

# **MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

## **Financial Statements**

*For the Year Ended December 31, 2018*

*(With Summarized Financial Information for the Year Ended December 31, 2017)*



**and  
Report Thereon**



**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**TABLE OF CONTENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

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	<i><b>Page</b></i>
Independent Auditors' Report.....	1-2
Financial Statements	
Statement of Financial Position .....	3
Statement of Activities .....	4
Statement of Functional Expenses .....	5
Statement of Cash Flows.....	6
Notes to Financial Statements.....	7-28

## INDEPENDENT AUDITORS' REPORT

To the Board of Regents of the  
Mount Vernon Ladies' Association of  
the Union

We have audited the accompanying financial statements of the Mount Vernon Ladies' Association of the Union (the Association), which comprise the statement of financial position as of December 31, 2018, and the related statements of activities, functional expenses 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 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.

Continued

- 1 -

## **Opinion**

In our opinion, the 2018 financial statements referred to above present fairly, in all material respects, the financial position of the Mount Vernon Ladies' Association of the Union as of December 31, 2018, 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.

## **Other Matter**

### *Report on Summarized Comparative Information*

The Association's 2017 financial statements were audited by Raffa, P.C., whose practice was combined with Marcum LLP as of October 1, 2018, and whose report dated May 15, 2018, expressed an unmodified opinion on those statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Marcum LLP*

Washington, DC  
May 22, 2019

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**  
**STATEMENT OF FINANCIAL POSITION**  
**December 31, 2018**  
**(With Summarized Financial Information as of December 31, 2017)**

	2018	2017
<b>ASSETS</b>		
Cash and cash equivalents	\$ 15,547,705	\$ 16,971,121
Investments	157,077,533	171,897,084
Accounts receivable	853,485	829,171
Promises to give, net	17,216,009	7,176,275
Inventories, net	2,827,290	2,752,572
Prepaid expenses and other assets	771,031	233,281
Split-interest agreements	2,409,593	2,690,229
Note receivable	500,000	500,000
Property and equipment, net	86,276,261	88,840,078
Capital projects in process	2,557,739	3,278,338
	<b>\$ 286,036,646</b>	<b>\$ 295,168,149</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 4,053,962	\$ 4,209,175
Deferred income	328,428	391,870
Bonds payable	15,000,000	15,000,000
Interest rate swap agreement	4,606,515	5,406,892
Other liabilities	1,388,515	1,459,113
	<b>25,377,420</b>	<b>26,467,050</b>
<b>Net Assets</b>		
Without donor restriction	127,276,014	134,668,433
With donor restriction	133,383,212	134,032,666
	<b>260,659,226</b>	<b>268,701,099</b>
	<b>TOTAL NET ASSETS</b>	<b>268,701,099</b>
	<b>\$ 286,036,646</b>	<b>\$ 295,168,149</b>

The accompanying notes are an integral part of these financial statements.

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**STATEMENT OF ACTIVITIES**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

	Without Donor Restrictions	With Donor Restrictions	2018 Total	2017 Total
<b>OPERATING REVENUE AND SUPPORT</b>				
Contributions	\$ 11,216,158	\$ 15,365,793	\$ 26,581,951	\$ 11,056,984
Admission fees	14,482,783	-	14,482,783	15,074,747
Product sales	8,999,878	-	8,999,878	8,945,220
Food sales	7,602,492	-	7,602,492	7,956,625
Other income	1,849,306	-	1,849,306	1,180,189
Appropriations from endowments	1,181,000	4,313,996	5,494,996	6,638,302
Net assets released from restrictions	7,319,660	(7,319,660)	-	-
<b>TOTAL OPERATING REVENUE AND SUPPORT</b>	<u>52,651,277</u>	<u>12,360,129</u>	<u>65,011,406</u>	<u>50,852,067</u>
<b>EXPENSES</b>				
Program Services:				
Education	33,229,686	-	33,229,686	32,367,967
Preservation	15,391,839	-	15,391,839	16,267,212
<b>Total Program Services</b>	<u>48,621,525</u>	<u>-</u>	<u>48,621,525</u>	<u>48,635,179</u>
Support Services:				
Management and general	3,753,361	-	3,753,361	3,756,760
Fundraising	3,942,655	-	3,942,655	3,559,394
<b>Total Support Services</b>	<u>7,696,016</u>	<u>-</u>	<u>7,696,016</u>	<u>7,316,154</u>
<b>TOTAL EXPENSES</b>	<u>56,317,541</u>	<u>-</u>	<u>56,317,541</u>	<u>55,951,333</u>
<b>CHANGE IN NET ASSETS FROM OPERATIONS</b>	(3,666,264)	12,360,129	8,693,865	(5,099,266)
<b>NONOPERATING ACTIVITIES</b>				
Investment return, net	(3,303,367)	(8,414,952)	(11,718,319)	29,854,194
Endowment funds appropriated for operations	(1,181,000)	(4,313,996)	(5,494,996)	(6,638,302)
Change in value of interest rate swap agreement	800,377	-	800,377	247,853
Change in value of split-interest agreements	-	(280,635)	(280,635)	243,105
Loss on disposal of property and equipment	(42,165)	-	(42,165)	(38,008)
<b>CHANGE IN NET ASSETS</b>	<u>(7,392,419)</u>	<u>(649,454)</u>	<u>(8,041,873)</u>	<u>18,569,576</u>
<b>NET ASSETS, BEGINNING OF YEAR, AS RESTATED</b>	<u>134,668,433</u>	<u>134,032,666</u>	<u>268,701,099</u>	<u>250,131,523</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 127,276,014</u>	<u>\$ 133,383,212</u>	<u>\$ 260,659,226</u>	<u>\$ 268,701,099</u>

The accompanying notes are an integral part of these financial statements.

