



**STRAWBERRY BANKE MUSEUM**

**Financial Statements**

**March 31, 2019 and 2018**

## Independent Auditor's Report

To the Board of Trustees and Management  
of Strawberry Banke Museum

We have audited the accompanying financial statements of Strawberry Banke Museum (a nonprofit organization), which comprise the statements of financial position as of March 31, 2019 and 2018, 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. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

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

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

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Strawbery Banke Museum as of March 31, 2019 and 2018, 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.

### **Emphasis of Matter**

As discussed in the *Basis of Presentation* note to the financial statements, Strawbery Banke Museum adopted the provisions of FASB Accounting Standards Update (ASU) No. 2016-14 *Presentation of Financial Statements for Not-for-Profit Entities*. Our opinion is not modified with respect to this matter.

### **Other-Matters**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of revenue and support and changes in net assets with donor restrictions (schedules 1 and 2) on pages 20 through 23 are presented for purposes of additional analysis and are not a required part of the basic 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.

The schedule of revenues and operating expenses – budget basis (schedule 3) on page 24 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the financial statements, and accordingly, we do not express an opinion or provide any assurance on it.



November 21, 2019  
South Portland, Maine

**STRAWBERRY BANKE MUSEUM**  
**Statements of Financial Position**  
**March 31, 2019 and 2018**

	2019	2018
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 439,645	671,558
Accounts receivable	51,052	45,266
Pledges receivable, current portion	75,681	62,381
Prepaid expenses	18,911	25,972
Inventory	19,407	15,505
Total current assets	604,696	820,682
Other assets:		
Investments	5,199,663	5,161,032
Beneficial interest in assets held by others	658,430	679,144
Pledges receivable, non-current portion, net	137,936	18,336
Total other assets	5,996,029	5,858,512
Property and equipment:		
Land and buildings	7,659,298	7,441,833
Construction in process	202,934	211,906
Equipment	1,154,890	1,091,017
Total property and equipment	9,017,122	8,744,756
Less accumulated depreciation	(3,418,478)	(3,151,381)
Net property and equipment	5,598,644	5,593,375
Collections-see note page 5	-	-
<b>Total assets</b>	<b>\$ 12,199,369</b>	<b>12,272,569</b>
<b>LIABILITIES AND NET ASSETS</b>		
Current liabilities:		
Accounts payable	\$ 195,907	129,852
Accrued payroll	55,611	75,975
Other current liabilities	69,359	53,261
Deferred revenue	65,662	81,235
Line of credit	65,000	58,000
Loan payable, current portion	2,648	2,596
Capital lease, current portion	8,340	-
Total current liabilities	462,527	400,919
Long-term liabilities:		
Loan payable, net of current portion	5,493	8,134
Capital lease, net of current portion	32,175	-
Total long-term liabilities	37,668	8,134
Total liabilities	500,195	409,053
Net assets:		
Without donor restrictions:		
Designated as quasi-endowment	308,279	326,107
Net investment in property and equipment	5,549,988	5,582,645
Undesignated	598,429	912,661
Total net assets without donor restrictions	6,456,696	6,821,413
Net assets with donor restrictions	5,242,478	5,042,103
Total net assets	11,699,174	11,863,516
<b>Total liabilities and net assets</b>	<b>\$ 12,199,369</b>	<b>12,272,569</b>

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

**STRAWBERRY BANKE MUSEUM**  
**Statements of Activities**  
**Years Ended March 31, 2019 and 2018**

	2019					2018				
	Without donor restrictions operating	Without donor restrictions non-operating	Total without donor restrictions	With donor restrictions	Total	Without donor restrictions operating	Without donor restrictions non-operating	Total without donor restrictions	With donor restrictions	Total
Revenue and support:										
Museum activities	\$ 837,636	-	837,636	27,818	865,454	865,221	-	865,221	52,573	917,794
Labrie family skate	334,446	-	334,446	10,919	345,365	276,323	-	276,323	24,043	300,366
Development and fundraising	752,964	-	752,964	754,359	1,507,323	1,055,043	-	1,055,043	354,629	1,409,672
Investment income	-	2,180	2,180	122,541	124,721	-	47,148	47,148	127,679	174,827
Net investment gains (losses)	-	(81,466)	(81,466)	93,872	12,406	-	65,414	65,414	222,825	288,239
Change in value of assets held by others	-	-	-	4,598	4,598	-	-	-	59,235	59,235
Other income	638,018	-	638,018	-	638,018	628,849	-	628,849	-	628,849
Subtotal revenue and support	2,563,064	(79,286)	2,483,778	1,014,107	3,497,885	2,825,436	112,562	2,937,998	840,984	3,778,982
Net assets released from restrictions and reclassifications	813,732	-	813,732	(813,732)	-	531,339	-	531,339	(531,339)	-
Total revenue and support	3,376,796	(79,286)	3,297,510	200,375	3,497,885	3,356,775	112,562	3,469,337	309,645	3,778,982
Operating expenses:										
Program services:										
Collections	106,377	-	106,377	-	106,377	135,749	-	135,749	-	135,749
Horticulture	135,491	-	135,491	-	135,491	132,524	-	132,524	-	132,524
Property	804,022	-	804,022	-	804,022	806,075	-	806,075	-	806,075
Visitors services	145,600	-	145,600	-	145,600	134,558	-	134,558	-	134,558
Education	457,540	-	457,540	-	457,540	433,854	-	433,854	-	433,854
Special events	256,705	-	256,705	-	256,705	240,296	-	240,296	-	240,296
Labrie family skate	349,537	-	349,537	-	349,537	337,852	-	337,852	-	337,852
Heritage house program	72,655	-	72,655	-	72,655	63,527	-	63,527	-	63,527
Other programs	301,423	-	301,423	-	301,423	343,182	-	343,182	-	343,182
Total program services	2,629,350	-	2,629,350	-	2,629,350	2,627,617	-	2,627,617	-	2,627,617
Supporting services:										
Management and general	528,814	5,724	534,538	-	534,538	504,375	5,679	510,054	-	510,054
Capital Campaign	226,194	-	226,194	-	226,194	-	-	-	-	-
Development	272,145	-	272,145	-	272,145	275,151	-	275,151	-	275,151
Total supporting services	1,027,153	5,724	1,032,877	-	1,032,877	779,526	5,679	785,205	-	785,205
Total operating expenses	3,656,503	5,724	3,662,227	-	3,662,227	3,407,143	5,679	3,412,822	-	3,412,822
Change in net assets	(279,707)	(85,010)	(364,717)	200,375	(164,342)	(50,368)	106,883	56,515	309,645	366,160
Net assets, beginning of year	3,955,567	2,865,846	6,821,413	5,042,103	11,863,516	4,005,935	2,758,963	6,764,898	4,732,458	11,497,356
<b>Net assets, end of year</b>	<b>\$ 3,675,860</b>	<b>2,780,836</b>	<b>6,456,696</b>	<b>5,242,478</b>	<b>11,699,174</b>	<b>3,955,567</b>	<b>2,865,846</b>	<b>6,821,413</b>	<b>5,042,103</b>	<b>11,863,516</b>

