

Cuesta College Foundation

Financial Statements

June 30, 2020 and 2019

C O N T E N T S

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Independent Auditors' Report on the Financial Statements

To the Board of Directors
Cuesta College Foundation
San Luis Obispo, California

We have audited the accompanying financial statements of Cuesta College Foundation (a non-profit organization), which comprise the statements of financial position as of June 30, 2020 and 2019, and the related statements of activities, functional expenses, changes in net assets, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility 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; this includes 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the 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 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 financial statements.

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



Independent Auditors' Report on the Financial Statements - Continued

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Cuesta College Foundation as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Caliber Audit & Attest, LLP

San Luis Obispo, California
October 15, 2020

Cuesta College Foundation

*Statements of Financial Position
June 30, 2020 and 2019*

	<u>2020</u>	<u>2019</u>
ASSETS		
Cash and cash equivalents	\$ 937,444	\$ 202,850
Investments	34,198,657	34,143,522
Due from Cuesta College	106,820	28,327
Pledges receivable	14,408	49,400
Notes receivable	1,019,211	1,069,632
Other receivables	3,618	-
Split interest agreements and estates receivable	523,019	1,382,703
Perpetual trusts held by others	3,469,380	3,565,092
Prepaid expense and supply inventory	11,986	10,520
Total assets	<u>\$ 40,284,543</u>	<u>\$ 40,452,046</u>
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable	\$ 567,783	\$ 764,663
Deferred revenue	168,432	58,574
Due to Cuesta College	1,000,000	1,000,000
Total liabilities	<u>1,736,215</u>	<u>1,823,237</u>
Commitments and Contingencies		
Net Assets		
Without donor restrictions		
Undesignated	643,926	703,920
Board designated unrestricted	609,794	211,535
Total without donor restrictions	<u>1,253,720</u>	<u>915,455</u>
With donor restrictions		
Restricted for specific purpose	3,715,709	3,393,889
Restricted for time and specific purpose	391,424	970,147
Restricted for time - to be endowed	146,003	461,956
Restricted for purpose - quasi endowment	14,863,361	14,296,626
Endowment spending reserves	4,346,204	5,080,877
Restricted in perpetuity	13,831,907	13,509,859
Total with donor restrictions	<u>37,294,608</u>	<u>37,713,354</u>
Total net assets	<u>38,548,328</u>	<u>38,628,809</u>
Total liabilities and net assets	<u>\$ 40,284,543</u>	<u>\$ 40,452,046</u>

See Notes to Financial Statements.

Cuesta College Foundation

**Statement of Activities
Year Ended June 30, 2020**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Revenue, Gains and Support			
Contributions	\$ 232,007	\$ 2,025,825	\$ 2,257,832
In-kind contributions and donated services	1,285	50,094	51,379
Support from Cuesta College	126,770	-	126,770
Interest and dividends	151,912	712,002	863,914
Net investment return	22,112	42,303	64,415
Income from perpetual trusts held by others	35,330	126,454	161,784
Change in value of split interest agreements	-	(162,347)	(162,347)
Change in value of perpetual trusts held by others	-	(95,673)	(95,673)
	<hr/>	<hr/>	<hr/>
	569,416	2,698,658	3,268,074
Transfers to (from) funds	(1,072)	1,072	-
Net assets released from restrictions	<hr/>	<hr/>	<hr/>
	3,118,476	(3,118,476)	-
	<hr/>	<hr/>	<hr/>
Total revenue, gains and support	3,686,820	(418,746)	3,268,074
Functional Expenses			
Program services			
Payments to Cuesta College	2,365,253	-	2,365,253
Personnel	134,902	-	134,902
Operating	4,665	-	4,665
In-kind contributions to Cuesta College	50,094	-	50,094
Management and general			
Personnel	353,773	-	353,773
Operating	59,741	-	59,741
In-kind contributions to Cuesta College	1,285	-	1,285
Fundraising and development			
Personnel	253,920	-	253,920
Operating	<hr/>	<hr/>	<hr/>
	124,922	-	124,922
	<hr/>	<hr/>	<hr/>
Total expenses	3,348,555	-	3,348,555
	<hr/>	<hr/>	<hr/>
Change in net assets	\$ 338,265	\$ (418,746)	\$ (80,481)
	<hr/>	<hr/>	<hr/>

Cuesta College Foundation

**Statement of Activities
Year Ended June 30, 2019**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Revenue, Gains and Support			
Contributions	\$ 211,393	\$ 1,545,697	\$ 1,757,090
In-kind contributions and donated services	1,988	37,846	39,834
Support from Cuesta College	191,761	-	191,761
Interest and dividends	140,257	657,264	797,521
Net investment return	51,172	611,358	662,530
Income from perpetual trusts held by others	32,259	97,763	130,022
Change in value of split interest agreements	-	27,692	27,692
Change in value of perpetual trusts held by others	-	13,148	13,148
	628,830	2,990,768	3,619,598
Transfers to (from) funds	(243)	243	-
Net assets released from restrictions	2,768,784	(2,768,784)	-
	3,397,371	222,227	3,619,598
Functional Expenses			
Program services			
Payments to Cuesta College	2,507,654	-	2,507,654
Personnel	125,826	-	125,826
Operating	56,696	-	56,696
In-kind contributions to Cuesta College	37,846	-	37,846
Management and general			
Personnel	301,100	-	301,100
Operating	61,148	-	61,148
In-kind contributions to Cuesta College	1,988	-	1,988
Fundraising and development			
Personnel	179,987	-	179,987
Operating	231,269	-	231,269
	3,503,514	-	3,503,514
Total expenses	3,503,514	-	3,503,514
Change in net assets	\$ (106,143)	\$ 222,227	\$ 116,084

