



**ILLINOIS STATE
UNIVERSITY**
Foundation

CONSOLIDATED FINANCIAL STATEMENTS
AND INDEPENDENT AUDITORS' REPORT

June 30, 2019 and 2018

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Kerber, Eck & Braeckel LLP

CPAs and
Management Consultants

3200 Robbins Road
Suite 200A
Springfield, IL 62704-6525
ph 217.789.0960
fax 217.789.2822
www.kebcpa.com

Independent Auditors' Report

Board of Directors
Illinois State University Foundation and Subsidiaries

We have audited the accompanying consolidated financial statements of Illinois State University Foundation and subsidiaries ("Foundation"), which comprise the consolidated statements of financial position as of June 30, 2019 and 2018, and the related consolidated statements of activities and change in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Illinois State University Foundation and subsidiaries as of June 30, 2019 and 2018, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 30, 2019, on our consideration of Illinois State University Foundation and subsidiaries' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to solely describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Illinois State University Foundation and subsidiaries' internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Illinois State University Foundation and subsidiaries' internal control over financial reporting and compliance.

Kurber, Ek & Braedel LLP

Springfield, Illinois
September 30, 2019

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

June 30

	<u>2019</u>	<u>2018</u>
ASSETS		
Cash and cash equivalents	\$ 6,714,900	\$ 5,723,457
Pledges receivable, net	17,002,650	3,674,574
Accounts receivable and prepaid expenses	25,465	38,249
Investments - at fair value	170,211,195	153,216,010
Investment in real estate	600,631	600,631
Assets held under split-interest agreements	1,406,107	1,515,199
Beneficial interests in trusts	2,458,195	2,453,466
Beneficial interests in split-interest agreements	360,451	386,024
Property and equipment, net	6,896,984	7,256,757
Assets held as collections, net	17,310	24,626
Cash surrender value of life insurance	1,310,360	1,393,634
	<u>\$ 207,004,248</u>	<u>\$ 176,282,627</u>
TOTAL ASSETS		
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and other liabilities	\$ 703,594	\$ 434,405
Obligations under split-interest agreements	844,244	917,451
Note payable	2,448,292	2,557,293
	<u>3,996,130</u>	<u>3,909,149</u>
TOTAL LIABILITIES		
Net Assets		
Without donor restrictions	19,957,108	17,262,013
With donor restrictions	183,051,010	155,111,465
	<u>203,008,118</u>	<u>172,373,478</u>
TOTAL NET ASSETS		
TOTAL LIABILITIES AND NET ASSETS		
	<u>\$ 207,004,248</u>	<u>\$ 176,282,627</u>

See accompanying Notes to Consolidated Financial Statements

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGE IN NET ASSETS

For the year ended June 30, 2019

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Support and revenue			
Contributions and grants, net of discount allowance for uncollectible receivables	\$ 1,710,668	\$ 26,871,476	\$ 28,582,144
Net investment gain	2,588,245	9,577,317	12,165,562
Change in value of beneficial interests in trusts and split-interest agreements	-	(20,844)	(20,844)
Service contract with the University	2,513,254	-	2,513,254
Other revenue	235,192	1,514,557	1,749,749
	7,047,359	37,942,506	44,989,865
Net assets released from restrictions	10,002,961	(10,002,961)	-
Total support and revenue	17,050,320	27,939,545	44,989,865
Expenses			
Program services			
Student aid, scholarships and awards	2,893,317	-	2,893,317
University programs	6,795,163	-	6,795,163
	9,688,480	-	9,688,480
Support services			
Management and general	2,658,292	-	2,658,292
Fundraising	2,008,453	-	2,008,453
	4,666,745	-	4,666,745
Total support services	4,666,745	-	4,666,745
Total expenses	14,355,225	-	14,355,225
Change in net assets	2,695,095	27,939,545	30,634,640
Net assets - beginning of year	17,262,013	155,111,465	172,373,478
Net Assets - End of Year	\$ 19,957,108	\$ 183,051,010	\$ 203,008,118

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGE IN NET ASSETS - CONTINUED

For the year ended June 30, 2018

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Support and revenue			
Contributions and grants, net of discount allowance for uncollectible receivables	\$ 634,259	\$ 15,133,389	\$ 15,767,648
Net investment gain	2,669,751	10,097,552	12,767,303
Change in value of beneficial interests in trusts and split-interest agreements	-	49,814	49,814
Service contract with the University	2,457,018	-	2,457,018
Other revenue	532,834	1,118,741	1,651,575
	6,293,862	26,399,496	32,693,358
Net assets released from restrictions	9,105,468	(9,105,468)	-
Total support and revenue	15,399,330	17,294,028	32,693,358
Expenses			
Program services			
Student aid, scholarships and awards	2,874,420	-	2,874,420
University programs	5,936,803	-	5,936,803
	8,811,223	-	8,811,223
Support services			
Management and general	2,580,891	-	2,580,891
Fundraising	1,957,150	-	1,957,150
	4,538,041	-	4,538,041
Total support services	4,538,041	-	4,538,041
Total expenses	13,349,264	-	13,349,264
Change in net assets	2,050,066	17,294,028	19,344,094
Net assets - beginning of year	15,211,947	137,817,437	153,029,384
Net Assets - End of Year	\$ 17,262,013	\$ 155,111,465	\$ 172,373,478

See accompanying Notes to Consolidated Financial Statements

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES

For the year ended June 30, 2019

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and benefits	\$ 1,359,159	\$ 1,342,261	\$ 1,025,016	\$ 3,726,436
Student aid, scholarships and awards	2,893,317	-	1,698	2,895,015
Contractual services	632,192	57,578	397,776	1,087,546
Bank and investment fees	14,919	27,963	-	42,882
Computer	87,414	-	-	87,414
Conferences	161,732	4,192	12,275	178,199
Depreciation	-	440,269	-	440,269
Equipment and facility expense	1,392,856	200,841	122,877	1,716,574
Insurance	38,333	166,615	-	204,948
Interest	-	84,924	-	84,924
Memberships	67,818	3,572	13,373	84,763
Miscellaneous	413,284	92,973	15,445	521,702
Professional fees	14,750	5,767	-	20,517
Occupancy	100,129	163,263	30,545	293,937
Postage and printing	119,011	1,778	87,976	208,765
Promotional expense	1,229,087	20,153	178,373	1,427,613
Supplies	311,534	31,318	13,809	356,661
Telecommunications	9,646	12,614	6,809	29,069
Travel	843,299	2,211	102,481	947,991
	<u>\$ 9,688,480</u>	<u>\$ 2,658,292</u>	<u>\$ 2,008,453</u>	<u>\$ 14,355,225</u>