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

**STRAWBERRY BANKE MUSEUM**  
**Statement of Functional Expenses**  
**Year Ended March 31, 2019**

	Program services										Supporting activities			Totals 2019	
	Collections	Horticulture	Property	Visitors services	Education	Special events	Labrie family skate	Heritage House	Other programs	Totals	Development	Capital Campaign	Management & General		Totals
Salaries	\$ 80,200	90,294	193,583	74,124	338,510	30,216	7,106	6,602	27,663	848,298	203,756	67,680	266,756	538,192	1,386,490
Payroll taxes and employee benefits	12,719	18,226	39,791	11,522	46,912	2,105	529	11,865	1,713	145,382	36,825	4,969	45,235	87,029	232,411
<b>Total salaries and related expense:</b>	<b>92,919</b>	<b>108,520</b>	<b>233,374</b>	<b>85,646</b>	<b>385,422</b>	<b>32,321</b>	<b>7,635</b>	<b>18,467</b>	<b>29,376</b>	<b>993,680</b>	<b>240,581</b>	<b>72,649</b>	<b>311,991</b>	<b>625,221</b>	<b>1,618,901</b>
Supplies	460	2,943	10,180	3,844	11,494	126	456	4,122	911	34,536	1,064	-	11,482	12,546	47,082
Marketing and printing	-	-	-	-	-	-	4,063	-	62,381	66,444	7,366	-	-	7,366	73,810
Repairs and maintenance	2,063	-	174,861	-	-	-	144,161	-	-	321,085	-	-	13,910	13,910	334,995
Real estate taxes	-	-	76,617	-	-	-	-	-	-	76,617	-	-	-	-	76,617
Utilities	-	-	195,344	-	-	-	-	-	-	195,344	-	-	-	-	195,344
Cost of sales	-	-	-	10,972	-	-	-	-	-	10,972	-	-	-	-	10,972
Contract services	-	-	1,188	-	-	-	-	-	43,750	44,938	-	-	-	-	44,938
Program expenditures	-	8,654	-	13,484	9,606	186,385	136,173	2,105	159,630	516,037	-	152,226	-	152,226	668,263
Professional services	-	-	-	-	-	-	-	2,050	-	2,050	-	-	26,193	26,193	28,243
Insurance	-	-	-	-	-	-	-	6,612	-	6,612	-	-	79,668	79,668	86,280
Interest	-	-	-	-	-	-	1,109	-	-	1,109	-	1,319	214	1,533	2,642
Technology	-	-	-	-	-	-	656	-	4,941	5,597	-	-	25,572	25,572	31,169
Bank and service fees	-	-	-	16,162	-	9,443	6,323	-	-	31,928	8,335	-	22,698	31,033	62,961
Meetings and staff development	-	-	60	-	396	-	-	-	-	456	-	-	18,625	18,625	19,081
Membership	-	-	-	-	-	-	-	-	-	-	14,573	-	-	14,573	14,573
Travel	-	-	79	-	-	-	-	-	-	79	-	-	186	186	265
Postage	-	-	-	-	-	-	-	-	-	-	226	-	8,996	9,222	9,222
Miscellaneous	-	65	22,655	183	323	-	557	30,552	434	54,769	-	-	15,003	15,003	69,772
Depreciation	10,935	15,309	89,664	15,309	50,299	28,430	48,404	8,747	-	267,097	-	-	-	-	267,097
<b>Total expenses</b>	<b>\$ 106,377</b>	<b>135,491</b>	<b>804,022</b>	<b>145,600</b>	<b>457,540</b>	<b>256,705</b>	<b>349,537</b>	<b>72,655</b>	<b>301,423</b>	<b>2,629,350</b>	<b>272,145</b>	<b>226,194</b>	<b>534,538</b>	<b>1,032,877</b>	<b>3,662,227</b>

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

**STRAWBERRY BANKE MUSEUM**  
**Statement of Functional Expenses**  
**Year Ended March 31, 2018**

	Program services									Supporting activities			Totals 2018	
	Collections	Horticulture	Property	Visitors services	Education	Special events	Labrie family skate	Heritage House	Other programs	Totals	Development	Management & General		Totals
Salaries	\$ 96,587	87,158	196,564	68,232	316,415	33,714	7,298	30,131	7,549	843,648	199,903	261,667	461,570	1,305,218
Payroll taxes and employee benefits	18,139	17,956	41,933	10,726	44,352	2,686	511	12,811	619	149,733	30,079	55,161	85,240	234,973
Total salaries and related expense:	114,726	105,114	238,497	78,958	360,767	36,400	7,809	42,942	8,168	993,381	229,982	316,828	546,810	1,540,191
Supplies	828	2,715	15,224	1,163	15,509	60	242	1,372	783	37,896	524	4,318	4,842	42,738
Marketing and printing	-	-	-	-	-	-	2,614	-	73,494	76,108	6,017	-	6,017	82,125
Repairs and maintenance	5,488	-	167,939	-	-	-	129,080	-	-	302,507	-	12,542	12,542	315,049
Real estate taxes	-	-	67,829	-	-	-	-	-	-	67,829	-	-	-	67,829
Utilities	-	-	204,868	-	-	-	-	-	-	204,868	-	-	-	204,868
Cost of sales	-	-	-	2,961	-	-	-	-	-	2,961	-	-	-	2,961
Contract services	-	-	-	-	99	-	-	-	52,000	52,099	-	-	-	52,099
Program expenditures	-	9,674	-	14,352	7,913	173,413	138,238	980	149,001	493,571	-	-	-	493,571
Professional services	-	-	-	-	-	-	-	3,012	-	3,012	-	26,350	26,350	29,362
Insurance	-	-	-	-	-	-	246	6,612	-	6,858	-	69,582	69,582	76,440
Interest	-	-	-	-	-	-	1,014	-	-	1,014	-	265	265	1,279
Technology	-	-	-	-	-	-	637	-	5,166	5,803	-	18,005	18,005	23,808
Bank and service fees	-	-	-	21,913	-	5,210	4,311	-	-	31,434	10,022	13,490	23,512	54,946
Meetings and staff development	-	203	608	450	3,244	-	-	-	179	4,684	-	23,220	23,220	27,904
Membership	-	-	-	-	-	-	-	-	-	-	11,843	-	11,843	11,843
Travel	-	111	1,037	-	-	-	-	-	-	1,148	-	1,897	1,897	3,045
Postage	-	-	-	-	-	-	-	-	-	-	6	8,788	8,794	8,794
In-kind services	-	-	-	-	-	-	-	-	-	-	7,814	-	7,814	7,814
Bad debt	-	-	-	-	-	-	-	-	-	-	8,919	-	8,919	8,919
Miscellaneous	-	-	23,930	54	99	-	3,115	204	54,391	81,793	24	14,769	14,793	96,586
Depreciation	14,707	14,707	86,143	14,707	46,223	25,213	50,546	8,405	-	260,651	-	-	-	260,651
<b>Total expenses</b>	<b>\$ 135,749</b>	<b>132,524</b>	<b>806,075</b>	<b>134,558</b>	<b>433,854</b>	<b>240,296</b>	<b>337,852</b>	<b>63,527</b>	<b>343,182</b>	<b>2,627,617</b>	<b>275,151</b>	<b>510,054</b>	<b>785,205</b>	<b>3,412,822</b>