Cuesta College Foundation

*Statement of Functional Expenses
Year Ended June 30, 2020*

	<i>Supporting Services</i>			<i>Total</i>
	<i>Program Services</i>	<i>Management & General</i>	<i>Fundraising & Development</i>	
Bank service charges	\$ -	\$ 5,196	\$ -	\$ 5,196
Board and staff development	-	-	2,276	2,276
Books and manuals	-	113	-	113
Conferences and meetings	-	-	6,951	6,951
Consultants	-	-	350	350
Dues and memberships	-	85	1,465	1,550
Equipment expense	-	4,645	-	4,645
Event expense	-	-	14,212	14,212
Gifts to Cuesta College	2,365,253	-	-	2,365,253
Hospitality and recognition	-	-	5,806	5,806
In-kind gifts	50,094	1,285	-	51,379
Marketing and promotion	-	-	3,812	3,812
Miscellaneous	-	635	-	635
Office supplies	-	423	3,850	4,273
Personnel	134,902	353,773	253,920	742,595
Postage	-	-	6,004	6,004
Professional fees	-	28,260	-	28,260
Promotional supplies	-	-	3,401	3,401
Publications	-	-	25,529	25,529
Rent	4,665	12,442	8,813	25,920
Software	-	6,030	34,377	40,407
Travel	-	1,912	8,076	9,988
Total functional expenses	<u>\$ 2,554,914</u>	<u>\$ 414,799</u>	<u>\$ 378,842</u>	<u>\$ 3,348,555</u>

See Notes to Financial Statements.

Cuesta College Foundation

*Statement of Functional Expenses
Year Ended June 30, 2019*

	<i>Supporting Services</i>			<i>Total</i>
	<i>Program Services</i>	<i>Management & General</i>	<i>Fundraising & Development</i>	
Bank service charges	\$ -	\$ 3,666	\$ -	\$ 3,666
Board and staff development	-	-	3,234	3,234
Conferences and meetings	-	-	9,859	9,859
Consultants	-	4,165	2,874	7,039
Dues and memberships	-	80	1,774	1,854
Equipment expense	-	5,416	-	5,416
Event expense	-	-	70,573	70,573
Gifts to Cuesta College	2,507,654	-	-	2,507,654
Hospitality and recognition	-	-	4,507	4,507
In-kind gifts	37,846	1,988	-	39,834
Major gift donor recognition	51,253	-	-	51,253
Miscellaneous	-	553	-	553
Office supplies	-	770	5,885	6,655
Personnel	125,826	301,100	179,987	606,913
Postage	-	-	4,543	4,543
Professional fees	-	24,330	-	24,330
Publications	-	-	19,300	19,300
Rent	5,443	13,219	7,258	25,920
Software	-	6,000	96,125	102,125
Travel	-	2,949	5,337	8,286
Total functional expenses	\$ 2,728,022	\$ 364,236	\$ 411,256	\$ 3,503,514

See Notes to Financial Statements.

Cuesta College Foundation

*Statements of Changes in Net Assets
Years Ended June 30, 2020 and 2019*

	<i><u>Without Donor Restrictions</u></i>	<i><u>With Donor Restrictions</u></i>	<i><u>Total</u></i>
<i>Net Assets - June 30, 2018</i>	\$ 1,021,598	\$ 37,491,127	\$ 38,512,725
Change in net assets	<u>(106,143)</u>	<u>222,227</u>	<u>116,084</u>
<i>Net Assets - June 30, 2019</i>	915,455	37,713,354	38,628,809
Change in net assets	<u>338,265</u>	<u>(418,746)</u>	<u>(80,481)</u>
<i>Net Assets - June 30, 2020</i>	<u>\$ 1,253,720</u>	<u>\$ 37,294,608</u>	<u>\$ 38,548,328</u>

See Notes to Financial Statements.

Cuesta College Foundation

*Statements of Cash Flows
Years Ended June 30, 2020 and 2019*

	<u>2020</u>	<u>2019</u>
<i>Cash flows from operating activities:</i>		
Change in net assets	\$ (80,481)	\$ 116,084
<i>Adjustments to reconcile change in net assets to net cash used in operating activities:</i>		
Net return on investments	(64,415)	(662,530)
Change in value of split interest agreements	162,347	(27,692)
Change in value of perpetual trusts held by others	95,673	(13,148)
Contributions restricted for long-term investment	(232,533)	(470,442)
<i>Change in operating assets and liabilities:</i>		
Pledges receivable	34,992	31,332
Change in other receivables	(3,618)	-
Due from Cuesta College	(78,493)	(28,327)
Prepaid expense and supply inventory	(1,466)	(7,770)
Accounts payable	(196,880)	(65,414)
Deferred revenue	109,858	(28,175)
Net cash used in operating activities	<u>(255,016)</u>	<u>(1,156,082)</u>
<i>Cash flows from investing activities:</i>		
Purchase of investments	(16,849,584)	(11,586,471)
Proceeds from sale of investments	16,858,864	10,252,145
Payments from notes receivable	50,421	75,109
Amounts received from perpetual trusts	39	278,086
Amounts received from estates receivable	697,337	490,000
Net cash provided by (used in) investing activities	<u>757,077</u>	<u>(491,131)</u>

See Notes to Financial Statements.

