

# **Houston Ballet Foundation and Houston Ballet Guild, Inc.**

**Combined Financial Statements  
Years Ended June 30, 2025 and 2024**

The report accompanying these financial statements was issued by BDO USA, P.C., a Virginia professional corporation, and the U.S. member of BDO International Limited, a UK company limited by guarantee.



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**Combined Financial Statements**  
Years Ended June 30, 2025 and 2024

# **Houston Ballet Foundation and Houston Ballet Guild, Inc.**

## **Contents**

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<b>Independent Auditor's Report</b>	<b>3-4</b>
<b>Combined Financial Statements</b>	
Combined Statements of Financial Position as of June 30, 2025 and 2024	6-7
Combined Statements of Activities and Change in Net Assets for the Years Ended June 30, 2025 and 2024	8-9
Combined Statements of Functional Expenses for the Years Ended June 30, 2025 and 2024	10-11
Combined Statements of Cash Flows for the Years Ended June 30, 2025 and 2024	12-13
<b>Notes to Combined Financial Statements</b>	<b>14-31</b>

## Independent Auditor's Report

The Board of Trustees  
Houston Ballet Foundation and Houston Ballet Guild, Inc.  
Houston, Texas

### *Opinion*

We have audited the combined financial statements of the Houston Ballet Foundation and its affiliate, Houston Ballet Guild, Inc. (collectively, the Foundation), which comprise the combined statements of financial position as of June 30, 2025 and June 30, 2024, and the related combined statements of activities and change in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the combined financial statements.

In our opinion, the accompanying combined financial statements present fairly, in all material respects, the financial position of the Foundation as of June 30, 2025 and June 30, 2024, and the change 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 combined 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 combined financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the combined 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 combined financial statements are available to be issued.



### ***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the combined 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 combined 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 combined 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 combined 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 combined 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, P.C.*

December 11, 2025

## **Combined Financial Statements**

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# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Financial Position

June 30, 2025

	Operating Fund	Endowment Fund	Plant Fund	Total
<b>Assets</b>				
<b>Current Assets</b>				
Cash and cash equivalents	\$ 6,542,159	\$ 4,580,227	\$ 503,124	\$ 11,625,510
Pledges receivable, current	121,960	510,000	-	631,960
Other receivables	49,818	-	-	49,818
Prepaid and deferred production expenses	1,569,060	-	-	1,569,060
Inventories	543,428	-	-	543,428
<b>Total Current Assets</b>	<b>8,826,425</b>	<b>5,090,227</b>	<b>503,124</b>	<b>14,419,776</b>
<b>Pledges Receivable, net of current</b>	<b>1,286,807</b>	<b>5,478,333</b>	<b>-</b>	<b>6,765,140</b>
<b>Right-of-Use Asset</b>	<b>259,183</b>	<b>-</b>	<b>-</b>	<b>259,183</b>
<b>Investments</b>	<b>1,003,444</b>	<b>115,713,520</b>	<b>8,695,379</b>	<b>125,412,343</b>
<b>Fixed Assets, Net</b>	<b>1,071,648</b>	<b>-</b>	<b>37,063,584</b>	<b>38,135,232</b>
<b>Total Assets</b>	<b>\$ 12,447,507</b>	<b>\$ 126,282,080</b>	<b>\$ 46,262,087</b>	<b>\$ 184,991,674</b>
<b>Liabilities and Net Assets</b>				
<b>Current Liabilities</b>				
Accounts payable and accrued liabilities	\$ 2,622,748	\$ 11,426	\$ -	\$ 2,634,174
Lease liability	282,910	-	-	282,910
Deferred revenue	4,968,032	-	-	4,968,032
<b>Total Current Liabilities</b>	<b>7,873,690</b>	<b>11,426</b>	<b>-</b>	<b>7,885,116</b>
<b>Total Liabilities</b>	<b>7,873,690</b>	<b>11,426</b>	<b>-</b>	<b>7,885,116</b>
<b>Commitments and Contingencies</b>				
(Notes 12)				
<b>Net Assets</b>				
Without donor restrictions	910,646	77,699,956	46,262,087	124,872,689
With donor restrictions	3,663,171	48,570,698	-	52,233,869
<b>Total Net Assets</b>	<b>4,573,817</b>	<b>126,270,654</b>	<b>46,262,087</b>	<b>177,106,558</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 12,447,507</b>	<b>\$ 126,282,080</b>	<b>\$ 46,262,087</b>	<b>\$ 184,991,674</b>

*See accompanying notes to combined financial statements.*

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Financial Position

June 30, 2024

	Operating Fund	Endowment Fund	Plant Fund	Total
<b>Assets</b>				
<b>Current Assets</b>				
Cash and cash equivalents	\$ 9,960,334	\$ 3,282,166	\$ 16,089	\$ 13,258,589
Pledges receivable, current	112,526	510,000	-	622,526
Other receivables	61,203	-	-	61,203
Prepaid and deferred production expenses	885,383	-	-	885,383
Inventories	663,123	-	-	663,123
<b>Total Current Assets</b>	<b>11,682,569</b>	<b>3,792,166</b>	<b>16,089</b>	<b>15,490,824</b>
<b>Pledges Receivable, net of current</b>	<b>1,077,178</b>	<b>5,987,139</b>	<b>-</b>	<b>7,064,317</b>
<b>Right-of-Use Asset</b>	<b>512,015</b>	<b>-</b>	<b>-</b>	<b>512,015</b>
<b>Investments</b>	<b>1,024,468</b>	<b>107,288,138</b>	<b>11,584,138</b>	<b>119,896,744</b>
<b>Fixed Assets, Net</b>	<b>-</b>	<b>-</b>	<b>38,553,729</b>	<b>38,553,729</b>
<b>Total Assets</b>	<b>\$ 14,296,230</b>	<b>\$ 117,067,443</b>	<b>\$ 50,153,956</b>	<b>\$ 181,517,629</b>
<b>Liabilities and Net Assets</b>				
<b>Current Liabilities</b>				
Accounts payable and accrued liabilities	\$ 2,713,174	\$ 10,293	\$ 37,700	\$ 2,761,167
Lease liability	276,560	-	-	276,560
Deferred revenue	5,097,181	-	-	5,097,181
Due to (from) other funds	(364,545)	-	364,545	-
<b>Total Current Liabilities</b>	<b>7,722,370</b>	<b>10,293</b>	<b>402,245</b>	<b>8,134,908</b>
<b>Lease Liability, net of current</b>	<b>282,910</b>	<b>-</b>	<b>-</b>	<b>282,910</b>
<b>Total Liabilities</b>	<b>8,005,280</b>	<b>10,293</b>	<b>402,245</b>	<b>8,417,818</b>
<b>Commitments and Contingencies</b>				
(Notes 12 and 13)				
<b>Net Assets</b>				
Without donor restrictions	908,145	68,486,250	49,751,711	119,146,106
With donor restrictions	5,382,805	48,570,900	-	53,953,705
<b>Total Net Assets</b>	<b>6,290,950</b>	<b>117,057,150</b>	<b>49,751,711</b>	<b>173,099,811</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 14,296,230</b>	<b>\$ 117,067,443</b>	<b>\$ 50,153,956</b>	<b>\$ 181,517,629</b>

*See accompanying notes to combined financial statements.*

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Activities and Changes in Net Assets

