

# THE RICHARD NIXON FOUNDATION

## FINANCIAL STATEMENTS

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December 31, 2020  
(with Summarized Comparative Totals for 2019)

## CONTENTS

Independent Auditors' Report.....	1-2
Statement of Financial Position.....	3
Statement of Activities and Changes in Net Assets .....	4
Statement of Functional Expenses.....	5
Statement of Cash Flows.....	6
Notes to the Financial Statements .....	7-26

## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors  
of The Richard Nixon Foundation

We have audited the accompanying financial statements of The Richard Nixon Foundation (a Delaware nonprofit organization), which comprise the statement of financial position as of December 31, 2020, 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 the financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Richard Nixon Foundation as of December 31, 2020, and the change in its net assets, functional expenses, and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

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

We have previously audited The Richard Nixon Foundation's 2019 financial statements and we expressed an unmodified opinion on those audited financial statements in our report dated September 24, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2019, is consistent, in all material respects, with the 2019 audited financial statements from which it has been derived.

A handwritten signature in cursive script that reads "Windes, Inc.".

Irvine, California  
September 1, 2021

**THE RICHARD NIXON FOUNDATION**

**STATEMENT OF FINANCIAL POSITION**

**DECEMBER 31, 2020**

**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

<b>ASSETS</b>		
	<u><b>2020</b></u>	<u><b>2019</b></u>
<b>ASSETS</b>		
Cash and cash equivalents	\$ 1,074,949	\$ 1,083,642
Restricted cash	-	600,000
Certificates of deposit	404,853	404,738
Investments	45,659,897	43,821,532
Pledges and other receivables, net of allowance of \$42,500 for both years	52,564	303,048
Inventories, net	213,414	152,099
Other current assets	183,833	131,040
Property and equipment, net	12,129,592	12,399,941
Intangible assets, net	<u>423,165</u>	<u>683,300</u>
<b>TOTAL ASSETS</b>	<u><b>\$ 60,142,267</b></u>	<u><b>\$ 59,579,340</b></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts payable and accrued liabilities	\$ 1,222,277	\$ 1,527,157
Grant payable	69,960	69,960
Loan payable	<u>7,185,576</u>	<u>7,361,960</u>
	<u><b>8,477,813</b></u>	<u><b>8,959,077</b></u>
<b>COMMITMENTS (NOTE 10)</b>		
<b>NET ASSETS</b>		
Without donor restrictions	6,810,725	7,200,325
With donor restrictions		
Purpose restrictions	31,352,649	29,918,858
Perpetual in nature	<u>13,501,080</u>	<u>13,501,080</u>
Total net assets	<u><b>51,664,454</b></u>	<u><b>50,620,263</b></u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u><b>\$ 60,142,267</b></u>	<u><b>\$ 59,579,340</b></u>

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

**THE RICHARD NIXON FOUNDATION**

**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS  
FOR THE YEAR ENDED DECEMBER 31, 2020  
(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>	<u>2020</u>	<u>2019</u>
<b>REVENUE AND SUPPORT</b>					
Contributions	\$ 418,278	\$ 492,363	\$ 910,641	\$ 839,270	
Admission fees	108,720	-	108,720	499,880	
Membership dues	369,944	-	369,944	522,772	
Investment income, net	93,256	4,991,336	5,084,592	7,211,857	
Special events, net of direct costs of \$260,684 and \$1,143,118, respectively	(55,697)	-	(55,697)	(106,375)	
In-kind contributed goods	150,000	-	150,000	3,655	
Other income	1,165	-	1,165	7,139	
Loss on restricted grant	-	-	-	(632,817)	
Auxiliary services:					
Facilities rental, net	553,950	-	553,950	1,628,567	
Gift shop sales, net	84,340	-	84,340	164,761	
Forgiveness of PPP loan advance	600,000	-	600,000	-	
Net assets released from restrictions	4,049,908	(4,049,908)	-	-	
 Total revenue and support	 <u>6,373,864</u>	 <u>1,433,791</u>	 <u>7,807,655</u>	 <u>10,138,709</u>	
<b>EXPENSES</b>					
Program services	5,332,521	-	5,332,521	6,746,069	
General and administrative	935,542	-	935,542	573,304	
Fundraising	495,401	-	495,401	777,104	
 Total expenses	 <u>6,763,464</u>	 <u>-</u>	 <u>6,763,464</u>	 <u>8,096,477</u>	
 <b>CHANGE IN NET ASSETS</b>	 <u>(389,600)</u>	 <u>1,433,791</u>	 <u>1,044,191</u>	 <u>2,042,232</u>	
 <b>NET ASSETS, BEGINNING OF YEAR</b>	 <u>7,200,325</u>	 <u>43,419,938</u>	 <u>50,620,263</u>	 <u>48,578,031</u>	
 <b>NET ASSETS, END OF YEAR</b>	 <u>\$ 6,810,725</u>	 <u>\$ 44,853,729</u>	 <u>\$ 51,664,454</u>	 <u>\$ 50,620,263</u>	