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**STATEMENT OF FUNCTIONAL EXPENSES**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 30, 2017)**

	Program Services			Supporting Services			2018 Total	2017 Total
	Education	Preservation	Total Program Services	General and Administrative	Fundraising	Total Supporting Services		
Compensation	\$ 11,560,002	\$ 4,940,003	\$ 16,500,005	\$ 1,643,960	\$ 1,216,105	\$ 2,860,065	\$ 19,360,070	\$ 19,256,929
Employee benefits	3,062,176	1,308,273	4,370,449	222,880	319,461	542,341	4,912,790	4,747,880
Employee costs – total	14,622,178	6,248,276	20,870,454	1,866,840	1,535,566	3,402,406	24,272,860	24,004,809
Cost of goods sold	6,184,369	-	6,184,369	-	-	-	6,184,369	6,394,336
Depreciation and amortization	2,837,299	2,466,535	5,303,834	274,059	274,059	548,118	5,851,952	5,804,587
Repairs and maintenance	1,722,976	2,759,900	4,482,876	32,268	41	32,309	4,515,185	3,802,666
Professional services	1,127,767	620,171	1,747,938	676,489	466,068	1,142,557	2,890,495	2,950,013
Supplies	1,024,016	725,758	1,749,774	289,135	76,956	366,091	2,115,865	2,157,320
Events	1,215,102	67,839	1,282,941	11,730	482,415	494,145	1,777,086	1,443,067
Printing and copying	678,635	110,566	789,201	88,011	537,823	625,834	1,415,035	1,137,170
Utilities and telecommunications	600,663	600,663	1,201,326	66,740	66,740	133,480	1,334,806	1,304,753
Advertising	721,582	308,070	1,029,652	9,134	1,797	10,931	1,040,583	1,164,933
Acquisitions	-	497,879	497,879	-	-	-	497,879	1,299,798
Credit card fees	532,431	-	532,431	383	118,998	119,381	651,812	652,935
Interest expense	239,332	358,997	598,329	-	-	-	598,329	586,813
Travel and lodging	268,761	201,844	470,605	11,871	29,252	41,123	511,728	448,511
Other expenses	1,454,575	425,341	1,879,916	426,701	352,940	779,641	2,659,557	2,799,622
<b>TOTAL EXPENSES</b>	<b>\$ 33,229,686</b>	<b>\$ 15,391,839</b>	<b>\$ 48,621,525</b>	<b>\$ 3,753,361</b>	<b>\$ 3,942,655</b>	<b>\$ 7,696,016</b>	<b>\$ 56,317,541</b>	<b>\$ 55,951,333</b>

The accompanying notes are an integral part of these financial statements.

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**STATEMENT OF CASH FLOWS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

	2018	2017
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (8,041,873)	\$ 18,569,576
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Change in discount on promises to give	322,715	(2,664)
Write-off of pledge receivable	450,000	-
Loss on disposal of property and equipment	42,165	38,008
Depreciation and amortization expense	5,851,952	5,901,301
Realized and unrealized losses (gains) on investments and split-interest agreements	15,547,182	(25,632,762)
Cash received for endowment	(1,770,910)	(1,975,768)
Proceeds from sales of collection items	(4,478)	(9,984)
Cash disbursed for historical collections	447,879	1,293,338
Change in value of interest rate swap agreement	(800,377)	(247,853)
Changes in assets and liabilities:		
Accounts receivable	(24,314)	(8,303)
Promises to give	(10,812,449)	3,800,336
Inventories	(74,718)	8,258
Prepaid expenses and other assets	(537,750)	197,400
Accounts payable and accrued expenses	(175,136)	(534,617)
Deferred income	(63,442)	128,202
Other liabilities	(70,598)	(111,187)
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<b>285,848</b>	<b>1,413,281</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of property, equipment and capital projects in process	(2,589,778)	(4,708,652)
Proceeds from sale of land, net of selling expenses	-	496,516
Purchases of investments	(9,094,337)	(11,100,390)
Proceeds from sales of investments	8,647,342	18,736,423
Cash disbursed for historical collections	(447,879)	(1,293,338)
Proceeds from sales of collection items	4,478	9,984
<b>NET CASH (USED IN) PROVIDED BY INVESTING ACTIVITIES</b>	<b>(3,480,174)</b>	<b>2,140,543</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Cash received for endowment	1,770,910	1,975,768
<b>NET CASH PROVIDED BY FINANCING ACTIVITIES</b>	<b>1,770,910</b>	<b>1,975,768</b>
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(1,423,416)</b>	<b>5,529,592</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	<b>16,971,121</b>	<b>11,441,529</b>
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>	<b>\$ 15,547,705</b>	<b>\$ 16,971,121</b>
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Cash paid for interest	\$ 598,329	\$ 586,813
<b>NONCASH INVESTING ACTIVITIES</b>		
Property, equipment and capital projects in process included in accounts payable	\$ 455,477	\$ 435,554
Collection items purchased included in accounts payable	\$ 50,000	\$ -

The accompanying notes are an integral part of these financial statements.



# MOUNT VERNON LADIES' ASSOCIATION OF THE UNION

## NOTES TO FINANCIAL STATEMENTS

For the Year Ended December 31, 2018

(With Summarized Financial Information for the Year Ended December 31, 2017)

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### 1. Organization and Summary of Significant Accounting Policies

#### **Organization**

The Mount Vernon Ladies' Association of the Union (the Association) is a 501(c)(3) nonprofit corporation founded in 1853 by Ann Pamela Cunningham. The mission of the Association is to preserve, restore and manage the estate of George Washington to the highest standards and to educate visitors and people throughout the world about the life and legacies of George Washington, so that his example of character and leadership will continue to inform and inspire future generations.

#### **Basis of Accounting**

The financial statements have been prepared using the accrual basis of accounting. Revenue, other than contributions, is recognized when earned; expenses are recorded when the obligation is incurred. Contributions are recorded as without donor restrictions or with donor restrictions depending upon the existence and/or nature of donor-imposed restrictions. All donor-restricted contributions are reported initially as an increase in donor-restricted net assets and then reclassified to net assets without donor restrictions when restrictions have been met.

#### **Cash and Cash Equivalents**

Cash and cash equivalents include demand deposits and money market accounts and all highly liquid investments with initial maturities of three months or less. Cash and cash equivalents held in investment accounts are excluded, as they are considered to be held for long-term purposes.

#### **Accounts Receivable**

Trade receivables are carried at original invoice amounts less an estimate made for doubtful receivables based on the review of all outstanding amounts on a monthly basis. Management determines the allowance for doubtful accounts by reviewing all outstanding receivables for possible uncollectibility. Receivables are charged to the allowance account when deemed uncollectible.

#### **Promises to Give**

Unconditional promises to give are recorded at their fair value. For those due in more than one year, fair value is estimated by discounting estimated future cash flows at rates approximating the current rate for risk-free returns. Management determines the allowance for doubtful pledges by reviewing all outstanding pledges for possible uncollectibility. Pledges are charged to the allowance account when deemed uncollectible.

#### **Inventories**

Inventories consist of gift shop and food service items and are valued at net realizable value. Management periodically adjusts the value for slow-moving or obsolete inventory.