**Year ended June 30, 2025**

	Operating Fund		Endowment Fund		Plant Fund		Total
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	
<b>Revenue, Gains, and Other Support</b>							
Contributions	\$ 4,126,420	\$ 3,433,010	\$ 203,314	\$ 21,697	\$ -	\$ -	\$ 7,784,441
Contributions - nonfinancial assets	627,005	-	-	-	-	-	627,005
Performance	12,540,769	-	-	-	-	-	12,540,769
Tuition	3,949,585	-	-	-	-	-	3,949,585
Special events	10,067,292	-	-	-	-	-	10,067,292
Special events - nonfinancial assets	1,808,506	-	-	-	-	-	1,808,506
Investment income, net	198,682	-	11,262,215	-	714,761	-	12,175,658
Other	1,433,289	-	-	-	-	-	1,433,289
Appropriations from Endowment Fund to Operating Fund	2,251,823	-	(2,251,823)	-	-	-	-
	37,003,371	3,433,010	9,213,706	21,697	714,761	-	50,386,545
Net assets released from restrictions	5,152,644	(5,152,644)	21,899	(21,899)	-	-	-
<b>Total Revenue, Gains, and Other Support</b>	<b>42,156,015</b>	<b>(1,719,634)</b>	<b>9,235,605</b>	<b>(202)</b>	<b>714,761</b>	<b>-</b>	<b>50,386,545</b>
<b>Expenses</b>							
Program services:							
Production and company	20,413,826	-	-	-	589,460	-	21,003,286
Ballet academy	6,197,301	-	-	-	589,460	-	6,786,761
Support services:							
Marketing and public relations	6,778,985	-	-	-	168,417	-	6,947,402
General and administrative	2,616,829	-	21,899	-	168,417	-	2,807,145
Fundraising	8,666,787	-	-	-	168,417	-	8,835,204
<b>Total Expenses</b>	<b>44,673,728</b>	<b>-</b>	<b>21,899</b>	<b>-</b>	<b>1,684,171</b>	<b>-</b>	<b>46,379,798</b>
<b>Change in Net Assets, before interfund reclassifications</b>	<b>(2,517,713)</b>	<b>(1,719,634)</b>	<b>9,213,706</b>	<b>(202)</b>	<b>(969,410)</b>	<b>-</b>	<b>4,006,747</b>
<b>Interfund Reclassifications</b>	<b>2,520,214</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(2,520,214)</b>	<b>-</b>	<b>-</b>
<b>Change in Net Assets</b>	<b>2,501</b>	<b>(1,719,634)</b>	<b>9,213,706</b>	<b>(202)</b>	<b>(3,489,624)</b>	<b>-</b>	<b>4,006,747</b>
<b>Net Assets, beginning of year</b>	<b>908,145</b>	<b>5,382,805</b>	<b>68,486,250</b>	<b>48,570,900</b>	<b>49,751,711</b>	<b>-</b>	<b>173,099,811</b>
<b>Net Assets, end of year</b>	<b>\$ 910,646</b>	<b>\$ 3,663,171</b>	<b>\$ 77,699,956</b>	<b>\$ 48,570,698</b>	<b>\$ 46,262,087</b>	<b>\$ -</b>	<b>\$ 177,106,558</b>

*See accompanying notes to combined financial statements.*

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Activities and Changes in Net Assets

Year ended June 30, 2024

	Operating Fund		Endowment Fund		Plant Fund		Total
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	
<b>Revenue, Gains, and Other Support</b>							
Contributions	\$ 5,083,806	\$ 5,369,805	\$ 66,383	\$ 5,064,415	\$ -	\$ -	\$ 15,584,409
Contributions - nonfinancial assets	648,376	-	-	-	-	-	648,376
Performance	11,275,502	-	-	-	-	-	11,275,502
Tuition	3,937,210	-	-	-	-	-	3,937,210
Special events	9,230,079	-	-	-	-	-	9,230,079
Special events - nonfinancial assets	1,509,109	-	-	-	-	-	1,509,109
Investment income, net	403,658	-	9,909,408	13,632	1,232,191	-	11,558,889
Other	1,558,975	-	-	-	-	-	1,558,975
Appropriations from Endowment Fund to Operating Fund	2,440,084	-	(2,440,084)	-	-	-	-
	36,086,799	5,369,805	7,535,707	5,078,047	1,232,191	-	55,302,549
Net assets released from restrictions	2,503,915	(2,503,915)	4,316	(4,316)	-	-	-
<b>Total Revenue, Gains, and Other Support</b>	<b>38,590,714</b>	<b>2,865,890</b>	<b>7,540,023</b>	<b>5,073,731</b>	<b>1,232,191</b>	<b>-</b>	<b>55,302,549</b>
<b>Expenses</b>							
Program services:							
Production and company	19,182,424	-	-	-	584,572	-	19,766,996
Ballet academy	6,056,323	-	-	-	584,572	-	6,640,895
Support services:							
Marketing and public relations	6,294,462	-	-	-	167,021	-	6,461,483
General and administrative	2,667,527	-	4,316	-	167,021	-	2,838,864
Fundraising	7,863,512	-	-	-	167,021	-	8,030,533
<b>Total Expenses</b>	<b>42,064,248</b>	<b>-</b>	<b>4,316</b>	<b>-</b>	<b>1,670,207</b>	<b>-</b>	<b>43,738,771</b>
<b>Change in Net Assets, before interfund reclassifications</b>	<b>(3,473,534)</b>	<b>2,865,890</b>	<b>7,535,707</b>	<b>5,073,731</b>	<b>(438,016)</b>	<b>-</b>	<b>11,563,778</b>
<b>Interfund Reclassifications</b>	<b>3,473,534</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(3,473,534)</b>	<b>-</b>	<b>-</b>
<b>Change in Net Assets</b>	<b>-</b>	<b>2,865,890</b>	<b>7,535,707</b>	<b>5,073,731</b>	<b>(3,911,550)</b>	<b>-</b>	<b>11,563,778</b>
<b>Net Assets, beginning of year</b>	<b>908,145</b>	<b>2,516,915</b>	<b>60,950,543</b>	<b>43,497,169</b>	<b>53,663,261</b>	<b>-</b>	<b>161,536,033</b>
<b>Net Assets, end of year</b>	<b>\$ 908,145</b>	<b>\$ 5,382,805</b>	<b>\$ 68,486,250</b>	<b>\$ 48,570,900</b>	<b>\$ 49,751,711</b>	<b>\$ -</b>	<b>\$ 173,099,811</b>

See accompanying notes to combined financial statements.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Functional Expenses

Year ended June 30, 2025

	Program Services			Support Services				
	Production and Company	Ballet Academy	Marketing and Public Relations	General and Administrative	Fundraising	Total		
Salary and wages	\$ 10,926,631	\$ 2,422,988	\$ 1,584,121	\$ 1,125,385	\$ 2,166,112	\$ 18,225,237		
Payroll benefits	2,657,270	474,308	369,165	162,123	400,767	4,063,633		
Payroll taxes	940,727	203,963	129,047	96,077	165,986	1,535,800		
Advertising	1,104	-	2,134,184	2,193	43,157	2,180,638		
Banking/credit card fees	-	87,348	390,099	21,381	18,580	517,408		
Contracted services	2,430,618	117,998	570,535	202,823	771,491	4,093,465		
Depreciation of capitalized new productions	535,824	-	-	-	-	535,824		
In-kind services	-	-	58,308	185,245	2,038,121	2,281,674		
In-kind goods	-	59,281	16,500	-	78,056	153,837		
Insurance expense	223,672	228,183	63,742	63,742	63,742	643,081		
Lease	-	216,777	-	-	-	216,777		
Licensing	403,002	4,320	-	-	-	407,322		
Maintenance and repairs	245,673	203,177	59,977	59,759	58,915	627,501		
Merchandise	-	-	490,262	-	-	490,262		
Miscellaneous	890	10,611	119,677	51,103	10,883	193,164		
Organizational contributions	-	9,420	131,355	-	212,093	352,868		
Parking and mileage	36,034	58,841	10,217	10,150	11,315	126,557		
Postage and freight	107,218	2,029	4,990	3,374	18,899	136,510		
Printing	-	373	13,532	-	214,786	228,691		
Professional development and engagement	108,187	23,573	7,756	50,644	20,631	210,791		
Professional fees	-	-	-	250,020	-	250,020		
Rental fees	662,406	247,495	302,682	11,464	23,949	1,247,996		
Scholarship	-	974,648	-	-	-	974,648		
Shoes and tights	235,651	-	-	-	-	235,651		
Special event expenses	-	-	-	-	2,014,077	2,014,077		
Stipend	-	141,797	-	-	-	141,797		
Supplies	255,940	220,706	20,069	11,997	105,494	614,206		
Technology	120,943	182,150	181,868	176,200	121,299	782,460		
Telecommunication internet service provider	42,210	62,635	62,635	62,635	42,210	272,325		
Travel and entertainment	318,125	71,572	12,064	24,314	20,024	446,099		
Utilities	161,701	173,108	46,200	46,200	46,200	473,409		
<b>Total Expenses, before Endowment Fund miscellaneous expenses and depreciation of Plant assets</b>	<b>20,413,826</b>	<b>6,197,301</b>	<b>6,778,985</b>	<b>2,616,829</b>	<b>8,666,787</b>	<b>44,673,728</b>		
Endowment miscellaneous expenses	-	-	-	21,899	-	21,899		
Depreciation of Plant assets	589,460	589,460	168,417	168,417	168,417	1,684,171		
<b>Total Functional Expenses</b>	<b>\$ 21,003,286</b>	<b>\$ 6,786,761</b>	<b>\$ 6,947,402</b>	<b>\$ 2,807,145</b>	<b>\$ 8,835,204</b>	<b>\$ 46,379,798</b>		

