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Consolidated Financial Statements, 2004-2005

Missouri Botanical Garden

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MISSOURI BOTANICAL GARDEN

CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2005 and 2004



**Mayer
Hoffman
McCann P.C.**
An Independent CPA Firm



Mayer Hoffman McCann P.C.

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees of the
Missouri Botanical Garden:

We have audited the accompanying consolidated statements of financial position of the Missouri Botanical Garden (a perpetual trust established by Henry Shaw and authorized by the General Assembly of the State of Missouri) as of December 31, 2005 and 2004, and the related consolidated statements of activities and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Missouri Botanical Garden's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Missouri Botanical Garden as of December 31, 2005 and 2004, and the changes in its net assets and its cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

Mayer Hoffman McCann P.C.

St. Louis, Missouri
March 27, 2006

MISSOURI BOTANICAL GARDEN

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

As of December 31, 2005 and 2004

| | <u>2005</u> | <u>2004</u> |
|---|-----------------------|-----------------------|
| ASSETS: | | |
| Cash and cash equivalents | \$ 3,084,735 | \$ 7,265,344 |
| Grants receivable | 2,987,647 | 1,568,324 |
| Pledges receivable | 8,704,908 | 10,838,311 |
| Accrued interest and other receivables | 3,371,389 | 3,001,230 |
| Inventories, prepayments and other assets | 2,074,495 | 1,946,669 |
| Investments | 87,033,561 | 81,965,123 |
| Property and equipment, net of accumulated depreciation | 83,888,535 | 77,542,553 |
| TOTAL ASSETS | <u>\$ 191,145,270</u> | <u>\$ 184,127,554</u> |
| LIABILITIES: | | |
| Accounts payable and accrued liabilities | \$ 5,317,658 | \$ 4,891,220 |
| Refundable advances | 6,682,888 | 6,469,207 |
| Liability for gift annuity payments | 2,961,708 | 2,984,728 |
| Other | - | 367,189 |
| TOTAL LIABILITIES | <u>14,962,254</u> | <u>14,712,344</u> |
| NET ASSETS: | | |
| Unrestricted- | | |
| General operating - undesignated | <u>2,893,887</u> | <u>106,620</u> |
| Designated- | | |
| Operating | (187,800) | (483,125) |
| Capital expenditures | 64,343,701 | 63,692,996 |
| Long-term investment | <u>31,168,240</u> | <u>30,485,214</u> |
| Total designated | <u>95,324,141</u> | <u>93,695,085</u> |
| Total unrestricted | 98,218,028 | 93,801,705 |
| Temporarily restricted | 44,017,409 | 42,997,199 |
| Permanently restricted | <u>33,947,579</u> | <u>32,616,306</u> |
| TOTAL NET ASSETS | <u>176,183,016</u> | <u>169,415,210</u> |
| TOTAL LIABILITIES AND NET ASSETS | <u>\$ 191,145,270</u> | <u>\$ 184,127,554</u> |

The accompanying notes are an integral part of this statement.

MISSOURI BOTANICAL GARDEN

CONSOLIDATED STATEMENT OF ACTIVITIES

For The Year Ended December 31, 2005

| | Unrestricted | | | Temporarily Restricted | Permanently Restricted | Total Activities |
|--|----------------------|----------------------|----------------------|---------------------------|---------------------------|----------------------|
| | General Operating | Designated | Total | | | |
| PUBLIC SUPPORT AND REVENUES: | | | | | | |
| Public support- | | | | | | |
| Services provided for Botanical Garden Subdistrict | \$ 8,914,240 | \$ - | \$ 8,914,240 | \$ - | \$ - | \$ 8,914,240 |
| Contributions and memberships | 4,499,233 | 482,391 | 4,981,624 | 5,650,354 | 1,331,273 | 11,963,251 |
| Bequests | 4,450,955 | - | 4,450,955 | - | - | 4,450,955 |
| Revenues- | | | | | | |
| Admissions | 1,539,802 | - | 1,539,802 | - | - | 1,539,802 |
| Grants and contracts | - | 7,060,822 | 7,060,822 | 752,259 | - | 7,813,081 |
| Retail Shops | 2,306,610 | - | 2,306,610 | - | - | 2,306,610 |
| Overhead recovered from grants and contracts | 371,757 | (371,757) | - | - | - | - |
| Interest and dividend income, net- | | | | | | |
| Endowment | 973,751 | - | 973,751 | 223,722 | - | 1,197,473 |
| Other investments | 22,524 | 107,164 | 129,688 | - | - | 129,688 |
| Net realized investment gains (losses) - | | | | | | |
| Endowment | - | (83,243) | (83,243) | 13,162 | - | (70,081) |
| Allocation of previous endowment gain to operating | 2,297,084 | (2,297,084) | - | - | - | - |
| Other investments | (8,413) | 10,905 | 2,492 | - | - | 2,492 |
| Net unrealized investment gains (losses)- | | | | | | |
| Endowment | - | 3,113,981 | 3,113,981 | 665,037 | - | 3,779,018 |
| Other investments | - | (26,209) | (26,209) | - | - | (26,209) |
| Net gain on property retirements | - | - | - | 5,867 | - | 5,867 |
| Other | 1,663,781 | - | 1,663,781 | - | - | 1,663,781 |
| Net assets released from restrictions | - | 7,035,592 | 7,035,592 | (7,035,592) | - | - |
| TOTAL PUBLIC SUPPORT AND REVENUES | \$ 27,031,324 | \$ 15,032,562 | \$ 42,063,886 | \$ 274,809 | \$ 1,331,273 | \$ 43,669,968 |

