

MINNEAPOLIS HEART INSTITUTE FOUNDATION

**FINANCIAL STATEMENTS AND
SUPPLEMENTARY INFORMATION**

YEARS ENDED DECEMBER 31, 2023 AND 2022



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**MINNEAPOLIS HEART INSTITUTE FOUNDATION
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INDEPENDENT AUDITORS' REPORT

Board of Directors
Minneapolis Heart Institute Foundation
Minneapolis, Minnesota

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Minneapolis Heart Institute Foundation, which comprise the statements of financial position as of December 31, 2023 and 2022, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Minneapolis Heart Institute Foundation as of December 31, 2023 and 2022, and the changes in 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 (U.S. GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Minneapolis Heart Institute 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 Minneapolis Heart Institute Foundation's ability to continue as a going concern for one year after the date the financial statements are available to be issued.

Auditors' 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 auditors' 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 U.S. 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 U.S. 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 Minneapolis Heart Institute 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 Minneapolis Heart Institute 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.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The statement of operations is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

CliftonLarsonAllen LLP

CliftonLarsonAllen LLP

Minneapolis, Minnesota
April 23, 2024

MINNEAPOLIS HEART INSTITUTE FOUNDATION
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2023 AND 2022

	2023	2022
ASSETS		
Cash and Cash Equivalents	\$ 5,400,148	\$ 10,871,234
Investments (Note 3)	40,544,584	29,208,947
Contributions Receivable	531,323	153,899
Pledges Receivable, Net (Notes 5 and 7)	7,753,277	14,645,447
Other Receivables, Net of Allowance of \$0 in 2023 and \$98,439 in 2022	2,231,638	2,940,880
Other Assets	509,330	277,423
Right of Use Asset, Net (Note 15)	7,975,729	11,496,405
Property and Equipment, Net (Note 6)	1,785,468	1,466,478
Total Assets	\$ 66,731,497	\$ 71,060,713
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable	\$ 615,862	\$ 582,339
Accrued Payroll Costs	945,712	906,771
Accrued Pension	553,546	500,157
Amounts Due for Research and Study Costs	99,309	259,607
Deferred Revenues (Note 2)	87,661	256,856
Lease Liability (Note 15)	8,094,356	12,429,879
Total Liabilities	10,396,446	14,935,609
NET ASSETS		
Without Donor Restrictions (Note 8)	12,695,578	12,366,174
With Donor Restrictions (Note 9):		
General Support - Restricted for Time	144,985	279,204
Restricted Endowment Income	7,793,580	6,302,671
Research and Education Projects	17,555,323	19,214,262
Perpetual in Nature	18,145,585	17,962,793
Total With Donor Restrictions	43,639,473	43,758,930
Total Net Assets	56,335,051	56,125,104
Total Liabilities and Net Assets	\$ 66,731,497	\$ 71,060,713

See accompanying Notes to Financial Statements.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
STATEMENTS OF ACTIVITIES
YEARS ENDED DECEMBER 31, 2023 AND 2022**

	2023			2022		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUES						
Contributions	\$ 3,220,847	\$ 2,862,695	\$ 6,083,542	\$ 6,960,681	\$ 10,434,419	\$ 17,395,100
Nonfinancial Contributions	-	-	-	1,000	-	1,000
Special Events, Net of Expenses of \$957,189 in 2023 and \$1,375,056 in 2022, Including \$60,730 of Nonfinancial Contributions in 2023 and \$4,698 in 2022	24,205	-	24,205	(976,647)	-	(976,647)
Grants	463,263	396,915	860,178	179,767	(1,746)	178,021
Research Study Revenues	4,272,620	-	4,272,620	4,998,558	-	4,998,558
Income from Services	761,094	-	761,094	410,576	-	410,576
Gain on Disposal of Operating Lease (Note 15)	944,999	-	944,999	-	-	-
Investment Gain (Note 3)	1,333,235	2,393,916	3,727,151	(1,373,310)	(3,433,065)	(4,806,375)
Contribution Loss	-	-	-	-	(81,154)	(81,154)
Net Assets Released from Restrictions (Note 9)	5,772,983	(5,772,983)	-	4,045,216	(4,045,216)	-
Total Support and Revenues	16,793,246	(119,457)	16,673,789	14,245,841	2,873,238	17,119,079
EXPENSES						
Program Services:						
Education	474,179	-	474,179	416,376	-	416,376
Research	10,643,398	-	10,643,398	9,547,960	-	9,547,960
Total Program Services	11,117,577	-	11,117,577	9,964,336	-	9,964,336
Fundraising	1,826,046	-	1,826,046	1,572,689	-	1,572,689
General and Administrative	3,520,219	-	3,520,219	3,187,430	-	3,187,430
Total Supporting Services	5,346,265	-	5,346,265	4,760,119	-	4,760,119
Total Expenses	16,463,842	-	16,463,842	14,724,455	-	14,724,455
CHANGE IN NET ASSETS	329,404	(119,457)	209,947	(478,614)	2,873,238	2,394,624
Net Assets - Beginning of Year	12,366,174	43,758,930	56,125,104	12,844,788	40,885,692	53,730,480
NET ASSETS - END OF YEAR	<u>\$ 12,695,578</u>	<u>\$ 43,639,473</u>	<u>\$ 56,335,051</u>	<u>\$ 12,366,174</u>	<u>\$ 43,758,930</u>	<u>\$ 56,125,104</u>