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

**THE RICHARD NIXON FOUNDATION**

**STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2020  
(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

	<b>Program Services</b>	<b>Supporting Activities</b>		<b>Totals</b>	
		<b>General and Administrative</b>	<b>Fundraising</b>	<b>2020</b>	<b>2019</b>
Salaries and wages	\$ 1,723,703	\$ 454,110	\$ 278,452	\$ 2,456,265	\$ 3,134,691
Employee benefits	269,262	66,981	54,034	390,277	365,010
Total payroll expenses	1,992,965	521,091	332,486	2,846,542	3,499,701
Travel, entertainment, and lodging	11,025	240	4,153	15,418	64,615
Equipment maintenance	370,995	93	31	371,119	502,582
Supplies and materials	194,287	2,687	20,018	216,992	134,225
Contractual services, insurance, and other expenses	1,264,986	10,695	79,217	1,354,898	1,628,773
Grant contributions	-	-	-	-	34,500
Bad debt expense	-	-	-	-	128,113
Interest expense	-	341,233	-	341,233	348,138
Depreciation and amortization	1,498,263	59,503	59,496	1,617,262	1,755,830
Total expenses	<u>\$ 5,332,521</u>	<u>\$ 935,542</u>	<u>\$ 495,401</u>	<u>\$ 6,763,464</u>	<u>\$ 8,096,477</u>

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

# THE RICHARD NIXON FOUNDATION

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2020 (WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)

	<u>2020</u>	<u>2019</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Changes in net assets	\$ 1,044,191	\$ 2,042,232
Adjustments to reconcile changes in net assets to net cash used in operating activities:		
Depreciation	1,267,664	1,407,036
Amortization	349,598	348,793
Bad debt expense	-	128,113
Loss on disposition of property and equipment	-	51,261
Loss on grant receivable	-	632,817
Net realized and unrealized gain on investments	(4,503,335)	(6,154,354)
Provision for inventory write down	(18,151)	48,204
Forgiveness of PPP loan advance	(600,000)	-
Changes in operating assets and liabilities:		
Pledges receivable, net	250,484	520,323
Inventories, net	(43,164)	44,897
Other current assets	(27,948)	202,118
Accounts payable and accrued liabilities	(304,880)	(83,829)
Grant payable	-	(33,000)
Net Cash Used In Operating Activities	<u>(2,585,541)</u>	<u>(845,389)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of property and equipment	(1,105,859)	(1,502,981)
Purchases of intangible assets, net	(5,764)	(26,360)
Purchases of investments	(11,956,059)	(22,500,103)
Proceeds from sales of investments	14,621,029	23,405,043
Net change in certificates of deposit	(115)	779,721
Net Cash Provided By Investing Activities	<u>1,553,232</u>	<u>155,320</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from PPP loan advance	600,000	-
Payments on loans payable	(176,384)	(169,500)
Net Cash Provided By (Used In) Financing Activities	<u>423,616</u>	<u>(169,500)</u>
<b>NET CHANGE IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH</b>	(608,693)	(859,569)
<b>CASH, CASH EQUIVALENTS, AND RESTRICTED CASH AT BEGINNING OF YEAR</b>	<u>1,683,642</u>	<u>2,543,211</u>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<u><u>\$ 1,074,949</u></u>	<u><u>\$ 1,683,642</u></u>
<b>NONCASH INVESTING</b>		
Noncash additions to Intangible assets	<u>\$ 83,699</u>	<u>\$ -</u>
Property and equipment acquired with accrued expenses	<u>\$ -</u>	<u>\$ 62,197</u>
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION</b>		
Cash paid for interest	<u><u>\$ 341,233</u></u>	<u><u>\$ 348,376</u></u>

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



**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies**

***Foundation and Nature of Activities***

The Richard Nixon Foundation, a not-for-profit corporation, (the “Foundation”) was formed as a Delaware corporation in January 1983.

The purpose of the Foundation is to conduct events, programs, and exhibits intended to enhance the public's understanding of the life and legacy of President Richard Nixon. On July 11, 2007, the Foundation entered into a joint operating agreement with the National Archives to incorporate the Nixon Library into the Federal System of Presidential Libraries. The Foundation ceded operational control of the museum and certain other portions of the Library campus to the Federal Government in perpetuity, but the Foundation retains ownership of the entire facility and operational authority over a substantial portion of the campus.

