



Thomas Jefferson Foundation, Inc.

Financial Statements

For the Years Ended December 31, 2020 and 2019

Thomas Jefferson Foundation, Inc.

Financial Statements
For the Years Ended December 31, 2020 and 2019

Thomas Jefferson Foundation, Inc.

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Independent Auditor's Report

The Board of Trustees
Thomas Jefferson Foundation, Inc.
Charlottesville, Virginia

Opinion

We have audited the financial statements of the Thomas Jefferson Foundation, Inc. (the "Foundation"), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities and change in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Foundation as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

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

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



Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

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

BDO USA, LLP

May 17, 2021

Financial Statements

Thomas Jefferson Foundation, Inc.

Statements of Financial Position

<i>December 31,</i>	2020	2019
Assets		
Current assets		
Cash and cash equivalents	\$ 5,489,551	\$ 4,106,895
Accounts receivable	361,860	134,053
Contributions receivable, net of allowance	518,978	901,737
Inventory	1,968,291	2,299,239
Prepaid expenses	761,909	785,319
Total current assets	9,100,589	8,227,243
Long-term assets		
Investments	282,085,483	229,769,563
Investments receivable	18,550,300	34,230,935
Assets under split-interest agreements	224,816	392,419
Contributions receivable, net of discount and allowance	973,078	1,494,852
Property and equipment, net	66,853,401	70,086,094
Historic properties and collections (Note 1)	-	-
Total long-term assets	368,687,078	335,973,863
Total assets	\$ 377,787,667	\$ 344,201,106
Liabilities and net assets		
Current liabilities		
Accounts payable	\$ 1,130,265	\$ 1,505,479
Accrued expenses	2,296,085	1,686,780
Paycheck protection program (PPP) loan payable	2,837,365	-
Total current liabilities	6,263,715	3,192,259
Long-term liabilities		
Annuity and split-interest liabilities	565,656	681,975
Interest rate swap liability	4,744,437	3,395,388
Long-term debt	29,644,450	29,638,295
Total long-term liabilities	34,954,543	33,715,658
Total liabilities	41,218,258	36,907,917
Contingencies and commitments		
Net assets		
Without donor restrictions:		
Board-designated endowment	167,381,180	146,342,837
Board-designated reserve	5,218,240	4,218,675
Undesignated	30,046,480	38,216,195
Total net assets without donor restrictions	202,645,900	188,777,707
With donor restrictions:		
Subject to expenditures for specified purpose	28,536,437	25,270,150
Subject to passage of time	283,541	414,842
Endowments	105,103,531	92,830,490
Total net assets with donor restrictions	133,923,509	118,515,482
Total net assets	336,569,409	307,293,189
Total liabilities and net assets	\$ 377,787,667	\$ 344,201,106

See accompanying notes to the financial statements.

Thomas Jefferson Foundation, Inc.

Statements of Activities and Change in Net Assets

Years Ended December 31,	2020			2019		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Operating support and revenues						
Charitable contributions	\$ 3,389,520	\$ 2,296,967	\$ 5,686,487	\$ 2,938,365	\$ 2,965,961	\$ 5,904,326
Admissions	3,106,078	-	3,106,078	9,365,369	-	9,365,369
Retail operations	10,379,898	-	10,379,898	10,300,675	-	10,300,675
Events	66,888	-	66,888	270,945	-	270,945
Other	203,904	-	203,904	108,632	4,041	112,673
Net assets released from restrictions	5,798,004	(5,798,004)	-	6,411,503	(6,411,503)	-
Total operating support and revenues	22,944,292	(3,501,037)	19,443,255	29,395,489	(3,441,501)	25,953,988
Operating expenses						
Program services:						
Collection acquisitions	113,772	-	113,772	183,212	-	183,212
Curatorial and restoration	1,929,326	-	1,929,326	1,800,684	-	1,800,684
Gardens and grounds	2,384,795	-	2,384,795	2,662,386	-	2,662,386
Guest services	3,486,927	-	3,486,927	4,300,143	-	4,300,143
Interpretation	2,639,067	-	2,639,067	3,027,788	-	3,027,788
Robert H. Smith International Center for Jefferson Studies	4,303,295	-	4,303,295	4,795,263	-	4,795,263
Retail operations	11,334,948	-	11,334,948	10,889,949	-	10,889,949
Marketing and communications	2,597,317	-	2,597,317	2,424,199	-	2,424,199
Support services:						
Administration	3,711,665	-	3,711,665	4,028,143	-	4,028,143
Development	1,042,601	-	1,042,601	1,568,431	-	1,568,431
Total operating expenses	33,543,713	-	33,543,713	35,680,198	-	35,680,198
Change in net assets from operations	(10,599,421)	(3,501,037)	(14,100,458)	(6,284,709)	(3,441,501)	(9,726,210)
Non-operating activities						
Investment return, net	25,800,371	18,909,064	44,709,435	31,868,577	23,300,176	55,168,753
Gain on sale of assets	16,292	-	16,292	2,850	-	2,850
Unrealized loss on interest rate swap	(1,349,049)	-	(1,349,049)	(1,259,409)	-	(1,259,409)
Total non-operating activities	24,467,614	18,909,064	43,376,678	30,612,018	23,300,176	53,912,194
Total change in net assets	13,868,193	15,408,027	29,276,220	24,327,309	19,858,675	44,185,984
Net assets, beginning of the year	188,777,707	118,515,482	307,293,189	164,450,398	98,656,807	263,107,205
Net assets, end of the year	\$ 202,645,900	\$ 133,923,509	\$ 336,569,409	\$ 188,777,707	\$ 118,515,482	\$307,293,189

See accompanying notes to the financial statements.

Thomas Jefferson Foundation, Inc.

Statements of Cash Flows

Years ended December 31,	2020	2019
Cash flows from operating activities:		
Change in net assets	\$ 29,276,220	\$ 44,185,984
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	3,712,374	3,678,501
Amortization of bond issuance costs and discount	6,155	6,154
Provision for bad debts	27,500	31,631
Amortization of discount to present value on multi-year contributions receivable	(115,220)	(146,853)
Change in interest rate swap liability	1,349,049	1,259,409
Net realized and unrealized gain on investments	(45,305,238)	(55,052,226)
Gain on disposal of property and equipment	(16,292)	(2,850)
Proceeds from donated stocks	912,329	631,530
Permanently restricted contributions	(357,049)	(1,929,705)
Decrease (increase) in:		
Accounts receivable	(227,807)	318,508
Contributions receivable	992,253	1,798,833
Inventory	330,948	60,365
Assets under split-interest agreements	167,603	(28,369)
Prepaid expenses	23,410	(138,263)
Increase (decrease) in:		
Accounts payable	(375,214)	35,261
Accrued expenses	609,305	259,893
Annuity and split-interest liabilities	(116,319)	6,890
Net cash used in operating activities	(9,105,993)	(5,025,307)
Cash flows from investing activities:		
Purchases of property and equipment	(484,889)	(165,239)
Proceeds from sales of property and equipment	21,500	2,850
Proceeds from sales of investments	264,311,131	154,377,448
Purchase of investments	(256,553,507)	(151,022,612)
Net cash provided by investing activities	7,294,235	3,192,447
Cash flows from financing activities:		
Proceeds from Paycheck Protection Program (PPP) loan	2,837,365	-
Permanently restricted contributions	357,049	1,929,705
Net cash provided by financing activities	3,194,414	1,929,705
Net change in cash and cash equivalents	1,382,656	96,845
Cash and cash equivalents at the beginning of the year	4,106,895	4,010,050
Cash and cash equivalents at the end of the year	\$ 5,489,551	\$ 4,106,895
Supplemental disclosure of cash flow information:		
Cash paid for interest	\$ 1,126,185	\$ 1,221,320

See accompanying notes to the financial statements.

Thomas Jefferson Foundation, Inc.