(Continued on following page)

The accompanying notes are an integral part of this statement.

MISSOURI BOTANICAL GARDEN

(Continued from previous page)

CONSOLIDATED STATEMENT OF ACTIVITIES

For The Year Ended December 31, 2005

| | Unrestricted | | | Temporarily Restricted | Permanently Restricted | Total Activities |
|---------------------------------------|----------------------|---------------|---------------|---------------------------|---------------------------|---------------------|
| | General Operating | Designated | Total | | | |
| EXPENSES: | | | | | | |
| Operating services- | | | | | | |
| Horticulture | \$ 2,345,518 | \$ 364,014 | \$ 2,709,532 | \$ - | \$ - | \$ 2,709,532 |
| Research and library | 4,068,597 | 5,110,073 | 9,178,670 | - | - | 9,178,670 |
| Education | 638,034 | 1,044,603 | 1,682,637 | - | - | 1,682,637 |
| Shaw Nature Reserve | 667,469 | 307,559 | 975,028 | - | - | 975,028 |
| Education Shaw Nature Reserve | 150,716 | - | 150,716 | - | - | 150,716 |
| Garden Gate Shop | 1,678,147 | 6,038 | 1,684,185 | - | - | 1,684,185 |
| Professional services | - | 1,251,404 | 1,251,404 | - | - | 1,251,404 |
| Tower Grove House | 8,738 | 30,980 | 39,718 | - | - | 39,718 |
| Little Shop Around the Corner | 75,644 | - | 75,644 | - | - | 75,644 |
| Dana Brown Overnight Education Center | 100,780 | - | 100,780 | - | - | 100,780 |
| Earthways Center | 94,326 | 224,492 | 318,818 | - | - | 318,818 |
| Butterfly House | 1,221,644 | 15,000 | 1,236,644 | - | - | 1,236,644 |
| Property Rentals | 44,160 | - | 44,160 | - | - | 44,160 |
| Visitor services | 237,316 | 5,460 | 242,776 | - | - | 242,776 |
| Public Events | 258,211 | - | 258,211 | - | - | 258,211 |
| Minimum pension liability expense | 33,055 | - | 33,055 | - | - | 33,055 |
| TOTAL PROGRAM SERVICES | 11,622,355 | 8,359,623 | 19,981,978 | - | - | 19,981,978 |
| Supporting Services- | | | | | | |
| Administrative | 5,690,546 | 517,284 | 6,207,830 | - | - | 6,207,830 |
| Maintenance and improvements | 2,552,873 | 557,887 | 3,110,760 | - | - | 3,110,760 |
| Depreciation | - | 3,326,722 | 3,326,722 | - | - | 3,326,722 |
| Utilities | 864,035 | - | 864,035 | - | - | 864,035 |
| Security | 713,801 | - | 713,801 | - | - | 713,801 |
| Membership department | 974,282 | - | 974,282 | - | - | 974,282 |
| Development | 757,392 | 947,841 | 1,705,233 | - | - | 1,705,233 |
| Minimum pension liability expense | 17,521 | - | 17,521 | - | - | 17,521 |
| TOTAL SUPPORTING SERVICES | 11,570,450 | 5,349,734 | 16,920,184 | - | - | 16,920,184 |
| TOTAL EXPENSES | 23,192,805 | 13,709,357 | 36,902,162 | - | - | 36,902,162 |
| CHANGE IN NET ASSETS BEFORE TRANSFERS | 3,838,519 | 1,323,205 | 5,161,724 | 274,809 | 1,331,273 | 6,767,806 |
| PROPERTY TRANSFERS | (593,135) | 593,135 | - | - | - | - |
| TRANSFERS OF FUNDS | (458,117) | (287,284) | (745,401) | 745,401 | - | - |
| CHANGE IN NET ASSETS | 2,787,267 | 1,629,056 | 4,416,323 | 1,020,210 | 1,331,273 | 6,767,806 |
| NET ASSETS - BEGINNING OF YEAR | 106,620 | 93,695,085 | 93,801,705 | 42,997,199 | 32,616,306 | 169,415,210 |
| NET ASSETS - END OF YEAR | \$ 2,893,887 | \$ 95,324,141 | \$ 98,218,028 | \$ 44,017,409 | \$ 33,947,579 | \$ 176,183,016 |

The accompanying notes are an integral part of this statement.

