
**Financial Statements
and Reports**

**For the Year Ended
June 30, 2019**



**FLORIDA STATE UNIVERSITY
FOUNDATION**

(A Discrete Component Unit of Florida State University)

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Financial Statements and Reports
For the Year Ended June 30, 2019

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Independent Auditor's Report

To the Board of Trustees
Florida State University Foundation, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of the Florida State University Foundation, Inc. (the Foundation), a component unit of the Florida State University, as of and for the year ended June 30, 2019, and the related notes to the financial statements, which collectively comprise the Foundation's basic financial statements as listed in the table of contents.

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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 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 auditor's 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.

Opinion

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

Emphasis of Matter

As discussed in Note 17 to the accompanying financial statements, the Foundation adopted the governmental financial reporting model as of July 1, 2018. As a result, the Foundation's beginning net position has been restated. Our opinion is not modified with respect to this matter.

Other Matters***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

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 the Foundation's 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 solely to 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 Foundation's 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 the Foundation's internal control over financial reporting and compliance.

RSM US LLP

Jacksonville, Florida
September 30, 2019

FLORIDA STATE UNIVERSITY FOUNDATION, INC.

Management's Discussion and Analysis (Unaudited)

The management's discussion and analysis provides an overview of the financial position and activities of the Florida State University Foundation, Inc. (Foundation) for the years ended June 30, 2019 and 2018, respectively. This overview is required by Governmental Accounting Standards Board (GASB) Statement No. 35, *Basic Financial Statements – and Management's Discussion and Analysis – for Public Colleges and Universities*. It should be read in conjunction with the financial statements and notes to financial statements for the Foundation which follow this section.

The Foundation is presented as a discrete component unit of Florida State University (University or FSU) and is a direct support organization (DSO) of the University pursuant to Section 1004.28, Florida Statutes, and Regulation 9.011, Board of Governors. The primary purpose of the Foundation is to aid the advancement of FSU through its organized fundraising activities and funds management.

OVERVIEW OF FINANCIAL STATEMENTS

The Foundation's financial report includes three basic financial statements: the Statement of Net Position; the Statement of Revenues, Expenses and Changes in Net Position; and the Statement of Cash Flows. These financial statements are prepared in accordance with generally accepted accounting principles promulgated by the GASB. The financial statements focus on the financial condition of the Foundation, the results of operations, and cash flows of the Foundation as a whole. The accrual basis of accounting is used for presentation which is similar to most private-sector companies. See the notes to the financial statements for a summary of the Foundation's significant accounting policies.

Effective July 1, 2018, there was a change in the reporting model previously adopted for the Foundation from Financial Accounting Standards Board (FASB) to GASB. This conversion was the result of a change in legislation concerning board control which is a key determinate in defining which accounting standard a DSO should report under. As a result, the presentation of the accompanying financial statements and related notes have been modified to conform to the new standard required and are presented in a single year format in contrast to the comparative prior year shown previously. The Foundation's beginning net position decreased by \$24,097,136 due to the change in reporting model.

STATEMENT OF NET POSITION

The Statement of Net Position presents the financial position of the Foundation as of a specific date and includes all of the assets, deferred outflows of resources, liabilities and deferred inflows of resources of the Foundation. The change in net position – the difference between assets and deferred outflows of resources less liabilities and deferred inflows of resources – is one indicator of the current financial position of the Foundation; however, other non-financial factors, such as the national and international economy must also be considered when assessing the overall health of the Foundation. The differences in net position that occur over time indicate whether the overall financial condition of the Foundation has improved or deteriorated. Assets and liabilities are reported at cost, approximating fair value, with the exception of investments, which are reported at fair value, and capital assets, which are stated at the historical cost less accumulated depreciation. Restricted net position is comprised of expendable and nonexpendable assets and consists of assets that have constraints placed upon their use either by external donors or creditors or through laws or regulations imposed through constitutional provisions or enabling legislature. Net investment in capital assets consists of capital assets, net of accumulated depreciation and reduced by any outstanding borrowings attributable to the acquisition, construction or improvement of those assets. Unrestricted net position consists of those assets that do not meet the definition of restricted or net investment in capital assets.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Management's Discussion and Analysis (Unaudited)

STATEMENT OF NET POSITION (continued)