*See accompanying notes to combined financial statements.*

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Functional Expenses

Year ended June 30, 2024

	Program Services			Support Services				
	Production and Company	Ballet Academy	Marketing and Public Relations	General and Administrative	Fundraising	Total		
Salary and wages	\$ 10,340,580	\$ 2,200,351	\$ 1,368,133	\$ 1,299,081	\$ 1,899,632	\$ 17,107,777		
Payroll benefits	2,460,147	405,812	316,877	328,950	369,555	3,881,341		
Payroll taxes	927,681	199,749	122,027	99,891	159,286	1,508,634		
Advertising	828	-	2,186,837	3,524	43,541	2,234,730		
Banking/credit card fees	-	87,090	351,958	87	12,778	451,913		
Contracted services	2,335,592	87,962	558,744	194,945	746,884	3,924,127		
Contributed nonfinancial assets - services	899	1,334	111,334	87,161	209,964	410,692		
Contributed nonfinancial assets - goods	-	127,317	-	-	1,619,476	1,746,793		
Insurance expense	218,070	218,910	62,306	62,306	62,306	623,898		
Lease	-	225,319	-	-	-	225,319		
Licensing	420,899	500	-	-	-	421,399		
Maintenance and repairs	415,563	436,206	253,620	253,620	194,291	1,553,300		
Merchandise	-	-	513,870	-	-	513,870		
Miscellaneous	43,017	3,746	133,551	51,136	12,353	243,803		
Organizational contributions	-	7,580	111,579	-	96,287	215,446		
Parking and mileage	31,024	49,839	9,069	8,670	9,060	107,662		
Postage and freight	91,462	1,797	5,461	3,642	25,043	127,405		
Printing	-	899	16,091	464	243,234	260,688		
Professional development and engagement	100,096	12,271	6,519	37,159	31,707	187,752		
Professional fees	-	-	-	89,265	-	89,265		
Rental fees	699,695	252,085	17,941	258	3,539	973,518		
Scholarship	-	1,013,534	-	-	-	1,013,534		
Shoes and tights	274,993	-	-	-	-	274,993		
Special event expenses	-	-	-	-	1,889,020	1,889,020		
Stipend	-	150,586	-	-	-	150,586		
Supplies	302,465	234,059	34,049	21,328	90,442	682,343		
Telecommunication ISP	34,995	51,929	51,929	51,929	34,995	225,777		
Travel and entertainment	294,603	86,445	8,334	19,878	55,886	465,146		
Utilities	189,815	201,003	54,233	54,233	54,233	553,517		
<b>Total Expenses, before Endowment Fund miscellaneous expenses and depreciation of Plant assets</b>	<b>19,182,424</b>	<b>6,056,323</b>	<b>6,294,462</b>	<b>2,667,527</b>	<b>7,863,512</b>	<b>42,064,248</b>		
Endowment miscellaneous expenses	-	-	-	4,316	-	4,316		
Depreciation of Plant assets	584,572	584,572	167,021	167,021	167,021	1,670,207		
<b>Total Functional Expenses</b>	<b>\$ 19,766,996</b>	<b>\$ 6,640,895</b>	<b>\$ 6,461,483</b>	<b>\$ 2,838,864</b>	<b>\$ 8,030,533</b>	<b>\$ 43,738,771</b>		

See accompanying notes to combined financial statements.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Cash Flows

**Year ended June 30, 2025**

	Operating Fund	Endowment Fund	Plant Fund	Total
<b>Cash Flows from Operating Activities</b>				
Change in net assets	\$ (1,717,133)	\$ 9,213,504	\$ (3,489,624)	\$ 4,006,747
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:				
Net realized and unrealized (gain) loss on investments	85,475	(7,816,300)	304,099	(7,426,726)
Depreciation expense	535,824	-	1,684,171	2,219,995
Amortization of right-of-use asset	252,832	-	-	252,832
Contributions received for permanent endowment	-	(21,697)	-	(21,697)
Change in operating assets and liabilities:				
Pledges receivable	(219,063)	508,806	-	289,743
Other receivables	11,385	-	-	11,385
Prepaid and deferred production expenses	(683,677)	-	-	(683,677)
Accounts payable and accrued liabilities	(90,426)	1,133	(37,700)	(126,993)
Lease liability	(276,560)	-	-	(276,560)
Deferred revenue	(129,149)	-	-	(129,149)
Inventories	119,695	-	-	119,695
Due to (from) other funds	364,545	-	(364,545)	-
<b>Net Cash Provided by (Used in) Operating Activities</b>	<b>(1,746,252)</b>	<b>1,885,446</b>	<b>(1,903,599)</b>	<b>(1,764,405)</b>
<b>Cash Flows from Investing Activities</b>				
Capital expenditures	(1,607,472)	-	(194,026)	(1,801,498)
Purchase of investments	(64,451)	(32,721,427)	(1,015,340)	(33,801,218)
Proceeds from sales and maturities of investments	-	32,112,345	3,600,000	35,712,345
<b>Net Cash Provided by (Used in) Investing Activities</b>	<b>(1,671,923)</b>	<b>(609,082)</b>	<b>2,390,634</b>	<b>109,629</b>
<b>Cash Flows from Financing Activities</b>				
Contributions received for permanent endowment	-	21,697	-	21,697
<b>Net Cash Provided by Financing Activities</b>	<b>-</b>	<b>21,697</b>	<b>-</b>	<b>21,697</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>(3,418,175)</b>	<b>1,298,061</b>	<b>487,035</b>	<b>(1,633,079)</b>
<b>Cash and Cash Equivalents, beginning of year</b>	<b>9,960,334</b>	<b>3,282,166</b>	<b>16,089</b>	<b>13,258,589</b>
<b>Cash and Cash Equivalents, end of year</b>	<b>\$ 6,542,159</b>	<b>\$ 4,580,227</b>	<b>\$ 503,124</b>	<b>\$ 11,625,510</b>

*See accompanying notes to combined financial statements.*

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Combined Statements of Cash Flows