***Recently Adopted Accounting Standard***

During 2020, the Foundation adopted Accounting Standards Update (ASU) No. 2018-13, *Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement (ASU 2018-13)*. As a result of the adoption of ASU No. 2018-13, the Foundation primarily removed and modified certain Level 3 fair value disclosure requirements on fair value measurements. This standard was adopted retrospectively. The adoption of this ASU did not have an impact on the Foundation’s net assets or changes in net assets.

***Basis of Accounting***

The Foundation prepares its financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America (GAAP).

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

***Basis of Presentation***

The Foundation reports information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions. Net assets, revenue, and gains and losses are classified based on the existence or absence of donor-imposed restrictions.

- *Net assets without donor restrictions* – Net assets without donor restrictions are net assets that are available for use at the discretion of the Board of Directors and/or management for general operating purposes.
- *Net assets with donor restrictions* – Net assets with donor restrictions are net assets resulting from contributions or other inflows of assets whose use by the Foundation is limited by donor-imposed restrictions that either expire by the passage of time or can be fulfilled and removed by actions of the Foundation pursuant to the restrictions. When a donor-specified restriction is fulfilled, net assets with donor restrictions are reclassified to net assets without donor restrictions and are reported in the statement of activities as net assets released from restrictions.

Some net assets with donor restrictions include a stipulation that assets provided be maintained permanently (perpetual in nature) while permitting the Foundation to expend the income generated by the assets in accordance with the provisions of additional donor-imposed restrictions or a Board-approved policy.

***Use of Estimates***

The preparation of financial statements in conformity with generally accepted accounting principles 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. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual events and results could differ from those assumptions and estimates. The significant items in these statements that are affected by management estimates are contributions, allowance for doubtful accounts, depreciation, and the allocation of functional expenses.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

***Prior-Period Comparative Information***

The financial statements include certain prior-period 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 Foundation's financial statements for the year ended December 31, 2019, from which the summarized information was derived.

***Reclassifications***

Certain prior-period reported amounts have been reclassified to conform to the current year presentation.

***Cash and Cash Equivalents***

For purposes of the statement of financial position and the statement of cash flows, cash and cash equivalents consist of cash and other highly liquid resources with an original maturity of three months or less when purchased.

From time to time, cash balances may exceed federally insured limits. The Foundation has not experienced any previous losses in such accounts and believes it is not exposed to any significant credit risk on its cash and cash equivalents.

***Certificates of Deposit***

The Foundation holds certificates of deposit with an original maturity of more than one year, with these instruments being reported in the accompanying statement of financial position at fair value. The certificates of deposit are considered to be level 2 investments in the fair value hierarchy.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

***Pledges Receivable***

Unconditional promises to give (pledges) are recorded as receivables and contributions, distinguishing between contributions received for each net asset class in accordance with donor-imposed restrictions. Conditional pledges are recorded when such conditions have been satisfied. The Foundation has an allowance for doubtful accounts for pledges receivable of \$42,500 for both December 31, 2020 and 2019. Receivables expected to be collected in more than 12 months are recorded at the net present value of the estimated future cash flows, when such discount is determined to be material. The Foundation uses an interest rate of 5.5% to compute the discount on multi-year pledges.

***Inventories, net***

Inventories are carried at the lower of cost (determined on average cost basis) or net realizable value. Inventories consist of merchandise acquired for resale in the Foundation's museum store.

The Foundation records an inventory reserve for inventory of bound and paperback books and other miscellaneous merchandise based on estimated sales of these items for the upcoming year. The reserve amounts for the years ending December 31, 2020 and 2019 amounted to \$349,306 and \$367,457, respectively.

***Property and Equipment***

Property and equipment is stated at cost, if purchased, or at fair value at the date of the gift, if donated and material. If donors stipulate how long the assets must be used, the contributions are recorded as restricted support. In the absence of such restrictions, contributions of property and equipment are recorded as increases to net assets without donor restrictions.

Depreciation has been recorded using the straight-line method over the estimated useful lives of the assets ranging from five to forty years. The cost of property and equipment purchased in excess of \$1,000 is capitalized. Repairs, maintenance and minor acquisitions are expensed as incurred, and the Foundation uses the direct expensing method to account for planned major maintenance activities.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

***Long-Lived Assets***

The Foundation evaluates long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. An impairment loss is recognized when the sum of the undiscounted future cash flows is less than the carrying amount of the asset, in which case a write-down is recorded to reduce the related asset to its estimated value. No such impairment losses have been recognized during the year ended December 31, 2020.

