# FINANCIAL REPORT

# NEW ORLEANS OPERA ASSOCIATION

JUNE 30, 2021 AND 2020

## NEW ORLEANS OPERA ASSOCIATION

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5047 Highway 1 P.O. Box 830 Napoleonville, LA 70390 Phone: (985) 369-6003 Fax: (985) 369-9941 To the Board of Directors of the New Orleans Opera Association New Orleans, Louisiana

We have audited the accompanying financial statements of the New Orleans Opera Association (the "Association"), (a nonprofit organization), which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

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

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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Members American Institute of Certified Public Accountants Society of LA CPAs 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 Association as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Report on Supplementary Information**

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

#### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated December 8, 2021 on our consideration of the Association's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Association's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Association's internal control over financial reporting and compliance.

tier, Hapmann, Hogan & Noter ILP New Orleans, Louisiana

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## NEW ORLEANS OPERA ASSOCIATION STATEMENTS OF FINANCIAL POSITION JUNE 30, 2021 AND 2020

## ASSETS

	<u>2021</u>	<u>2020</u>
CURRENT ASSETS:		
Cash and cash equivalents	\$ 897,765	\$ 487,188
Accounts receivable:		
Louisiana Economic Development	444,359	663,589
Other	41,446	23,493
Prepaid expenses	30,321	70,032
Total Current Assets	1,413,891	1,244,302
PROPERTY AND EQUIPMENT:		
Property and equipment, net of accumulated		
depreciation of \$1,985,380 and \$2,034,073	353,940	328,396
Net Property and Equipment	353,940	328,396
TOTAL ASSETS	\$ 1,767,831	\$ 1,572,698
LIABILITIES AND NET ASSET	<u>-S</u>	
CURRENT LIABILITIES:		
Accounts payable and accrued expenses	\$ 36,111	\$ 22,103
Refundable advance	-	140,022
Deposits	-	3,025
Deferred income	161,922	211,135
Total Current Liabilities	198,033	376,285
NET ASSETS:		
Without donor restrictions	1,206,173	941,888
With donor restrictions	363,625	254,525
Total Net Assets	1,569,798	1,196,413
TOTAL LIABILITIES AND NET ASSETS	\$ 1,767,831	\$ 1,572,698

## NEW ORLEANS OPERA ASSOCIATION STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2021

	Net Assets Without Donor Restrictions				<u>Total</u>
REVENUES AND OTHER SUPPORT:					
Earned Revenues:					
Ticket sales	\$	235,778	\$	-	\$ 235,778
Education		4,544		-	4,544
Scenery rental		32,459		-	32,459
Guild Home - rental and tours income		2,643		-	2,643
Other income		50,477		-	50,477
Total Earned Revenues		325,901		-	325,901
Support:					
Contributions		920,525		234,285	1,154,810
Grants		432,562		-	432,562
LED tax credits, net of related expenses		179,506		_	179,506
Special events fundraising		52,483		-	52,483
Net assets released from restrictions - satisfaction of		52,105			52,105
purpose restrictions		125,185	(1	25,185)	-
Total Support		1,710,261		109,100	1,819,361
Total Earned Revenues and Support		2,036,162	••••••	109,100	2,145,262
<b>T</b>					
Expenses:					
Program services: Productions		002 020			802.020
		892,020		-	892,020
Education		114,880		-	114,880
Scenery rental and scenic studio Guild Home		169,023		-	169,023
		34,168		-	34,168
Supporting services: General and administrative		540.020			540.020
		540,030		-	540,030
Fundraising		21,756		-	21,756
Total Expenses		1,771,877		-	1,771,877
Change in net assets		264,285		109,100	373,385
Net Assets at beginning of year		941,888		254,525	1,196,413
NET ASSETS AT END OF YEAR		1,206,173		363,625	\$1,569,798