Statement of Functional Expenses

Year ended December 31, 2020	Program Services								Support Services				Total Expenses
	Collection acquisitions	Curatorial and restoration	Gardens and grounds	Guest services	Interpretation	Robert H. Smith International Center for Jefferson Studies	Retail operations	Marketing and communications	Total Program Services	Administration	Development	Total Support Services	
Compensation and benefits	\$ -	\$ 1,107,695	\$ 1,369,649	\$ 2,231,692	\$ 1,654,666	\$ 2,834,826	\$ 2,310,727	\$ 959,718	\$ 12,468,973	\$ 1,721,912	\$ 741,514	\$ 2,463,426	\$ 14,932,399
Cost of sales	-	1,299	117,535	62,368	-	112	4,383,947	331	4,565,592	21,539	7,363	28,902	4,594,494
Depreciation	-	227,433	611,821	359,366	308,020	777,827	615,789	90,160	2,990,416	692,492	29,466	721,958	3,712,374
Professional fees and insurance	-	246,029	(45,261)	21,836	37,133	140,251	350,254	847,985	1,598,227	644,651	85,181	729,832	2,328,059
Maintenance and supplies	-	193,211	255,985	258,602	112,476	263,385	268,215	140,696	1,492,570	318,730	77,743	396,473	1,889,043
Advertising	-	1,843	20,346	75,450	23	2,617	1,344,745	400,763	1,845,787	1,915	28,624	30,539	1,876,326
Shipping and handling	-	10,706	-	-	-	-	1,001,730	-	1,012,436	-	-	-	1,012,436
Utilities	-	42,585	40,217	61,298	46,200	87,103	117,016	27,929	422,348	105,898	17,402	123,300	545,648
Postage	-	298	530	232	365	707	367,360	75,320	444,812	5,124	23,797	28,921	473,733
Rent (including equipment rental)	-	-	7,108	1,121	155	1,633	206,525	1,741	218,283	3,204	-	3,204	221,487
Travel, lodging and meals	-	16,442	2,481	11,921	71,288	53,507	7,442	5,324	168,405	9,939	6,352	16,291	184,696
Collections and exhibits	113,772	-	-	-	-	-	-	-	113,772	-	-	-	113,772
Fellowships and scholarships	-	-	-	-	6,248	59,273	-	40,000	105,521	-	-	-	105,521
Dues, subscriptions and publications	-	1,695	1,424	2,484	3,082	63,317	3,472	6,212	81,686	14,929	805	15,734	97,420
Conservation	-	79,285	-	-	-	-	-	-	79,285	-	-	-	79,285
Other	-	805	2,960	400,557	399,411	18,737	357,726	1,138	1,181,334	171,332	24,354	195,686	1,377,020
Total	\$ 113,772	\$ 1,929,326	\$ 2,384,795	\$ 3,486,927	\$ 2,639,067	\$ 4,303,295	\$ 11,334,948	\$ 2,597,317	\$ 28,789,447	\$ 3,711,665	\$ 1,042,601	\$ 4,754,266	\$ 33,543,713

See accompanying notes to the financial statements.

Thomas Jefferson Foundation, Inc.

Statement of Functional Expenses

Year ended December 31, 2019	Program Services								Support Services				Total Expenses
	Collection acquisitions	Curatorial and restoration	Gardens and grounds	Guest services	Interpretation	Robert H. Smith International Center for Jefferson Studies	Retail operations	Marketing and communications	Total Program Services	Administration	Development	Total Support Services	
Compensation and benefits	\$ -	\$ 1,125,760	\$ 1,381,046	\$ 2,694,540	\$ 2,022,312	\$ 2,899,817	\$ 2,181,421	\$ 830,712	\$ 13,135,608	\$ 1,803,155	\$ 746,875	\$ 2,550,030	\$ 15,685,638
Cost of sales	-	1,309	77,011	162,849	13	603	4,857,156	838	5,099,779	26,355	10,057	36,412	5,136,191
Depreciation	-	226,472	592,945	390,447	281,437	777,419	598,764	91,449	2,958,933	688,318	31,250	719,568	3,678,501
Professional fees and insurance	-	143,113	100,144	37,369	26,214	92,143	291,884	596,767	1,287,634	592,906	150,983	743,889	2,031,523
Maintenance and supplies	-	174,471	398,760	313,915	169,308	349,810	378,546	146,179	1,930,989	434,412	111,953	546,365	2,477,354
Advertising	-	2,452	31,347	9,918	4,055	6,485	993,843	388,625	1,436,725	885	47,254	48,139	1,484,864
Shipping and handling	-	7,957	5	-	-	-	571,583	-	579,545	-	-	-	579,545
Utilities	-	43,340	45,019	62,301	49,177	85,915	124,579	26,653	436,984	120,336	14,683	135,019	572,003
Postage	-	124	538	537	890	2,513	316,286	44,403	365,291	6,285	42,933	49,218	414,509
Rent (including equipment rental)	-	174	6,234	12,080	222	1,082	205,007	176,959	401,758	9,052	152,367	161,419	563,177
Travel, lodging and meals	-	29,438	19,077	126,183	22,239	253,919	22,729	75,726	549,311	63,578	237,080	300,658	849,969
Collections and exhibits	183,212	-	-	-	-	-	-	-	183,212	-	-	-	183,212
Fellowships and scholarships	-	-	1,050	42,052	-	169,210	-	30,000	242,312	-	-	-	242,312
Dues, subscriptions and publications	-	1,782	2,312	8,046	2,624	105,667	1,192	4,696	126,319	29,335	1,194	30,529	156,848
Conservation	-	40,051	-	-	-	-	-	-	40,051	-	-	-	40,051
Other	-	4,241	6,898	439,906	449,297	50,680	346,959	11,192	1,309,173	253,526	21,802	275,328	1,584,501
Total	\$ 183,212	\$ 1,800,684	\$ 2,662,386	\$ 4,300,143	\$ 3,027,788	\$ 4,795,263	\$ 10,889,949	\$ 2,424,199	\$ 30,083,624	\$ 4,028,143	\$ 1,568,431	\$ 5,596,574	\$ 35,680,198

See accompanying notes to the financial statements.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

1. Organization and Summary of Significant Accounting Policies

The Thomas Jefferson Foundation, Inc. (the “Foundation”) is formed under the laws of the Commonwealth of Virginia and is the private nonprofit organization that owns and operates Monticello, the mountaintop home and plantation of Thomas Jefferson. A museum and research institute, Monticello is a national and international treasure - designated as a United States National Historic Landmark and a United Nations World Heritage site, the only American residence on this prestigious list. Since its founding in 1923, the Foundation has dedicated itself to a two-fold mission of preservation and education. The Foundation’s twenty-first century vision is to bring history forward into national and global dialogues - inviting engagement with Jefferson’s world and ideas through programming on and off the mountain.

Completed in 2018, The Mountaintop Project is the latest chapter in Monticello’s preservation; a multi-year initiative to restore the house and landscape to their Jefferson-era appearance and tell the stories of the people, free and enslaved, who lived and labored on the 5,000-acre plantation. Guided by archaeological research and discovery, this undertaking consolidates an ambitious list of complex, interdependent construction and restoration projects.

As a private, nonprofit 501(c)(3) corporation, the Foundation receives no ongoing federal, state, or local government funding in support of its mission. To comply with state mandated guidelines to slow the spread of Coronavirus (COVID-19), the Foundation closed to the public on March 16, 2020. Changes to the state mandates allowed the Foundation to reopen on June 14, 2020, with limited daily capacities through December 31, 2020.

Closure and reduced capacities lowered attendance for 2020 to 129,000 visitors, down from 390,000 in 2019. Over the last ten years, annual attendance has averaged just over 400,000. The Foundation’s main sources of revenue are gifts and grants, admission, and sales from on-site, catalog, and online retail operations. The Foundation has more than 72 volunteers and employs approximately 300 full-time, part-time, and seasonal staff.

Basis of accounting

The accompanying financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”).

Basis of presentation

The Foundation follows the requirements of the Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) ASC 950-205, *Presentation of Financial Statements of Not-for-Profit Entities*. The Foundation is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as of December 31, 2020 and 2019 and for the years then ended as follows:

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Net Assets Without Donor Restrictions - Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The Foundation's Board of Trustees has designated, from net assets without donor restrictions, net assets for board-designated reserves and board-designated endowment.

Net Assets With Donor Restrictions - Net assets subject to donor (or certain grantor) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Use of estimates

The preparation of financial statements in conformity with U.S. GAAP requires management of the Foundation to make estimates and assumptions related to the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates under different assumptions and conditions.

The most sensitive estimates affecting the accompanying financial statements include the valuation of contributions receivable, the allowance for uncollectible contributions receivable, the valuation of alternative investments, the allocation of expenses to operating and support services, the depreciable lives of property and equipment, valuation of annuities and the valuation of the interest rate swap liability.

Alternative investments consist principally of readily marketable securities, investments in other alternative investment companies, and certain investments which are not readily marketable. Because the Foundation does not directly invest in the underlying assets of the alternative investments, and due to restrictions on the transferability and timing of withdrawals from the alternative investments, the amounts realized upon liquidation could differ from such reported values and differences could be material.

