

SOUTHERN ARKANSAS UNIVERSITY FOUNDATION, INC.
TABLE OF CONTENTS

Independent Auditors' Report	1-2
Financial Statements	
Statements of Financial Position	3
Statements of Activities	4-5
Statements of Cash Flows	6
Notes to Accompany Financial Statements	7-15

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INDEPENDENT AUDITORS' REPORT

To the Board of Governors
Southern Arkansas University Foundation, Inc.
Magnolia, Arkansas 71754

Opinion

We have audited the accompanying financial statements of Southern Arkansas University Foundation, Inc. (a nonprofit organization), which comprise the statements of financial position, as of December 31, 2022 and 2021 and the related statements of activities 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 Southern Arkansas University Foundation, Inc. as of December 31, 2022 and 2021 and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under these standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are further required to be independent of Southern Arkansas University Foundation, Inc. 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 these 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 Southern Arkansas University Foundation, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

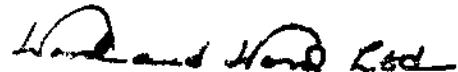
Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the 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 generally accepted auditing standards 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 generally accepted auditing standards, 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 Southern Arkansas University Foundation, Inc.'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 Southern Arkansas University Foundation, Inc.'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.



Wood and Wood, Ltd.
Magnolia, AR

August 10, 2023

SOUTHERN ARKANSAS UNIVERSITY FOUNDATION, INC.

STATEMENTS OF FINANCIAL POSITION

December 31, 2022 and 2021

ASSETS

	<u>2022</u>	<u>2021</u>
Cash and Cash Equivalents	\$ 4,945,245	\$ 4,852,387
Accrued Investment Earnings	134,259	127,196
Unconditional Promises to Give, Net	2,108,834	1,063,549
Prepaid Expenses	6,373	6,373
Investments	<u>44,600,256</u>	<u>52,996,221</u>
Total Assets	<u>\$ 51,794,967</u>	<u>\$ 59,045,726</u>

LIABILITIES AND NET ASSETS

Liabilities

Accounts Payable	\$ 758,025	\$ 998,391
Annuities Payable	<u>72,206</u>	<u>74,577</u>
Total Liabilities	<u>\$ 830,231</u>	<u>\$ 1,072,968</u>

Net Assets

Without Donor Restrictions	\$ 247,104	\$ 232,586
With Donor Restrictions	<u>50,717,632</u>	<u>57,740,172</u>
Total Net Assets	<u>\$ 50,964,736</u>	<u>\$ 57,972,758</u>

Total Liabilities and Net Assets	<u>\$ 51,794,967</u>	<u>\$ 59,045,726</u>
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The accompanying notes are an integral part of the financial statements.

SOUTHERN ARKANSAS UNIVERSITY FOUNDATION, INC.

STATEMENT OF ACTIVITIES
For the year ended December 31, 2022

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Revenue and Support			
Contributions	\$ 14,846	\$ 5,102,359	\$ 5,117,205
Contributions-Services	228,807		228,807
Miscellaneous Receipts	152,900		152,900
Investment Income (Loss)	(8,615,578)	(8,615,578)	
Net Assets Released from Restrictions	<u>3,509,321</u>	<u>(3,509,321)</u>	
Total Revenue and Support	<u>\$ 3,905,874</u>	<u>\$ (7,022,540)</u>	<u>\$ (3,116,666)</u>
Expenses			
Grants and Allocations	\$ 2,305,200	\$	\$ 2,305,200
Annuities	5,704		5,704
Awards and Promotions	85,847		85,847
Conferences, Meetings, and Lectures	86,651		86,651
Bad Debts	853,291		853,291
General and Administrative	<u>554,663</u>		<u>554,663</u>
Total Expenses	<u>\$ 3,891,356</u>	<u>\$</u>	<u>\$ 3,891,356</u>
Increase (Decrease) in Net Assets	\$ 14,518	\$ (7,022,540)	\$ (7,008,022)
Net Assets at the Beginning of the Year	<u>232,586</u>	<u>57,740,172</u>	<u>57,972,758</u>
Net Assets at the End of the Year	<u>\$ 247,104</u>	<u>\$ 50,717,632</u>	<u>\$ 50,964,736</u>

The accompanying notes are an integral part of the financial statements.