## NEW ORLEANS OPERA ASSOCIATION STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2020

REVENUES AND OTHER SUPPORT:	Net Assets Without Donor Restrictions		Net Ass With <u>Donor Res</u> t	1	Total	
REVERVES AND OTHER SOFTORT.						
Earned Revenues:						
Ticket sales	S	377,892	\$	-	\$ 377,892	
Education		3,375		-	3,375	
Scenery rental		190,095		-	190,095	
Guild Home - rental and tours income		47,498		-	47,498	
Other income		30,790		-	30,790	_
Total Earned Revenues		649,650		-	649,650	_
Support:						
Contributions		1,143,718	1	53,541	1,297,259	
Grants		316,995	1	-	316,995	
LED tax credits, net of related expenses		258,185		-	258,185	
Special events fundraising		45,658		-	45,658	
Net assets released from restrictions - satisfaction of		10,000			10,000	
purpose restrictions		160,588	(1)	60,588)	-	
Total Support		1,925,144		(7,047)	1,918,097	-
Total Earned Revenues and Support		2,574,794		(7,047)	2,567,747	
<b>F</b>						
Expenses: Program services:						
Productions		1 594 105			1 504 195	
Education		1,584,125		-	1,584,125	
		135,892		-	135,892	
Scenery rental and scenic studio Guild Home		253,712		-	253,712	
		208,821		-	208,821	
Supporting services: General and administrative		520 676			579 676	
		538,676		-	538,676	
Fundraising		51,829		-	51,829	-
Total Expenses		2,773,055		-	2,773,055	-
Change in net assets		(198,261)		(7,047)	(205,308)	-
Net assets at beginning of year		1,140,149	2	261,572	1,401,721	-
NET ASSETS AT END OF YEAR		941,888	<u>\$</u> 2	254,525	\$ 1,196,413	

## NEW ORLEANS OPERA ASSOCIATION STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2021

		PROGRAM SERVICES			SUPPORTIN		
			Scenery Rental and		General &		
	Productions	<u>Education</u>	Scenic Studio	<u>Home</u>	Administrative	<u>Fundraising</u>	<u>Total</u>
Artists	\$ 102,945	\$ 10,946	\$-	\$-	\$-	\$-	\$ 113,891
Bank and credit card charges	-	-	-	-	11,199	-	11,199
Choreographer, chorus, conductor	4,879	-	-	-	-	-	4,879
Computer	-	-	298	-	16,616	-	16,914
Contract labor	-	-	-	1,032	-	-	1,032
Costumers	6,000	-	-	-	-	-	6,000
Costumes, wigs and makeup	2,526	-	41	-	-	-	2,567
Depreciation	-	-	10,331	15,467	-	-	25,798
Development	5,875	-	-	-	13,961	-	19,836
Director - housing and travel	3,557	-	-	-	-	-	3,557
Drayage	1,406	-	-	-	-	-	1,406
Dues and subscriptions	-	-	-	-	1,951	-	1,951
Equipment	-	-	6,056	-	-	-	6,056
Insurance	5,410	8,423	2,590	-	158,517	-	174,940
Lighting and music	15,942	-	-	-	-	-	15,942
Marketing and advertising	11,448	2,047	-	390	26,119	-	40,004
Miscellaneous	11,549	12,846	8,333	84	18,131	-	50,943
Office	-	-	-	-	51,913	-	51,913
Orchestra	73,612	-	-	-	-	-	73,612
Parking	-	48	-	-	2,951	-	2,999
Pension	7,673	1,104	1,192	-	6,927	-	16,896
Postage	-	-	88	-	4,785	144	5,017
Printing and stationery	-	-	-	-	-	1,056	1,056
Production costs	7,322	1,299	-	-	-	-	8,621
Professional fees	-	-	-	-	25,611	-	25,611
Propmaster and props	2,043	-	-	-	-	-	2,043
Rent and rehearsal space	41,163	-	-	-	26,521	-	67,684
Repairs and maintenance	-	-	5,838	3,570	-	-	9,408
Salaries	489,707	50,187	66,362	-	119,567	-	725,823
Scenic designer and scenery	25,785	-	12,900	-	-	-	38,685
Security	3,746	704	2,621	2,240	-	-	9,311
Special events	-	-	-	-	-	20,556	20,556
Stage directors, stagehands, supers	47,773	10,177	-	-	-	-	57,950
Supplies	-	4,867	6,927	5,202	-	-	16,996
Taxes – payroll	11,201	5,709	12,357	-	36,710	-	65,977
Telephone	-	-	1,672	648	12,143	-	14,463
Travel and transportation	-	-		-	6,408	-	6,408
Union benefits	10,458	323	18,436	-		-	29,217
Utilities	-,	-	12,981	5,535	-	-	18,516
Vocal competition		6,200	-				6,200
	\$ 892,020	\$ 114,880	\$ 169,023	\$ 34,168	\$ 540,030	\$ 21,756	\$ 1,771,877

