricted investment funds Board-designated investment funds Total funds

With	Net Assets Without Donor Restrictions		Net Assets With Donor Restrictions		Total
\$	-	\$	130,469	\$	130,469
	18,912		-		18,912
\$	18,912	\$	130,469	\$	149,381

# Notes to Financial Statements July 31, 2020

# 5. Investments (continued)

Changes in investment net assets for the year ended July 31, 2020 are summarized as follows:

	With	Assets out Donor trictions	W	et Assets ith Donor strictions	Total
Investment net assets at beginning of year	\$	71,555	\$	379,395	\$ 450,950
Investment return:					
Investment income		722		3,829	4,551
Net realized gains		39		-	39
Net unrealized gains		2,352		-	2,352
Total investment return		3,113		3,829	6,942
Transfers and disposition of investments		(44,577)		(248,926)	(293,503)
Satisfaction of investment restrictions		3,829		(3,829)	-
Required appropriation of investments		(15,008)		-	(15,008)
Investment net assets at end of year	\$	18,912	\$	130,469	\$ 149,381

Investment net asset composition by type of fund is summarized as follows as of July 31, 2019:

	Net Assets <i>Without</i> Donor Restrictions		W	et Assets ith Donor estrictions	Total		
Donor-restricted investment funds	\$	-	\$	379,395	\$	379,395	
Board-designated investment funds		71,555		-		71,555	
Total funds	\$	71,555	\$	379,395	\$	450,950	

Changes in investment net assets for the year ended July 31, 2019 are summarized as follows:

		t Assets nout Donor strictions	Wit	t Assets th Donor strictions	Total		
Investment net assets at beginning of year	\$	(6,949)	\$	475,839	\$	468,890	
Investment return:							
Investment income		-		6,116		6,116	
Net realized gains		1,518		-		1,518	
Net unrealized losses		(985)		-		(985)	
Total investment return		533		6,116		6,649	
Transfers and disposition of investments		94,851		(96,444)		(1,593)	
Satisfaction of investment restrictions		6,116		(6,116)		-	
Required appropriation of investments		(22,996)		_		(22,996)	
Investment net assets at end of year	\$	71,555	\$	379,395	\$	450,950	
	<del>-</del>	•		•	/-	+ '   \	

# Notes to Financial Statements July 31, 2020

#### 5. Investments (continued)

#### Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or the Uniform Prudent Management of Institutional Funds Act (UPMIFA) requires Aurora to retain as a fund of perpetual duration. In accordance with ASU 2016-14, deficiencies of this nature would be reported in net assets with donor restrictions. There were no deficiencies of this nature as of July 31, 2020 and 2019. These deficiencies could arise in the future from unfavorable market fluctuations that occur after the investment of new contributions for donor-restricted endowment funds and continued appropriation for certain programs that is deemed prudent by the Finance Committee and the Board of Directors.

#### Return Objectives and Risk Parameters

Aurora has adopted investment and spending policies for investments that attempt to provide a predictable stream of funding to programs supported by its investments while seeking to maintain the purchasing power of all marketable assets. The organization's investments include those assets of donor-restricted funds that Aurora must hold temporarily for a donor-specified period(s) or in perpetuity in accordance with donor instructions. Under this policy, as approved by the Finance Committee and the Board of Directors, the investments are structured in a manner that is intended to produce results that approximate the price and yield results of the general market conditions (Dow Jones Industrial Average) while assuming a moderate level of investment risk. Aurora expects its investments, over time, to provide an average rate of return of between 2% to 4% annually. Actual returns in any given year may vary from this amount.

#### Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, Aurora 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). Aurora targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

# Spending Policy and How the Investment Objectives Relate to Spending Policy

Aurora has periodically appropriated a portion of investments earnings for operations. Aurora currently seeks to promote growth of its investment funds for the purpose of creating a pool of investments that will generate income for support of its operations in the future. In establishing this policy, Aurora considered the long-term expected return on its investments. Accordingly, over the long term, Aurora expects the current spending policy to allow its investments to achieve annual growth. This is consistent with Aurora's objective to maintain the purchasing power of the investments held for a specified term as well as to provide additional real growth through new gifts and investment return.

#### 6. Liquidity

Aurora regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the safeguarding of its available funds. Aurora has various sources of liquidity at its disposal, including cash and cash equivalents and other sources (including the future collection of receivables).