SOUTHERN ARKANSAS UNIVERSITY FOUNDATION, INC.

STATEMENT OF ACTIVITIES
For the year ended December 31, 2021

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Revenue and Support			
Contributions	\$ 68,987	\$ 4,080,192	\$ 4,149,179
Contributions-Services	220,791		220,791
Miscellaneous Receipts	62,715		62,715
Investment Income (Loss)		7,135,248	7,135,248
Net Assets Released from Restrictions	<u>4,767,453</u>	<u>(4,767,453)</u>	
Total Revenue and Support	<u>\$ 5,119,946</u>	<u>\$ 6,447,987</u>	<u>\$ 11,567.933</u>
 Expenses			
Grants and Allocations	\$ 4,455,368	\$	\$ 4,455,368
Annuities	20,209		20,209
Awards and Promotions	59,773		59,773
Conferences, Meetings, and Lectures	79,003		79,003
Bad Debts	181,316		181,316
General and Administrative	352,034		352,034
Total Expenses	<u>\$ 5,147,703</u>	<u>\$</u>	<u>\$ 5,147,703</u>
Increase (Decrease) in Net Assets	<u>\$ (27,757)</u>	<u>\$ 6,447,987</u>	<u>\$ 6,420,230</u>
Net Assets at the Beginning of the Year	<u>260,343</u>	<u>51,292,185</u>	<u>51,552,528</u>
Net Assets at the End of the Year	<u>\$ 232,586</u>	<u>\$ 57,740,172</u>	<u>\$ 57,972,758</u>

The accompanying notes are an integral part of the financial statements.

SOUTHERN ARKANSAS UNIVERSITY FOUNDATION, INC.

STATEMENTS OF CASH FLOWS
For the years ended December 31, 2022 and 2021

	<u>2022</u>	<u>2021</u>
Cash Flows from Operating Activities		
Change in Net Assets	\$(7,008,022)	\$ 6,420,230
Adjustments to Reconcile Change in Net Assets to Net Cash from Operating Activities		
In Kind Contributions	(121,269)	(27,735)
Contributions Restricted for Long Term Investment	(3,214,593)	(1,062,778)
Net Realized/Unrealized (Gain) Loss on Investments	9,751,183	(5,255,984)
Changes in:		
Unconditional Promises to Give	(1,045,285)	244,910
Prepaid Expenses	(240,366)	75,377
Accounts Payable	(1,878,352)	\$ 394,020
Cash Flows from Investing Activities		
Purchase of Investments	\$(24,912,244)	\$(5,352,508)
Proceeds from Sale of Investments	23,680,656	3,928,472
Net Cash Provided (Used) by Investing Activities	\$(1,231,588)	\$(1,424,036)
Cash Flows from Financing Activities		
Proceeds from Contributions Restricted for Long Term Investments	\$ 3,214,593	\$ 1,062,778
Payments of Annuity Obligations	(11,795)	(12,535)
Net Cash Provided (Used) by Financing Activities	\$ 3,202,798	\$ 1,050,243
Net Change in Cash	\$ 92,858	\$ 20,227
Cash, Beginning of the Year	<u>4,852,387</u>	<u>4,832,160</u>
Cash, End of the Year	<u>\$ 4,945,245</u>	<u>\$ 4,852,387</u>

The accompanying notes are an integral part of the financial statements.

SOUTHERN ARKANSAS UNIVERSITY FOUNDATION, INC.

NOTES TO ACCOMPANY FINANCIAL STATEMENTS

December 31, 2022 and 2021

Note A: Nature of Business

Organization and Nature of Operations

Southern Arkansas University Foundation, Inc. (the Foundation) is an Arkansas (nonprofit) corporation chartered in 1980. The purpose of this corporation is to aid, strengthen, and further the literary, scientific, and educational work and services of Southern Arkansas University, to develop the ties and interest, support, and affection existing between Southern Arkansas University and its students, staff, alumni, and supporters, and to assist and coordinate in raising and managing funds and resources on behalf of Southern Arkansas University to be used exclusively in furthering the literary, scientific, and educational purposes of the university within the meaning of Section 501 (c)(3) of the Internal Revenue Code.