## NEW ORLEANS OPERA ASSOCIATION STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2020

						SUPPORTING SERVICES		
	Productions	Education	Scenery Rental and Scenic Studio	d Guild <u>Home</u>	General & <u>Administrative</u>	Fundraising	Total	
Artists	\$ 155,723	\$ 13,005	\$-	\$ -	\$-	\$-	\$ 168,728	
Bad debt	-	-	-	-	58,682	-	58,682	
Ballet	2,080	-	-	-	-	-	2,080	
Bank and credit card charges	-	-	-	-	26,550	-	26,550	
Choreographer, chorus, conductor	110,164	-	-	-	-	-	110,164	
Computer	-	-	199	-	10,546	-	10,745	
Contract labor	-	-	-	14,421	-	-	14,421	
Costumers	11,000	-	-	-	-	-	11,000	
Costumes, wigs and makeup	111,484	1,018	7,395	-	-	-	119,897	
Depreciation	-	-	5,355	16,210	-	-	21,565	
Development	27,802	-	-	-	9,510	-	37,312	
Director - housing and travel	7,029	-	-	-	-	-	7,029	
Drayage	3,237	-	-	-	-	-	3,237	
Dues and subscriptions	-	1,000	-	-	11,687	-	12,687	
Equipment	-	-	4,857	-	-	-	4,857	
Insurance	54,212	14,490	5,918	-	71,304	-	145,924	
Lighting and music	28,370	-	-	-	-	-	28,370	
Marketing and advertising	86,790	450	-	9,659	59,424	-	156,323	
Miscellaneous	34,233	7,801	9,536	4,059	32,163	-	87,792	
Office	-	-	-	-	111,203	-	111,203	
Orchestra	165,771	-	-	-	-	-	165,771	
Parking	13,209	2,010	184	-	1,286	-	16,689	
Pension	12,690	1,767	125	-	625	-	15,207	
Postage	-	-	13	-	6,748	55	6,816	
Printing and stationery	-	-	63	-	1,461	-	1,524	
Production costs	7,010	-	-	-	-	-	7,010	
Professional fees	-	-	-	-	29,538	-	29,538	
Propmaster and props	3,688	-	-	-	-	-	3,688	
Rent and rehearsal space	66,698	-	-	-	50,250	-	116,948	
Repairs and maintenance	-	-	13,100	137,571	-	-	150,671	
Salaries	444,068	73,865	87,066	-	43,750	-	648,749	
Scenic designer and scenery	33,720	-	36,024	-	-	-	69,744	
Security	13,895	-	1,827	2,147	-	-	17,869	
Special events	-	-	-	-	-	51,774	51,774	
Stage directors, stagehands, supers	115,041	-	-	-	-	-	115,041	
Supplies	-	-	30,377	10,902	-	-	41,279	
Taxes – payroll	56,042	5,736	10,979	-	3,542	-	76,299	
Telephone	-	-	3,096	1,726	10,407	-	15,229	
Tours	-	-	-	1,230	-	-	1,230	
Union benefits	20,169	-	25,037	-	-	-	45,206	
Utilities	-	-	12,561	10,896	-	-	23,457	
Vocal competition	-	14,750					14,750	
	\$1,584,125	\$ 135,892	\$ 253,712	\$208,821	\$ 538,676	\$ 51,829	\$ 2,773,055	

## NEW ORLEANS OPERA ASSOCIATION STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2021	<u>2020</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 373,385	\$ (205,308)
Adjustments to reconcile change in		
net assets to net cash provided by operating activities:		
Depreciation	25,798	21,565
Changes in operating assets and liabilities:		
Accounts receivable	201,277	409,067
Prepaid expenses	39,711	(32,236)
Accounts payables and accrued expenses	14,008	(40)
Deposits	(3,025)	(3,175)
Refundable advance	(140,022)	140,022
Deferred income	 (49,213)	 (1,094)
Net cash provided (used) by operating activities	 461,919	328,801
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchases of property and equipment	 (51,342)	 (2,500)
Net cash used by investing activities	 (51,342)	 (2,500)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Repayments on line of credit	 -	 (200,000)
Net cash provided (used) by financing activities	 -	 (200,000)
NT-4 in sector and sector sectors	410 577	106 201
Net increase in cash and cash equivalents	410,577	126,301
Cash and cash equivalents, beginning of year	487,188	360,887
	 ^	 ,
CASH AND CASH EQUIVALENTS, END OF YEAR	 897,765	 487,188
SUPPLEMENTAL DISCLOSURES OF CASH INFORMATION:		
Cash paid during the year for:		
Interest	\$ -	\$ 9,173
Income taxes	 -	 =

#### NATURE OF ACTIVITIES:

The mission of the New Orleans Opera Association (the Association) is to enrich the lives of all people by producing opera of the highest artistic quality and providing education opportunities through traditional and innovative approaches. The activities of the organization are to plan, produce, and present opera of the highest musical and artistic caliber; to educate the public on the value and joy of opera; to encourage and facilitate the participation in the art form by young people; to maintain the H. Lloyd Hawkins Scenic Studio as a resource for local, national, and international opera companies and performing arts groups; to maintain the Opera Guild Home to educate about the role opera played and continues to play in the community's cultural heritage; and to have a positive impact on civic life.