See accompanying Notes to Financial Statements.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
STATEMENTS OF FUNCTIONAL EXPENSES
YEARS ENDED DECEMBER 31, 2023 AND 2022**

	2023				2022			
	Program Services	Fundraising	General and Administrative	Total	Program Services	Fundraising	General and Administrative	Total
Salaries and Wages	\$ 6,298,952	\$ 1,105,542	\$ 1,748,375	\$ 9,152,869	\$ 5,601,639	\$ 934,491	\$ 1,618,612	\$ 8,154,742
Payroll Taxes and Employee Benefits	1,392,135	255,780	379,185	2,027,100	1,269,627	211,023	304,538	1,785,188
Outside Services	1,683,606	96,566	858,164	2,638,336	1,576,037	75,715	749,876	2,401,628
Community Relations	578	594	24,017	25,189	3,147	1,050	16,225	20,422
Rent	747,524	92,657	102,941	943,122	588,944	60,834	106,509	756,287
Direct Special Event Expenses	-	957,189	-	957,189	-	1,735,056	-	1,735,056
Equipment Maintenance	16,531	2,518	2,021	21,070	19,888	1,148	1,691	22,727
Legal and Accounting	49,723	1,168	82,312	133,203	44,015	16,953	59,035	120,003
Insurance	84,100	-	51,675	135,775	72,231	-	48,510	120,741
Printing and Publication	14,435	50,928	709	66,072	21,669	86,360	1,903	109,932
Travel	337,923	78,996	115,974	532,893	236,997	98,720	79,387	415,104
Telephone	24,758	3,132	791	28,681	28,278	3,391	1,113	32,782
Office and Supplies	119,608	17,222	7,993	144,823	147,661	21,365	11,423	180,449
Employee Dues and Memberships	18,322	91	24,868	43,281	23,548	50	26,945	50,543
Employee Seminar Fees	55,736	307	6,247	62,290	56,633	3,305	11,152	71,090
Depreciation	222,804	28,576	30,399	281,779	252,625	26,536	37,296	316,457
Provision for Bad Debts	-	-	55,932	55,932	-	-	-	-
Miscellaneous	50,842	91,969	28,616	171,427	21,397	31,748	113,215	166,360
Subtotal	11,117,577	2,783,235	3,520,219	17,421,031	9,964,336	3,307,745	3,187,430	16,459,511
Direct Special Event Expenses	-	(957,189)	-	(957,189)	-	(1,735,056)	-	(1,735,056)
Total Functional Expenses	<u>\$ 11,117,577</u>	<u>\$ 1,826,046</u>	<u>\$ 3,520,219</u>	<u>\$ 16,463,842</u>	<u>\$ 9,964,336</u>	<u>\$ 1,572,689</u>	<u>\$ 3,187,430</u>	<u>\$ 14,724,455</u>

See accompanying Notes to Financial Statements.

MINNEAPOLIS HEART INSTITUTE FOUNDATION
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2023 AND 2022

	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 209,947	\$ 2,394,624
Adjustments to Reconcile Changes in Net Assets to Net Cash		
Provided by Operating Activities:		
Contributions Perpetual in Nature	(182,792)	(4,816,688)
Net Realized Gain on Investments	(12,034)	(891,666)
Net Unrealized Gain on Investments	(2,423,635)	6,453,062
Depreciation	281,779	316,457
Gain on Disposal of Operating Lease	(944,999)	-
Lease Liability Transition Adjustment	-	(14,819)
(Increase) Decrease in Assets:		
Contributions Receivable	(377,424)	(90,279)
Pledges Receivable	6,892,170	(7,237,474)
Other Receivables	709,242	11,413
Other Assets	(231,907)	3,873
Right of Use Asset	(7,026,932)	-
Increase (Decrease) in Liabilities:		
Accounts Payable	(68,193)	189,573
Accrued Payroll Costs	38,941	273,235
Accrued Pension	53,389	55,780
Accrued Research Study Costs	(160,298)	(293,012)
Lease Liability	7,157,084	-
Deferred Revenues	(169,195)	(145,092)
Net Cash Provided (Used) by Operating Activities	3,745,143	(3,791,013)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of Furniture and Equipment	(499,053)	(15,485)
Purchase of Investments	(12,640,622)	(4,143,328)
Proceeds from Sale of Investments	3,740,654	2,879,500
Net Cash Used by Investing Activities	(9,399,021)	(1,279,313)
CASH FLOWS FROM FINANCING ACTIVITIES		
Contributions Perpetual in Nature	182,792	4,816,688
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(5,471,086)	(253,638)
Cash and Cash Equivalents - Beginning of Year	10,871,234	11,124,872
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 5,400,148	\$ 10,871,234
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Right of Use Asset and Lease Liability - Operating	\$ 7,617,675	\$ 12,092,564
Fixed Asset Additions Included in Accounts Payable	\$ 101,716	\$ -

See accompanying Notes to Financial Statements.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 1 ORGANIZATION

The Minneapolis Heart Institute Foundation (the Foundation) is a nonprofit corporation organized under the laws of the state of Minnesota. The Foundation seeks to improve cardiovascular health through education and clinical research. The principal focus of the Foundation's work is in the following areas:

- Developing new clinical knowledge about prevention, diagnosis, and treatment of cardiovascular diseases;
- Translating new knowledge and technology into effective practice in health care systems;
- Educating health professionals about advances in managing cardiovascular health; and
- Educating individuals, families, and communities about promoting cardiovascular health and preventing cardiovascular disease.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies of the Foundation conform to accounting principles generally accepted in the United States of America. The following is a summary of the more significant accounting policies:

Basis of Presentation

The financial statements of the Foundation have been prepared on the accrual basis of accounting.