The following schedule is a summary of the Foundation's statements of net position as of June 30, 2019 and 2018, respectively:

Condensed Statements of Net Position

	<u>2019</u>	<u>2018</u>
Assets		
Current assets	\$545,930,152	\$535,985,007
Noncurrent assets	<u>204,261,284</u>	<u>197,285,784</u>
Total assets	<u>750,191,436</u>	<u>733,270,791</u>
 Liabilities		
Current liabilities	5,384,907	9,253,838
Noncurrent liabilities	<u>20,201,974</u>	<u>19,091,730</u>
Total liabilities	<u>25,586,881</u>	<u>28,345,568</u>
Deferred inflows of resources	<u>13,247,075</u>	<u>14,488,753</u>
 Net position		
Net investment in capital assets	2,403,142	2,190,517
Restricted - expendable	251,368,009	254,618,237
Restricted – nonexpendable endowments	444,817,076	428,936,743
Unrestricted	<u>12,769,253</u>	<u>4,690,973</u>
Total net position	<u>\$711,357,480</u>	<u>\$690,436,470</u>

The Foundation's total assets were \$750 million as of June 30, 2019. This balance reflects an increase of approximately \$17 million, or 2%, compared to June 30, 2018 and is the result of funds raised and added to the endowment. Current assets comprise close to \$546 million of total assets and consist mostly of investments that can be redeemed in less than 12 months and thus are available to meet current obligations. A liquidity analysis is performed using information received from Cambridge Associates, LLC, an independent consulting firm engaged by the Foundation, to determine the percentage of investments that can be redeemed in one year or less. This percentage is applied to the investment balances along with any investment redemptions that are expected to be received in one year or less to classify current and noncurrent investment balances. Noncurrent assets comprised \$204 million to the Foundation's total assets and include investments and pledges receivable that are expected to be held or collected beyond the next 12 months.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Management's Discussion and Analysis (Unaudited)

STATEMENT OF NET POSITION (*continued*)

Liabilities for the Foundation totaled \$25 million as of June 30, 2019. This balance reflects a decrease of approximately \$3 million, or 10%, compared to June 30, 2018 due to a decline in unearned revenue. Total liabilities include current obligations of \$5 million and obligations arising beyond the next 12 months of \$20 million, most of which are invested amounts held on behalf of related organizations and annuitant payments owed on split-interest agreements for remainder interest trusts. Principal payments made toward debt during the year ended June 30, 2019 totaled \$235 thousand and were made in accordance with the schedules set forth at the time of issuance.

The following summarizes capital assets as of June 30, 2019 and 2018, respectively:

Capital Assets

	<u>2019</u>	<u>2018</u>
Buildings and improvements – net	\$3,975,186	\$2,224,907
Furniture and equipment – net	202,467	60,979
Nondepreciable assets	<u>1,619,876</u>	<u>3,534,363</u>
Total capital assets	<u>\$5,797,529</u>	<u>\$5,820,249</u>

The Foundation has approximately \$6 million of capital assets included in noncurrent assets on the accompanying Statement of Net Position as of June 30, 2019 and 2018, respectively. These balances are net of accumulated depreciation of \$3 million, respectively. Renovations on the Foundation office building previously reported as construction work in progress were reclassified during the fiscal year as a result of the Foundation occupying the space. This prompted increases in buildings and improvements as well as furniture and equipment where spending of office workstations occurred. The only other significant changes in capital assets pertain to depreciation expense of \$189 thousand. See note 7 regarding more details on the Foundation's capital assets.

Deferred inflows of resources represent an acquisition of net position that applies to a future period. The Foundation classifies changes in irrevocable split-interest agreements and trusts held by others as deferred inflows of resources. Changes in deferred inflows of resources are attributable to changes in fair value, changes in liabilities due to trust and life income beneficiaries, new split-interest agreements and maturities during the year. The Foundation's deferred inflows of resources totaled \$13 million as of June 30, 2019. This balance reflects a decrease of \$1 million, or 9%, compared to June 30, 2018 due to changes in value of split-interest agreements as well as proceeds the Foundation received on trusts that matured during the year.