The Association presents fully staged opera performances in the Mahalia Jackson Theater for the Performing Arts throughout the year and presents smaller scale operas in alternative venues. The Association's performances are conceived and produced locally, with artists engaged individually by the General Director, production design executed by the Association's H. Lloyd Hawkins Scenic Studio, the chorus of local singers led by the Association's Chorus Director, and music provided by the Louisiana Philharmonic Orchestra.

As part of its mission to introduce opera to younger audiences, students throughout the metropolitan area are invited to dress rehearsal performances. The Association's education staff, along with board members and volunteers, visit schools and welcome students to introduce them to the opera through various educational offerings, such as small-scale performances and lectures. In 2015, the Association inaugurated the Donald Wood Youth Vocal Competition, an annual competition for trained high school singers providing the winners both performance opportunities and cash prizes.

Other educational and outreach activities are conducted throughout the year, including a lecture series, social events, and "Opera On Tap" performances – casual events in small scale venues generally aimed at non-traditional audiences. The Association continuously assesses how it can best engage the community and positively impact civic life through the art form of opera.

#### Support Committees:

In order to facilitate the Association's objectives, support committees were formed which operate under the Association's Charter to promote and provide additional resources for the Association. These committees are legally a part of the Association, operate under the Association's Charter, and are subject to control by the Association's management. Accordingly, the accompanying financial statements include the accounts of the Women's Guild and the Sylvain Society.

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

#### Basis of Accounting:

The Association prepares its financial statements on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America. Under this method, revenues are recognized when earned and expenses are recognized when incurred.

### Financial Statement Presentation:

The financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification ("ASC") 958-205, Presentation of Financial Statements, as amended by Accounting Standards Update No. 2016-14. The Association is required to report information regarding its financial position and activities according to two classes of net assets:

<u>Net assets without donor restrictions</u>—Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Association. These net assets may be used at the discretion of the Association's management and the board of directors.

<u>Net assets with donor restrictions</u>—Net assets subject to stipulations imposed by donors and granters. Some donor restrictions are temporary in nature; those restrictions 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 the funds be maintained in perpetuity.

### Receivables:

Receivables are stated at unpaid balances. Receivables at June 30, 2021 and 2020 were considered collectible by management; accordingly, an allowance for doubtful accounts was not presented. Uncollectible receivables are charged off and recorded as administrative expense when the Association deems them uncollectible. Bad debt expense was \$-0- and \$58,862 during the years ended June 30, 2021 and 2020, respectively. Bad debt expense includes non-allowable tax credits for LED per changes to LED allowable expenses.

#### Income Tax Status:

The Association is a non-profit Association organized under the laws of the State of Louisiana. It is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code.

FASB Accounting Standards Codification 740 (ASC 740) requires that a tax position be recognized or derecognized based on a "more than not" threshold. This applies to positions taken or expected to be taken in a tax return where there is uncertainty about whether a tax position will ultimately be sustained upon examination. The Association has evaluated its tax positions and determined that it does not have any uncertain tax positions that meet the criteria under ASC 740.

#### 1. <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES</u>: (Continued)

#### Income Tax Status: (Continued)

The Association's tax return Form 990 for 2021, 2020, and 2019 are subject to examination by the IRS, generally for three years after they were filed.

#### Revenues:

Revenues are reported as increases in net assets without donor restrictions, unless use of the related asset is limited by donor-imposed restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions, unless their use is restricted by explicit donor stipulation or by law.

#### Donated Services:

Donated services have not been reflected in the financial statements since no objective basis is available to measure the value of such services. Nevertheless, a substantial number of volunteers donate significant amount of time to the Association's program and supporting services.

#### Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets 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 reporting period. Actual results could differ from those estimates.

## Property and Equipment:

Property and equipment are stated at cost, less accumulated depreciation. Donations of property and equipment are recorded at fair value at the date of donation. Depreciation is computed on a straight-line basis over the estimated useful lives of the assets. The Association capitalizes property and equipment with a cost greater than \$1,000. Expenditures for maintenance, repairs and minor renewals are charged against earnings as incurred.

Estimated useful lives of property and equipment are as follows:

Automobiles	3 - 5 years
Furniture and fixtures	5 - 10 years
Studio and scenery	3 - 15 years
Buildings and improvements	7 - 39 years
Leasehold improvements	39 years

#### 1. <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES</u>: (Continued)

#### Non-Depreciable Assets:

Donations of non-depreciable assets were recorded at their estimated fair value at the time of donation. The Women's Guild of the New Orleans Opera Association has received non-cash contributions in the forms of antique furniture, antique rugs, and other works of art. These items have been capitalized in accordance with FASB ASC 958-360-25-3. The fair value of the assets was determined by a certified antique appraiser. These items are reported as part of net assets without donor restrictions in the statements of financial position. These assets are not depreciated because economic benefits are used up so slowly, their estimated useful lives are extremely long.

