

FINANCIAL STATEMENTS

THE PHILLIPS COLLECTION

**FOR THE YEARS ENDED
JULY 31, 2011 AND 2010**

THE PHILLIPS COLLECTION

CONTENTS

	PAGE NO.
INDEPENDENT AUDITORS' REPORT	2
EXHIBIT A - Statements of Financial Position, as of July 31, 2011 and 2010	3
EXHIBIT B - Statements of Activities and Changes in Net Assets, for the Years Ended July 31, 2011 and 2010	4 - 5
EXHIBIT C - Statement of Functional Expenses, for the Year Ended July 31, 2011	6
EXHIBIT D - Statement of Functional Expenses, for the Year Ended July 31, 2010	7
EXHIBIT E - Statements of Cash Flows, for the Years Ended July 31, 2011 and 2010	8 - 9
NOTES TO FINANCIAL STATEMENTS	10 - 27



GELMAN, ROSENBERG & FREEDMAN
CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITORS' REPORT

To the Board of Trustees
The Phillips Collection
Washington, D.C.

We have audited the accompanying statements of financial position of The Phillips Collection (the Collection) as of July 31, 2011 and 2010, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Collection's management. 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 includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Collection's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and 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 financial statements referred to above present fairly, in all material respects, the financial position of the Collection as of July 31, 2011 and 2010, and its changes in net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Gelman Rosenberg & Freedman

November 11, 2011

4550 MONTGOMERY AVENUE · SUITE 650 NORTH · BETHESDA, MARYLAND 20814
(301) 951-9090 · FAX (301) 951-3570 · WWW.GRFCPA.COM

MEMBER OF CPAMERICA INTERNATIONAL, AN AFFILIATE OF HORWATH INTERNATIONAL
MEMBER OF THE AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS' PRIVATE COMPANIES PRACTICE SECTION

THE PHILLIPS COLLECTION
STATEMENTS OF FINANCIAL POSITION
AS OF JULY 31, 2011 AND 2010

ASSETS

	<u>2011</u>	<u>2010</u>
Cash and cash equivalents	\$ <u>167,659</u>	\$ <u>139,644</u>
Receivables (Notes 3 and 15):		
Trade	243,002	96,873
Gifts and grants	2,935,254	3,820,498
Pledges - CSMA campaign, net of allowance for doubtful accounts of \$297,000 in 2011 and 2010	919,739	822,845
Pledges - endowment, net of allowance for doubtful accounts of \$139,985 in 2011 and 2010	<u>2,330,821</u>	<u>5,545,171</u>
Total receivables	6,428,816	10,285,387
Merchandise inventory	246,191	219,073
Prepaid expenses	117,350	148,727
Investments (Notes 2 and 16)	50,831,346	45,080,255
Property and equipment, net of accumulated depreciation and amortization of \$13,658,143 and \$12,553,925 for 2011 and 2010, respectively (Notes 4, 7 and 8)	<u>33,193,644</u>	<u>34,186,466</u>
TOTAL ASSETS	\$ <u>90,985,006</u>	\$ <u>90,059,552</u>

LIABILITIES AND NET ASSETS

LIABILITIES

Bonds payable (Note 8)	\$ 12,900,000	\$ 13,320,000
Line of credit (Note 6)	795,000	990,000
Accounts payable and accrued expenses	429,072	383,334
Accrued compensation	278,033	250,153
Deferred revenue	99,724	195,307
Capital lease obligation (Note 7)	193,837	130,580
Gift annuity debt (Note 15)	212,447	227,854
Interest rate swap obligation (Notes 8 and 16)	<u>1,344,559</u>	<u>1,365,348</u>
Total liabilities	<u>16,252,672</u>	<u>16,862,576</u>

NET ASSETS

Unrestricted	15,191,065	13,002,850
Temporarily restricted (Note 9)	25,545,715	27,050,610
Permanently restricted (Notes 4 and 17)	<u>33,995,554</u>	<u>33,143,516</u>
Total net assets	<u>74,732,334</u>	<u>73,196,976</u>
TOTAL LIABILITIES AND NET ASSETS	\$ <u>90,985,006</u>	\$ <u>90,059,552</u>

See accompanying notes to financial statements.

THE PHILLIPS COLLECTION

**STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEARS ENDED JULY 31, 2011 AND 2010**

	2011			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
REVENUE				
Gifts, grants, and corporate support (Notes 3 and 15)	\$ 3,806,014	\$ 2,657,852	\$ 902,826	\$ 7,366,692
Fees from exhibitions and loaned art	583,344	-	-	583,344
Admissions	689,649	-	-	689,649
Shop revenue, net of cost of goods sold of \$310,981 and \$365,643 in 2011 and 2010, respectively	275,173	-	-	275,173
Other revenue (Note 2)	245,720	-	-	245,720
Contributed goods and services (Note 10)	491,883	-	-	491,883
Endowment earnings for operations (Note 2)	1,912,721	-	-	1,912,721
Net assets released from donor restrictions (Note 9)	<u>2,936,953</u>	<u>(2,936,953)</u>	<u>-</u>	<u>-</u>
Total revenue	<u>10,941,457</u>	<u>(279,101)</u>	<u>902,826</u>	<u>11,565,182</u>
EXPENSES				
Personnel (Note 12)	6,264,706	-	-	6,264,706
Exhibitions	1,140,758	-	-	1,140,758
Contractual services	602,083	-	-	602,083
Insurance	259,466	-	-	259,466
Utilities	550,269	-	-	550,269
Other facility costs (Note 11)	479,595	-	-	479,595
Administrative expenses	451,151	-	-	451,151
Printing and publications	277,985	-	-	277,985
Information technology expenses	232,025	-	-	232,025
Fundraising activities and events	269,493	-	-	269,493
Marketing and advertising	100,460	-	-	100,460
Contributed goods and services (Note 10)	<u>491,883</u>	<u>-</u>	<u>-</u>	<u>491,883</u>
Total expenses	<u>11,119,874</u>	<u>-</u>	<u>-</u>	<u>11,119,874</u>
Changes in net assets from operations before other items	(178,417)	(279,101)	902,826	445,308
OTHER ITEMS				
Non-operating investment earnings (Note 2)	2,654,854	891,815	-	3,546,669
Non-operating net assets released from restriction (Note 9)	2,117,609	(2,117,609)	-	-
Bond-related expenses (Note 8)	(500,874)	-	-	(500,874)
Depreciation of non-operating assets (Note 4)	(1,038,960)	-	-	(1,038,960)
Art collection acquisitions (Note 5)	(24,196)	-	(50,788)	(74,984)
Unrealized gain (loss) on interest rate swap (Note 8)	20,789	-	-	20,789
Release of restrictions on prior gifts (Note 17)	-	-	-	-
House restoration expenses (Note 4)	(889,982)	-	-	(889,982)
2010 Fire related activities (Note 4)	27,392	-	-	27,392
Legal settlement (Note 14)	-	-	-	-
Changes in net assets	2,188,215	(1,504,895)	852,038	1,535,358
Net assets at beginning of year	<u>13,002,850</u>	<u>27,050,610</u>	<u>33,143,516</u>	<u>73,196,976</u>
NET ASSETS AT END OF YEAR	<u>\$ 15,191,065</u>	<u>\$ 25,545,715</u>	<u>\$ 33,995,554</u>	<u>\$ 74,732,334</u>