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES - CONTINUED

For the year ended June 30, 2018

	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and benefits	\$ 1,144,130	\$ 1,297,876	\$ 938,024	\$ 3,380,030
Student aid, scholarships and awards	2,874,420	-	-	2,874,420
Contractual services	123,951	57,390	392,292	573,633
Bank and investment fees	19,696	24,847	-	44,543
Computer	128,479	-	-	128,479
Conferences	116,629	9,900	10,239	136,768
Depreciation	-	436,053	-	436,053
Equipment and facility expense	1,690,973	171,954	147,602	2,010,529
Insurance	5,693	85,435	-	91,128
Interest	-	88,548	-	88,548
Memberships	61,456	-	12,235	73,691
Miscellaneous	580,998	118,608	5,851	705,457
Professional fees	12,191	21,194	-	33,385
Occupancy	30,086	182,098	57,216	269,400
Postage and printing	108,668	4,155	75,834	188,657
Promotional expense	928,595	19,906	168,044	1,116,545
Supplies	284,028	43,012	21,303	348,343
Telecommunications	2,540	8,348	4,478	15,366
Travel	698,690	11,567	124,032	834,289
	<u>\$ 8,811,223</u>	<u>\$ 2,580,891</u>	<u>\$ 1,957,150</u>	<u>\$ 13,349,264</u>

See accompanying Notes to Consolidated Financial Statements

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS

For the years ended June 30

	<u>2019</u>	<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Contributions, gifts and pledges	\$ 10,021,366	\$ 10,827,337
Service fee revenues	98,386	384,292
Payments on behalf of ISU departments and programs	(6,509,580)	(6,054,296)
Payments for operating expenses	(1,221,841)	(1,252,114)
Payments for scholarships and fellowships	(2,894,905)	(3,642,044)
Other receipts	1,621,362	1,267,283
Other expenditures	<u>(483,335)</u>	<u>(165,673)</u>
Net cash provided by operating activities	631,453	1,364,785
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sales and maturities of investments	98,406,354	78,691,207
Purchase of investments	(103,005,272)	(86,522,457)
Purchase of property and equipment	<u>(73,180)</u>	<u>(107,855)</u>
Net cash used in investing activities	<u>(4,672,098)</u>	<u>(7,939,105)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal paid on debt	(109,001)	(105,377)
Private gifts for endowment purposes	5,232,702	4,659,015
Payments to annuitants	<u>(91,613)</u>	<u>(74,911)</u>
Net cash provided by financing activities	<u>5,032,088</u>	<u>4,478,727</u>
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	991,443	(2,095,593)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	<u>5,723,457</u>	<u>7,819,050</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u><u>\$ 6,714,900</u></u>	<u><u>\$ 5,723,457</u></u>

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS - CONTINUED

For the years ended June 30

	<u>2019</u>	<u>2018</u>
RECONCILIATION OF CHANGE IN NET ASSETS TO NET CASH PROVIDED BY OPERATING ACTIVITIES		
Change in net assets	\$ 30,634,640	\$ 19,344,094
Depreciation	440,269	436,053
Contributions held as assets under split-interest agreements	(30,000)	(1,007,789)
Gain on investments	(12,165,562)	(12,767,303)
Change in value of interests in beneficial trusts and split-interest agreements	20,844	(49,814)
Private gifts for endowment purposes	(5,232,702)	(4,659,014)
Decrease in accounts receivable and prepaid expenses	12,784	324,388
(Increase) decrease in pledges receivable	(13,328,076)	396,467
(Increase) decrease in cash surrender value life insurance	83,274	(4,164)
Increase (decrease) in accounts payable and accrued liabilities	269,189	(881,719)
Increase (decrease) in beneficiary payments payable	(73,207)	533,586
Decrease in deferred revenue	-	(300,000)
	<hr/>	<hr/>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>\$ 631,453</u>	<u>\$ 1,364,785</u>
CASH PAID FOR INTEREST	<u>\$ 84,924</u>	<u>\$ 88,548</u>

See accompanying Notes to Consolidated Financial Statements

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

JUNE 30, 2019 and 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operations

The Illinois State University Foundation (Foundation) was incorporated in May 1948 under the *General Not-for-Profit Corporation Act* for the principal purpose of providing fund raising and other assistance to Illinois State University (University) in order to attract private gifts to support the University's instructional, research and public service activities. The Foundation is an organization as described in Section 501(c)(3) of Internal Revenue Code and, accordingly, exempt from federal income tax.

The Foundation is a component unit of the University, and the Foundation's financial statements are also included as part of the University's financial statements and the State of Illinois Comprehensive Annual Financial Report.

The Foundation has formed two limited liability companies (LLC) to assist in carrying out the Foundation's mission to assist the University. The Foundation is the sole member of each of these LLCs. The governing board for each LLC, known as "Launching Futures, LLC" and "Launching Futures II, LLC", consists of the executive officers of the Foundation. LLC activity is included as part of the Foundation's consolidated financial statements. All significant intercompany transactions have been eliminated.

A summary of the significant accounting policies consistently applied in the preparation of the accompanying financial statements follows:

Basis of Presentation

The financial statements are presented on the accrual basis of accounting. Net assets and revenues, gains and losses are classified based on donor-imposed restrictions as follows:

Net Assets without Donor Restrictions - These net assets generally result from revenues generated by receiving contributions that have no donor restrictions, providing services, and receiving interest from operating investments, less expenses incurred in providing program-related services, raising contributions, and performing administrative functions.

Net Assets with Donor Restrictions - These net assets result from gifts of cash and other assets that are received with donor stipulations that limit the use of the donated assets, either temporarily until the donor restriction expires, that is until the stipulated time restriction ends or the purpose of the restriction is accomplished, or permanently, in which the donor has stipulated the funds be maintained in perpetuity.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Use of Estimates

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, expenses gains, losses and other changes in net assets during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

The Foundation considers all liquid debt instruments purchased with original maturities of three months or less to be cash equivalents that are not designated for investment purposes.

Receivables

Unconditional promises to give (pledges) are recorded as an asset and contribution in the period in which the promises are received. Conditional promises to give are recorded in the period in which the conditions have been met or it is deemed that it is remote that the condition will not be met. Matching gift expectancies are not accrued as receivable but are recognized upon receipt.

Promises to give that are collectable beyond one year are recorded at fair value of their estimated future cash flows. All pledges are presented net of an allowance for doubtful collections. Management calculates the allowance based upon collection history of prior contributions receivable.

