Financial Statements
for year ended
June 30, 2024
(with Summarized Comparative
Information for 2023)



Certified Public Accountants

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Independent Auditor's Report

To the Board of Trustees
The Gilder Lehrman Institute of American History

Opinion

We have audited the accompanying financial statements of The Gilder Lehrman Institute of American History (the "Institute") which comprise the statement of financial position as of June 30, 2024 and the related statements of activities, functional expenses and cash flows for the year then ended and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Institute as of June 30, 2024 and the results of its activities and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Institute and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Institute's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Institute's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Institute's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited the Institute's 2023 financial statements, and our report dated January 8, 2024, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2023, is consistent, in all material respects, with the audited financial statements from which it has been derived.

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Statement of Financial Position

Assets

		Jur	1e 30)
		2024		2023
Cash and cash equivalents	\$	1,467,441	\$	666,382
Investments, at fair value		66,887,875		58,239,505
Contributions receivable, net		3,015,484		4,549,953
Other receivables		713,888		877,761
Prepaid expenses		402,511		212,473
Property and equipment, at cost (net of accumulated				
depreciation of \$960,602 in 2024 and \$779,443 in 2023)		344,925		379,820
Security deposit		64,016		64,016
Right-of-use asset – operating lease, net		862,337		1,125,932
Total assets	<u>\$</u>	73,758,477	<u>\$</u>	66,115,842
Liabilities and Net Ass	ets			
Current liabilities				
Accounts payable, accrued expenses and other	\$	337,469	\$	349,461
Current portion of operating lease payable		267,311		268,516
Total current liabilities		604,780		617,977
Operating lease payable, net		614,711		882,022
Total liabilities		1,219,491		1,499,999
Net assets				
Without donor restrictions		63,648,201		54,875,025
With donor restrictions		8,890,785		9,740,818
Total net assets		72,538,986		64,615,843
Total liabilities and net assets	<u>\$</u>	73,758,477	<u>\$</u>	66,115,842

Statement of Activities For the Year Ended June 30, 2024 (with Summarized Comparative Information for the Year Ended June 30, 2023)

		2024		2023
	Without Donor Restrictions	With Donor Restrictions	Total	Total
Support and revenue				
Contributions and grants	\$ 259,682	\$ 2,392,264	\$ 2,651,946	\$ 4,900,965
Educational services	2,625,859	-	2,625,859	2,103,310
Educational resources	257,291	-	257,291	191,109
Gala	1,972,499	-	1,972,499	1,721,907
Capital campaign funds	754,810	751,000	1,505,810	844,862
Net investment return - operating	2,171,193	331,904	2,503,097	2,087,387
Other	92,466	-	92,466	75,515
Sale of historical documents	1,724,040	-	1,724,040	-
Net assets released from restrictions	4,325,201	(4,325,201)	_	
Total support and revenue	14,183,041	(850,033)	13,333,008	11,925,055
Expenses				
Program services				
Programs and grants	8,664,506	-	8,664,506	7,985,408
Purchase of historical documents	315,000		315,000	236,882
Total program services	8,979,506	_	8,979,506	8,222,290
Supporting activities				
Management and general	1,429,229	-	1,429,229	1,284,772
Fundraising	818,445		818,445	894,775
Total supporting activities	2,247,674		2,247,674	2,179,547
Total expenses	11,227,180		11,227,180	10,401,837
Excess of revenue over expenses before net investment return - non-operating	2,955,861	(850,033)	2,105,828	1,523,218
Net investment return, non-operating	5,817,315		5,817,315	3,503,592
Increase (decrease) in net assets	8,773,176	(850,033)	7,923,143	5,026,810
Net assets, beginning of year	54,875,025	9,740,818	64,615,844	_59,589,033
Net assets, end of year	\$ 63,648,201	\$ 8,890,785	\$ 72,538,986	\$ 64,615,843