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

**STRAWBERRY BANKE MUSEUM**  
**Statements of Cash Flows**  
**Years Ended March 31, 2019 and 2018**

	2019	2018
Cash flows from operating activities:		
Change in net assets	\$ (164,342)	366,160
Adjustments to reconcile change in net assets to net cash and cash equivalents (used in) provided by operating activities:		
Change in value of assets held by others	(4,598)	(59,235)
Change in discount on pledges receivable	-	(3,191)
Net realized and unrealized gains on investments	(12,406)	(288,239)
Depreciation	267,097	260,651
Gifts with restrictions for long-term purposes	(782,177)	(407,202)
(Increase) decrease in:		
Accounts receivable	(5,786)	(23,070)
Pledges receivable	(132,900)	92,022
Inventory	(3,902)	(1,563)
Prepaid expenses	7,061	(5,098)
Increase (decrease) in:		
Accounts payable	66,055	56,540
Accrued payroll	(20,364)	240
Other current liabilities	16,098	612
Deferred revenue	(15,573)	34,116
<b>Net cash and cash equivalents (used in) provided by operating activities</b>	<b>(785,737)</b>	<b>22,743</b>
Cash flows from investing activities:		
Purchases of land, buildings and equipment	(231,851)	(353,672)
Purchases of investments	(314,702)	(195,826)
Proceeds from distributions of assets held by others	25,312	25,659
Proceeds from the sale of investments	288,477	150,617
<b>Net cash and cash equivalents used in investing activities</b>	<b>(232,764)</b>	<b>(373,222)</b>
Cash flows from financing activities:		
Gifts with restrictions for long-term purposes	782,177	407,202
Proceeds from line of credit	7,000	38,000
Repayments of loan payable	(2,589)	(2,539)
<b>Net cash and cash equivalents provided by financing activities</b>	<b>786,588</b>	<b>442,663</b>
<b>Net change in cash and cash equivalents</b>	<b>(231,913)</b>	<b>92,184</b>
Cash and cash equivalents, beginning of year	671,558	579,374
<b>Cash and cash equivalents, end of year</b>	<b>\$ 439,645</b>	<b>671,558</b>
Supplemental cash flow disclosures:		
Purchase of fixed assets through capital lease	\$ 40,515	-
Cash paid for interest	\$ 1,323	1,279

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

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements**

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NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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**Description of Purpose** - Strawberry Banke Museum (the Museum) is a public, nonprofit, educational institution in Portsmouth, New Hampshire. Its mission is to promote understanding of the lives of individuals and the value of community through encounters with the history and ongoing preservation of a New England waterfront neighborhood. To accomplish this goal, the Museum:

- Acquires and conserves historic buildings, objects, and other material pertinent to its mission for today's visitors and for future generations;
- Conducts research aimed at placing local developments within the broader context of city, state, and national history;
- Disseminates the results of that research to the public through exhibitions, publications, demonstrations, tours, symposia, workshops, and other educational activities and programs.

**Basis of Accounting** - The financial statements of the Museum have been prepared on the accrual basis of accounting. Accordingly, revenues and gains are reported when earned and expenses and losses are recorded when incurred.

**Basis of Presentation** - During the fiscal year ended March 31, 2019, the Museum adopted the provisions of FASB Accounting Standards Update (ASU) No. 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities*. In accordance with these provisions, the Museum is required to report 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 and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Net assets without donor restrictions - Net assets that are not subject to donor-imposed stipulations.

Undesignated - Net assets without donor restrictions that have not been internally designated by the Board for specified use.

Designated as Quasi-endowment - Net assets consisting of accumulated income without donor restrictions, which the Board has designated to function as an endowment fund. It consists of investments, the income from which is used to fund the Museum operations in accordance with spending policies adopted by the Board.

Net assets with donor restrictions - Net assets subject to donor-imposed stipulations that 1) may or will be met either by actions of the Museum and/or the passage of time or 2) they be maintained permanently by the Museum. Generally, the donors of these assets permit the Museum to use all or part of the income earned on related investments for general or specific purposes.

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

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**Cash and Cash Equivalents** - For purposes of the statements of cash flows, management considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. Cash equivalents consist of short-term investments, money market accounts, and certificates of deposit held by investment companies and banks.

**Accounts Receivable** - Accounts receivable consist primarily of rent receivables and other items. The Museum considers receivables uncollectible after all efforts for collection have been exhausted. At March 31, 2019 and 2018, the Museum did not consider an allowance for bad debts to be necessary as all amounts were considered fully collectible.

**Inventory** - Inventory is valued at the lower of cost (first-in, first-out basis) or market (net realizable). Inventory consists of museum shop merchandise, including books and other publications held for sale.

**Investments** - Investments in equity securities with readily determinable fair values and all investments in debt securities are reported at fair value. Interest, dividends, and realized and unrealized gains and losses on these investments are reported as revenues without donor restrictions in the statements of activities unless their use is restricted by explicit donor stipulations or by law.

**Property and Equipment** - Property and equipment is carried at cost if purchased or fair value if received by donation. Major additions with expected useful lives of more than one year and initial cost or value exceeding \$1,000 are capitalized as property and equipment, while maintenance and repairs which do not improve or extend the life of the assets are expensed as incurred. Depreciation is calculated using the straight-line method over the estimated useful lives of 5 to 10 years for equipment and 15 to 40 years for buildings and improvements. Land with a carrying value of \$215,331 is included within land and buildings on the statements of financial position as of March 31, 2019 and 2018, respectively.

**Collections** - In conformity with the practice followed by many museums, the collections of books, manuscripts, furniture, and other objects, and historical buildings purchased or donated are not included in the statements of financial position. The Museum employs a curator to ensure that its historical buildings and collections are protected and preserved. Purchases of collection items are included in other charges in the statements of activities as a change in net assets. Contributed collection items are not reflected in the financial statements. Proceeds from deaccessions or insurance recoveries are reflected as increases in the appropriate net asset classes. The insured value of the collection objects and buildings at both March 31, 2019 and 2018, was \$11,161,071.

**Collection Policy** - Buildings related to the preservation and/or educational mission of the Museum are classified as part of the collection and, as described in the preceding paragraph, are not capitalized as assets in the statements of financial position. These buildings include those used for formal exhibition spaces, buildings maintained exclusively for preservation purposes, and furnished historical buildings. Where buildings have more than one use, the current use associated with a majority of the floor space shall determine the classification of the building.