*Year ended June 30, 2024*

	Operating Fund	Endowment Fund	Plant Fund	Total
<b>Cash Flows from Operating Activities</b>				
Change in net assets	\$ 2,865,890	\$ 12,609,438	\$ (3,911,550)	\$ 11,563,778
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:				
Net realized and unrealized gain on investments	(39,584)	(7,160,539)	(36,452)	(7,236,575)
Depreciation expense	-	-	1,670,207	1,670,207
Amortization of right-of-use asset	246,501	-	-	246,501
Contributions received for permanent endowment	-	(5,064,415)	-	(5,064,415)
Change in operating assets and liabilities:				
Pledges receivable	(807,853)	464,664	-	(343,189)
Other receivables	74,755	-	-	74,755
Prepaid and deferred production expenses	386,076	-	-	386,076
Accounts payable and accrued liabilities	602,555	10,293	37,700	650,548
Lease liability	(270,228)	-	-	(270,228)
Deferred revenue	(351,591)	(217)	-	(351,808)
Inventories	(663,123)	-	-	(663,123)
Due to (from) other funds	(359,803)	(3,105)	362,908	-
<b>Net Cash Provided by (Used in) Operating Activities</b>	<b>1,683,595</b>	<b>856,119</b>	<b>(1,877,187)</b>	<b>662,527</b>
<b>Cash Flows from Investing Activities</b>				
Capital expenditures	-	-	(963,069)	(963,069)
Purchase of investments	(20,750)	(56,529,563)	(1,038,138)	(57,588,451)
Proceeds from sales and maturities of investments	-	50,541,087	-	50,541,087
<b>Net Cash Used in Investing Activities</b>	<b>(20,750)</b>	<b>(5,988,476)</b>	<b>(2,001,207)</b>	<b>(8,010,433)</b>
<b>Cash Flows from Financing Activities</b>				
Contributions received for permanent endowment	-	5,064,415	-	5,064,415
<b>Net Cash Provided by Financing Activities</b>	<b>-</b>	<b>5,064,415</b>	<b>-</b>	<b>5,064,415</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>1,662,845</b>	<b>(67,942)</b>	<b>(3,878,394)</b>	<b>(2,283,491)</b>
<b>Cash and Cash Equivalents, beginning of year</b>	<b>8,297,489</b>	<b>3,350,108</b>	<b>3,894,483</b>	<b>15,542,080</b>
<b>Cash and Cash Equivalents, end of year</b>	<b>\$ 9,960,334</b>	<b>\$ 3,282,166</b>	<b>\$ 16,089</b>	<b>\$ 13,258,589</b>

*See accompanying notes to combined financial statements*

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### 1. Nature of Operations

The Houston Ballet Foundation was founded in 1955 for educational purposes, namely, spreading an appreciation of ballet in general. The Houston Ballet Foundation and its affiliated support organization, Houston Ballet Guild, Inc. (collectively, the Foundation), created the Ballet Academy to provide professional ballet training for dancers and, subsequently, in 1969, created a resident professional ballet company.

The Houston Ballet Guild, Inc. (the Guild) is a not-for-profit corporation established in 1974 to provide aid and support to the Houston Ballet Foundation. The Guild consists of members who volunteer their services to support the Houston Ballet Foundation.

The accompanying combined financial statements include the accounts of the Foundation. The by-laws of the Guild provide that all funds raised be distributed to the Houston Ballet Foundation. Each organization is operated by an independent Board of Directors.

### 2. Summary of Significant Accounting Policies

The combined financial statements of the Foundation have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP). The Foundation is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. Significant accounting policies followed by the Foundation are described below.

#### *Basis of Presentation*

The Foundation's net assets and its revenue, expenses, gains, and losses are classified within the statements based on the existence or absence of donor-imposed restrictions. All significant interfund accounts between the Houston Ballet Foundation and the Guild have been eliminated.

The classification of a not-for-profit organization's net assets and its support, revenue, and expenses is based on the existence or absence of donor-imposed restrictions. It requires that the amounts for each of the classes of net assets—with donor restrictions and without donor restrictions—be displayed in a statement of financial position and that the amounts of change in each of those classes of net assets be displayed in a statement of activities.

These classes are defined as follows:

*With Donor Restrictions* - This class consists of net assets resulting from contributions and other inflows of assets whose use by the Foundation is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the Foundation, pursuant to those stipulations. When such stipulations end or are fulfilled, such donor-restricted net assets are reclassified to net assets without donor restrictions and reported in the combined statements of activities and change in net assets. Net assets resulting from contributions and other inflows of assets whose use by the Foundation is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Foundation are classified as net assets with donor restrictions.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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*Without Donor Restrictions* - This class consists of the part of net assets that is not restricted by donor-imposed stipulations. The governing board may designate from net assets without donor restrictions for an operating reserve or board-designated endowment.

### ***Deferred Revenue and Prepaid and Deferred Production Expenses***

Program revenues and expenses are recognized in the program year to which they apply. Ticket sales and preproduction costs for future season's programs are recorded as deferred revenue and deferred production expenses, respectively.

### ***Pledges***

Pledges made by donors are initially considered to be net assets with donor restrictions and become net assets without donor restrictions upon satisfaction of such restriction, which is typically a stipulated time restriction or purpose restriction. Pledges receivable are primarily from large foundations and corporations (see Note 7).

Pledges receivable represent unconditional promises to give and are monitored by the Foundation for potential losses.

Pledges deemed uncollectible are written off against related revenue or contributions. The Foundation has determined, through review of its donors' pledge payment history, that no allowance for uncollectible amounts is necessary as of June 30, 2025 or 2024.

### ***Revenue Recognition***

The Foundation's primary exchange revenue streams are derived from providing ballet-related programs to audiences and customers and training for students and dancers (see Note 9).

### ***Performance and Special Events***

The Foundation provides ballet-related programs to audiences, and revenue is recognized at a point in time at which the performances are delivered. The prices of programs are based on the market rate at the time in which the performances are delivered to the audiences. Programs that are provided to audiences are distinct performance obligations and revenue is recognized when the programs are delivered.

Merchandise is sold to the customers during the programs and special events. Revenue is recognized at a point in time in which the merchandise is transferred to the customers. The prices of merchandise are based on market rates at the time in which the control transferred to customers. Merchandise that is provided to customers is a distinct performance obligation and revenue is recognized when the merchandise is provided.

### ***Tuition***

The Foundation provides ballet-related training to students and dancers and is recognized over time, for which the training is provided. The price of training is based on the market rate at the time in which the control transfers to the students and dancers. Training that is provided to students and dancers is a distinct performance obligation and revenue is recognized over the period when the training is provided.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### **Contributions**

The Foundation recognizes contributions under Accounting Standards Update (ASU) 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The ASU clarifies and improves current guidance by providing criteria for determining whether the resource provider is receiving commensurate value in return for the resources transferred, which, depending on the outcome, determines whether the organization follows contribution guidance or exchange transaction guidance in the revenue recognition and other applicable standards. The ASU also provides a more robust framework for determining whether a contribution is conditional or unconditional, and for distinguishing a donor-imposed condition from a donor-imposed restriction.

The Foundation accounts for contributions received, including unconditional promises to give, as revenue in the period received at their fair values. The Foundation also distinguishes between contributions that increase net assets without donor restrictions and net assets with donor restrictions. The Foundation reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets.

When a donor restriction expires—that is, when a stipulated time restriction ends, or purpose restriction is accomplished—with donor-restrictions net assets are reclassified to without donor-restrictions net assets and reported in the combined statements of activities and change in net assets as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same reporting period are reported as without donor restrictions.

### **Fixed Assets**

Fixed assets include land, building, equipment, costumes, and sets related to full-length productions and are recorded at cost. Depreciation of building and equipment is provided over the estimated useful lives of the respective assets on a straight-line basis. Depreciation of costumes and sets related to full-length productions is provided on a straight-line basis over three years, beginning in the year the production is initially performed. The cost of maintenance and repairs is charged to expense as incurred, whereas significant repairs or improvements that extend the life of the assets are capitalized. Depreciation expense for the years ended June 30, 2025 and 2024 totaled \$2,219,995 and \$1,670,207, respectively.

Property, intangible assets, and certain other assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. The determination of recoverability is made based upon the estimated undiscounted future net cash flows, excluding interest expense. The amount of impairment loss, if any, is determined by comparing the fair value, as determined by a discounted cash flow analysis, with the carrying value of the related assets. The Foundation did not recognize any impairment charges in the fiscal years ended June 30, 2025 or 2024.