#### Cash and Cash Equivalents:

The Association considers all liquid investments with original maturities of three months or less to be cash equivalents. At June 30, 2021 and 2020, cash equivalents consisted of a money market account.

#### Advertising:

The Association charges the costs of advertising to expense as incurred. Advertising expense was \$40,004 and \$156,323 for the years ended June 30, 2021 and 2020, respectively.

#### Deferred Income:

Deferred income consists of the ticket sales for the upcoming opera season, prepaid rent for events occurring in the next fiscal year, as well as the portion of member dues received attributable to the next fiscal year. These items are recorded as deferred income and recognized as revenue when earned.

#### Refundable Advance:

The refundable advance consisted of the Paycheck Protection Program loan proceeds received as reimbursement for payroll expenses for the subsequent year. This advance was recognized as contribution revenue when earned and forgiven.

#### Functional Allocation of Expenses:

The Association allocates the costs of providing the various programs and activities on a functional basis in the statement of activities. Salaries and related expenses have been allocated based on estimates of time devoted to program and supporting services. Those expenses which cannot be functionally categorized are allocated between functions based upon management's estimate of time spent and usage performing those functions.

### 2. **REVENUE RECOGNITION:**

#### Ticket Sales, Rental and Tour Income:

The Association's exchange transactions include revenues from ticket sales and Guild home rental and tours income. Ticket sales are recorded as program revenues on a specific performance basis. Advance ticket sales, representing the receipt of ticket sale payments for future opera performances, and prepaid rent are initially deferred in the statements of financial position and are subsequently recognized as revenue when the related productions takes place or when revenue is earned.

Revenues from the ticket sales and rental and tours income are recorded as increases in net assets without donor restrictions. These revenues are recognized when the service is provided, or when the production or related event takes place. Ticket sales are recognized when the tickets are used, which is generally within a short time period as the tickets are normally sold on the day of attendance or in advance with a specific time and date of eligible use. Rental income is recognized when the event has taken place.

Revenue from ticket sales are recognized at a single point in time as the performance obligation of opera productions are satisfied as each production takes place and there are no other performance obligations, which exist and collectability is reasonably assured. Revenue from scenery rentals and Guild Home tours and rentals are also recognized at a point in time as all performance obligations are satisfied as each event occurs.

Beginning July 1, 2019, the Organization adopted Accounting Standards Update No. 2014-09—*Revenue from Contracts with Customers* (Topic 606). Analysis of various provisions of this standard resulted in no significant changes in the way the Association recognizes revenue, and therefore, no changes to the previously issued audited financial statements were required on a retrospective basis. The presentation and disclosures of revenue have been enhanced in accordance with the standard.

### Contributions:

The Association receives contributions, grants, and member dues which management determined to be contributions. The Association recognizes contributions when cash, securities or other assets; or a notification of a beneficial interest is received. Conditional promises to give – that is, those with a measurable performance or other barrier or right of return – are not recognized until the conditions on which they depend have been met. Once the condition is met, contributions are recorded as increases in net assets without donor restrictions or increases in net assets with donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restrictions, and reported in the statements of activities as net assets released from restrictions. Contributions received with donor-imposed conditions and restrictions that are met in the same reporting period are reported as support without donor restrictions and increase net assets without donor restrictions.

## 2. <u>REVENUE RECOGNITION</u>: (Continued)

### Contributions: (Continued)

Member dues are recognized systemically over a twelve-month period as revenue is earned.

Beginning July 1, 2019, the Association implemented FASB ASU 2018-08, *Not-for-Profit Entities (Topic 958), Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made.* As a result, the Association's revenue that is derived from LED tax credits, which are conditional upon certain performance requirements and/or the incurrence of allowable qualifying expenses, is recognized when the Association has incurred expenditures in compliance with specific LED provisions. Amounts received prior to incurring qualifying expenditures are reported as deferred income in the statements of financial position.

### COVID 19 Impact:

The Association had fewer productions for the years ended June 30, 2021 and 2020 as a result of COVID 19. Ticket sales revenues and season subscriptions were negatively impacted. In the past, the Association had four major productions and several chamber series. Due to COVID 19, the Association had one major production for the year ended June 30, 2021 and two major productions for year ended June 30, 2020. The estimated reduction in ticket sales for the years ended June 30, 2021 and 2020 was 64% and 41%, based on historical ticket sales from prior years. The Association expects ticket sales to continue to increase as the pandemic declines.