See accompanying notes to financial statements.

2010			
Unrestricted	Temporarily Restricted	Permanently Restricted	Total
\$ 3,782,747	\$ 6,381,869	\$ 10,484,223	\$ 20,648,839
553,065	-	-	553,065
1,024,746	-	-	1,024,746
362,433	-	-	362,433
129,512	-	-	129,512
364,458	-	-	364,458
1,658,553	-	-	1,658,553
<u>2,275,464</u>	<u>(2,275,464)</u>	<u>-</u>	<u>-</u>
<u>10,150,978</u>	<u>4,106,405</u>	<u>10,484,223</u>	<u>24,741,606</u>
5,949,084	-	-	5,949,084
1,042,824	-	-	1,042,824
578,066	-	-	578,066
233,583	-	-	233,583
709,092	-	-	709,092
340,007	-	-	340,007
407,936	-	-	407,936
189,671	-	-	189,671
160,529	-	-	160,529
210,031	-	-	210,031
75,621	-	-	75,621
<u>364,458</u>	<u>-</u>	<u>-</u>	<u>364,458</u>
<u>10,260,902</u>	<u>-</u>	<u>-</u>	<u>10,260,902</u>
(109,924)	4,106,405	10,484,223	14,480,704
640,961	1,000,703	-	1,641,664
1,938,778	(1,938,778)	-	-
(920,731)	-	-	(920,731)
(1,040,265)	-	-	(1,040,265)
(66,633)	-	-	(66,633)
(486,847)	-	-	(486,847)
13,000,000	-	(13,000,000)	-
(229,390)	-	-	(229,390)
-	-	-	-
<u>-</u>	<u>437,590</u>	<u>-</u>	<u>437,590</u>
12,725,949	3,605,920	(2,515,777)	13,816,092
<u>276,901</u>	<u>23,444,690</u>	<u>35,659,293</u>	<u>59,380,884</u>
<u>\$ 13,002,850</u>	<u>\$ 27,050,610</u>	<u>\$ 33,143,516</u>	<u>\$ 73,196,976</u>

See accompanying notes to financial statements.

THE PHILLIPS COLLECTION
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JULY 31, 2011

	<u>Program Services</u>	<u>Supporting Services</u>		<u>Total Expenses</u>
		<u>Management and General</u>	<u>Fundraising</u>	
Personnel (Note 12)	\$ 4,008,898	\$ 1,263,764	\$ 992,044	\$ 6,264,706
Exhibitions	1,138,667	2,091	-	1,140,758
Contractual services	323,581	251,082	27,420	602,083
Insurance	176,438	83,028	-	259,466
Utilities	8,420	539,731	2,118	550,269
Other facility costs (Note 11)	31,383	447,450	762	479,595
Administrative expenses	223,885	152,240	75,026	451,151
Printing and publications	220,857	6,848	50,280	277,985
Information technology expenses	49,993	177,106	4,926	232,025
Fundraising activities and events	173,552	21,424	74,517	269,493
Marketing and advertising	94,923	3,661	1,876	100,460
Contributed goods and services (Note 10)	<u>260,554</u>	<u>177,671</u>	<u>53,658</u>	<u>491,883</u>
Sub-total	6,711,151	3,126,096	1,282,627	11,119,874
Overhead allocation	<u>2,223,644</u>	<u>(2,442,592)</u>	<u>218,948</u>	<u>-</u>
TOTAL	<u>\$ 8,934,795</u>	<u>\$ 683,504</u>	<u>\$ 1,501,575</u>	<u>\$ 11,119,874</u>

THE PHILLIPS COLLECTION
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JULY 31, 2010

	Program Services	Supporting Services		Total Expenses
		Management and General	Fundraising	
Personnel (Note 12)	\$ 3,636,060	\$ 1,283,008	\$ 1,030,016	\$ 5,949,084
Exhibitions	1,040,216	875	1,733	1,042,824
Contractual services	309,510	241,532	27,024	578,066
Insurance	159,630	73,953	-	233,583
Utilities	7,644	700,980	468	709,092
Other facility costs (Note 11)	18,342	321,665	-	340,007
Administrative expenses	205,346	134,153	68,437	407,936
Printing and publications	154,628	12,021	23,022	189,671
Information technology expenses	54,127	103,083	3,319	160,529
Fundraising activities and events	83,455	26,461	100,115	210,031
Marketing and advertising	66,927	6,194	2,500	75,621
Contributed goods and services (Note 10)	<u>184,337</u>	<u>161,990</u>	<u>18,131</u>	<u>364,458</u>
Sub-total	5,920,222	3,065,915	1,274,765	10,260,902
Overhead allocation	<u>2,276,872</u>	<u>(2,541,456)</u>	<u>264,584</u>	<u>-</u>
TOTAL	<u>\$ 8,197,094</u>	<u>\$ 524,459</u>	<u>\$ 1,539,349</u>	<u>\$ 10,260,902</u>

See accompanying notes to financial statements.