# MOUNT VERNON LADIES' ASSOCIATION OF THE UNION

## NOTES TO FINANCIAL STATEMENTS

For the Year Ended December 31, 2018

(With Summarized Financial Information for the Year Ended December 31, 2017)

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### 1. Organization and Summary of Significant Accounting Policies (continued)

#### Investments

Investments consist of cash equivalents, fixed-income investments, equity investments, and hedge and private equity funds. These investments are recorded in the accompanying statement of financial position at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability through an orderly transaction between market participants at the measurement date. Purchases and sales are reflected on a trade date basis. Interest, dividends and realized gains or losses are recorded when earned. Changes in the fair value of the portfolio are recorded as unrealized gains or losses. Donated investments are recorded as contributions based on their fair value at the date of donation.

The Association maintains investment accounts for its endowment funds. Realized and unrealized gains and losses, and interest and dividends from the investment accounts, are allocated monthly to the individual endowment funds based on the relationship of the fair value of each endowment to the total fair value of the investment accounts, as adjusted for additions to or deductions from these accounts.

#### Fair Value of Financial Instruments

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 820, *Fair Value Measurement*, defines fair value, establishes a framework for measuring fair value in accordance with accounting principles generally accepted in the United States of America (GAAP) and requires disclosures about fair value measurement for assets and liabilities measured at fair value on a recurring basis. The ASC emphasizes that fair value is a market-based measurement, not an entity-specific measurement, and therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurement, the ASC established a fair value hierarchy based upon the transparency of the inputs to the valuation of an asset or liability. These inputs may be observable, whereby market participant assumptions are developed based on market data obtained from independent sources, and unobservable, whereby market participant assumptions are developed by the reporting entity based on the best information available in the circumstances.

The three levels of the fair value hierarchy are described as follows:

*Level 1* – Inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.

*Level 2* – Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly, such as quoted prices for similar assets or liabilities in active markets.

*Level 3* – Unobservable inputs for the asset or liability, including the reporting entity's own assumptions in determining the fair value measurement.

Continued

# MOUNT VERNON LADIES' ASSOCIATION OF THE UNION

## NOTES TO FINANCIAL STATEMENTS

For the Year Ended December 31, 2018

(With Summarized Financial Information for the Year Ended December 31, 2017)

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### 1. Organization and Summary of Significant Accounting Policies (continued)

#### **Fair Value of Financial Instruments (continued)**

The following methods and assumptions were used to estimate the fair value of each class of financial instrument for which it is practical to estimate that value:

*Cash and cash equivalents* – For cash and cash equivalents, the carrying amount is a reasonable estimate of fair value.

*Investments* – For securities held for investment purposes, fair values are based on quoted market prices. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities. Certain hedge and private equity funds are reported at estimated fair values. The estimated fair value of investments in hedge and private equity funds, which are not readily marketable, is based on the ownership percentage of the underlying fund as of the measurement date. The funds value underlying securities and other financial instruments on a fair value basis of accounting. The estimated fair values of certain investments of the underlying investment funds, which may include private placements and other securities for which prices are not readily available, are determined by the investment manager of the fund, and may not reflect amounts that could be realized upon immediate sale nor amounts that may be ultimately realized. The Association follows the fair value measurement provisions of FASB ASC Topic 820, *Fair Value Measurement, Disclosures for Investments in Certain Entities That Calculate Net Asset Value (NAV) per Share (or Its Equivalent)*, and therefore has not classified its investment funds measured at NAV within the fair value hierarchy.

*Promises to give* – Fair value is estimated based on the donor's verifiable pledge. For pledges due in greater than one year, fair value is estimated by discounting estimated future cash flows at rates approximating the current rate for risk-free returns on the date of the gift. Fair value is adjusted for the allowance for doubtful promises to give.

*Bonds payable* – The fair value of the variable-rate bonds is the amount payable at the reporting date.

*Interest rate swap agreement* – The fair value of the interest rate swap agreement is estimated using valuation methodologies with current market interest rate data adjusted for interest credit risk.

#### **Property and Equipment and Related Depreciation and Amortization**

Property and equipment used to conduct the business of the Association are recorded on the statement of financial position of the Association at cost, with depreciation computed on a straight-line basis over the estimated useful life of each asset. The Association capitalizes all buildings, building improvements and exhibitions with an original cost of \$250,000 or greater and equipment, furniture and computer software with an original cost of \$125,000 or greater and a useful life of more than one year. The cost of property and equipment retired or disposed of

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

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**1. Organization and Summary of Significant Accounting Policies (continued)**

**Property and Equipment and Related Depreciation and Amortization (continued)**

is removed from the accounts along with the related accumulated depreciation or amortization, and any gain or loss is reflected in revenue and support, or expenses, in the accompanying statement of activities. Major additions are capitalized while replacements, maintenance and repairs that do not improve or extend the lives of the respective assets are expensed as incurred.

**Capital Projects in Process**

Capital projects in process consist of various construction projects and are stated at cost.

**Impairment of Long-Lived Assets**

The Association reviews its long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. If the fair value is less than the carrying value of an asset, an impairment loss is recognized for the difference. The Association did not record an impairment loss during the year ended December 31, 2018.

**Split-Interest Agreements**

The Association's split-interest agreements with donors consist of charitable gift annuities, a pooled income fund and a perpetual trust held by a third party.

The Association initially records revenue from charitable annuity contributions in the year in which the agreement is executed. The amount of the revenue recognized in the first year is the difference between the amount of the assets received and the fair value of the future cash flows expected to be paid to the designated beneficiaries. In succeeding years, revenue is recorded for the reduction in the present value of future cash payments to the beneficiaries.

The charitable gift annuity assets are included in investments and the liabilities are included in other liabilities in the accompanying statement of financial position.

**Historical Properties and Collections**

Historical properties and collections owned by the Association have been acquired through purchases and contributions since the Association's inception. These historical properties and collections are not included as assets in the statement of financial position. The cost of the properties is not readily available, and the Association is of the opinion that, because of the intrinsic value of the properties, it is impractical to assign values to the components.

In conformity with accounting policies generally followed for historical properties, the value of collections as well as repairs and improvements to the historical property have been excluded from the statement of financial position.

Continued

# MOUNT VERNON LADIES' ASSOCIATION OF THE UNION

## NOTES TO FINANCIAL STATEMENTS

For the Year Ended December 31, 2018

(With Summarized Financial Information for the Year Ended December 31, 2017)

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### 1. Organization and Summary of Significant Accounting Policies (continued)

#### **Historical Properties and Collections (continued)**

Purchases of collection items are recorded as decreases in net assets without donor restriction in the year in which the items are acquired, or as decreases in net assets with donor restriction if the assets used to purchase the items are restricted by donors. The financial statements do not reflect any contributed collection items.