## 3. PROPERTY AND EQUIPMENT:

A summary of property and equipment at June 30, 2021 was as follows:

			Accumulated	Net		
		Cost	<b>Depreciation</b>	Bo	ook Value	
Land	\$	166,690	\$ -	\$	166,690	
Non-depreciable works of art		42,183			42,183	
Building and improvements		641,950	641,950		-	
Furniture and fixtures		460,697	368,860		91,837	
Scenery and studio equipment		963,286	938,070		25,216	
Trucks		59,009	33,106		25,903	
Leasehold improvements		5,505	 3,394	-	2,111	
Total	\$	2,339,320	\$ 1,985,380	\$	353,940	

## 3. <u>PROPERTY AND EQUIPMENT</u>: (Continued)

A summary of property and equipment at June 30, 2020 was as follows:

			A	Accumulated		Net
		Cost	Ī	Depreciation	Be	ook Value
Land	\$	166,690	\$	-	\$	166,690
Non-depreciable works of art		42,183		-		42,183
Building and improvements		641,950		641,950		-
Furniture and fixtures		502,321		395,017		107,304
Scenery and studio equipment		954,970		945,004		9,966
Trucks		48,850		48,850		-
Leasehold improvements		5,505		3,252		2,253
Total	\$	2,362,469	\$	2,034,073	\$	328,396

Depreciation expense for the years ended June 30, 2021 and 2020 was \$25,798 and \$21,565, respectively.

#### 4. <u>CASH AND CASH EQUIVALENTS</u>:

At June 30, 2021 and 2020, the Association's cash and cash equivalents consisted of the following:

	<u>2021</u>	<u>2020</u>
Cash	\$ 784,876	\$ 387,130
Money market fund	112,889	100,058
Total cash and cash equivalents	\$ 897,765	\$ 487,188

### 5. <u>OPERATING LEASE</u>:

On June 1, 2016, the Association entered into a non-cancellable operating lease for office space at the building located at 935 Gravier Street effective from July 1, 2016 through December 31, 2018, with a monthly rent of \$4,583. The agreement was extended through December 31, 2020, with a monthly rent of \$4,166. On January 1, 2021, the Association relocated to the Women's Guild Home. Rental expense is included in general and administrative expenses and amounted to \$26,521 and \$48,089 for the years ended June 30, 2021 and 2020, respectively.

On March 16, 2017, the Association entered into an operating agreement for the use of box office ticketing software. The software is used for fundraising, data management and box office ticket sales for single tickets, subscriptions and memberships. The agreement was effective for 60 months from April 1, 2017 to March 31, 2022, with quarterly payments of \$8,000 in the first year, escalating annually. The Association ended the box office operating agreement in September 2020. Box office rental expense is included in general and administrative expenses and amounted to \$25,243 and \$37,182 for the years ended June 30, 2021 and 2020, respectively.

### 6. LOUISIANA ECONOMIC DEVELOPMENT TAX CREDITS (LED):

The Association receives precertification from the LED based on the budget for each production. Estimated refundable tax credits are calculated and accrued based on the criteria established by the LED in the precertification letter and applied to the actual costs for the productions. The credits are recorded net of the direct expenses incurred by the Association to obtain the final certification. Adjustments to the estimated credits will be made in the following year when the final certification is issued and recorded as an addition or deduction to the current year credits. LED credits applied to productions, net of expenses, were \$179,506 and \$258,185 for the years ended June 30, 2021 and 2020, respectively.

### 7. <u>CONCENTRATIONS</u>:

### Cash Deposits:

The Association maintains its cash in secured deposit accounts at various banks located in New Orleans, Louisiana. The Federal Deposit Insurance insures up to \$250,000 for each account. There was \$421,685 and \$52,780 in uninsured cash balances at June 30, 2021 and 2020, respectively.

### Louisiana Department of Economic Development Tax Credits:

Approximately 91% and 98% of the Association's accounts receivable at June 30, 2021 and 2020, respectively, are refundable tax credits due from the Louisiana Department of Revenue (LED).

### Geographic Concentration of Customers:

The Association depends on the general public, businesses, and other public and private organizations principally within the New Orleans area to purchase tickets to the productions and for other contributions to enable the Association to continue its activities. Changes in the level of such support could adversely affect the ability of the Association to continue providing services.

## 8. <u>LINE OF CREDIT:</u>

The Association has a line of credit with a borrowing limit of \$500,000. For the years ended June 30, 2021 and 2020, the interest rate was 6.25% and 6.0%, respectively. The line of credit is collateralized by a security interest in all business assets of the Association. At June 30, 2021 and 2020, there was no outstanding balance.