Investments

Investments in common stock, mutual funds, hedged and alternative funds, bank common trusts, and limited partnerships are recorded at fair value as determined by quoted market prices and management's estimates. Real estate investments are carried at cost, which approximates fair value. Most long-term and endowment investments are pooled for the purposes of allocating realized gains and losses, unrealized gains and losses and ordinary income, net of investment fees, to Foundation accounts on the basis of percentage of share in the pool.

Management's valuation of the investment in limited partnerships is primarily based on valuations by the General Partner of each limited partnership. Although the General Partner uses its best judgment in estimating the fair value of the limited partnership investments, there are inherent limitations. Therefore, the values presented are not necessarily indicative of the amount that the limited partnerships could currently realize. Future events could affect the estimates of fair value and could also affect the amount realized upon liquidation of the limited partnership investments.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Investments - Continued

Foundation policy states that assets are to be invested in a diversified portfolio of equity, fixed income and alternative strategies. No investment is to be made that will cause the total investment in equities or fixed income securities issued or guaranteed by any one person, firm, or corporation to exceed 5% of the then fair market value of the Foundation; provided, this restriction is not to apply to either well diversified mutual funds, pooled funds, unit trust, or the like, or direct obligations of the U.S. Government and its fully guaranteed agencies. Equity investments have an asset allocation range from 50% to 70% of the portfolio with a target weight of 60%; fixed income investments have an asset allocation range from 0% to 15% with a target weight of 7%; marketable alternative investments have an asset allocation range from 10% to 30% with a target weight of 20%; real assets have an asset allocation range from 5% to 23% with a target weight of 13%; and resources have an asset allocation range from 0% to 10% with a target weight of 8%.

Split-Interest Agreements

Split-interest agreements are valued at fair value at the time of donation with a corresponding liability recorded for the present value of the expected payments due to the donors or third-party beneficiary with the difference recorded as contributions in the net asset type based on the donor's restriction. On an annual basis, the Foundation revalues the liability to make distributions to the designated beneficiaries based on actuarial assumptions.

Beneficial Interests in Trusts

The Foundation recognizes beneficial interests in trusts as contribution income upon receipt based on the Foundation's share of fair value of the underlying trust assets. Subsequent to initial contribution recognition, changes in fair value of the underlying trust assets are recognized separately in the Consolidated Statements of Activities and Change in Net Assets of the Foundation.

Beneficial Interests in Split-Interest Agreements

The Foundation is the beneficiary of certain split-interest agreements held by independent trustees. Contribution revenue is recognized at the date a trust has been established with an initial valuation based on the expected present value of the Foundation's interest in a trust's assets. Present value computations consider, among other factors, appropriate interest rates and estimated donor mortality which are assessed annually for reasonableness. Subsequent to initial valuation, changes are recognized separately in the Consolidated Statements of Activities and Change in Net Assets of the Foundation.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Property and Equipment

Property and equipment are recorded at cost at the date of acquisition or fair value if acquired by gift. For financial statement reporting, the Foundation uses the following estimated useful lives:

<u>Category</u>	<u>Capitalization Threshold</u>	<u>Estimated Useful Lives</u>
Land	\$ 100,000	-
Buildings	\$ 100,000	30-60 years
Building Improvements	\$ 25,000	30 years
Site Improvements	\$ 25,000	15 years
Leasehold Improvements	\$ 25,000	remaining term of lease
Furniture and Equipment	\$ 5,000	7 years

Depreciation is computed using the straight-line method over the estimated useful lives of the assets.

Collections

Collections are recorded at cost at the date of donation and are valued based upon the appraisal submitted along with the donation. For financial statement reporting, the Foundation uses a \$ 5,000 capitalization threshold and a 7-year estimated useful life.

Depreciation is computed using the straight-line method over the estimated useful lives of the assets.

Cash Surrender Value of Life Insurance

Cash surrender value of life insurance represents the surrender value of insurance policies where donors have transferred ownership of the policies to the Foundation, and the Foundation is named as beneficiary. Life insurance policies are carried at net cash surrender value. Changes in value (realized and unrealized) are recorded in the Consolidated Statements of Activities and Change in Net Assets of the Foundation.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Contributions and Net Assets

Contributions are recognized at fair value in the period in which the pledges are made. Contributions received are distinguished between those that increase net assets with donor restrictions and those that increase net assets without donor restrictions. Restricted net assets result from donor restrictions that the contributions are to be used for restricted purposes or due to the passage of time. When the restriction has been met, the net assets with donor restrictions are released to net assets without donor restrictions.

Restricted contributions received in the same year in which the restriction is met are recorded as net assets with donor restrictions.

Contributed Assets and Services

Real estate and other objectively measurable assets that are available for financial support are recorded at their fair value at the date of contribution. Non-monetary assets, art objects, equipment and various services contributed directly to ISU through the Foundation for direct benefit of a University department are not included in the financial statements, although donors receive recognition for such contributions.

The value of contributed services of a number of volunteers is not reflected in the financial statements since the services are not specialized services that would otherwise be purchased.

Expense Allocation

The costs of providing programs and other activities have been summarized on a functional basis in the Consolidated Statements of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the program and supporting services benefited based on estimates made by management.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Income Taxes

The Internal Revenue Service has recognized the Foundation as exempt from income taxes under provisions of Section 501(c)(3) of the Internal Revenue Code. The Foundation follows the accounting guidance for accounting for uncertainty in income taxes. The Foundation is subject to federal and state income taxes to the extent it has unrelated business income. In accordance with the guidance for uncertainty in income taxes, management has evaluated their material tax positions and determined that there are no income tax effects with respect to its financial statements.

Fair Value of Financial Instruments

The carrying amounts of cash and cash equivalents, accounts payable and other liabilities, agency funds payable and deposits held for others approximate fair value due to the short maturity of these financial instruments. Receivables are initially recorded at fair value using an appropriate discount rate and approximate fair value at year-end. Investments, beneficial interests in trusts and split-interest agreements, assets held under split-interest agreements and obligations under split-interest agreements are carried at fair value.

Recent Accounting Pronouncements

In 2016, the Financial Accounting Standards Board issued Accounting Standards Update 2016-14 *Presentation of Financial Statements of Not-for-Profit Entities* (Update). The Foundation adopted the provisions of this new standard during the year ended June 30, 2019. In addition to the changes in terminology used to describe categories of net assets throughout the financial statements, new disclosures were added regarding liquidity and the availability of resources and disclosures related to functional allocation of expenses were expanded. The accounting changes have been applied retrospectively to the prior period presented as if the policy has always been used. The adoption did not have any effect on current or previously reported net assets or changes in net assets.