MISSOURI BOTANICAL GARDEN
CONSOLIDATED STATEMENT OF ACTIVITIES

For The Year Ended December 31, 2004

| | <u>Unrestricted</u> | | | <u>Temporarily Restricted</u> | <u>Permanently Restricted</u> | <u>Total Activities</u> |
|--|------------------------------|----------------------|----------------------|-----------------------------------|-----------------------------------|-----------------------------|
| | <u>General Operating</u> | <u>Designated</u> | <u>Total</u> | | | |
| PUBLIC SUPPORT AND REVENUES: | | | | | | |
| Public support- | | | | | | |
| Services provided for Botanical Garden Subdistrict | \$ 7,400,331 | \$ - | \$ 7,400,331 | \$ - | \$ - | \$ 7,400,331 |
| Contributions, bequests, donations and memberships | 5,192,200 | 498,359 | 5,690,559 | 9,637,187 | 215,199 | 15,542,945 |
| Revenues- | | | | | | |
| Admissions | 1,568,023 | - | 1,568,023 | - | - | 1,568,023 |
| Grants and contracts | - | 5,600,294 | 5,600,294 | 1,182,876 | - | 6,783,170 |
| Butterfly House sales | 307,294 | - | 307,294 | - | - | 307,294 |
| Garden Gate Shop sales | 1,806,438 | - | 1,806,438 | - | - | 1,806,438 |
| Little Shop Around the Corner sales | 102,248 | - | 102,248 | - | - | 102,248 |
| Overhead recovered from grants and contracts | 276,093 | (276,093) | - | - | - | - |
| Gain on property retirements, net | - | 23,525 | 23,525 | - | - | 23,525 |
| Other | 1,666,787 | 127,315 | 1,794,102 | - | - | 1,794,102 |
| Interest and dividend income, net- | | | | | | |
| Endowment | 1,041,111 | - | 1,041,111 | 215,936 | - | 1,257,047 |
| Other investments | 30,216 | 98,933 | 129,149 | - | - | 129,149 |
| Net realized investment gains (losses) - | | | | | | |
| Endowment | - | (437,124) | (437,124) | (8,815) | - | (445,939) |
| Allocation of previous endowment gain to operating | 2,169,276 | (2,169,276) | - | - | - | - |
| Other investments | (705) | (63,556) | (64,261) | (36) | - | (64,297) |
| Net unrealized investment gains - | | | | | | |
| Endowment | - | 5,457,188 | 5,457,188 | 1,037,614 | - | 6,494,802 |
| Other investments | - | 103,332 | 103,332 | - | - | 103,332 |
| Net assets released from restrictions | - | 8,404,277 | 8,404,277 | (8,404,277) | - | - |
| TOTAL PUBLIC SUPPORT AND REVENUES | \$ 21,559,312 | \$ 17,367,174 | \$ 38,926,486 | \$ 3,660,485 | \$ 215,199 | \$ 42,802,170 |

(Continued on following page)

The accompanying notes are an integral part of this statement.

MISSOURI BOTANICAL GARDEN

(Continued from previous page)