Statement of Functional Expenses

				Year Ended June 30	ed June 30				
		20	2024			2	2023		
	Ductions	Management			_	Management			
	Services	and General	Fundraising	Total	rrograms Services	and General	Fundraising	sing	Total
Salaries and benefits	\$ 4,077,840	\$ 695,606	\$ 479,304	\$ 5,252,750	\$ 3,776,971	\$ 565,490	\$ 559	559,973 \$	4,902,434
Professional fees	1,315,384	36,175	139,130	1,490,689	1,219,109	31,719	,	[74,342	1,425,170
Fellowships, honorariums and awards	96,302	•	2,636	98,938	62,573	•			62,573
Rent and utilities	•	280,906	ı	280,906	•	299,101			299,101
Grants and awards	1,032,103	•	•	1,032,103	1,054,156	3,250			1,057,406
Educational resources	323,495	3,651	29,308	356,454	392,496	3,405	27	27,451	423,352
Travel	459,121	1,095	6,039	466,255	264,520	5,445	8	8,227	278,192
Insurance	24,481	52,167	•	76,648	19,978	61,494		1	81,472
Communications	735,782	113,170	27,733	876,685	623,192	109,106	11	11,385	743,683
Office expense and supplies	83,255	40,668	15,825	139,748	82,373	23,715	16	16,613	122,701
Equipment	52,965	11,503	9,840	74,308	17,902	25,180	S	5,426	48,508
Dues and subscriptions	11,073	4,764	397	16,234	8,586	3,224		10	11,820
Meals and entertainment	222,546	6,548	596,665	329,059	162,220	5,035	83	83,127	250,382
Postage and delivery	230,159	1,816	8,268	240,243	301,332	5,177	∞	8,221	314,730
Purchase of historical documents	315,000	•	•	315,000	236,882	•			236,882
Depreciation and amortization	•	181,160	ı	181,160		143,431		•	143,431
Total	\$ 8,979,506	\$ 1,429,229	\$ 818,445	\$ 11,227,180	\$ 8,222,290	\$ 1,284,772	\$ 894	894,775 \$	\$ 10,401,837

See notes to financial statements.

Statement of Cash Flows

	Year l Jun	
	2024	2023
Cash flows from operating activities		
Increase in net assets	\$ 7,923,143	\$ 5,026,810
Adjustments to reconcile increase		
in net assets to net cash provided by (used in)		
operating activities		
Depreciation and amortization	181,160	143,431
Forgiveness of PPP loan	-	(740,217)
Amortization of right-of-use asset	263,595	299,100
Donated investments	(699,709)	(413,107)
Proceeds from sale of donated investments	699,709	413,107
Realized (gain) on sale of investments	(2,635,328)	(164,059)
Unrealized (gain) on investments	(3,181,987)	(3,339,533)
(Increase) decrease in contributions receivable	1,534,469	(1,448,225)
Decrease in other receivables	163,873	78,043
Increase (decrease) in prepaid expenses	(190,038)	2,568
Change in operating lease liability	(268,516)	(274,494)
(Decrease) in accounts payable, accrued		
expenses and other	(11,992)	(48,512)
Net cash provided by (used in)		
operating activities	<u>3,778,379</u>	(465,088)
Cash flows from investing activities		
Expenditures for property and equipment	(146,264)	(133,305)
Proceeds from sales of investments	21,267,934	4,264,795
Purchases of investments	(24,098,990)	(5,216,396)
Net cash (used in) investing activities	_(2,977,320)	(1,084,906)
Net increase (decrease) in cash and cash equivalents	801,059	(1,549,994)
Cash and cash equivalents, beginning of year	666,382	2,216,376
Cash and cash equivalents, end of year	\$ 1,467,441	\$ 666,382

Notes to Financial Statements June 30, 2024

Note 1 – Nature of organization

The Gilder Lehrman Institute of American History (the "Institute"), founded by Richard Gilder and Lewis E. Lehrman, promotes the study of American history. The Institute introduces teachers to scholars for seminars and enrichment programs; supports publications and traveling exhibitions; and sponsors lectures and symposia of interest to the general public. The Institute can also own, hold or accept contributions or donations of artifacts, documents and other cultural objects, as would a museum or library.

Note 2 – Summary of significant accounting policies

Net assets

The Institute maintains two classes of net assets as follows:

Net assets with donor restrictions consist of contributions restricted for a particular purpose or related to future periods.

Net assets without donor restrictions include funds having no restrictions as to use or purpose imposed by donors and are available for general operations.

During the 2011 fiscal year, the Institute established a \$600,000 board-designated fund. The fund was established from prior years' surpluses and is being used towards a matching grant of \$1,000,000 from the National Endowment for the Humanities.