# Notes to Financial Statements July 31, 2020

# 6. Liquidity (continued)

For purposes of analyzing resources available to meet general expenditures over a 12-month period, Aurora considers all expenditures related to its mission, as well as the conduct of services undertaken to support those activities to be general expenditures.

In addition to financial assets available to meet general expenditures over the next 12 months, Aurora anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted resources.

The following table shows the total financial assets held by Aurora and the amounts of those financial assets readily available within one year of the balance sheet date to meet general expenditures:

	2020	2019
Cash and cash equivalents	\$ 318,570 \$	129,574
Investments	149,381	450,950
Accounts receivable	19,209	31,046
Grants and pledges receivable	12,430	263,766
Subtotal	 499,590	875,336
Less: amounts not available to be used within one year:  Net assets with donor restrictions for programs	(15,469)	(95,689)
Financial assets available to meet general expenditures over the next twelve months	\$ 484,121 \$	779,647

Aurora receives a substantial amount of support by way of restricted contributions. Because donor restrictions require resources to be used in a particular manner or in a future period, Aurora must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets from these restricted contributions may not be available for general expenditures within one year.

As part of Aurora's liquidity management, the organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations become due.

#### 7. Fair Value Measurements

Composition of investments utilizing fair value measurements at July 31, 2020 is as follows:

	Totals	Level 1		Level 2		Level 3	
Investments	\$ 149,381	\$	149,381	\$	-	\$ -	
Accounts receivable	19,209		-		19,209	-	
Grants and pledges receivable	12,430		-		12,430	-	
Deposits	25,564		-		-	25,564	
Totals	\$ 206,584	\$	149,381	\$	31,639	\$ 25,564	

Notes to Financial Statements July 31, 2020

#### 7. Fair Value Measurements (continued)

Composition of investments utilizing fair value measurements at July 31, 2019 is as follows:

	Totals	Level 1		Level 2	Level 3	
Investments	\$ 450,950	\$	450,950	\$ -	\$ -	
Accounts receivable	31,046		-	31,046	-	
Grants and pledges receivable	263,766		=	263,766	-	
Deposits	30,983		-	-	30,983	
Totals	\$ 776,745	\$	450,950	\$ 294,812	\$ 30,983	

Fair value measurements establish a fair value hierarchy that prioritizes the input used to measure fair value. This hierarchy consists of three broad levels: (a) Level 1 measurement reflects the value of the investments at quoted prices in active markets for identical assets, generally without any adjustments, (b) Level 2 assets and liabilities are valued based on "observable inputs" other than quoted active market prices, including quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in inactive markets, and interest rates and yield curves, and (c) Level 3 assets and liabilities are valued based on "unobservable inputs," such as a company's own estimates and pricing models.

Assets Classified as Level 3: The significant unobservable inputs used in the fair value measurement of the entity's asset-backed gifts are the estimated future values of the underlying assets. The income approach uses valuation techniques to convert future amounts (for example, cash flows or earnings) to a single present amount (discounted). The measurement is based on the value indicated by current market expectations about those future amounts. Those valuation techniques principally include present value formulas which incorporate certain rate of return assumptions.

#### 8. Property and Equipment

Property and equipment consist of the following at July 31:

	2020	2019		
Leasehold improvements phase I	\$ 2,516,216 \$	2,516,216		
Leasehold improvements phase II	855,366	855,366		
Theatre equipment	120,453	120,453		
Costumes and props	48,065	48,065		
Office equipment	40,345	40,345		
Intangibles	5,000	5,000		
Less: accumulated depreciation	(1,614,495)	(1,515,107)		
Property and equipment, net	\$ 1,970,950 \$	2,070,338		

Depreciation and amortization expense amounted to \$99,388 and \$102,260 for the years ended July 31, 2020 and 2019, respectively.

Notes to Financial Statements July 31, 2020

#### 9. Advance Ticket Sales

Advance ticket sales of \$67,150 and \$581,820 represent unearned revenue at July 31, 2020 and 2019, respectively. Such amounts consist of funds received in advance of certain performances scheduled for Aurora's subsequent fiscal year. Such amounts have been reflected as short-term liabilities and will be recorded as ticket sale revenue on the statement of activities and changes in net assets when the performances are completed.