CONSOLIDATED STATEMENT OF ACTIVITIES

For The Year Ended December 31, 2004

| | Unrestricted | | | Temporarily Restricted | Permanently Restricted | Total Activities |
|---|--------------------|-------------------|-------------------|------------------------|------------------------|-------------------|
| | General Operating | Designated | Total | | | |
| EXPENSES: | | | | | | |
| Operating services- | | | | | | |
| Horticulture | \$ 2,226,996 | \$ 296,493 | \$ 2,523,489 | \$ - | \$ - | \$ 2,523,489 |
| Research and library | 3,959,498 | 4,567,278 | 8,526,776 | - | - | 8,526,776 |
| Education | 539,715 | 1,216,656 | 1,756,371 | - | - | 1,756,371 |
| Shaw Nature Reserve | 704,950 | 132,571 | 837,521 | - | - | 837,521 |
| Education Shaw Nature Reserve | 140,172 | - | 140,172 | - | - | 140,172 |
| Gateway Center for Resource Efficiency | 93,261 | 268,471 | 361,732 | - | - | 361,732 |
| Garden Gate Shop | 1,597,414 | - | 1,597,414 | - | - | 1,597,414 |
| Center for Conservation and Sustainable Development | 233,162 | 108,019 | 341,181 | - | - | 341,181 |
| Professional services | - | 1,026,531 | 1,026,531 | - | - | 1,026,531 |
| Tower Grove House | 6,447 | 8,458 | 14,905 | - | - | 14,905 |
| Little Shop Around the Corner | 84,277 | - | 84,277 | - | - | 84,277 |
| Dana Brown Overnight Education Center | 115,005 | - | 115,005 | - | - | 115,005 |
| Neighborhood improvements | - | 1,722,845 | 1,722,845 | - | - | 1,722,845 |
| Butterfly House | 1,246,085 | - | 1,246,085 | - | - | 1,246,085 |
| Visitor services | 219,465 | - | 219,465 | - | - | 219,465 |
| Minimum pension liability expense | 25,759 | - | 25,759 | - | - | 25,759 |
| TOTAL OPERATING SERVICES | 11,192,206 | 9,347,322 | 20,539,528 | - | - | 20,539,528 |
| Supporting Services- | | | | | | |
| Administrative | 5,571,962 | 645,835 | 6,217,797 | - | - | 6,217,797 |
| Maintenance and improvements | 2,444,484 | 1,043,487 | 3,487,971 | - | - | 3,487,971 |
| Depreciation | - | 3,171,905 | 3,171,905 | - | - | 3,171,905 |
| Utilities | 772,650 | - | 772,650 | - | - | 772,650 |
| Security | 658,509 | - | 658,509 | - | - | 658,509 |
| Membership department | 951,936 | - | 951,936 | - | - | 951,936 |
| Development | 697,542 | 701,182 | 1,398,724 | - | - | 1,398,724 |
| Minimum pension liability expense | 15,592 | - | 15,592 | - | - | 15,592 |
| TOTAL SUPPORTING SERVICES | 11,112,675 | 5,562,409 | 16,675,084 | - | - | 16,675,084 |
| TOTAL EXPENSES | 22,304,881 | 14,909,731 | 37,214,612 | - | - | 37,214,612 |
| CHANGE IN NET ASSETS BEFORE TRANSFERS | (745,569) | 2,457,443 | 1,711,874 | 3,660,485 | 215,199 | 5,587,558 |
| PROPERTY TRANSFERS | (290,092) | 290,092 | - | - | - | - |
| TRANSFERS OF FUNDS | (329,120) | 163,263 | (165,857) | 165,857 | - | - |
| CHANGE IN NET ASSETS | (1,364,781) | 2,910,798 | 1,546,017 | 3,826,342 | 215,199 | 5,587,558 |
| NET ASSETS - BEGINNING OF YEAR | 1,471,401 | 90,784,287 | 92,255,688 | 39,170,857 | 32,401,107 | 163,827,652 |
| NET ASSETS - END OF YEAR | \$ 106,620 | \$ 93,695,085 | \$ 93,801,705 | \$ 42,997,199 | \$ 32,616,306 | \$ 169,415,210 |

The accompanying notes are an integral part of this statement.

MISSOURI BOTANICAL GARDEN
CONSOLIDATED STATEMENTS OF CASH FLOWS

For The Years Ended December 31, 2005 and 2004

| | 2005 | 2004 |
|---|---------------------|---------------------|
| CASH FLOWS FROM OPERATIONS: | | |
| Change in net assets | \$ 6,767,806 | \$ 5,587,558 |
| Adjustments to reconcile change in net assets to cash- | | |
| Depreciation | 3,326,722 | 3,171,905 |
| Gain on property retirements, net | (5,867) | (23,525) |
| Net realized losses on investments | 10,196 | 518,664 |
| Net unrealized gains on investments | (3,844,182) | (9,244,101) |
| Change in assets and liabilities- | | |
| Receivables | 343,921 | (3,013,352) |
| Inventories, prepayments and other assets | (127,826) | 203,491 |
| Accounts payable and accrued liabilities | 426,438 | (242,980) |
| Refundable advances | 213,681 | 1,559,641 |
| Liability for gift annuity payments | (23,020) | 115,900 |
| Other liabilities | (367,189) | (116,940) |
| Contributions and investment income restricted for long-term purposes | (7,310,401) | (12,064,762) |
| NET CASH FROM OPERATIONS | (589,721) | (13,548,501) |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Proceeds from sales of investments | 5,532,721 | 19,568,188 |
| Purchases of investments | (6,767,173) | (17,008,231) |
| Purchases of property | (9,711,704) | (4,168,669) |
| Proceeds from sales of property | 44,867 | 23,525 |
| NET CASH FROM INVESTING ACTIVITIES | (10,901,289) | (1,585,187) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |
| Proceeds from borrowings on notes payable | 2,300,000 | - |
| Repayments on notes payable | (2,300,000) | - |
| Contributions and investment income restricted for long-term purposes | 7,310,401 | 12,064,762 |
| NET CASH FROM FINANCING ACTIVITIES | 7,310,401 | 12,064,762 |
| NET CHANGE IN CASH AND CASH EQUIVALENTS | (4,180,609) | (3,068,926) |
| CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR | 7,265,344 | 10,334,270 |
| CASH AND CASH EQUIVALENTS, END OF YEAR | \$ 3,084,735 | \$ 7,265,344 |

The accompanying notes are an integral part of these statements.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(1) Summary of significant accounting policies

Garden operations – The Missouri Botanical Garden (Garden) is a not-for-profit charitable trust whose three primary functions are research, education and horticultural display. Its mission is to discover and share knowledge about plants and their environment in order to preserve and enrich life. The Garden is funded through public contributions, local and federal grants, investment income, membership and admission fees, retail shop revenue and revenue from the Botanical Garden Subdistrict.

