# GANNA WALSKA LOTUSLAND

December 31, 2017

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INDEPENDENT AUDITOR'S REPORT

Audit Committee of the Board of Trustees
Ganna Walska Lotusland
Santa Barbara, California

We have audited the accompanying financial statements of Ganna Walska Lotusland (a non-profit organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Ganna Walska Lotusland as of December 31, 2017, and the change in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Ganna Walska Lotusland 2016 financial statements, and we expressed an unmodified audit opinion on those statements in our report dated July 21, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Santa Barbara, California

August 22, 2018
## ASSETS

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>2017 Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,695,290</td>
<td>-</td>
<td>-</td>
<td>$2,695,290</td>
<td>$2,489,749</td>
</tr>
<tr>
<td>Inventories</td>
<td>37,157</td>
<td>-</td>
<td>-</td>
<td>37,157</td>
<td>51,180</td>
</tr>
<tr>
<td>Pledges receivable, current portion</td>
<td>-</td>
<td>227,500</td>
<td>262,750</td>
<td>490,250</td>
<td>128,450</td>
</tr>
<tr>
<td>Other receivables</td>
<td>2,500</td>
<td>-</td>
<td>-</td>
<td>2,500</td>
<td>1,620</td>
</tr>
<tr>
<td>Prepaid expenses and deposits</td>
<td>36,734</td>
<td>-</td>
<td>-</td>
<td>36,734</td>
<td>39,455</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>2,771,681</td>
<td>227,500</td>
<td>262,750</td>
<td>3,261,931</td>
<td>2,710,454</td>
</tr>
<tr>
<td><strong>NON-CURRENT ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pledges receivable, net of current portion</td>
<td>-</td>
<td>455,071</td>
<td>10,345</td>
<td>465,416</td>
<td>293,237</td>
</tr>
<tr>
<td>Investments</td>
<td>6,245,237</td>
<td>3,489,506</td>
<td>3,950,338</td>
<td>13,685,081</td>
<td>12,864,023</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>6,560,493</td>
<td>-</td>
<td>-</td>
<td>6,560,493</td>
<td>5,825,741</td>
</tr>
<tr>
<td><strong>Total Non-Current Assets</strong></td>
<td>12,805,730</td>
<td>3,944,577</td>
<td>3,960,683</td>
<td>20,710,990</td>
<td>18,983,001</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$15,577,411</strong></td>
<td><strong>$4,172,077</strong></td>
<td><strong>$4,223,433</strong></td>
<td><strong>$23,972,921</strong></td>
<td><strong>$21,693,455</strong></td>
</tr>
</tbody>
</table>

## LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>2017 Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$141,700</td>
<td>-</td>
<td>-</td>
<td>$141,700</td>
<td>$100,719</td>
</tr>
<tr>
<td>Accrued liabilities</td>
<td>213,900</td>
<td>-</td>
<td>-</td>
<td>213,900</td>
<td>160,680</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>355,600</td>
<td>-</td>
<td>-</td>
<td>355,600</td>
<td>261,399</td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Board designated for Lotus Society</td>
<td>594,319</td>
<td>-</td>
<td>-</td>
<td>594,319</td>
<td>511,992</td>
</tr>
<tr>
<td>Board designated for capital</td>
<td>68,947</td>
<td>-</td>
<td>-</td>
<td>68,947</td>
<td>27,290</td>
</tr>
<tr>
<td>Other unrestricted net assets</td>
<td>14,558,545</td>
<td>-</td>
<td>-</td>
<td>14,558,545</td>
<td>14,610,040</td>
</tr>
<tr>
<td><strong>Total Unrestricted</strong></td>
<td>15,221,811</td>
<td>-</td>
<td>-</td>
<td>15,221,811</td>
<td>15,149,322</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>-</td>
<td>4,172,077</td>
<td>-</td>
<td>4,172,077</td>
<td>2,760,302</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>-</td>
<td>-</td>
<td>4,223,433</td>
<td>4,223,433</td>
<td>3,522,432</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>15,221,811</td>
<td>4,172,077</td>
<td>4,223,433</td>
<td>23,617,321</td>
<td>21,432,056</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$15,577,411</strong></td>
<td><strong>$4,172,077</strong></td>
<td><strong>$4,223,433</strong></td>
<td><strong>$23,972,921</strong></td>
<td><strong>$21,693,455</strong></td>
</tr>
</tbody>
</table>
## Statement of Activities and Changes in Net Assets
For the Year Ended December 31, 2017
(With Comparative Totals for the Year Ended December 31, 2016)