#### **Derivative Financial Instruments and Hedging Activities**

During the years ended December 31, 2018 and 2017, the Association had an interest rate swap outstanding that is used to mitigate the economic impact of changes in interest rates. The Association does not enter into derivative transactions for trading or other speculative purposes. The swap is designated as a cash flow hedge and is being used to offset the risk of changes in cash flows associated with benchmark interest payments on its variable rate bonds.

#### **Classification of Net Assets**

The Association's net assets, support and revenue, expenses, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Association are classified and reported as follows:

- *Without donor restrictions* – Net assets without donor restrictions represent the portion of expendable funds that are available for any purpose in performing the primary objectives of the Association at the discretion of the Association's management and the Board of Directors (the Board). The Board has designated a portion of these net assets for specific purposes, which makes them unavailable for use at management's discretion. The Board has designated \$31,951,991 of net assets without donor restrictions to secure the Association's long-term financial viability.
- *With donor restrictions* – Net assets with donor restrictions represent funds that are specifically restricted by donors for use in various programs and/or for specific periods of time. These donor restrictions can be temporary in nature in that they will be met by actions of the Association or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated that the funds be maintained in perpetuity.

#### **Revenue Recognition**

The Association recognizes all unconditional promises to give in the period in which the commitment is made and the value is measurable. Contributions received are recorded without donor restrictions or with donor restrictions depending on the existence and/or nature of donor restrictions. All unconditional promises to give are considered to be available for use unless specifically noted by the donor. Amounts received that are designated for future periods or restricted for specific purposes are recorded with donor restrictions.

# MOUNT VERNON LADIES' ASSOCIATION OF THE UNION

## NOTES TO FINANCIAL STATEMENTS

For the Year Ended December 31, 2018

(With Summarized Financial Information for the Year Ended December 31, 2017)

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### 1. **Organization and Summary of Significant Accounting Policies (continued)**

#### **Revenue Recognition (continued)**

Unconditional promises to give that are expected to be collected within a year are recorded at their fair value. Unconditional promises to give that are expected to be collected in future years are recorded at their estimated fair value by discounting expected future cash flows at rates approximating the current rate for risk-free returns. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

The Association recognizes revenue related to admission fees, product sales and food sales when earned.

#### **Functional Allocation of Expenses**

The costs of providing programs and other activities have been summarized on a functional basis in the accompanying statement of functional expenses. Expenses directly attributed to a specific functional category of the Association are reported as expenses of that functional category, while shared costs that benefit multiple functional categories, which include depreciation and amortization, repairs and maintenance and utilities and telecommunications, have been allocated among the functional categories based on estimates determined by management to be equitable.

#### **Estimates**

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### **Contributed Services and Donated Assets**

A substantial number of unpaid volunteers have made significant contributions of their time and skills to supplement the Association's programs, principally in educational, archaeological and maintenance projects, as well as in certain administrative functions. The value of this contributed time is not reflected in these statements.

Noncash contributions of goods and services, other than donations to the collection, are recorded at fair value on the date of the gift.

#### **Measurement of Operations**

Operating revenue and expenses generally reflect those revenues and expenses that management can influence, including annual authorized operating support from the endowment based on the spending formula established by the Association's Board.

Nonoperating activities include investment returns, endowment fund appropriations, unrealized gains or losses from the interest rate swap agreement, change in value of split-interest agreements, and loss on disposal of property and equipment.

Continued

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**1. Organization and Summary of Significant Accounting Policies (continued)**

**Recent Accounting Pronouncement**

In August 2016, FASB issued Accounting Standards Update No. 2016-14 (ASU 2016-14), *(Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. This guidance is intended to improve the net asset classification requirements and the information presented in the financial statements and notes about a not-for-profit entity's liquidity, financial performance, and cash flows. Main provisions of this guidance include: presentation of two classes of net assets versus the previously required three; and recognition of underwater endowment funds as a reduction in net assets with donor restrictions. The guidance also requires enhanced disclosures for composition of net assets without donor restrictions, liquidity, and the presentation of expenses by both their natural and functional classification.

ASU 2016-14 is effective for the Association's fiscal year ended December 31, 2018. A presentation of net assets as previously reported as of December 31, 2017 as required under ASU 2016-14 is as follows:

<u>Net Asset Classification</u>	<u>As Previously Presented</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total Net Assets</u>
Unrestricted	\$ 102,568,814	\$ 102,568,814	\$ -	\$ 102,568,814
Board-designated	31,740,300	31,740,300	-	31,740,300
Temporarily restricted	92,122,324	-	92,122,324	92,122,324
Permanently restricted	<u>42,269,661</u>	<u>-</u>	<u>42,269,661</u>	<u>42,269,661</u>
Net Assets as Previously Presented	<u>\$ 268,701,099</u>	134,309,114	134,391,985	268,701,099
Restatement due to change in accounting for underwater endowments		<u>359,319</u>	<u>(359,319)</u>	<u>-</u>
Net Assets as Restated		<u>\$ 134,668,433</u>	<u>\$134,032,666</u>	<u>\$ 268,701,099</u>

Continued

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**2. Promises to Give**

Unconditional promises to give as of December 31, 2018 and 2017, were as follows:

	<u>2018</u>	<u>2017</u>
Future operating expenses	\$ 8,000,000	\$ -
Capital projects and other	5,363,664	1,861,082
Life insurance	2,150,000	2,150,000
Preservation	2,006,747	2,055,910
Education	<u>755,850</u>	<u>1,846,810</u>
Promises to Give Before Unamortized Discount	18,276,261	7,913,802
Less: Unamortized Discounts between 1.76% and 2.63%	<u>(1,060,252)</u>	<u>(737,527)</u>
Promises to Give, Net	<u>\$ 17,216,009</u>	<u>\$ 7,176,275</u>
	<u>2018</u>	<u>2017</u>
Amounts due in:		
Less than one year	\$ 7,868,927	\$ 2,772,802
One to five years	7,513,416	3,900,553
Thereafter	<u>1,833,666</u>	<u>502,920</u>
Total	<u>\$ 17,216,009</u>	<u>\$ 7,176,275</u>

All amounts were deemed to be fully collectible as of December 31, 2018 and 2017.