Subsequent Events

Subsequent events have been evaluated through the date of the Independent Auditors' Report, which is the date the financial statements were available to be issued.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 2 - CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of the following at June 30:

	2019		2018	
	Bank Balance	Carrying Amount	Bank Balance	Carrying Amount
Cash and cash equivalents	<u>\$ 8,895,347</u>	<u>\$ 8,760,933</u>	<u>\$ 8,981,686</u>	<u>\$ 8,854,583</u>

Custodial credit risk is the risk that in the event of a bank failure, deposits may not be returned. The Federal Deposit Insurance Corporation or the Security Investor Protection Corporation insured account balances of \$ 2,166,387 and \$ 3,140,799 at June 30, 2019 and 2018, respectively. Bank balances of \$ 6,728,960 and \$ 5,728,289 at June 30, 2019 and 2018, respectively, were invested in investment sweep funds secured by U.S. government obligations. The Foundation does not have a formal policy for custodial credit risk.

Carrying amount of cash and cash equivalents at June 30:

	2019	2018
Cash and cash equivalents without donor restrictions	\$ 6,714,900	\$ 5,723,457
Cash and cash equivalents with donor restrictions	2,046,033	3,131,126
	<u>\$ 8,760,933</u>	<u>\$ 8,854,583</u>

Cash and cash equivalents with donor restrictions are included in investments and assets held under split-interest agreements at June 30, 2019 and 2018.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 3 - INVESTMENTS

Investments at June 30, 2019, consisted of the following:

	<u>Cost</u>	<u>Fair Value</u>
Common stock	\$ 439,339	\$ 683,633
Mutual funds - investing in		
Stocks	50,271,656	73,222,817
Bonds	28,244,932	29,521,834
Hedged and alternative funds	29,135,040	41,549,496
Real assets marketable funds	17,855,437	23,199,917
Cash and cash equivalents	<u>2,033,498</u>	<u>2,033,498</u>
	<u>\$ 127,979,902</u>	<u>\$ 170,211,195</u>

Investments at June 30, 2018, consisted of the following:

	<u>Cost</u>	<u>Fair Value</u>
Common stock	\$ 421,530	\$ 608,673
Mutual funds - investing in		
Stocks	46,146,372	66,632,037
Bonds	23,438,176	23,235,886
Hedged and alternative funds	29,977,373	37,795,580
Real assets marketable funds	17,104,980	21,956,852
Cash and cash equivalents	<u>2,986,982</u>	<u>2,986,982</u>
	<u>\$ 120,075,413</u>	<u>\$ 153,216,010</u>

Total investment return was comprised of \$ 1,972,258 and \$ 1,524,987 of dividend and interest income netted against \$ 208,150 and \$ 257,493 of fees for the years ended June 30, 2019 and 2018, respectively. Realized gains totaled \$ 1,347,355 and \$ 7,775,525 for the years ended June 30, 2019 and 2018, respectively. Unrealized gains totaled \$ 9,054,099 and \$ 3,724,284 for the years ended June 30, 2019 and 2018, respectively.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 4 - ASSETS HELD AND OBLIGATIONS UNDER SPLIT-INTEREST AGREEMENTS

Split-interest agreements are agreements where donors enter into a trust or other arrangement under which the Foundation is the beneficiary. Charitable gift annuities are agreements in which the Foundation accepts a contribution and agrees to an obligation to make periodic stipulated payments to donors or third-party beneficiaries for a specified time. Charitable lead trusts are agreements in which the Foundation accepts a contribution and receives all income generated by the investment during the life of the donor. Upon death of the donor, the annuity is then transferred to the beneficiary.

On an annual basis, the Foundation revalues the liability to make distributions to the designated beneficiaries based on actuarial assumptions. Adjustments to reflect the present value of the estimated annuity payments and changes in actuarial assumptions are included in the Consolidated Statements of Activities and Change in Net Assets. The present value of the estimated future payments is calculated using an actuarial discount rate and applicable mortality tables.

NOTE 5 - BENEFICIAL INTERESTS IN TRUSTS

As of June 30, 2019 and 2018, the Foundation has recorded its beneficial interests in four perpetual trusts. Interests in the perpetual trusts have been recorded as permanent endowments based on the intent for the trusts to operate in perpetuity.

These trusts consist of investment portfolios which are in the custody of an independent trustee who has the authority to manage investment decisions. The Foundation retains the sole interest in two of the trusts and a one-third and a one-half interest in the other two trusts, respectively. The trustees do not have variance power to redirect the interests in the trusts to other entities. Net increases in the value of beneficial interests in trusts totaled \$ 4,729 and \$ 46,000 for the years ended June 30, 2019 and 2018, respectively.

NOTE 6 - BENEFICIAL INTERESTS IN SPLIT-INTEREST AGREEMENTS

The Foundation has been named the beneficiary of two charitable remainder trusts which are managed by third parties. Under the terms of one trust, the third-party trustee pays specified distributions to individual beneficiaries and to two organizations, of which the Foundation is one, during the agreement's term. At the time of the last individual's death, the trust will convert to a perpetual trust, with the Foundation having a one-half interest. The income from the trust is restricted to scholarships.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 6 - BENEFICIAL INTERESTS IN SPLIT-INTEREST AGREEMENTS - Continued

According to the terms of the second trust, an individual beneficiary is entitled to annual payments during his lifetime. The Foundation is the beneficiary of two-thirds of the remaining trust assets upon the death of the individual beneficiary or 25 years after the death of the donor, whichever occurs first. The proceeds distributed from the trust will be restricted to scholarships.

A net decrease in the beneficial interest of split-interest agreements totaled \$ 25,573 for the year ended June 30, 2019 and a net increase of \$ 3,814 for the year ended June 30, 2018. The recorded beneficial interests are based on the present value of future cash flows to the Foundation.

NOTE 7 - FAIR VALUE MEASUREMENTS

The Foundation follows the fair value measurement guidance for financial assets and financial liabilities. This guidance defines fair value, establishes a framework for measuring fair value and expands disclosure about fair value measurements.

Fair value is defined to be the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between the market participants at the measurement date.

A three-level hierarchy has been established for fair value measurements based upon the inputs to the valuation of an asset or liability as follows:

Level 1 - Valuation is based on quoted prices for identical assets and liabilities in active markets.

