#### INDEPENDENT ACCOUNTANTS' REVIEW REPORT

Board of Directors California Vehicle Foundation dba California Automobile Museum Sacramento, California

We have reviewed the accompanying Statement of Financial Position of California Vehicle Foundation (a nonprofit corporation) as of December 31, 2011, and the related Statements of Activity and Cash Flows for the year then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Organization management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

The prior year summarized comparative information has been derived from the Foundation's 2010 financial statements, and our report dated June 15, 2011 stated that we were not aware of any material modifications that should be made to those statements.

# Statement of Financial Position December 31, 2011 (with comparative totals for 2010)

#### **ASSETS**

|  |    | 2011    | 2010          |
|--|----|---------|---------------|
| Cash   | \$ | 30,106  | \$<br>21,236  |
| Accounts receivable                                  | •  | 9,475   | 2,546         |
| Gift shop inventory                                  |    | 14,486  | 13,413        |
| Prepaid expenses                                     |    | 14,274  | 14,578        |
| Prepaid vehicle expenses                             |    | 16,149  | 11,558        |
| Property and equipment, net                          |    | 55,110  | 46,380        |
| Cash restricted or designated for long term purposes |    | 35,855  | 39,279        |
| Museum exhibit vehicles                              |    | 248,283 | 207,208       |
| Collections  |    | 370,259 | 371,984       |
|  | \$ | 793,997 | \$<br>728,182 |
| LIABILITIES AND NET ASSETS                           |    |         |               |
| Liabilities  |    |         |               |
| Accounts payable                                     | \$ | 14,665  | \$<br>7,079   |
| Accrued expenses                                     |    | 27,256  | 20,958        |
| Deferred revenue                                     |    | 22,769  | 29,862        |
| Rental retainer                                      |    | 10,400  | 3,400         |
| Other liabilities                                    |    | 10,000  | 8,700         |
| Total Liabilities                                    |    | 85,090  | <br>69,999    |
| Net Assets   |    |         |               |
| Unrestricted   |    |         |               |
| Board designated                                     |    | 20,478  | 20,478        |
| Undesignated   |    | 669,152 | 615,250       |
| Temporarily restricted                               | -  | 19,277  | 22,455        |
| Total Net Assets                                     |    | 708,907 | 658,183       |
|  | \$ | 793,997 | \$<br>728,182 |

See accompanying notes to financial statements and independent accountants' review report.

# Statement of Activity For the Year Ended December 31, 2011 (with comparative totals for 2010)

|   |    |            |     |           |               | (F | Restated) |
|---|----|------------|-----|-----------|---------------|----|-----------|
|   |    |            | Ter | mporarily | 2011          |    | 2010      |
|   | Un | restricted | Re  | estricted | <br>Total     |    | Total     |
| Revenue                                 |    |            |     |           |               |    |           |
| Admissions                              | \$ | 107,376    | \$  | -         | \$<br>107,376 | \$ | 121,685   |
| Contributions                           |    | 86,178     |     | 1,000     | 87,178        |    | 52,984    |
| Memberships                             |    | 38,362     |     | -         | 38,362        |    | 29,054    |
| In-kind contributions                   |    | 277,780    |     | -         | 277,780       |    | 265,600   |
| Docent income                           |    | 7,973      |     | -         | 7,973         |    | 5,948     |
| Vehicle donation and consignment income |    | 135,252    |     | -         | 135,252       |    | 91,695    |
| Facility rental                         |    | 133,121    |     | -         | 133,121       |    | 151,475   |
| Exhibit income                          |    | 49,631     |     | -         | 49,631        |    | 53,601    |
| Special events                          |    | 56,343     |     | 4,900     | 61,243        |    | 74,539    |
| Education                               |    | 30,156     |     | -         | 30,156        |    | 50,209    |
| Library income                          |    | 3,891      |     | -         | 3,891         |    | 5,000     |
| Investment income                       |    | 79         |     | -         | 79            |    | 105       |
| Gift shop and online sales              |    | 34,701     |     | -         | 34,701        |    | 38,061    |
| Gain on sales of exhibit vehicles       |    | 4,115      |     | -         | 4,115         |    | -         |
| Other income                            |    | 4,769      |     | -         | 4,769         |    | 4,275     |
| Net assets released from restriction    |    | 9,078      |     | (9,078)   | <br>          |    |           |
| Total Revenue                           |    | 978,805    |     | (3,178)   | <br>975,627   |    | 944,231   |
| Expenses                                |    |            |     |           |               |    |           |
| Program services                        |    | 759,120    |     | -         | 759,120       |    | 825,132   |
| Management and general                  |    | 65,061     |     | -         | 65,061        |    | 77,444    |
| Fundraising and membership development  |    | 100,722    |     |           | 100,722       |    | 74,298    |
| Total Expenses                          |    | 924,903    |     |           | <br>924,903   |    | 976,874   |
| Change in Net Assets                    |    | 53,902     |     | (3,178)   | 50,724        |    | (32,643)  |
| Net Assets, Beginning of Year           |    | 635,728    |     | 22,455    | <br>658,183   |    | 690,826   |
| Net Assets, End of Year                 | \$ | 689,630    | \$  | 19,277    | \$<br>708,907 | \$ | 658,183   |