Principles of consolidation – The accompanying consolidated financial statements include the accounts of the Garden and its wholly-owned subsidiary, MBG Properties, Inc. All significant inter-organization transactions and balances have been eliminated in consolidation.

Basis of presentation – The financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Statement of Financial Accounting Standards (SFAS) No. 117, *Financial Statements of Not-for-Profit Organizations*. Under SFAS No. 117, the Garden is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Cash and cash equivalents – Cash and cash equivalents consist of demand deposits held in banks and overnight repurchase agreements with original maturities of three months or less. Short-term commercial paper, liquid securities and money market funds are included in investments.

Grants receivable – Grants receivable consists of amounts due to the Garden related to the work performed under grant agreements. Management writes off receivables when it determines that an amount will not be collected and considers all receivables at December 31, 2005 and 2004 to be collectible. Accordingly, no allowance for uncollectible amounts has been reflected in the consolidated financial statements.

Pledges receivable – Legally enforceable pledges are recorded as receivables in the year made. Pledges for support of current operations are recorded as unrestricted-general operating support. Pledges made and received beyond one year are discounted to the present value of estimated future cash flows using a discount rate equal to the 30-year Treasury Bond rate at the pledge date (ranging from 4.55% to 4.83% at December 31, 2005 and from 4.83% to 5.12% at December 31, 2004). For pledges made and received within one year, the net realizable value is a reasonable estimate of the fair value. Amortization of the discounts is included in contribution revenue. Conditional pledges receivable are not included as support until the conditions are substantially met. Management considered all of the amounts at December 31, 2005 and 2004 to be collectible.

Inventory – Inventory is stated at the lower of cost or market and consists of items held for sale at the retail centers of the Garden. Cost is determined using the average cost method.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(1) Summary of significant accounting policies (continued)

Investments – Investments are carried at market value, and net realized and unrealized gains (losses) are reflected in the consolidated statements of activities. Contributed securities are stated at their fair market value on the date of receipt. It is the policy of the Garden to sell all contributed securities as soon as they are received.

Property and equipment – Property and equipment are recorded at cost, if purchased, or at estimated fair market value on the date of receipt, if donated. Expenditures greater than \$5,000 for vehicles and \$15,000 for non-vehicles are reviewed for capitalization. Expenditures for repairs and maintenance are charged to expense as incurred, and additions and improvements that significantly extend the lives of assets are capitalized. Construction in progress includes expenditures made toward the planning and construction of research and education facilities. Generally, plant materials are expensed as purchased and are not capitalized.

Depreciation and amortization is provided on a straight-line basis over the following useful lives:

| | <u>Useful Lives</u> |
|---|---------------------|
| Building, gardens and other structures | 10-45 years |
| Furniture, office and data processing equipment | 6-15 years |
| Other | 3-15 years |

Refundable advances – Refundable advances represent cash received from grants prior to performance by the Garden.

Gift annuities – The Garden has certain arrangements with donors in which the donor contributes assets in exchange for a promise of fixed payment for a specified period of time to a designated party. At the time of the donation, the assets received are held by the Garden as part of its general assets; a liability is recorded and measured at the present value of the expected future payments to be made to other beneficiaries; any difference is recognized as contribution revenue.

Unrestricted-designated net assets – Unrestricted-designated net assets include net assets restricted by the Board of Trustees for specified purposes, net assets that have accomplished donor restrictions in the same period that the contribution was made, and net assets used for capital projects.

Public support and revenues – The Garden reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted-designated net assets and reported in the consolidated statements of activities as net assets designated for expenditures.

The Garden reports gifts of land, buildings and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(1) Summary of significant accounting policies (continued)

other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Garden reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Admissions – Admissions revenue consists of ticket sales and is recognized when the tickets are sold.

Donated services – A number of volunteers contribute services to the Garden in a variety of ways such as gardening and various clerical services that did not meet the requirements of SFAS No. 116, *Accounting for Contributions Received and Contributions Made*, and are not reflected in the accompanying consolidated financial statements.

Advertising expenses – Advertising costs are expensed as incurred.

Income taxes – The Garden qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code (the Code) and therefore, there is no provision for income taxes. In addition, the Garden qualifies for the charitable contribution deduction under Section 170 of the Code and has been deemed not to be a private foundation. Income determined to be unrelated business income would be taxable.