Level 2 - Valuation is derived from inputs, other than quoted prices included in Level 1, which are observable for the asset or liability either directly or indirectly. Investments classified as Level 2 are generally valued by benchmarking model-derived prices to quoted market prices and trade data for identical or comparable securities. The significant inputs used in this approach include interest rates, prepayment timing, yield spreads, maturities, credit losses and credit ratings of the securities.

Level 3 - Valuation is derived from unobservable inputs that are not corroborated by market data.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 7 - FAIR VALUE MEASUREMENTS - Continued

Fair values for the Foundation's debt and mutual fund securities are based on prices provided by its investment managers and its custodian bank. Both the investment managers and the custodian bank use a variety of pricing sources to determine market valuations. The Foundation analyzes market valuations received to verify reasonableness and to understand the key assumptions used and their sources.

Fair values of equity securities have been determined by the Foundation from observable market quotations as provided by its investment managers and its custodian bank.

Fair values of investments in alternative investments are provided by management of the funds. Such investments include private investment entities in which public market quotations to enter and exit the investments are not provided. Each entity provides the Foundation with a net asset value per unit invested. Each of the entities financial statements are prepared in a manner consistent with investment companies and report their investments at fair value.

Cash equivalents are comprised of short-term fixed income securities. Because of the nature of these assets, carrying amounts approximate fair values, which have been determined from public quotations, when available.

The Foundation has elected to measure any existing obligation under split-interest agreements at fair value. To better match the estimated cash flows of the obligation under split-interest agreements, the Foundation changes the present value of annuity rate to match the current amount distribution when calculating the present value of annuity.

Beneficial interests in trusts are valued at the proportional share of interest at the closing price on which the trusts' underlying individual assets are based as reported to the Foundation by the trustees.

There have been no changes in valuation techniques used for any assets measured at fair value during the year ended June 30, 2019.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 7 - FAIR VALUE MEASUREMENTS - Continued

The following table presents the Foundation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of June 30, 2019:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Investments				
Common stock	\$ 683,633	\$ -	\$ -	\$ 683,633
Mutual funds	-	1,252,693	-	1,252,693
Cash and cash equivalents	<u>2,033,498</u>	<u>-</u>	<u>-</u>	<u>2,033,498</u>
Total investments in the fair value hierarchy	<u>\$ 2,717,131</u>	<u>\$ 1,252,693</u>	<u>\$ -</u>	3,969,824
Investments measured at net asset value				<u>166,241,371</u>
Investments at fair value				<u>\$ 170,211,195</u>
Assets held under split-interest agreements				
Fixed income securities	\$ -	\$ 31,683	\$ -	\$ 31,683
Mutual funds	-	1,207,260	-	1,207,260
Hedged and alternative funds	-	144,491	-	144,491
Real assets marketable funds	-	10,138	-	10,138
Cash and cash equivalents	<u>12,535</u>	<u>-</u>	<u>-</u>	<u>12,535</u>
Split interests at fair value	<u>\$ 12,535</u>	<u>\$ 1,393,572</u>	<u>\$ -</u>	<u>\$ 1,406,107</u>
Beneficial interests in trusts	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,458,195</u>	<u>\$ 2,458,195</u>
Beneficial interests in split-interest agreements	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 360,451</u>	<u>\$ 360,451</u>
Obligation under split-interest agreements	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (844,244)</u>	<u>\$ (844,244)</u>

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 7 - FAIR VALUE MEASUREMENTS - Continued

The following table presents the Foundation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of June 30, 2018:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Investments				
Common stock	\$ 608,673	\$ -	\$ -	\$ 608,673
Mutual funds	-	1,163,975	-	1,163,975
Cash and cash equivalents	<u>2,986,982</u>	<u>-</u>	<u>-</u>	<u>2,986,982</u>
Total investments in the fair value hierarchy	<u>\$ 3,595,655</u>	<u>\$ 1,163,975</u>	<u>\$ -</u>	4,759,630
Investments measured at net asset value				<u>148,456,380</u>
Investments at fair value				<u>\$ 153,216,010</u>
Assets held under split-interest agreements				
Fixed income securities	\$ -	\$ 30,950	\$ -	\$ 30,950
Mutual funds	-	1,181,438	-	1,181,438
Hedged and alternative funds	-	149,219	-	149,219
Real assets marketable funds	-	9,448	-	9,448
Cash and cash equivalents	<u>144,144</u>	<u>-</u>	<u>-</u>	<u>144,144</u>
Split interests at fair value	<u>\$ 144,144</u>	<u>\$ 1,371,055</u>	<u>\$ -</u>	<u>\$ 1,515,199</u>
Beneficial interests in trusts	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,453,466</u>	<u>\$ 2,453,466</u>
Beneficial interests in split-interest agreements	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 386,024</u>	<u>\$ 386,024</u>
Obligation under split-interest agreements	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (917,451)</u>	<u>\$ (917,451)</u>

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 7 - FAIR VALUE MEASUREMENTS - Continued

In accordance with Subtopic 820-10, certain investments that were measured at net asset value per share (or its equivalent) have not been classified in the fair value hierarchy. The fair value amounts presented in the tables above are intended to permit reconciliation of the fair value hierarchy to the line items presented in the consolidated statements of financial position.

The following tables represents a reconciliation of all Level 3 assets and liabilities measured at fair value on a recurring basis for the years ended June 30, 2019 and 2018:

	Beneficial Interests in <u>Trusts</u>	Beneficial Interests in Split-Interest <u>Agreements</u>	Obligation Under Split-Interest <u>Agreements</u>
Balance as of June 30, 2017	\$ 2,407,466	\$ 382,210	\$ (383,865)
Investment income	46,203	-	-
Net appreciation	95,179	39,593	-
Contributions	-	-	(608,497)
Payments to beneficiaries	<u>(95,382)</u>	<u>(35,779)</u>	<u>74,911</u>
Balance as of June 30, 2018	2,453,466	386,024	(917,451)
Investment income	59,084	-	-
Net appreciation	72,071	7,713	-
Contributions	-	-	(18,406)
Payments to beneficiaries	<u>(126,426)</u>	<u>(33,286)</u>	<u>91,613</u>
Balance as of June 30, 2019	<u>\$ 2,458,195</u>	<u>\$ 360,451</u>	<u>\$ (844,244)</u>

NOTE 8 - INVESTMENTS IN ENTITIES THAT CALCULATE NET ASSET VALUE PER SHARE

As part of the Foundation's investment portfolio, there are investments in entities in which purchases and withdrawals within these entities are not made in an open market. Instead, the purchases and withdrawals occur with the entities, and in certain circumstances, those transactions are entirely controlled and/or restricted by the entity. The fair value of these investments is determined by the management of the entities and is reported to the Foundation as the Foundation's proportionate share of the net asset fair value of the entity.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 8 - INVESTMENTS IN ENTITIES THAT CALCULATE NET ASSET VALUE
PER SHARE - Continued

The table below provides information relative to these types of investments. The additional information that follows the table provides information associated with these investments. None of the investments are probable of being sold at an amount different from net asset value per share. For the investments shown below, the Foundation is not able to redeem the investments until the termination date of the fund. As such, there is no redemption frequency or redemption notice period shown below. The final termination date of each fund is presented in the table. This termination date is estimated as most funds have an option of extending the fund for an additional two years, if desired.