Note B: Summary of Significant Accounting Policies

Advertising

Advertising costs are charged to operations when incurred as a part of awards and promotions.

Basis of Reporting

The financial statements of the Foundation have been prepared on the accrual basis of accounting. Under this method of accounting, revenue is recognized when earned and when the amount and timing of the revenue can be reasonably estimated. Expenses are recognized when they occur.

Basis of Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB), Accounting Standards Codification (ASC) 958-205; *Presentation of Financial Statements of Not-For-Profit Entities*. Under FASB ASC 958-205, the Foundation is required to report information regarding its financial position and activities according to two classes of net assets: net assets with donor restrictions and net assets without donor restrictions.

Net assets with donor restrictions - net assets subject to donor-imposed stipulations that the net assets be maintained by the Foundation and/or that may or will be met by actions of the Foundation and/or passage of time.

Net assets without donor restrictions – net assets which represent resources generated from operations or that are not subject to donor-imposed stipulations. Donor-restricted contributions, whose restrictions are met within the same year as received, are also reported as unrestricted contributions.

Revenue recognition - Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as restricted support that increases these net asset classes. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulations or by law. Expirations of restrictions on net assets (i.e. the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Foundation considers cash and certificates of deposit with an initial maturity of three months or less to be cash equivalents. As of December 31, 2022 and 2021, cash equivalents totaling \$4,945,245 and \$4,852,387 respectively have been restricted by donor imposed stipulations. At December 31, 2022 and 2021 \$4,848,216 and \$4,399,379 respectively was held by the University in various designated agency accounts. These accounts are covered by pledged securities.

Contributions

Contributions, including unconditional promises to give, are recorded as received or promised and classified as without donor restrictions or with donor restrictions revenue and support depending on the existence and/or nature of any donor restrictions. If the restrictions expire in the fiscal year in which the contributions are recognized, the contributions are classified as net assets without donor restrictions.

Date of Management Review

The Foundation has evaluated events and transactions for potential recognition or disclosure in the financial statements through August 10, 2023, the date the report was available for release. No subsequent events have been recognized.

Donated Noncash Assets and Donated Services

Donated noncash assets are recorded at their fair market values in the period received. Contributions of donated services that create or enhance non-financial assets or that require specialized skill are recorded at their fair values in the period received. These donated services are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. The University provides occupancy, utilities, and payroll services. Occupancy and utilities are not readily measurable. Payroll services are recorded as contributions at the date of receipt for December 31, 2022 and 2021 in the amounts of \$228,807 and \$220,791, respectively.

Income Taxes

The Foundation is exempt from federal income tax under the provisions of Internal Revenue Code Section 501(c)(3) and is not a private foundation. Therefore, no provision for federal or state income taxes has been made.

The Foundation files income tax returns in the U. S. federal jurisdiction. Generally, the Foundation is no longer subject to income tax examinations by the U. S. federal, state, or local tax authorities for years prior to 2019.

The Foundation has reviewed and evaluated tax positions in accordance with the provisions of FASB ASC 740-10-55, *Accounting for Uncertainty in Income Taxes*, which provides a financial statement recognition threshold and measurement attribute for a tax position taken or to be taken in a tax return. The Foundation does not feel any tax positions meet the requirements for reporting under this standard.

Investments

Investments consist primarily of marketable securities. Investments in equity securities with readily determinable fair values and all investments in debt securities are reported at fair value with gains and losses included in the Statement of Activities. Restricted investment income and investment gains whose restrictions are met in the same reporting period are shown as unrestricted support.

Land, Property, and Equipment

Donations of land, property, and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose.

Accounts Payable

Accounts payable represents primarily amounts due to the University from the endowment accounts.

Use of Estimates

The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets, 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.