Revenue recognition

Contribution revenue

Contributions, including unconditional promises to give, are recognized as revenue in the period received or made. Contributions received are reported as either revenues without donor restrictions or revenues with donor restrictions. Contributions with donor restrictions that are used for the purpose specified by the donor in the same year as the contribution is received are recognized as revenues with donor restrictions and are reclassified as net assets released from restrictions in the same year.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Contributions receivable are recorded at fair value, which is net of estimated uncollectible amounts. The Foundation uses the allowance method to determine uncollectible unconditional pledges receivable. The allowance is based on experience as well as management's analysis of specific pledges made, including such factors as prior collection history, type of contribution, and nature of fundraising activity. Contributions, including multi-year pledges and split-interest agreements to be received after one year, are recorded at the present value of the estimated future cash flows. Subsequent changes in this discount resulting from the passage of time are accounted for as contributions in subsequent years. Revenue under split-interest arrangements is reduced by the estimated annuities to be paid by the Foundation over the beneficiary's lifetime. Irrevocable split-interest agreements, including charitable remainder trusts, charitable lead trusts and perpetual trusts, are recorded as revenue when the trust agreements become irrevocable.

Conditional promises to give, that is those with a measurable performance or other barrier and right of return, are recognized as revenue when the conditions on which they depend have been substantially met.

Contributed services

Contributed services and in-kind contributions are recognized if they create or enhance non-financial assets or require specialized skills and would need to be purchased if not provided by donation. Contributed time for specialized or professional services meeting certain criteria are reflected as contributions in the accompanying financial statements at fair value. The fair value of these services was approximately \$40,000 and \$92,000 for the years ended December 31, 2020 and 2019, respectively and recorded as charitable contributions in the statement of activities and change in net assets.

Admissions revenue

Revenue is recognized on the date of the visitor's tour. A receivable is recorded if tickets were sold on account to a pre-approved customer such as a tour company.

Retail operations revenue

Revenue is recognized at the time of sale as museum shop and catalog sales are all cash transactions. For catalog online sales, the revenue is recognized at the time when the product is shipped and free-on board shipping point to customers.

Event revenue

Deposits for events are recognized upon signing of contracts since there is no right of return and remaining registration and venue fees are recognized upon completion of the related event.

Other revenue

Other revenues are recognized when earned.

Cash and cash equivalents

Cash and cash equivalents include all short-term, highly liquid instruments purchased with an original maturity of three months or less.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Contributions receivable

Contributions receivable are carried at the original value less an estimate made for doubtful receivables based on a review of all outstanding pledges on an annual basis. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using the historical experience applied to an aging of accounts. Receivables are written off when deemed uncollectible. Recoveries of receivables previously written off are recorded when received. The allowance for doubtful accounts was \$2,764,066 and \$2,791,566 at December 31, 2020 and 2019, respectively. Total bad debt expense was \$27,500 and \$31,631 for the years ended December 31, 2020 and 2019, respectively.

Inventory

Inventory consists of merchandise for the museum shops, catalog, and online store and is valued at the lower of cost and net realizable value, with cost determined on the average cost basis. The Foundation evaluates inventory levels and expected usage on a periodic basis and records adjustments as required.

Investments

The Foundation records investments at fair value. Interest and dividend income is accounted for on the accrual basis. Gains and losses on investments, including changes in market value, net with investment expenses are reported as net of investment return in the statements of activities and change in net assets as increases or decreases in net assets without donor restrictions unless their use is restricted by donor stipulation.

Investments in global equity funds, global fixed income funds, absolute return funds, real asset, and private equity funds are valued at net asset value, which estimates fair value. The funds value securities and other financial instruments on a fair value basis of accounting. The estimated fair values of certain investments of the funds, which may include private placements and other securities for which prices are not readily available, are determined by the management of the respective fund and may not reflect amounts that could be realized upon immediate sale nor amounts that could be ultimately realized. Accordingly, the estimated fair values may differ significantly from the values that would have been used had a ready market existed for these investments. The fair value of the Foundation's investments in global equity funds, global fixed income funds, absolute return funds, real assets, and private equity funds generally represents the amount the Foundation would expect to receive if it were to liquidate its investments in the funds, excluding any redemption charges that may apply. The Foundation's investments in such private investment companies are also subject to management and performance fees as specified in their agreements.

Property and equipment

Property and equipment used in operations is reported at cost or at the current estimated value at date of gift, if donated. The capitalization threshold for individual purchases is \$10,000 or greater. Expenditures for major additions and improvements are capitalized and minor replacements, maintenance, and repairs are charged to expense as incurred. When property and equipment is retired, or otherwise disposed of, the cost and accumulated depreciation and amortization is removed from the accounts and any resulting gain or loss is included in the results of operations for the respective period. Donated property is recorded at estimated fair value at the time of donation.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Improvements to property and equipment that extend the useful lives of the assets are also capitalized.

Depreciation is computed by the straight-line method using the following estimated useful lives:

Land improvements	10 - 40 Years
Facilities and improvements	10 - 40 Years
Equipment	3 - 15 Years
Furniture and fixtures	5 - 10 Years
Leasehold improvements	Shorter of useful life asset or the length of lease
Vehicles	3 - 7 Years
Computer software	3 Years
Computer hardware	3 - 10 Years

Historic properties and collections

The Foundation has elected not to capitalize its historic properties and collections. These collections are related to Thomas Jefferson and his plantation home, Monticello. The most precious artifact in the collection is the house itself and the surrounding landscape, which were designed by Thomas Jefferson between 1769 and 1809.

The curatorial collections chiefly consist of paintings, decorative arts and artifacts, approximately 2,600 of which relate directly to Thomas Jefferson and Monticello, and about 1,900 books with titles and editions selected to duplicate Jefferson's original library. About 40 of these volumes are Thomas Jefferson's own copies. The Foundation's restoration department is dedicated to the architectural preservation of the house, while the curatorial collections are under the care of a full curatorial department. The Foundation's collections are maintained for public exhibition, education, and research in order to advance understanding of Thomas Jefferson and Monticello in furtherance of public service. See the accounting pronouncements adopted section for further information regarding the adoption of Accounting Standards Update ("ASU") 2019-03, *Not-for-Profit Entities (Topic 958) Updating the Definition of Collections effective January 1, 2020*.

In conformity with the practice generally followed by museums, no value is assigned to the collections in the statements of financial position. Purchases of collection items are recognized as a reduction in net assets without donor restrictions in the period of the acquisition. Proceeds from deaccessions of collection items are designated for future collection acquisitions. The Foundation does not recognize the donations of collection items as contribution income, as the collections are not capitalized. The cost of acquisitions and improvements of historic properties and collections was \$113,772 and \$183,212 for the years ended December 31, 2020 and 2019, respectively.

Annuity and split-interest liabilities

In 1997, the Foundation received contributed assets in exchange for an annuity that requires the Foundation to pay the donor a fixed annual amount over the remaining life of the donor. This liability is recorded at the present value of the estimated future payments using the prevailing discount rate at the date of the contribution, which was 7.4%.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

The Foundation's split-interest agreements consist of irrevocable charitable remainder unitrusts. Liabilities are recorded at the present value of the estimated future payments to the donors and/or other beneficiaries using prevailing discount rates at the date of contribution. The liabilities are adjusted during the terms of the trusts consistent with changes in the value of the assets and actuarial assumptions. A discount rate between 7.4% and 7.0% was used to determine the liabilities for the split-interest agreements as of December 31, 2020 and 2019 respectively.

Annuity and split-interest liabilities consist of the following:

<i>December 31,</i>		2020		2019
Annuity payable	\$	526,995	\$	567,285
Split-interest agreements		38,661		114,690
Total	\$	565,656	\$	681,975

Bond issuance costs

Bond issuance costs are amortized over the life of the bonds. Unamortized bond issuance costs are recorded as a reduction of long-term debt, and amortization is reported with interest expense.

Income taxes

The Foundation has been determined by the Internal Revenue Services (IRS) to be exempt from taxes on income derived from activities related to its exempt purpose under Section 501(c)(3) of the Internal Revenue Code and has been classified as an organization that is not a private foundation. However, the Foundation is subject to unrelated business income tax on certain activities which are unrelated to its exempt purpose. The Foundation has net operating loss carryforwards totaling approximately \$4.0 million, with expirations ranging from 2021 to 2037. A 100% valuation allowance has been recorded against this deferred tax asset because it is uncertain that the loss carryforward represents a future tax benefit.

In accordance with U.S. GAAP, the Foundation recognizes tax liabilities for uncertain tax positions when it is more likely than not that a tax position will not be sustained upon examination and settlement with various taxing authorities. Liabilities for uncertain tax positions are measured based upon the largest amount of benefit that is greater than 50% likely of being realized upon settlement. The guidance on accounting for uncertainty in income taxes also addresses de-recognition, classification, interest and penalties on income taxes, and accounting in interim periods. With few exceptions, the Foundation is no longer subject to income tax examinations by the U.S. federal, state or local tax authorities for years ended December 31, 2016 and prior. Management has evaluated the Foundation's tax positions and has concluded that the Foundation has taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance.