<u>Category</u>	<u>Fair Value</u>		<u>Unfunded Commitments</u>	<u>Scheduled Termination Date of the Fund</u>
	<u>2019</u>	<u>2018</u>		
Limited partnerships				
Capital Partners 2000	\$ 432,801	\$ 539,355	\$ 58,909	12/31/2013
Global Distressed Investors	358,898	486,203	488,320	Indefinite
Emerging Markets 2013	1,129,260	915,439	200,000	12/11/2024
International Private Equity Partners	1,292,246	1,534,414	238,759	3/31/2020 to 2/9/2022
SSG Realty Opportunities	2,372,051	2,866,375	778,008	4/1/2024
SSG Global Private Equity Fund	6,977,900	4,637,153	12,064,750	5/16/2026 to 6/30/2031
Natural Resources Partners	7,870,561	8,107,071	5,016,000	2/18/2020 to 3/23/2030
Private Equity Partners	1,589,359	1,759,206	376,667	3/31/2020 to 1/31/2023
Venture Partners	9,812,842	7,342,327	4,458,440	3/31/2020 to 3/23/2029
Strategic Solutions Realty Opportunities	1,268,087	1,583,565	962,500	9/30/2021
Commonfund Real Estate Opportunities Fund	696,902	503,774	5,400,312	6/22/2033
CF Private Credit Fund 2018	1,546,704	-	4,061,974	5/23/2027

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 8 - INVESTMENTS IN ENTITIES THAT CALCULATE NET ASSET VALUE PER SHARE - Continued

The following investments are also valued at the Foundation's proportionate share of the net asset value of the entity. However, these funds are liquid and can be redeemed with the required notification period.

<u>Category</u>	<u>Fair Value</u>		<u>Unfunded Commitments</u>	<u>Redemption Frequency</u>	<u>Redemption Notice Period</u>
	<u>2019</u>	<u>2018</u>			
SSgA US High Yield Bond Index Fund	\$ -	\$ 1,001,446	\$ -	Daily	2 days
SSgA S&P Global LargeMid Cap Natural Resources Fund	1,878,073	2,592,510	-	Daily	2 days
SSgA Tuckerman US REIT Index NL QP	5,432,612	3,824,620	-	Daily	2 days
High Quality Bond Fund	20,008,549	21,070,465	-	Weekly	5 days
Strategic Solutions Global Equity Fund	73,222,818	66,632,036	-	Monthly	5 days
Strategic Solutions Core Real Estate Fund	3,681,631	2,478,937	-	Quarterly	120 days
Global Absolute Alpha Company	18,409,485	20,581,484	-	Quarterly	65 days
CF Credit Series	8,260,592	-	-	Monthly	90 days

Capital Partners 2000 - a diversified capital program investing in private equity and venture capital both in developed and emerging markets.

Global Distressed Investors - a diverse set of liquid trading strategies and illiquid, longer-term lock-up strategies, which invest primarily in performing restructured debt, stressed debt, distressed debt, "special situation" and mezzanine debt investments, across the U.S. and globally.

Emerging Markets 2013 - long-term capital appreciation and superior risk-adjusted net returns through diversified private capital investments including growth equity, buyouts and venture capital, focused in China, Latin America, India, Southeast Asia, South Korea, Africa and other select emerging market countries.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 8 - INVESTMENTS IN ENTITIES THAT CALCULATE NET ASSET VALUE PER SHARE - Continued

International Private Equity Partners - long-term capital appreciation and superior risk-adjusted net returns through diversified private equity investments. Strategic focus areas include European focus, private equity emphasis and a preference for indigenous managers.

SSG Realty Opportunities - invest in value-added, distressed, and opportunistic private real estate funds that target a 13% - 15% compounded annual return.

SSG Global Private Equity Fund - invests primarily in a diversified portfolio of common stocks and equity-linked securities of companies in the global public equity markets.

Natural Resources Partners - long-term capital appreciation and superior risk-adjusted net returns through equity investments and property acquisition strategies. Strategic focus areas include emphasis on natural gas and oil, power and other natural resources opportunities.

Private Equity Partners - long-term capital appreciation and superior risk-adjusted net returns through diversified private equity investments.

Venture Partners - long-term capital appreciation and superior risk-adjusted net returns through equity investments. Primary strategic focus area is information technology with an early stage bias. Secondary strategic focus areas include healthcare and late stage technology.

Strategic Solutions Realty Opportunities - invest in value-added, distressed, and opportunistic private real estate funds that target a 15% - 18% compounded annual return.

Commonfund Real Estate Opportunities Fund - identify, acquire, hold, manage, and dispose of investments in real estate private equity funds for income and capital appreciation.

CF Private Credit Fund 2018 - outperform the ICE BAML US High Yield Index with less volatility by pursuing a core strategy of senior direct lending to US middle market companies.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 9 - PLEDGES RECEIVABLE

Pledges receivable balances at June 30 consist of the following:

	<u>2019</u>	<u>2018</u>
Pledges receivable		
Due within 1 year	\$ 3,420,684	\$ 1,220,842
Due within 1 to 5 years	11,152,007	2,891,909
Due in 5 or more years	4,000,000	-
Less		
Discount for time-value of money	(1,250,395)	(175,646)
Allowances for uncollectible pledges	<u>(319,646)</u>	<u>(262,531)</u>
	<u>\$17,002,650</u>	<u>\$ 3,674,574</u>

Management believes the allowance for uncollectible pledges is adequate based on information currently known. However, events impacting donors could occur in the future which would materially increase the allowance for uncollectible pledges.