**3. Investments**

Investments consisted of the following as of December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Cash equivalents	\$ 157,028	\$ 517,672
Fixed-income investments	31,155,360	31,056,929
Equity investments	115,302,709	128,128,280
Hedge and private equity funds	<u>10,462,436</u>	<u>12,194,203</u>
Total Investments	<u>\$ 157,077,533</u>	<u>\$ 171,897,084</u>

Continued



**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**3. Investments (continued)**

The following summarizes investment return and its classification in the statement of activities, in accordance with the Association's endowment spending policy as disclosed in Note 13, for the years ended December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Realized and unrealized gains (losses)	\$ (15,266,547)	\$ 25,389,658
Interest and dividends, net	<u>3,548,228</u>	<u>4,464,536</u>
Investment Return	<u>\$ (11,718,319)</u>	<u>\$ 29,854,194</u>

Interest and dividend income is presented net of \$92,151 and \$88,873 of investment expenses for the years ended December 31, 2018 and 2017, respectively.

**4. Note Receivable**

In August 2013, the Association accepted a note receivable from a company owned by a donor as payment of a pledge by that donor. The interest rate on the note is 3.3%. Interest will be paid quarterly and the full principal of the note is scheduled to be paid on August 1, 2023. As of December 31, 2018 and 2017, the principal balance on the note was \$500,000.

**5. Property and Equipment and Accumulated Depreciation and Amortization**

The Association's property and equipment consisted of the following as of December 31, 2018 and 2017:

	<u>Estimated Useful Lives</u>	<u>2018</u>	<u>2017</u>
Buildings	40 years	\$ 83,732,861	\$ 84,576,296
Building improvements	10-20 years	30,787,260	31,690,825
Exhibitions	2-10 years	5,137,781	5,017,209
Equipment and furniture	5-7 years	44,126,860	46,157,440
Computer software	3-4 years	<u>2,156,541</u>	<u>2,928,732</u>
Total Property and Equipment		165,941,303	170,370,502
Less: Accumulated Depreciation and Amortization		<u>(79,665,042)</u>	<u>(81,530,424)</u>
Property and Equipment, Net		<u>\$ 86,276,261</u>	<u>\$ 88,840,078</u>

Depreciation and amortization expense for the years ended December 31, 2018 and 2017 was \$5,851,952 and \$5,804,587, respectively.

## **MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

### **NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

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#### **6. Historical Properties and Collections**

The Association's collections consist of land, the mansion and related historic outbuildings, decorative arts collections, historic books and manuscripts, memorabilia, and support buildings that are held for the preservation and educational purposes of the Association. Each of the items is preserved and cared for, and assessments of their condition are performed continually. In accordance with the Association's policies various items held in the collections were deaccessioned and sold at auction during the years ended December 31, 2018, and 2017. All proceeds from the sale of deaccessioned collections items are recorded as with donor restriction and are expended to purchase new items for the collections.

#### **7. Bonds Payable**

In June 2007, the Fairfax County Economic Development Authority (FCEDA) issued \$15,000,000 in variable rate unsecured revenue bonds, expiring in June 2037, for the benefit of the Association. The bonds bear interest at a weekly variable rate. The net proceeds of the bonds are restricted for financing all or part of (i) refund of the FCEDA Series 1998 revenue bonds used for cost of construction, renovation, acquisition and capital improvements at Mount Vernon; \$2,143,956 of bonds payable that was outstanding as of December 31, 2006, and was repaid during this \$15,000,000 bond issuance; (ii) reimbursing the borrower for capital expenditures from September 1, 2006, through the date of issuance related to the construction, renovation, acquisition and capital improvement costs; (iii) financing new cost of construction and (iv) other associated expenditures to the extent that they can be refinanced, including costs of issuance and credit enhancements. To facilitate the issuance of the bonds, FCEDA entered into an agreement with U.S. Bank (Trustee) and SunTrust Bank (the credit facility), such that the bonds would be payable from an irrevocable direct-pay letter of credit, issued by SunTrust Bank. The letter of credit is guaranteed by the Association. At December 31, 2018 and 2017, the amount of the letter of credit was \$15,200,000. The letter of credit, among other provisions, requires the Association to meet certain financial ratio tests, restricts liens of any kind and the acquisition of additional loans, and expires in June 2019 with a renewal option.

In connection with the bond issuance, the Association entered into a floating-to-fixed interest rate swap agreement with SunTrust Bank, providing for an interest rate no higher than 3.86% applied to a notional amount equal to \$15,000,000. The underlying rate is based upon 67% of monthly USD British Bankers' Association London Interbank Offered Rate. The swap was effective on July 1, 2007, and terminates July 1, 2037. The interest rate swap qualifies as a derivative financial instrument, and is used to mitigate the effect of interest rate fluctuations. The swap is reported at fair value on the statement of financial position as a liability in the amount of \$4,606,515 and \$5,406,892 as of December 31, 2018 and 2017, respectively. During the years ended December 31, 2018 and 2017, the Association recorded a noncash gain of \$800,377 and \$247,853, respectively, on the change in derivative valuation due to interest rate fluctuations.

The outstanding bonds payable of \$15,000,000, as of December 31, 2018 and 2017, are due in one lump sum payment in June 2037. Interest expense for the Association for the years ended December 31, 2018 and 2017, was \$598,329 and \$586,813, respectively.

**Continued**

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**8. Gift Annuities**

The Association has received a number of gift annuities from various donors over the years. Under the terms of annuity agreements, each donor will receive a fixed quarterly payment over the term of the donor's life. As of December 31, 2018 and 2017, the Association has recorded a liability totaling \$1,261,492 and \$1,329,553, respectively, which is equal to the present value of the future distributions payable to the various donors. This amount is included in other liabilities in the statements of financial position as of December 31, 2018 and 2017.

**9. Pooled Income Fund**

The Association is a trustee for the Pooled Income Fund (the Fund), a fund within the meaning of Section 642(c)(5) of the Internal Revenue Code (the IRC) of 1986. The Fund makes it possible for those interested in the advantages of life income gifts (charitable remainder trusts) to fund such gifts initially with \$10,000 or more and to make additions to such gifts in amounts of \$5,000 or more. The Fund provides a way for individuals to make gifts to the Association while allowing the donor, or designated beneficiary of the donor, to receive lifetime income earned on the donated funds. In the statement of financial position, the assets of the fund are included in split-interest agreements at their fair value and the liabilities are included in other liabilities at their net present value using discount rates between 2% and 2.2%. The net balance as of December 31, 2018 and 2017, was \$443,583 and \$462,404, respectively.