Contributions restricted for capital expenditures

Contributions of cash or other assets subject to donor restrictions that they be used to acquire land, buildings, and equipment are reported as revenues of the net asset with donor restrictions class; the restrictions are considered to be released at the time of acquisition of such long-lived assets.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Advertising costs

The Foundation expenses advertising costs as incurred, except for catalog costs, which are expensed when the catalog is mailed. Total advertising costs were approximately \$1,876,000 and \$1,485,000 for the years ended December 31, 2020 and 2019, respectively.

Shipping and handling costs

The Foundation includes shipping and handling costs in expenses for the museum shops, catalog, and online store. Shipping and handling costs were approximately \$1,012,000 and \$580,000 for the years ended December 31, 2020 and 2019, respectively.

Operations

Operating revenues and expenses include all transactions which increase or decrease net assets except those associated with net investment return, sale of assets and swap contracts.

Donated securities

Donated securities are reported at their fair value as of the date of donation. Sales are reflected on a trade-date basis.

Valuation of long-lived assets

The Foundation reviews the valuation of its long-lived assets for impairment whenever events or circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of the long-lived assets is measured by a comparison of the carrying amount of the assets to future undiscounted net cash flows expected to be generated by the assets. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. No indicators of impairment were identified as of December 31, 2020 and 2019.

Functional expenses

The costs of providing the Foundation's programs and other activities have been summarized on a functional basis in the accompanying statements of activities and change in net assets and the statements of functional expenses. Expenses that can be identified with a specific program or support service are charged directly according to their natural expenditure classifications. Certain costs common to multiple functions have been allocated among the various functions benefited. Administrative expenses include those costs that are not directly identifiable with any specific function, but which provide for the overall support and direction of the Foundation. Accordingly, certain overhead costs have been allocated among program services, administration, and development. Compensation and benefits of certain key employees were allocated based on an estimate of time spent supervising and managing specific departments. Expenses of Buildings and Security departments were allocated based on square footage occupied by departments in program services, administration and development. Fleet departmental expenses were allocated based on a department's percentage of total Foundation vehicles. Information Technology (IT) expenses were allocated based on the percentage of a department's number of computers in use to the total of all computers. Computers inventoried for the IT, Buildings and Security departments were further allocated to non-allocated departments by purpose.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Fair value of financial instruments

The carrying amounts of cash and cash equivalents, accounts receivable, and accounts payable and accrued expenses approximate fair value because of the short maturity of these instruments. Investments are stated at fair value.

Derivative instruments

The Foundation has entered into interest rate swap agreements to mitigate changes in interest rates on their variable rate borrowings. The notional amounts of these agreements are used to measure the interest to be paid or received and do not represent the amount of exposure to loss. The Foundation does not use derivative financial instruments for speculative purposes.

The Foundation accounts for derivatives in accordance with authoritative guidance issued by the FASB ASC 815 - *Derivatives and Hedging*, which requires nonprofit entities to recognize all derivatives as either assets or liabilities in the statements of financial position and measure those instruments at their fair value. The guidance also requires that changes in the derivatives' fair value be recognized in the statements of activities and change in net assets. Management formally documents its derivative transactions, including identifying the hedge instruments and hedged items and its risk management objectives.

The Foundation's interest rate swap liabilities are considered to be derivatives and are recognized as liabilities at fair value in the accompanying statements of financial position as of December 31, 2020 and 2019. Changes in the fair value of the interest rate swap liabilities are recorded as unrealized gains or losses in the accompanying statements of activities and change in net assets. The Foundation recognized unrealized loss of \$1,349,049 and \$1,259,409 on the interest rate swap liabilities for the years ended December 31, 2020 and 2019, respectively.

Concentrations of credit risk

The Foundation's assets that are exposed to credit risk consist primarily of cash and cash equivalents, investments and contributions receivable. Cash and cash equivalents are maintained at financial institutions and, at times, balances may exceed federally insured limits. The Foundation has never experienced any losses related to these balances. Amounts on deposit in excess of federally insured limits at December 31, 2020 and 2019 were approximately \$5.2 million and \$3.8 million, respectively. The Foundation's contributions receivable balances consist primarily of amounts due from individuals and corporations. Historically, the Foundation has not experienced significant losses related to the contributions receivable balances and, therefore, believes that the credit risk related to them is minimal.

The Foundation is exposed to potential risks through its investments in private investment companies. Investment securities are exposed to various risks such as interest rate, 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 investment balances and the amounts reported in the statements of financial position. Such potential risks include, but are not limited to, the following:

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Non-marketable securities

Certain of the private investment companies hold various types of securities that are not readily marketable. Such securities are valued using various methodologies including estimates of fair value as determined by the management of the private investment companies. Such estimates are subject to change with the passage of time and the occurrence of events and such changes could be material.

Broker dealer risk

Certain private investment companies have clearing agreements with brokerage firms to carry accounts as customers. Such brokers have custody of the private investment companies' securities, and from time to time, cash balances which may be due from these brokers. These securities and/or cash positions serve as collateral for any amounts due to brokers as well as collateral for securities sold short or securities purchased on margin. The private investment companies are subject to credit risk as the brokers may be unable to repay balances due or deliver securities in their custody.

Investments short sales

Certain private investment companies may sell securities that they do not own and, therefore, will be obligated to purchase such securities at a future date. These obligations are recorded on those private investment companies' respective financial statements at the market value of the securities. There is an element of risk that, if the securities increase in value, it will be necessary to purchase the securities at a cost in excess of the obligation reflected in these private investment companies' respective financial statements.

Accounting pronouncements adopted

In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement (Topic 820): Disclosure Framework-Changes to the Disclosure Requirements for Fair Value Measurement*. The update modifies certain disclosure requirements in Topic 820, *Fair Value Measurement*. This ASU was adopted in 2020 and did not have significant impact on the Foundation's financial statements. There was no effect on the change in net assets reported at December 31, 2019 as a result of adopting ASU 2018-13.

In June 2018, the FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958), Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. ASU 2018-08 was issued to standardize how grants and other contracts received and made are classified across the sector, as either an exchange transaction or a contribution. ASU 2018-08 provides guidance to assist in the determination of whether a transaction is a contribution or an exchange transaction. If the transaction is deemed to be a contribution the guidance provides factors to consider with regard to whether the contribution is conditional or unconditional. For contributions received, if determined to be an unconditional contribution, the determination will then need to be made as to whether the contribution is restricted. ASU 2018-08 assists in the determination of the nature of the transaction which will then govern the revenue and expense recognition methodology and timing of the transaction. The effective date of this standard varies based on whether an organization is a resource recipient or a resource provider. As a resource recipient, the Foundation adopted the provisions of ASU 2018-08 on a prospective basis for the year ended December 31, 2019.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

As a resource provider, the standard assists in the determination of the nature of the transaction which will then govern the expense recognition methodology and timing of the transactions. This ASU is effective for transactions in which the entity serves as the resource provider to annual periods beginning after December 15, 2019. The Foundation adopted this remaining provision of ASU as a resource provider effective January 1, 2020. The adoption did not have significant impact to the Foundation's financial statements and there was no effect on the change in net assets reported at December 31, 2019 as a result of adopting this remaining provision of ASU 2018-08.

In March 2019, the FASB issued ASU 2019-03, which modifies the definition of the term collections and requires that a collection-holding entity disclose its policy for the use of proceeds from deaccessioned collection items, or items removed from a collection. If a collection-holding entity has a policy that allows proceeds from deaccessioned collection items to be used for direct care, it should disclose its definition of direct care. This ASU was adopted in 2020 and did not have significant impact on the Foundation's financial statements. There was no effect on the change in net assets reported at December 31, 2019 as a result of adopting ASU 2019-03.

In March 2020, the FASB issued ASU 2020-04, *Reference Rate Reform (Topic 848), Facilitation of the Effects of Reference Rate Reform on Financial Reporting*. The ASU provides optional guidance for a limited period of time to ease the potential burden in accounting for or recognizing the effects of reference rate reform on financial reporting. The ASU applies only to contracts, hedging relationships and other transactions that reference LIBOR or another reference rate expected to be discontinued because of the reference rate reform. The ASU is effective for the Foundation from March 12, 2020 through December 31, 2022. This guidance has been subsequently updated by ASU 2021-01. The adoption did not have significant impact on the Foundation's financial statements. There was no effect on the change in net assets reported at December 31, 2019.

