CHARLES HOSMER MORSE FOUNDATION, INC. FINANCIAL STATEMENT ANALYSIS APRIL 30, 2024

STATEMENT of FINANCIAL POSITION

ASSETS

<u>Total Assets</u> - **\$55,724,328...decreased by \$634,690 (1.1%).** An analysis of significant asset changes for the year to date is as follows:

- Cash balance of \$889,829...net decrease of \$762,266 due to operations.
- <u>Receivables</u> balance of \$33,858...a decrease of \$4,384.
- <u>Net Investments</u> balance of \$37,749,720...an increase of \$162,639 (0%), for the year to date. Per AndCo Consulting, the total return net of fees for 2024 to date was 2.7%.
- <u>Net Operating Assets</u> balance of \$17,016,643 decreased by \$14,918 (0%):
 - **Net Program Assets** decreased by \$23,296 due to depreciation (\$176,438), increasing more than program assets (\$153,142) for the year to date.
 - Inventories for the Museum Shop increased for the year to date by \$8,378.
- <u>Other Assets</u> balance of \$34,275...decreased by \$15,760 (31%) due to the amortization of lower prepaid expenses.

LIABILITIES

<u>Total Liabilities</u> – balance of \$348,792...a decrease of \$31,058 (8%) due to timing differences in Accounts Payable.

CHARLES HOSMER MORSE FOUNDATION, INC. FINANCIAL STATEMENT ANALYSIS APRIL 30, 2024

STATEMENT of ACTIVITIES

INCOME AND SUPPORT

Total Income and Support was \$882,967 for the year to date, under budget by \$947,553 (52%).

- **Portfolio Income, net** of \$161,649 was under budget by \$26,351 (14%) due to realized gains being 17% under budget to date.
- <u>Unrealized Gain or (Loss)</u> posted an unrealized gain of \$737,873...versus the budgeted gain of \$333,000.

• Support and Real Estate:

- **Contributions** received totaled \$1,560 versus the budgeted amount of \$1,384,000. The Elizabeth Morse Genius Foundation did not need to fund the Foundation due to excess cash during the first quarter and investment sales in March.
- **Real Estate Management** showed a net cost of \$18,115 versus the budgeted cost of \$74,480 due to Expenses being under budget by 44%, due to Volusia Operations and Insurance.

EXPENSES

Total Expenses for the Foundation for the year to date were \$1,486,599...\$175,596 (11%) under budget; the detail is as follows:

<u>Net Cost of Museum Operations</u> totaled \$1,278,534...\$173,246 (12%) under budget ...the detail of revenue and expenses is as follows:

- Revenue from Visitor Services totaled \$86,370...\$21,370 (33%) over budget. There were 5,305 visitors for the month. Membership was \$3,695 (31%), over budget.
- The Museum Shop revenue of \$294,864...was over budget by 23%.
- Total Expenses for the Museum were \$1,675,463...\$93,317 (5%) under budget; four departments were under budget, while three departments, Museum Engagement, Collection Management and Projects, were over budget for the year to date.