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Statements of Cash Flows - Continued
Years Ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
<i>Cash flows from financing activities:</i>		
Proceeds from contributions for endowed long-term investment	\$ 232,533	\$ 470,442
<i>Net increase (decrease) in cash and cash equivalents</i>	734,594	(1,176,771)
<i>Cash and cash equivalents, beginning of year</i>	<u>202,850</u>	<u>1,379,621</u>
<i>Cash and cash equivalents, end of year</i>	<u>\$ 937,444</u>	<u>\$ 202,850</u>
<i>Cash and cash equivalents</i>		
Available for operations	\$ 929,058	\$ 179,464
Available for specific purposes	8,386	23,386
	<u>\$ 937,444</u>	<u>\$ 202,850</u>

Supplemental disclosure of cash flow information:

No taxes or interest were paid by the Foundation during June 30, 2020 and 2019.

Noncash activities

Other in-kind contributions and services	<u>\$ 51,379</u>	<u>\$ 39,834</u>
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See Notes to Financial Statements.

Cuesta College Foundation

Notes to Financial Statements

Note 1. Operations and Summary of Significant Accounting Policies

Nature of operations:

The Cuesta College Foundation (the Foundation) is a California non-profit public benefit corporation that was incorporated on April 18, 1973, under the laws of the State of California. The Cuesta College Foundation was organized to promote the general welfare of the San Luis Obispo County Community College District (Cuesta College or the College) by assisting and supporting Cuesta College in fulfilling its role, and by soliciting, raising and distributing monies, properties and other assets, for the purchase of equipment and other outlay needs, and for the awarding of scholarships to students.

Basis of accounting:

The financial statements are presented on an accrual basis, which recognizes income when performance obligations are met, and expenses when incurred. However, interest income is allocated to the various funds on a cash basis. Foundation resources are accounted for by the use of separate funds so that visibility and control are maintained for the benefit of the Foundation. Funds that have similar objectives and characteristics have been combined based on net asset restriction categories in the accompanying financial statements.

Financial statement presentation and net assets:

In order to accommodate the various alternatives for donors' distribution objectives, the Foundation's records are maintained in accordance with the principles of fund accounting. This is the procedure by which resources are classified for accounting and reporting purposes into funds established according to their nature and purpose.

The Foundation has presented its financial statements in accordance with U.S. generally accepted accounting principles for not-for-profit organizations. Under this guidance, the Foundation is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

The Foundation reports gifts of cash and other assets as an increase in net assets with donor restrictions that are temporary in nature or perpetual in nature if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a purpose restriction is accomplished, temporary net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

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

Net Assets Without Donor Restrictions: Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

Net Assets With Donor Restrictions: Net assets subject to donor (or certain grantor) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as

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Notes to Financial Statements

those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue when the assets are placed in service.

It is also the Foundation's policy that net assets with donor restrictions, that are perpetual in nature, are reported at their original value at the time of the gift. Management keeps the original corpus and realized and unrealized gains and losses on those assets linked for determining the fair market value of the fund for administrative purposes. Realized and unrealized gains and losses on those assets are recorded as net assets with donor restrictions that are temporary in nature, until appropriated, and do not impact the original corpus of the net assets with donor restrictions, that are perpetual in nature.

Contributions:

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. All pledges receivable, estates receivable, and amounts received that are donor restricted for future periods or donor restricted for specific purposes are reported as net assets with donor restrictions. The restricted net assets are reclassified to unrestricted net assets and are reported in the statement of activities as net assets released from restriction, when the donor stipulated time restriction ends or the purpose restriction is accomplished by the Foundation.

In-kind contributions and donated services:

It is the Foundation's policy to record non-cash items and in-kind gifts at their fair market value on the date they are received.

Contributed services are recorded in the financial statements to the extent that those services create or enhance a nonfinancial asset or meet the following criteria: a) the service requires specialized skills, b) the service is provided by individuals who possess those skills, and c) the service would typically need to be purchased if not contributed.

For the years ended June 30, 2020 and 2019, in-kind contributions and donated services totaled \$51,379 and \$39,834, respectively.

Cash and cash equivalents:

The Foundation considers all cash equivalents to be highly liquid debt instruments with a maturity of three months or less. Cash and cash equivalents consist mainly of cash, certificates of deposit, and money market funds, that are valued using Level 1 inputs as discussed in Note 3.

Concentrations of credit risk:

The Foundation invests in various types of marketable securities and money market funds. The Foundation has established guidelines relative to diversification and maturities that target certain safety and liquidity risk levels. These guidelines are periodically reviewed and modified.

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Notes to Financial Statements

The Foundation maintains cash balances at financial institutions located in California. Certain accounts at each institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. The Foundation obtained collateral coverage from Pacific Premier up to \$1,000,000 on funds held in their accounts. At the year ended June 30, 2020, the Foundation did not hold cash in excess of the insured limits.

The Foundation also invests in various investment securities. Investment securities in general, are subject to various risks: interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that the changes in the value of investment securities will occur in the near term and that such change could materially affect the amounts reported in the financial statements.

Investment valuation and income recognition:

The Foundation's investments are stated at fair market value in the statement of financial position, with all gains and losses included in the statement of activities. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. See Note 3 for discussion of fair value measurement. Investments acquired by gift are recorded at their fair market value at the date of the gift.

Investments are made according to the Investment Policy adopted by the Foundation's Board of Directors. These guidelines provide for a balanced and diversified portfolio with investments in equities, fixed income and other securities with performance measured against appropriate indices. Outside parties are contracted by the Foundation for the purpose of providing investment management.

Purchases and sales of securities are recorded on a trade-date basis. Dividends are recorded on the ex-dividend date. Realized gains or losses on the sale of marketable securities are calculated using the specific-identification method. Unrealized gains and losses represent the change in the fair market value of the individual investments for the year, or since the acquisition date, if acquired during the year. Gains and losses on investments are shown net of fees of \$85,127 and \$99,419 for the years ended June 30, 2020 and 2019, respectively.