# Statement of Cash Flows For the Year Ended December 31, 2011 (with comparative totals for 2010)

|  | 2011 |          | 2010 |          |
|--|------|----------|------|----------|
| Cash Flows from Operating Activities:                    |      |          |      |          |
| Change in net assets                                     | \$   | 50,724   | \$   | (32,643) |
| Adjustment to reconcile change in net assets to net cash | ·    | ,        |      | , , ,    |
| provided by operating activities:                        |      |          |      |          |
| Depreciation   |      | 12,204   |      | 10,236   |
| Loss on disposition of equipment                         |      | 97       |      | ,<br>-   |
| Write-down of collection items                           |      | 4,954    |      | 3,532    |
| Proceeds from sales of exhibit items                     |      | 500      |      | -        |
| Realized and unrealized losses on exhibit items          |      | 9,050    |      | 34,239   |
| Donated exhibit items                                    |      | (50,625) |      | (16,500) |
| Donated equipment  |      | (16,180) |      | -        |
| Donated collection vehicle                               |      | (2,250)  |      | (1,500)  |
| Donated library gifts                                    |      | (979)    |      | (2,641)  |
| Changes in certain operating assets and liabilities:     |      |          |      |          |
| Accounts receivable                                      |      | (6,929)  |      | 26,156   |
| Gift shop inventory                                      |      | (1,073)  |      | 1,945    |
| Prepaid expenses   |      | 304      |      | 273      |
| Prepaid vehicle expenses                                 |      | (4,591)  |      | (7,903)  |
| Accounts payable   |      | 7,586    |      | (14,232) |
| Accrued expenses   |      | 6,298    |      | 4,662    |
| Deferred revenue   |      | (7,093)  |      | 7,235    |
| Refundable advance                                       |      | -        |      | (10,000) |
| Other liabilities  |      | 8,300    |      | 3,100    |
| Cash restricted for long-term purposes                   |      | 3,424    |      | (8,235)  |
| Net Cash Provided (Used) by Operating Activities         |      | 13,721   |      | (2,276)  |
| Cash Flows from Investing Activities                     |      |          |      |          |
| Purchases of property and equipment                      |      | (6,651)  |      | (21,958) |
| Sale of property and equipment                           |      | 1,800    |      |          |
| Net Cash Used by Investing Activities                    |      | (4,851)  |      | (21,958) |
| Net Increase (Decrease) in Cash                          |      | 8,870    |      | (24,234) |
| Cash, Beginning of Year                                  |      | 21,236   |      | 45,470   |
| Cash, End of Year  | \$   | 30,106   | \$   | 21,236   |

See accompanying notes to financial statements and independent accountants' review report.

### Notes to Financial Statements December 31, 2011

#### NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Organization

California Vehicle Foundation dba California Automobile Museum (the Foundation) is a nonprofit corporation whose purpose is to educate and entertain while preserving and promoting the automobile and its influence on our lives. The Foundation operates the California Automobile Museum in Sacramento, California, conducts various educational programs, and holds special events of interest to auto enthusiasts. The Foundation also conducts a vehicle donation program and a classic car and truck consignment program.