**Reclassifications** - Certain prior year balances have been reclassified to correspond to the current year presentation. Such reclassifications had no effect on the results of operations as previously presented.

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

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**Measure of Operations** - In its statements of activities, the Museum includes in its definition of operations all revenues and expenses that are an integral part of its programs and supporting services. Investment income, including net realized and unrealized gains and losses, and contributions to net assets with donor restrictions, are recognized as non-operating support, revenues, gains, and losses.

**Contributed Revenue and Support** - Contributions and pledges received are recorded as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Donations of marketable securities or other non-cash assets are recorded at fair value as of the date the item is received. Contributions of cash that must be used to acquire property and equipment and collection items are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Museum reports expirations of donor restrictions when the acquired asset is placed in service as instructed by the donor. The Museum reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

**Contributions with Restrictions Met in the Same Year** - Contributions received with donor-imposed restrictions that are met in the same year as received are reported as revenues of the net assets with donor restrictions class, and a reclassification to net assets without donor restrictions is made to reflect the expiration of such restrictions.

**Functional Expenses** - The costs of providing program services and supporting services have been summarized on a functional basis in the statements of activities. Directly identifiable expenses are charged to programs and supporting services. Administrative expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Museum.

**Advertising** - Advertising costs are expensed as incurred. Advertising costs for the years ended March 31, 2019 and 2018 amounted to \$34,106 and \$33,244, respectively.

**Income Taxes** - The Museum is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. In addition, the Museum qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(1) of the Code.

Accounting principles generally accepted in the United States of America requires management to evaluate tax positions taken by the Museum and recognize a tax liability if the Museum has taken an uncertain tax position that more likely than not would not be sustained upon examination by the Internal Revenue Service and state taxing authorities. The Museum is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

**Use of Estimates** - The presentation 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.

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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**CONCENTRATIONS OF CREDIT RISK ARISING FROM CASH DEPOSITS IN EXCESS OF INSURED LIMITS**

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The Museum maintains cash in bank deposit accounts which may exceed federal deposit insurance limits. The Museum has not experienced any such losses in these accounts. Management believes the Museum is not exposed to any significant credit risk with respect to these accounts. For the years ended March 31, 2019 and 2018, all cash accounts were insured up to \$250,000. As of March 31, 2019 and 2018, the Museum's uninsured cash balances totaled \$11,710 and \$91,974, respectively.

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**PLEDGES RECEIVABLE**

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Pledges receivable, net of unamortized discount, assuming a discount rate of 3.0%, are summarized as follows at March 31:

	<u>2019</u>	<u>2018</u>
Unconditional promises expected to be collected in:		
Less than one year	\$ 75,681	62,381
One year to five years	140,600	21,000
Thereafter	-	-
	216,281	83,381
Less: Current portion	(75,681)	(62,381)
Discount to present value	(2,664)	(2,664)
	<b>\$ 137,936</b>	<b>18,336</b>

No allowance for uncollectible pledges is deemed necessary as management considers all amounts to be fully collectible.

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**INVESTMENTS**

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In accordance with FASB ASC 820-10 *Fair Value Measurement*, the Museum reports its investments at fair value, which were comprised of the following at March 31:

	<u>2019</u>	<u>2018</u>
Mutual funds	\$ 1,514,698	1,722,180
Exchange traded funds	3,533,980	3,433,924
Cash equivalents	150,985	4,928
	<b>\$ 5,199,663</b>	<b>5,161,032</b>

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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ENDOWMENT

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At March 31, 2019 and 2018, the Museum held donor-restricted endowments amounting to \$4,020,895 and \$3,856,860, respectively. Additionally, the Museum held board-designated endowments amounting to \$308,279 and \$326,107, respectively, as of these same dates. The purpose of these endowment funds is to provide investment income and gains to further various activities of the Museum.

The Museum follows the provisions of FASB ASC 958-205-50-1A *Reporting Endowment Funds*. Under this guidance, the Museum is required to classify and report net assets associated with endowment funds, including those designated by the Board of Trustees to function as endowments, based on the existence or absence of donor-imposed restrictions. The Museum is also required to provide the following disclosures relating to its endowment activities.

**Relevant Law** - The Museum conducts its activities primarily in Portsmouth, New Hampshire, and accordingly considers itself bound by the version of the Uniform Prudent Management of Institutional Funds Act ("UPMIFA") adopted by the state of New Hampshire's legislature. In accordance with that statute, the Museum has interpreted state law to require all realized and unrealized gains and losses on investments with donor-imposed restrictions that are perpetual in nature to be restricted until appropriated by the Board of Trustees. Accordingly, except for explicit donor stipulations specifying reinvestment of some or all of net appreciation (depreciation), net appreciation (depreciation) on investments with donor-imposed restrictions that are perpetual in nature is available for appropriation and is reported as increases (decreases) in net assets with donor restrictions, in accordance with the donor's stipulations, if any, concerning the purposes for which ordinary income may be used.

The Museum has interpreted UPMIFA as not requiring the maintenance of purchasing power of the original gift amount contributed to its endowment fund, unless stipulated to the contrary by the donor. As a result, when reviewing its donor-restricted endowment funds, the Museum considers a fund to be underwater when the fair value of the fund is less than the sum of (a) the original value of initial and subsequent donations to the fund and (b) any accumulations to the fund that are required to be maintained in perpetuity in accordance with the donor's wishes. The Museum has interpreted UPMIFA to permit spending from underwater funds in accordance with prudent measures required under the law.

Additionally, the Museum considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- Duration and preservation of the fund.
- Purposes of the Museum and the donor-restricted endowment fund.
- General economic conditions.
- Possible effects of inflation and deflation.
- Expected total return from income and the appreciation of investments.
- Other resources of the Museum.
- The Museum's investment policies.

**Endowment Spending Policy** - The Board of Trustees has approved an annual distribution from the donor-restricted endowment, based on the value of the endowment fund, to support current operations, plus current investment income, to the extent that such distribution does not exceed a prudent level in the judgment of the Trustees. Distributions from the board-designated endowment are determined from time to time by the Board of Trustees based on the current needs of the Museum.

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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ENDOWMENT, CONTINUED

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**Endowment Investment Policy** - The Museum's endowment assets are held in a variety of readily marketable securities including money market instruments, equities, and fixed income obligations. This investment mix has been chosen to provide for an appropriate blend of current income as well as long-term growth in the value of the endowment.