Pledges receivable:

When a donor has unconditionally promised to contribute funds to the Foundation in future periods, the Foundation recognizes a pledge receivable. Pledges expected to be collected within one year are recorded as support and a receivable at net realizable value. Pledges expected to be collected in future years are recorded as support and a receivable at the present value of expected future cash flows. Discounts on those amounts are computed using interest rates applicable to the years in which the promises are received. Amortization of discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. A provision for doubtful pledges receivable has not been established as management considers all accounts to be collectible based on favorable history over a substantial period of time.

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Notes receivable:

Notes receivable consists of loans acquired through contributions or donation and are recorded at the outstanding principal amount. Interest is recorded on the accrual basis. A provision for these loans has not been established as management considers the full balance to be collectible, as the loans are secured by real property.

Split interest agreements:

The Foundation has irrevocable remainder beneficiary interests in split interest agreements whose maturities are based on the life expectancy of the income beneficiaries. The Foundation records the beneficial interest in the split interest agreements as temporarily restricted or permanently restricted depending on whether the donor's restrictions specify whether the distributed balance will be held in perpetuity at the end of the trust.

The change in fair value of these assets is included in the change in value of split interest agreements on the statement of activities.

Perpetual trusts held by others:

The Foundation is the beneficiary of perpetual irrevocable trusts held and administered by independent trustees. Under the terms of the trusts, the Foundation has the irrevocable right to receive the income earned on the trust assets in perpetuity. The fair value of the beneficial interest in the trust is recognized as an asset and as a permanently restricted contribution at the date the trust is established. The Foundation's estimate of fair value is based on fair value information received from the trustees. The trust assets consist of, but are not limited to, cash and cash equivalents, corporate and government bonds, mutual funds, and equity securities. These assets are not subject to the control or direction of the Foundation. Gains and losses, which are not distributed by the trusts, are reflected as change in value of perpetual trusts held by others in the statements of activities.

Deferred revenue:

The Foundation has certain grant agreements in which the Foundation is the recipient of grant money. The revenue is recognized as the specifications in the grant agreements are met. Amounts collected but unearned are reflected as deferred revenue.

Administrative and management fees:

Custodian, investment, administrative, and management fees are recognized in the fiscal year in which they occur.

The Foundation charges an administrative fee internally for endowed funds under management. These fees help fund general operations, and are recorded internally both as revenue and expense. The fees have been reported on a net basis for financial statement presentation as the fees do not come from sources external to the Foundation.

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Endowment investments:

The Foundation holds individual endowments, which are managed in a unitized investment pool. Investment earnings and related expenses are allocated based on each individual endowment's unit market value.

The Foundation pools a portion of its unrestricted assets for investment with the endowment fund unitized pool held in various mutual funds.

Funds with deficiencies:

From time to time, the fair value of assets associated with the individual donor-restricted endowment funds may fall below the level that the donor or Uniform Prudent Management of Institutional Funds Act (UPMIFA) requires the Foundation to retain as a fund of perpetual duration ("below water endowments"). As of June 30, 2020 and 2019, the Foundation held certain permanently restricted endowment funds in which the asset value had fallen below the original corpus level required by the donor due to market conditions. The original historical gift of the 14 and 6 different below water funds totaled \$3,909,929 and \$1,754,000 and the fair market value of the funds were \$3,844,934 and \$1,740,830 as of June 30, 2020 and 2019, respectively. This resulted in negative net total of \$64,995 and \$13,170 for these funds as of June 30, 2020 and 2019, respectively. There was no aggregate deficiency when adding all donor-restricted permanently restricted endowment funds as of June 30, 2020 and 2019.

Return objectives and risk parameters:

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets, thus providing intergenerational equity to all beneficiaries.

The investment objectives call for a disciplined, consistent management philosophy that accommodates the occurrence of all events which might be considered reasonable and probable. The investment objectives call for a philosophy which avoids extreme positions or opportunistic styles.

Income tax status:

The Foundation's activities are generally exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Franchise Tax Code. Since the Foundation is exempt from federal and state income tax liability, no provision is made for current or deferred income tax expense. However, the Foundation remains subject to taxes on any net income that is derived from trade or business, regularly carried on, and unrelated to its exempt purpose. Management believes that the Foundation has no taxable unrelated business income.

For the years ended June 30, 2020 and 2019, management of the Foundation is not aware of any material uncertain tax positions to be accounted for in the financial statements under the principles of the *Income Taxes* topic of the Financial Accounting Standards Board

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(FASB) *Accounting Standards Codification (ASC)*. The Foundation recognizes interest and penalties, if any, related to unrecognized tax benefits in interest expense.

All tax exempt entities are subject to review and audit by federal, state and other applicable agencies. Such agencies may review the taxability of unrelated business income, or the qualification of the tax-exempt entity under the Internal Revenue Code and applicable state statutes.

Functional expense allocations:

Expenses that can be identified with a specific program or supporting service are charged directly to the program or supporting service. Expenses which apply to more than one functional category have been allocated based on estimates made by management. Personnel expense is allocated for each position based on estimated percent of time incurred for each function. Rent is allocated using ultimate personnel expense allocation.

Advertising:

The Foundation expenses advertising costs as incurred. There was no marketing and public relations expense for the years ended June 30, 2020 and 2019.

Use of estimates:

The preparation of the financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates. Significant estimates used in preparing these financial statements include those assumed in computing the estimated fair value of the split interest agreements, pledges receivable, perpetual trusts held by others, charitable remainder unitrust, other in-kind contributions and donated services, and functional allocation of expenses.