Note C: Unconditional Promises to Give

The Foundation records unconditional promises to give that are expected to be collected within one year at net realizable value. Unconditional promises to give expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contributions revenue in the statement of activities. The Foundation determines the allowance for uncollectible promises to give based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Promises to give are written off when deemed uncollectible.

Unconditional promises to give as of December 31, 2022 and 2021 are as follows:

Receivable in:	<u>2022</u>	<u>2021</u>
Less than one year	\$ 737,834	\$ 590,288
One to five years	1,583,016	672,728
After five years	0	0
Total unconditional promises to give	<u>\$ 2,320,850</u>	<u>\$ 1,263,016</u>
Less allowance for uncollectible promises	92,834	189,452
Less unamortized discount	119,182	10,015
Net unconditional promises to give	<u><u>\$ 2,108,834</u></u>	<u><u>\$ 1,063,549</u></u>

As of December 31, 2022, unconditional promises to give totaling \$2,206,084 have been restricted by donor stipulations. Also, two donors represented more than 10% of total promises to give at December 31, 2022. These donors represented 34.5% and 30.2% of the total promises to give.

Unconditional promises to give with due dates extending beyond one year are discounted using Treasury bill rates for similar term investments. The applicable rates at December 31, 2022 were 3.99% to 4.73%.

Note D: Investments

The market values of the Foundation's portfolio of investments as of December 31, 2022 and 2021 are as follows:

	<u>2022</u>	<u>2021</u>
U. S. Equities	\$ 23,613,748	\$ 6,386,365
American Depository Receipts	4,636,337	231,937
U. S. Equity Mutual Funds	0	24,771,638
International Equity Mutual Funds	86,607	6,722,731
U. S. Corporate Bonds	4,366,510	6,084,167
Int'l Corporate Bonds	819,034	0
Municipal Bonds	6,154,911	7,977,930
U. S. Government Agency Obligations	4,163	6,202
Money Market Funds	4,032,898	815,215
Certificates of Deposit	771,151	0
Limited Partnership Interests	114,868	7
Other Assets	29	29
	<u><u>\$ 44,600,256</u></u>	<u><u>\$ 52,996,221</u></u>

The Foundation provides for investments in various investment securities, which are in general exposed to various risks, such as interest rate, credit, and overall market volatility risks. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term, and that those changes could materially affect the amounts reported in the statement of activities.

Note E: Investment Return

The following schedule summarizes the investment return and its classification in the statement of activities for the year ended December 31, 2022.

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	Total
Interest income	\$ 537,985	\$ 537,985	
Investment income	808,161	808,161	
Investment fees	(210,541)	(210,541)	
Net realized and unrealized gains	(9,751,183)	(9,751,183)	
Total investment return	\$ (8,615,578)	\$ (8,615,578)	

The following schedule summarizes the investment return and its classification in the statement of activities for the year ended December 31, 2021.

	Without Donor <u>Restriction</u>	With Donor <u>Restrictions</u>	Total
Interest income	\$ 465,862	\$ 465,862	
Investment income	1,604,138	1,604,138	
Investment fees	(190,736)	(190,736)	
Net realized and unrealized gains	5,255,984	5,255,984	
Total investment return	\$ 7,135,248	\$ 7,135,248	

Note F: Endowments

Endowments include donor-restricted endowment funds. Net assets associated with endowment funds are classified and reported based on the existence of donor-imposed restrictions. The Foundation maintains five endowment funds. Distributions are made from four of the funds. The fifth fund is a student-managed investment account and no distributions are made from this fund.

Interpretation of Relevant Law: The Board of Governors of the Foundation has interpreted Senate Bill 254 (UPMIFA) cited as the "Uniform Prudent Management of Institutional Funds Act" as requiring the Board to use reasonable care, skill, and caution as exercised by a prudent investor in considering the investment management and expenditures of endowment funds. In accordance with UPMIFA, the Board may expend so much of an endowment fund as the Board determines to be prudent for the uses and purposes for which the endowment fund is established, consistent with the goal of conserving the long-term purchasing power of the endowment fund. The Board considered the following factors in making its determination:

1. The mission of the Foundation and the purpose of the endowment;
2. General economic conditions;
3. Possible effects of inflation or deflation on the fund;
4. Any expected tax consequences of investment decisions or strategies;
5. The role of each investment within the overall portfolio;
6. The anticipated total return from income and appreciation of the fund;
7. Other resources of the Foundation;
8. The need to make distributions and to preserve the endowment fund;
9. An asset's special relationship, if any, to the charitable purpose of the institution.