#### **Estimates**

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

#### Cash

Cash consists of cash and short-term investments not restricted for long-term purposes with maturities of three months or less when purchased.

#### **Accounts Receivable**

Accounts receivable are stated at unpaid balances. Management believes all of the receivables are collectible; accordingly, no allowance for doubtful accounts has been established. Receivables are determined to be past due based on contractual terms.

#### **Gift Shop Inventory**

Gift shop inventory is stated at cost using the average cost method. Cost of sales of \$15,634 is included in program expenses.

#### **Museum Exhibits and Collections**

Museum exhibits and collections consist of vehicles held for exhibition to the public, a library of magazines, new car sales brochures, factory repair manuals maintained for educational purposes, and 1253 lithograph negatives from Lorin Sorensen's Ford Life Magazine. All museum exhibits and collections are inexhaustible and are protected, cared for, and preserved.

Items that are subject to a policy requiring proceeds from the sale of an item to be reinvested in other similar items are reported as collections. Collections are recorded at cost if purchased and at fair value at the date received if donated.

#### Notes to Financial Statements December 31, 2011

#### NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

#### **Museum Exhibits and Collections – continued**

Items that are not subject to a policy requiring proceeds from the sale of an item to be reinvested in other similar items are reported as museum exhibits. Museum exhibit items are stated at the lower of cost or current fair value. Donated exhibit items are stated at the lower of fair value at the date of donation or current fair value.

#### **Property and Equipment**

Property and equipment purchases in excess of \$500 are capitalized at cost, if purchased and fair value if donated. Depreciation is calculated on the straight-line method over the estimated useful lives of the assets, except for leasehold improvements, which are depreciated over the remaining life of the lease.

#### **Memberships**

Membership income is recorded when received and is essentially unrestricted contribution income.

#### **Contributions**

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Contributions that are temporarily restricted are then reclassified to unrestricted net assets upon satisfaction of the restriction. Restricted contributions whose restrictions are met within the same reporting period are classified as unrestricted support.

Contributions of services are recognized if the services received create nonfinancial assets or require specialized skills. The museum is served by 300 volunteers whose services do not meet the above criteria for recognition. However, without these auto enthusiasts, the Foundation would not be a viable enterprise.

Marketable securities and other noncash contributions are recorded at their estimated fair values at the date of donation.

#### **Advertising Costs**

Advertising costs are expensed as incurred. Advertising expense amounted to \$4,651 during the year ended December 31, 2011.

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

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activity. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

### Notes to Financial Statements December 31, 2011

#### NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

#### **Income Tax Status**

The Foundation is a tax-exempt corporation under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code, and is classified as a public charity. The Foundation's tax returns are open to examination by the IRS and FTB for three and four years, respectively, from the date they are filed.

#### **Comparative Information**

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the organization's financial statements for the year ended December 31, 2010, from which the summarized information was derived.

#### **Subsequent Events**

Subsequent events have been evaluated through the date the financial statements were available to be issued, which was July 10, 2012.

#### NOTE 2 PROPERTY AND EQUIPMENT

Property and equipment consist of the following as of December 31, 2011:

| Leasehold improvements        | \$<br>633,167        |
|-------------------------------|----------------------|
| Furniture and fixtures        | 97,018               |
| Equipment and software        | 12,358               |
| Vehicles                      | 7,167                |
| Less accumulated depreciation | 749,710<br>(694,600) |
|                               | \$<br>55,110         |

Depreciation expense amounted to \$12,204 for the year ended December 31, 2011.

### Notes to Financial Statements December 31, 2011

#### NOTE 3 COLLECTIONS

Collections consist of the following as of December 31, 2011:

| Vehicles    | \$<br>231,465 |
|-------------|---------------|
| Library     | 118,794       |
| Lithographs | 20,000        |
|             | \$<br>370,259 |

The Foundation received non-cash contributions to the collection of a vehicle with a fair value of \$2,250 and library materials of \$979 during the year ended December 31, 2011.