Changes in assets, liabilities and deferred inflows of resources during fiscal year 2019 resulted in an overall increase in net position of approximately \$21 million over the prior year. This increase is primarily due to contributions to the endowment of approximately \$13 million.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Management's Discussion and Analysis (Unaudited)

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION

The Statement of Revenues, Expenses and Changes in Net Position presents the revenue and expense activity for the Foundation, categorized as operating and non-operating. Revenues and expenses are recognized when earned or incurred, regardless of when cash is received or paid. The GASB allows financial reporting entities to report expenses using either a natural or functional classification. The Foundation has chosen to report the expenses by their functional classifications on the statement of revenues, expenses and changes in net position. Additional information on the natural classification of expenses for the Foundation can be found in the notes to financial statements or the supplementary information, both of which follow this section.

The following summarizes the Foundation's changes in net position for the years ended June 30, 2019 and 2018, respectively:

Condensed Statements of Revenues, Expenses and Changes in Net Position

	<u>2019</u>	<u>2018</u>
Operating revenues	\$72,226,345	\$83,000,803
Less: Operating expenses	<u>64,031,889</u>	<u>58,437,979</u>
Operating income	8,194,456	24,562,824
Nonoperating expenses	<u>(93,225)</u>	<u>(122,988)</u>
Income before endowment contributions	8,101,231	24,439,836
Contributions to permanent endowments	<u>12,819,779</u>	<u>8,146,518</u>
Change in net position	20,921,010	32,586,354
Net assets – beginning of year (as previously reported)	714,533,606	679,076,165
Cumulative effect of accounting changes	<u>(24,097,136)</u>	<u>(21,226,049)</u>
Net position – beginning of year (as restated)	<u>690,436,470</u>	<u>657,850,116</u>
Net position – end of year	<u>\$711,357,480</u>	<u>\$690,436,470</u>

Total operating revenues were \$72 million for the year ended June 30, 2019, as compared to \$83 million the previous year, and includes restricted-expendable contributions, investment earnings, support from the University and other miscellaneous operating activity. Restricted-expendable contributions and investment income comprise most of operating revenues representing \$31 million, or 43%, and \$25 million, or 35%, of total operating income for the year. The decrease in overall operating revenue from the prior year was attributed to lower investment performance returning a gain of 3.3% in fiscal year 2019 compared to 8.0% in 2018.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Management's Discussion and Analysis (Unaudited)

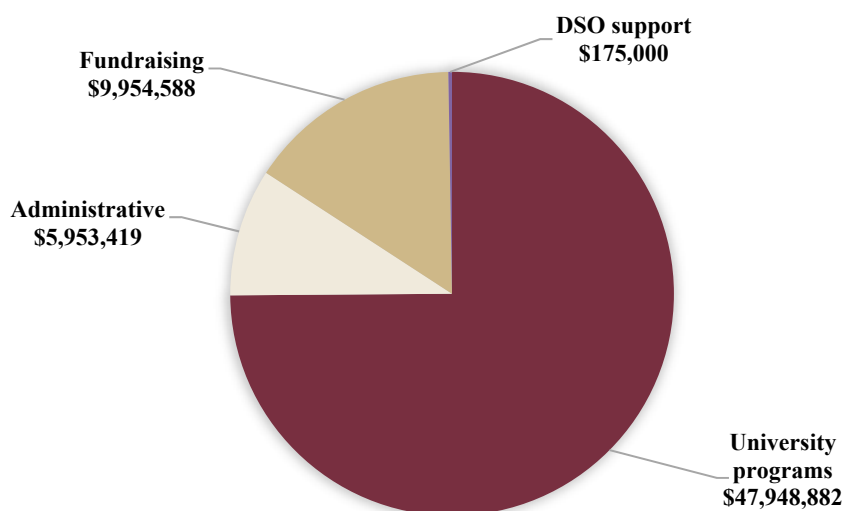
STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION *(continued)*

The following summarizes the operating revenues by source that were used to fund operating activities for the fiscal years ended June 30, 2019 and 2018, respectively:

Operating Revenues

	<u>2019</u>	<u>2018</u>
Operating revenues		
Contributions	\$31,355,867	\$22,737,725
Investment earnings	25,146,046	44,627,892
University support	8,217,582	7,146,984
Other support and revenue	<u>7,506,850</u>	<u>8,488,202</u>
Total operating revenues	<u>\$72,226,345</u>	<u>\$83,000,803</u>