Asset Category	Estimated Useful Life (Years)
Buildings and improvements	15-39
Office furniture and equipment	3-7
Costumes and sets	3

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### ***Production and Foundation Costs***

Production costs for ballet performances include the salaries of performers, cost of costumes, stage sets, theater rental, orchestra fees, and other related expenses. All such costume and stage set costs related to full-length productions are capitalized and depreciated as described above. All other production expenses, such as the salaries of performers, theater rental, and orchestra fees, are expensed in the year of the performance. Foundation costs include salaries and benefits for dancers, artistic staff and music staff, costs for guest artists and guest music conductors, and other miscellaneous expenses.

### ***Functional Expenses***

The combined financial statements report certain categories of expenses that are attributable to one or more program or supporting functions. These expenses include depreciation, salaries, and payroll expenses of the artistic and executive directors, information technology, and facilities. Depreciation and facilities are allocated based on square footage. Salaries and payroll expenses of the artistic and executive directors are allocated based on estimates of time and effort. Information technology is allocated based on the numbers of the computers.

### ***Advertising***

All costs of advertising that relate to the current year are expensed as incurred. Costs related to productions or events in the subsequent year are recorded as prepaid expense and are expensed at the time the performance or event takes place.

### ***Cash Equivalents***

For purposes of the combined statements of cash flows, the Foundation considers all highly liquid investments with an original maturity date of three months or less to be cash equivalents.

### ***Other Receivables***

Other receivables consist primarily of amounts for past special events or other receivable not considered pledges. Other receivables are stated at the amount management expects to collect on the outstanding balances. Management provides for probable uncollectible amounts through the use of a valuation credit loss based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation credit loss and a credit to the receivable. Management believes that all balances are collectible and allowances for credit loss have been recorded. The Foundation did not record any material credit loss for the years ended June 30, 2025 and 2024.

### ***Investments and Investment Income***

The Foundation accounts for investments in equity securities with readily determinable fair market values and all investments in debt securities at fair market value with gains and losses included in the combined statements of activities and change in net assets.

Alternative investments are valued using net asset value (NAV) of the fund.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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Endowment funds, which consist primarily of marketable securities, are pooled for investment management purposes. Income from investments is allocated to each endowment based upon the relative market value and the type of endowment.

Investment income, including realized and unrealized gains or losses on investments, is recorded as without donor restrictions for all funds because there are no donor-imposed restrictions. For the years ended June 30, 2025 and 2024, as stipulated by the Foundation's investment policy, up to 5.5% of the market value of endowment investments and cash may be used for general operating activities. Realized and unrealized gains or losses on endowment investments were reinvested and recorded in investment income, net, on the combined statements of activities and change in net assets.

### ***Contributed Nonfinancial Assets***

The Foundation received in-kind contributions of goods and services. Donated services are recognized as contributions if the services (a) create or enhance non-financial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Foundation. Contributed nonfinancial assets are reflected as contributions at their fair value at the date of donation and are reported as support without donor restrictions unless explicit donor stipulations specify how donated assets must be used. The amounts reflected in the accompanying combined financial statements as contributed nonfinancial assets are offset by like amounts included in expenses.

A substantial number of volunteers have donated time in connection with program services and administration of the Foundation. No value has been reflected in the combined financial statements for these services because the services would not typically be purchased if they had not been provided by donation. When outside services are donated to the Foundation and the services received (a) create or enhance non-financial assets or (b) require specialized skills and are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation, a contribution is recorded in the period received. All donated services and materials were utilized by the Foundation's programs and supporting services. There were no donor-imposed restrictions associated with the donated services and assets. Donated services of \$2,281,674 and \$1,896,552 for 2025 and 2024, respectively, were recorded at the value the Foundation would pay for a similar service. \$58,308 was utilized for marketing and public relations expenses, \$185,245 was utilized for general and administrative expenses, and \$2,038,121 was utilized for fundraising in 2025. \$111,334 was utilized for marketing and public relations expenses, \$87,161 was utilized for general and administrative expenses, \$1,695,823 was utilized for fundraising, and \$2,233 was used for programs in 2024. Donated materials of \$16,500 and \$0 were utilized for marketing and public relations expenses, \$78,056 and \$133,617 for special events used in fundraising, and \$59,281 and \$127,317 used in programs are valued at the wholesale prices that would be received for selling similar products for the years ended June 30, 2025 and 2024, respectively. Donated services and materials are recorded in contributions - nonfinancial assets and special events - nonfinancial assets in the combined statements of activities and change in net assets and contributed nonfinancial assets - goods and contributed nonfinancial assets - services in the combined statements of functional expenses.

During the years ended June 30, 2025 and 2024, \$352,868 and \$215,446, respectively, of Houston Ballet Foundation performance tickets were traded in exchange for marketing, public relations, production, and development purposes. Such amounts are recorded as both performance income and operating expenses.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### ***Concentrations of Credit Risk***

The Foundation is subject to concentrations of credit risk relating primarily to cash, pledges receivable, and marketable securities. The Foundation's cash and cash equivalent deposits are held in major financial institutions in excess of the federally insured limit. The Foundation has not experienced any losses in such accounts and management believes it is not exposed to any significant credit risk on cash and cash equivalents. Pledges receivable represent unconditional promises to give and are monitored by the Foundation for potential losses. Marketable securities consist primarily of domestic corporate stocks, which could subject the Foundation to losses in the event of a general downturn in the stock market. The Foundation has reduced its risk relating to investment in corporate stocks and bonds through diversification into investments in a variety of industries.

### ***Estimates***

The preparation of the Foundation's combined financial statements in conformity GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the combined financial statements and the reported amounts of revenues and expenses during the year. Actual results could differ from these estimates.

### ***Income Taxes***

The Houston Ballet Foundation and the Guild are both nonprofit organizations that have been recognized as tax-exempt pursuant to Section 501(c)(3) of the Internal Revenue Code and neither are private foundations. Accordingly, no provision for federal income taxes is included in the accompanying combined financial statements.

The Foundation follows current guidance in accounting for uncertainty in income taxes. This guidance clarifies the accounting for income taxes by prescribing the minimum recognition threshold an income tax position is required to meet before being recognized in the combined financial statements and applies to all income tax positions. Each income tax position is assessed using a two-step process. A determination is first made as to whether it is more likely than not that the income tax position will be sustained, based upon technical merits, upon examination by the taxing authorities. If the income tax position is expected to meet the more-likely-than-not criteria, the benefit recorded in the combined financial statements equals the largest amount that is greater than 50% likely to be realized upon its ultimate settlement. The Foundation had no uncertain tax positions as of June 30, 2025 and 2024.

The income tax position taken by the Foundation, for any years open under the various statutes of limitations, is that the Foundation continues to be exempt from income taxes by virtue of being a nonprofit organization. Management believes this tax position meets the more-likely-than-not threshold and, accordingly, the tax benefit of this income tax position (no income tax liability) has been recognized for the year ended on or before June 30, 2025.

The Foundation will record income tax-related interest and penalties, if applicable, as a component of the provision for income tax expense. However, there were no amounts recognized relating to interest and penalties in the combined statements of activities and change in net assets for the years ended June 30, 2025 or 2024. The Foundation's federal exempt organization business tax returns (Form 990) for 2022 and later are subject to examination by the Internal Revenue Service.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### *Leases*

The Foundation's apartment leases are the primary contracts in which it is the lessee and are classified as operating leases.

For operating leases, the operating lease liabilities are initially and subsequently recognized based on the present value of the remaining lease payments using a discount rate that represents the Foundation's incremental borrowing rate.

The lease term includes the noncancelable period of the lease plus any additional periods covered by either an option to extend or to terminate the lease. The Foundation includes these options in the lease term when it is reasonably certain of exercising them. Right-of-use assets are further adjusted for any lease incentives. Operating lease cost is recognized on a straight-line basis over the lease term and is recorded in ballet academy expenses on the combined statements of activities and change in net assets (see Note 12).

For leases where the Foundation is the lessee with a term of 12 months or less, the Foundation made an accounting policy election by class of underlying asset not to recognize right-of-use lease assets and lease liabilities. The Foundation recognizes lease expense for such leases generally on a straight-line basis over the lease term.