Recent accounting pronouncements:

The FASB issued Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. This update supersedes nearly all existing revenue recognition guidance under U.S. GAAP. The core principle of ASU 2014-19 is to recognize revenues when promised goods or services are transferred to customers in an amount that reflects the consideration that is expected to be received for those goods or services. ASU 2014-19 defines a five step process to achieve this core principle. Additionally, the guidance requires the entity to disclose further quantitative and qualitative information regarding the nature and amount of revenues arising from contracts with customers, as well as other information about the significant judgments and estimates used in recognizing revenues from contracts with customers. The Foundation adopted Topic 606 for the year ended June 30, 2019 using the modified retrospective method. The adoption of this Topic 606 did not have a material impact on the timing and measurement of revenue recognition.

The FASB issued ASU No. 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. This new standard was issued to clarify and improve the guidance in GAAP for

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distinguishing transactions that are contributions from those that are exchange transactions. The ASU also provides guidance for determining whether a contribution is conditional. The Foundation adopted the new standard on a modified prospective basis, and it did not have a material impact on the financial statements.

Note 2. *Liquidity and Availability*

The Foundation receives significant contributions with donor restrictions to be used in accordance with the associated purpose restrictions. It also receives gifts to establish endowments that will exist in perpetuity; the income generated from such endowments is used to fund programs. In addition, the Foundation receives support without donor restriction.

Support Services:

The Foundation considers investment income without donor restrictions, appropriated earnings from board-designated (quasi) endowments and contributions without donor restrictions available for use for management and general expenses.

The Foundation regularly monitors liquidity required to meet its operating needs and other commitments, while also striving to maximize the investments of its available funds.

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

Cash and cash equivalents	\$ 937,444
Less cash with donor restrictions:	
Cash restricted for specific purpose	(8,386)
Cash available for supporting services	<u>929,058</u>
Certificates of deposit maturing within one year	1,128,454
Pledge receivables for specific purpose	
due within one year	5,000
Notes receivable due within one year	57,205
Investments without specific purpose	983,141
Administrative fee for endowment management	424,602
Spending distribution from endowment fund	
for operations	<u>108,773</u>
Cash and investments available	
for supporting services	<u><u>\$ 3,636,233</u></u>

The Foundation considers these funds available to meet expenditures for supporting services, including management and general and fundraising.

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Program Services:

The Foundation considers investment income without donor restrictions, appropriated earnings from donor-restricted and board-designated (quasi) endowments, contributions without donor restrictions and contributions with donor restrictions for use in current program, which are ongoing, major and central to its annual operations to be available to meet cash needs for program services.

Financial assets available for program services consisted of endowment spending reserves of \$4,346,204. The Foundation's governing board has designated a portion of its unrestricted funds and restricted funds for purpose of endowment. These funds are invested for long-term appreciation and current income is to be used for specific purpose. As such, they are excluded from the tables above but remain available and may be spent at the direction of the Board.

Note 3. *Investments and Fair Value Measurements*

At June 30, 2020 and 2019, investments comprised the following:

	<u>2020</u>	<u>2019</u>
Mutual funds:		
U.S. large cap	\$ 10,958,058	\$ 10,112,839
U.S. mid cap	2,238,355	2,715,290
U.S. small cap	863,463	965,684
International equity funds	5,894,349	6,607,609
Emerging market equity fund	2,824,563	1,954,165
Total mutual funds	<u>22,778,788</u>	<u>22,355,587</u>
Fixed income	9,825,053	10,473,056
Government obligations	231,061	222,078
Certificates of deposit	1,363,755	1,092,801
Total investments at fair value	<u>\$ 34,198,657</u>	<u>\$ 34,143,522</u>

The Fair Value Measurements topic of the Financial Accounting Standards Board (FASB) *Accounting Standards Codification (ASC)*, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are described below:

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

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Level 2 – Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or by 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 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

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

Following is a description of the valuation methodologies used for assets measured at fair value, on a recurring basis. There have been no changes to the methodologies used at June 30, 2020 and 2019.

Fixed income: Valued at the closing price reported on the active market on which the individual securities are traded.

Mutual funds: Valued at the net asset value (NAV) of shares held by the Foundation at year end.

Certificates of deposit and government obligations: Valued at cost plus accrued interest, which approximates fair value due to the short term nature of these investments.

The preceding methods described 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.

Marketable securities at June 30, 2020 and 2019, consist principally of investments in mutual funds that are classified as Level 1. Marketable securities for the years ended June 30, 2020 and 2019 appreciated (depreciated) in value, including gains and losses on marketable securities bought and sold during the year, as follows:

	<u>2020</u>	<u>2019</u>
Realized and unrealized gain	\$ 149,542	\$ 761,949
Less fees	<u>(85,127)</u>	<u>(99,419)</u>
Net realized and unrealized gain on Level 1 investments at fair value	<u>\$ 64,415</u>	<u>\$ 662,530</u>

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The following table sets forth by level, within the fair value hierarchy, the Foundation's financial instruments at fair value as of June 30, 2020 and 2019:

	<u>2020</u> <u>Level 1</u>	<u>2019</u> <u>Level 1</u>
Mutual funds	\$ 22,778,788	\$ 22,355,587
Fixed income	9,825,053	10,473,056
Government obligations	231,061	222,078
Certificates of deposit	1,363,755	1,092,801
Total investments at fair value	<u>\$ 34,198,657</u>	<u>\$ 34,143,522</u>

Note 4. Pledges Receivable

Pledges receivable as of the years ended June 30, 2020 and 2019 are as follows:

	<u>2020</u>	<u>2019</u>
Due within one year	\$ 5,000	\$ 36,000
Due in one to five years	10,000	15,000
Future value	15,000	51,000
Less discount to present value at 2%	(592)	(1,600)
Total pledges receivable	<u>\$ 14,408</u>	<u>\$ 49,400</u>

Note 5. Notes Receivable

The notes receivable are comprised of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Note receivable due in monthly installments of \$1,076, including interest at 7%, due March 2036, secured by real property.	\$ 124,743	\$ 127,124
Note receivable due in monthly installments of \$8,607, including interest at 6%, due September 2032, secured by real property.	894,468	942,508
Total notes receivable	<u>\$ 1,019,211</u>	<u>\$ 1,069,632</u>

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Note 6. Endowment Funds

The Foundation follows the authoritative guidance in the FASB *ASC* that covers *Endowments of Not-for-Profit Organizations: Net Asset Classification of Funds Subject to an Enacted Version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA)*, and *Enhanced Disclosures for All Endowment Funds*. The State of California approved a version of UPMIFA in September 2008, effective for January 1, 2009. The Foundation adopted these provisions in fiscal 2009.

The Foundation's unitized endowment pool consists of 244 individual funds established for a variety of purposes to benefit the Foundation and Cuesta College. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments (quasi-endowments). As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors interprets UPMIFA as requiring preservation of the fair value of the original gift as of the gift date of donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies net assets with donor restrictions, that are perpetual in nature, as 1) the original value of gifts donated to the permanent endowment, 2) the original value of subsequent gifts to the permanent endowment, and 3) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified as net assets with donor restrictions that is perpetual in nature, is classified as net assets with donor restrictions that is temporary in nature, 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 invest or appropriate donor-restricted endowment funds:

- 1) the duration and preservation of the fund
- 2) the purposes of the Foundation and the donor-restricted endowment fund
- 3) general economic conditions
- 4) the possible effect of inflation and deflation
- 5) the expected total return from income and the appreciation of investments
- 6) other resources of the Foundation
- 7) the investment policies of the Foundation

The Foundation's endowment investment policy is based on fundamental financial principles that include prudent asset allocation, risk assessment, and long-term planning. The investment policy emphasizes total return, which allows the funds to utilize current dividend and interest income, and over time, a portion of the aggregate return from capital appreciation, in an attempt to provide a predictable stream of funding to programs supported by its endowment, while seeking to maintain the purchasing power of the endowment assets. Within this framework, specific investment objectives for endowment

Cuesta College Foundation

Notes to Financial Statements

investments include liquidity, preservation of capital, preservation of purchasing power, and long-term growth of capital.

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 capital appreciation (realized and unrealized) and current yield (interest and dividends). The Foundation targets a diversified asset allocation that balances a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints along with a substantive allocation to fixed income to provide certainty of return and tempering of volatility. As of June 30, 2020 and 2019, the Foundation established their target asset allocation to be 70% equity-based and 30% fixed income investments.

Endowment funds are maintained in pooled investment portfolios. Interest, dividends, and realized and unrealized gains and losses in the investment pools are allocated quarterly to the endowment funds in proportion to each fund's share in the investment pools.

The Foundation has a policy of appropriating for distribution each year a spending rate for both above water endowments (those that have a value greater than their original gift value) and, if applicable, a potentially different spending rate for below water endowments (those that have a value less than their original gift value). To provide a smoothing effect to distributions over the short term, the Foundation averages the quarter-ending value for the most recent 12 quarters to establish a Market Value per Unit by which the spending rate will be multiplied. In establishing the spending rate for any year, the Foundation considers the long-term expected return on its endowment with the goal of providing inter-generational equity in terms of the purchasing power of the distributions over time. Accordingly, each year the Foundation establishes a current spending rate that will hopefully allow its endowment, after each distribution is made, to grow with the rate of inflation. This is consistent with the organization's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return. The spending policy is approved on an annual basis by the Board of Directors.

For the years ended June 30, 2020 and 2019, the Board approved spending rates were 3.75% and 1.875% for above water endowments and below water endowments, respectively, with deferred 1.875% going back into that particular underwater endowment to help it regain the original gift value more quickly for the years ended June 30, 2020 and 2019. The board approved administration fee was 1.375% for the years ended June 30, 2020 and 2019.

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At June 30, 2020, endowment net assets comprised the following:

	<u><i>Without Donor Restrictions</i></u>	<u><i>With Donor Restrictions</i></u>	<u><i>Total</i></u>
Donor-restricted endowment funds	\$ -	\$ 14,708,731	\$ 14,708,731
Board-designated endowments with donor purpose restrictions	-	14,863,361	14,863,361
Board-designated endowments without donor purpose restrictions	609,794	-	609,794
Due to operating fund from endowment pool	340,826	-	340,826
Total endowments	<u>\$ 950,620</u>	<u>\$ 29,572,092</u>	<u>\$ 30,522,712</u>

At June 30, 2019, endowment net assets comprised the following:

	<u><i>Without Donor Restrictions</i></u>	<u><i>With Donor Restrictions</i></u>	<u><i>Total</i></u>
Donor-restricted endowment funds	\$ -	\$ 15,025,644	\$ 15,025,644
Board-designated endowments with donor purpose restrictions	-	14,296,626	14,296,626
Board-designated endowments without donor purpose restrictions	211,535	-	211,535
Due to operating fund from endowment pool	349,318	-	349,318
Total endowments	<u>\$ 560,853</u>	<u>\$ 29,322,270</u>	<u>\$ 29,883,123</u>

Cuesta College Foundation

Notes to Financial Statements

The changes in endowment net assets for the year ended June 30, 2020 are as follows:

	<u><i>Without Donor Restrictions</i></u>	<u><i>With Donor Restrictions</i></u>	<u><i>Total</i></u>
Endowment net assets, June 30, 2019	\$ 560,853	\$ 29,322,270	\$ 29,883,123
<i>Investment return:</i>			
Investment income	22,076	685,901	707,977
Net appreciation (realized and unrealized), net of fees	1,445	11,641	13,086
<i>Total investment return</i>	<u>23,521</u>	<u>697,542</u>	<u>721,063</u>
Contributions	-	362,375	362,375
Transfers from other funds	397,338	311,891	709,229
Creation of new board designated endowment from non-contribution sources	-	359,000	359,000
Appropriation of endowment assets for expenditure	<u>(31,092)</u>	<u>(1,480,986)</u>	<u>(1,512,078)</u>
Endowment net assets, June 30, 2020	<u><u>\$ 950,620</u></u>	<u><u>\$ 29,572,092</u></u>	<u><u>\$ 30,522,712</u></u>

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Notes to Financial Statements

The changes in endowment net assets for the year ended June 30, 2019 are as follows:

	<i>Without Donor Restrictions</i>	<i>With Donor Restrictions</i>	<i>Total</i>
Endowment net assets, June 30, 2018	\$ 565,394	\$ 28,098,477	\$ 28,663,871
<i>Investment return:</i>			
Investment income	12,274	631,339	643,613
Net appreciation (realized and unrealized), net of fees	10,687	574,566	585,253
<i>Total investment return</i>	22,961	1,205,905	1,228,866
Contributions	-	549,470	549,470
Transfers from other funds	-	299,890	299,890
Creation of new board designated endowment from non-contribution sources	-	592,000	592,000
Appropriation of endowment assets for expenditure	(27,502)	(1,423,472)	(1,450,974)
Endowment net assets, June 30, 2019	\$ 560,853	\$ 29,322,270	\$ 29,883,123

Note 7. Net Assets with Donor Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors. The nature of the restrictions is disclosed on the face of the statements of financial positions.

Note 8. Split-Interest Agreements and Estates Receivable

The Foundation is named the beneficiary of several remainder interests in charitable remainder trusts and charitable gift annuities administered outside the Foundation. Contribution revenue and the related assets are recognized using the fair value of the assets, less the present value of the payments expected to be made to the beneficiaries. Under U.S. generally accepted accounting principles, the Foundation records its beneficial interest in split interest agreements and revenue for the estimated beneficial interest expected to be received using actuarial and present value calculations. The present value of this asset is calculated by using recent life expectancy tables and risk adjusted discount rates of 5% as of June 30, 2020 and 2019.

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Notes to Financial Statements

The Foundation is the beneficiary of five irrevocable charitable remainder trusts, or a portion thereof, that are administered by independent trustees. Subsequent changes after the initial receipt of the contribution are shown as change in value of split interest agreements in the statement of activities. The beneficial interest for these charitable remainder trusts at June 30, 2020 and 2019, totaled \$523,019 and \$685,365, respectively.

The Foundation has been named beneficiary of various estates recorded estate receivable based on the estimated value of the estate upon notification. The Foundation determined that a 2% discount factor should be applied to determine the present value of the receivable, as the Foundation does not believe that there are other factors that will affect collection. As of June 30, 2019, the Foundation had one estate receivable recorded totaling \$697,338. The Foundation was able to collect on this estate in full during the year-ended June 30, 2020.

The valuation of split interest agreements and estate receivables fall into the Level 3 category of the fair value hierarchy, as discussed in Note 2.

The following table sets forth a summary of changes in the fair value of the split interest agreements and estates receivable, which are Level 3 assets, for the years ended June 30, 2020 and 2019:

	2020	2019
Balance, beginning of year	\$ 1,382,703	\$ 1,845,011
Total gains/losses (unrealized and realized)	(162,347)	27,692
Receipts from estates	(697,337)	(490,000)
Balance, end of year	\$ 523,019	\$ 1,382,703

2020	Fair value	Principal valuation technique	Unobservable inputs	Range of significant input values
Split-interest agreements and estate receivables	\$ 523,019	Net present value of the estimated future value to be received	Discount rate Years remaining	5% 2 - 10
2019	Fair value	Principal valuation technique	Unobservable inputs	Range of significant input values
Split-interest agreements and estate receivables	\$ 1,382,703	Net present value of the estimated future value to be received	Discount rate Years remaining	5% 3 - 11

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Notes to Financial Statements

Note 9. Perpetual Trusts Held by Others

The Foundation is the beneficiary of three perpetual trusts that are administered by trustees outside the Foundation. Although the assets of these trusts are not in its possession, the Foundation will receive the income earned on trust assets in perpetuity. The fair value of the trust assets has been used to determine the fair value of the Foundation's beneficial interest in the trusts, which are considered Level 3 assets. For the Foundation, the change in the value of the perpetual trusts held by others is based solely on the change in fair value of the underlying trust assets. The Foundation's beneficial interest in each trust is as follows:

	<u><i>Percent Interest</i></u>
Trust #1	50%
Trust #2	25%
Trust #3	100%

The balance of the assets in Trust #3 were transferred to the Foundation during the year to continue to be held in perpetuity. These assets became part of the Endowment fund.