Total operating expenses of \$64 million for the year ended June 30, 2019 includes costs to support University programs, fundraising, and other management and general administrative expenses in support of the Foundation's mission. This balance reflects an increase of approximately \$6 million, or 9%, over the same period ended June 30, 2018, and is the result of additional support for the benefit of University programs and initiatives. The following illustrates the operating expenses by source that were used to fund operating activities for the fiscal year ended June 30, 2019:



Non-operating expenses consist of interest paid on the promissory note for the Foundation office building. During the years ended June 30, 2019 and 2018, non-operating expenses totaled \$93 thousand and \$123 thousand, respectively. Contributions to permanent endowments were \$12 million for the year ended June 30, 2019, as compared to \$8 million the previous year. The increase is attributed to a growth in endowment contributions as well as a few trusts that terminated for which the Foundation received the proceeds.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Management's Discussion and Analysis (Unaudited)

ECONOMIC CONDITIONS AND OUTLOOK

The economic outlook of the Foundation is affected by several factors, including state support received from the University, charitable contributions and fundraising campaigns, recent tax law changes and the financial markets, as well as investment returns. The University is expected to continue to support the Foundation at levels consistent with the current year as annual and major gift contributions and endowments have a direct impact on enhancing University programs.

The economy in the State of Florida affects state appropriations to the University, which may result in a change in the amount of support the Foundation receives from the University in the future. Management is not aware of any other factors within management's control that would have a significant impact on future periods.

REQUESTS FOR INFORMATION

Questions concerning information provided in the MD&A or other required supplemental information, and financial statements and notes thereto, or requests for additional financial information should be addressed to the Florida State University Foundation, 325 West College Avenue, Tallahassee, Florida 32301.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Statement of Net Position
June 30, 2019

	<u>2019</u>
ASSETS	
Current assets:	
Cash and cash equivalents	\$12,819,508
Operating pool investments	45,143,281
Due from related organizations	3,643,250
Pledges receivable - net	1,261,683
Investments	482,046,223
Remainder interest trusts	371,707
Funds held in trust by others - net	303,138
Other assets	341,362
Total current assets	<u>545,930,152</u>
Noncurrent assets:	
Due from related organizations	2,468,683
Pledges receivable – net	62,638,183
Investments	113,440,155
Remainder interest trusts	8,386,393
Funds held in trust by others – net	9,646,129
Depreciable capital assets – net	4,177,653
Nondepreciable capital assets	1,619,876
Cash surrender value of life insurance policies	1,785,933
Other assets	98,279
Total noncurrent assets	<u>204,261,284</u>
TOTAL ASSETS	<u>750,191,436</u>

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Statement of Net Position
June 30, 2019

	<u>2019</u>
LIABILITIES	
Current liabilities:	
Accounts payable and accrued expenses	\$827,999
Due to related organizations	3,943,780
Promissory note payable	241,421
Annuity obligations	371,707
Total current liabilities	<u>5,384,907</u>
Noncurrent liabilities:	
Due to related organizations	1,113,404
Amounts held on behalf of related organizations	9,743,595
Unearned revenue	3,424
Refundable advances	1,100,000
Promissory note payable	3,152,966
Annuity obligations	5,088,585
Total noncurrent liabilities	<u>20,201,974</u>
TOTAL LIABILITIES	<u>25,586,881</u>
 DEFERRED INFLOWS OF RESOURCES	
Split-interest agreements for remainder interests	\$3,297,808
Trusts held by others	9,949,267
TOTAL DEFERRED INFLOWS OF RESOURCES	<u>13,247,075</u>
 NET POSITION	
Net investment in capital assets	\$2,403,142
Restricted:	
Expendable	251,368,009
Nonexpendable endowments	444,817,076
Unrestricted	12,769,253
TOTAL NET POSITION	<u><u>\$711,357,480</u></u>

The accompanying notes to financial statements are an integral part of this statement.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Statement of Revenues, Expenses and Changes in Net Position
For the Year Ended June 30, 2019