### *Reclassifications*

Certain reclassifications have been made to the prior year's financial statements to conform to the current year presentation. These reclassifications had no effect on previously reported net income.

### **3. Fair Value Disclosure**

The Foundation follows current guidance on fair value measurements that defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs used to measure fair value, and enhances disclosure requirements for fair value measurements.

Current guidance establishes a three-level valuation hierarchy for disclosure of fair value measurements. The valuation hierarchy categorizes assets and liabilities measured at fair value into one of three different levels depending on the observability of the inputs employed in the measurement.

The three levels are defined as follows:

*Level 1* - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

*Level 2* - Inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.

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

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

The Foundation uses NAV per share, or its equivalent, such as member units or an ownership interest in partners' capital, as a practical expedient to estimate the fair values of certain hedge funds, private equity funds, fund of funds, and limited partnerships, which do not have readily determinable fair values. Investments that are measured at fair value using NAV per share as a practical expedient are not classified in the fair value hierarchy.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement. The Foundation's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the asset or liability. The following tables present information about the Foundation's assets measured at fair value on a recurring basis, and indicates the fair value hierarchy of the valuation techniques utilized by the Foundation to determine such fair value:

June 30, 2025

	Level 1	Level 2	Level 3	Balance
<b>Operating Fund</b>				
Domestic equity securities	\$ 1,003,444	\$ -	\$ -	\$ 1,003,444
<b>Endowment Fund</b>				
Domestic equity securities	53,222,911	-	-	53,222,911
Domestic fixed-income securities	14,327,641	-	-	14,327,641
International equity securities	23,219,707	-	-	23,219,707
<b>Plant Fund</b>				
Domestic fixed-income security	8,695,379	-	-	8,695,379
<b>Total Investments, in the fair value hierarchy</b>	<b>\$ 100,469,082</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 100,469,082</b>
<b>Hedge Funds, measured at NAV:</b>				
Endowment fund				\$ 15,820,668
<b>Other Alternatives, measured at NAV:</b>				
Endowment fund				\$ 9,122,593

June 30, 2024

	Level 1	Level 2	Level 3	Balance
<b>Operating Fund</b>				
Domestic equity securities	\$ 1,024,468	\$ -	\$ -	\$ 1,024,468
<b>Endowment Fund</b>				
Domestic equity securities	52,918,387	-	-	52,918,387
Domestic fixed-income securities	16,185,866	-	-	16,185,866
International equity securities	20,111,224	-	-	20,111,224
<b>Plant Fund</b>				
Domestic fixed-income security	11,584,138	-	-	11,584,138
<b>Total Investments, in the fair value hierarchy</b>	<b>\$ 101,824,083</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 101,824,083</b>
<b>Hedge Funds, measured at NAV:</b>				
Endowment fund				\$ 14,875,699
<b>Other Alternatives, measured at NAV:</b>				
Endowment fund				\$ 3,196,962

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### 4. Investments

Investment returns for all funds are classified as without donor restrictions on the combined statements of activities and change in net assets. The components of investment returns for each fund are as follows:

*Year ended June 30, 2025*

	Operating Fund	Endowment Fund	Plant Fund	Total
Interest and dividend income	\$ 283,957	\$ 2,265,186	\$ 1,032,991	\$ 3,582,134
Net realized gains (losses)	-	4,968,565	(116,787)	4,851,778
Net unrealized gains (losses)	(85,275)	4,275,889	(187,312)	4,003,302
Investment expenses	-	(247,425)	(14,131)	(261,556)
<b>Investment Income (Loss), Net</b>	<b>\$ 198,682</b>	<b>\$ 11,262,215</b>	<b>\$ 714,761</b>	<b>\$ 12,175,658</b>
Amounts appropriated for general operating activities	\$ -	\$ (2,251,823)	\$ -	\$ (2,251,823)

*Year ended June 30, 2024*

	Operating Fund	Endowment Fund	Plant Fund	Total
Interest and dividend income	\$ 364,074	\$ 2,388,773	\$ 1,209,079	\$ 3,961,926
Net realized gains	-	2,883,100	-	2,883,100
Net unrealized gains	39,584	4,866,008	36,293	4,941,885
Investment expenses	-	(214,841)	(13,181)	(228,022)
<b>Investment Income, Net</b>	<b>\$ 403,658</b>	<b>\$ 9,923,040</b>	<b>\$ 1,232,191</b>	<b>\$ 11,558,889</b>
Amounts appropriated for general operating activities	\$ -	\$ (2,440,084)	\$ -	\$ (2,440,084)

### 5. Fixed Assets

The following are components of fixed assets:

<i>June 30,</i>	<i>2025</i>	<i>2024</i>
Land	\$ 9,689,178	\$ 9,689,178
Buildings and improvements	42,756,169	42,708,208
Office furniture and equipment	4,124,316	4,512,579
Costumes and sets	14,694,865	13,087,393
<b>Total Fixed Assets</b>	<b>71,264,528</b>	<b>69,997,358</b>
Less: accumulated depreciation	(33,129,296)	(31,443,629)
<b>Fixed Assets, Net</b>	<b>\$ 38,135,232</b>	<b>\$ 38,553,729</b>

The Foundation disposed of fully depreciated assets of \$534,328 and \$139,813 in 2025 and 2024.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### 6. Special Events

The Guild is an affiliated, nonprofit organization that sponsors various fundraising activities throughout the year for the benefit of the Foundation. The Guild's largest fundraising event includes operating the annual Nutcracker Market in November and the annual Nutcracker Market Spring Spectacular in April. The revenues and expenses of the Guild are presented as special events on the combined statements of activities and change in net assets. Special event expenses totaled \$4,130,254 and \$3,718,460 for the years ended June 30, 2025 and 2024, respectively, which is included in the combined statements of functional expenses in contributed nonfinancial assets - goods, contributed nonfinancial assets - services, and special event expenses.

### 7. Pledges

The Foundation continues its pursuit of endowment funds to guarantee future financial security. Multi-year pledges receivable are recorded at present value on the date of the pledge for the amount of discounted cash flows using an interest rate of approximately 3.79% and 4.33% for 2025 and 2024, respectively. For the years ended June 30, 2025 and 2024, the discount recorded by the Foundation was \$2,576,667 and \$2,610,700, respectively.

Pledges receivables are as follows:

#### June 30, 2025

Years	Operating Fund	Plant Fund	Endowment Fund	Total
Less than one	\$ 121,960	\$ -	\$ 510,000	\$ 631,960
One to two	1,286,807	-	510,000	1,796,807
Two to three	-	-	510,000	510,000
Three to four	-	-	500,000	500,000
Four to five	-	-	500,000	500,000
Five to 20	-	-	6,035,000	6,035,000
	1,408,767	-	8,565,000	9,973,767
Less: discount to present value	-	-	(2,576,667)	(2,576,667)
	\$ 1,408,767	\$ -	\$ 5,988,333	\$ 7,397,100

#### June 30, 2024

Years	Operating Fund	Plant Fund	Endowment Fund	Total
Less than one	\$ 112,526	\$ -	\$ 510,000	\$ 622,526
One to two	835,017	-	510,000	1,345,017
Two to three	275,000	-	510,000	785,000
Three to four	-	-	510,000	510,000
Four to five	-	-	500,000	500,000
Five to 20	-	-	6,535,000	6,535,000
	1,222,543	-	9,075,000	10,297,543
Less: discount to present value	(32,839)	-	(2,577,861)	(2,610,700)
	\$ 1,189,704	\$ -	\$ 6,497,139	\$ 7,686,843

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### 8. Endowments

The Foundation follows current guidance on net asset classification of endowments. This guidance clarifies the accounting for donor-restricted endowment funds for a nonprofit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA). This guidance also requires additional disclosures about an organization's endowment funds (both donor-restricted endowment funds and board-designated endowment funds) of whether or not the organization is subject to UPMIFA.