As a result of this interpretation, the Board classifies as net assets with donor restrictions (a) the original value of gifts donated to a permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) the remaining amount of investment return less appropriated expenditures at the end of each year.

Investment Return Objectives, Risk Parameters, and Strategies: The Foundation has adopted investment and spending policies, approved by the Board of Governors, for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk. Endowment assets are invested in a well diversified asset mix, which includes equity and debt securities, that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to make an annual distribution of 4.75% plus \$35,000, while growing the funds if possible. Investment risk is measured in terms of the total endowment fund; investment assets and allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk.

Spending Policy: The Foundation has a policy of allocating for distribution each year income from the (General/Reynolds/Hallman) endowments currently authorized at 4.75% plus \$35,000 of its endowment fund's average fair value of the prior twelve quarters ending value for most of its endowments. This policy is reviewed annually in consideration of current market conditions. In establishing this policy; the Foundation considered the long-term expected return on its investment assets, the nature and duration of the individual endowment funds, many of which must be maintained in perpetuity because of donor-restrictions, and the possible effects of inflation. The Foundation expects the current spending policy to allow its endowment funds to grow at a nominal rate, which is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets as well as to provide additional real growth through investment returns.

Changes in endowment net assets as of December 31, 2022 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Endowment Assets
Endowment net assets, Beginning of the year	\$ 52,815,117	\$ 52,815,117	
Contributions	1,325,573	1,325,573	
Investment income	4,356,067	4,356,067	
Net appreciation (depreciation)	(12,989,621)	(12,989,621)	
Amounts appropriated for expenditure	(1,924,027)	(1,924,027)	
Endowment net assets, End of year	<u>\$ 0</u>	<u>\$ 43,583,109</u>	<u>\$ 43,583,109</u>

Changes in endowment net assets as of December 31, 2021 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Endowment Assets
Endowment net assets, Beginning of the year	\$ 46,031,048	\$ 46,031,048	
Contributions	1,284,541	1,284,541	
Investment income	3,251,406	3,251,406	
Net appreciation (depreciation)	4,065,656	4,065,656	
Amounts appropriated for expenditure	(1,817,534)	(1,817,534)	
Endowment net assets, End of year	<u>\$ 0</u>	<u>\$ 52,815,117</u>	<u>\$ 52,815,117</u>

Note G: Split Interest Agreements

The Foundation receives contributions through its charitable gift annuity program whereby in exchange for gifts of cash, securities, or other assets, the Foundation promises to pay a fixed annual amount for life to the annuitant. The difference between the fair value of the assets received and the present value of the future distributions to the donor is recognized as contribution revenue. Upon the death of the annuitant, the balance of the amount in the split-interest account reverts to the Foundation.

Assets and liabilities related to the Foundation's split-interest agreements are as follows:

	<u>2022</u>	<u>2021</u>
Investments: Cash and securities	\$ 91,466	\$ 119,015
Annuities payable	<u>72,206</u>	<u>74,577</u>
Net Assets	<u><u>\$ 19,260</u></u>	<u><u>\$ 44,438</u></u>

Note H: Liquidity and Availability of Financial Assets

The following reflects the Foundation's financial assets as of the balance sheet date, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date. Donor-restricted amounts that are available for use within one year for general purposes include the estimated receipt from the unconditional promises to give and the accrued investment earnings which will be appropriated from the endowment.