**10. Net Assets**

**Net Assets Without Donor Restrictions**

As of December 31, 2018, the Association's net assets without donor restrictions were composed of:

	<u>2018</u>	<u>2017</u>
Undesignated	\$ 6,490,023	\$ 10,809,717
Investment in property and equipment and capital projects in process	<u>88,834,000</u>	<u>92,118,416</u>
Board-designated:		
Quasi-endowment	29,804,942	29,663,579
Preservation	<u>2,147,049</u>	<u>2,076,721</u>
Board-Designated Subtotal	<u>31,951,991</u>	<u>31,740,300</u>
Total Net Assets Without Donor Restrictions	<u>\$127,276,014</u>	<u>\$134,668,433</u>

During 2018 and 2017, the Board approved net transfers from the Board quasi-endowment of \$1,181,000 and \$1,023,509, respectively, to support operations. Per board policy, realized undesignated bequests of \$3,424,320 and \$432,886, were transferred into the Board quasi-endowment in 2018 and 2017, respectively.

Continued

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**10. Net Assets (continued)**

**Net Assets With Donor Restrictions**

As of December 31, 2018 and 2017, net assets with donor restrictions were restricted for the following purposes or period:

	2018				
	Restricted In Perpetuity Subject To Spending Policy	Subject To Purpose Restriction	Subject To Release For Specific Event	Subject To Time Restriction	Total
Education	\$ 88,458,048	\$ 1,864,278	\$ -	\$ -	\$ 90,322,326
Preservation	15,653,442	3,498,227	-	-	19,151,669
Operations	8,185,554	-	1,814,007	8,000,000	17,999,561
Capital projects	-	5,909,656	-	-	5,909,656
<b>Total</b>	<b><u>\$ 112,297,044</u></b>	<b><u>\$ 11,272,161</u></b>	<b><u>\$ 1,814,007</u></b>	<b><u>\$ 8,000,000</u></b>	<b><u>\$ 133,383,212</u></b>
	2017				
	Restricted In Perpetuity Subject To Spending Policy	Subject To Purpose Restriction	Subject To Release For Specific Event	Subject To Time Restriction	Total
Education	\$ 99,506,580	\$ 1,669,171	\$ -	\$ -	\$ 101,175,751
Preservation	17,058,130	2,281,732	-	-	19,339,862
Operations	9,100,596	-	2,162,114	-	11,262,710
Capital projects	-	2,254,343	-	-	2,254,343
<b>Total</b>	<b><u>\$125,665,306</u></b>	<b><u>\$ 6,205,246</u></b>	<b><u>\$ 2,162,114</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 134,032,666</u></b>

*Education* – The majority of these funds are donor-restricted funds solicited for the operation of the Fred W. Smith National Library for the Study of George Washington, the operation of the Ford Orientation Center and Donald W. Reynolds Museum and Education Center, the acquisition of historical books, and various education and leadership programs.

*Preservation* – These funds represent donations to support (1) various efforts related to preserving the mansion and adjoining structures and other historic buildings and areas; and (2) acquisition, conservation and preservation of decorative arts, artifacts, manuscripts and other collection items.

*Operations* – These funds are available to be spent toward the general operations of the Association.

*Capital projects* – These funds represent donations to support capital projects and significant repair work related to the mansion and other areas.

Continued

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**11. Availability of Resources and Liquidity**

The Association regularly monitors liquidity required to meet its annual operating needs and other contractual commitments, while also striving to preserve the principal and return on the investment of its funds. The Association's financial assets available within one year of December 31, 2018 were:

Available Financial Assets:

Cash and cash equivalents	\$ 15,547,705
Investments redeemable in one year	146,620,471
Accounts receivable	853,485
Pledges receivable collectible in one year	<u>7,868,927</u>
Total Financial Assets	
Available Within One Year	\$170,890,588

Less:

Financial assets unavailable for general expenditure within one year:	
Financial assets with donor restrictions	(125,383,212)
Financial assets unavailable without Board approval	<u>(31,951,991)</u>
Financial Assets Available to Meet	
General Expenditures Within One Year	<u>\$ 13,555,385</u>

The Association has various sources of liquidity at its disposal, including cash and cash equivalents and investments, which are available for general expenditures, liabilities and other obligations as they come due. Management is focused on sustaining the financial liquidity of the Association throughout the year. This is done through regular monitoring and reviewing the Association's cash flow needs. As a result, management is aware of the cyclical nature of the Association's cash flow related to the Association's various funding sources and is therefore able to ensure that there is cash available to meet current liquidity needs. As part of the Association's liquidity plan, excess cash is invested in publicly traded investment vehicles, including mutual funds and equity securities, or available to support organizational initiatives. The Association can liquidate the majority of its investments anytime, and therefore the investments are available to meet current cash flow needs. Additionally, the Association has board-designated net assets that could be available for current operations with Board approval.

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

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**12. Concentration of Risk**

**Credit Risk**

Financial instruments, which potentially subject the Association to a concentration of credit risk, consist principally of cash balances maintained at various creditworthy financial institutions. While the amount at a given bank at times exceeds the amount guaranteed by the Federal Deposit Insurance Corporation and, therefore, bears some risk, the Association has not experienced, nor does it anticipate, any losses on those funds. As of December 31, 2018 and 2017, the amount in excess of the insured limit of \$250,000 was \$15,178,776 and \$16,678,591, respectively.

**Financial Risk**

The Association invests in a professionally managed investment portfolio that is exposed to various risks such as interest rate, market volatility and credit risks. Due to the level of risk associated with such investments and the level of uncertainty related to changes in the value of such investments, it is at least reasonably possible that changes in risks in the near term could materially affect investment balances and the amounts reported in the financial statements.

**13. Endowment Funds**

The Association's endowment consists of 73 individual funds established for a variety of purposes. Its endowment includes donor-restricted endowment funds and funds designated by the Board to function as endowments. As required by GAAP, net assets associated with endowment funds, including funds designated by the Board to function as endowments, are classified and reported based on the existence of donor-imposed restrictions.

**Interpretation of Relevant Law**

The Virginia General Assembly issued the Virginia Uniform Prudent Management of Institutional Funds Act (UPMIFA). Unless there are explicit donor instructions, this law gives the boards of nonprofit associations the flexibility to determine the appropriate use of endowment principal and related investment income.

Boards should consider the following factors in determining a prudent use of investment income and endowment principal:

- 1) The duration and preservation of the fund
- 2) The purpose of the association 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 association
- 7) The investment policies of the association

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

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**13. Endowment Funds (continued)**

**Interpretation of Relevant Law (continued)**

The Board of the Association continually reviews its policies regarding the use of endowment principal and makes any necessary modifications to the investment policy statement.