Net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – This classification contains net assets that are not subject to donor stipulations and are available for support of the operations of the Foundation. As reflected in the statements of financial position, the Foundation's board has designated net assets for research, operating reserves, and other purposes.

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Basis of Presentation

Net Assets With Donor Restrictions – This category includes net assets subject to donor stipulations that may or will be met either by actions of the Foundation and/or the passage of time as well as donor restrictions that are perpetual in nature. The net assets with perpetual donor restrictions include the Founders, T. Peterson, Education, Gobel/Van Tassel, Nicoloff, Kiser, Giel, Ireland, Patient Safety and Advocacy, Van Tassel Innovation Center, and Novogratz Family Heart Rhythm Center endowments. The earnings from the Founders, T. Peterson, and Ireland endowments have no donor restrictions and are available for research or education programs. The earnings from the Education endowment are restricted to education programs. The earnings from the Gobel/Van Tassel endowment are restricted to cardiology research. The earnings from the Nicoloff endowment are restricted to cardiac surgery research. The earnings from the Kiser endowment are restricted to collaborative projects with Children’s Heart Link, a Minnesota nonprofit organization. The Giel endowment earnings support research chairs and physician research. The Patient Safety and Advocacy endowment earnings support patient safety and advocacy programs. The Novogratz Family Heart Rhythm Center earnings are restricted for heart rhythm research, education, and leadership. The Van Tassel Innovation Center provides support for physician-initiated research to design and lead innovative research across a continuum of cardiovascular care — from prevention to diagnosis and treatment.

Cash and Cash Equivalents

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

Investments

The Foundation’s investments include mutual funds, index funds, limited partnership investments, and a multi-strategy fund of funds. Investments in mutual funds and index funds are reported at fair value based on quoted market prices at year-end. The investments in the limited partnerships are reported at fair value, using net asset value as a practical expedient, as determined by the partnership’s general partner. Using net asset value as a practical expedient, the multi-strategy fund of funds is recorded as estimated fair value of the underlying assets. The estimated fair value as determined by the general partners or the fund manager may differ from the value that would have been used had ready markets for the investment existed and the differences could be significantly higher or lower for any specific holding.

Contributions and Grants

Contributions and grants, which include unconditional promises to give, are recognized as revenues in the period received. All contributions and grants are available for use unless specifically restricted by the donor.

Contributed materials, fixed assets, or investments are recorded at fair value when received.

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Contributions and Grants (Continued)

Contributions and grants with donor restrictions that are met in the same year as they are received are reported as revenues without donor restrictions. Contributions and grants with donor restrictions that are not met in the same year as they are received are reported as revenues with donor restrictions and are reclassified to net assets without donor restrictions when the donor condition is met.

Conditional promises to give, that is, those with a measurable performance or other barrier and a right of return, are not recognized until the conditions on which they depend have been met. The Foundation received contributions and grants of \$47,450 and \$196,687 for which conditions have not yet been met which are included in deferred revenues on the statements of financial position as of December 31, 2023 and 2022, respectively.

A portion of the Foundation's revenue is derived from cost reimbursable federal contracts, which are conditioned upon certain performance requirements and/ or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the Foundation has incurred expenditures in compliance with specific contract or grant provisions.

Contributions receivable are current contributions anticipated to be collected within the following year. Pledges receivable are multi-year contributions that are expected to be received over several years and all pledges receivable to be received after one year are discounted using a rate ranging from 0.38% to 3.88%. Amortization of discounts is included in contribution revenue. An allowance for uncollectible pledges and contributions receivable is provided based upon management's estimate of unconditional promises to give which will ultimately not be collected. The change in this allowance is presented as contribution (loss) gain in the statements of activities.

Other Receivables

Other receivables include amounts earned under research agreements prior to year-end that have been invoiced to the sponsor and remained outstanding at year-end.

Property and Equipment

All expenditures over \$2,500 for property and equipment are capitalized at cost and recorded at cost, less accumulated depreciation. Depreciation is provided using the straight-line method. Estimated useful lives of property and equipment range from 4 to 10 years.

Trademark License Revenue

The Foundation entered into an agreement with a related party, which grants the related party the right to use certain licensed trademarks in connection with the provision of health care service related to the prevention, diagnosis and treatment of cardiovascular disease provided at its hospital-based clinics, and facilities and outreach clinics primarily staffed in cardiology by the MHI Physicians.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Trademark License Revenue (Continued)

The term of the trademark license agreement is 12 years commencing on January 8, 2018. The Foundation will receive an annual royalty of \$25,000 per year each January for the term of this agreement. Revenue is recognized upon receipt. Accordingly, no receivable has been recognized by the Foundation for amounts due under the trademark license agreement through the conclusion of its term.

Charitable Donation Agreement

The Foundation entered into a conditional agreement with a related party, where the related party will pay to the Foundation a voluntary nonreciprocal charitable contribution in the amount of \$23,700,000 in equal consecutive monthly installments of \$164,583 with the first monthly installment in January 2018, and the final installment to be paid in December 2029.