THE PHILLIPS COLLECTION
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JULY 31, 2011 AND 2010

	<u>2011</u>	<u>2010</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Changes in net assets	\$ 1,535,358	\$ 13,816,092
Adjustments to reconcile changes in net assets to net cash (used) provided by operating activities:		
Depreciation and amortization	1,194,020	1,187,382
Gain on disposal of property and equipment	(9,756)	-
Net realized and unrealized gains on investments	(4,979,381)	(2,895,627)
Contributions of securities under gift agreements	-	(9,365)
Amortization of discount on gift annuity agreements	(12,276)	(10,640)
Endowment and CSMA pledge and discount activity	(153,931)	(1,972,962)
Unrealized (gain) loss on interest rate swap	(20,789)	486,847
Art acquisitions	24,196	66,633
(Increase) decrease in:		
Trade, gifts, and grants receivables	739,115	(2,737,872)
Merchandise inventory	(27,118)	21,448
Prepaid expenses	31,377	2,280
Increase (decrease) in:		
Accounts payable and accrued expenses	45,738	26,737
Accrued compensation	27,880	35,574
Deferred revenue	(95,583)	73,977
Net cash (used) provided by operating activities	<u>(1,701,150)</u>	<u>8,090,504</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Net purchase of investments	(771,710)	(11,525,432)
Purchase of property and equipment	(73,627)	(78,004)
Proceeds from sale of property and equipment	1,025	-
Art acquisitions	(24,196)	(66,633)
Net cash used by investing activities	<u>(868,508)</u>	<u>(11,670,069)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Endowment and CSMA contributions received	3,271,387	3,885,247
Net (payments) borrowings on line of credit	(195,000)	117,370
Payments on capital lease obligations	(55,583)	(57,459)
Payments under gift annuity agreements	(3,131)	(2,956)
Payments bonds payable	(420,000)	(405,000)
Net cash provided by financing activities	<u>2,597,673</u>	<u>3,537,202</u>
Net increase (decrease) in cash and cash equivalents	28,015	(42,363)
Cash and cash equivalents at beginning of year	<u>139,644</u>	<u>182,007</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 167,659</u>	<u>\$ 139,644</u>

See accompanying notes to financial statements.

THE PHILLIPS COLLECTION

STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JULY 31, 2011 AND 2010

	<u>2011</u>	<u>2010</u>
SUPPLEMENTAL INFORMATION		
Interest Paid	\$ <u>621,000</u>	\$ <u>576,150</u>
Equipment Acquired Under Capital Lease	\$ <u>156,163</u>	\$ <u>-</u>

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The Phillips Collection (the Collection) was incorporated in 1920. It opened to the public in 1921 and is known as the first museum of modern art in the United States. The Phillips Collection is an intimate museum combined with an experiment station. At its heart is an exceptional collection of modern and contemporary art around which the museum has created a dynamic environment for looking, learning, and enjoyment.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

Cash and cash equivalents -

The Collection considers demand accounts held with financial institutions to be cash equivalents. Amounts held in investment portfolios, regardless of their maturities, are not considered cash equivalents.

At times during the year, the Collection maintains cash balances at financial institutions in excess of the Federal Deposit Insurance Corporation (FDIC) limits. Management believes the risk in these situations to be minimal.

Receivables -

Short-term receivables are stated at their carrying amounts, which approximate fair value due to the relatively short period of time between their obligation and expected realization. Long-term receivables are stated at their net realizable value. The allowance for doubtful accounts is determined based upon a review of account balances, including management's knowledge of the customer, relationship with the customer, and the age of the receivable balance. As a result of these reviews, management has established an allowance as a best estimate of probable losses. All accounts, or portions thereof, that are deemed to be uncollectable, or that require excessive collection cost, are written off.

Merchandise inventory -

Merchandise inventory, which consists of merchandise held for resale by the Collection's Museum Shop, is stated at the lower of cost or estimated market value using the average cost method.

Investments -

Investments are recorded at readily determinable fair values. Investment earnings (losses) include interest, dividends, realized and unrealized gains and losses, net of investment expenses.

The fair value of financial instruments is determined by reference to various market data and other valuation techniques as appropriate. Credit risk from financial instruments relates to the possibility that invested assets within a particular industry segment may experience loss due to market conditions.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)

Investments (continued) -

The Collection has diversified its financial instruments to help ensure that no one industry segment represents a significant concentration of risk.

Although management uses its best judgment at estimating fair value of the underlying assets for its investments, there are inherent limitations in any valuation technique. Therefore, the value is not necessarily indicative of the amount that could be realized in a current transaction. Future events will also affect the estimates of fair value, and the effect of such events on the estimates of fair value could be material.

Property and equipment -

Property and equipment in excess of \$1,000 are capitalized and stated at cost. Property and equipment are depreciated on a straight-line basis over the estimated useful lives of the related assets: building and building renovations – 40 years; furniture and equipment – 3, 5, or 10 years; and leasehold improvements over the shorter of the estimated life or the remaining life of the lease. Bond issuance costs are amortized over the life of the bond, currently 30 years. The cost of maintenance and repairs is recorded as expenses are incurred.

Income taxes -

The Collection is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. The Collection is not a private foundation. The Federal form 990, *Return of Organization Exempt for Income Tax*, for the years 2010, 2009 and 2008 are subject to examination by the Internal Revenue Service, generally for three years after they are filed.

In June 2006, the Financial Accounting Standards Board (FASB) released FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes. For the years ended July 31, 2011 and 2010, the Collection has documented its consideration of FASB ASC 740-10 and determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Deferred revenue -

Deferred revenue consists of facilities rental fees and exhibition fees for upcoming events. The Collection recognizes these fees when the related event has occurred.

Net asset classification -

The net assets are reported in three self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of the Collection and include both internally designated and undesignated resources.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)

Net asset classification (continued) -

- **Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of the Collection and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statements of Activities and Changes in Net Assets as net assets released from restrictions.
- **Permanently restricted net assets** represent funds restricted by the donor to be maintained in-perpetuity by the Collection. At July 31, 2011 and 2010, the balance of permanently restricted net assets that is restricted for the purchase of accessioned art is \$1,714,873 and \$1,765,661, respectively. Earnings and losses from the investment of permanently restricted net assets are considered unrestricted revenue or expense.