#### **NOTE 4 LEASES**

The Foundation leases the land and building for the museum under a five-year bargain lease with the City of Sacramento for \$200 per month. Future minimum lease payments under this lease are as follows:

| 2012 | \$<br>2,400 |
|------|-------------|
| 2013 | 2,400       |
| 2014 | 2,400       |
| 2015 | <br>2,400   |
|      |             |
|      | \$<br>9 600 |

In-kind rent expense amounted to \$249,600 for the year ended December 31, 2011.

In addition, the Foundation received in-kind storage space from an individual from January through March 2011 and from a company July through December 2011. In-kind rent expense for these spaces amounted to \$12,000 for the year ended December 31, 2011.

#### NOTE 5 LINE OF CREDIT

The Foundation has two lines of credit of \$50,000 each with two banks. Borrowings under these lines bear interest at 6.25% and 11.50%, respectively. As of December 31, there were no borrowings under either line of credit. Interest incurred and paid in cash amounted to \$408 during the year ended December 31, 2011.

### Notes to Financial Statements December 31, 2011

#### NOTE 6 RESTRICTIONS AND DESIGNATIONS ON ASSETS

Temporarily restricted net assets consist of the following as of December 31, 2011:

| New building fund    | \$<br>10,566 |
|----------------------|--------------|
| Hands-on exhibits    | 3,811        |
| Grant writer funding | <br>4,900    |
|                      | \$<br>19,277 |

Board designated net assets are designated for endowment and are included in cash restricted or designated for long term purposes. There were no changes in the balance during the year ended December 31, 2011.

#### NOTE 7 FAIR VALUE MEASUREMENTS

The fair value measurement accounting literature establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies during the year ended December 31, 2011:

Donated exhibit items: Based on 75% of the appraised values supplied by the donor, or if no appraisal is available, the Collector Car Price Guide.

*Donated collection vehicles*: Based on 75% of the appraised values supplied by the donor, or if no appraisal is available, the Collector Car Price Guide.

Donated library gifts and equipment. Based on the sale of similar items on eBay, at swap meets, and in the gift shop.

### Notes to Financial Statements December 31, 2011

#### NOTE 7 FAIR VALUE MEASUREMENTS - CONTINUED

The level within the fair value hierarchy of current year non-cash contributions was as follows:

|  | Level 1 (quoted prices for identical assets in an active market) |                | Level 3<br>(significant<br>unobservable<br>inputs) |
|--|--|----------------|--|
| Donated exhibit items Donated collection vehicle Donated library gifts Donated equipment | \$ -<br>-<br>-   | \$ -<br>-<br>- | \$ 50,625<br>2,250<br>979<br>16,180                |
|  | \$ -   | \$ -           | \$ 70,034  |

The following table sets forth the fair value measurements for non-financial assets that are valued at fair value on a non-recurring basis:

|                         | Level 1<br>(quoted prices<br>for identical assets<br>in an active market) | Level 2<br>(significant<br>observable<br>inputs) | Level 3<br>(significant<br>unobservable<br>inputs) |
|-------------------------|---|--|--|
| Museum exhibit vehicles | \$ -  | \$ -   | 248,283  |
|                         | \$ -  | \$ -   | \$ 248,283   |

#### NOTE 8 PRIOR PERIOD ADJUSTMENT AND RESTATEMENT

In December 2010, the Foundation signed a new five-year bargain lease with the City of Sacramento for \$200 per month. The estimated value of the donated facilities as of the lease inception was recorded as a temporarily restricted contribution receivable to be amortized using the interest method over the term of the lease using a discount factor of 6%. In 2011, the Foundation's management determined that there was more than a remote possibility that the City of Sacramento will enforce a clause of the lease that states the lease can be terminated prior to the expiration of the lease term with six month prior written notice in order to implement the Docks Area Specific Plan or any other redevelopment plan approved by the Redevelopment Agency or the City. The cumulative effect of this change resulted in a decrease of both in-kind lease receivable and temporarily restricted in-kind contributions of \$1,075,892 for the year ended December 31, 2010.