Revenue is recognized as earned according to the agreement. The amounts have been recognized in the statements of activities as contribution revenue in the amount of \$1,975,000 for the years ended December 31, 2023 and 2022.

Research Study Revenues

The Foundation conducts research activities and programs under various agreements. Amounts received are recognized as earned and are reported as revenue when the work has been performed. Amounts received but not yet earned are reported as deferred revenues in the statements of financial position. The Foundation received research study revenue of and \$22,766 and \$40,974 in advance of work being performed which has been included in deferred revenues as of December 31, 2023 and 2022, respectively.

Income from Services

Income from services includes amounts from various programs related to education and research. Amounts received are recognized as earned and are reported as revenue when the work has been performed. Amounts received but not yet earned are reported as deferred revenues on the statements of financial position. The Foundation received income from services of \$17,445 and \$19,195 in advance of work being performed which has been included in deferred revenues as of December 31, 2023 and 2022, respectively.

Volunteers

A number of volunteers have made significant contributions of time to the Foundation's policymaking, program, and support functions. The value of this contributed time does not meet the criteria for recognition as contributed service revenue and, accordingly, is not reflected in the accompanying financial statements.

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Leases

The Foundation determines if an arrangement is a lease at inception. Leases are reported on the statements of financial position as a right-of-use (ROU) asset and lease liability.

ROU assets represent the Foundation's right to use an underlying asset for the lease term and lease liabilities represent the Foundation's obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at commencement date based on the present value of lease payments over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that the Foundation will exercise that option. Lease expense for operating lease payments is recognized on a straight-line basis over the lease term. The Foundation has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the statements of financial position.

The individual lease contracts do not provide information about the discount rate implicit in the lease. Therefore, the Foundation has elected to use a risk-free discount rate determined using a period comparable with that of the lease term for computing the present value of the lease liability.

The Foundation has elected not to separate non-lease components from lease components and instead accounts for each separate lease component and the non-lease component as a single lease component.

Functional Allocation of Expenses

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statements of functional expenses. Accordingly, certain general and administrative costs have been allocated among the programs and supporting services benefited. A portion of the chief executive officer's salary, benefits, and rent expense are allocated to fundraising based on a percentage of direct labor hours expended. Equipment maintenance, printing and publication, telephone, and office and supplies are allocated to the various programs and supporting services based on a percentage of the total number of Foundation employees.

Income Taxes

The Foundation has received a determination letter from the Internal Revenue Service indicating it is classified as a tax-exempt organization under Section 501(c)(3) and is not a private foundation under Sections 509(a)(1) and 170(b)(1)(A)(iii) of the Internal Revenue Code (IRC). The Foundation is also exempt from Minnesota income taxes under Minnesota Statute Chapter 290.05. The Foundation is subject to federal and state income taxes only on any unrelated business income under the provisions of Section 511 of the IRC.

The Foundation follows accounting standards for uncertain tax positions and files as a tax-exempt organization. The Foundation has no uncertain income tax positions and no liability has been recognized by the Foundation under this standard.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities 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.

Adoption of New Accounting Standards

The Foundation has adopted ASU 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, as amended, which modifies the measurement of expected credit losses. The Foundation adopted this new guidance utilizing the modified retrospective transition method. The adoption of this standard did not have a material impact on the Foundation’s financial statements but did change how the allowance for credit losses is determined.

Subsequent Events

In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through April 23, 2024, the date the financial statements were available to be issued.

NOTE 3 INVESTMENTS

Investments consist of the following at December 31:

	<u>2023</u>	<u>2022</u>
U.S. Large-Cap Equity	\$ 10,201,591	\$ 8,077,538
U.S. Small/Mid-Cap Equity	3,592,136	3,160,272
International Equity	8,107,817	7,094,691
Fixed Income	8,299,251	7,770,835
Real Estate/Real Assets	564,200	546,510
Hedge Fund of Funds	1,779,589	2,559,101
Certificates of Deposit	8,000,000	-
Total	<u>\$ 40,544,584</u>	<u>\$ 29,208,947</u>

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 3 INVESTMENTS (CONTINUED)

Investment gain consists of the following for the years ended December 31:

	2023	2022
Interest and Dividends Net of Investment Expenses of \$86,313 in 2023 and \$83,799 in 2022	\$ 1,291,482	\$ 755,021
Net Realized Gains	12,034	891,666
Net Unrealized Gains (Losses)	2,423,635	(6,453,062)
Total	\$ 3,727,151	\$ (4,806,375)

NOTE 4 FAIR VALUE MEASUREMENTS

The Foundation uses Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC 820), *Fair Value Measurements*, which established a three-level fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and lowest priority to unobservable inputs (Level 3 measurements).

The Foundation early adopted the standard on disclosures for investments in certain entities that calculate net asset value per share or its equivalent which removes those investments that calculate net asset value per share from the fair value disclosure.

The three levels of the fair value hierarchy under ASC 820 are described below:

Level 1 – Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets, or liabilities.

Level 2 – Pricing inputs other than identical quoted prices in active markets that are observable for the financial instrument, such as similar instruments, interest rates, and yield curves that are observable at commonly quoted intervals.

Level 3 – Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable. Level 3 inputs include situations where there is little, if any, market activity for the financial instrument.