The portion of assets held in these trusts for the benefit of the Foundation at June 30, 2020 and 2019, are as follows:

	<u><i>2020</i></u>	<u><i>2019</i></u>
Trust #1	\$ 2,815,312	\$ 2,885,722
Trust #2	654,068	679,331
Trust #3	-	39
Total trusts	<u>\$ 3,469,380</u>	<u>\$ 3,565,092</u>

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Perpetual trusts held by others consisted of the following at June 30, 2020 and 2019:

	2020	2019
Cash	\$ 124,474	\$ 207,559
Fixed income securities:		
Investment grade taxable	698,556	693,801
Bond mutual funds	304,859	326,006
Other	-	24,807
International developed bonds	53,360	-
Total fixed income at fair value	1,056,775	1,044,614
Equities:		
U.S. large cap	1,464,749	1,403,615
U.S. mid cap	207,622	220,449
U.S. small cap	209,290	240,524
International development	184,802	180,683
Emerging markets	41,062	45,618
Total equity funds at fair value	2,107,525	2,090,889
Hedge funds	179,546	220,385
Accrued income	1,060	1,645
Total perpetual trust investments at fair value	\$ 3,469,380	\$ 3,565,092

The following table sets forth a summary of changes in the fair value of the perpetual trusts held by others, which are Level 3 assets, for the years ended June 30, 2020 and 2019:

	2020	2019
Balance, beginning of year	\$ 3,565,092	\$ 3,830,030
Total gains/losses (unrealized and realized)	(95,673)	13,148
Transfers	(39)	(278,086)
Balance, end of year	\$ 3,469,380	\$ 3,565,092

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Notes to Financial Statements

Note 10. Restrictions and Limitations on Net Assets with Donor Restrictions

Net assets restricted for time and purpose and in perpetuity as of June 30, 2020 and 2019 consisted of the following:

	2020	2019
Capital campaign and major gifts	\$ 9,010	\$ 9,010
Scholarships	451,675	453,444
Externally trusted charitable remainder trusts	377,016	534,189
Estates not yet distributed to Foundation	-	397,338
Pledge receivables	14,408	38,620
Endowment spending reserves	4,346,204	5,080,877
Board designated endowment	14,863,361	14,296,626
District innovation award investment	124,258	70,535
Various campus departments	3,130,766	2,860,900
Total net assets with time and purpose restrictions	23,316,698	23,741,539
Endowment funds	10,362,527	9,944,767
Externally trusted charitable remainder trusts	146,003	151,176
Estates not yet distributed to Foundation	-	300,000
Pledge receivables	-	10,780
Perpetual trusts held by others	3,469,380	3,565,092
Total net assets with perpetual restriction	13,977,910	13,971,815
Total net assets with donor restrictions	\$ 37,294,608	\$ 37,713,354

Note 11. Commitments

Throughout the year, the Foundation commits to payment for funds through the encumbrance process. The encumbrance is cleared and recorded in accounts payable when invoice has been received with evidence that the underlying transaction was incurred. As of June 30, 2020 and 2019, the Foundation had encumbrances, which are not included in accounts payable in the amount of \$244,715 and \$70,616, respectively.

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Note 12. Related Party Transactions

Agreements with Cuesta College:

The Foundation has an agreement with Cuesta College for services, facilities and equipment. The College employs all the Foundation staff. The Foundation reimbursed the College for the cost of seven positions during the year ending June 30, 2020 and six positions during the year-ended June 30, 2019. The remaining employees, including the executive director, were funded by the College. The College also provides office space and various office equipment used by the Foundation. Any amounts provided by the College are treated as in-kind gifts from Cuesta College and shown as support from Cuesta College in the accompanying statement of activities and changes in net assets.

During the year ended June 30, 2018, the Foundation entered into an agreement to invest \$1,000,000 for Cuesta College, which is recorded as part of investments with the offset recorded as due to Cuesta College. Per the terms of the agreement, the Foundation charges an administration fee of 0.625%. The fee is paid quarterly using the prior ending quarters balance. The Foundation earned fees related to this investment in the amount of \$6,744 and \$6,337 during the years ended June 30, 2020 and 2019, respectively

As of June 30, 2020 and 2019, the Foundation had an accounts payable balance to the College of \$301,426 and \$166,689, respectively.

Donor Contributions:

The Foundation receives donations from board members and management, who are considered related parties to the Foundation.

Note 13. Paycheck Protection Program and COVID-19 Impact

During the year ended June 30, 2020, the COVID-19 coronavirus outbreak in the United States and related shelter in place directives resulted in operational challenges and declined market performance for the Foundation's investments. Management will be closely monitoring the situation and will take actions necessary to, as much as possible, mitigate the impact on the Foundation's operations and asset balances.

On May 4, 2020, the Foundation received loan proceeds in the amount of \$107,611 under the Paycheck Protection Program (PPP). The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act ("CARES Act"), provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loans and accrued interest are forgivable as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintain its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the specified time period. The unforgiven portion of the PPP loan is payable over two years at an interest rate of 1%, with a deferral of payments for the first six months.

The Foundation has used the proceeds for purposes consistent with the PPP program requirements. The Foundation expects to meet the PPP's eligibility criteria and concludes that the PPP loan represents, in substance, a grant that is expected to be forgiven. As such,

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the Foundation has recorded the loan as a conditional contribution in accordance with FASB ASC 958-602 and is included in deferred revenue on the Statement of Financial Position. The Foundation will then reverse the deferred revenue and recognize the contribution once all conditions are met and the forgiveness application is submitted and the loan is explicitly forgiven.

While the Foundation currently believes that its use of the loan proceeds will meet the conditions for forgiveness of the PPP loan, it is possible that the Foundation may not be eligible for forgiveness of the loan, in whole or in part given the expected forgiveness, the Foundation has elected not to accrue interest.

Note 14. Subsequent Events

The date to which events occurring after June 30, 2020 have been evaluated for possible adjustment to the financial statements or disclosure is October 15, 2020, which is the date on which the financial statements were available to be issued.