### 9. PAYCHECK PROTECTION PROGRAM:

On April 22, 2020, the Association received a loan from Hancock Whitney Bank for \$235,500 under the Paycheck Protection Program ("PPP"). On March 23, 2021, the Association received a second PPP loan for \$150,000. The PPP, established as part of the Coronavirus Aid,

## 9. <u>PAYCHECK PROTECTION PROGRAM</u>: (Continued)

Relief and Economic Security Act ("CARES Act"), provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business.

The proceeds were initially recorded as a refundable advance. Once the measurable performance barrier and right of return no longer existed, the loans were recognized as income. PPP grant revenue for the years ended June 30, 2021 and June 30, 2020 was \$290,022 and \$95,478, respectively.

On November 23, 2020, the first loan of \$235,500 was forgiven. On August 21, 2021, the second loan of \$150,000 was forgiven. Therefore, there are no outstanding liabilities on the statements of net position.

### 10. NET ASSETS WITH DONOR RESTRICTIONS:

Net assets with donor restrictions consisted of the following at June 30:

	<u>2021</u>	<u>2020</u>
Contributions with purpose restrictions	\$ 363,625	\$ 254,525

Net assets totaling \$125,185 were released from donor restrictions due to the satisfaction of purpose restrictions during the year ended June 30, 2021.

### 11. <u>SIMPLE IRA PLAN</u>:

The Association maintains a SIMPLE IRA Plan which covers all eligible employees. Participation in the plan is voluntary. Participants may contribute the maximum pre-tax amount allowed under federal tax law. The Association matches up to a maximum of 3% of the participating employee's contributions. Employer contributions to the plan were \$16,896 and \$15,207 for the years ended June 30, 2021 and 2020, respectively.

### 12. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS:

The Association manages its liquidity by operating within a prudent range of financial stability, maintaining adequate liquidity to fund near-term operations, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged.

The following table reflects the Association's financial assets as of June 30, 2021 and 2020, reduced by amounts not available for expenditures within one year of the statement of financial position date:

## 12. <u>LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS</u>: (Continued)

	<u>2021</u>	2020
Financial assets: Cash and cash equivalents	\$ 897,765	\$ 487,188
Total financial assets	897,765	487,188
Less those unavailable for general expenditures within year, due to:		
Restricted by donor with purpose restrictions	363,625	254,525
Financial assets available to meet cash needs for expenditures within one year	\$ 534,140	\$ 232,663

### 13. <u>UNCERTAINTY</u>:

During March 2020, the World Health Organization declared the outbreak of COVID 19 as a pandemic, and the disease continues to spread throughout the United States. As a result of the spread of COVID-19, economic uncertainties have arisen which may continue to impact the results of the Center's operations and financial position. Future financial impact and duration cannot be reasonably estimated at this time.

## 14. <u>SUBSEQUENT EVENTS</u>:

Management has evaluated subsequent events through December 8, 2021, the date which the financial statements were available to be issued. There were damages sustained to the Women's Guild Home and Scenic Studio as a result of Hurricane Ida, which occurred on August 29, 2021 in New Orleans. As of the date the financial statements were available to be issued, the total estimated damages has not been assessed. The Association is still assessing the amount of damages to both properties to determine if there were enough damages for a claim with the insurance company.

# SUPPLEMENTARY INFORMATION

## NEW ORLEANS OPERA ASSOCIATION SUPPLEMENTARY INFORMATION SCHEDULE OF TICKET SALES AND COST OF OPERAS FOR THE YEAR ENDED JUNE 30, 2021