Use of estimates – The presentation of consolidated financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements, and the reported amount of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Reclassification – Certain items in the 2004 consolidated financial statements have been reclassified to conform to the 2005 presentation.

Revised accounting standard – The Garden adopted revised SFAS No. 132, *Employers' Disclosures about Pensions and Other Postretirement Benefits*, during 2004. This adoption affected the footnote disclosures with respect to the Garden's defined benefit plan and had no impact on its consolidated statements of financial position or activities.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(2) Pledges receivable

Pledges receivable are due as follows:

| | December 31, | |
|----------------------|---------------------|----------------------|
| | <u>2005</u> | <u>2004</u> |
| Less than one year | \$ 2,776,771 | \$ 3,917,966 |
| One to five years | 3,027,675 | 4,493,153 |
| More than five years | 4,011,897 | 3,711,273 |
| Pledge Discounts | (1,111,435) | (1,284,081) |
| | <u>\$ 8,704,908</u> | <u>\$ 10,838,311</u> |

(3) Investments

Investment income on the consolidated statements of activities is shown net of investment, advisory and management fees of \$424,973 and \$400,199 for the years ended December 31, 2005 and 2004, respectively. Included in these fees are amounts paid to the asset custodian of the investments. The asset custodian is a financial institution for which a Trustee is a director. The amounts paid to the asset custodian during the years ended December 31, 2005 and 2004 are \$102,641 and \$93,961, respectively.

Investments are recorded at fair value in the accompanying consolidated statements of financial position in accordance with SFAS No. 124, *Accounting for Certain Investments Held by Not-For-Profit Organizations*. The fair values of investments with readily determinable fair values are based on quoted market prices.

Investments consist of the following at:

| | December 31, | |
|---------------------|----------------------|----------------------|
| | <u>2005</u> | <u>2004</u> |
| Equities | \$ 30,893,081 | \$ 37,769,205 |
| Bonds | 22,391,347 | 22,066,273 |
| Equity Mutual Funds | 33,058,812 | 19,367,577 |
| Commercial Paper | 690,321 | 2,762,068 |
| | <u>\$ 87,033,561</u> | <u>\$ 81,965,123</u> |

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(4) Property and equipment

Property and equipment, consists of the following at:

| | December 31, | |
|---|---------------|---------------|
| | 2005 | 2004 |
| Land | \$ 4,342,868 | \$ 4,375,040 |
| Buildings, gardens and other structures | 99,448,135 | 96,812,077 |
| Furniture, office and data processing equipment | 7,985,184 | 7,651,751 |
| Construction in progress | 13,054,191 | 6,594,224 |
| Other | 4,532,594 | 4,278,380 |
| Less - accumulated depreciation | (45,474,437) | (42,168,919) |
| | \$ 83,888,535 | \$ 77,542,553 |

Depreciation expense for the years ended December 31, 2005 and 2004 was \$3,326,722 and \$3,171,905, respectively.

(5) Lines of credit

The Garden maintains unsecured lines of credit for \$3,000,000 and \$2,000,000, which expire on April 29, 2006. The lines of credit bear interest of 1.2% and 1.15%, respectively, in excess of the effective rate for federal funds transactions. The effective rates are based on the daily federal funds rate for the immediately preceding business day, as quoted by the Federal Reserve Bank of New York and are payable upon maturity. The federal funds rate at December 31, 2005 and 2004 was 4.25% and 2.25%, respectively. As of December 31, 2005 and 2004, no balances were outstanding under the lines of credit.

(6) Operating leases

The Garden leases copiers and an automobile under noncancelable operating lease agreements having an initial term of greater than one year. The expected minimum lease payments are as follows:

| | |
|--------------------------|------------|
| Year ending December 31: | |
| 2006 | \$ 106,797 |
| 2007 | 76,024 |
| 2008 | 64,764 |
| 2009 | 34,299 |
| 2010 and thereafter | 16,520 |
| | \$ 298,404 |

Rental expense was \$92,602 and \$92,153 for the years ended December 31, 2005 and 2004, respectively.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(7) Restricted net assets

Temporarily restricted net assets are available for the following purposes at:

| | December 31, | |
|------------------------|---------------|---------------|
| | 2005 | 2004 |
| Property and equipment | \$ 30,865,029 | \$ 30,080,949 |
| Research and education | 12,136,953 | 11,906,690 |
| Gift annuity payments | 1,015,427 | 1,009,560 |
| | \$ 44,017,409 | \$ 42,997,199 |

Permanently restricted net assets are to provide a permanent endowment with investment income available for the operating expenses of the Garden.