### Revenues, Gains and Other Support

<table>
<thead>
<tr>
<th>Source</th>
<th>2017 Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$2,463,492</td>
<td>$3,591,484</td>
</tr>
<tr>
<td>Membership contributions</td>
<td>$573,117</td>
<td>$615,029</td>
</tr>
<tr>
<td>Admission fees</td>
<td>$458,308</td>
<td>$425,407</td>
</tr>
<tr>
<td>Garden shop</td>
<td>$143,076</td>
<td>$144,759</td>
</tr>
<tr>
<td>Investment income (net of fees)</td>
<td>$1,303,085</td>
<td>$703,436</td>
</tr>
<tr>
<td>Public programs</td>
<td>$75,465</td>
<td>$67,455</td>
</tr>
<tr>
<td>Other</td>
<td>$68,001</td>
<td>$82,242</td>
</tr>
<tr>
<td>Special events (net of expenses)</td>
<td>$481,474</td>
<td>$411,480</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>$(560,712)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Revenue, Gains and Other Support</strong></td>
<td>$5,566,018</td>
<td>$6,041,292</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>2017 Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Garden operations and plant collections</td>
<td>$2,168,816</td>
<td>$2,171,679</td>
</tr>
<tr>
<td>Management and general</td>
<td>$575,124</td>
<td>$596,510</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$636,813</td>
<td>$635,006</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$3,380,753</td>
<td>$3,403,195</td>
</tr>
</tbody>
</table>

### Change in Net Assets

<table>
<thead>
<tr>
<th>Year</th>
<th>2017 Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$2,185,265</td>
<td>$2,638,097</td>
</tr>
</tbody>
</table>

### Net Assets, Beginning of Year

<table>
<thead>
<tr>
<th>Year</th>
<th>2017 Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$21,432,056</td>
<td>$18,793,959</td>
</tr>
</tbody>
</table>

### Net Assets, End of Year

<table>
<thead>
<tr>
<th>Year</th>
<th>2017 Total</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$23,617,321</td>
<td>$21,432,056</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
### Statement of Functional Expenses

For the Year Ended December 31, 2017

(With Comparative Totals for the Year Ended December 31, 2016)

<table>
<thead>
<tr>
<th></th>
<th>Program Services</th>
<th>Support Services</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Garden Operations and Plant Collections</td>
<td>Management and Fundraising</td>
<td>2017 Total</td>
<td>2016 Total</td>
</tr>
<tr>
<td>Salaries and wages</td>
<td>$1,116,821</td>
<td>$298,383</td>
<td>$372,119</td>
<td>$1,787,323</td>
</tr>
<tr>
<td>Payroll taxes and benefits</td>
<td>279,607</td>
<td>141,672</td>
<td>64,536</td>
<td>485,815</td>
</tr>
<tr>
<td><strong>Total salaries and benefits</strong></td>
<td>1,396,428</td>
<td>440,055</td>
<td>436,655</td>
<td>2,273,138</td>
</tr>
<tr>
<td>Professional services</td>
<td>3,720</td>
<td>54,560</td>
<td>2,072</td>
<td>60,352</td>
</tr>
<tr>
<td>General administrative expenses</td>
<td>189,036</td>
<td>34,478</td>
<td>10,135</td>
<td>208,710</td>
</tr>
<tr>
<td>Facilities</td>
<td>185,137</td>
<td>13,438</td>
<td>94,889</td>
<td>208,710</td>
</tr>
<tr>
<td>Insurance</td>
<td>14,054</td>
<td>5,050</td>
<td>4,302</td>
<td>23,406</td>
</tr>
<tr>
<td>Agricultural materials and supplies</td>
<td>60,332</td>
<td>593</td>
<td>19</td>
<td>60,944</td>
</tr>
<tr>
<td>Public programs and education</td>
<td>18,505</td>
<td>-</td>
<td>3197</td>
<td>88,832</td>
</tr>
<tr>
<td>Public relations, advertising and promotion</td>
<td>26,763</td>
<td>6,780</td>
<td>55,289</td>
<td>88,832</td>
</tr>
<tr>
<td>Garden shop</td>
<td>73,139</td>
<td>-</td>
<td>73,139</td>
<td>72,165</td>
</tr>
<tr>
<td>Depreciation</td>
<td>201,702</td>
<td>20,170</td>
<td>30,255</td>
<td>252,127</td>
</tr>
<tr>
<td><strong>2017 TOTAL EXPENSES</strong></td>
<td>$2,168,816</td>
<td>$575,124</td>
<td>$636,813</td>
<td>$3,380,753</td>
</tr>
<tr>
<td><strong>2016 TOTAL EXPENSES (MEMO)</strong></td>
<td>$2,171,679</td>
<td>$596,510</td>
<td>$635,006</td>
<td>$3,403,195</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
### Statement of Cash Flows