**Return Objectives and Spending Policy**

The Association has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding to programs supported by its endowment while seeking to increase the long-term purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Association must hold in perpetuity, as well as board-designated funds. Under this policy, as approved by the Board, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of the S&P 500 index while assuming a moderate level of investment risk. The current investment policy of the Association anticipates that its endowment funds' annual real total return (net of investment management fees) will be equal to or greater than the spending rate over the long term, with moderate return volatility. The Board annually reviews this policy, based on current market conditions and advice from its outside investment professionals, and makes any necessary changes.

The investment policy of the Association allows the Board to approve spending up to 5% of the spending base of each endowment annually. The spending base is equal to the average fair value of the 12 quarters ending on June 30. The Board-approved spending policy was 4.0% and 3.5% of its operating endowments for the years ended December 31, 2018 and 2017, respectively. The Board approves spending on program-restricted endowments as part of its annual budget approval process. The average approved spending on program-restricted endowments was 3.9% and 4.0% for the years ended December 31, 2018 and 2017, respectively.

In addition, the Board periodically approves the expenditure of additional board-designated funds for capital improvements, collection acquisitions or special projects.

**Strategies Employed for Achieving Objectives**

To satisfy its long-term rate-of-return objectives, the Association relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Association 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.

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**13. Endowment Funds (continued)**

**Changes in Endowment Net Assets**

The changes in endowment net assets for the years ended December 31, 2018 and 2017, were:

	2018			2017
	Without Donor Restrictions	With Donor Restrictions	Total	
Endowment net assets, beginning of year	\$ 31,627,248	\$125,665,306	\$157,292,554	\$ 136,871,108
Investment return	(2,031,629)	(8,676,766)	(10,708,395)	26,509,563
Contributions and transfers	3,424,320	72,500	3,496,820	550,186
Uncollectible pledge	-	(450,000)	(450,000)	-
Appropriation of endowment assets for expenditure	(1,181,000)	(4,313,996)	(5,494,996)	(6,638,302)
Endowment Net Assets, End of Year	\$ 31,838,939	\$112,297,044	\$144,135,983	\$ 157,292,555

**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 UPMIFA require the Association to retain as a fund of perpetual duration. The Association has a policy that permits spending from underwater endowment funds. As of December 31, 2018, 18 of the Association's funds were underwater.

	2018	2017
Original gift corpus	\$ 11,370,729	\$ 3,343,323
Fair value of endowment funds underwater	(10,489,315)	(2,984,004)
Underwater Deficiency	\$ 881,414	\$ 359,319

Continued



**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**14. Fair Value Measurement**

The tables below summarize, by level within the fair value hierarchy, the Association's assets and liabilities as of December 31, 2018 and 2017:

	2018			
	Fair Value	Quoted Prices in Active Markets for Identical Assets/ Liabilities (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets measured at fair value:				
Investments:				
Cash equivalents	\$ 157,028	\$ 157,028	\$ -	\$ -
Fixed-income investments:				
Developed markets mutual funds	30,488,149	30,488,149	-	-
Corporate bonds	632,949	-	632,949	-
State bonds	31,273	-	31,273	-
U.S. government agency bonds	2,989	-	2,989	-
Total Fixed-Income Investments	31,155,360	30,488,149	667,211	-
Equity investments:				
Developed markets mutual funds	115,302,709	115,302,709	-	-
Total Investments In the Fair Value Hierarchy	146,615,097	145,947,886	667,211	-
Other investments measured at NAV <sup>(a)</sup> :				
Long/short equity hedge	5,438,667			
Private equity	3,997,310			
Distressed debt hedge	1,021,085			
Event-driven hedge	5,374			
Total Other Investments Measured at NAV	10,462,436			
Total Investments	157,077,533	145,947,886	667,211	-
Other assets:				
Split-interest agreements	2,409,593	2,409,593	-	-
Total Assets	\$ 159,487,126	\$ 148,357,479	\$ 667,211	\$ -
Liabilities measured at fair value:				
Interest rate swap agreement	\$ 4,606,515	\$ -	\$ 4,606,515	\$ -
Split-interest agreements	1,383,239	-	1,383,239	-
Total Liabilities	\$ 5,989,754	\$ -	\$ 5,989,754	\$ -

Continued

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**14. Fair Value Measurement (continued)**

	2017			
	Fair Value	Quoted Prices in Active Markets for Identical Assets/ Liabilities (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets measured at fair value:				
Investments:				
Cash equivalents	\$ 517,672	\$ 517,672	\$ -	\$ -
Fixed-income investments:				
Developed markets mutual funds	30,416,605	30,416,605	-	-
Corporate bonds	637,324	-	637,324	-
U.S. government agency bonds	3,000	-	3,000	-
Total Fixed-Income Investments	31,056,929	30,416,605	640,324	-
Equity investments:				
Developed markets mutual funds	128,011,128	128,011,128	-	-
U.S. securities	117,152	117,152	-	-
Total Equity Investments	128,128,280	128,128,280	-	-
Total Investments In the Fair Value Hierarchy	159,702,881	159,062,557	640,324	-
Other investments measured at NAV <sup>(a)</sup> :				
Long/short equity hedge	6,279,615			
Private equity	4,026,093			
Distressed debt hedge	1,886,002			
Event-driven hedge	2,493			
Total Other Investments Measured at NAV	12,194,203			
Total Investments	171,897,084	159,062,557	640,324	-
Other assets:				
Split-interest agreements	2,690,229	2,690,229	-	-
Total Assets	\$ 174,587,313	\$ 161,752,786	\$ 640,324	\$ -
Liabilities measured at fair value:				
Interest rate swap agreement	\$ 5,406,892	\$ -	\$ 5,406,892	\$ -
Split-interest agreements	1,451,300	-	1,451,300	-
Total Liabilities	\$ 6,858,192	\$ -	\$ 6,858,192	\$ -

Continued

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

**14. Fair Value Measurement (continued)**

(a) These investments are measured at NAV or its equivalent as a practical expedient and have not been classified in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statement of financial position.