Program services -

The Collection's programmatic activities include those associated primarily with the preservation and exhibition of the collection, such as curatorial, conservation, registrar, and library functions. A second category includes those activities designed to inform the public about the collection and its history, such as education, communications, publications, and the music program. The Center for the Study of Modern Art (CSMA), a research arm of the Museum, is the third major category of programmatic activity. Lastly, the Museum includes visitor amenities and services associated with its public outreach under the programmatic heading.

Spending rate methodology -

The Collection uses a spending rate methodology to determine the amount of endowment investment income included in operating revenue as described in the total return policy. Endowment investment income in excess of the spending rate is reported as a non-operating activity. In addition, activities relating to the bond and the Collection's buildings and improvements are reported as non-operating income or expense.

Operating activities are defined to encompass transactions that relate directly to the mission of the Collection. These included soliciting contributions and sponsoring museum programs.

Gifts, grants, and corporate support -

Contributions and grants are recorded as revenue in the year notification is received from the donor. Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Temporarily restricted contributions and grants received in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

Expenses for member trips and the gala fundraiser are netted against the respective revenue in Gifts, Grants, and Corporate Support. Member trip expenses totaled \$68,150 and \$46,629 for the years ended July 31, 2011 and 2010, respectively, and would otherwise be included in fundraising activities and events. The gala fundraiser expenses for the years ended July 31, 2011 and 2010, are \$265,802 and \$213,699, respectively, and are substantially comprised of costs that would otherwise be classified in contractual services, printing and publications, and fundraising activities and events.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)

Gifts, grants, and corporate support (continued) -

Donations of property and equipment and services are recorded as contributions at their estimated fair value at the date of the donation.

Shop revenue -

Shop revenue is recorded, net of cost of goods sold, which includes shipping revenue on customer mail orders. Shipping and handling costs for customer orders are included in administrative program expenses in the accompanying Statements of Activities and Changes in Net Assets and Statements of Functional Expenses.

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 reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

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

Risks and uncertainties -

The Collection invests in various investment securities. Investment securities are exposed to various risks such as interest rates, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the financial statements.

Fair value measurements -

The Collection adopted the provisions of FASB ASC 820, *Fair Value Measurements and Disclosures*. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements. The Collection accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

Reclassification -

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation. These reclassifications had no effect on the previously reported changes in net assets.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

2. INVESTMENTS

Investments, at readily determinable fair value, consisted of the following at July 31, 2011 and 2010:

	<u>Market Value</u>	
	<u>2011</u>	<u>2010</u>
Money market funds	\$ 415,884	\$ 1,237,061
Fixed income and blended mutual funds	11,091,018	7,647,217
Domestic equity mutual funds	1,254,677	2,112,755
International equity mutual funds	5,177,344	3,563,041
Global equity mutual funds	1,250,304	3,441,687
TIFF multi-asset fund	3,109,851	3,321,438
Alternative funds	<u>28,532,268</u>	<u>23,757,056</u>
TOTAL INVESTMENTS	<u>\$ 50,831,346</u>	<u>\$ 45,080,255</u>

Subsequent to July 31, 2011, the fair market value of the investment portfolio has decreased modestly as a result of current economic conditions.

Of the investment portfolio balance as of July 31, 2011 and 2010, \$148,036 and \$154,307, respectively, are pledged under the bond reimbursement agreement (see Note 8). As such, these funds may only be utilized by the Collection for purposes stipulated in the bond agreement.

The Collection has been admitted as a limited partner in several private equity funds. Under the terms of the partnership agreements, the Collection is required to contribute \$5,530,818 of total capital to the partnerships as of July 31, 2011. Included is a commitment of 400,000 Euros (\$562,836 as of July 31, 2011). The actual USD commitment is based upon the exchange rate at the time of the capital calls. Capital contributions are due and payable when requested by the partnerships. As of July 31, 2011, the Collection had contributed a total of \$4,107,638. The remaining capital commitment of \$2,455,198 at July 31, 2011 will be paid when requested by the partnerships.

Alternative investments within the portfolio are comprised of the following at July 31, 2011:

<u>Investment Type</u>	<u>Amount</u>	<u>Redemption Period</u>	<u>Liquidity</u>
Private equity	\$ 3,739,312	None	End of partnership
Flexible capital	2,635,692	Bi-annual	December 31, 2012- December 31, 2013
Flexible capital	9,589,089	Annual	December 31, 2012- December 31, 2014
Flexible capital	<u>12,568,175</u>	Quarterly	September 30, 2011- March 31, 2012
ALTERNATIVE INVESTMENTS	<u>\$28,532,268</u>		

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

2. INVESTMENTS (Continued)

Alternative investments within the portfolio are comprised of the following at July 31, 2010:

<u>Investment Type</u>	<u>Amount</u>	<u>Redemption Period</u>	<u>Liquidity</u>
Private equity	\$ 2,608,956	None	End of partnership
Flexible capital	2,109,702	Bi-annual	December 31, 2010- December 31, 2011
Flexible capital	10,577,561	Quarterly	September 30, 2010 - March 31, 2011
Flexible capital	<u>8,460,837</u>	Annual	December 31, 2010 - December 31, 2014
ALTERNATIVE INVESTMENTS	<u>\$23,757,056</u>		

The Collection received proceeds of \$10,905,776 and \$6,201,417 on the sale of long-term investments during the years ended July 31, 2011 and 2010, respectively.

Investment earnings from endowment investments, less the calculated draw for operations (see Note 1), are recorded as non-operating investment earnings in the Statements of Activities and Changes in Net Assets.