**For the Year Ended December 31, 2017**

*(With Comparative Totals for the Year Ended December 31, 2016)*

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash Flows from Operating Activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net assets</td>
<td>$2,185,265</td>
<td>$2,638,097</td>
</tr>
<tr>
<td>Adjustments to reconcile change in net assets to net cash provided by operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>252,127</td>
<td>249,372</td>
</tr>
<tr>
<td>Unrealized gain on value of securities</td>
<td>(982,907)</td>
<td>(192,100)</td>
</tr>
<tr>
<td>Realized gain on sale of securities</td>
<td>(96,349)</td>
<td>(223,988)</td>
</tr>
<tr>
<td>Contributions restricted for endowment</td>
<td>(701,001)</td>
<td>(438,750)</td>
</tr>
<tr>
<td>(Increase) decrease in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventories</td>
<td>14,023</td>
<td>5,754</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>(533,979)</td>
<td>(315,687)</td>
</tr>
<tr>
<td>Other assets</td>
<td>(880)</td>
<td>(1,370)</td>
</tr>
<tr>
<td>Prepaid expenses and deposits</td>
<td>2,721</td>
<td>33,294</td>
</tr>
<tr>
<td>Increase (decrease) in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>40,981</td>
<td>(22,562)</td>
</tr>
<tr>
<td>Accrued liabilities</td>
<td>53,220</td>
<td>(12,127)</td>
</tr>
<tr>
<td><strong>NET CASH PROVIDED BY OPERATING ACTIVITIES</strong></td>
<td>233,221</td>
<td>1,719,933</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash Flows from Investing Activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchase of property and equipment</td>
<td>(986,879)</td>
<td>(288,482)</td>
</tr>
<tr>
<td>Purchase of securities</td>
<td>(106,517)</td>
<td>(10,458,007)</td>
</tr>
<tr>
<td>Proceeds from sale of securities</td>
<td>364,715</td>
<td>10,625,394</td>
</tr>
<tr>
<td><strong>NET CASH USED BY INVESTING ACTIVITIES</strong></td>
<td>(728,681)</td>
<td>(121,095)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash Flows from Financing Activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions restricted for endowment</td>
<td>701,001</td>
<td>438,750</td>
</tr>
<tr>
<td><strong>NET CASH PROVIDED BY FINANCING ACTIVITIES</strong></td>
<td>701,001</td>
<td>438,750</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Increase in Cash and Cash Equivalents</strong></td>
<td>205,541</td>
<td>2,037,588</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents - Beginning of Year</td>
<td>2,489,749</td>
<td>452,161</td>
</tr>
<tr>
<td><strong>Cash and Cash Equivalents - End of Year</strong></td>
<td>$2,695,290</td>
<td>$2,489,749</td>
</tr>
</tbody>
</table>

*The accompanying notes are an integral part of these financial statements.*
GANNA WALSKA LOTUSLAND
NOTES TO FINANCIAL STATEMENTS

Note 1 – ORGANIZATION

Ganna Walska Lotusland (the Organization) is a non-profit organization founded by Madame Ganna Walska to assume ownership and operation of her 37-acre estate, known as Lotusland, located in Santa Barbara, California. The Organization’s mission is to preserve and enhance plant collections, foster and increase knowledge of rare plants and contribute to conservation efforts worldwide. The Organization began operations in 1985. The land use permit, issued by the County of Santa Barbara, limits the number of visitors to Lotusland to 15,000 regular visitors each year. The Organization’s activities are supported by investment income, contributions, grants, program fees and membership contributions.

Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting. The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

Financial Statement Presentation

In accordance with generally accepted accounting principles, the Organization 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.

Unrestricted Net Assets

Unrestricted net assets consist of funds free of any donor-imposed restrictions and which the governing board has discretionary control for use in carrying out the general operations of the Organization.

Temporarily Restricted Net Assets

Temporarily restricted net assets consist of contributions and other inflows of funds temporarily subject to donor-imposed restrictions. The restrictions are temporary in that they are expected to expire with the passage of time or be satisfied and removed by actions of the Organization that fulfill donor stipulations.

Permanently Restricted Net Assets

Permanently restricted net assets consist of contributions subject to donor-imposed restrictions that neither expire by the passage of time nor can be fulfilled or otherwise removed by actions of the Organization. Permanently restricted net assets consist of endowment fund assets to be held indefinitely. The income from the endowment fund assets can be used to support the Organization's general activities and are reported as temporarily restricted amounts on the statement of activities until those amounts are appropriated for expenditure.
GANNA WALSKA LOTUSLAND
NOTES TO FINANCIAL STATEMENTS

Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain amounts and disclosures. Those estimates and assumptions affect the reported amounts of assets, liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. It is at least reasonably possible that the significant estimates could change in the coming year.

Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents include cash on hand, amounts in checking, savings, money market accounts, and certificates of deposit with maturities of three months or less.

Inventories

Inventories consist primarily of books as well as other items available for sale to the general public in the gift shop. Inventories are valued at cost on a first-in, first-out basis. The cost at December 31, 2017, is not in excess of market value.

Collections

In accordance with GAAP, the Organization does not capitalize donated or purchased collections or recognize donated collections as revenues or gains. GAAP provides that such donations need not be recognized if they are added to collections that are held for public exhibition, education, or research in furtherance of public service, rather than financial gain, and are protected, kept unencumbered, cared for, and preserved and are subject to a policy that requires the proceeds from sales of collection items to be used to acquire other items for collections.

Investments

Investments in marketable securities with readily determinable fair values and all investments in marketable debt securities are valued at their fair values in the statement of financial position. Realized and unrealized gains and losses are included in the change in net assets. Donated securities are recorded at their estimated value at date of receipt.

Comparative Amounts

The amounts shown for 2016 in the accompanying financial statements are included to provide a basis for comparison with 2017 and are not intended to present all information necessary for a fair presentation of the 2016 financial statements in conformity with accounting principles generally accepted in the United States of America.
Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Property and Equipment

Property and Equipment are recorded at cost or, if donated, at fair market value at the time of the donation. Expenditures for land improvements and major renewals that extend the useful lives of property and equipment are capitalized. Expenditures for maintenance and repairs are charged to operations as incurred. It is management's policy to capitalize certain purchases and donations with a useful life greater than one year and a value greater than $1,000.

Depreciation is computed using the straight-line method over estimated useful lives as follows:

- Land Improvements: 10-40 years
- Buildings and structures: 10-40 years
- Furniture and equipment: 3-20 years

Contributions

All contributions and grants are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes. However, if a restriction is fulfilled in the same time period in which the contribution is received, the Organization reports the support as unrestricted.

Membership Contributions

Membership contributions are recorded as revenue when received.

Contributed Assets

Donated marketable securities and other non-cash donations are recorded as contributions at their estimated fair values at the date of donation.

Contributed Services

A substantial number of unpaid volunteers have made significant contributions of their time to develop the Organization’s programs as docents, in the gift shop and several other areas. In 2017, approximately 250 volunteers donated over 16,500 hours in support of the Organization’s program services and fundraising activities, valued at an estimated $400,000 (the value of an hour of volunteer time is calculated annually by the Independent Sector). No amounts have been recorded in these financial statements for volunteer services, as they do not meet the criteria requisite under GAAP.
Note 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Tax Exempt Status

The Organization is a California nonprofit public benefit corporation, which is exempt from income taxes under Internal Revenue Code Section 501(c)(3) and State of California Revenue and Taxation Code Section 23701(d); therefore, no provision for income taxes is required. The Organization qualifies for the charitable contribution deduction under Section 170(b) (1) (A) and has been classified as an organization that is not a private foundation under Section 509(a) (1).