The following tables summarize the Foundation’s assets that were accounted for at fair value hierarchy of ASC 820, as of December 31:

Description	2023			
	Level 1	Level 2	Level 3	Total
Investments:				
U.S. Large-Cap Equity	\$ 10,201,591	\$ -	\$ -	\$ 10,201,591
U.S. Small/Mid-Cap Equity	3,592,136	-	-	3,592,136
International Equity	8,107,817	-	-	8,107,817
Fixed Income	6,933,139	-	-	6,933,139
Real Estate/Real Assets	564,200	-	-	564,200
Certificates of Deposit	-	8,000,000	-	8,000,000
Total	\$ 29,398,883	\$ 8,000,000	\$ -	37,398,883
Investments Held at Net Asset Value or its Equivalent				3,145,701
Total				\$ 40,544,584

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)

Description	2022			Total
	Level 1	Level 2	Level 3	
Investments:				
U.S. Large-Cap Equity	\$ 8,077,538	\$ -	\$ -	\$ 8,077,538
U.S. Small/Mid-Cap Equity	3,160,272	-	-	3,160,272
International Equity	7,094,691	-	-	7,094,691
Fixed Income	6,501,826	-	-	6,501,826
Real Estate/Real Assets	546,510	-	-	546,510
Total	<u>\$ 25,380,837</u>	<u>\$ -</u>	<u>\$ -</u>	<u>25,380,837</u>
Investments Held at Net Asset Value or its Equivalent				3,828,110
Total				<u>\$ 29,208,947</u>

The following is a summary of the investments whose net asset value approximates fair value and the related unfunded commitments and redemption restrictions associated with each major category at December 31:

	2023			
	Net Asset Value	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Multi-Strategy Fund of Funds (1)	\$ 59,169	\$ -	Not Applicable	Not Applicable
Fixed Income Funds (2)	1,366,112	-	Monthly	60 Days
Multi-Strategy Fund of Funds (3)	1,720,420	-	Quarterly	100 Days
Total	<u>\$ 3,145,701</u>	<u>\$ -</u>		

	2022			
	Net Asset Value	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Multi-Strategy Fund of Funds (1)	\$ 953,232	\$ -	Not Applicable	Not Applicable
Fixed Income Funds (2)	1,269,009	-	Monthly	60 Days
Multi-Strategy Fund of Funds (3)	1,605,869	-	Quarterly	100 Days
Total	<u>\$ 3,828,110</u>	<u>\$ -</u>		

(1) Multi-Strategy Fund of Funds – This fund invests in hedge funds, private equity, real estate, and natural resources. The portfolio will typically include 15% – 35% opportunistic equity, 15% – 35% enhanced fixed income, 10% – 30% absolute return, 5% – 15% real estate, 5% – 15% private equity, and 5% – 15% energy and natural resources focused strategies. The net asset value (NAV) of the fund is determined monthly using the fair value of the master fund’s investment in underlying managers. These values may be subject to later adjustment or revision.

If all units owned by a partner are repurchased, the partner will receive an initial payment equal to 95% of the estimated value of the units approximately 90 days after the valuation date, subject to audit adjustment, and the balance due will be determined and paid within 45 days after completion of the fund’s annual audit.

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)

- (2) Fixed Income Funds – This fund invests primarily in closed-end registered investment companies that invest in fixed-income securities and directly in fixed-income securities. The NAV of the fund is determined monthly using the market value, or fair value if market data is unavailable, of the underlying funds. Subsequent to the first six months of the initial investment, upon 60 days’ prior written notice, all or any portion of interest in the fund, as of the last day of any month, can be withdrawn. Redemptions will be paid within 30 days after the date of withdrawal, and may be paid either in cash, in-kind, or a combination of both.
- (3) Multi-Strategy Fund of Funds – This fund invests in specialists in long/short equity strategies, risk arbitrage, statistical arbitrage, distressed securities, relative value arbitrage, multi-strategy, hedging strategies, long/short credit, convertible arbitrage, global macro, and managed futures. The net asset value (NAV) of the fund is determined monthly as total assets minus total liabilities of the fund. These values may be subject to later adjustment or revision.

Due to the nature of the investments held by the funds, changes in market conditions and the economic environment may significantly impact the NAV of the funds and, consequently, the fair value of the Foundation’s interests in the funds. Although a secondary market exists for these investments, it is not active and individual transactions are typically not observable. When transactions do occur in this limited secondary market, they may occur at discounts to the reported net asset value. It is, therefore, reasonably possible that if the Foundation were to settle these investments in the secondary market, a buyer may require a discount to the reported net assets value, and the discount could be significant.

NOTE 5 PLEDGES RECEIVABLE

Pledges receivable at December 31 are expected to be collected as follows:

	<u>2023</u>	<u>2022</u>
Due Within One Year	\$ 1,896,378	\$ 5,784,637
Two Through Five Years	6,178,894	8,787,857
More Than Five Years	-	632,415
Subtotal	<u>8,075,272</u>	<u>15,204,909</u>
Discount	<u>(321,995)</u>	<u>(559,462)</u>
Total	<u>\$ 7,753,277</u>	<u>\$ 14,645,447</u>

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 6 PROPERTY AND EQUIPMENT, NET

Furniture and equipment, net is as follows at December 31:

	<u>2023</u>	<u>2022</u>
Leasehold Improvements	\$ 1,724,621	\$ 1,724,621
Construction in Progress	492,002	-
Furniture and Equipment	1,429,151	1,325,345
Less: Accumulated Depreciation	(1,860,306)	(1,583,488)
Total	<u>\$ 1,785,468</u>	<u>\$ 1,466,478</u>

NOTE 7 RELATED PARTY TRANSACTIONS

Contributions received from board members of the Foundation during 2023 and 2022 totaled \$178,302 and \$374,334 respectively. Pledges receivable from board members of the Foundation totaled \$-0- and \$1,037,500 at December 31, 2023 and 2022, respectively.