Accounting pronouncements not yet adopted

In February 2016, the FASB issued ASU 2016-02, which supersedes the current lease guidance under *Leases (Topic 840)* and makes several changes, such as requiring an entity to recognize a right-of-use (ROU) asset and corresponding lease obligation on the balance sheet, classified as financing or operating, as appropriate. In an effort to provide relief to entities impacted as a result of the COVID-19 pandemic, the FASB issued ASU 2020-05, which delays the effective date of ASC 842 by one year to include all nonpublic entities that have not yet issued their financial statements. The deferred effective date is for fiscal years beginning after December 15, 2021, and interim periods with fiscal years beginning after December 15, 2022. Management will evaluate the effect that the adoption of this new standard will have on the Foundation's financial statements.

In September 2020, the FASB issued ASU 2020-07, *Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. In an effort to improve transparency in reporting nonprofit gifts-in-kind, the ASU requires not-for-profit organizations to change the financial statement presentation and disclosure of contributed nonfinancial assets. Under the new requirements, gifts-in-kind are to be presented as a separate line item, and include enhanced disclosures about the valuation of those contributions, description of any donor-imposed restrictions, and description of the valuation techniques and inputs used to arrive at a fair value measure. The new standard is to be applied retrospectively, with amendments taking effect for annual reporting periods beginning after June 15, 2021, and interim periods within annual reporting periods beginning after June 15, 2022. Early adoption is permitted. Management will evaluate the effect that the adoption of this new standard will have on the Foundation's financial statements.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

2. Liquidity and Availability

The Foundation receives significant contributions with donor restrictions to be used in accordance with the associated purpose restrictions. It also receives gifts to establish endowments that will exist in perpetuity; the income generated from such endowments is used to fund programs. In addition, the Foundation receives support without donor restrictions; such support has historically represented approximately 10% of annual program funding needs, with the remainder funded by retail operations, admissions fees, and appropriated earnings from gifts with donor restrictions.

The board-designated endowment of \$167,381,180 and \$146,342,837 as of December 31, 2020 and 2019 is subject to an annual spending rate of 5% as described in Note 13. Although the Foundation does not intend to spend from this board-designated endowment (other than amounts appropriated for general expenditure as part of the Board's annual budget approval and appropriation), these amounts could be made available if necessary. Occasionally, the Board designates a portion of any operating surplus to its operating reserve, which was \$5,218,240 and \$4,218,675 as of December 31, 2020 and 2019.

The Foundation considers investment income without donor restrictions, appropriated earnings from donor-restricted and board-designated endowments, contributions without donor restrictions and contributions with donor restrictions for use in current programs which are ongoing, major, and central to its annual operations to be available to meet cash needs for general expenditures. General expenditures include administrative and general expenses, development expenses and grant commitments expected to be paid in the subsequent year. Annual operations are defined as activities occurring during the Foundation's fiscal year.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

<i>December 31,</i>	2020	2019
Financial assets at year-end:		
Cash and cash equivalents	\$ 5,489,551	\$ 4,106,895
Accounts receivable	361,860	134,053
Contributions receivable, net	1,492,056	2,396,589
Investments and investment receivable	300,635,783	264,000,498
Total financial assets	307,979,250	270,638,035
Less amounts not available to be used within one year:		
Contributions receivable for restricted gifts and contributions receivable due after one year, net	(1,386,655)	(2,324,989)
Investments held in 457(b) accounts	(222,641)	(188,055)
Less donor-imposed restrictions:		
Restricted funds	(28,274,306)	(24,887,166)
Endowments	(103,783,090)	(90,876,044)
Less board designations:		
Board-designated endowments	(167,381,180)	(146,342,837)
Board-designated reserve funds	(5,218,240)	(4,218,675)
Total financial assets available to meet cash needs for general expenditures within one year	\$ 1,713,138	\$ 1,800,269

3. Accounts Receivable

Accounts receivable consist of the following at December 31:

	2020	2019
Grants receivable	\$ 212,904	\$ 89,364
Admissions receivable	13,478	3,362
Events receivable	2,913	4,747
Other receivables	132,565	36,580
Total accounts receivable	\$ 361,860	\$ 134,053

Management believes all amounts will be collected; therefore, no allowance for uncollectible accounts has been recorded.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

4. Contributions Receivable

Unconditional promises to give are recorded as receivables in the year promised and are recognized as without donor restrictions or with donor restrictions, as appropriate.

The Foundation has presented its unconditional promises to give at net realizable value, which has been estimated by discounting expected future cash flows from promises to give using discount rates of 3.25% and 4.75% at December 31, 2020 and 2019, respectively. At December 31, 2020 and 2019 contributions receivable are expected to be received as follows:

	2020	2019
Less than one year	\$ 3,272,044	\$ 3,643,303
One to five years	1,077,773	1,613,301
More than five years	4,886	145,352
	<u>4,354,703</u>	<u>5,401,956</u>
Less allowance for uncollectible contributions	(2,764,066)	(2,791,566)
Less discount to present value	(98,581)	(213,801)
	<u>\$ 1,492,056</u>	<u>\$ 2,396,589</u>
Contributions receivable, current portion	\$ 518,978	\$ 901,737
Contributions receivable, net of current portion	973,078	1,494,852
	<u>\$ 1,492,056</u>	<u>\$ 2,396,589</u>

The ownership of net contributions receivable for each class of net assets at December 31:

	2020	2019
Without donor restrictions	\$ 25,000	\$ 11,500
With donor restrictions	1,467,056	2,385,089
	<u>\$ 1,492,056</u>	<u>\$ 2,396,589</u>

The Foundation has received other promises to give which are conditional upon the incurrence of certain expenses, the matching of gift amounts, or other conditions. Conditional promises are not recorded as receivables until conditions have been met. Conditional pledges totaled \$0 and \$250,000 for the years ended December 31, 2020 and 2019, respectively.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

5. Net Investment Returns

Net investment returns are reconciled to the accompanying statement of activities and change in net assets for the year ended at December 31, 2020 as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Interest and dividends (net of management fees of \$1,191,709)	\$ (273,018)	\$ (322,785)	\$ (595,803)
Realized gain	26,069,281	19,017,471	45,086,752
Unrealized gain	4,108	214,378	218,486
Total investment return, net	\$ 25,800,371	\$ 18,909,064	\$ 44,709,435

Net investment returns are reconciled to the accompanying statement of activities and change in net assets for the year ended December 31, 2019 as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Interest and dividends (net of management fees of \$460,674)	\$ (15,522)	\$ 132,049	\$ 116,527
Realized gain	27,310,555	20,009,271	47,319,826
Unrealized gain	4,573,544	3,158,856	7,732,400
Total investment return, net	\$ 31,868,577	\$ 23,300,176	\$ 55,168,753

6. Property and Equipment

Property and equipment (exclusive of historic properties and collections) consists of the following:

<i>December 31,</i>	2020	2019
Facilities and improvements	\$ 69,386,514	\$ 69,984,014
Land	14,158,145	14,158,145
Land improvements	11,824,073	11,633,445
Equipment	8,823,538	8,710,938
Construction-in-progress	7,574	-
Computer software	2,097,141	2,097,141
Furniture and fixtures	1,325,691	1,325,691
Vehicles	963,857	940,320
Leasehold improvements	821,267	173,406
Total property and equipment	109,407,800	109,023,100
Less: accumulated depreciation	(42,554,399)	(38,937,006)
Property and equipment, net	\$ 66,853,401	\$ 70,086,094

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Depreciation and amortization expense on property and equipment totaled \$3,712,374 and \$3,678,501 for the years ended December 31, 2020 and 2019, respectively.

7. Paycheck Protection Program (PPP) Loan Payable

On April 28, 2020, the Foundation was granted a loan in the amount of \$2,837,365 under the Paycheck Protection Program (“PPP”). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act (“CARES Act”), provides loans to qualifying businesses for eligible purposes including payroll costs, group health care benefits, mortgage payments, rent, utilities, and interest on other debt obligations.

Under the terms of the PPP, all or a portion of the loan amount may be forgiven if used for qualifying expenses. In order to gain forgiveness, organizations must submit a loan forgiveness application to the borrower for review and approval. The Foundation is currently applying for forgiveness and expects the full amount of the PPP loan to be forgiven.

8. Line-of-Credit

The Foundation has a \$1.5 million bank line-of-credit with SunTrust Bank (“SunTrust”). Interest on the line-of-credit is based on the greater of one-month LIBOR plus 1.5% per annum or 2.25% (2.25% and 3.20% as of December 31, 2020 and 2019, respectively). The line-of-credit is secured by certain investments of the Foundation and is subject to certain covenants, as defined in the agreement. There was no outstanding balance on the line at December 31, 2020 and 2019. The line-of-credit agreement expires on December 14, 2022.