	<u>2022</u>	<u>2021</u>
Financial assets at year-end	\$ 50,964,736	\$ 57,972,758
Less those unavailable for general expenditures with one year due to:		
Donor-restricted unconditional promises to give due in more than one year	1,371,000	473,260
Donor-restricted payment of annuities due in more than one year	79,671	106,480
Donor-restricted endowments	<u>43,583,109</u>	<u>52,815,117</u>
	<u><u>\$ 5,930,956</u></u>	<u><u>\$ 4,577,901</u></u>

Note I: Fair Values of Financial Instruments

The following methods and assumptions were used by the Foundation in estimating the fair value of its financial instruments, which are reported at fair values.

Cash, cash equivalents, and short-term unconditional promises to give: The carrying amounts reported in the statement of financial position approximate fair values because of the short maturities of those instruments.

Long-term unconditional promises to give: The fair value of promises to give that are due in more than one year are estimated by discounting the future cash flows using discounted rates of return over the respective terms.

Short-term investments: The fair values of short-term investments are based upon quoted market prices.

Long-term investments: The fair values of long-term investments are based on quoted market prices for marketable debt and equity securities. Certain mutual funds are valued at the net asset value of the units held by the Foundation at year end, as reported by the investment manager and within the valuation guidelines stipulated in respective investment agreements. For investments where quoted prices are not available, fair value is calculated based on quoted prices of similar assets.

Note J: Fair Value Measurements

FASB ASC 820-10, *Fair Value Measurements* (ASC 820-10), provides a framework for measuring fair value under GAAP. ASC 820-10 defines fair value as the exchange prices that would be received for an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC 820-10 requires that valuation techniques maximize the use of observable inputs and minimize the use of unobservable inputs. ASC 820-10 also establishes a fair value hierarchy, which prioritizes the valuation inputs into three broad levels.

Level 1 – Quoted prices in active markets for identical assets the Foundation has the ability to access at the measurement date. These types of quoted prices would include publicly traded securities.

Level 2 – Inputs to the valuation methodology include:

1. Quoted prices for similar assets or liabilities in active markets;
2. Quoted prices for identical or similar assets or liabilities in inactive markets;
3. Inputs other than quoted prices that are observable for the asset or liability;
4. Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Pricing inputs that are unobservable for the asset. Inputs were not developed by the Foundation for any of these assets. These assets are carried at cost.

The preceding methods may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

There were no investment transfers due to changes in the observability of significant inputs between level 1, level 2, and level 3 assets during the year.

The following table sets forth, by level, within the fair value hierarchy, amounts recorded in the Foundation's financial statements at fair value as of December 31, 2022:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Investments				
U. S. Equities	\$ 23,613,748	\$	\$	\$ 23,613,748
American Depository Receipts	4,636,337			4,636,337
U. S. Equity Mutual Funds	0			0
Int'l Equity Mutual Funds	86,607			86,607
U. S. Corporate Bonds	4,366,510			4,366,510
Int'l Corporate Bonds	819,034			819,034
Municipal Bonds	6,154,911			6,154,911
U. S. Govern Agency Obligations	4,163			4,163
Money Market Funds	4,032,898			4,032,898
Certificates of Deposit	771,151			771,151
Limited Partnership Interests		114,868		114,868
Other		29		29
Total investments	<u>\$ 44,485,359</u>	<u>\$ 0</u>	<u>\$ 114,897</u>	<u>\$ 44,600,256</u>

There were no significant changes in the fair value calculations of the Foundation's level 3 assets for the year ended December 31, 2022.

The following table sets forth, by level, within the fair value hierarchy, amounts recorded in the Foundation's financial statements at fair value as of December 31, 2021:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Investments				
U. S. Equities	\$ 6,386,365	\$	\$	\$ 6,386,365
American Depository Receipts	231,937			231,937
U. S. Equity Mutual Funds	24,771,638			24,771,638
Int'l Equity Mutual Funds	6,722,731			6,722,731
U. S. Corporate Bonds	6,084,167			6,084,167
Municipal Bonds	7,977,930			7,977,930
U. S. Govern Agency Obligations	6,202			6,202
Money Market Funds	815,215			815,215
Limited Partnership Interests			7	7
Other			29	29
Total investments	\$ 52,996,185	\$ 0	\$ 36	\$ 52,996,221

There were no significant changes in the fair value calculations of the Foundation's level 3 assets for the year ended December 31, 2021.