Endowments consist of the following funds:

- *The Endowed Artistic Positions Fund* - This fund assists the Foundation in attracting talented artists.
- *The Fayed Sarofim & Co. Touring Fund* - This fund sponsors the Foundation's domestic and international tours.
- *The Carolyn Lee and Frederick Adrian Lee Production Fund* - This fund supports the creation of new productions and the restoration of existing works.
- *The Margaret Wiess Elkins Young Artist Fund* - This fund trains talented young people for careers in dance.
- *The AIG American General/AIG VALIC Education and Community Outreach Programs Fund* - This fund helps the Foundation reach a broad population of all ages and economic levels.
- The Albert and Margaret Alkek Foundation endowed the *Margaret Alkek Williams Jubilee of Dance*, the Foundation's annual gala performance.
- *The Billie Bath Perlman Scholarship Fund; The Roy M. Huffington Scholarship Fund; The Ben Stevenson Scholarship Fund; The Winifred Wallace Scholarship Fund; The Anita Borges Student Scholarship Fund; and The C.C. Conner Scholarship Fund* - These funds each provide the full cost for training one Houston Ballet II dancer each year.
- *The Ira and Myra Brown Young Dancer Scholarship Fund* - This fund provides the full cost for training for five academy students each year.
- Margaret Alkek Williams/The Alkek and Williams Foundation endows the *Margaret Alkek Williams Center for Dance*.
- *The David Haber and Dr. Piot Scholarship Fund* - This fund provides financial assistance to eligible students attending the Foundation's Ben Stevenson Academy or any other school of ballet affiliated with the Foundation.

The Foundation's endowments consist of funds established for a variety of purposes. Its endowments include donor-restricted funds. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Foundation's Board of Directors has interpreted UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as net assets with donor restrictions for perpetual purposes, the original value of subsequent gifts to the perpetual endowment, and accumulations to the perpetual endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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fund. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: the duration and preservation of the fund, the purposes of the Foundation and the donor-restricted endowment fund, general economic conditions, the possible effect of inflation and deflation, the expected total return from income and the appreciation of investments, other resources of the Foundation, and the investment policies of the Foundation.

Board-designated funds are used to support program services and may be released for general operations when the Foundation approves the release.

The endowment net asset composition by type of fund is as follows:

### June 30, 2025

	Without Donor Restrictions	With Donor Restrictions	Total
<b>Endowment Funds</b>			
With donor restrictions:			
Purpose-restricted	\$ -	\$ 48,570,698	\$ 48,570,698
<b>Total With Donor Restrictions</b>	<b>-</b>	<b>48,570,698</b>	<b>48,570,698</b>
Without donor restrictions:			
Unrestricted	72,387,680	-	72,387,680
Board-designated	5,312,276	-	5,312,276
<b>Total Without Donor Restrictions</b>	<b>77,699,956</b>	<b>-</b>	<b>77,699,956</b>
<b>Total Endowment Funds</b>	<b>\$ 77,699,956</b>	<b>\$ 48,570,698</b>	<b>\$ 126,270,654</b>

### June 30, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
<b>Endowment Funds</b>			
With donor restrictions:			
Purpose-restricted	\$ -	\$ 48,570,900	\$ 48,570,900
<b>Total With Donor Restrictions</b>	<b>-</b>	<b>48,570,900</b>	<b>48,570,900</b>
Without donor restrictions:			
Unrestricted	63,493,025	-	63,493,025
Board-designated	4,993,225	-	4,993,225
<b>Total Without Donor Restrictions</b>	<b>68,486,250</b>	<b>-</b>	<b>68,486,250</b>
<b>Total Endowment Funds</b>	<b>\$ 68,486,250</b>	<b>\$ 48,570,900</b>	<b>\$ 117,057,150</b>

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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The changes in endowment net assets are as follows:

### ***Year ended June 30, 2025***

	Without Donor Restrictions	With Donor Restrictions	Total
<b>Endowment Net Assets, beginning of year</b>	\$ 68,486,250	\$ 48,570,900	\$ 117,057,150
<b>Changes in Endowment Net Assets</b>			
Investment return:			
Investment income	2,265,186	-	2,265,186
Investment expenses	(247,425)	-	(247,425)
Net realized and unrealized gains	9,244,454	-	9,244,454
<b>Total Investment Return</b>	11,262,215	-	11,262,215
Contributions	203,314	21,697	225,011
Other expenses	-	(21,899)	(21,899)
Amount appropriated for general operating activities	(2,251,823)	-	(2,251,823)
<b>Total Activity, other than investment return</b>	(2,048,509)	(202)	(2,048,711)
<b>Endowment Net Assets, end of year</b>	\$ 77,699,956	\$ 48,570,698	\$ 126,270,654

### ***Year ended June 30, 2024***

	Without Donor Restrictions	With Donor Restrictions	Total
<b>Endowment Net Assets, beginning of year</b>	\$ 60,950,543	\$ 43,497,169	\$ 104,447,712
<b>Changes in Endowment Net Assets</b>			
Investment return:			
Investment income	2,375,141	13,632	2,388,773
Investment expenses	(214,841)	-	(214,841)
Net realized and unrealized gains	7,749,108	-	7,749,108
<b>Total Investment Return</b>	9,909,408	13,632	9,923,040
Contributions	66,383	5,064,415	5,130,798
Other expenses	-	(4,316)	(4,316)
Amount appropriated for general operating activities	(2,440,084)	-	(2,440,084)
<b>Total Activity, other than investment return</b>	(2,373,701)	5,060,099	2,686,398
<b>Endowment Net Assets, end of year</b>	\$ 68,486,250	\$ 48,570,900	\$ 117,057,150

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 Foundation to retain as a fund of perpetual duration. In accordance with GAAP, there were no deficiencies of this nature at June 30, 2025 or 2024.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified period.

### **9. Description of Program and Supporting Services**

The following program and supporting services are included in the accompanying combined statements of activities and change in net assets:

#### ***Program Services***

##### ***Production and Company***

The Foundation supports a professional company of dancers and engages audiences throughout the city of Houston and the world with its performances and programs each year. Production and company program services include expenditures for salaries of performers, production of stage sets and costumes, theater rental, and other related expenses in connection with producing and staging ballet performances and programs locally, nationally, and internationally.

##### ***Ballet Academy***

The Foundation's Ballet Academy trains over 1,000 unique students each year. The artistic team includes many teaching artists and live accompanists that work to conduct a variety of weekly classes for all levels, ranging from pre-school students to Houston Ballet II dancers, the Foundation's second company, as well as adult students. The Foundation's Education and Community Engagement programs captivate the imagination of kindergarten to 12<sup>th</sup> grade students, adults, and children living with disabilities, and unite communities through a multitude of school and community programs.

##### ***Supporting Services***

###### ***General and Administrative***

General and administrative expenditures include those related to other areas and departments that ensure the success of the Foundation's performances, programs, professional company, academy, and community outreach efforts.

###### ***Marketing and Public Relations***

Marketing and public relations services provide support in all brand identity and consistency matters, including marketing, advertising, and other promotional collateral designed to promote the activities, performances, and programs of the Foundation. These services also promote media and public relations by managing campaigns through production of video, television, radio, and print media and overseeing all activities relating to ticket sales and promotion of the Foundation's production performances.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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### *Fundraising*

Fundraising supporting services include expenditures that provide the structure necessary to encourage and secure both public and private financial support. Fundraising activities include expenses towards donor cultivation activities and donor benefits for their support, as well as benefits for corporate sponsors of production performances and education and community engagement programs. Fundraising supporting services both promote the Foundation and provide important support toward operations.

### *Special Events*

This supporting service category includes expenditures for special events that both promote the Foundation and provide support for operations. These events help grow the Foundation's donor base, promote the Foundation's operations, and engage the Foundation's constituents and stakeholders in activities outside of performances.