The Organization evaluates uncertain tax positions, whereby the effect of the uncertainty would be recorded if the outcome was considered probable and reasonably estimable. As of December 31, 2017, the Organization had no uncertain tax positions requiring accrual.

The Organization files tax returns in California and U.S. federal jurisdictions. The Organization is no longer subject to U.S. federal and state examinations by tax authorities for years before 2014 and 2013, respectively.

Functional Expenses

The Organization allocates its expenses on a functional basis among its various program and support services. Expenses that can be identified with a specific program and support service are allocated directly, according to their expenditure classification. Other expenses that are common to several functions are allocated by various statistical bases.

Subsequent Events

The Organization has evaluated subsequent events through August 22, 2018, the date which the financial statements were available to be issued.

Note 3 – PLEDGES RECEIVABLE

Unconditional promises to give are included in the financial statements as pledges receivable and revenue of the appropriate net asset category. The Organization considers all pledges receivable at December 31, 2017, to be fully collectible; therefore, no current provision has been made. Pledges receivable are due in each future respective year as follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$490,250</td>
</tr>
<tr>
<td>2019</td>
<td>193,200</td>
</tr>
<tr>
<td>2020</td>
<td>122,700</td>
</tr>
<tr>
<td>2021</td>
<td>49,700</td>
</tr>
<tr>
<td>2022 and thereafter</td>
<td>116,167</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>972,017</strong></td>
</tr>
<tr>
<td>Less unamortized discount</td>
<td>(16,351)</td>
</tr>
<tr>
<td><strong>Net</strong></td>
<td><strong>$955,666</strong></td>
</tr>
</tbody>
</table>
GANNA WALSKA LOTUSLAND
NOTES TO FINANCIAL STATEMENTS

Note 3 – PLEDGES RECEIVABLE (continued)

Pledges receivable are recorded at the present value of estimated future cash flows using an appropriate risk free rate of return for the year the pledge is recorded of 1.25%. The present value discount is amortized to contribution revenue over the terms of the pledges receivable.

Pledges receivable consist primarily of promises from individuals and organizations within Southern California.

Note 4 – INVESTMENTS

Investments are presented in the financial statements at fair market value, which is derived from quoted market prices at year end. At December 31, 2017, investments consist of the following:

<table>
<thead>
<tr>
<th></th>
<th>Cost</th>
<th>Market Value</th>
<th>Unrealized Gain (Loss)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash held for investment</td>
<td>$ 114,676</td>
<td>$ 114,676</td>
<td>$ -</td>
</tr>
<tr>
<td>Fixed income</td>
<td>6,998,707</td>
<td>6,992,861</td>
<td>( 5,846)</td>
</tr>
<tr>
<td>Equities and mutual funds</td>
<td>5,377,464</td>
<td>6,577,544</td>
<td>1,200,080</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$ 12,490,847</strong></td>
<td><strong>$13,685,081</strong></td>
<td><strong>$ 1,194,234</strong></td>
</tr>
</tbody>
</table>

The following summarizes the net change in unrealized gain on investments:

<table>
<thead>
<tr>
<th></th>
<th>Cost</th>
<th>Market Value</th>
<th>Unrealized Gain (Loss)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Balance at end of the year</td>
<td>$ 12,490,847</td>
<td>$ 13,685,081</td>
<td>$ 1,194,234</td>
</tr>
<tr>
<td>Balance at beginning of the year</td>
<td>12,652,696</td>
<td>12,864,023</td>
<td>211,327</td>
</tr>
<tr>
<td>Net change in unrealized loss</td>
<td>$    982,907</td>
<td>$     -</td>
<td>$ 982,907</td>
</tr>
</tbody>
</table>

The following summarizes the investment return included as unrestricted revenue in the statement of activities for the year ended December 31, 2017:

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment and dividend income</td>
<td>$ 328,771</td>
</tr>
<tr>
<td>Unrealized gain on value of securities</td>
<td>982,907</td>
</tr>
<tr>
<td>Realized gain on value of securities</td>
<td>96,349</td>
</tr>
<tr>
<td>Investment fees</td>
<td>(104,942)</td>
</tr>
</tbody>
</table>

| Net Investment Return          | $ 1,303,085  |
GANNA WALSKA LOTUSLAND
NOTES TO FINANCIAL STATEMENTS