Note K: Concentrations

Substantially all of the Foundation's financial instruments are held with the Farmers Bank & Trust Co. and Mustard Seed Investments which are uninsured funds which provide investment asset management. In late 2022 substantially all of the investments held at Mustard Seed Investments were transferred to Bank of America.

The Foundation has a formal policy addressing concentration of credit risk. Investments shall be diversified with the intent to minimize the risk of large realized and unrealized losses to the invested assets. The total portfolio will be constructed and maintained to provide prudent diversification with regard to the concentration of holdings in individual issues, corporations, or industries. Additionally, the Foundation minimizes exposure to custodial credit risk by requiring that investments, to the extent possible, be clearly marked as to Foundation ownership and be held in the Foundation's name. At the end of 2022, the Foundation had not invested more than 5.0% of their investments in any one issuer.

Note L: Functional Expenses

Expenses are presented by functional classification in accordance with the overall service mission of the Foundation. Each functional classification displays all expenses related to the underlying operations by natural classification. For the year ended December 31, 2022, functional expenses consist of the following:

	<u>Program Services</u>	<u>Management & General</u>	<u>Fundraising</u>	<u>Total</u>
Grant and Allocations	\$ 2,305,200	\$	\$	\$ 2,305,200
Annuities	5,704			5,704
Award and Promotions			85,847	85,847
Administrative Reimbursements	57,202	57,202	114,403	228,807
Professional Fees		11,380		11,380
Conferences, Meetings, and Lectures	86,651			86,651
General Administrative		12,926	1,154,841	1,167,767
	\$ 2,454,757	\$ 81,508	\$ 1,355,091	\$ 3,891,356

Expenses are presented by functional classification in accordance with the overall service mission of the Foundation. Each functional classification displays all expenses related to the underlying operations by natural classification. For the year ended December 31, 2021, functional expenses consist of the following:

	Program Services	Management & General	Fundraising	Total
Grant and Allocations	\$ 4,455,368	\$	\$	\$ 4,455,368
Annuities	20,209			20,209
Award and Promotions			59,773	59,773
Administrative Reimbursements	55,198	55,198	110,395	220,791
Professional Fees		10,990		10,990
Conferences, Meetings, and Lectures	79,003			79,003
General Administrative		18,966	282,603	301,569
	<u>\$ 4,609,778</u>	<u>\$ 85,154</u>	<u>\$ 452,771</u>	<u>\$ 5,147,703</u>

Note M: Commitments

In April 2020, the Foundation agreed to make available to the University a Fixed Income Bridge Facility “FIBF” in the amount of \$2,000,000 in increments of \$500,000. As of the date of the auditor’s report the University has not utilized the FIBF.

Note N: In-Kind Contributions

The organization recognizes in-kind contributions in accordance with Accounting Standards Update (ASU) 2020-07, “Presentation and Measurement of Financial Statements of Not-for-Profit Entities.” In-kind contributions are non-cash contributions of goods or other assets received by the organization.

In accordance with ASU 2020-07, the organization records in-kind contributions at their fair value on the date of receipt. Fair value is determined based on market prices for similar items or, when market prices are not readily determinable, through estimates of value using appropriate valuation techniques. Such techniques may include the use of market prices for similar items, independent appraisals, or other relevant valuation methods.

The organization has no policy related to monetizing or utilizing in-kind contributions.

During the years ended December 31, 2022 and 2021, the organization received in-kind contributions valued at \$121,269 and \$27,735 respectively, consisting of various award trophies, custom clothing, and art pieces. The fair value of these contributions was estimated based on similar items in local retail stores.

It is the organization’s policy to record in-kind contributions as revenue in the appropriate revenue category in the statement of activities. All in-kind contributions were utilized during these years.

The in-kind contributions recognized during the years ended December 31, 2022 and 2021 play a significant role in supporting the organization’s mission and programs. However, it should be noted that the valuation of in-kind contributions involves estimates and assumptions, and actual realized values could differ.