***Intangible Assets***

Intangible assets included on the Statements of Financial Position include films and videos developed for the Museum Exhibits, a Multi-Lingual App for self-guided tours of the Museum Exhibits, and registered trademarks. Intangible assets that have a finite useful life are amortized over their useful life of five years. Intangible assets subject to amortization are reviewed for potential impairment whenever events or circumstances indicate carrying amounts may not be recoverable. Assets not subject to amortization are tested for impairment at least annually. As of December 31, 2020, the Foundation does not believe these intangible assets to be impaired.

***Investments***

Investments in marketable securities with readily determinable market values and all investments in debt securities are reported at fair value. The fair value of investments is valued at the closing price on the last business day of the fiscal year. Realized gains and losses are calculated based upon the underlying cost of the securities traded. Interest and dividend income is recorded when earned. Gains or losses (including investments bought, sold, and held during the year), and interest and dividend income are reflected in the statement of activities and changes in net assets as increases or decreases in net assets without donor restrictions unless their use is temporarily or permanently restricted by donor restrictions or by law.

Investments in marketable securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes could materially affect the amounts reported in the statement of financial position.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

***Income Taxes***

The Foundation is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code (“IRC”) and Section 23701(d) of the California Tax Code. Consequently, the accompanying financial statements do not reflect any provision for income taxes. Contributions to the Foundation are deductible for tax purposes under Section 170(c)(2) of the IRC. The Foundation is not a private foundation. The museum store, however, has certain revenue which is unrelated to the Nixon Foundation’s exempt purpose that is subject to the unrelated business income tax provisions of IRC Section 512. The Foundation has no unrelated business income tax for the years ended December 31, 2020 and 2019.

The Foundation evaluates uncertain tax positions whereby the effect of the uncertainty would be recorded if the tax positions will, more likely than not, be sustained upon examination. As of December 31, 2020, management does not believe the Foundation has any uncertain tax positions requiring accrual or disclosure. The Foundation is subject to potential income tax audits on open tax years by any taxing jurisdiction in which it operates. The statute of limitations for federal and California state purposes is generally three and four years, respectively.

***Grants Payable***

The Foundation records grants payable at the date the Foundation has unconditionally promised to transfer the promised asset to other organizations in a future period.

***Fair Value Measurements and Disclosures***

GAAP defines fair value as the price that would be received to sell an asset or paid to transfer liability in an orderly transaction between market participants at the measurement date. GAAP also establishes a framework for measuring fair value and expands disclosures about fair value measurements.

GAAP emphasizes that fair value is a market-based measurement, not an entity-specific measurement. As a basis for considering market-participant assumptions in fair market value measurements, GAAP establishes a fair value hierarchy that distinguishes between market-participant assumptions. This is based on market data obtained from sources independent of the reporting entity (observable inputs that are classified within levels 1 and 2 of the hierarchy) and the reporting entity’s own assumptions about market-participant assumptions (unobservable inputs classified within level 3 of the hierarchy).

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

- Level 1**            Inputs utilize quoted prices in active markets for identical assets or liabilities that are able to be accessed.
- Level 2**            Inputs utilize data other than quoted prices included in level 1 that are observable for the asset or liability, either directly or indirectly, and may include
- quoted prices for similar assets or liabilities in active markets;
  - quoted prices for identical or similar assets or liabilities in inactive markets;
  - inputs other than quoted prices that are observable for the asset or liability; and
  - inputs and data that are derived from, or corroborated by, observable market data at commonly quoted intervals or by other means.
- Level 3**            Inputs are unobservable inputs for the assets or liabilities, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

Fair value measurements within the fair value hierarchy are based on the lowest level of any input that is significant to the measurement of a particular asset or liability. Valuations will maximize the use of observable inputs and minimize the use of unobservable inputs.

***Contributions***

Unconditional contributions, including pledges recorded at estimated net realizable value, are recognized as revenue when the pledge or contribution is received. The Foundation reports unconditional contributions as restricted support if they are received with donor restrictions that limit the use of the donated assets. Conditional promises to give are not included as support until such time as the conditions are substantially met. There were no conditional promises at December 31, 2020.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

***Revenue and Revenue Recognition***

The Foundation recognizes revenue when control of the promised goods or services is transferred in an amount that reflects the consideration the Foundation expects to be entitled in exchange for those goods and services. The Foundation has multiple revenue sources that are accounted for as exchange transactions, including admissions, membership fees, facility fees, and other revenue.