Note 5 – FAIR VALUE MEASUREMENT

The Organization has established a framework for measuring fair value and expanding disclosures about fair value measurements. Accounting principles define fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value hierarchy gives the highest priority to quoted prices in active markets (Level 1) and the lowest priority to unobservable inputs (Level 3). The standard describes three levels of inputs that may be used to measure fair value:

Level 1: Quoted prices in active markets for identical assets or liabilities;

Level 2: Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in active markets that are not active; discounted cash flows; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities;

Level 3: Unobservable inputs that are supported by little or no market activity;

Following is a description of the valuation methodologies used for instruments measured at fair value on a recurring basis and recognized in the accompanying Statement of Financial Position, as well as the general classification of such instruments pursuant to the valuation hierarchy:

Where quoted market prices are available in an active market, securities are classified within Level 1 of the valuation hierarchy. As of December 31, 2017, there were no Level 2 or Level 3 investments.

The following is a description of the general classification of investments pursuant to the valuation hierarchy:

Cash held for investment – Cash held for investment purposes includes money market funds and cash equivalent assets, and is valued at face value.

Fixed income – Corporate bonds and bond funds provide a hedge against deflation, provide a stable return, and to minimize the overall volatility of the account. They are valued utilizing quoted market prices available in active markets for identical investments at the reporting date.

Equities and mutual funds – Equities and mutual funds include a variety of publically traded stocks and mutual funds from various industries invested for both growth and value. They are valued utilizing quoted market prices available in active markets for identical investments at the reporting date.
Note 5 – FAIR VALUE MEASUREMENT (continued)

The following table presents assets and liabilities recognized in the accompanying Statement of Financial Position measured at fair value on a recurring basis and the level in which the fair value measurements fall at December 31, 2017:

<table>
<thead>
<tr>
<th>Description</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash held for investment</td>
<td>$ 114,676</td>
<td>-</td>
<td>-</td>
<td>$ 114,676</td>
</tr>
<tr>
<td>Fixed Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Domestic fixed income</td>
<td>6,992,861</td>
<td>-</td>
<td>-</td>
<td>6,992,861</td>
</tr>
<tr>
<td>Total Fixed Income</td>
<td>6,992,861</td>
<td>-</td>
<td>-</td>
<td>6,992,861</td>
</tr>
<tr>
<td>Equities</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>International mutual funds</td>
<td>2,597,377</td>
<td>-</td>
<td>-</td>
<td>2,597,377</td>
</tr>
<tr>
<td>Domestic mutual funds</td>
<td>3,980,167</td>
<td>-</td>
<td>-</td>
<td>3,980,167</td>
</tr>
<tr>
<td>Total Equities</td>
<td>6,577,544</td>
<td>-</td>
<td>-</td>
<td>6,577,544</td>
</tr>
<tr>
<td>Total assets measured</td>
<td>$ 13,685,081</td>
<td>-</td>
<td>-</td>
<td>$ 13,685,081</td>
</tr>
</tbody>
</table>

Note 6 - PROPERTY AND EQUIPMENT

A summary of property and equipment as of December 31, 2017, is as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>$ 3,418,370</td>
</tr>
<tr>
<td>Land improvements</td>
<td>3,982,764</td>
</tr>
<tr>
<td>Buildings and structures</td>
<td>3,146,204</td>
</tr>
<tr>
<td>Furniture and equipment</td>
<td>875,090</td>
</tr>
<tr>
<td>Total</td>
<td>$11,422,428</td>
</tr>
<tr>
<td>Less: accumulated depreciation</td>
<td>(4,861,935)</td>
</tr>
<tr>
<td>Total</td>
<td>$ 6,560,493</td>
</tr>
</tbody>
</table>

Depreciation expense for the year ended December 31, 2017, totaled $252,127.

Note 7 – NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions by satisfying the restricted purposes specified by donors. For the year ended December 31, 2017, the passage of time restrictions resulted in net assets released from restrictions of $560,712.