9. Long-Term Debt

The Foundation has issued \$30 million in tax exempt revenue bonds through the Industrial Development Authority of Albemarle County, Virginia to finance the construction of the Foundation’s visitor center. The bond was purchased by SunTrust in December 2011. Interest is due monthly at 75% of one-month LIBOR plus 0.85% (0.92% and 2.33% as of December 31, 2020 and 2019, respectively). The bonds mature in 2037; however, the bondholder may exercise an option to put the bonds to the Foundation beginning December 2018 and every seven years thereafter. In October 2017, the Foundation signed an agreement with SunTrust to elect not to tender the Bond for purchase on the tender date of December 1, 2018, and that the next tender date will be December 1, 2025.

The Foundation’s bonds are not subject to any loan covenants other than submitting audited financial statements on an annual basis.

Long-term debt consists of the following at December 31:

	2020	2019
Series 2011 bonds, balloon maturity in 2037	\$ 29,746,000	\$ 29,746,000
Less: unamortized bond discount	(47,850)	(50,750)
Less: unamortized cost of issuance	(53,700)	(56,955)
Total long-term debt, net of discount and issuance costs	\$ 29,644,450	\$ 29,638,295

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Interest expense, including amortization of bond issuance costs, annuity interest, letter of credit fees, and net swap interest expense was \$1,155,958 and \$1,295,157 for the years ended December 31, 2020 and 2019, respectively. No interest was capitalized in the years ended December 31, 2020 and 2019.

10. Interest Rate Swap Agreements

The Foundation has executed swap agreements which effectively fix the interest rate on its outstanding bonds. Under these agreements, the Foundation pays a fixed rate to a counterparty, and in return, the counterparty pays the applicable variable rate. The Foundation's swap agreements consist of the following:

Effective Date	Notional Amount	Floating Rate	Termination Date	Rates [†]	Fair Value Asset (Liability) December 31, 2020	Fair Value Asset (Liability) December 31, 2019
January 1, 2008	\$ 10 million	67% USD LIBOR-BBA	January 1, 2028	3.3425%	\$ (2,051,767)	\$ (1,651,418)
April 1, 2009	\$ 5 million	67% USD LIBOR-BBA	April 1, 2029	2.8000%	(953,278)	(700,936)
April 6, 2009	\$ 5 million	67% USD LIBOR-BBA	April 1, 2029	2.2500%	(731,115)	(466,494)
February 1, 2018	\$ 9.7 million	75% USD LIBOR-BBA	November 1, 2032	2.4525%	(1,008,277)	(576,540)
Net swap agreement liability					\$ (4,744,437)	\$ (3,395,388)

[†] Rates do not include the credit spread

Net swap interest expense was \$714,089 and \$362,171 for the years ended December 31, 2020 and 2019, respectively, not including the change in fair value of the swap contracts.

11. Employee Benefit Plans

401(k) plan

The Foundation maintains a 401(k) plan which covers substantially all employees. Employees are eligible to participate on the first open enrollment date following one year of employment. The 401(k) plan allows employees to voluntarily defer the maximum amount of compensation allowed by law and provides an employer matching contribution ranging from 3% to 6% of compensation.

Contributions by the Foundation to the 401(k) plan were approximately \$580,343 and \$583,698 for the years ended December 31, 2020 and 2019, respectively.

457(b) plan

On January 1, 2013, the Foundation introduced a nonqualified deferred compensation plan (457(b)) for certain employees. The 457(b) plan enables participants to defer a portion of their compensation. Total contributions to the 457(b) plan were \$39,000 and \$19,000 for the years ended December 31, 2020 and 2019, respectively.

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Notes to the Financial Statements

12. Net Assets with Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes or periods.

<i>December 31,</i>	2020	2019
Subject to expenditures for specified purpose:		
Education programs	\$ 16,734,261	\$ 15,508,148
Curatorial and restoration programs	4,904,114	2,821,410
Robert H. Smith International Center for Jefferson Studies	6,635,931	6,557,698
Promises to give, the proceeds from which have been restricted by donors:		
Education Programs	168,571	229,652
Curatorial and restoration programs	17,409	119,713
Robert H. Smith International Center for Jefferson Studies	76,151	33,529
	28,536,437	25,270,150
Subject to passage of time:		
Assets held under split-interest agreements	75,086	170,947
Promises to give that are not restricted by donors, but which are unavailable for expenditure until due	208,455	243,895
	283,541	414,842
Endowments:		
Subject to the Foundation's endowment spending policy and appropriation:		
Education programs	26,812,831	23,523,855
Curatorial and restoration programs	22,856,906	20,191,746
Robert H. Smith International Center for Jefferson Studies	48,825,085	43,248,628
General use	6,497,640	5,759,479
	104,992,462	92,723,708
Not subject to the Foundation's endowment spending policy and appropriation:		
Beneficial interest in life insurance policy	111,069	106,782
	105,103,531	92,830,490
Total endowments (see Note 14)	105,103,531	92,830,490
Total net assets with donor restrictions	\$ 133,923,509	\$ 118,515,482

Thomas Jefferson Foundation, Inc.

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Assets were released from donor restrictions by the Foundation incurring expenses satisfying the restricted purposes, by the occurrence of other events specified by donors, or from the passage of time as follows:

<i>Years Ended December 31,</i>	2020	2019
Expiration of time restrictions	\$ -	\$ 600,000
Satisfaction of purpose restrictions:		
Education programs	1,045,528	574,060
Curatorial and restoration programs	272,774	382,443
Robert H. Smith International Center for Jefferson Studies	1,518,846	1,722,099
Mountaintop Project	-	90,330
Total satisfaction of purpose restrictions	2,837,148	2,768,932
Restricted-purpose spending rate distributions and appropriations:		
Education programs	869,547	927,529
Curatorial and restoration programs	561,175	606,419
Robert H. Smith International Center for Jefferson Studies	1,272,778	1,268,501
General use	257,356	240,122
Total restricted-purpose spending rate distributions and appropriations	2,960,856	3,042,571
Total net assets released from donor restrictions	\$ 5,798,004	\$ 6,411,503

13. Endowment Funds and UPMIFA

The Foundation holds institutional funds, principally endowment funds, subject to the Uniform Prudent Management of Institutional Funds Act (UPMIFA) of Virginia. "Endowment" is a commonly used term to refer to the resources that have been restricted by the donor or designated by the Board that are invested to provide future revenue to support the Foundation's activities.

The Foundation's endowment consists of approximately 50 individual funds established for a variety of purposes and includes investments pooled for endowment as well as certain contributions receivable which are permanently restricted to endowment. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Trustees to function as endowments. 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.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Interpretation of Relevant Law

The Board of Trustees of the Foundation has interpreted UPMIFA as requiring the preservation of the original dollar amount of the gift of donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as amounts required to be maintained in perpetuity (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) any 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 amounts required to be held in perpetuity is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

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

Return Objectives and Risk Parameters

The Foundation's Board of Trustees has adopted investment and spending policies for endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified period as well as board-designated funds. The objective of the investment policy is to support the growing operations of the Foundation and to preserve the purchasing power of the endowment's principal by attaining an average annual real return of at least 5% over the long term (running five-year periods) while maintaining an investment risk profile of a portfolio invested 75% in equities and 25% in bonds.

Strategies Employed for Achieving Objectives

To achieve its long-term investment objective, the Foundation 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 Foundation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objective within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation has a policy of appropriating 5% of the three year trailing average of market values of the endowment funds as of the preceding June 30. In establishing its spending policy, the Foundation considered its investment policy objective of attaining an average annual real return of 5.0%. Accordingly, over the long term, the spending policy will maintain the purchasing power of the endowment.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

The Foundation's endowment funds consist of the following as of December 31, 2020:

	Without donor restrictions	With donor restrictions	Total
Board-designated endowment funds	\$ 167,381,180	\$ -	\$ 167,381,180
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor	-	52,392,150	52,392,150
Accumulated investment gains	-	52,711,381	52,711,381
	\$ 167,381,180	\$ 105,103,531	\$ 272,484,711

The Foundation's endowment funds consist of the following as of December 31, 2019:

	Without donor restrictions	With donor restrictions	Total
Board-designated endowment funds	\$ 146,342,837	\$ -	\$ 146,342,837
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor	-	52,035,101	52,035,101
Accumulated investment gains	-	40,795,389	40,795,389
	\$ 146,342,837	\$ 92,830,490	\$ 239,173,327

From time to time, certain donor-restricted endowment funds may have fair values less than the amount required to be maintained by donors or by law (underwater endowments). We have interpreted UPMIFA to permit spending from underwater endowments in accordance with prudent measures required under law. As of December 31, 2020 and 2019, there were no deficiencies reported in net assets with donor restrictions.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Changes in endowment composition by net asset classification are as follows:

	Without donor restrictions	With donor restrictions	Total
Endowment net assets, December 31, 2018	\$ 118,044,017	\$ 74,824,400	\$ 192,868,417
Investment returns, net	32,069,733	19,630,896	51,700,629
Contributions	600,000	1,929,705	2,529,705
Appropriation of endowment assets pursuant to spending-rate policy	(4,370,913)	(3,554,511)	(7,925,424)
Endowment net assets, December 31, 2019	\$ 146,342,837	\$ 92,830,490	\$ 239,173,327
Investment returns, net	25,633,257	15,813,048	41,446,305
Contributions	-	357,049	357,049
Appropriation of endowment assets pursuant to spending-rate policy	(4,594,914)	(3,897,056)	(8,491,970)
Endowment net assets, December 31, 2020	\$ 167,381,180	\$ 105,103,531	\$ 272,484,711

14. Commitments and Contingencies

Lease commitments

The Foundation leases office equipment and space under the terms of non-cancelable operating leases that expire at various dates through September 2024. The Foundation is also responsible for certain operating expenses.