The Foundation recognizes revenue from ticket sales at the time of admission. Revenue from special events is recognized when the activities are held.

Membership dues, which are nonrefundable, are comprised of an exchange element based on the value of benefits provided, and a contribution element for the difference between the total dues paid and the exchange element. The Foundation recognizes the exchange portion of membership dues and the contribution portion as performance obligations are satisfied which can last between one to two years.

Revenue from facility rentals is recognized as performance obligations are satisfied.

The Foundation receives revenue for certain auxiliary services, such as the renting of its facilities and gift shop sales. Revenue for such auxiliary services is shown net of expenses incurred in the performance of such services in the statement of activities as follows:

	<b><u>Facility Rentals</u></b>	<b><u>Gift Shop</u></b>
Revenue	\$ 656,587	\$ 178,294
Expenses	<u>(102,637)</u>	<u>(93,954)</u>
Net income	<u>\$ 553,950</u>	<u>\$ 84,340</u>

***Donated Services and Assets***

Donated services and assets provided to the Foundation are reflected as contributions and expenses of services in-kind in the accompanying statement of activities. Total contributed products and services during the years ended December 31, 2020 and 2019 amounted to \$150,000 and \$3,655, respectively. The in-kind contributions received in 2020 related to masks for both the Foundation and visitors' use during the COVID-19 pandemic.



**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 1 – Summary of Significant Accounting Policies (Continued)**

***Advertising Costs***

Advertising costs are expensed as incurred. Advertising expense, which includes promotion of library programs, is reported as fundraising expense and program services expense. Advertising costs for the years ended December 31, 2020 and 2019, amounted to \$124,693 and \$233,960, respectively.

***Functional Expense Allocation***

The cost of providing various programs and other activities has been summarized on a functional basis in the statement of activities and the statement of functional expenses. Accordingly, certain costs have been allocated on a consistent basis among the program services and supporting services benefited. Significant expenses that are allocated include the following:

<u>Expense</u>	<u>Method of Allocation</u>
Payroll expenses	Time and effort
Contractual services	Time and effort
Depreciation expense	Square footage

***National Archives and Records Administration***

In July 2007, the Foundation finalized the Occupancy Agreement (the “Agreement”) with the National Archives and Records Administration (NARA) to display Presidential materials generated during President Nixon’s tenure in office. Pursuant to the Agreement, the Foundation granted to NARA exclusive rights and access to the use of certain physical properties and equipment of the Foundation. Accordingly, the Foundation donated to the United States, the rights, title and any interest it may have in certain exhibits located in the museum exhibition galleries of the Library. It was also agreed upon that NARA provide security for the entire site and that NARA and the Foundation jointly share in maintenance and utility costs equal to the percentage of the overall square footage of the building that they occupy. In addition, the admission revenue is shared between NARA and the Foundation.

**THE RICHARD NIXON FOUNDATION**

**NOTES TO THE FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 2 – Liquidity and Availability**

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date December 31, 2020, comprise the following:

	<b>December 31,</b>	
	<b>2020</b>	<b>2019</b>
Cash and cash equivalents	\$ 1,074,949	\$ 1,083,642
Restricted cash	-	600,000
Certificate of deposit	404,853	404,738
Pledges and other receivables, net	52,564	303,048
Investments	<u>45,659,897</u>	<u>43,821,532</u>
	47,192,263	46,212,960
Less those unavailable for general expenditure within one year:		
Restricted cash	-	(600,000)
Purpose-restricted funds	(665,975)	(1,709,563)
Rebozo trust	(30,686,674)	(28,209,295)
Perpetual General & Rebozo Endowment	<u>(13,501,080)</u>	<u>(13,501,080)</u>
	<u>\$ 2,338,534</u>	<u>\$ 2,193,022</u>

The Foundation maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities, and other obligations come due. To help manage unanticipated liquidity needs, the Foundation has an unused committed line of credit with a capacity of \$2,000,000, which it could draw upon. Furthermore, the Foundation anticipates releasing between 3 – 4% of the Rebozo Trust Endowment in the next 12 months for general expenditures which had a balance of \$30,686,674 as of December 31, 2020. In addition, the Foundation is permitted to use the investment earnings on the Perpetual Endowment for general expenditures which had a balance of \$13,501,080 as of December 31, 2020.

Moreover, the Foundation obtained a second round of PPP loan funding in the amount of \$600,000 subsequent to December 31, 2020. (See Note 14.)