NOTE 8 NET ASSETS WITHOUT DONOR RESTRICTIONS

Net assets without donor restrictions are designated for the following purposes at December 31:

	<u>2023</u>	<u>2022</u>
Board-Designated:		
Physician Research	\$ 967	\$ 967
Operating Reserve	12,694,611	12,365,207
Total Net Assets Without Donor Restrictions	<u>\$ 12,695,578</u>	<u>\$ 12,366,174</u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 9 NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following purposes at December 31:

	<u>2023</u>	<u>2022</u>
General Support - Restricted for Time	\$ 144,985	\$ 279,204
Restricted Endowment Income	7,793,580	6,302,671
Research and Education Projects:		
Education Projects	312,456	471,928
International Outreach	1,276,245	1,438,998
Interventional Research	14,313	14,313
Lead Registry Research	10,125	13,371
Congestive Heart Failure Research	55,989	46,964
Investigator Initiated Research	15,022,975	16,102,365
Endovascular Research	1,200	1,200
Core Imaging Research Center	<u>862,020</u>	<u>1,125,123</u>
Total Research and Education Projects	17,555,323	19,214,262
Perpetual in Nature	<u>18,145,585</u>	<u>17,962,793</u>
Total With Donor Restrictions	<u>\$ 43,639,473</u>	<u>\$ 43,758,930</u>

Net assets released from donor restrictions consist of the following for the years ended December 31:

	<u>2023</u>	<u>2022</u>
General Support - Restricted for Time	\$ 144,640	\$ 88,000
Restricted Endowment Payout	903,007	833,217
Research and Education Projects:		
Education Projects	189,616	157,892
International Outreach	163,753	243,721
Lead Registry Research	3,246	96,619
Investigator Initiated Research	4,086,796	2,608,059
Core Imaging Research Center	<u>281,925</u>	<u>17,708</u>
Total Research and Education Projects	4,725,336	3,123,999
Total Net Assets Released from Donor Restrictions	<u>\$ 5,772,983</u>	<u>\$ 4,045,216</u>

NOTE 10 FOUNDATION ENDOWMENT FUNDS

The Foundation's endowment consists of eleven individual funds established for the ongoing support of research and education activities. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including funds designated by the board of directors to function as endowments, are classified and reported based on the existence or absence of donor restrictions.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 10 FOUNDATION ENDOWMENT FUNDS (CONTINUED)

The Foundation follows Uniform Prudent Management of Institutional Funds Act (UPMIFA). UPMIFA governs an institution's, such as the Foundation, management and investment of endowment funds. The board of directors, in consultation with legal counsel, 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: (a) the original value of the gifts donated to the endowment that is perpetual in nature, (b) the original value of subsequent gifts to the endowment that is perpetual in nature, and (c) accumulations to the 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 temporary in nature is recorded in 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:

- 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
- The investment policies of the Foundation

Endowment Net Asset Composition by Type of Fund

	2023		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor-Restricted Endowment Funds:			
Original Donor-Restricted Gift Amount and Amounts Required to be Maintained in Perpetuity by Donor	\$ -	\$ 18,145,585	\$ 18,145,585
Accumulated Investment Gains	-	7,793,580	7,793,580
Total	<u>\$ -</u>	<u>\$ 25,939,165</u>	<u>\$ 25,939,165</u>
	2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor-Restricted Endowment Funds:			
Original Donor-Restricted Gift Amount and Amounts Required to be Maintained in Perpetuity by Donor	\$ -	\$ 17,962,793	\$ 17,962,793
Accumulated Investment Gains	-	6,302,671	6,302,671
Total	<u>\$ -</u>	<u>\$ 24,265,464</u>	<u>\$ 24,265,464</u>

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 10 FOUNDATION ENDOWMENT FUNDS (CONTINUED)

Changes in Endowment Net Assets

	2023		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment Net Assets -			
Beginning of Year	\$ -	\$ 24,265,464	\$ 24,265,464
Investment Return:			
Income	-	604,600	604,600
Net Realized and Unrealized Gain	-	1,789,316	1,789,316
Total Investment Gain	-	2,393,916	2,393,916
Contributions	-	182,792	182,792
Endowment Payout	-	(903,007)	(903,007)
Endowment Net Assets -			
End of Year	<u>\$ -</u>	<u>\$ 25,939,165</u>	<u>\$ 25,939,165</u>
	2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment Net Assets -			
Beginning of Year	\$ -	\$ 23,720,058	\$ 23,720,058
Investment Return:			
Income	-	487,833	487,833
Net Realized and Unrealized Gain	-	(3,920,898)	(3,920,898)
Total Investment Gain	-	(3,433,065)	(3,433,065)
Contributions	-	4,811,688	4,811,688
Endowment Payout	-	(833,217)	(833,217)
Endowment Net Assets -			
End of Year	<u>\$ -</u>	<u>\$ 24,265,464</u>	<u>\$ 24,265,464</u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 10 FOUNDATION ENDOWMENT FUNDS (CONTINUED)