CHARLES HOSMER MORSE FOUNDATION, INC

STATEMENT of FINANCIAL POSITION April 30, 2024

ASSETS

	ASSETS		
	<u>12/31/2023</u>	<u>4/30/2024</u>	INCREASE (DECREASE)
CASH	1,652,095	889,829	(762,266)
RECEIVABLES	38,242	33,858	(4,384)
INVESTMENTS	00,242	00,000	(4,004)
FIDELITY	24,630,087	24,641,966	11,879
SALEM	8,483,098	8,634,634	151,536
REAL ESTATE, NET	4,473,896	4,473,120	(776)
NET INVESTMENTS	\$37,587,081	\$37,749,720	\$162,639
OPERATING ASSETS PROGRAM ASSETS			
MUSEUM	18,191,440	18,213,690	22,250
PAVILION	1,196,240	1,196,240	0
WAREHOUSE	2,951,789	3,002,390	50,601
EQUIPMENT	1,275,699	1,355,990	80,291
INTERLACHEN PROPERTIES	4,662,462	4,662,462	00,201
LESS: DEPRECIATION	(11,691,511)	(11,867,949)	(176,438)
NET PROGRAM ASSETS	\$16,586,119	\$16,562,824	(\$23,296)
INVENTORIES			
MUSEUM SHOP	324,689	334,860	10,171
MUSEUM PUBLICATIONS	120,753	118,960	(1,793)
NET OPERATING ASSETS	\$17,031,561	\$17,016,643	(\$14,918)
OTHER ASSETS			
PREPAID EXCISE TAX	10,000	10,000	0
PREPAID EXPENSES	35,460	19,700	(15,760)
DEPOSITS & COPYRIGHTS	4,575	4,575	0
TOTAL OTHER ASSETS	\$50,035	\$34,275	(\$15,760)
TOTAL ASSETS	\$56,359,013	\$55,724,328	(\$634,690)
LIABILIT	IES & NET ASSETS		
LIABILITIES			
ACCOUNTS PAYABLE	131,526	92,006	(39,520)
ACCRUED EXPENSES	190,324	188,786	(1,538)
ACCRUED EXCISE TAX	30,000	40,000	10,000
DEFERRED EXCISE TAX	28,000	28,000	0
TOTAL LIABILITIES	\$379,849	\$348,792	(\$31,058)
NET ASSETS	55,979,164	55,979,164	0
EXCESS or (SHORTAGE) YTD		(603,632)	(603,632)
TOTAL LIABILITIES & NET ASSETS	\$56,359,013	\$55,724,328	(\$634,690)

CHARLES HOSMER MORSE FOUNDATION, INC STATEMENT OF ACTIVITIES April 30, 2024

FOUNDATION SUMMARY

INCOME AND SUPPORT	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
PORTFOLIO INCOME				
DIVIDENDS & INTEREST	\$99,436	\$108,000	(\$8,564)	\$259,940
REALIZED GAINS	\$83,015	\$100,000	(\$16,985)	\$0
LESS: FEES	(20,802)	(20,000)	(802)	(64,814)
NET	161,649	188,000	(26,351)	195,126
UNREALIZED GAIN OR (LOSS)	737,873	333,000	404,873	1,328,785
TOTAL INCOME	899,522	521,000	378,522	1,523,911
SUPPORT AND REAL ESTATE				
CONTRIBUTIONS	1,560	1,384,000	(1,382,440)	4,720
REAL ESTATE MANAGEMENT, NET	(18,115)	(74,480)	56,365	(5,337)
TOTAL	(16,555)	1,309,520	(1,326,075)	(617)
TOTAL INCOME AND SUPPORT	882,967	1,830,520	(947,553)	1,523,294
EXPENSES				
NET COST OF MUSEUM	1,278,534	1,451,780	173,246	1,539,029
DEPRECIATION	177,214	177,214	0	178,054
TRUSTEE DIRECTED GRANTS	25,000	23,200	(1,800)	20,000
FEDERAL EXCISE TAX	10,000	10,000	0	10,000
FIXED ASSET (GAIN) OR LOSS	(4,150)	0	4,150	0
TOTAL	1,486,599	1,662,194	175,596	1,747,083
EXCESS/(SHORTAGE) YTD	(\$603,632)	\$168,326	(\$771,957)	(\$223,789)
МЕМО				
Year to Date Capital Expenditures	\$153,142	\$582,200		\$51,444