In August 2012, the Acquisitions and Direct Care fund was established with proceeds from the de-accession of collection materials. Additions to the fund will be made as items are de-accessioned, and withdrawals from the fund will be made per the Institute's collection management policy which states that proceeds resulting from the de-accession of materials shall be used solely for purchases and direct care, but not for general operating expenses.

These funds are included in net assets without donor restrictions in the accompanying financial assets.

The following is a summary of the activity of the Board-Designated fund and the Acquisitions and Direct Care fund for the year ended June 30, 2024:

	Balance,			Balance,
	June 30, 2023	Additions	Expenditures	June 30, 2024
Board Designated Fund Acquisitions and Direct	\$ 42,515,430	\$ 5,023,389	\$ 1,130,393	\$ 46,408,426
Care Fund Total	4,104,763 \$ 46,620,193	2,045,591 \$ 7,068,980	253,515 \$ 1,383,908	5,896,839 \$ 52,305,265

Notes to Financial Statements (continued) June 30, 2024

Note 2 – Summary of significant accounting policies (continued)

Contributions

Contributions are considered available for general use unless specifically restricted by the donor or subject to other legal restrictions. Contributions that are received with donor stipulations that limit the use of the donated assets are recorded as support with temporary donor restrictions. When a donor stipulation expires, that is, when a stipulated time restriction ends or the purpose of the restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Revenue recognition

The Institute has determined that the performance obligations related to educational services and resources are met at the time such services or resources are provided. Amounts received in advance of the performance obligation being met are recorded as a liability on the statement of activities until the performance obligation is met and the earning process is complete. Revenue for the gala is recognized when the event occurs.

Cash equivalents

The Institute considers highly liquid investments to be cash equivalents.

Investments

Investments are recorded at fair value. The value of the Institute's investments has been determined by using publicly reported market quotes. Net realized gains or (losses) on the sale of investments are determined using the first-in, first-out method and along with the net unrealized gain or (loss) on investments, are recorded in the statement of activities.

The Institute's investments consist of the following:

	20	24		2023			
	 Cost		Fair Value	 Cost		Fair Value	
Cash and cash equivalents	\$ 10,966,661	\$	10,966,661	\$ 6,751,865	\$	6,751,865	
U.S. common stocks	, -		-	5,103,176		7,185,480	
International common stocks	-		-	627,997		575,074	
Fixed income exchange							
traded fund	511		490	491		465	
Fixed income mutual funds	9,019,132		8,468,799	10,266,696		9,042,301	
Equity mutual funds	37,796,419		47,451,925	29,566,118		34,684,320	
Total	\$ 57,782,723	\$	66,887,875	\$ 52,316,343	\$	58,239,505	

Notes to Financial Statements (continued) June 30, 2024

Note 2 – Summary of significant accounting policies (continued)

<u>Investments</u> (continued)

The following table represents the net investment return of the Institute for the years ended June 30, 2024 and 2023:

	 2024	2023
Net investment return – operating		
Interest and dividends	\$ 2,577,294	\$ 2,175,683
Less: Investment management fees	 (74,197)	 (88,296)
Net investment return - operating	2,503,097	 2,087,387
Net investment return – non-operating		
Realized gain on sale of investments	2,635,328	164,059
Unrealized gain on investments	3,181,987	3,339,533
Net investment return –		
non-operating	5,817,315	 3,503,592
Net investment return	\$ 8,320,412	\$ 5,590,979

Fair value measurement

Fair value refers to the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. The fair value hierarchy gives the highest priority to quoted prices in active markets and the lowest priority to unobservable data. Fair value measurements are required to be separately disclosed by level within the fair value hierarchy. The three levels of inputs that may be used to measure fair value are as follows:

- Level 1 Quoted prices in active markets for identical assets.
- Level 2 Observable inputs other than Level 1 prices, such as quoted prices of similar assets; quoted prices in markets with insufficient volume or infrequent transactions (less active markets).
- Level 3 Unobservable inputs to the valuation methodology that are significant to the measurement of fair value of assets.

The Institute's investments are all measured using Level 1 inputs. Their fair values are based on quoted prices in active markets that the Institute can access at the measurement date.

Investment return recognition

Purchases and sales of securities are recorded on a trade-date basis. Interest is recorded on the accrual basis and dividends are recorded on the ex-dividend date. Realized and unrealized gains and losses are included in the determination of changes in net assets.