During the year ended June 30, 2019, approximately 38% of contribution revenue was from one donor. The related pledges receivable from the donor represented approximately 64% of the total pledges receivable balance as of June 30, 2019. There were no such concentrations of contribution revenue or pledges receivable as of June 30, 2018.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 10 - PROPERTY AND EQUIPMENT

The following is a summary of property and equipment at June 30:

	<u>2019</u>	<u>2018</u>
Buildings	\$ 7,775,670	\$ 7,775,670
Building improvements	881,708	808,528
Site improvements	2,445,585	2,445,585
Leasehold improvements	39,260	39,260
Furniture and equipment	<u>31,945</u>	<u>31,945</u>
	11,174,168	11,100,988
Less accumulated depreciation	<u>(5,257,184)</u>	<u>(4,824,231)</u>
	5,916,984	6,276,757
Land	<u>980,000</u>	<u>980,000</u>
Total	<u>\$ 6,896,984</u>	<u>\$ 7,256,757</u>

Depreciation expense charged to operations for the years ended June 30, 2019 and 2018, was \$ 440,269 and \$ 436,053, respectively. This includes depreciation expense of \$ 7,316 related to assets held as collections for the years ended June 30, 2019 and 2018.

NOTE 11 - DEFERRED RENT REVENUE

In July 2008, the Foundation's Launching Futures, LLC acquired real estate to serve as the University's new Alumni Center. The University paid an advance rent payment of \$ 3,000,000 to fund improvements to the building. The advance rent was amortized over the ten-year period of the lease and option at \$ 300,000 per year. The advance payment was fully recognized as of June 30, 2018.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 12 - LONG-TERM DEBT

Long-term debt consists of the following at June 30:	<u>2019</u>	<u>2018</u>
Commerce Bank, mortgage note payable; due in monthly installments of \$ 16,160, including interest at 3.34%; maturing in December 2025. The building on North Main Street in Normal, Illinois, with a cost of \$ 3,300,000, is pledged as collateral.	\$ 2,448,292	\$ 2,557,293

Aggregate maturities of the long-term debt at June 30, 2019, are as follows:

2020	\$ 112,528
2021	116,620
2022	120,632
2023	124,781
2024	128,896
Thereafter	<u>1,844,835</u>
	<u>\$ 2,448,292</u>

NOTE 13 - OPERATING LEASE COMMITMENTS

In 1990, the Foundation established a Chicago office to provide the University with direct access to Chicago area alumni, corporation and Foundation networks. Lease payments for the Chicago office totaled \$ 106,840 and \$ 89,578 in 2019 and 2018, respectively. The original lease expired in December 2014 and was renewed for an additional five years with the first five months of rent abated per the renewal agreement. The lease will not be renewed and will expire December 2019.

Future minimum lease payments as of June 30, 2019, are as follows:

	<u>Building</u>
Year ending June 30, 2020	<u>\$ 51,995</u>

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 14 - NET ASSETS

Net assets with donor restrictions as of June 30 were restricted for the following:

	<u>2019</u>	<u>2018</u>
Subject to expenditure for specific purpose:		
Scholarships and fellowships	\$ 46,359,194	\$ 41,365,375
Instructional department uses	24,866,091	21,571,315
University capital projects	6,179,434	3,162,632
Other	<u>5,844,367</u>	<u>5,852,050</u>
	<u>\$ 83,249,086</u>	<u>\$ 71,951,372</u>

Net assets with donor restrictions as of June 30 that are restricted for investment in perpetuity, the income from which is expendable for the following:

	<u>2019</u>	<u>2018</u>
Scholarships and fellowships	\$ 59,489,808	\$ 53,628,515
College and academic development	28,972,558	18,918,753
University capital projects	5,917,405	5,418,595
Other	<u>5,422,153</u>	<u>5,194,230</u>
	<u>\$ 99,801,924</u>	<u>\$ 83,160,093</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

Net assets without donor restrictions for the years ended June 30 are as follows:

	<u>2019</u>	<u>2018</u>
Designated by the Board	\$ 3,707,017	\$ 3,452,892
Undesignated	<u>16,250,091</u>	<u>13,809,121</u>
	<u>\$ 19,957,108</u>	<u>\$ 17,262,013</u>

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 15 - ENDOWMENT FUNDS

The Foundation's endowment consists of approximately 833 individual funds established for a variety of purposes. The endowment includes donor-restricted and board designated endowment funds. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Foundation has interpreted the Illinois Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring 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 gifts donated to the perpetual endowment, (b) the original value of subsequent gifts to the perpetual endowment and (c) accumulations to the perpetual endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

The remaining portion of donor-restricted endowment funds is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. Duration and preservation of the fund
2. Purposes of the Foundation and the fund
3. General economic conditions
4. Possible effect of inflation and deflation
5. Expected total return from investment income and appreciation or depreciation of investments
6. Other resources of the institution
7. Investment policies of the Foundation

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 15 - ENDOWMENT FUNDS - Continued

Endowment net assets as of June 30 were as follows:

<u>2019</u>	<u>Without Donor</u> <u>Restrictions</u>	<u>With Donor</u> <u>Restrictions</u>	<u>Total</u>
Donor-restricted perpetual endowment funds	\$ -	\$ 122,563,206	\$ 122,563,206
Donor-restricted quasi-endowment funds	-	18,079,812	18,079,812
Board designated quasi-endowment funds	<u>3,707,017</u>	<u>-</u>	<u>3,707,017</u>
	<u>\$ 3,707,017</u>	<u>\$ 140,643,018</u>	<u>\$ 144,350,035</u>
 <u>2018</u>			
Donor-restricted perpetual endowment funds	\$ -	\$ 109,168,671	\$ 109,168,671
Donor-restricted quasi-endowment funds	-	16,203,509	16,203,509
Board designated quasi-endowment funds	<u>3,452,892</u>	<u>-</u>	<u>3,452,892</u>
	<u>\$ 3,452,892</u>	<u>\$ 125,372,180</u>	<u>\$ 128,825,072</u>

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 15 - ENDOWMENT FUNDS - Continued

Changes in endowment, not total, net assets for the fiscal years ended June 30, 2019 and 2018, are as follows:

	Without Donor <u>Restrictions</u>	With Donor <u>Restrictions</u>	<u>Total</u>
Endowment investments at June 30, 2017	\$ 3,227,488	\$ 109,816,022	\$ 113,043,510
Investment income	29,266	1,098,821	1,128,087
Net appreciation	234,534	10,122,432	10,356,966
Contributions	50	8,666,237	8,666,287
Appropriations of endowment assets for expenditure	(38,446)	(4,172,687)	(4,211,133)
Expenditures from quasi- endowment funds	-	(1,088,919)	(1,088,919)
Other additions	-	930,274	930,274
	<hr/>	<hr/>	<hr/>
Endowment investments at June 30, 2018	3,452,892	125,372,180	128,825,072
Investment income	32,501	1,337,539	1,370,040
Net appreciation	181,058	8,696,490	8,877,548
Contributions	58,855	10,605,386	10,664,241
Appropriations of endowment assets for expenditure	(18,289)	(4,637,252)	(4,655,541)
Expenditures from quasi- endowment funds	-	(1,521,876)	(1,521,876)
Other additions	-	790,551	790,551
	<hr/>	<hr/>	<hr/>
Endowment investments at June 30, 2019	<u>\$ 3,707,017</u>	<u>\$ 140,643,018</u>	<u>\$ 144,350,035</u>