CHARLES HOSMER MORSE FOUNDATION, INC STATEMENT OF ACTIVITIES April 30, 2024

REAL ESTATE MANAGEMENT

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
INCOME				
Leases	53,704	53,620	84	53,076
Interlachen Reimbursement	2,442	2,000	442	1,377
Timber	0	0	0	0
Miscellaneous Income	120	2,240	(2,120)	120
TOTAL INCOME	\$56,266	\$57,860	(\$1,594)	\$54,573
EXPENSES				
Administrative Expenses				
Fees, Licenses & Permits	61	100	39	61
Legal	3,853	1,680	(2,173)	0
Miscellaneous	0	160	160	23
Office Expenses	0	160	160	0
Property Management				
Insurance	7,619	15,600	7,981	11,593
Miscellaneous	0	2,000	2,000	125
Property Taxes	14,583	14,560	(23)	11,864
Repair & Maintenance	43,097	39,040	(4,057)	32,011
Security	3,693	4,040	347	2,231
Utilities	1,474	3,320	1,846	1,924
Vehicle Expense	0	1,680	1,680	77
Volusia Operations	0	50,000	50,000	0
TOTAL EXPENSES	\$74,380	\$132,340	\$57,960	\$59,910
NET INCOME REAL ESTATE MANAGEMENT	(\$18,115)	(\$74,480)	\$56,365	(\$5,337)

CHARLES HOSMER MORSE FOUNDATION, INC STATEMENT OF ACTIVITIES April 30, 2024

MUSEUM OPERATIONS

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
MUSEUM ENGAGEMENT REVENU	E			
Visitor Services	86,370	65,000	21,370	74,061
Membership	15,695	12,000	3,695	15,814
Museum Shop	294,864	240,000	54,864	272,763
TOTAL REVENUE	\$396,929	\$317,000	\$79,929	\$362,638
EXPENSES				
Compensation	868,902	880,800	11,898	869,996
Facilities Management	300,801	368,160	67,359	377,199
General Administrative	82,395	144,120	61,725	321,563
Museum Engagement	267,830	232,120	(35,710)	238,421
Community Relations	33,512	57,820	24,308	23,701
Collection Management	29,911	26,640	(3,271)	22,515
EXPENSES BEFORE PROJECTS	\$1,583,352	\$1,709,660	\$126,308	\$1,853,395
Projects	92,111	59,120	(32,991)	48,272
TOTAL EXPENSES	\$1,675,463	\$1,768,780	\$93,317	\$1,901,667
NET COST OF MUSEUM OPERATIONS	\$1,278,534	\$1,451,780	\$173,246	\$1,539,029

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
COMPENSATION				
Gross Salaries	582,584	588,000	5,416	551,872
Group Insurance	184,316	196,000	11,684	234,802
Payroll Taxes	47,008	44,800	(2,208)	40,597
Pension Plan	54,995	52,000	(2,995)	42,725
Total Compensation	\$868,902	\$880,800	\$11,898	\$869,996
FACILITIES MANAGEMENT				
Buildings and Grounds				
Contract Services	52,856	49,200	(3,656)	43,322
Equipment Maint. Agreements	6,858	7,320	462	6,293
Fees & Licenses	0	4,320	4,320	0
Garments	1,352	800	(552)	811
Insurance-Autos	891	4,320	3,429	11,025
Janitorial	0	0	0	4,027
Landscape Services	0	0	0	13,404
Landscape	2,684	6,320	3,636	7,519
Light Bulbs	0	0	0	6,290
Miscellaneous	45	400	355	91
Repairs & Maintenance	24,846	50,160	25,314	44,043
Small Tools	0	0	0	1,151
Supplies & Equipment	17,374	14,320	(3,054)	2,401
Utilities	42,824	56,640	13,816	56,876
Vehicle Expenses	3,289	5,640	2,351	5,318
Total Building and Grounds	\$153,020	\$199,440	\$46,420	\$202,572
Security				
Security Contract Services	122 202	146 640	10 007	145 000
	133,303	146,640	13,337	145,999
Equipment Maint. Agreements Internet	4,681	7,320	2,639	5,176 2,620
Miscellaneous	3,477	3,800	323	,
Repairs & Maintenance	175 1,943	320 5,000	145 3 057	8 14,434
Supplies & Equipment	4,201	5,000 5,640	3,057 1,439	6,390
Total Security	\$147,781	\$168,720	\$ 20,939	\$174,627
Total Facilities Management	\$300,801	\$368,160	\$67,359	\$377,199
i utai raciiities Manayement	φ300,001	4300, IOU	407,339	φ311,133