Notes to Financial Statements (continued)
June 30, 2024

Note 2 – Summary of significant accounting policies (continued)

Historical documents

The Institute has purchased and has received donations of documents of national historical significance. The documents are primarily maintained for public exhibition, education, and research in furtherance of public service, rather than for financial gain.

In conformity with accounting policies generally followed by museums, the value of the historical documents has been excluded from the statement of financial position, and gifts of historical documents are excluded from revenue in the statement of activities. Purchases of historical documents are recorded as decreases in the statement of activities and proceeds from deaccessions are reflected as increases in the statement of activities in the year in which the items are acquired or sold.

Allowance for doubtful accounts

The Institute deems all contributions and other receivables to be collectible and, accordingly, an allowance for doubtful accounts is not necessary. Such estimate is based on management's experience, the aging of the receivables, subsequent receipts and current economic conditions.

Property and equipment

Property and equipment is recorded at cost. The Institute capitalizes expenditures for such assets in excess of \$5,000 with an estimated useful life of greater than one year. Depreciation of property and equipment is recorded on a straight-line basis over the estimated useful life of the assets. Leasehold improvements are being amortized over the remaining term of the lease.

Leases

The Institute follows guidance under FASB ASC 842, *Leases*. The new standard establishes a right of use ("ROU") model that requires a lessee to record an ROU asset, which represents the right to use a respective asset for the lease term, and a lease liability on the statement of financial position at the present value of future payments due under the lease. The Institute has elected to use a risk-free rate to discount its office lease to net present value. The Institute's reporting for the comparative period presented in the financial statements is in accordance with previous lease accounting standards. The implementation of the standard did not have a material impact on the Institute's operating results and cash flows. The Institute has elected not to record leases with an initial term of 12 months or less on the statement of financial position.

Unearned revenue

Unearned revenue consists of amounts paid in advance for educational seminars and workshops.

Notes to Financial Statements (continued) June 30, 2024

Note 2 – Summary of significant accounting policies (continued)

Concentrations of credit risk

The Institute's financial instruments that are potentially exposed to concentrations of credit risk consist primarily of cash and cash equivalents, investments and contributions receivable. The Institute places its cash and cash equivalents with quality financial institutions. At times during the year, balances in the Institute's cash and cash equivalents exceeded the FDIC insurance limit; however, the Institute has not experienced any losses in such accounts to date. The Institute's investments are exposed to various risks such as interest rate, market volatility, liquidity and credit. Due to the level of uncertainty related to the aforementioned risks, it is at least reasonably possible that changes in these risks could have a material effect on the amounts reported in the statement of financial position and the statement of activities. The Institute's contributions receivable are deemed collectible by management. The Institute believes no significant concentrations of credit risk exist with respect to its cash and cash equivalents, investments and contributions receivable.

Functional allocation of expenses

The costs of providing the various programs and other activities have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses attributable to more than one functional expense category are allocated using an estimate of time and effort spent.

Use of estimates

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

Comparative information

The financial statements include certain prior-year summarized comparative information in total but not by net asset classification. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Institute's financial statements for the year ended June 30, 2023, from which the summarized information was derived.

Subsequent events

The Institute has evaluated subsequent events for potential recognition or disclosure through February 17, 2025, which is the date these financial statements were available to be issued.

Notes to Financial Statements (continued) June 30, 2024

Note 3 – Liquidity and availability of financial assets

The Institute's working capital and cash flows have seasonal variations during the year attributable to cash receipts from contributions, capital campaign funds and other revenue items. The following is a summary of the Institute's financial assets as of June 30, 2024 and June 30, 2023 that are available for general use within one year of the statement of financial position date:

	2024	2023
Cash and cash equivalents	\$ 1,467,441	\$ 666,382
Investments, at fair value	66,887,875	58,239,505
Current portion of contributions receivable	2,322,114	4,351,137
Other receivables	713,888	877,761
Sub-total	71,391,318	64,134,785
Less: Assets with donor restrictions	4,510,000	5,693,489
Board designated fund and Acquisitions and		
Direct Care Fund	52,305,265	46,620,193
Total financial assets available		
for general expenditures	\$14,576,053	\$11,821,103

As part of the Institute's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due. The Institute's board-designated fund has been established to support the Institute's programs and the Acquisitions and Direct Care Fund has been established to provide a separate accounting of deaccessions, purchases and direct care of historical documents (see note 2). The Institute does not intend to spend these funds, however, the funds can be released from designations by the Board if deemed necessary.