The following summarizes total investment income and how it is reported based on the total return policy in the Statements of Activities and Changes in Net Assets for the year ended July 31, 2011:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Interest and dividends	\$ 498,228	\$ 120,365	\$ 618,593
Net realized and unrealized gains	4,201,002	778,379	4,979,381
Less: Investment fees	<u>(114,244)</u>	<u>(6,929)</u>	<u>(121,173)</u>
TOTAL INVESTMENT INCOME	<u>\$ 4,584,986</u>	<u>\$ 891,815</u>	<u>\$ 5,476,801</u>

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
As Reported in the Statements of Activities and Changes in Net Assets:			
Earnings included in other revenue	\$ 17,411	\$ -	\$ 17,411
Endowment earnings for operations	1,912,721	-	1,912,721
Non-operating investment earnings	<u>2,654,854</u>	<u>891,815</u>	<u>3,546,669</u>
	<u>\$ 4,584,986</u>	<u>\$ 891,815</u>	<u>\$ 5,476,801</u>

THE PHILLIPS COLLECTION

**NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010**

2. INVESTMENTS (Continued)

The following summarizes total investment income and how it is reported based on the total return policy in the Statements of Activities and Changes in Net Assets for the year ended July 31, 2010:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Interest and dividends	\$ 460,795	\$ 90,736	\$ 551,531
Net realized and unrealized gains	1,980,595	915,032	2,895,627
Less: Investment fees	<u>(106,192)</u>	<u>(5,065)</u>	<u>(111,257)</u>
TOTAL INVESTMENT INCOME	<u>\$ 2,335,198</u>	<u>\$ 1,000,703</u>	<u>\$ 3,335,901</u>
As Reported in the Statements of Activities and Changes in Net Assets:			
Earnings included in other revenue	\$ 35,684	\$ -	\$ 35,684
Endowment earnings for operations	1,658,553	-	1,658,553
Non-operating investment earnings	<u>640,961</u>	<u>1,000,703</u>	<u>1,641,664</u>
	<u>\$ 2,335,198</u>	<u>\$ 1,000,703</u>	<u>\$ 3,335,901</u>

3. TRADE, GIFTS, GRANTS, AND PLEDGES RECEIVABLE

The Collection receives promises to contribute from donors. Promises to contribute primarily consist of pledges, bequests, grants, and charitable remainder trusts. Promises to contribute related to the CSMA campaign are recorded as temporarily restricted revenue.

Promises to contribute related to the Collection's endowment campaign are recorded as permanently restricted revenue. Management periodically reviews the status of all pledge receivable balances for collectability.

Each receivable balance is assessed based on management's knowledge of the donor, relationship with the donor, and the age of the receivable balance. The loss on uncollectable pledges recorded in gifts, grants, and corporate support in the Statements of Activities and Changes in Net Assets totaled \$27,000 and \$2,006 for the years ended July 31, 2011 and 2010, respectively. All pledges receivable due in more than one year have been discounted to their net present value at July 31, 2011 and 2010. The discount rates range from 0.68% to 6.00% and are determined using the U.S. Treasury Daily Treasury Yield Curve Rate for the term closest to time period of expected receipt on the day the Collection was notified of the pledge.

Trade, gifts, grants, and pledges receivables are due as follows at July 31, 2011 and 2010:

	<u>2011</u>	<u>2010</u>
Less than one year	\$ 4,022,285	\$ 5,194,380
One to five years	2,805,008	5,605,565
Beyond five years	<u>250,000</u>	<u>250,000</u>
Total trade, gifts, grants and pledges receivables	7,077,293	11,049,945
Less: Present value discount	(211,492)	(327,573)
Less: Allowance for doubtful pledges	<u>(436,985)</u>	<u>(436,985)</u>
TOTAL RECEIVABLES	<u>\$ 6,428,816</u>	<u>\$ 10,285,387</u>

THE PHILLIPS COLLECTION

**NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010**

4. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at July 31, 2011 and 2010:

	2011	2010
Land	\$ 833,240	\$ 833,240
Buildings	42,742,930	42,731,100
Equipment	3,275,617	3,176,051
Total property and equipment	46,851,787	46,740,391
Less: Accumulated depreciation and amortization	(13,658,143)	(12,553,925)
PROPERTY AND EQUIPMENT, NET	\$ 33,193,644	\$ 34,186,466

Included in the cost basis of the property and equipment at July 31, 2011 and 2010 is \$1,463,005 of permanently restricted fixed assets. These fixed assets may not be sold or disposed of by the Collection and are considered to be an historical asset as it represents the location of the first museum of modern art in America. As such, in accordance with Statement of Financial Accounting Standards No. 93, the Collection does not depreciate these items because the economic benefit or service potential is used up so slowly that their estimated useful lives are extraordinarily long. During the years ended July 31, 2011 and 2010, the Collection had house restoration expenses in the amounts of \$889,982 and \$229,390, respectively, which were expensed as incurred. All other property and equipment are considered non-operating or operating assets and are depreciated over the useful life.

Depreciation and amortization expense for unrestricted fixed assets consisted of the following for the years ended July 31, 2011 and 2010:

	2011	2010
Depreciation for operating assets	\$ 155,060	\$ 147,117
Depreciation for non-operating assets	1,038,960	1,040,265
TOTAL DEPRECIATION	\$ 1,194,020	\$ 1,187,382

On September 2, 2010, a construction-related fire occurred on the roof of the original Phillips house. No one was injured, and no art was lost. The Collection maintains significant insurance coverage which reimbursed all necessary repair costs and lost revenue during the period when the Museum could not be fully open to the public. The Collection received insurance proceeds in the amount of \$1,366,907 and incurred expenses in the amount of \$1,339,515, resulting in net income in the amount of \$27,392.

During the current fiscal year, one of the Collection's law firms agreed to credit the Museum with approximately \$93,000 of legal fees, which are properly recorded as contributed goods and services in the accompanying Statements of Activities and Changes in Net Assets and Statements of Functional Expenses.

5. ART COLLECTION

Works of art in the Museum's collection are not recognized as assets on the Statements of Financial Position. Purchases of art are recorded as decreases in unrestricted net assets if purchased with unrestricted assets and are recorded as decreases in temporarily restricted or permanently restricted net assets if purchased with donor-restricted assets.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

5. ART COLLECTION (Continued)

Contributions of collection items are not recognized in the Statements of Activities and Changes in Net Assets; however, certain contributions are recorded as increases in temporarily restricted net assets if a donor makes a contribution intended to fund the subsequent purchase of art. Proceeds from the sale of deaccessions or insurance recoveries are reflected on the Statements of Activities and Changes in Net Assets based on the absence or existence and nature of donor-imposed restrictions. There were no deaccessions during each of the years ended July 31, 2011 and 2010.