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level the Foundation is required to retain as a fund of perpetual duration pursuant to donor stipulation or UPMIFA. The Foundation Board of Directors has interpreted UPMIFA to permit spending from underwater endowments in accordance with prudent measures required under law. At June 30, 2019 and 2018, deficiencies of this nature aggregated \$ 6,094 and \$ 9,485, respectively, and were reported in net assets with donor restrictions. At June 30, 2019 and 2018, the fair value of underwater endowments was \$ 39,927 and \$ 87,967, respectively, and the total amount of original corpus was \$ 46,021 and \$ 97,452, respectively. These deficiencies resulted from unfavorable market fluctuations that occurred shortly after investment of new permanently restricted contributions and continued appropriation for certain purposes that was deemed prudent by the Foundation Board of Directors.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 15 - ENDOWMENT FUNDS - Continued

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and other items supported by its endowment while seeking to maintain the purchasing power of the endowment. Endowment assets include those assets of donor-restricted endowment funds the Foundation must hold in perpetuity or for donor-specified periods, as well as those of board-designated endowment funds. Under the Foundation's policies, endowment assets are invested in a manner that is intended to produce results that to seek an average total annual return of spending net of inflation and administrative cost. The Foundation expects its endowment funds to provide an average rate of return of approximately 4.5% annually over time. Actual returns in any given year may vary from this amount.

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

The Foundation's Board of Directors has adopted a hybrid approach spending policy to determine the spending distribution. This approach takes into consideration the duration and preservation of the endowments, purpose of the endowment funds, general economic conditions, the possible effect of inflation or deflation, expected total return from income and the investment policy.

The spending distribution calculation is the sum of a) the prior year's spending distribution, plus 4.5% of the value of any new gifts; the sum of which is adjusted by the most recently calculated annual Higher Education Price Index, then weighted at 70% added to b) the year-end market value times 4.5% then weighted at 30%.

NOTE 16 - FUNDRAISING FEES

A fundraising fee of 1.5%, of the December 31 market value, is assessed from each endowed funds' annual distribution to help support Foundation's fundraising and general operations. On July 1, 2018 and 2017, a total of \$ 4,655,541 and \$ 4,213,101, respectively, was distributed to endowed funds' expendable balances and fundraising fees totaling \$ 1,835,726 and \$ 1,531,632, respectively, were distributed to the Foundation budget.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 17 - RELATED PARTY TRANSACTIONS

Effective July 1, 2018, the Foundation renewed the Support Agreement, for an additional one year, with the University Board of Trustees (acting for and on behalf of the University) whereby the University agrees to provide to the Foundation fair and reasonable compensation in exchange for development and fundraising services up to a maximum value. The agreement expired on June 30, 2019. The maximum values under the agreement were \$ 2,675,000 and \$ 2,595,000 for the years ended June 30, 2019 and 2018, respectively. Under terms of the agreements, in fiscal year 2019 and 2018, the University provided in-kind support in the form of personnel, office space, office equipment, computer support, and communication services, estimated at \$ 2,513,254 and \$ 2,457,018, respectively. Cash payments and in-kind support pursuant to the Support Agreement are included as part of the Service contract with the University and revenue and expenses have been allocated among the support services in the accompanying Consolidated Statements of Activities and Change in Net Assets.

As of June 30, 2019 and 2018, the Foundation had payables to the University of \$ 262,579 and \$ 157,860, respectively.

The Foundation's Launching Futures, LLC, received lease payments from the University of \$ 230,004 for the Alumni Center during the years ended June 30, 2019 and 2018. The lease was renewed in 2016 for an additional five years.

NOTE 18 - COMMITMENT TO INVEST IN LIMITED PARTNERSHIPS

The Foundation has invested in various limited partnerships. According to the terms of the investment agreements, the Foundation committed to invest \$ 72,896,457 and \$ 60,896,457 as of June 30, 2019 and 2018, respectively. As of June 30, 2019 and 2018, the Foundation had invested \$ 38,791,818 and \$ 32,773,966, respectively. The balance of the Foundation's investment commitments at June 30, 2019 and 2018, was \$ 34,104,639 and \$ 28,122,491, respectively.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 19 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The following table reflects the Foundation's financial assets as of June 30. Financial assets are considered unavailable when illiquid or not convertible to cash within one year.

	<u>2019</u>	<u>2018</u>
Financial assets		
Cash and cash equivalents	\$ 6,714,900	\$ 5,723,457
Accounts receivable	25,465	38,249
Pledges receivable, net	17,002,650	3,674,574
Investments	170,211,195	153,216,010
Assets held under split-interest agreements	1,406,107	1,515,199
Beneficial interests in trusts	2,458,195	2,453,466
Beneficial interest in split-interest agreements	<u>360,451</u>	<u>386,024</u>
Financial assets at year-end	198,178,963	167,006,979
Less amounts unavailable for general expenditure within one year, due to:		
Pledges receivable, collectible beyond one year	(13,640,838)	(2,531,663)
Assets held under split-interest agreements, not convertible to cash within one year	(1,406,107)	(1,515,199)
Beneficial interest in trusts, not convertible to cash within one year	(2,442,792)	(2,417,743)
Beneficial interest in split-interest agreements, not convertible to cash within one year	(360,451)	(386,024)
Purpose restrictions	(24,557,804)	(22,888,656)
Endowment fund investments	(144,350,035)	(128,825,072)
Add back: estimated spending distribution	<u>1,888,793</u>	<u>1,835,726</u>
Financial assets available to meet cash needs for general expenditure within one year	<u>\$ 13,309,729</u>	<u>\$ 10,278,348</u>

The Foundation has a policy to manage its liquidity and reserves following three guiding principles: operating within a prudent range of financial stability, maintaining adequate liquidity to fund near-term operations, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged.

ILLINOIS STATE UNIVERSITY FOUNDATION AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

JUNE 30, 2019 and 2018

NOTE 20 - RECLASSIFICATIONS

Certain reclassifications have been made to the 2018 financial information to conform to the 2019 presentation.