Note 8 – ENDOWMENT FUNDS

The Organization’s endowment funds consist of seven funds established to support a variety of purposes. Endowment funds include both donor-restricted endowment funds and funds designated by the Board of Trustees to function as endowments. As required by GAAP, net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.
Note 8 – ENDOWMENT FUNDS (continued)

Interpretation of Relevant Law

The Board of Directors of the Organization has interpreted the California adopted Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring a long-term investment strategy designed to preserve the value of the original gift, as of the gift date. As a result of this interpretation, the Organization has classified, with the explicit prohibition by the donor, 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 donor at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment funds that are not classified in permanently restricted net assets are classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard for prudence prescribed by UPMIFA.

In accordance with California UPMIFA, the Organization considers the following factors in making a determination to appropriate or invest donor restricted endowment funds:

(1) The duration and preservation of the fund
(2) The purposes of the Organization and the donor-restricted endowment fund
(3) General economic conditions
(4) The possible effect of inflation and deflation
(5) The expected total return from income and the appreciation of investments
(6) Other resources of the Organization
(7) The investment policies of the Organization

Endowment Investment and Spending Policies

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by endowments, 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) as well as board-designated funds. Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of the S&P 500 index while assuming a moderate level of investment risk. The Organization expects its endowment funds, over time, to provide an average annual rate of return of approximately seven percent. Actual returns in any given year may vary from this amount.

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.
Endowment Investment and Spending Policies (continued)

The Organization has a policy of appropriating for distribution each year five percent of its endowment fund's average fair value over the prior twelve quarters through the calendar yearend preceding the fiscal year in which the distribution is planned. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, over the long term, the Organization expects the current spending policy to allow its endowment to grow at an average of approximately two percent annually. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

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 Organization to retain as a fund of perpetual duration. There were no such deficiencies as of December 31, 2017.

As of December 31, 2017, endowment net asset composition by type is as follows:

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donor-restricted</td>
<td>$</td>
<td>$ 423,280</td>
<td>$ 4,223,433</td>
<td>$ 4,646,713</td>
</tr>
<tr>
<td>Board-restricted</td>
<td>663,266</td>
<td></td>
<td></td>
<td>663,266</td>
</tr>
<tr>
<td>Total endowment funds</td>
<td>$ 663,266</td>
<td>$ 423,280</td>
<td>$ 4,223,433</td>
<td>$ 5,309,979</td>
</tr>
</tbody>
</table>

Changes in endowment net assets for the year ended December 31, 2017, are as follows:

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endowment net assets, including board designated, beginning of year</td>
<td>$ 539,282</td>
<td>$ 113,151</td>
<td>$ 3,522,432</td>
<td>$ 4,174,865</td>
</tr>
<tr>
<td>Net investment return (investment income, realized and unrealized gains and losses)</td>
<td>-</td>
<td>310,129</td>
<td>-</td>
<td>310,129</td>
</tr>
<tr>
<td>Contributions</td>
<td>123,984</td>
<td></td>
<td>701,001</td>
<td>824,985</td>
</tr>
<tr>
<td>Appropriation of endowment assets for expenditure</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Endowment net assets, end of year</td>
<td>$ 663,266</td>
<td>$ 423,280</td>
<td>$ 4,223,433</td>
<td>$ 5,309,979</td>
</tr>
</tbody>
</table>

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GANNA WALSKA LOTUSLAND
NOTES TO FINANCIAL STATEMENTS

Note 9 – COLLECTIONS

The Organization’s botanical collections are made up of rare and unusual plant specimens assembled in numerous theme gardens which are open to visitors of Lotusland. The Organization employs numerous horticultural professionals to maintain the gardens.

Expenditures for botanical collections were approximately $5,000 for the year ended December 31, 2017, and are included in facilities expenses in the accompanying statement of functional expenses.

Other collections include books and various personal effects of Madame Ganna Walska.

Note 10 – CONCENTRATIONS AND MARKET RISK

Credit Risk

The Organization maintains cash balances insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000 per institution. As of December 31, 2017, uninsured cash and cash equivalent balances totaled approximately $2,090,000.

Market Risk

The Organization holds its investments in a diversified portfolio. Nevertheless, these investments are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the financial statements.

Note 11 – RELATED PARTICY TRANSACTIONS

The law firm associated with one of the board members provided legal services to the Organization totaling approximately $650 for the year ended December 31, 2017.