The Museum's endowment balances were comprised of the following as of March 31, 2019:

	Without donor <u>restrictions</u>	With donor <u>restrictions</u>	<u>Totals</u>
Donor-restricted endowments:			
Original donor-restricted gift and amounts required to be maintained in perpetuity	\$ -	3,736,417	3,736,417
Accumulated investment gains	-	284,478	284,478
Board-designated endowments	308,279	-	308,279
<b>Totals</b>	<b>\$ 308,279</b>	<b>4,020,895</b>	<b>4,329,174</b>

Changes in the Museum's endowment balances for the year ended March 31, 2019 were as follows:

	Without donor <u>restrictions</u>	With donor <u>restrictions</u>	<u>Totals</u>
Endowment net assets, <u>beginning of year</u>	\$ 326,107	3,856,860	4,182,967
Contributions	-	191,000	191,000
Investment return, net	9,032	216,413	225,445
Transfers/reclassifications	-	(67,978)	(67,978)
Amounts appropriated for expenditure	(26,860)	(175,400)	(202,260)
<b>Endowment net assets, <u>end of year</u></b>	<b>\$ 308,279</b>	<b>4,020,895</b>	<b>4,329,174</b>

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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**ENDOWMENT, CONTINUED**

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The Museum's endowment balances were comprised of the following as of March 31, 2018:

	<u>Without donor restrictions</u>	<u>With donor restrictions</u>	<u>Totals</u>
Donor-restricted endowments:			
Original donor-restricted gift and amounts required to be maintained in perpetuity	\$ -	3,545,417	3,545,417
Accumulated investment gains	-	311,443	311,443
Board-designated endowments	326,107	-	326,107
<b>Totals</b>	<b>\$ 326,107</b>	<b>3,856,860</b>	<b>4,182,967</b>

Changes in the Museum's endowment balances for the year ended March 31, 2018 were as follows:

	<u>Without donor restrictions</u>	<u>With donor restrictions</u>	<u>Totals</u>
Endowment net assets, beginning of year	\$ 318,145	3,628,613	3,946,758
Investment return, net	24,988	350,504	375,492
Transfers/reclassifications	32,098	14,950	47,048
Amounts appropriated for expenditure	(49,124)	(137,207)	(186,331)
<b>Endowment net assets, end of year</b>	<b>\$ 326,107</b>	<b>3,856,860</b>	<b>4,182,967</b>

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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**ASSETS MEASURED AT FAIR VALUE ON A RECURRING BASIS**

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In accordance with FASB ASC 820-10 *Fair Value Measurement and Disclosure*, the Museum is required to disclose, for its assets and liabilities measured at fair value on a recurring basis, the sources and types of information, known as inputs, used to determine those fair value measurements.

*Level 1:* Level 1 inputs are quoted prices in active markets for identical assets and liabilities that an entity has the ability to access at a measurement date.

*Level 2:* Level 2 inputs are inputs other than quoted prices that are observable for the specific asset or liability, either directly or indirectly.

*Level 3:* Level 3 inputs are unobservable inputs for the asset or liability in which little or no market activity is available for the asset or liability at the measurement date.

There have been no changes in the methodologies during either of the years ended March 31, 2019 and 2018.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although Museum management believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

Fair value measurements at 03/31/19 using:

	<u>Totals</u>	<u>Level 1</u>
Cash equivalents	\$ 150,985	150,985
Mutual funds:		
Real estate funds	544,118	544,118
Absolute return	206,826	206,826
Short-term bond funds	674,253	674,253
Other bond funds	32,825	32,825
Index funds	56,676	56,676
Total mutual funds	1,514,698	1,514,698
Exchange traded funds:		
International exchange traded	3,533,980	3,533,980
Total exchange traded	3,533,980	3,533,980
<b>Totals</b>	<b>\$ 5,199,663</b>	<b>5,199,663</b>

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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ASSETS MEASURED AT FAIR VALUE ON A RECURRING BASIS, CONTINUED

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Fair value measurements at 03/31/18 using:

	<u>Totals</u>	<u>Level 1</u>
Cash equivalents	\$ 4,928	4,928
Mutual funds:		
Real estate funds	492,345	492,345
Absolute return	201,381	201,381
Short-term bond funds	703,213	703,213
Other bond funds	211,911	211,911
Index funds	113,330	113,330
Total mutual funds	1,722,180	1,722,180
Exchange traded funds:		
International exchange traded	3,190,795	3,190,795
Corporate exchange traded	243,129	243,129
Total exchange traded	3,433,924	3,433,924
<b>Totals</b>	<b>\$ 5,161,032</b>	<b>5,161,032</b>

Transfers between asset levels are recognized on the actual date of the event, or change in circumstances, that caused the transfer. There were no such transfers between levels during the years ended March 31, 2019 and 2018.

The Museum follows the provisions of the Financial Accounting Standards Board (FASB) ASU No. 2015-07: *Disclosure for Investments in Certain Entities That Calculate Net Asset Value Per Share (or its equivalent)*. This pronouncement removes the requirements to categorize within the fair value hierarchy all investments for which fair value is measured using the net asset value per share as a practical expedient and certain disclosure requirements.

Beneficial interests in assets held by others are assets held by the New Hampshire Charitable Foundation and are valued using the net asset value per share as a practical expedient. As such, assets held by the New Hampshire Charitable Foundation are not assigned a level within the fair value hierarchy.

Assets held using the net asset value per share as a practical expedient, consisted of the following for the years ended March 31:

	<u>2019</u>	<u>2018</u>
Beneficial interest in assets held by others	\$ 658,430	679,144
<b>Total</b>	<b>\$ 658,430</b>	<b>679,144</b>

As discussed in the Beneficial Interest in Assets Held by Others note, beneficial interest in assets held by others represents assets transferred to the New Hampshire Charitable Foundation (the Foundation). Upon transfer of the assets to the Foundation, variance power over the assets is granted with no opportunity for redemption, and the Museum is designated the sole beneficiary.

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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**BENEFICIAL INTEREST IN ASSETS HELD BY OTHERS**

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The Museum is the sole beneficiary of three designated investment funds held by the New Hampshire Charitable Foundation (the Foundation). Pursuant to the terms of the resolution establishing these funds, property contributed to the Foundation is held as a separate fund designated for the benefit of the Museum. In accordance with its spending policy the Foundation makes distributions from the funds to the Museum. The distributions are approximately 4.25% of the market value of the funds per year. The estimated value of the future distributions from the fund is included in these financial statements as required under FASB ASC 958-605 *Revenue Recognition-Contributions*, however all property in the funds was contributed to the Foundation to be held and administered for the benefit of the Museum.

The amounts received from the funds for the years ended March 31, 2019 and 2018, totaled \$25,312 and \$25,658, respectively. Total market value of the assets held in these funds amounted to \$658,430 and \$679,144 at March 31, 2019 and 2018, respectively.

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**TRUST FUNDS**

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The Museum is the sole beneficiary of three designated funds held by the New Hampshire Charitable Foundation (the Foundation). Pursuant to the terms of the resolution establishing these funds, property contributed to the Foundation is held as a separate fund designated for the benefit of the Museum. In accordance with its spending policy the Foundation makes distributions from the fund to the Museum. The distributions are approximately 4.03% of the market value of the funds per year. The funds are not included in these financial statements, since all property in the funds was contributed to the Foundation by third party donors to be held and administered for the benefit of the Museum. During the years ended March 31, 2019 and 2018, the Museum received \$7,643 and \$8,123, respectively, from these trusts. Total market value of the assets held in these trusts amounted to \$197,995 and \$204,250 at March 31, 2019 and 2018, respectively.