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
GENERAL ADMINISTRATIVE				
Accounting Services	21,022	31,000	9,978	21,931
Books & Publications	637	640	3	238
Contingency	0	3,320	3,320	0
Contract Services	1,623	840	(783)	226,288
Fees & Permits	2,194	640	(1,554)	350
Insurance	21,190	46,640	25,450	22,445
Internet	4,328	4,320	(8)	2,323
Legal Retainer	12,000	11,320	(680)	8,000
Miscellaneous	203	1,160	957	6,361
Office Supplies	2,678	3,640	962	4,652
Organizational Dues	3,478	2,640	(838)	2,490
Professional Fees	3,610	10,000	6,390	3,086
Shipping & Insurance	0	400	400	363
Supplies & Equipment	2,684	2,320	(364)	4,505
Telelphone	3,300	5,680	2,380	4,680
Training & Development	2,608	5,000	2,392	5,142
Travel	713	5,000	4,287	5,067
Trustee Expenses	81	9,320	9,239	3,327
Xerography	46	240	194	315
Total General Administrative	\$82,395	\$144,120	\$61,725	\$321,563
MUSEUM ENGAGEMENT Education				
Education-Members & General				
Books & Publications	4	160	156	132
Catering	9,717	3,640	(6,077)	10,042
Contract Services	3,611	1,640	(0,077) (1,971)	4,305
Fees & Licenses	0	1,040	1,000	4,505
Miscellaneous	0	0	1,000	98
Postage	25	0	(25)	98
Printing	980	1,160	(23)	•
	980	1,100	0	2,311 0
Signage	-	•	-	Ũ
Supplies & Equipment Video Film Services	834	1,160	326 795	2,550
	5	800		543
Visiting Scholars Expenses	6,604	2,320 800	(4,284)	3,798
Visiting Scholars Fees	1,000		(200)	2,000
Total Education M&G	\$22,778	\$12,680	(\$10,098)	\$25,779

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
Education-Family & Public				
Contract Services	0	160	160	0
Design	0	640	640	0
Supplies & Equipment	1,288	1,640	352	341
Friday Evenings	2,500	4,640	2,140	1,927
Miscellaneous	0	0	0	15
Printing	0	640	640	0
Total Education-Family & Public	\$3,788	\$7,720	\$3,932	\$2,283
Education-School				
Catering	1,237	1,000	(237)	1,078
Contract Services	0	160	160	0
Garments	0	160	160	71
Miscellaneous	79	0	(79)	0
Printing	473	160	(313)	101
Supplies & Equipment	43	800	757	129
Total Education-School	\$1,831	\$2,280	\$449	\$1,379
Total Education	\$28,397	\$22,680	(\$5,717)	\$29,441
Publications				
Design	0	320	320	0
Fees & Licenses	0	1,000	1,000	0
Miscellaneous	45	0	(45)	0
Photographic Services	499	640	141	3,000
Printing	12,008	8,320	(3,688)	2,004
Supplies & Equipment	49	1,640	1,591	10
Total Publications	\$12,601	\$11,920	(\$681)	\$5,015
Audio Tours				
Contract Services	0	2,320	2,320	0
Miscellaneous	0	160	160	0
Signage & Labels	0	80	80	0
Total Audio Tours	\$0	\$2,560	\$2,560	\$0
Docent Education				
Books & Publications	0	160	160	173
	5,975	2,800		
Catering Contract Services	1,306	2,800 480	(3,175) (826)	3,487 109
Postage	1,500	400	80	80
Printing	3,038	1,000	(2,038)	0
Supplies & Equipment	3,038	800	(2,038) 800	1,528
Travel	0	1,640	1,640	0
Visiting Scholar Expenses	0	280	280	234