**THE RICHARD NIXON FOUNDATION**

**NOTES TO THE FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 3 – Pledges Receivable, net**

Pledges receivable are expected to be collected as follows:

	<u>December 31,</u>	
	<u>2020</u>	<u>2019</u>
Amounts due in:		
One year	\$ 61,847	\$ 304,000
Two to 5 years	62,500	65,000
More than 5 years	-	2,500
	<u>124,347</u>	<u>371,500</u>
Present value discount	(29,283)	(25,952)
Allowance for doubtful accounts	<u>(42,500)</u>	<u>(42,500)</u>
	<u>(71,783)</u>	<u>(68,452)</u>
Pledge receivable, net	<u>\$ 52,564</u>	<u>\$ 303,048</u>

**NOTE 4 – Investments**

The following schedule summarizes investments, which are carried at fair value:

	<u>2020</u>		<u>2019</u>	
	<u>Cost</u>	<u>Fair Value</u>	<u>Cost</u>	<u>Fair Value</u>
Fixed Income & Equity				
Mutual Funds	\$ 25,815,072	\$ 31,176,700	\$ 35,096,840	\$ 37,569,040
Stocks	1,819,423	2,751,555	3,310,032	3,237,870
Non-U.S. Securities	52,045	58,099	48,141	53,538
Alternatives	<u>11,673,543</u>	<u>11,673,543</u>	<u>2,961,182</u>	<u>2,961,084</u>
	<u>\$ 39,360,083</u>	<u>\$ 45,659,897</u>	<u>\$ 41,416,195</u>	<u>\$ 43,821,532</u>

**THE RICHARD NIXON FOUNDATION**

**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 4 – Investments (Continued)**

The following table presents assets that are measured at fair value on a recurring basis at December 31, 2020 and 2019:

	Fair Value Measurements			Total	
	Level 1	Level 2	Level 3	2020	2019
Fixed Income &					
Equity Mutual Funds	\$31,176,700	\$ -	\$ -	\$31,176,700	\$ 37,569,040
Stocks	2,751,555	-	-	2,751,555	3,237,870
Non-U.S. Securities	58,099	-	-	58,099	53,538
Alternatives	-	-	11,673,543	11,673,543	2,961,084
	<u>\$33,986,354</u>	<u>\$ -</u>	<u>\$11,673,543</u>	<u>\$45,659,897</u>	<u>\$ 43,821,532</u>

Investment gains and losses consisted of the following for the year ended December 31, 2020:

Dividends and interest	\$ 696,062
Unrealized gains on investments	3,281,335
Realized gains on sales of investments	1,222,000
Investment fees	<u>(114,805)</u>
Net investment gain	<u>\$ 5,084,592</u>

The following table sets forth a summary of changes in the fair value of the Foundation's level 3 assets for the year ended December 31, 2020:

Balance as of December 31, 2019	\$ 2,961,084
Change in value, net	685,275
Purchases and sales, net	<u>8,027,183</u>
Balance as of December 31, 2020	<u>\$11,673,542</u>

**THE RICHARD NIXON FOUNDATION**

**NOTES TO THE FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 5 – Property and Equipment, net**

Property and equipment consisted of the following as of December 31, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Land	\$ 1,993,000	\$ 1,993,000
Buildings and improvements	33,576,867	33,110,057
Displays and fixtures	3,566,798	3,002,928
Equipment	694,003	652,566
Construction in progress	1,123,697	1,200,778
	<u>40,954,365</u>	<u>39,959,329</u>
Less accumulated depreciation	<u>(28,824,773)</u>	<u>(27,559,388)</u>
Total property and equipment, net	<u>\$12,129,592</u>	<u>\$12,399,941</u>

Total depreciation expense for the years ended December 31, 2020 and 2019 amounted to \$1,267,664 and \$1,407,036, respectively.

Construction in progress is comprised of several projects including classroom and film projects and campus expansion. The total costs of the projects are expected to be approximately \$1,238,000. The projects are expected to be placed in service through 2023.

**NOTE 6 – Intangible Assets, net**

Intangible assets consisted of the following as of December 31, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Film	\$ 1,636,015	\$ 1,636,015
Internally developed software	110,455	110,455
Trademark	141,332	54,148
Publication	14,804	12,525
	<u>1,902,606</u>	<u>1,813,143</u>
Less accumulated amortization	<u>(1,479,441)</u>	<u>(1,129,843)</u>
Total intangible assets, net	<u>\$ 423,165</u>	<u>\$ 683,300</u>

Total amortization expense for the years ended December 31, 2020 and 2019 amounted to \$349,598 and \$384,793, respectively.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 7 – Line of Credit**

In May 2018, the Foundation entered into a variable rate revolving line of credit agreement with Pacific Mercantile Bank allowing for maximum borrowings of \$2,000,000. The specific purpose of the line of credit is to provide working capital to the Foundation as determined necessary by management. The line of credit bears an interest rate at the WSJ Prime Rate plus 1% (4.25% at December 31, 2020). The line is due May 10, 2022. Collateral on this line of credit includes, but is not limited to, the Foundation's inventory, fixed assets, general intangibles, and all cash and endowment accounts, including the Rebozo Trust. The line of credit is subject to certain restrictive covenants. As of December 31, 2020, the Foundation was in compliance with these covenants or has received an extension. There was no outstanding balance on this line of credit as of December 31, 2020.