6. LINE OF CREDIT

The Collection has an unsecured line of credit payable to a bank with a \$3,000,000 limit. The line's expiration date is May 30, 2012. The line bears an interest rate of LIBOR plus 1.75%. The interest rate at July 31, 2011 and 2010 was 1.937% and 2.065%, respectively. Outstanding balances under the line of credit agreement for the years ended July 31, 2011 and 2010 were \$795,000 and \$990,000, respectively. Interest expense on the line of credit of \$25,799 and \$18,704 is included in total interest expense of \$35,912 and \$27,731 under Administrative expenses in the accompanying Statements of Activities and Changes in Net Assets during the years ended July 31, 2011 and 2010, respectively.

7. CAPITAL LEASE OBLIGATION

The Collection leases certain office equipment that has been capitalized and included in property and equipment in the Statements of Financial Position.

The equipment obtained under capital leases consists of the following at July 31, 2011 and 2010:

	2011	2010
Cost	\$ 276,768	\$ 236,949
Accumulated amortization	(75,891)	(104,666)
	\$ 200,877	\$ 132,283

Future minimum lease payments under capital lease obligations at July 31, 2011 are as follows:

<u>Year Ended December 31,</u>		
2012		\$ 63,078
2013		66,145
2014		64,614
		193,837
Less: Current portion		(63,077)
LONG-TERM PORTION		\$ 130,760

Interest expense for the years ended July 31, 2011 and 2010 was \$13,765 and \$13,045, respectively.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

8. BONDS PAYABLE

In July 2003, the District of Columbia issued \$27,000,000 in revenue bonds, the proceeds of which were loaned to the Collection for the acquisition, renovation, and equipping of the property at 1618 21st Street, N.W., Washington, D.C. The bonds were issued in two tranches representing different repayment schedules.

Principal payments made under Tranche A are balloon payments and represent \$12,000,000 of the bonds. Principal payments made under Tranche B are amortized over the life of the bonds and represent \$15,000,000 of the bonds. In order to facilitate the issuance and marketability of the bonds, the Collection obtained an irrevocable letter of credit which is currently valued at \$12,848,617 (the bond principal plus 35 days' interest) that expires in July 2016. Obligations of the bonds are paid first from the letter of credit and then reimbursed by the Collection from the Collection's reserves. There was no outstanding balance payable on the letter of credit at July 31, 2011 and 2010. The bonds bear interest at a weekly rate, to be determined by the Remarketing Agent. These rates were 0.22% and 0.27% as of July 31, 2011 and 2010, respectively. Interest and bank fees incurred on the bond were capitalized as a development cost until the property at 1618 21st Street was completed and available for use, which occurred during 2006.

Total interest and fees incurred on the bonds for the years ended July 31, 2011 and 2010 was \$585,088 and \$548,419, respectively.

Terms of the repayment are such that the Collection made interest-only payments for the first 34 months and principal payments commenced February 1, 2006. Principal payments under Tranche B are due each May 1 and November 1, in varying amounts over the remaining term of the bond as set forth in the bond agreement. The final principal payment under Tranche A was made in February 2009.

During fiscal year 2010, the Collection renegotiated its bond debt covenants with the bank. The Collection is in compliance with these new covenants as of July 31, 2011 and 2010.

The Collection's future maturities on the bond payable are as follows:

<u>Year Ended July 31,</u>	
2012	\$ 435,000
2013	460,000
2014	480,000
2015	505,000
2016	525,000
2017 and Thereafter	<u>10,495,000</u>
NOTE PAYABLE	<u>\$ 12,900,000</u>

The Collection has entered into two interest rate swap agreements. The first agreement converted \$15,000,000 of the variable rate liabilities related to the bond payable for the period July 17, 2003 to July 17, 2013 to a fixed rate. The fixed rate obtained was 3.1075%.

The second swap converts the variable rate on the scheduled notional amount of \$12,005,000 into a fixed rate of 3.695% for the period July 17, 2013 to July 17, 2016. These interest rate swap agreements qualify as derivative instruments and are used to mitigate the effect of interest rate fluctuations.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

8. BONDS PAYABLE (Continued)

The Collection accounts for the interest rate swaps as fair value hedges whereby the fair value of the interest rate swaps are determined using a pricing model and are reflected in the Statements of Financial Position with the change in fair value recorded as a hedge gain or loss in the Statements of Activities and Changes in Net Assets. The interest rate swap obligation at July 31, 2011 and 2010 was \$1,344,559 and \$1,365,348, respectively.

The Collection uses interest rate swaps to partially hedge the effects of fluctuations in the rate of interest on its variable debt. The Collection does not hold or issue derivative instruments for speculative purposes.

Bond-related expenses consist primarily of bond interest expenses, net of the effects of the interest rate swaps, letter of credit fees, and ongoing engineering and real-estate consulting and attorney fees.

9. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at July 31, 2011 and 2010:

	<u>2011</u>	<u>2010</u>
Program services	\$ 22,585,053	\$ 23,307,950
Time restricted	<u>2,960,662</u>	<u>3,742,660</u>
TEMPORARILY RESTRICTED NET ASSETS	<u>\$ 25,545,715</u>	<u>\$ 27,050,610</u>

The following temporarily restricted net assets were released from donor restrictions by incurring expenses (or through the passage of time) which satisfied the restricted purposes specified by the donors:

	<u>2011</u>	<u>2010</u>
Program services	\$ 994,953	\$ 668,125
Passage of time	<u>1,942,000</u>	<u>1,607,339</u>
NET ASSETS RELEASED FROM DONOR RESTRICTIONS	<u>\$ 2,936,953</u>	<u>\$ 2,275,464</u>
NON-OPERATING ASSETS RELEASED FROM RESTRICTION	<u>\$ 2,117,609</u>	<u>\$ 1,938,778</u>

10. CONTRIBUTED GOODS AND SERVICES

A significant amount of goods and services were donated to the Collection during the years ended July 31, 2011 and 2010, consisting primarily of legal and program administration services for membership, communications, visitor services, and education.

The fair value of these goods and services was estimated to be \$491,883 and \$364,458 for the years ended July 31, 2011 and 2010, respectively.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

11. LEASE COMMITMENTS

The Collection is committed under noncancellable operating leases for equipment and storage space. A four-year operating lease for storage space was consummated at July 30, 2007.