# 10. Right of Use Asset and Leases

Aurora leases its office and theatre space under a multi-year operating lease (amended in 2007 to include expanded premises) which continues through February 2021. The lease provides for additional five-year options to extend the term of the lease to 2041. The base rent for the triple-net lease (including common area maintenance charges) is \$20,096 per month as of July 31, 2020.

In accordance with ASU 2016-02, Leases, Aurora is required to reflect the present value of future operating lease payments (discounted at an appropriate borrowing rate) as a "Right of Use" asset and a corresponding lease liability. As of July 31, 2020, Aurora has recorded a total lease liability in the amount of \$119,180 (all current) and a corresponding right of use asset for the premises in the amount of \$98,718. As of July 31, 2019, Aurora had a total lease liability in the amount of \$375,035 for its facilities (split between current amount of \$251,918 and noncurrent amount of \$123,117) and a corresponding right of use asset for the premises in the amount of \$375,035. The weighted average discount rate associated with the calculation of the present value of the future lease payments as of July 31, 2020 was 4.0%, which represents Aurora's estimated incremental borrowing rate.

Aurora also leases storage space and certain office equipment under short-term operating lease arrangements. Total rental expense for office space, storage, and equipment amounted to \$202,643 and \$230,679 for the years ended July 31, 2020 and 2019, respectively. Rent expense for the year ending July 31, 2020 includes \$20,462 in amortization of the right of use asset.

Minimum future lease payments for the next five years for all operating leases with terms of one year or more (theatre and equipment) are as follows at July 31, 2020:

Year Ending	Total
July 31, 2021	\$ 141,590

## 11. Union Pension Plans

Aurora is obligated to contribute funds to pension plans on behalf of its actors (Actors' Equity Association) and designers and artists (United Scenic Artists Pension and Welfare). These plans include all union employees covered by a collective bargaining agreement. Contributions to the union-operated plans amounted to \$10,510 and \$24,082 for the years ended July 31, 2020 and 2019, respectively, and are included with salaries, payroll taxes and benefits on the statement of functional expenses.

Notes to Financial Statements July 31, 2020

#### 12. Retirement Plan

Aurora offers employees who are not covered by a collective bargaining agreement the opportunity for participation in a salary reduction retirement plan qualified under Internal Revenue Code Section 401(k). The plan has certain eligibility requirements and accepts rollover contributions, allows hardship distributions, and offers a loan option. Certain employees made contributions out of their gross earnings to the Plan. There were no contributions made to the Plan by Aurora for the years ended July 31, 2020 and 2019.

#### 13. In-Kind Contributions

During the years ended July 31, 2020 and 2019, Aurora was the recipient of a substantial amount of in-kind contributions. The composition of these contributions, as reflected on the statement of activities and changes in net assets, is as follows:

Consumables	
Donated tickets	
Total in-kind contributions	

2020	2019
\$ 102	\$ -
 238,307	17,384
\$ 238,409	\$ 17,384

#### 14. Advertising

Advertising costs are expensed as incurred. Advertising expenses amounted to \$39,903 and \$58,941 for the years ended July 31, 2020 and 2019, respectively, and are reflected as a component of marketing and advertising on the statement of functional expenses.

# 15. Compensated Absences (Accrued Payroll and Related Benefits)

Financial statement presentation follows the recommendations of *ASC 710.25*, *Compensated Absences*. Under ASC 710.25, Aurora is required to record a liability for the estimated amounts of compensation for future absences. Employees are permitted to accrue a specific number of hours of vacation which is payable upon termination of the employee. Sick leave is not paid upon termination. Annual leave accruals are recorded in the financial statements as an accrued liability on the statements of financial position based on hourly rates in effect at the end of the year. Accrued vacation payroll liabilities amounted to \$35,806 and \$34,631 at July 31, 2020 and 2019, respectively, and are included with accounts payable and accrued liabilities on the statements of financial position.

#### 16. Net Assets

#### Net Assets without Donor Restrictions

Net assets without donor restrictions of \$2,071,383 and \$1,994,955 at July 31, 2020 and 2019, respectively, represent the cumulative retained surpluses since the organization's inception.

# Notes to Financial Statements July 31, 2020

#### 16. Net Assets (continued)

The Board has designated a certain portion of net assets without donor restrictions in the amount of \$1,423,523 and \$1,522,911 at July 31, 2020 and 2019, respectively, for the purpose of estimating future capital improvements equal to the book value of property and equipment at the end of each fiscal year. The designated portion is only an estimate of potential future expenditures which might be necessary to replace various components of the organization's infrastructure.