Note 4 – Contributions receivable

Contributions receivable consist of the following as of June 30, 2024 and June 30, 2023:

	2024	2023
Due within one year	\$ 2,322,114	\$ 4,351,137
Due in subsequent years	700,000	200,765
Total	3,022,114	4,551,902
Less: Discount of 3% in 2024 and 2023 to reduce		
to present value	6,630	1,949
Pledges receivable, net	<u>\$ 3,015,484</u>	<u>\$ 4,549,953</u>

Included in contributions receivable as of June 30, 2024 is \$525,000 from James G. Basker, the President of the Institute.

Notes to Financial Statements (continued) June 30, 2024

Note 5 – Net assets with temporary donor restrictions

The following is a summary of the activity of the net assets with temporary donor restrictions for the years ended June 30, 2024 and June 30, 2023:

	Balance at June 30, 2023	Additions	Net Assets Released from Restrictions	Balance at June 30, 2024
Time/purpose restricted	\$ 9,740,818	\$ 3,475,168	<u>\$(4,325,201)</u>	\$ 8,890,785
	Balance at June 30, 2022	Additions	Net Assets Released from Restrictions	Balance at June 30, 2023
Time/purpose restricted	\$ 8,848,030	4,371,915	(3,479,127)	\$ 9,740,818

Note 6 – Paycheck protection program loan

On May 19, 2021, the Institute received \$740,217 under the Paycheck Protection Program ("PPP") which is a business loan program established under the Coronavirus Aid, Relief and Economic Security Act. The PPP loan was forgivable, provided the Institute satisfied the criteria of the PPP. The Institute elected to record the proceeds as a liability until the loan was, in part or wholly forgiven and the Institute was legally released. The full amount of the second draw PPP loan was forgiven on July 7, 2022 and is reflected in grants and contributions in the 2023 statement of activities

Note 7 – Operating lease liability

During August 2017, the Institute entered into a sub-lease agreement for office space. The initial term of the agreement commenced during January 2018 and shall expire on December 31, 2027. The sub-lease required monthly rent payments of \$20,733 through December 31, 2021, increasing to \$24,885 in the final year of the agreement. The Institute shall be eligible to receive rent abatements as defined in the agreement. In addition, the Institute has a security deposit with the landlord totaling \$64,016. Rent and utilities expense under the sub-lease agreement totaled \$280,906 and \$299,101 for the fiscal years ended June 30, 2024 and June 30, 2023, respectively.

Notes to Financial Statements (continued) June 30, 2024

Note 7 – Operating lease liability (continued)

As of June 30, 2024, the future minimum annual rental payments, exclusive of increases in certain operating costs of the landlord are as follows:

Year Endec	1	
June 30	_	 Amount
2026		\$ 267,311
2026		285,355
2027		294,157
2028		 149,310
	Total	996,133
Less: pre	sent value discount	 114,111
	Operating lease liability	\$ 882,022

Note 8 – 401(k) Retirement plan

The Institute has a 401(k) retirement plan (the "Plan") for eligible employees. Eligible employees may contribute a portion of their salary not to exceed limits established by the Internal Revenue Code. Through May 2023, the Institute made discretionary contributions to the plan. Effective June 2023, the Institute makes QACA Safe Harbor Nonelective Contributions equal to 3% of eligible employees' compensation for the year. During the 2024 and 2023 fiscal years, the Institute made contributions to the Plan totaling \$119,636 and \$116,592, respectively.

Note 9 – Related party transactions

A Trustee of the Institute is a member of a firm which provides investment management services to the Institute. The Institute does not pay the firm directly for these services. Any fees or commissions earned by the firm, either directly or indirectly, are not readily determinable.

Note 10 – Tax status

The Institute is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the "Code"). In addition, the Institute has been determined by the Internal Revenue Service to be a publicly supported organization as described in Section 509(a)(1) and 170(b)(1)(A)(vi) of the Code and not a private foundation. The Institute qualifies for the maximum charitable contribution deduction for donors.