The Museum is also an income beneficiary of several trust funds held by third parties. At March 31, 2019 and 2018, these trust funds had fair values of \$3,833,566 and \$3,733,346, respectively. During the years ended March 31, 2019 and 2018, the Museum received \$176,122 and \$282,995, respectively, from the trust funds. In accordance with accounting principles generally accepted in the United States of America, the trust funds assets are not presented in the Museum's financial statements.

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**LOAN PAYABLE**

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In March, 2013 the Museum entered into an uncollateralized loan agreement with the City of Portsmouth, NH for an amount totaling \$25,240. Ten payments of principal and interest, at 2% per annum, are due annually on April 1. Required future minimum principal payments are as follows at March 31:

2020	\$ 2,648
2021	2,701
<u>2022</u>	<u>2,792</u>
<b>Total</b>	<b><u>\$ 8,141</u></b>

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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**LINE OF CREDIT**

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The Museum has an unsecured line of credit with a local bank with a maximum borrowing limit of \$250,000. Interest is payable monthly at the Wall Street Prime rate, set annually. The interest rate was 5.50% and 4.75% at March 31, 2019 and 2018, respectively. At March 31, 2019 and 2018, the Museum had \$65,000 and \$58,000 outstanding on this line of credit, respectively and paid interest on the line in the amount of \$1,109 and \$1,014, respectively. This line of credit is required to be paid down to at least fifty percent (50%) of its high balance for thirty (30) consecutive days within a 12-month cycle.

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**LEASES**

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The Museum has a number of spaces in buildings located on its property which are leased to individuals and companies. All lessees sign a lease upon initial renting of their space. When leases are not formally renewed or extended, and the lessees continue to occupy their spaces, the lessees are then considered tenants-at-will. Rental income from these properties totaled \$532,857 and \$498,055, respectively, for the years ended March 31, 2019 and 2018. Cost basis and accumulated depreciation information on the buildings with rental space was as follows at March 31:

	<u>2019</u>	<u>2018</u>
Buildings - cost	\$ 3,207,695	3,207,695
Less accumulated depreciation	(889,882)	(770,651)
<b>Net</b>	<b>\$ 2,317,813</b>	<b>2,437,044</b>

As of March 31, 2019 and 2018, the Museum had several leases with various individuals and companies, all of which are either cancelable month-to-month leases or have a lease term that does not exceed one year.

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**OPERATING LEASE OBLIGATIONS**

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At March 31, 2019, the Museum held certain equipment subject to an operating lease. The lease is non-cancelable and calls for monthly payments of \$435 per month. During the years ended March 31, 2019 and 2018, the Museum incurred rental costs in relation to all operating leases amounting to \$5,220 each year. Estimated future minimum payments under these leases are as follows:

<u>Year ending</u>	<u>Amount</u>
<u>2020</u>	<u>\$ 652</u>
<b><u>Total</u></b>	<b><u>\$ 652</u></b>

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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CAPITAL LEASE OBLIGATIONS

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At March 31, 2019, the Museum held certain equipment subject to capital leases. Accordingly, the Museum has capitalized equipment in the amount of \$44,198 with related accumulated depreciation on this equipment amounting to \$3,683. Future minimum lease payments required under this lease at June 30 are as follows:

2020	\$ 8,840
2021	8,840
2022	8,840
2023	8,840
<u>2024</u>	<u>5,155</u>
Subtotal	40,515
Current portion	<u>(8,340)</u>
<b><u>Capital lease, non-current</u></b>	<b><u>\$ 32,175</u></b>

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IN-KIND CONTRIBUTIONS

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Donated services are recognized as contributions in accordance with FASB ASC 958-605 *Revenue Recognition-Contributions*, if the services (a) create or enhance non-financial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Museum. The value of contributed professional services and other in-kind contributed property and materials for the years ended March 31, 2019 and 2018 was \$0 and \$7,814, respectively.

Over 300 unpaid volunteers have made significant contributions of their time to further the Museum's activities. The value of this contributed time is not reflected in these statements since the criteria for those services, per FASB ASC 958-605 *Revenue Recognition-Contributions*, is not met.

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PENSION BENEFIT PLAN

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The Museum has established a defined contribution plan for all employees meeting certain eligibility requirements. The Museum matches employee contributions up to a maximum of 3% of eligible employee wages. For the years ended March 31, 2019 and 2018, contributions to the plan were \$19,932 and \$19,421, respectively.

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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RESTRICTIONS AND LIMITATIONS OF NET ASSET BALANCES

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Net assets with donor restrictions consisted of the following at March 31:

To be held in perpetuity:

	<u>2019</u>	<u>2018</u>
Endowment funds held in perpetuity	\$ 3,736,417	3,545,417
<u>Beneficial interest in assets held by others</u>	<u>658,430</u>	<u>679,144</u>
<b>Totals</b>	<b>\$ 4,394,847</b>	<b>4,224,561</b>

Subject to appropriation and expenditure when a specified event or time occurs:

Cumulative endowment earnings	\$ 284,478	296,493
<u>Contributions restricted for future program purposes</u>	<u>563,153</u>	<u>521,049</u>
<b>Totals</b>	<b>\$ 847,631</b>	<b>817,542</b>
<b>Total net assets with donor restrictions</b>	<b>\$ 5,242,478</b>	<b>5,042,103</b>

A more detailed description of net assets with donor restrictions, and changes therein, as of and for the years ended March 31, 2019 and 2018, is presented within supplemental Schedule 3 following the notes on pages 24 and 25.

Net assets without donor restrictions consisted of the following at March 31:

	<u>2019</u>	<u>2018</u>
Board-designated quasi endowment	\$ 308,279	326,107
<u>Undesignated</u>	<u>598,429</u>	<u>912,661</u>
<b>Totals</b>	<b>\$ 906,708</b>	<b>1,238,768</b>

The Museum has designated certain investment assets to be held at the Board's discretion for purposes of generating investment return to support the Museum's operations. The balances of such investment assets are captioned as board-designated quasi-endowment above, and within the statements of financial position.

**STRAWBERRY BANKE MUSEUM**  
**Notes to Financial Statements, Continued**

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**LIQUIDITY AND AVAILABILITY OF RESOURCES**

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The Museum has the following financial assets available within one year of the balance sheet date to meet cash needs for general expenditure:

Cash and cash equivalents	\$ 439,645
Accounts receivable, net	<u>51,052</u>
<b>Total</b>	<b><u>\$ 490,697</u></b>

None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the balance sheet date.

The Museum's endowment funds consist of donor-restricted endowments and board-designated quasi-endowment. As described in the "Endowment" footnote, the Museum's Board of Trustees has adopted an endowment spending policy under which the annual distribution from the donor-restricted endowment will be, based on the value of the endowment fund, to the extent that such distribution does not exceed a prudent level in the judgment of the Trustees.