Visiting Scholar Fees Total Docent Education	2024 YEAR TO DATE <u>ACTUAL</u> 1,050 \$11,369	2024 YEAR TO DATE <u>BUDGET</u> 160 \$7,400	<u>VARIANCE</u> (890)	2023 YEAR TO DATE <u>ACTUAL</u> 0
Total Docent Education	φ11,30 3	\$7,400	(\$3,969)	\$5,611
Visitor Services				
Contract Services	580	3,000	2,420	1,578
Credit Card Fees	3,457	2,600	(857)	2,667
Miscellaneous	0	160	160	100
Printing	4,386	1,680	(2,706)	0
Supplies & Equipment	352	2,320	1,968	3,879
Visitor Guides	0	0	0	798
Total Visitor Services	\$8,776	\$9,760	\$984	\$9,023
Membership				
Catering	7,480	7,000	(480)	5,460
Contract Services	3,584	4,800	1,216	3,609
Design	0	5,320	5,320	0
Mailing House	0	480	480	147
Miscellaneous	0	120	120	100
Postage	5,100	3,040	(2,060)	2,800
Postage Insider	0	0	0	1,600
Printing	876	4,080	3,204	1,312
Printing Insider	0	0	0	2,693
Supplies & Equipment	3,398	1,800	(1,598)	2,802
Ticketed Event Revenue	(6,025)	(3,320)	2,705	(4,410)
Ticketed Event Expenses	12,706	10,000	(2,706)	15,128
Total Membership	\$27,118	\$33,320	\$6,202	\$31,242
Museum Shop				
Cost of Goods Sold	142,972	116,000	(26,972)	128,417
Freight In	9,905	9,000	(905)	9,307
Bags & Wrapping	4,057	3,320	(737)	6,606
Breakage & Theft	238	320	82	0
Cash Over/Short	0	0	0	35
Contract Services	5,420	3,320	(2,100)	750
Credit Card Fees	8,931	6,640	(2,291)	7,711
Display Items	0,001	160	160	0
		800		
Equipment & Supplies	2,324		(1,524)	250
Miscellaneous	311	0	(311)	0
Photography	0	640	640	0
Printing	0	160	160	0
Product Development	2,589	480	(2,109)	100

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
Shipping Out	2,117	2,000	(117)	2,720
Travel	706	1,640	934	2,194
Total Museum Shop	\$179,570	\$144,480	(\$35,090)	\$158,090
Total Museum Engagement	\$267,830	\$232,120	(\$35,710)	\$238,421
COMMUNITY RELATIONS				
General				
Books & Publications	1,012	360	(652)	850
Catering	99	200	101	0
Contract Services	0	200	200	0
Design	2,650	3,160	510	1,950
Fees & Licenses	0	1,000	1,000	0
Mailing House	0	1,480	1,480	125
Miscellaneous	96	560	464	101
Organizational Dues	995	920	(75)	0
Photographic Services	640	1,640	1,000	800
Postage	2,371	3,000	629	0
Postage Direct Mail	0	0	0	1,800
Printing	1,195	3,280	2,085	646
Printing Direct Mail	0	0	0	899
Travel	240	160	(80)	112
Supplies & Equipment	0	160	160	0
Total General	\$9,298	\$16,120	\$6,822	\$7,284
Events				
Awards Winter Park Art Festival	2,500	3,500	1,000	2,500
Contract Services	1,825	7,480	5,655	0
Design	0	200	200	0
Equipment Rental	1,871	2,000	129	0
Meals	16	320	304	0
Photographic Services	0	120	120	0
Miscellaneous	800	320	(480)	0
Printing	304	320	16	35
Security	4,564	4,000	(564)	2,252
Supplies & Equipment	0	520	520	0
Total Events	\$11,881	\$18,780	\$6,899	\$4,787