Note 12 – RETIREMENT PLANS

Flexible Benefit Plan

The Organization has a flexible benefit plan (Plan) that permits participants to elect to receive benefits for themselves and their eligible dependents under various component plans, which provide health, dental, life insurance, disability and cancer benefits. It is intended that the Plan qualify under Section 125 of the IRC as a cafeteria plan. The Plan includes a flexible spending account option which allows employee contributions through compensation reduction payments. The Organization pays all administrative costs of the Plan.
GANNA WALSKA LOTUSLAND

NOTES TO FINANCIAL STATEMENTS

Note 12 – RETIREMENT PLANS (continued)

Retirement Plan

The Organization has a Retirement Plan (403(b) Plan) which allows employees to participate in the salary reduction purchase of tax-sheltered annuities and investments as described in Section 403(b) of the IRC. Employees may contribute up to the maximum as determined by IRC limits. All non-temporary employees are eligible to participate in the 403(b) Plan after their probationary period. After two years of employment of at least 1,000 hours per year, the Organization matches 50% of the eligible employee’s contributions to the 403(b) Plan up to a maximum of 5% of their compensation. Employer contributions were approximately $42,500 for the year ended December 31, 2017.

Note 13 – NET ASSETS

Unrestricted Net Assets

As of December 31, 2017, unrestricted net assets consist of the following:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating net assets</td>
<td>$7,998,052</td>
</tr>
<tr>
<td>Board designated for Lotus Society</td>
<td>594,319</td>
</tr>
<tr>
<td>Board designated for capital purchases</td>
<td>68,947</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>6,560,493</td>
</tr>
<tr>
<td><strong>Total Unrestricted Net Assets</strong></td>
<td><strong>$15,221,811</strong></td>
</tr>
</tbody>
</table>

Temporarily Restricted Net Assets

As of December 31, 2017, temporarily restricted net assets consist of the following:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japanese Garden</td>
<td>$3,637,715</td>
</tr>
<tr>
<td>Palmetum fund</td>
<td>65,224</td>
</tr>
<tr>
<td>Outreach program</td>
<td>43,275</td>
</tr>
<tr>
<td>Topiary maintenance fund</td>
<td>100,782</td>
</tr>
<tr>
<td>Water stairs project fund</td>
<td>33,423</td>
</tr>
<tr>
<td>Blue Garden</td>
<td>107,887</td>
</tr>
<tr>
<td>Work experience fund</td>
<td>11,280</td>
</tr>
<tr>
<td>Internship funds</td>
<td>15,795</td>
</tr>
<tr>
<td>Open pathways fund</td>
<td>10,484</td>
</tr>
<tr>
<td>Security cameras</td>
<td>574</td>
</tr>
<tr>
<td>Professional development fund</td>
<td>1,210</td>
</tr>
<tr>
<td>Irrigation water supply line</td>
<td>38,000</td>
</tr>
<tr>
<td>Wall Renovation Plantings</td>
<td>11,369</td>
</tr>
<tr>
<td>Garden fund</td>
<td>25,394</td>
</tr>
<tr>
<td>Theater Garden</td>
<td>10,255</td>
</tr>
<tr>
<td>Other</td>
<td>59,410</td>
</tr>
<tr>
<td><strong>Total Temporarily Restricted Net Assets</strong></td>
<td><strong>$4,172,077</strong></td>
</tr>
</tbody>
</table>
Note 13 – NET ASSETS (continued)

Permanently Restricted Net Assets

As of December 31, 2017, permanently restricted net assets consist of the following:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Topiary Garden</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Blue Garden endowment</td>
<td>1,000,000</td>
</tr>
<tr>
<td>Lotus Society</td>
<td>1,426,612</td>
</tr>
<tr>
<td>Japanese Garden endowment</td>
<td>426,000</td>
</tr>
<tr>
<td>Cactus Garden endowment</td>
<td>231,000</td>
</tr>
<tr>
<td>Theatre Garden endowment</td>
<td>77,766</td>
</tr>
<tr>
<td>Lotus Garden endowment</td>
<td>50,000</td>
</tr>
<tr>
<td>Timbrook Intern Fellowship</td>
<td>12,055</td>
</tr>
<tr>
<td><strong>Total Permanently Restricted Net Assets</strong></td>
<td><strong>$4,223,433</strong></td>
</tr>
</tbody>
</table>

Note 14 – RECLASSIFICATION

Certain amounts from the December 31, 2016 financial statements have been reclassified to conform to the December 31, 2017 financial statement presentation.