**Description of Amounts Classified as Net Assets With Donor Restrictions
(Endowment Only)**

Endowment funds as of December 31 are as follows:

	2023		
	Without Donor Restrictions	With Donor Restrictions	Total
Founders Endowment	\$ -	\$ 9,306,078	\$ 9,306,078
T. Peterson Endowment	-	63,555	63,555
Education Endowment	-	444,929	444,929
Gobel/Van Tassel Endowment	-	1,233,916	1,233,916
Nicoloff Endowment	-	2,213,195	2,213,195
Kiser Endowment	-	126,180	126,180
Giel Endowment	-	6,989,890	6,989,890
Ireland Endowment	-	437,412	437,412
Patient Safety and Advocacy Endowment	-	76,884	76,884
Van Tassel Innovation Center Endowment	-	13,490	13,490
Novogratz Family Heart Rhythm Center Endowment	-	5,033,636	5,033,636
Total	<u>\$ -</u>	<u>\$ 25,939,165</u>	<u>\$ 25,939,165</u>

	2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Founders Endowment	\$ -	\$ 8,681,397	\$ 8,681,397
T. Peterson Endowment	-	59,294	59,294
Education Endowment	-	412,541	412,541
Gobel/Van Tassel Endowment	-	1,151,201	1,151,201
Nicoloff Endowment	-	2,001,825	2,001,825
Kiser Endowment	-	112,884	112,884
Giel Endowment	-	6,521,324	6,521,324
Ireland Endowment	-	397,593	397,593
Patient Safety and Advocacy Endowment	-	71,730	71,730
Van Tassel Innovation Center Endowment	-	12,068	12,068
Novogratz Family Heart Rhythm Center Endowment	-	4,843,607	4,843,607
Total	<u>\$ -</u>	<u>\$ 24,265,464</u>	<u>\$ 24,265,464</u>

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.

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(s) as well as board-designated funds. Under this policy, as approved by the board of directors, the endowment assets are invested in a manner that is intended to produce a targeted investment return of 7% annually over a long-term horizon. Actual returns in any given year may vary from this amount.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 10 FOUNDATION ENDOWMENT FUNDS (CONTINUED)

**Description of Amounts Classified as Net Assets With Donor Restrictions
(Endowment Only) (Continued)**

In order to achieve its long-term rate-of-return objectives, the Foundation has implemented an investment strategy that focuses on capital appreciation (realized and unrealized). Generation of current income (through interest and dividends) is a secondary objective. The Foundation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives. An emphasis on equity-based investments implies a willingness by the Foundation to take on investment related risk in return for higher return potential.

The Foundation has a policy of appropriating for distribution each year 4% to 5% (the distribution for the year ended December 31, 2023 was 4%) of its endowment fund's average fair value based on the prior 36-month rolling period. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long-term, the Foundation expects the current spending policy to allow its endowment to grow at an average of 2% to 3% annually, which should exceed long-term inflation expectations in order to create real growth. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as to provide additional growth through new gifts and investment return.

NOTE 11 BENEFIT PLANS

The Foundation has a 401(k) defined contribution plan covering all employees who meet the eligibility requirements of the plan. The Foundation made voluntary annual contributions to the plan in an amount equal to 5% of base employee compensation, which includes incentive compensation. Employees may also voluntarily contribute to the plan. Eligible employees are fully vested in the employer contributions to the plan. The Foundation also matches, on a one-to-one basis, up to 2.5% of an employee's contribution into the 401(k). Expense for the plan was \$529,414 and \$484,514 in 2023 and 2022, respectively.

The Foundation also has a 457(f) deferred compensation plan for some of its key leaders. The plan includes a three year vesting period. Deferred compensation expense for the plan was \$91,039 and \$159,644 for the years ended December 31, 2023 and 2022, respectively.

NOTE 12 LEGAL MATTERS

The Foundation is involved in legal claims incidental to the normal course of its activities. The Foundation maintains liability coverage for such contingencies which could potentially be exceeded by the claims. Although the ultimate outcomes are not reasonably determinable or probable, management believes, based on their current assessment, that the final disposition on these claims will not have a material adverse effect on the financial position of the Foundation.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 13 LIQUIDITY AND AVAILABILITY

As part of the Foundation's liquidity management, it invests cash in excess of operating requirements in short-term investments. Additionally, there is a board-designated operating reserve. The Board's objective is to manage this reserve to ensure the continued operations of the Foundation within a negative environment, to allow the Foundation to take advantage of opportunities, and to define and establish the process to manage operating surpluses and deficits. Although the Foundation does not intend to spend from this reserve other than amounts appropriated for general expenditure as part of its annual budget approval and appropriation, amounts from this reserve could be made available in the event of financial distress or an immediate liquidity need.

The Foundation's financial assets due within one year of the statements of financial position date available for general expenditures are as follows:

	<u>2023</u>	<u>2022</u>
Cash and Cash Equivalents	\$ 4,061,450	\$ 2,962,999
Other Receivables	2,221,635	2,940,877
Contributions Receivable	541,323	3,466,143
Short-Term Investments	<u>7,307,409</u>	<u>4,271,250</u>
Total	<u>\$ 14,131,817</u>	<u>\$ 13,641,269</u>

None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the statements of financial position date.