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
Advertising				
Community	9,338	9,640	302	8,344
Design	0	1,640	1,640	575
Exhibitions	0	5,640	5,640	0
Tourism	2,995	6,000	3,005	2,712
Total Advertising	\$12,333	\$22,920	\$10,587	\$11,630
Total Community Relations	\$33,512	\$57,820	\$24,308	\$23,701
COLLECTION MANAGEMENT				
Books & Publications	845	1,320	475	707
Contract Services	216	600	384	282
Fees & Licenses	80	1,000	920	0
Garments	51	0	(51)	0
Insurance Fine Arts	15,760	15,760	0	16,280
Miscellaneous	59	320	261	0
Photographic Services	0	5,000	5,000	1,800
Shippng & Insurance	1,184	640	(544)	212
Supplies & Equipment	11,717	2,000	(9,717)	344
Exhibit Prep Department	0	0	0	2,890
Total Collection Management	\$29,911	\$26,640	(\$3,271)	\$22,515
Total Expenses before Projects	\$1,583,352	\$1,709,660	\$126,308	\$1,853,395

	2024 YEAR TO DATE <u>ACTUAL</u>	2024 YEAR TO DATE <u>BUDGET</u>	VARIANCE	2023 YEAR TO DATE <u>ACTUAL</u>
PROJECTS				
Conservation				
Contract Services	8,595	21,640	13,045	19,935
Miscellaneous	0	40	40	0
Shipping	496	1,640	1,144	3,551
Supplies & Equipment	0	1,000	1,000	515
Total Conservation	\$9,091	\$24,320	\$15,229	\$24,001
Exhibitions				
Advertising-Community	0	0	0	3,205
Contract Services	80	1,320	1,240	3,000
Design	0	800	800	0
Frames	0	320	320	0
Miscellaneous	0	320	320	186
Signage & Labels	72	1,640	1,568	227
Supplies & Equipment	367	2,000	1,633	178
Total Exhibitions	\$519	\$6,400	\$5,881	\$6,796
Digital Systems				
Contract Services	0	3,320	3,320	0
Development	0	6,640	6,640	1,556
Fees & Licenses	1,381	2,480	1,099	1,960
Total Digital Systems	\$1,381	\$12,440	\$11,059	\$3,516
Other				
Legacy Film	0	9,320	9,320	0
Total Other	\$0	\$9,320	\$9,320	\$0
Acquisitions				
Purchase	81,120	5,000	(76,120)	10,000
Shipping & Insurance	0	1,640	1,640	3,959
Total Acquisitions	\$81,120	\$6,640	(\$74,480)	\$13,959
Total Projects	\$92,111	\$59,120	(\$32,991)	\$48,272
Total Museum Expenses	\$1,675,463	\$1,768,780	\$93,317	\$1,901,667

CHARLES HOSMER MORSE FOUNDATION

CAPITAL EXPENDITURES

April 30, 2024

YEAR TO DATE	2024	2023
ACTUAL	BUDGET	ACTUAL
\$21,250	\$70,000	
	\$70,000	
	\$22,000	
\$1,000	\$18,200	
	\$15,000	
	\$12,000	
	\$10,000	
		\$62,913
		\$28,789
		\$6,452
		\$28,979
		\$16,215
		\$7,186
		\$14,900
\$50,601	\$222,000	
		\$51,410
\$31,858	\$37.000	
<i> </i>	. ,	\$5,242
	<i> </i>	\$36,160
		. ,
	\$35,000	
\$48,433	\$55,000	
\$153,142	\$582,200	\$258,246
	ACTUAL \$21,250 \$1,000 \$50,601 \$31,858 \$48,433	ACTUALBUDGET\$21,250\$70,000\$70,000\$22,000\$1,000\$18,200\$1,000\$15,000\$12,000\$10,000\$50,601\$222,000\$31,858\$37,000\$31,858\$37,000\$31,858\$35,000\$48,433\$55,000