#### Net Assets with Donor Restrictions

Aurora recognizes support from net assets with donor restrictions when the restrictions imposed by the donors have been satisfied or expired. Net assets with donor restrictions consist of the following as of July 31:

	2020		2019	
Restricted for programs, scholarships and other purposes	\$	15,469	\$	95,689
Time-related restrictions from individuals		60,000		147,996
Time-related restrictions from foundations		55,000		135,710
Total net assets with donor restrictions	\$	130,469	\$	379,395

Contributions of net assets with donor restrictions amounted to \$60,000 and \$220,006 for the years ended July 31, 2020 and 2019, respectively. Net assets released from restrictions amounted to \$312,755 and \$322,566 for the years ended July 31, 2020 and 2019, respectively. These amounts were transferred from net assets with donor restrictions to net assets without donor restrictions on the statement of activities and changes in net assets.

#### 17. Related Party Transactions

Certain Aurora board members made monetary contributions totaling \$186,930 and \$205,432 during the years ended July 31, 2020 and 2019, respectively.

#### 18. Commitments and Contingencies

In the normal course of business there are outstanding various commitments and contingent liabilities, such as commitments to enter into contracts and future projects, which are not reflected in the financial statements. Such commitments and contingencies also include risks associated with various economic and operating factors, which include (a) Grant restrictions and donor conditions which obligate Aurora to fulfill certain requirements as set forth in grant instruments, (b) Funding levels which vary based on factors beyond Aurora's control, such as generosity of donors and general economic conditions, (c) Employment and service agreements with key management personnel, and (d) Financial risks associated with funds on deposit at bank and investment brokerage accounts. Management believes that such commitments, contingencies and risks will not have a material adverse effect on the financial statements. Certain of the grants and contracts (including current and prior costs) are subject to audit and final acceptance by the various granting agencies. Management believes that such commitments, contingencies and risks will not have a material adverse effect on the financial statements.

Notes to Financial Statements July 31, 2020

# 19. Loan Payable to SBA Under Payroll Protection Program

During May 2020, Aurora applied for and received \$156,400 in a forgivable loan under the Small Business Administration Paycheck Protection Program ("PPP"). Congress established the PPP to provide relief to small businesses during the coronavirus pandemic as part of the \$2 trillion Coronavirus Aid, Relief, and Economic Security (CARES) Act, P.L. 116-136. This legislation authorized the United States Treasury Department to use the SBA's 7(a) small business lending program to fund loans of up to \$10 million per borrower that qualifying entities can spend to cover payroll, interest, rent, and utilities.

Aurora expended the funds (and continues to utilize the proceeds) for payroll, operating overhead, and other eligible costs in accordance with its agreement with the SBA. Management fully anticipates that it will satisfy the PPP's eligibility and loan forgiveness criteria, enabling the funds to be reclassified from a liability to contributed income.

As of July 31, 2020, loan payable to SBA amounts to \$156,400 on the statements of financial position. Based on the guidance in *FASB ASC 405-20-40-1*, *Liabilities*, the proceeds from the loan will remain recorded as a liability until either (1) the loan is, in part or wholly, forgiven and Aurora has been "legally released" or (2) Aurora pays off the loan to the creditor. Once the loan is, in part or wholly, forgiven and legal release is received, Aurora is instructed to reduce the liability by the amount forgiven and record the forgiven loan as income.

#### 20. COVID-19

In late 2019, an outbreak of a novel strain of coronavirus (COVID-19) has spread across the globe. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic.

The novel coronavirus threat has (a) significantly impacted financial markets, (b) potentially diminished revenue streams, and (c) impacted private enterprises with which Aurora conducts business. Business continuity, including supply chains and consumer demand across a broad range of industries and countries, could be severely impacted for months or beyond as governments and their citizens take significant and unprecedented measures to mitigate the consequences of the pandemic.

Management is carefully monitoring the situation and evaluating its options during this time. These financial statements do not contain any adjustments related to economic losses which may or may not be realized by Aurora as a result of these events.

#### 21. Subsequent Events

In compliance with ASC 855, Subsequent Events, Aurora has evaluated subsequent events through November 24, 2020, the date the financial statements were available to be issued and, in the opinion of management, there are no other subsequent events which need to be disclosed.