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors. Net assets were released for the following purposes during the years ended:

| | 2005 | 2004 |
|---------------------------------|--------------|--------------|
| Research and education projects | 1,722,118 | \$ 636,590 |
| Capital projects | 5,313,474 | 6,044,842 |
| Neighborhood improvements | - | 1,722,845 |
| | \$ 7,035,592 | \$ 8,404,277 |

(8) Retirement plan

The Garden has a defined benefit pension plan covering substantially all of its employees (the Plan). The benefits are based on years of service and an employee's compensation during the last five years of employment. The Garden's funding policy is to contribute annually an amount equal to a level percentage of the covered employees' salaries. The Garden uses a December 31 measurement date for the Plan. The following tables provide further information about the Plan:

Effective January 1, 2005 the Plan became frozen. The freeze was recognized as a curtailment, decreasing the projected benefit obligation as of January 1, 2005 by \$193,770 from \$5,761,017 to \$5,567,247.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(8) Retirement plan (continued)

Obligations and Funded Status

| | Pension Benefits | |
|---|------------------|--------------|
| | 2005 | 2004 |
| Fair value plan assets at December 31 | \$ 4,228,694 | \$ 4,150,289 |
| Benefit obligation at December 31 | 5,725,912 | 5,567,247 |
| Funded status | (1,497,218) | (1,416,958) |
| Accrued benefit cost recognized in the cons. Statements of Financial Position | (681,754) | (652,070) |
| Benefit cost | 50,576 | 41,351 |
| Employer contributions | - | 359,284 |
| Plan participants' contributions | - | - |
| Benefits paid | 152,145 | 97,336 |

The accumulated benefit obligation for the Plan was \$5,725,912 and \$5,567,247 at December 31, 2005 and 2004, respectively.

Assumptions

| | Pension Benefits | |
|---|------------------|-------|
| | 2005 | 2004 |
| Weighted-average assumptions used to determine benefit obligations at December 31: | | |
| Discount rate | 6.25% | 6.25% |
| Rate of compensation increase | 5.00% | 5.00% |
| Weighted-average assumptions used to determine net periodic benefit cost for years ended December 31: | | |
| Discount rate | 6.25% | 6.25% |
| Expected return on plan assets | 8.00% | 8.00% |
| Rate of compensation increase | 5.00% | 5.00% |

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(8) Retirement plan (continued)

The Garden's expected rate of return on Plan assets is determined by the Plan assets' historical long-term investment performance, current asset allocation, and estimates of future long-term returns by asset class, as follows:

| Asset Class | Expected Long-Term Return on Class | X | Allocation | = | Contribution to Assumption |
|--------------|---------------------------------------|---|------------|---|-------------------------------|
| Equity | 8 - 10 % | | 60% | | 4.8% - 6% |
| Fixed Income | 5 - 7% | | 40% | | 2% - 2.8% |
| | | | | | 6.8% - 8.8% |

The 8% assumption falls within the expected range.

Plan Assets

The Garden's pension plan weighted-average asset allocations at December 31, 2005 and 2004, by asset category are as follows:

| | Plan Assets and December 31, | |
|-------------------|------------------------------|------|
| | 2005 | 2004 |
| Equity securities | 63% | 59% |
| Fixed income | 30% | 31% |
| Cash equivalents | 7% | 10% |
| Total | 100% | 100% |

The Garden's overall objective for Plan assets is to provide benefits to its beneficiaries through a carefully planned and executed investment program. The assets of the Plan shall be diversified to minimize the risk of large losses within any one asset class, investment type, geographic location, industry or sector distributions, or maturity date, which could seriously impair the Plan's ability to achieve its funding and long-term investment objectives. The assets of the Plan shall be invested to maximize returns for the level of risk taken and maintain adequate liquidity to meet required benefit payments to the Plan's beneficiaries. Based on the determination of the appropriate risk posture for the Plan and its long-term expectations, the following target allocation ranges were established for each major asset category:

- Domestic equity securities – 45%-55%
- International equity securities – 5%-15%
- Debt securities – 35%-45%

The Garden attempts to mitigate investment risk by rebalancing the portfolio back to target allocations as the Garden's contributions and monthly benefit payments are made. If an event causes the portfolio weightings to change significantly, the portfolios are rebalanced immediately following the change.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(8) Retirement plan (continued)

Cash Flows

Contributions

The Garden expects to contribute \$ 820,330 to the Plan in 2006, because the estimated 2005 minimum required contribution and the estimated 2006 required quarterly contributions are \$402,673 and \$417,657, respectively.