## **10. Net Assets - Operating Fund**

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

<u>June 30,</u>	<u>2025</u>	<u>2024</u>
<b>Operating Fund</b>		
With donor restrictions:		
Time-restricted only, for periods after June 30, 2025 and 2024	\$ 3,663,171	\$ 5,382,805

When the donor-imposed stipulations are either expired by passage of time or fulfilled by actions of the Foundation, pursuant to those stipulations, such donor-restricted net assets are reclassified to net assets without donor restrictions and reported in the combined statements of activities and change in net assets. At June 30, 2025 and 2024, \$5,152,644 and \$2,503,915, respectively, of time-restricted funds was released.

## **11. Employee Benefits**

The Foundation contributes to a defined contribution retirement plan represented by Corebridge Financial for the benefit of all dancers and all qualified, nonunion employees. This plan is administered by Corebridge Financial. Contributions to the plan aggregated \$651,019 and \$749,603 for the years ended June 30, 2025 and 2024, respectively.

The Foundation contributes to a defined contribution retirement plan for the benefit of all musicians represented by American Federation of Musicians (AFM). Contributions to this plan, administered by AFM, aggregated \$151,159 and \$131,666 for the years ended June 30, 2025 and 2024, respectively.

The Foundation provides health insurance for all union dancers and qualified, nonunion employees through American Guild of Musical Artists (AGMA). Premiums paid by the Foundation for such insurance were \$2,644,580 and \$2,399,990, respectively, and are included in payroll benefits in the combined statements of functional expenses for the years ended June 30, 2025 and 2024.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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The Foundation provides dental insurance for qualified nonunion employees. Premiums paid by the Foundation for such insurance were \$46,577 and \$45,828, respectively, and are included in payroll benefits in the combined statements of functional expenses for the years ended June 30, 2025 and 2024.

The Foundation has an agreement to pay a current employee deferred compensation of \$20,000 per annum plus interest beginning July 1, 2010 over the duration of employment. The deferred compensation amounts will vest at 75% four years after the effective date and payments began on July 1, 2014. If the employee is still employed on his 60<sup>th</sup> birthday or acting in his service capacity with the Foundation on either his retirement date or on his involuntary termination date, all amounts will vest 100%. In addition, all amounts will become 100% vested on the date of death or disability, as applicable. The balance of the liability of \$20,000 and \$183,748 for this obligation is included in accounts payable and accrued liabilities in the combined statements of financial position as of June 30, 2025 and 2024, respectively, and the vested amounts will be paid out of general assets of the Foundation.

The Foundation entered into an agreement to pay a 15-year retirement benefit of \$30,000 per year, cost of living adjusted annually at a rate of 3.0%, beginning in March 2015 to a former employee. The actuarially determined liability for this obligation was calculated using an investment return of 4.5%. The balance of the liability of \$59,472 and \$90,785 for this obligation is included in accounts payable and accrued liabilities in the combined statements of financial position as of June 30, 2025 and 2024, respectively, and will be paid out of general assets of the Foundation.

The Foundation has an agreement to pay a current employee deferred compensation of \$46,500 per annum plus interest beginning September 1, 2020 over the duration of employment. The deferred compensation amounts will vest at 75% four years after the effective date and payments began on July 1, 2021. If the employee is still employed on his 60<sup>th</sup> birthday or acting in his service capacity with the Foundation on either his retirement date or on his involuntary termination date, all amounts will vest 100%. In addition, all amounts will become 100% vested on the date of death or disability, as applicable. The balance of the liability of \$46,500 and \$198,180 for this obligation is included in accounts payable and accrued liabilities in the combined statements of financial position as of June 30, 2025 and 2024, respectively, and the vested amounts will be paid out of general assets of the Foundation.

The Foundation entered into an agreement to contribute to a section 457(b) "top hat" plan on behalf of three current employees in an amount up to or equal to the maximum amount allowed by Internal Revenue Service guidelines, currently \$23,500 per calendar year. Additionally, one current employee remains in the plan although, effective July 31, 2020, no future contributions on behalf of that employee will be made by the Foundation. The net balance of the liability for these obligations as of June 30, 2025 and 2024 was \$1,019,193 and \$1,060,218, respectively, and is included in accounts payable and accrued liabilities in the combined statements of financial position and will be paid out of general assets of the Foundation.

## 12. Commitments and Contingencies

Grants, bequests, and endowments require the fulfillment of certain conditions as set forth in the instructions of the gift. The Foundation intends to fulfill the conditions of all bequests, grants, and endowments, recognizing that failure to fulfill the conditions could result in the return of the funds to donors. The Foundation, by accepting the gifts and their terms, has agreed to the conditions of the donor. Management believes that the Foundation has complied with all donors' conditions.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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The Foundation entered into a lease agreement with the Wortham Theater Foundation in May 1987, and the Foundation has the right to terminate the lease at any time, after giving six months' written notice. Box office space is also leased. Rent expenses for the years ended June 30, 2025 and 2024 for these leases was \$364,578 and \$347,759, respectively, which is included in the production and company operating expenses on the combined statements of activities and change in net assets.

In January 2021, the Foundation entered into an agreement to renew the leases of ten apartments to use as subsidized housing for upper-level students at Houston Ballet and the 60-month lease term began on July 1, 2021. Lease payments relating to these leases were \$254,021 and \$248,438 and the related amortization expense, recognized according to ASU 2016-02, was \$252,832 and \$246,501 during the fiscal years ended June 30, 2025 and 2024, respectively.

Because the Foundation generally does not have access to the rate implicit in the lease, it utilizes its incremental borrowing rate as the discount rate. The discount rate associated with operating leases is 0.30%. The lease obligation is reflected in the table below.

The following table displays a maturity analysis of the undiscounted cash flows related to operating leases as of June 30, 2025, along with a reconciliation to the discounted amount recorded on the June 30, 2025 combined statement of financial position:

<u>Year ending June 30,</u>	
2026	\$ 283,331
Less: imputed interest	(421)
<b>Total</b>	<b>\$ 282,910</b>

### ***General Liability Claims***

The Foundation is, from time to time, subject to claims and suits arising in the ordinary course of business, including claims for damages for personal injuries and employment-related claims. In certain of these actions, plaintiffs request punitive or other damages against the Foundation that may be covered by insurance. The Foundation is currently not a party to any proceeding, which, in management's opinion, would have a material adverse effect on the Foundation's business, financial condition, or results of operations.

### **13. Liquidity**

The Foundation plans each year to provide funding for operating expenditures through a combination of earned income, special events net income, investment income, and interfund transfers, including an annual allocation from its Endowment Fund. The Foundation's investment policy allows a withdrawal for any fiscal year not to exceed 5.5% of the trailing three-year average of the total value of the Endowment Fund. The Foundation maintains high liquidity and low risk through cash and cash equivalents and longer-term investments in the General Fund, maintains cash and cash equivalents in the Plant Fund, and maintains cash and cash equivalents, as well as longer-term investments, in the Endowment Fund.

# Houston Ballet Foundation and Houston Ballet Guild, Inc.

## Notes to Combined Financial Statements

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Financial assets available within one year of the combined statement of financial position date for general expenditure from the Operating Fund and Plant Fund (except where noted) are as follows:

<i>June 30,</i>	<b>2025</b>	<b>2024</b>
Cash and cash equivalents	\$ 7,045,283	\$ 9,976,423
Other receivables	49,818	61,203
Pledges receivable, current	121,960	112,526
Investments for current use -		
Operating Fund and Plant Fund	9,698,823	12,608,606
Investments appropriated for current use - Endowment Fund	5,444,469	5,312,276
<b>Financial Assets Available Within One Year of the Combined Statement of Financial Position Date for General Expenditure</b>	<b>\$ 22,360,353</b>	<b>\$ 28,071,034</b>

The investments appropriated for current use - Endowment Fund represent 5.5% of the trailing three-year average of cash and investments (net of due to/from other funds).

### 14. Subsequent Events

The Foundation has evaluated subsequent events through December 11, 2025 for recognition or disclosure, which is the date these combined financial statements were available for issuance.