**NOTE 8 – Loan Payable**

In May 2018, the Foundation entered into a variable rate term loan with Pacific Mercantile Bank (the Bank) in the amount of \$7,625,000. The terms of the loan are a 15-year mortgage with a rate reset after the first five years, requires payments of principal and interest at 4.61% per annum for the first 60 months, at which point the interest rate becomes equal to the United States Treasury 5-Year Constant Maturity, plus a margin of 2.9%. During the year ended December 31, 2020, the Bank released the restriction which required the Foundation to place a \$600,000 deposit in a savings account held by the Bank. The loan is secured by a deed of trust on The Richard Nixon Presidential Library & Museum property.

The loan is subject to certain restrictive covenants. As of December 31, 2020, the Foundation is in compliance with these covenants or has received a waiver.

Interest expense on all Bank debt amounted to \$341,233 and \$348,138 for the years ended December 31, 2020 and 2019, respectively. As of December 31, 2020, the outstanding balance on this loan was \$7,185,576.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 8 – Loan Payable (Continued)**

The maturities of the term loan for each year ending after December 31, 2020 are as follows:

<b><u>Year Ending</u></b> <b><u>December 31,</u></b>	
2021	\$ 186,228
2022	195,121
2023	189,825
2024	189,196
2025	201,557
Thereafter	<u>6,223,649</u>
	<u><u>\$ 7,185,576</u></u>

**NOTE 9 – PPP Loan Advance**

In March 2020, Congress passed the Paycheck Protection Program (PPP), authorizing loans to small businesses for use in paying employees that they continue to employ throughout the COVID-19 pandemic and for rent, utilities and interest on mortgages. Loans obtained through the PPP are eligible to be forgiven as long as the proceeds are used for qualifying purposes and certain other conditions are met.

In April 2020, the Foundation received a loan in the amount of \$600,000 through the PPP. In December 2020, the Foundation received notification from the SBA that the loan was forgiven in full. The Foundation has recognized the forgiveness as income in the statement of activities and changes in net assets.

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 10 – Commitments and Contingencies**

The Foundation leases equipment in California under various noncancelable operating leases. Minimum lease commitments at December 31, 2020 are as follows:

<u>Year Ending December 31,</u>	
2021	\$ 5,697
2022	4,538
2023	2,220
2024	<u>740</u>
	<u>\$ 13,195</u>

Lease expense for the years ending December 31, 2020 and 2019 amounted to \$4,201 and \$5,364, respectively.

***Business Risks Associated with the Impact of COVID-19***

The Foundation's operations were affected by the recent and ongoing outbreak of COVID-19, which was declared a pandemic by the World Health Organization in March 2020. The Foundation continues to actively monitor the current impacts of and responses to COVID-19 and its related risks, and continues to prepare accordingly. The continued spread of COVID-19 has affected the Foundation's fundraising efforts and ancillary revenue, which continues to have an impact on the Foundation's financial position and operating results. There is significant uncertainty as to the severity and longevity of the outbreak and management is in the process of evaluating the impact on the business and its financial statements.



**THE RICHARD NIXON FOUNDATION**

**NOTES TO THE FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 11 – Net Assets With Donor Restrictions**

Net assets with donor restrictions are restricted for the following purposes or periods as of December 31, as follows:

	<u>2020</u>	<u>2019</u>
Net Assets with Donor Restrictions		
Subject to expenditure and specified purpose		
Special event	\$ 217,654	\$ -
Women leading the way	61,764	-
Blood drive	19,322	-
Centennial campaign	29,152	897,156
Cabinet room experience	312,407	312,407
East Room West	25,676	500,000
	<u>665,975</u>	<u>1,709,563</u>
Endowment net assets subject to spending policy		
Rebozo trust	30,686,674	28,209,295
	<u>30,686,674</u>	<u>28,209,295</u>
Endowment net assets restricted in perpetuity		
General endowments	13,015,143	13,015,143
Rebozo Trust Endowment	485,937	485,937
	<u>13,501,080</u>	<u>13,501,080</u>
Total net assets with donor restrictions	<u>\$ 44,853,729</u>	<u>\$ 43,419,938</u>

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 12 – Endowment Funds**

The Foundation's endowment consists of funds established for a variety of purposes. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Foundation has interpreted the UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor restrictions to the contrary. As a result of this interpretation, the Foundation classifies as net assets with donor restrictions (a) the original value of the gifts donated to the perpetual endowment, (b) the original value of the subsequent gifts to the perpetual endowment, and (c) accumulations to the perpetual endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA.