The following table discloses information concerning the fair value measurement of investments calculated using NAV per share as of December 31, 2018:

	<u>Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency (If Currently Eligible)</u>	<u>Redemption Notice Period</u>
Long/short equity hedge funds <sup>(a)</sup>	\$ 5,438,667	\$ -	Quarterly, annually and every 2 or 3 years on the anniversary date	45-90 days
Private equity funds <sup>(b)</sup>	3,997,310	2,325,892	N/A	N/A
Distressed debt hedge fund <sup>(c)</sup>	1,021,085	-	Annually	90 days
Event-driven hedge fund <sup>(d)</sup>	<u>5,374</u>	<u>-</u>	Annually	90 days
Total	<u>\$ 10,462,436</u>	<u>\$ 2,325,892</u>		

The following table discloses information concerning the fair value measurement of investments calculated using NAV per share as of December 31, 2017:

	<u>Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency (If Currently Eligible)</u>	<u>Redemption Notice Period</u>
Long/short equity hedge funds <sup>(a)</sup>	\$ 6,279,615	\$ -	Quarterly, annually and every 2 or 3 years on the anniversary date	45-90 days
Private equity funds <sup>(b)</sup>	4,026,093	2,983,452	N/A	N/A
Distressed debt hedge funds <sup>(c)</sup>	1,886,002	-	Annually	90 days
Event-driven hedge funds <sup>(d)</sup>	<u>2,493</u>	<u>-</u>	Quarterly and Annually	45-90 days
Total	<u>\$ 12,194,203</u>	<u>\$ 2,983,452</u>		

Continued

## MOUNT VERNON LADIES' ASSOCIATION OF THE UNION

### NOTES TO FINANCIAL STATEMENTS

For the Year Ended December 31, 2018

(With Summarized Financial Information for the Year Ended December 31, 2017)

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#### 14. Fair Value Measurement (continued)

- (a) *Long/short equity hedge funds* – This category includes investments in hedge funds that invest in both long and short U.S. and international equities. The fair values of the investments in this category have been estimated using the NAV per share of the investments. The Association submitted redemption requests for all investments in this category and will receive the proceeds from these investments over 10 months from December 31, 2019.
- (b) *Private equity funds* – This category includes investments in private equity funds. The fair values of the investments in this category have been estimated using the NAV per share of the investments. Investments in this category are not subject to redemption. The fund values are reduced through distributions that are received from liquidation of the underlying assets. As of December 31, 2018, it was estimated that the underlying assets of these funds will be liquidated over a period of 14 years.
- (c) *Distressed debt hedge funds* – This category includes investments in hedge funds that utilize different investment strategies to invest in the most attractive value-oriented investments on a global basis. The fair value of the investments in this category has been estimated using the NAV per share of the investments. The investment in this category is illiquid and will be received over a period of up to four years as of December 31, 2018.
- (d) *Event-driven hedge funds* – This category includes investments in hedge funds that invest in securities that are undervalued compared to their underlying assets due to specific economic, political and government-driven events. The fair values of the investments in this category have been estimated using the NAV per share of the investments. The Association submitted redemption requests for all investments in this category and will receive the proceeds from these investments over 10 months from December 31, 2018.

On a recurring basis, the Association measures its interest rate swap at its estimated fair value. In determining the fair value of the interest rate swap derivative, the present value of expected cash flows is utilized, since the market observable interest rate yield curve is adjusted to appropriately reflect both its own nonperformance risk and that of the respective counterparty in the fair value measurement. The credit valuation adjustments utilize Level 3 inputs, such as estimates of current credit spreads, to evaluate the likelihood of default by either the respective counterparty or the Association. However, it was determined that as of December 31, 2018, the impact of the credit valuation adjustments was not significant to the overall valuation of the swap. As a result, the fair value of the swap is considered to be based primarily on Level 2 inputs. See Note 8 for additional information regarding the swap.

## **MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

### **NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

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#### **15. Retirement Plans**

The Association sponsors a 403(b) plan for all employees that allows employees to defer compensation up to the limits of the Internal Revenue Service as of their date of hire. Employees who are 18 years or older and have completed six months of service are eligible to participate in the employer match and employer discretionary contributions. Employees must work 1,000 hours to receive an employer discretionary contribution.

The Association contributes \$0.50 for every \$1 deferred by employees up to a maximum of 2% of each participant's eligible compensation. Participants are immediately vested in their own contributions. Participants vest in employer contributions at a rate of 20% per year and are 100% vested after five years of credited service. The Association made matching contributions to the 403(b) plan in the amount of \$325,338 and \$345,676 during the years ended December 31, 2018 and 2017, respectively. For the 2018 plan year, the Association recorded a 6% discretionary contribution of \$901,781. This amount is included in accounts payable and accrued expenses in the statement of financial position at December 31, 2018.

On July 1, 2018, the Association terminated the Mount Vernon Ladies Association Retirement Plan, a defined contribution plan, and transferred assets of all active participants to the Association's 403(b) plan. The Association made discretionary contribution of \$899,000, 6% of participants' eligible compensation, to the retirement plan for the year ended December 31, 2017.

#### **16. Allocation of Joint Costs for Direct Mail**

The Association conducts education program activities that include appeals for contributions, primarily direct mail campaigns, which qualify for allocation among the functions benefited. In 2018 and 2017, the Association incurred \$1,491,791 and \$1,398,464, respectively, of joint costs for these activities. Of these costs, \$790,649 and \$699,232 were allocated to the education program, \$29,836 and \$27,964 were allocated to management and general and administrative, and \$671,306 and \$671,268 were allocated to fundraising in 2018 and 2017, respectively.

#### **17. Income Taxes**

The Association qualifies as a tax-exempt organization under Section 501(c)(3) of the IRC and is classified as a publicly supported organization under Section 509(a)(1) of the IRC. No provision for income taxes was required for the years ended December 31, 2018 and 2017, as the Association had no net unrelated business income.

**MOUNT VERNON LADIES' ASSOCIATION OF THE UNION**

**NOTES TO FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2018**

**(With Summarized Financial Information for the Year Ended December 31, 2017)**

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**17. Income Taxes (continued)**

The Association evaluated its uncertainty in income taxes for the years ended December 31, 2018 and 2017, and determined that there are no matters that would require recognition in the financial statements or that may have an effect on its tax-exempt status. As of December 31, 2018, the statute of limitations for tax years 2015 through 2017 remained open with the U.S. federal jurisdiction and/or the various states and local jurisdictions in which the Association files tax returns, however, there are currently no audits for any tax periods in progress. It is the Association's policy to recognize interest and penalties related to uncertainty in income taxes, if any, in interest or income tax expense. As of December 31, 2018 and 2017, the Association had no accruals for interest and/or penalties.

**18. Prior Year Summarized Financial Information**

The accompanying financial statements include certain 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 GAAP. Accordingly, such information should be read in conjunction with the Association's financial statements for the year ended December 31, 2017, from which the summarized information was derived.

**19. Reclassifications**

Certain 2017 amounts have been reclassified to conform to the 2018 financial statement presentation.

**20. Subsequent Events**

The Association's management has evaluated subsequent events through May 22, 2019, the date the financial statements were available to be issued. There were no subsequent events identified that require recognition or disclosure in these financial statements.