NOTE 14 LINE OF CREDIT

Effective November 26, 2019, the Foundation entered into a \$1,000,000 line of credit which carries a variable interest rate. The line of credit is secured by general business assets. At December 31, 2023 and 2022, there was \$-0- of outstanding line of credit.

MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022

NOTE 15 RIGHT OF USE ASSET AND LIABILITY

The Foundation leases office space under non-cancelable lease agreements that expire on August 31, 2033 and include an optional five year lease extension. Under the terms of the agreement, the Foundation is committed to annual rentals adjusted for defined escalations.

The existing right of use ten-year lease, executed on August 1, 2023, included an additional 4,117 square feet and replaced a prior lease that would have expired March 31, 2029. The dissolution of the prior lease resulted in the elimination of related lease assets and liabilities in tandem with recording the new lease. Due to the partial amortization of a Tenant Improvement Allowance in the prior lease at time of dissolution, the expiring lease liabilities were higher than the assets. This resulted in a \$944,999 Gain on Disposition of Operating Lease in 2023, as reflected in the Statement of Activities.

The following table provides the Foundation's right of use assets and lease liability for the years ended December 31.

	<u>2023</u>	<u>2022</u>
Right of Use Assets:		
Operating Leases	\$ 7,975,729	\$ 11,496,405
Total	<u>\$ 7,975,729</u>	<u>\$ 11,496,405</u>
Lease Liabilities:		
Current:		
Operating Leases	\$ 558,205	\$ 435,156
Noncurrent:		
Operating Leases	7,536,151	11,994,723
Total	<u>\$ 8,094,356</u>	<u>\$ 12,429,879</u>

The following table provides quantitative information concerning the Foundation's leases for the years ended December 31.

	<u>2023</u>	<u>2022</u>
Operating Lease Costs	\$ 377,925	\$ 11,496,405
<u>Other Information</u>		
Operating Cash Flows from Operating Leases	\$ 313,396	\$ 648,651
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liability	\$ 7,617,675	\$ 12,092,564
Weighted Average Remaining Lease Term	9.6 years	16.3 years
Weighted Average Discount Rate	3.70%	2.00%

**MINNEAPOLIS HEART INSTITUTE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2023 AND 2022**

NOTE 15 RIGHT OF USE ASSET AND LIABILITY (CONTINUED)

A maturity analysis of annual undiscounted cash flows for lease liability as of December 31, 2023, is as follows:

<u>Year Ending December 31,</u>	<u>Operating Leases</u>
2024	\$ 951,372
2025	995,110
2026	1,018,406
2027	1,042,257
2028	1,066,677
Thereafter	<u>5,359,535</u>
Total Lease Payments	10,433,357
Less: Interest	(1,702,856)
Less: Tenant Improvement Allowance Reimbursement	<u>(636,145)</u>
Present Value of Lease Liabilities	<u><u>\$ 8,094,356</u></u>

NOTE 16 CONCENTRATIONS

At December 31, 2023 and 2022, 76% and 70% of the pledges receivable were from three donors. During the year ended December 31, 2023 and 2022, 10% and 70% of contribution revenue was from one donor and four donors, respectively.

MINNEAPOLIS HEART INSTITUTE FOUNDATION
STATEMENT OF OPERATIONS
YEAR ENDED DECEMBER 31, 2023
(SEE INDEPENDENT AUDITORS' REPORT)

	Unrestricted Operations	Temporarily Restricted and Operating Reserve	Endowments	Total
SUPPORT AND REVENUES				
Contributions	\$ 3,220,847	\$ 2,679,903	\$ 182,792	\$ 6,083,542
Nonfinancial Contributions	-	-	-	-
Special Events, Net	24,205	-	-	24,205
Grants	463,263	396,915	-	860,178
Research Study Revenues	4,272,620	-	-	4,272,620
Income from Services	761,094	-	-	761,094
Investment Gain	652,882	680,353	2,393,916	3,727,151
Net Assets Released from Restrictions	4,869,976	(4,869,976)	-	-
Net Assets Released - Endowment Payout	903,007	-	(903,007)	-
Total Support and Revenues	<u>15,167,894</u>	<u>(1,112,805)</u>	<u>1,673,701</u>	<u>15,728,790</u>
OPERATING EXPENSES				
Payroll Costs	11,179,969	-	-	11,179,969
Professional Services	2,223,925	-	-	2,223,925
Research Study Costs	547,613	-	-	547,613
Occupancy Costs	943,122	-	-	943,122
Travel and Meetings	532,892	-	-	532,892
Office and Supplies	260,647	-	-	260,647
Community Relations	19,107	-	-	19,107
Other Expenses	474,788	-	-	474,788
Total Operating Expenses	<u>16,182,063</u>	<u>-</u>	<u>-</u>	<u>16,182,063</u>
NET OPERATING GAIN	(1,014,169)	(1,112,805)	1,673,701	(453,273)
NONOPERATING EXPENSES				
Depreciation	281,779	-	-	281,779
Gain on Disposal of Operating Lease	(944,999)	-	-	(944,999)
Total Nonoperating Expenses	<u>(663,220)</u>	<u>-</u>	<u>-</u>	<u>(663,220)</u>
CHANGE IN NET ASSETS	<u>\$ (350,949)</u>	<u>\$ (1,112,805)</u>	<u>\$ 1,673,701</u>	<u>\$ 209,947</u>



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