***General Endowment***

Investment and Spending Policies - The Foundation has adopted investment and spending policies that attempt to provide a predictable stream of funding to programs supported by its general endowment assets, while seeking to maintain the purchasing power of these endowment assets over the long-term. Endowment assets are invested in a well-diversified asset mix, which includes equity and mutual funds, that is intended to result in a consistent rate of return that has sufficient liquidity to make an annual distribution of all investment earnings on those endowment assets.

The Foundation has a target for appropriations for distribution each year of all of the investment earnings of those general endowment assets. In establishing this practice, the Foundation considered the long-term expected return on its investment assets, the nature and duration of the individual endowment funds, and the possible effect of inflation.

***Rebozo Endowment***

In May 1998, the Foundation was named as a principal beneficiary of the Charles G. Rebozo Revocable Trust (Rebozo Trust). All funds bequeathed to the Foundation from the Rebozo Trust have been placed in a designated endowment fund. Beginning in 2003 and continuing over a five-year period, 4% of the fund balance at the end of each year was authorized for release during the following year for operating expenses.

**THE RICHARD NIXON FOUNDATION**

**NOTES TO THE FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 12 – Endowment Funds (Continued)**

***Rebozo Endowment (Continued)***

Every three years, the Designated Individuals of the Rebozo Trust (the “Designated Individuals”) can vote unanimously to decide on whether to adjust the future distribution percentage but, in no event, can the Designated Individuals modify the percentage to a figure that is less than the greater of the modified percentage for such a period, or 3.0%. If for any reason there is a failure to fix a modified percentage, the percentage shall be 3.0%. For each of the years ended December 31, 2020 and 2019, the distribution percentage was 3% and 4%, respectively.

Changes in endowment net assets for the years ended December 31, 2020 and 2019, are as follows:

	<u>Specified Purpose (Rebozo)</u>	<u>In Perpetuity (General and Rebozo)</u>	<u>Total Endowment Assets</u>
Endowment net assets, December 31, 2018	\$ 24,597,202	\$ 13,501,080	\$ 38,098,282
Investment return, net	4,715,336	2,221,838	6,937,174
Appropriations	<u>(1,103,243)</u>	<u>(2,221,838)</u>	<u>(3,325,081)</u>
Endowment net assets, December 31, 2019	28,209,295	13,501,080	41,710,375
Investment return, net	3,527,379	1,463,957	4,991,336
Appropriations	<u>(1,050,000)</u>	<u>(1,463,957)</u>	<u>(2,513,957)</u>
Endowment net assets, December 31, 2020	<u>\$ 30,686,674</u>	<u>\$ 13,501,080</u>	<u>\$ 44,187,754</u>

**THE RICHARD NIXON FOUNDATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2020**  
**(WITH SUMMARIZED COMPARATIVE TOTALS FOR 2019)**

**NOTE 13 – Retirement Plan**

The Foundation has a qualified safe harbor 401(k) plan in which all employees with 250 hours of service within the first three months of employment and a minimum age of 21 years, are eligible to participate in the Plan.

The Foundation's matching contribution is 100% of the participant's contribution, subject to federal limits for contributions, which is deferred as a pre-tax salary elective deferral unless the after-tax Roth deferral option is selected. Effective June 1, 2020, the Foundation changed their employer contributions to 100% of contributions up to 4% of compensation. Matching contributions are determined each payroll period.

For the years ended December 31, 2020 and 2019, the Foundation's provision for the 401(k) plan totaled \$158,230 and \$229,668, respectively.

**NOTE 14 – Subsequent Events**

The Foundation evaluated all events and transactions through September 1, 2021, the date the financial statements were available to be issued. With the exception of the following, management believes that no event occurred subsequent to December 31, 2020 that is required to be disclosed in the financial statements.

In January 2021, the SBA announced a second draw of Paycheck Protection Program loans for eligible entities. In January 2021, the Foundation received its second PPP loan advance in the amount of \$600,000. In August 2021, the Foundation received notification from the Small Business Administration that the loan was forgiven in full.