The Museum has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. As more fully described in the "Lines of Credit" note, the Museum has one committed line of credit in the amount of \$250,000 which it could draw upon in the event of an unanticipated liquidity need. The outstanding balance on this at March 31, 2019 is \$65,000. Additionally, although the Museum does not intend to spend from its quasi-endowment fund other than amounts appropriated for general expenditure as part of its annual distribution; amounts from its quasi-endowment funds could be made available if necessary.

The Museum's net assets without donor restrictions was in a positive position of \$598,429 at March 31, 2019, after backing out net investment in property and equipment and board-designated quasi-endowment.

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**METHOD USED FOR ALLOCATION OF EXPENSES**

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The financial statements report certain categories of expenses that are attributable to one or more program or supporting functions of the Museum. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Those expenses include depreciation and was allocated based on a percentage of 5% to Collections, 7% to Horticulture, 41% to Property, 7% to Visitors Services, 23% to Education, 13% to Special events and 4% to Heritage House for fiscal 2019. During fiscal 2018, these expenses were allocated 7% to Collections, 7% to Horticulture, 41% to Property, 7% to Visitors Services, 22% to Education, 12% to Special events and 4% to Heritage House.

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**SUBSEQUENT EVENTS**

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In accordance with FASB ASC 855-10 *Subsequent Events*, management has evaluated subsequent events for possible recognition or disclosure through November 21, 2019, which is the date these financial statements were available to be issued.

**STRAWBERRY BANKE MUSEUM**  
**Schedules of Revenue and Support**  
**Years Ended March 31, 2019 and 2018**

	<b>2019</b>	<b>2018</b>
Museum activities:		
Admissions	\$ 510,073	558,435
Grants	27,818	52,573
Programs	57,452	42,739
Events	270,109	264,047
Total museum activities	865,452	917,794
Labrie family skate	345,367	300,366
Development and fundraising:		
Memberships	161,498	149,762
Contributed income	1,220,645	1,143,259
Corporate sponsorship	125,180	116,651
Total development and fundraising	1,507,323	1,409,672
Investment income:		
Net investment gains (losses)	17,004	347,474
Investment income (loss)	124,721	174,827
Total investment income (loss)	141,725	522,301
Other income:		
Rent	578,507	537,844
Museum store	23,343	12,836
Miscellaneous	36,168	78,169
Total other income	638,018	628,849
<b>Total revenue and support</b>	<b>\$ 3,497,885</b>	<b>3,778,982</b>

*See independent auditor's report.*

**STRAWBERRY BANKE MUSEUM**  
**Schedule of Changes in Net Assets With Donor Restrictions**  
**Years Ended March 31, 2019 and 2018**

	2019				2018			
	Net asset balances March 31, 2018	Income	Net assets released from restrictions	Net asset balances March 31, 2019	Net asset balances March 31, 2017	Income	Net assets released from restrictions	Net asset balances March 31, 2018
<b>Education:</b>								
Elizabeth P. Nowers Fund	\$ 2,227	-	-	2,227	2,227	-	-	2,227
City Lore - Becoming American Grant	-	1,300	(1,300)	-	-	-	-	-
Theater Project	6,232	5,590	(11,822)	-	6,793	-	(561)	6,232
On-line curriculum pilot	3,156	-	-	3,156	3,156	-	-	3,156
Treaty of Portsmouth Lecture Series	-	-	-	-	443	-	(443)	-
Time Travel Workshops	16,735	43,400	(42,755)	17,380	-	50,131	(33,396)	16,735
IMLS Grant	-	-	-	-	-	32,173	(32,173)	-
NH State Council on the Arts	2,800	13,000	(15,800)	-	-	10,400	(7,600)	2,800
Boat Shop Project	5,167	9,151	(13,280)	1,038	8,373	8,587	(11,793)	5,167
<b>Total education</b>	<b>36,317</b>	<b>72,441</b>	<b>(84,957)</b>	<b>23,801</b>	<b>20,992</b>	<b>101,291</b>	<b>(85,966)</b>	<b>36,317</b>
<b>Restoration and maintenance:</b>								
Archaeology	-	2,500	(2,500)	-	1,427	-	(1,427)	-
Maintenance - Jones	-	-	-	-	11,888	-	(11,888)	-
Cotton Tenant House	523	12,000	(12,523)	-	523	-	-	523
Heritage House project	204,819	-	(168,399)	36,420	249,614	84,750	(129,545)	204,819
Community Development Block Grant	-	-	-	-	329	-	(329)	-
Labrie Family Skate	24,043	10,919	-	34,962	11,500	24,043	(11,500)	24,043
Chicken Coop	-	-	-	-	550	-	(550)	-
House Painting	22,800	15,000	(15,000)	22,800	11,691	19,800	(8,691)	22,800
Picnic Tables	(655)	-	-	(655)	(655)	-	-	(655)
Cotton Tenant House - Project	49,294	-	-	49,294	-	132,048	(82,754)	49,294
Penhallow - LCHIP	-	10,000	(2,310)	7,690	-	10,000	(10,000)	-
Memorial Landscape Project	11,850	50	-	11,900	-	11,850	-	11,850
TBA Restorations	-	300	-	300	-	-	-	-
<b>Total restoration and maintenance</b>	<b>312,674</b>	<b>50,769</b>	<b>(200,732)</b>	<b>162,711</b>	<b>286,867</b>	<b>282,491</b>	<b>(256,684)</b>	<b>312,674</b>
<b>Collections:</b>								
Collections	302	-	-	302	557	-	(255)	302
Deaccession Fund	4,500	-	-	4,500	4,500	-	-	4,500
Acquisitions	4,476	-	-	4,476	2,770	1,706	-	4,476
Interpretation of Cotton Tenant House	242	-	-	242	242	-	-	242
Library (Fales)	3,149	-	-	3,149	3,149	-	-	3,149
Game On	-	-	-	-	600	-	(600)	-
Furniture for Yeaton Walsh	10,000	-	-	10,000	-	10,000	-	10,000
FEMA Grant	60	4,818	(4,533)	345	60	-	-	60
Vice Exhibit	19,835	-	(11,452)	8,383	-	22,000	(2,165)	19,835
Exhibits	584	20,000	(682)	19,902	1,466	250	(1,132)	584
<b>Total collections</b>	<b>43,148</b>	<b>24,818</b>	<b>(16,667)</b>	<b>51,299</b>	<b>13,344</b>	<b>33,956</b>	<b>(4,152)</b>	<b>43,148</b>