The following is a schedule of the future minimum lease payments:

Year Ended July 31, 2012	\$ <u>6,806</u>
---------------------------------	------------------------

Rent expense for the years ended July 31, 2011 and 2010 was \$46,379 and \$58,076, respectively.

12. RETIREMENT PLAN

The Collection sponsors a defined contribution 403(b) retirement plan available to any employee who meets certain age and length of service requirements. The plan allows for employer contributions of up to 7.4% of participant annual compensation. The Collection's contributions under the plan amounted to \$218,681 and \$216,248 for the years ended July 31, 2011 and 2010, respectively.

13. COMMITMENTS AND CONTINGENCIES

The Collection receives grants from various agencies of the United States Government. Such grants are subject to audit under the provisions of OMB Circular A-133. The ultimate determination of amounts received under the United States Government grants is based upon the allowance of costs reported to and accepted by the United States Government as a result of the audits. Audits in accordance with the provisions of OMB Circular A-133 have been completed for all required fiscal years through 2009. Until such audits have been accepted by the United States Government, there exists a contingency to refund any amount received in excess of allowable costs. Management is of the opinion that no material liability will result from such audits. For the years ended July 31, 2011 and 2010, the Collection did not meet the requirements to be subject to an audit under the provisions of OMB Circular A-133.

The Collection has entered into a ten-year consulting contract with the former Director of the Museum who retired during 2008. The contract requires quarterly payments of \$7,500 for services to be performed by the former Director. The contract ends June 30, 2018.

14. LITIGATION

During the year ended July 31, 2010, the Collection filed a complaint against an architect in the Superior Court for the District of Columbia, seeking damages on account of alleged breaches of contract and professional malpractice.

The parties have reached an agreement to settle the dispute by means of payment to the Collection in the amount of \$437,590. Accordingly, the Collection has recorded this legal settlement amount in the accompanying Statements of Activities and Changes in Net Assets.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

15. SPLIT-INTEREST AGREEMENTS

The Collection has been named as a beneficiary in two different charitable remainder trusts. Each trust pays its donor an annual amount equal to 5% of the net fair market value of the trust assets. Upon the donor's death, the remaining assets in the trust are distributed to the named charitable organizations in the manner specified in the trust document. The assets of each trust are held by outside trustees and consist of a mixture of fixed income and equity securities. The Collection records its interest in each of these charitable remainder trusts as a contribution receivable equal to the estimated future cash receipts discounted at 6% over the expected life of each donor.

At July 31, 2011 and 2010, the present value of the Collection's combined interest in these two trusts totaled \$1,291,243 and \$1,089,490, respectively, and was included in pledges receivable. The change in value of split-interest agreements was \$201,753 and \$117,082 for each of the years ended July 31, 2011 and 2010, respectively, and was included in gifts, grants, and corporate support on the Statements of Activities and Changes in Net Assets.

The Collection administers various gift annuity agreements. A gift annuity agreement provides for the payment of distributions to the grantor or other designated beneficiaries over the annuity's term (usually the designated beneficiary's lifetime). At the end of the annuity's term, the remaining assets are available for the Collection's use.

The portion of the annuity attributable to the present value of the future benefits to be received by the Collection is recorded in the Statements of Activities and Changes in Net Assets as a permanently restricted contribution in the period the annuity is established. Such contributions totaled \$0 and \$9,365 during the years ended July 31, 2011 and 2010, respectively. On an annual basis, the Collection revalues the liability to make distributions to the designated beneficiaries based on actuarial assumptions.

The total present value of the liability for future payments of principal at July 31, 2011 and 2010, was \$212,447 and \$227,854, respectively, using discount rates ranging from 3.4%-7.4% and the applicable mortality tables.

16. FAIR VALUE MEASUREMENTS

In accordance with FASB ASC 820, *Fair Value Measurements and Disclosures*, the Collection has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

Investments recorded in the Statements of Financial Position are categorized based on the inputs to valuation techniques as follows:

Level 1. These are financial instruments where values are based on unadjusted quoted prices for identical assets in an active market the Collection has the ability to access.

THE PHILLIPS COLLECTION

**NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010**

16. FAIR VALUE MEASUREMENTS (Continued)

Level 2. These are financial instruments where values are based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full-term of the investments.

Level 3. These are financial instruments where values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs reflect assumptions of management about assumptions market participants would use in pricing the investments. These financial instruments include non-readily marketable securities that do not have an active market.

Financial assets recorded in the Statements of Financial Position are categorized based on the inputs to the valuation technique as follows for the year ended July 31, 2011:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total July 31, 2011</u>
Financial Assets:				
Money market funds	\$ 415,884	\$ -	\$ -	\$ 415,884
Fixed income and blended mutual funds	9,721,823	1,369,195	-	11,091,018
Domestic equity mutual funds	1,254,677	-	-	1,254,677
International equity mutual funds	5,177,344	-	-	5,177,344
Global equity mutual funds	1,250,304	-	-	1,250,304
TIFF multi-asset fund	3,109,851	-	-	3,109,851
Alternative funds	<u>-</u>	<u>-</u>	<u>28,532,268</u>	<u>28,532,268</u>
	<u>\$ 20,929,883</u>	<u>\$ 1,369,195</u>	<u>\$ 28,532,268</u>	<u>\$ 50,831,346</u>
Financial Liabilities:				
Interest Rate Swap Obligation	<u>\$ -</u>	<u>\$ 1,344,559</u>	<u>\$ -</u>	<u>\$ 1,344,559</u>

Financial assets recorded in the Statements of Financial Position are categorized based on the inputs to the valuation technique as follows for the year ended July 31, 2010:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total July 31, 2010</u>
Financial Assets:				
Money market funds	\$ 1,237,061	\$ -	\$ -	\$ 1,237,061
Fixed income and blended mutual funds	6,866,248	780,969	-	7,647,217
Domestic equity mutual funds	2,112,755	-	-	2,112,755
International equity mutual funds	3,563,041	-	-	3,563,041
Global equity mutual funds	3,441,687	-	-	3,441,687
TIFF multi-asset funds	3,321,438	-	-	3,321,438
Alternative funds	<u>-</u>	<u>-</u>	<u>23,757,056</u>	<u>23,757,056</u>
	<u>\$ 20,542,230</u>	<u>\$ 780,969</u>	<u>\$ 23,757,056</u>	<u>\$ 45,080,255</u>
Financial Liabilities:				
Interest Rate Swap Obligation	<u>\$ -</u>	<u>\$ 1,365,348</u>	<u>\$ -</u>	<u>\$ 1,365,348</u>