In 1998, the Foundation entered into a 35-year property lease with the University of Virginia Foundation for Kenwood, a 78-acre estate on land once owned by Thomas Jefferson. The minimum lease payment is \$1 per year. The lease has a renewal option to extend the term of the lease for an additional term of five years on or before every anniversary date that is a multiple of five, provided that the maximum lease term, including renewals shall not exceed an aggregate term of 99 years. The Kenwood lease has been extended and is scheduled to expire on December 30, 2048.

In 2006, the Foundation entered into a 10-year property lease with University of Virginia Foundation on which the Foundation built a parking lot for the Saunders-Monticello Trail. The minimum lease payment is \$1 per year. The Foundation paid the entire balance of \$10 in November 2009. This lease expired on August 14, 2016. The Foundation is currently working with University of Virginia Foundation to formalize a new agreement.

In 2007, the Foundation entered into a 5-year property lease with Virginia Land Holdings, LLC for approximately 22,000 square feet of warehouse space in Ivy, Virginia for retail operations. In 2017, the Foundation renewed the lease for 3 years for approximately 28,600 square feet, effective July 1, 2017 and ending on June 30, 2020. In 2020, this lease was renewed for another 2 years, effective July 1, 2020 and ending on June 30, 2022.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

The following is a schedule by year of the future minimum lease payments required under these leases which have initial or remaining terms in excess of one year as of:

<i>Years ending December 31,</i>	Minimum Annual Lease Payments
2021	\$ 214,399
2022	104,745
2023	1,302
2024	977
	<hr/>
	\$ 321,423

Total gross rental and lease expense was approximately \$235,000 and \$233,000 for the years ended December 31, 2020 and 2019, respectively. Lease revenue was approximately \$13,000 and \$11,000 for the years ended December 31, 2020 and 2019.

Other commitments

The Foundation has an agreement with Princeton University whereby Princeton assigned full responsibility to the Foundation for editing the chronological-series volumes of The Papers of Thomas Jefferson embracing the period from Jefferson's retirement from the Presidency in March 1809 until his death in 1826 (the retirement series). In assuming full responsibility for the retirement series, the Foundation also assumed full financial responsibility for the editorial preparation, which is estimated to require 23 volumes with one volume being produced annually at an estimated total cost of \$22 million over 23 years. The Foundation has completed sixteen volumes and fifteen volumes as of December 31, 2020 and 2019, respectively.

15. Investments and Fair Value Measurements

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability between market participants in an orderly transaction on the measurement date. The market in which the reporting entity would sell the asset or transfer the liability with the greatest volume and level of activity for the asset or liability is known as the principal market. When no principal market exists, the most advantageous market is used. This is the market in which the reporting entity would sell the asset or transfer the liability with the price that maximizes the amount that would be received or minimizes the amount that would be paid. Fair value is based on assumptions market participants would make in pricing the asset or liability. Generally, fair value is based on observable quoted market prices or derived from observable market data when such market prices or data are available. When such prices or inputs are not available, the reporting entity should use valuation models.

The Foundation reports certain investments using the net asset value per share as determined by investment managers under the so called "practical expedient". The practical expedient allows net asset value per share to represent fair value for reporting purposes when the criteria for using this method are met.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

FASB ASC 820, *Fair Value Measurement* (ASC 820) defines fair value, requires disclosures about fair value measurements, and establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value and maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring the use of observable inputs when available. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy under ASC 820 are described as follows:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Foundation has the ability to access.

Level 2 - Inputs to the valuation methodology include

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means; and
- If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

In general, and where applicable, the Foundation uses quoted prices in active markets for identical assets to determine fair value. For purposes of reporting assets in the fair value hierarchy, the Foundation considers the following investments to be Level 1 assets given that the unadjusted quoted prices are available in active markets that are accessible at the measurement date for identical unrestricted assets: cash and cash equivalents, equities, and mutual funds. If quoted prices in active markets for identical assets are not available to determine fair value, then the Foundation uses quoted prices for similar assets or inputs other than the quoted prices that are observable either directly or indirectly. These investments are included in Level 2.

The balance of the Foundation's investments includes investment in hedge funds and private equity funds. These funds are held as units or interest in institutional funds or limited partnerships, which are stated at net asset value (NAV) or its equivalent. The Foundation uses the NAV as a practical expedient to estimate the fair value, unless it is probable that all or a portion of the investment will be sold for an amount different than NAV.

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Notes to the Financial Statements

Fair value on a recurring basis

The table that follows summarizes the Foundation's financial assets and liabilities that are measured at fair value on a recurring basis within the fair value hierarchy at December 31, 2020.

<i>Description</i>	Assets Measured at Fair Value	Fair Value Hierarchy Level			NAV
		Level 1	Level 2	Level 3	
Equities					
Energy	\$ 58,008	\$ 58,008	\$ -	\$ -	-
Total equities	58,008	58,008	-	-	-
Mutual funds					
Equity	11,898,446	11,898,446	-	-	-
Fixed income	15,160,816	15,160,816	-	-	-
Total mutual funds	27,059,262	27,059,262	-	-	-
Cash and cash equivalents	1,838,890	1,838,890	-	-	-
Total investments at fair value	28,956,160	28,956,160	-	-	-
Investments measured at net asset value*:					
Global equities	155,060,606	-	-	-	155,060,606
Global fixed income	9,434,753	-	-	-	9,434,753
Absolute return	69,931,520	-	-	-	69,931,520
Real assets	7,042,316	-	-	-	7,042,316
Private capital	11,660,128	-	-	-	11,660,128
Total investments measured at net asset value	253,129,323	-	-	-	253,129,323
Total investments	\$ 282,085,483	\$ 28,956,160	\$ -	\$ -	\$ 253,129,323

* Certain investments that are measured at fair value using net asset value per share (or its equivalent) practical expedient have not been categorized in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the accompanying statements of financial position.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

The table that follows summarizes the Foundation's financial assets and liabilities that are measured at fair value on a recurring basis within the fair value hierarchy at December 31, 2019.

<i>Description</i>	Assets Measured at Fair Value	Fair Value Hierarchy Level			NAV
		Level 1	Level 2	Level 3	
Equities					
Energy	\$ 6,179	\$ 6,179	\$ -	\$ -	-
Total equities	6,179	6,179	-	-	-
Mutual funds					
Equity	9,535,421	9,535,421	-	-	-
Fixed income	2,007,013	2,007,013	-	-	-
Total mutual funds	11,542,434	11,542,434	-	-	-
Cash and cash equivalents	28,577,483	28,577,483	-	-	-
Total investments at fair value	40,126,096	40,126,096	-	-	-
Investments measured at net asset value*:					
Global equities	66,927,753	-	-	-	66,927,753
Global fixed income	2,006,076	-	-	-	2,006,076
Absolute return	110,722,370	-	-	-	110,722,370
Real assets	2,013,439	-	-	-	2,013,439
Private capital	7,973,829	-	-	-	7,973,829
Total investments measured at net asset value	189,643,467	-	-	-	189,643,467
Total investments	\$ 229,769,563	\$ 40,126,096	\$ -	\$ -	189,643,467

* Certain investments that are measured at fair value using net asset value per share (or its equivalent) practical expedient have not been categorized in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the accompanying statements of financial position.

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

Changes in fair value levels

To assess the appropriate classification of investments within the fair value hierarchy, the availability of market data is monitored. Changes in economic conditions or valuation techniques may require the transfer of investments from one fair value level to another. The Foundation's management evaluates the significance of transfers between levels based upon the nature of the investment.