	<u>2019</u>
OPERATING REVENUES	
Contributions	\$31,355,867
University support	8,217,582
Interest and dividends	8,219,757
Net realized and unrealized gains	16,926,289
Other revenue and support	7,506,850
TOTAL OPERATING REVENUES	<u>72,226,345</u>
OPERATING EXPENSES	
University programs	47,948,882
Administrative	5,953,419
Fundraising	9,954,588
DSO support	175,000
TOTAL OPERATING EXPENSES	<u>64,031,889</u>
OPERATING INCOME	<u>8,194,456</u>
NONOPERATING EXPENSES	
Interest on capital asset-related debt	(93,225)
INCOME BEFORE ENDOWMENT CONTRIBUTIONS	<u>8,101,231</u>
ENDOWMENT CONTRIBUTIONS	
Contributions to endowments	12,819,779
CHANGE IN NET POSITION	<u>20,921,010</u>
Net assets - beginning of year (as previously reported)	714,533,606
Cumulative effect of accounting changes	(24,097,136)
Net position - beginning of year (as restated)	690,436,470
NET POSITION - END OF YEAR	<u><u>\$711,357,480</u></u>

The accompanying notes to financial statements are an integral part of this statement.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Statement of Cash Flows
For the Year Ended June 30, 2019

	<u>2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
Receipts of contributions	\$32,145,210
Other receipts	7,280,325
Payments for University programs	(47,263,259)
Payments for administrative and fundraising operations	(11,489,689)
Payments for DSO support	(175,000)
Net cash used in operating activities	<u>(19,502,413)</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Proceeds from sale of investments	87,400,365
Receipts from interest and dividends	8,219,757
Purchases of investments	(85,398,136)
Net cash provided by investing activities	<u>10,221,986</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Purchase of capital assets	(166,857)
Principal payments on promissory note payable	(235,345)
Interest paid on capital debt	(93,225)
Net cash used in capital and related financing activities	<u>(495,427)</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES	
Contributions for long-term endowments	11,810,597
Payments of annuity obligations	(692,690)
Net cash provided by noncapital financing activities	<u>11,117,907</u>
Net change in cash and cash equivalents	1,342,053
Cash and cash equivalents - beginning of year	11,477,455
Cash and cash equivalents - end of year	<u><u>\$12,819,508</u></u>

FLORIDA STATE UNIVERSITY FOUNDATION, INC.

Statement of Cash Flows

For the Year Ended June 30, 2019

**RECONCILIATION OF OPERATING INCOME TO NET CASH USED
IN OPERATING ACTIVITIES**

Operating income	\$8,194,456
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Adjustments to reconcile operating income to net cash used in operating activities:

Net realized and unrealized losses	(16,926,289)
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Interest and dividend income	(8,219,757)
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Noncash items:

Noncash gifts	(457,016)
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Depreciation	188,726
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Write off of capital assets	851
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Other adjustments	(82,205)
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Changes in assets and liabilities:

Due from related organizations	(1,085,342)
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Pledges receivable	800,709
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Other assets	290,031
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Refundable advances	1,100,000
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Unearned revenue	(6,496,576)
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Accounts payable	(996,072)
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Due to related organizations	4,186,071
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NET CASH USED IN OPERATING ACTIVITIES	<u>(\$19,502,413)</u>
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SUPPLEMENTAL DISCLOSURE OF NONCASH ACTIVITIES

Unrealized gains on investments	<u>\$11,113,015</u>
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Contributions of securities for permanent endowments	<u>(\$1,009,182)</u>
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The accompanying notes to financial statements are an integral part of this statement.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

1. NATURE OF ORGANIZATION & SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization – The Florida State University Foundation, Inc. (Foundation) is a direct support organization (DSO) of the Florida State University (University) pursuant to Section 1004.28, Florida Statutes, and Regulation 9.011, Board of Governors, established to aid the advancement of Florida State University (University or FSU) through its organized fundraising activities and funds management. The Foundation is governed by a Board of Trustees consisting primarily of appointed volunteer members, some of whom are significant donors to the Foundation. The Board also includes ex-officio University and Foundation staff. The University Board of Trustees is required to approve all elected board members of the Foundation. The Foundation is a non-profit Florida corporation exempt from federal income taxes under Internal Revenue Code Section 501(a) as an organization described in Section 501(c)(3), with the exception of any unrelated business income. The Foundation is classified as an organization operated for the benefit of a college or university owned or operated by a governmental unit described in Section 170(b)(1)(A)(iv) and is reported as a discrete component unit of the University in its financial statements.