Estimated Future Benefit Payments

The following benefit payments, which reflect expected future service, as appropriate, are expected to be paid:

| | <u>Pension Benefits</u> |
|-----------------|-------------------------|
| 2006 | \$ 168,472 |
| 2007 | 175,987 |
| 2008 | 225,751 |
| 2009 | 259,135 |
| 2010 | 295,837 |
| Years 2011-2015 | <u>1,894,968</u> |
| Total | <u>\$ 3,020,150</u> |

(9) Concentrations of credit risk

Financial instruments that potentially subject the Garden to concentrations of credit risk consist principally of cash deposits in banks and other financial institutions, investment securities, and pledge receivables. The Garden maintains cash and cash equivalents and short and long-term investments with major banks and financial institutions. Accounts at banks are insured by the Federal Deposit Insurance Corporation (FDIC) and the Securities Investor Corporation (SIPC) up to \$100,000 at each institution, as applicable. At times, the Garden may have cash balances with banks in excess of the FDIC coverage. Concentrations of credit risk with respect to pledge receivables are limited due to the large number of donors comprising the Garden's donor base.

(10) Related party transactions

During the years ended December 31, 2005 and 2004, the Garden received \$1,315,006 and \$1,087,054, respectively, in contributions for operating, research, and capital purposes from various members of the Board of Trustees (Trustees). In addition, during 2005 and 2004, \$2,183,910 and \$409,528, respectively, were received from immediate family members of the Trustees, or from companies in which Trustees serve as a director or officer. At December 31, 2005 and 2004, pledges receivable of \$2,580,212 and \$3,201,661, respectively, were due from Trustees, immediate family members of the Trustees and companies in which Trustees serve as a director or officer, and consisted of multiple year pledges to the Garden for operating, research, and capital funds.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(11) Botanical Garden Subdistrict

The Botanical Garden Subdistrict (Subdistrict) is a part of the Metropolitan Zoological Park and Museum District of the City of St. Louis and St. Louis County. The Subdistrict was established to receive tax revenues from the tax collectors' offices and to pay for botanical services provided to benefit the public. Pursuant to legal requirements, the Subdistrict and the Garden enter into an annually renewable contract for botanical services. The contract provides for botanical facilities and services to be provided to the public by the Garden in exchange for compensation from the Subdistrict. In accordance with the contract, the Garden records revenue based on services provided. Amounts available to the Subdistrict are based on a maximum rate of 3.76¢ and 3.94¢ on each \$100 of assessed valuation at December 31, 2005 and 2004, respectively.

At December 31, 2004, included in Other Liabilities of the Garden, is a note payable to the Subdistrict for \$139,632 at a rate of 4.1% to finance the costs of the design, acquisition, installation, and implementation of energy conservation measures. At December 31, 2005 the note payable to the Subdistrict was paid in full.

(12) Related entities

In accordance with Statement of Position 94-3, *Reporting of Related Entities By Not-For-Profit Organization*, the accounts of the Garden District Commission, Center for Plant Conservation, Inc. and Gateway Greening, Inc. have not been included in the accompanying consolidated financial statements as the criteria of control does not exist. As required, the following information regarding transactions between the Garden and these entities is provided:

Garden District Commission – The Garden District Commission (GDC) is a not-for-profit corporation established to help stabilize and strengthen the Shaw, McRee Town, Tiffany, and Southwest Garden neighborhoods. It is also intended to provide services to organizations and institutions within these neighborhoods as part of a planned approach to neighborhood stabilization and improvement. During the years ended December 31, 2005 and 2004, the Garden provided operational funding of \$0 and \$1,722,845, respectively. As of December 31, 2005 and 2004, the Garden has a grant receivable of \$1,374,820 and \$1,299,603, respectively.

Center for Plant Conservation, Inc. – The Center for Plant Conservation, Inc. (CPC) is a not-for-profit corporation established for the purpose of promoting the conservation and preservation of endangered species in the United States. As of December 31, 2005 and 2004, the Garden has a grant receivable of \$199,719 and \$480,765, respectively, relating to salaries and other operational support funded by the Garden on a reimbursement basis.

Gateway Greening, Inc. – Gateway Greening, Inc. (GG) is a not-for-profit organization dedicated to community development through community gardening. GG's mission is to provide resources and training to neighborhood groups who believe in their communities and want to reclaim them from urban decay. As of December 31, 2005 and 2004, the Garden has a grant receivable (payable) of \$21,660 and \$91,929, respectively, relating to salaries and other operational support funded by the Garden on a reimbursement basis.

MISSOURI BOTANICAL GARDEN

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(13) Functional classification of expenses

The Garden provides research, education, and horticultural display to the public. The functional classification of the expenses related to fulfilling these functions consist of for the years ended:

| | December 31, | |
|--------------------------------|----------------------|----------------------|
| | <u>2005</u> | <u>2004</u> |
| Program services: | | |
| Horticulture | \$ 3,823,340 | \$ 3,438,288 |
| Research | 12,951,748 | 12,082,713 |
| Education | 6,355,941 | 6,092,877 |
| Other programs | 5,064,945 | 6,371,511 |
| Support services; | | |
| Management and general support | 7,173,308 | 7,636,438 |
| Fundraising | 1,532,880 | 1,592,785 |
| | <u>\$ 36,902,162</u> | <u>\$ 37,214,612</u> |