	Total	Guild Home Concert	The Medium	Opera on Tap & Other Outreach Concerts	Porgy and Bess	Orpheum
TICKET SALES, SURCHARGES,						
AND SUBSCRIPTIONS:						
Season subscriptions	\$ 223,344	\$ 74,448	\$ 74,448	\$ -	\$ 74,448	\$ -
Box office sales	12,434	1,410	2,590	6,734	1,700	
TOTAL	235,778	75,858	77,038	6,734	76,148	
COST OF OPERAS:						
Artists	81,475	10,500	19,200	6,000	45,400	375
Artists' housing and travel	18,760	-	2,170	1,265	15,325	-
Chorus	4,879	-	-	-	-	4,879
Costumes	1,290	-	1,172	-	118	-
Costumer	6,000	3,000	1,500	-	1,500	-
COVID officer	2,710	-	1,150	480	1,080	-
Development	5,875	1,175	1,175	1,175	1,175	1,175
Director - housing and travel	3,557	-	3,557	-	-	-
Drayage	1,406	-	-	-	1,406	-
Insurance	5,410	-	1,610	-	3,800	-
Lighting - design and equipment	6,774	-	2,761	1,735	-	2,278
Lighting - designer	6,500	-	5,000	-	1,500	-
Marketing and development	11,448	2,290	2,290	2,290	2,290	2,290
Miscellaneous expenses	11,549	1,561	2,201	197	4,536	3,054
Music	30,521	4,069	6,683	1,735	14,284	3,750
Orchestra	73,612	4,037	15,000	6,000	45,000	3,575
Payroll taxes	11,201	2,240	2,240	2,240	2,240	2,240
Pension	7,673	1,535	1,535	1,535	1,535	1,535
Production costs	4,334	-	82	-	4,252	-
Production royalty	2,989	-	1,000	-	1,989	-
Props	907	-	394	-	513	-
Propmaster	1,136	-	-	-	1,136	-
Rehearsal - accompanist	3,960	-	1,900	-	2,060	-
Rehearsal - housing and travel	2,310	-	-	-	2,310	-
Rent - theater	6,541	-	-	-	6,541	-
Rent - rehearsal space	500	-	-	-	500	-
Salaries	489,707	97,941	97,941	97,941	97,941	97,941
Scenery and scenery construction	25,785	-	7,945	529	17,311	-
Security Stage directors	3,746 5,000	-	5,000	-	3,746	-
e	6,490	540	2,400	1,150	2,400	-
Stage managers and assistants Stagehands	33,832	540	7,677	1,150	26,155	-
Supertitle coordinator	700	-	7,077	-	20,133	-
Supertitles	1,750	400	550	400	400	-
Union benefits	10,458	400	2,094	400	8,364	-
Wardrobe	935	-	316	-	619	-
Wig and make up	300	-	300	-	-	-
COST OF OPERAS	892,020	129,289	196,843	124,672	318,126	123,092
COST OF OPERAS IN EXCESS OF TICKET SALES	(656,242)	(53,431)	(119,805)	(117,938)	(241,978)	(123,092)
GENERAL AND ADMINISTRATIVE EXPENSES	(540,030)	(108,006)	(108,006)	(108,006)	(108,006)	(108,006)
COST OF OPERAS AND ADMINISTRATIVE IN EXCESS OF TICKET SALES	(1,196,272)	(161,437)	(227,811)	(225,944)	(349,984)	(231,098)
ESTIMATED LED TAX CREDITS	185,490	29,628	41,327	25,501	60,249	28,785
TOTAL COST OF OPERAS TO ASSOCIATION	\$ (1,010,782)	\$ (131,809)	\$ (186,484)	\$ (200,443)	\$ (289,735)	\$ (202,313)

## NEW ORLEANS OPERA ASSOCIATION SUPPLEMENTARY INFORMATION SCHEDULE OF COMPENSATION, BENEFITS AND OTHER PAYMENTS TO AGENCY HEAD OR CHIEF EXECUTIVE OFFICER JUNE 30, 2021 (UNAUDITED)

Agency Head Name: Clare Buvorac, General Director

Purpose	Amount *
Salary	
Benefits - insurance	
Benefits - retirement	
Car allowance	
Vehicle provided by government	
Per diem	
Reimbursements	
Travel	
Registration fees	
Conference travel	
Continuing professional education	
fees	
Housing	
Unvouchered expenses	
Special meals	

• No salaries or benefits were provided with public funds.



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5047 Highway 1 P.O. Box 830 Napoleonville, LA 70390 Phone: (985) 369-6003 Fax: (985) 369-9941 INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

December 8, 2021

To the Board of Directors of the New Orleans Opera Association New Orleans, Louisiana

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the New Orleans Opera Association (the "Association"), (a nonprofit organization), which comprise the statement of financial position as of June 30, 2021, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated December 8, 2021.

#### **Internal Control over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Association's internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we do not express an opinion on the effectiveness of the Association's internal control.

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Members American Institute of Certified Public Accountants Society of LA CPAs A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or, significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Association's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

#### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Association's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Association's internal control and compliance. Accordingly, this communication is not suitable for any other purpose. Under Louisiana Revised Statute 24:513, this report is distributed by the Legislative Auditor as a public document.

Duplantier, Hagnon, Hogan & Noter LLP New Orleans, Louisiana

## NEW ORLEANS OPERA ASSOCIATION SCHEDULE OF FINDINGS FOR THE YEAR ENDED JUNE 30, 2021

## A. <u>SUMMARY OF AUDITOR'S RESULTS</u>

1. <u>Financial statements</u> Type of auditor's report issued: unmodified

2.	Internal control over financial reporting		
	Material weaknesses identified	Yes	X None noted
	Significant deficiencies identified that are not considered to be material weaknesses	Yes	X None noted
3.	Noncompliance material to financial statements	Yes	X None noted

## B. <u>SUMMARY OF PRIOR YEAR FINDINGS</u>

None