**STRAWBERRY BANKE MUSEUM**  
**Schedule of Changes in Net Assets With Donor Restrictions, Continued**

	2019			2018				
	Net asset balances	Net assets released from		Net asset balances	Net asset balances	Net assets released from		Net asset balances
	March 31, 2018	Income	restrictions	March 31, 2019	March 31, 2017	Income	restrictions	March 31, 2018
<b>Horticulture:</b>								
Horticulture	3,905	2,418	-	6,323	3,461	444	-	3,905
Children's garden	1,383	-	-	1,383	1,383	-	-	1,383
Victory garden	-	-	-	-	26	-	(26)	-
NHCF TBA Garden	5,081	680	-	5,761	4,398	683	-	5,081
Center for Heirloom Gardens	30,700	9,582	(35,018)	5,264	42,760	7,000	(19,060)	30,700
Herb garden arbor	997	-	-	997	997	-	-	997
Community garden	-	415	-	415	-	-	-	-
Shapiro garden	310	-	-	310	310	-	-	310
Total horticulture	42,376	13,095	(35,018)	20,453	53,335	8,127	(19,086)	42,376
<b>Discretionary funds:</b>								
Disability survey	234	-	-	234	234	-	-	234
Aerial images	15,789	-	-	15,789	15,789	-	-	15,789
Giving Tree	185	-	-	185	185	-	-	185
Children's book	16,620	746	(1,361)	16,005	10,507	6,838	(725)	16,620
Green Museum	642	-	-	642	642	-	-	642
Vehicles	23,000	-	-	23,000	-	23,000	-	23,000
Board development	29	-	-	29	29	-	-	29
Total discretionary funds	56,499	746	(1,361)	55,884	27,386	29,838	(725)	56,499
<b>Salary support:</b>								
Archaeology	1,200	-	(1,200)	-	175	1,200	(175)	1,200
Total salary support	1,200	-	(1,200)	-	175	1,200	(175)	1,200
<b>Pledges receivable:</b>								
Unrestricted contributions	28,835	-	(5,235)	23,600	56,179	-	(27,344)	28,835
Total pledges receivable	28,835	-	(5,235)	23,600	56,179	-	(27,344)	28,835
<b>Capital Campaign:</b>								
Rising Sea Level Initiative	-	11,400	(2,300)	9,100	-	-	-	-
Research Project - Penhallow & Yeaton Walsh	-	23,000	(10,375)	12,625	-	-	-	-
Yeaton Walsh House - Interpretation Programming	-	25,000	(12,593)	12,407	-	-	-	-
HHP - YW, Penhallow & Patch	-	500	-	500	-	-	-	-
Undesignated	-	405,639	(214,866)	190,773	-	-	-	-
Total capital campaign	-	465,539	(240,134)	225,405	-	-	-	-
Accumulated Endowment Earnings	296,493	216,413	(228,428)	284,478	83,196	350,504	(137,207)	296,493

**STRAWBERY BANKE MUSEUM**  
**Schedule of Changes in Net Assets With Donor Restrictions, Continued**

	2019				2018			
	Net asset balances	Income	Net assets released from restrictions	Net asset balances	Net asset balances	Income	Net assets released from restrictions	Net asset balances
	March 31, 2018			March 31, 2019	March 31, 2017			March 31, 2018
Held in perpetuity - Endowment corpus:								
Marion H. Elder	809,727	-	-	809,727	809,727	-	-	809,727
Edward V. French	123,291	-	-	123,291	123,291	-	-	123,291
Emily Fisher Cartwright	130,484	-	-	130,484	130,484	-	-	130,484
Clark, Thompson, Brown, & Gartner	100,261	-	-	100,261	100,261	-	-	100,261
Rice Endowment	3,165	-	-	3,165	3,165	-	-	3,165
Lawrence Grady	22,328	-	-	22,328	22,328	-	-	22,328
Taylor Memorial Fund - MT Brown	50,000	-	-	50,000	50,000	-	-	50,000
Cecil C. Humphreys Memorial Fund	5,000	-	-	5,000	5,000	-	-	5,000
R.M. Gerrity	45,534	-	-	45,534	45,534	-	-	45,534
Shapiro House	47,543	-	-	47,543	47,543	-	-	47,543
Gift Annuity	21,598	-	-	21,598	21,598	-	-	21,598
Storer Goodwin Decatur	4,744	-	-	4,744	4,744	-	-	4,744
Memorial Fund	2,840	-	-	2,840	2,840	-	-	2,840
Marden House	15,000	-	-	15,000	15,000	-	-	15,000
The John Butler Smith & Gladys L. Smith Trusts	634,168	-	-	634,168	634,168	-	-	634,168
Shapiro Family Foundation Endowment	91,775	-	-	91,775	91,775	-	-	91,775
Campaign for Sustainability	1,437,959	191,000	-	1,628,959	1,437,959	-	-	1,437,959
<b>Total held in perpetuity - endowment corpus:</b>	<b>3,545,417</b>	<b>191,000</b>	<b>-</b>	<b>3,736,417</b>	<b>3,545,417</b>	<b>-</b>	<b>-</b>	<b>3,545,417</b>
Held in perpetuity - NHCF trust interest:								
NHCF – Thomas Bailey Aldrich Fund	166,947	(5,089)	-	161,858	158,699	8,248	-	166,947
NHCF – Guild of Strawberry Museum Fund	33,500	(1,305)	-	32,195	31,822	1,678	-	33,500
NHCF – Lawrence K. Grady Fund	478,697	(14,320)	-	464,377	455,046	23,651	-	478,697
<b>Total held in perpetuity</b>	<b>679,144</b>	<b>(20,714)</b>	<b>-</b>	<b>658,430</b>	<b>645,567</b>	<b>33,577</b>	<b>-</b>	<b>679,144</b>
<b>Total net assets with donor restrictions</b>	<b>\$ 5,042,103</b>	<b>1,014,107</b>	<b>(813,732)</b>	<b>5,242,478</b>	<b>4,732,458</b>	<b>840,984</b>	<b>(531,339)</b>	<b>5,042,103</b>

*See independent auditor's report.*

**STRAWBERRY BANKE MUSEUM**  
**Schedules of Revenues and Operating Expenses - Budget Basis**  
**Years Ended March 31, 2019 and 2018**

	2019 (Unaudited)	2018 (Unaudited)
<b>REVENUES</b>		
Admission fees	\$ 422,200	494,840
School groups	93,700	103,722
Retail sales	24,800	15,128
Event revenue	265,900	261,547
Program revenue	351,600	292,005
Misc income	1,500	8,405
Annual fund	416,400	454,713
Individual memberships	155,000	143,082
Corporate support	189,300	193,280
Investment income	174,000	184,172
Trust income	84,200	78,593
Rental income	574,400	535,552
Management fees	20,800	33,651
Restricted funds	133,700	133,756
<b>Total Revenues</b>	<b>2,907,500</b>	<b>2,932,446</b>
<b>OPERATING EXPENSES</b>		
Salaries	1,337,700	1,293,612
Payroll taxes	96,300	91,359
Benefits	125,400	132,047
Insurance	74,900	66,162
Administrative office	51,800	44,355
Business & operations	897,300	892,935
Utilities	194,900	204,868
Rental expense	171,000	150,049
<b>Total operating expenses</b>	<b>2,949,300</b>	<b>2,875,387</b>
<b>Excess deficiency of revenues under operating expenses - budget basis</b>	<b>\$ (41,800)</b>	<b>57,059</b>

*See independent auditor's report.*