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

16. FAIR VALUE MEASUREMENTS (Continued)

Level 3 Financial Assets

The following table provides a summary of changes in fair value of the Collection's Level 3 financial assets for the year ended July 31, 2011:

	<u>Investments</u>
Beginning balance as of August 1, 2010	\$ 23,757,056
Purchases and capital calls	2,452,470
Sales and distributions	(224,678)
Loss on sales	(96,443)
Unrealized gains	<u>2,643,863</u>
BALANCE AS OF JULY 31, 2011	\$ <u>28,532,268</u>

The following table provides a summary of changes in fair value of the Collection's Level 3 financial assets for the year ended July 31, 2010:

	<u>Investments</u>
Beginning balance as of August 1, 2009	\$ 14,921,901
Purchases and capital calls	9,667,746
Sales and distributions	(2,068,501)
Loss on sales	(643,046)
Unrealized gains	<u>1,878,956</u>
BALANCE AS OF JULY 31, 2010	\$ <u>23,757,056</u>

17. ENDOWMENT

The Collection's endowment (the Fund) consists of donor-restricted endowment funds. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Trustees has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Collection classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Collection in a manner consistent with the standard of prudence prescribed by UPMIFA.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

17. ENDOWMENT (Continued)

In accordance with UPMIFA, and at such time as the museum has accumulated earnings in the Fund which are in excess of the total of the original gifts, the Board of Trustees will consider the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund;
- The purpose of the organization and the donor-restricted endowment fund;
- General economic conditions and the possible effect of inflation and deflation;
- The expected total return from income and the appreciation of investments; and
- Investment policies of the organization.

Changes in endowment net assets by type of fund for the year ended July 31, 2011:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ (4,714,620)	\$ -	\$ 33,143,516	\$ 28,428,896
Net investment income	4,567,574	-	-	4,567,574
Contributions at present value	-	-	902,826	902,826
Donor release of restrictions	-	-	-	-
Appropriations of endowment assets for expenditures	(2,323,054)	-	-	(2,323,054)
Art acquisitions	-	-	(50,788)	(50,788)
Other	-	-	-	-
ENDOWMENT NET ASSETS, END OF YEAR	<u>\$ (2,470,100)</u>	<u>\$ -</u>	<u>\$ 33,995,554</u>	<u>\$ 31,525,454</u>

Changes in endowment net assets by fund type for the year ended July 31, 2010:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ (5,800,313)	\$ -	\$ 35,659,293	\$ 29,858,980
Net investment income	2,307,092	-	-	2,307,092
Contributions at Present Value	-	-	10,484,223	10,484,223
Donor release of restrictions	-	-	(13,000,000)	(13,000,000)
Appropriation of endowment assets for expenditure	(1,258,553)	-	-	(1,258,553)
Other changes	37,154	-	-	37,154
ENDOWMENT NET ASSETS, END OF YEAR	<u>\$ (4,714,620)</u>	<u>\$ -</u>	<u>\$ 33,143,516</u>	<u>\$ 28,428,896</u>

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

17. ENDOWMENT (Continued)

In March 2010, to assist the Collection in meeting its new bond debt covenants, a donor agreed to release the restrictions on three previous endowment gifts (total \$13,000,000). These gifts are now included in Unrestricted Net Assets on the financial statements.

Funds with Deficiencies -

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Collection to retain. In accordance with GAAP, deficiencies of this nature that are reported in unrestricted net assets were \$2,470,100 and \$4,714,620 as of July 31, 2011 and 2010, respectively. These deficiencies resulted from unfavorable market fluctuations occurring after the investment of permanently restricted contributions. As a result of these net deficiencies, there are no assets available to be held in temporarily restricted net assets.

Return Objectives and Risk Parameters -

The Collection has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to activities supported by its endowment while seeking to maintain the purchasing power of the endowment assets.

Endowment assets include those assets of donor-restricted funds that the organization must hold in perpetuity or for a donor-specified period(s). Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner to generate a total return that will exceed not only the museum's operating requirements, but also all expenses associated with managing the Fund and the eroding effects of inflation. It is the intention that all total return (interest income, dividends, realized gains, and unrealized gains), above and beyond the amount approved for expenditure or distribution, will be reinvested. The assets will be managed on a total return basis, consistent with the applicable standard of conduct set forth in the Uniform Prudent Management of Institutional Funds Act.

Strategies Employed for Achieving Objectives -

To achieve its investment objective, the endowment assets will be allocated among several asset classes with a bias toward equity and equity-like investments due to their higher long-term return expectations. Other asset classes have and may be added to the portfolio to enhance returns, reduce volatility through diversification, and/or offer a broader investment opportunity set.

The portfolio will be diversified both by and within asset classes. The purpose of diversification is to provide reasonable assurance that no single security or class of securities will have a disproportionate impact on the performance of the total portfolio. As a result, the risk level associated with the portfolio investment is reduced.

Spending Policy and How the Investment Objectives Relate to Spending Policy -

The Collection has a policy of appropriating for distribution each year 5% of its endowment fund's average fair value calculated by averaging the quarter end values of the two full prior fiscal years and the current fiscal year through the third quarter. In establishing this policy, the Collection considered the long-term expected return on its endowment.

THE PHILLIPS COLLECTION
NOTES TO FINANCIAL STATEMENTS
JULY 31, 2011 AND 2010

17. ENDOWMENT (Continued)

Spending Policy and How the Investment Objectives Relate to Spending Policy (continued) -

The Board may authorize special exceptions to this policy. Actual cash withdrawals are based on this budgeted amount and may be made at staff's discretion subject to a) the operating requirements of the museum, b) the market conditions affecting investment holdings, and c) anticipated cash flow from other sources.

18. SUBSEQUENT EVENTS

In preparing these financial statements, the Collection has evaluated events and transactions for potential recognition or disclosure through November 11, 2011, the date the financial statements were issued.