The major categories of the Foundation's investments that are valued at net asset value, including general information related to each category, are as follows at December 31, 2020:

	Fair Value	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Global equities (a)	\$ 155,060,606	\$ -	Twice monthly, monthly, Quarterly, Annually, and Rolling Lock-Up	30 - 120 days
Global fixed income (b)	9,434,753	-	Daily, twice monthly	5 - 10 days
Absolute return (c)	69,931,520	-	Quarterly, Annually, and Rolling Lock-Up	30 - 90 days
Real assets (d)	7,042,316	14,052,766	Monthly	30 days
Private capital (e)	11,660,128	24,184,890	Illiquid	N/A
	\$ 253,129,323	\$ 38,237,656		

The major categories of the Foundation's investments that are valued at net asset value, including general information related to each category, are as follows at December 31, 2019:

	Fair Value	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Global equities (a)	\$ 66,927,753	\$ -	Quarterly, Annually, and Rolling Lock-Up	30 - 120 days
Global fixed income (b)	2,006,076	-	Daily	2 days
Absolute return (c)	110,722,370	-	Quarterly, Annually, and Rolling Lock-Up	30 - 90 days
Real assets (d)	2,013,439	14,151,580	Monthly	5 days
Private capital (e)	7,973,829	20,398,786	Illiquid	N/A
	\$ 189,643,467	\$ 34,550,366		

Thomas Jefferson Foundation, Inc.

Notes to the Financial Statements

- (a) Global equities describe an asset mix of international, domestic, emerging markets, and global equity investments. The fair value of investments in this category has been estimated using the net asset value per share (or equivalent) practical expedient. Approximately 82% of the value of these investments is available for redemption on December 31, 2020 or in the near term and at the end of each calendar quarter thereafter.
- (b) Global fixed income describes an asset mix of domestic and global fixed income investments that range from high yield to sovereign bonds. The fair value of investments in this category has been estimated using the net asset value per share (or equivalent) practical expedient. 100% of the value of these investments is available for redemption on December 31, 2020 or in the near term thereafter.
- (c) Absolute return funds invest in a mix of differentiated hedge funds including equity hedge, fixed income, multi-strategy, and event-driven strategies. The fair value of investments in this category has been estimated using the net asset value per share (or equivalent) practical expedient. Approximately 57% of the value of these investments are available for redemption on December 31, 2020 or in the near term and at the end of each calendar quarter thereafter.
- (d) Real assets funds consist of public and private investments in real estate, infrastructure, commodities, and inflation hedge investments. The fair value of investments in this category has been estimated using the net asset value per share (or equivalent) practical expedient. The fair value of investments in public real assets are liquid and may be redeemed monthly after a one year soft lock-up. Investments in private real assets can never be redeemed with the fund.
- (e) Private capital funds consist of limited partnerships that are organized to make either direct or indirect investments in companies. Strategies include buyout, venture capital, and growth investments. The fair value of investments in this category has been estimated using the net asset value per share (or equivalent) practical expedient. Investments can never be redeemed with the fund. The nature of investments results in distributions through liquidation of underlying assets which are received over 5 to 8 years.

Fair Value on a recurring basis - liabilities

Financial liabilities measured at fair value on a recurring basis are summarized below:

<i>Description</i>	As of December 31, 2020			
	Liabilities Measured At Fair Value	Fair Value Hierarchy Level		
		Level 1	Level 2	Level 3
Interest rate swap liabilities	\$ 4,744,437	-	\$ 4,744,437	-

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Notes to the Financial Statements

Description	As of December 31, 2019			
	Liabilities Measured At Fair Value	Fair Value Hierarchy Level		
		Level 1	Level 2	Level 3
Interest rate swap liabilities	\$ 3,395,388	\$ -	\$ 3,395,388	\$ -

Fair Value on a nonrecurring basis

The fair value of the Foundation's cash and cash equivalents, accounts receivable, accounts payable and accrued expenses approximate their carrying amounts due to the short maturity of these instruments.

The fair value of the Foundation's contributions receivables and annuity and split-interest liability is estimated using a discounted cash flow analysis based on the current U.S. Treasury rate for the applicable term.

The fair value of the Foundation's long-term debt is estimated using a discounted cash flow analysis based on the current rates to the Foundation for a long-term debt of the same remaining maturities with similar collateral requirements and credit quality. The fair value is the estimated amount at which an instrument could be exchanged in a current transaction between willing parties, other than in a forced or liquidation sale.

The following table presents the carrying values and the fair values of other significant financial assets and liabilities that qualify as financial instruments, determined in accordance with the authoritative guidance for fair value disclosures of financial instruments, at December 31:

	Level in Fair Value Hierarchy	2020	
		Carrying Amount	Fair Value
Contributions receivable, net	2	\$ 1,492,056	\$ 1,590,637
Long-term debt	2	\$ 29,644,450	\$ 29,692,300
Annuity and split-interest liabilities	2	\$ 565,656	\$ 745,880

	Level in Fair Value Hierarchy	2019	
		Carrying Amount	Fair Value
Contributions receivable, net	2	\$ 2,396,589	\$ 2,610,390
Long-term debt	2	\$ 29,638,295	\$ 29,689,045
Annuity and split-interest liabilities	2	\$ 681,975	\$ 928,295

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16. Concentrations

Pledges from two donors represented approximately 61% of net contributions receivable at December 31, 2020. Pledges from two donors represented approximately 26% of net contributions receivable at December 31, 2019.

17. Risks and Uncertainties

COVID-19

On January 30, 2020, the World Health Organization (“WHO”) announced a global health emergency because of a new strain of coronavirus originating in Wuhan, China (the “COVID-19 outbreak”) and the risks to the international community as the virus spreads globally beyond its point of origin. In March 2020, the WHO classified the COVID-19 outbreak as a pandemic, based on the rapid increase in exposure globally.

In response to the COVID-19 pandemic and its related economic impact, the Foundation continues to carefully assess its operating and financial health. This includes review of its financial position, its operating reserves, assessing the crisis’ potential impact on future revenue (especially revenue without donor restrictions which supports the Foundation’s day-to-day operations), assessing budgeted operating expenses and cost containment measures that could be instituted if needed, and the Foundation’s access to other sources of funding in emergency circumstances including its board designated fund, line-of-credit and various federal economic relief packages enacted by Congress. The Foundation’s Investment Committee continues to meet periodically to monitor portfolio performance, assets allocations, and explore alternative investment opportunities such as investment in private equity.

While there has been progress in developing and distributing a COVID-19 vaccine, there continues to be uncertainty around the breadth and duration of the business disruption, as well as its impact on the global economy. Nonetheless, the Foundation will continue to monitor the financial and business implications of the pandemic on its operations and will implement new strategies as appropriate. See Note 2 for information regarding the Foundation’s liquidity and availability of resources.

CARES Act

On March 27, 2020, former President Trump signed into law the CARES Act. The CARES Act, among other things, includes provisions relating to refundable payroll tax credits, deferment of employer side social security payments, net operating loss carryback periods, alternative minimum tax credit refunds, modifications to the net interest deduction limitations, increased limitations on qualified charitable contributions, and technical corrections to tax depreciation methods for qualified improvement property. It also appropriated funds for the Small Business Administration (“SBA”) PPP loans that are forgivable in certain situations to promote continued employment, as well as Economic Injury Disaster Loans to provide liquidity to small businesses harmed by COVID-19.

The Foundation’s management has evaluated the relief provisions of the CARES Act and applied for, and received, funds under PPP during the year ended December 31, 2020. See Note 7 for information regarding the PPP loan. In addition, the Foundation adopted the deferral of employer share of social security tax payments effective May 2020. The deferred amount of the employer share of social security taxes was \$438,910 as of December 31, 2020 and has been included in the accrued expenses

Thomas Jefferson Foundation, Inc.

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on the statements of financial position. Once the Foundation's PPP loan has been forgiven, the Foundation will be required to pay the deferred amounts. Management continues to assess any future aid packages to determine its impact on the Foundation.

On December 27, 2020, former President Trump signed the Consolidated Appropriations Act, 2021 ("the Act"), which includes \$900 billion in stimulus relief as a result of the COVID-19 pandemic. Management is currently evaluating the impact of the Act on the Foundation.

18. Subsequent Events

Management has evaluated subsequent events through May 17, 2021 the date the financial statements were available to be issued. There were no events noted that required adjustment to or disclosure in the financial statements other than the following event.

On March 11, 2021, President Biden signed the American Rescue Plan Act ("the 2021 Act") which includes \$1.9 trillion in funding for critical resources to respond to the public health and economic crisis as a result of the COVID-19 pandemic. The Foundation is currently evaluating the impact of the 2021 Act on the Foundation.