Reporting Entity – Management has applied the requirements of Governmental Accounting Standards Board (GASB) Statement No. 14, *The Financial Reporting Entity*, GASB Statement No. 39, *Determining Whether Certain Organizations Are Component Units*, and GASB Statement No. 61, *the Financial Reporting Entity: Omnibus* in defining the Foundation. These statements establish the standards for defining and reporting on the financial reporting entity and whether it is considered a component unit of another entity. The Foundation would be a component unit of another entity if it is financially accountable to that unit. Financial accountability occurs when an entity appoints a voting majority of the board of the potential component unit and 1) is able to impose its will on the potential component unit and/or 2) is fiscally dependent and is in a relationship of financial benefit or burden with the potential component unit. An entity would also be considered financially accountable if the potential component unit is fiscally dependent and there is a financial benefit or burden relationship, regardless of whether the entity appoints the voting majority of the potential component unit's board. The Foundation has met all of the financial accountability criteria necessary to be considered a component unit of the University.

Change in Basis of Accounting – The Florida legislature passed and the governor signed into law Chapter 2018-004, Laws of Florida, a provision that changed Section 1004.28, Florida Statutes, which addresses university DSOs. With this change, the University Board of Trustees is required to approve all DSO board members. Under current accounting guidance, a key determinate in determining whether a DSO should report under financial accounting standards (FASB) versus GASB is board control. With the change in the statute, the University has control of the Foundation's Board and the FASB reporting model previously adopted is no longer appropriate. The Foundation converted to the GASB reporting model effective July 1, 2018 and has restated beginning net position as a result of this change in the financial reporting model (See Note 17).

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

1. NATURE OF ORGANIZATION & SIGNIFICANT ACCOUNTING POLICIES (*continued*)

A summary of the Foundation's significant accounting policies follows:

Basis of Presentation – As a discrete component unit of the University, the Foundation prepares its financial statements according to the provisions of GASB Statement No. 35, *Basic Financial Statements – and Management's Discussion and Analysis – for Public Colleges and Universities*. This Statement establishes accounting and financial reporting standards for public colleges and universities within the financial reporting guidelines of GASB Statement No. 34, *Basic Financial Statements – and Management's Discussion and Analysis – for State and Local Governments*.

These standards require public institutions to present management's discussion and analysis (MD&A), basic financial statements, notes to the financial statements, and required supplementary information other than MD&A.

Basis of Accounting – The Foundation prepares its financial statements using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America for government business-type activities. Accordingly, revenues are recognized when earned and expenses are recognized when the liability is incurred, regardless of the timing of the related cash flows. The Foundation follows the principles of fund accounting whereby separate accounts are maintained for each fund in the general ledger to ensure compliance with donor restrictions. For financial reporting purposes, these funds are combined into one column.

Net position of the Foundation is reported in three categories and defined as follows:

Net investment in capital assets – This category of net position consists of capital assets, net of accumulated depreciation and reduced by the outstanding balances of any bonds, notes, or other borrowings that are attributable to the acquisition, construction, or improvement of those assets net of any related unspent debt proceeds.

Restricted net position – This category represents the net position of the Foundation which is restricted by constraints placed on the use of resources either externally imposed by creditors, grantors, contributors or laws or regulations of other governments or imposed by law through enabling legislation.

Expendable – This portion of restricted net position comprises expendable funds with restrictions to use for the benefit of various programs at the University, including the expendable portion of endowment funds.

Nonexpendable – This portion of restricted net position consists of nonexpendable funds with restrictions to use for the benefit of various programs at the University. The corpus of the permanent endowments are retained while the net earnings or losses on endowment funds are included in expendable funds available for expenditure.

Unrestricted net position – This category of net position represents funds that are available without restriction for carrying out the Foundation's objectives, but may be designated for specific purposes by action of the Board of Trustees.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

1. NATURE OF ORGANIZATION & SIGNIFICANT ACCOUNTING POLICIES *(continued)*

The Foundation's policy is to apply restricted resources before unrestricted resources when an expense is incurred for purposes for which both restricted and unrestricted resources are available for use.

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, deferred outflows of resources, liabilities, deferred inflows of resources and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results could differ from those estimates.

Income Taxes – Pursuant to a determination letter received from the Internal Revenue Service (IRS), the Foundation is a non-profit corporation exempt from federal income taxes under Internal Revenue Code Section 501(c)(3), with the exception of any unrelated business income. The Foundation has reviewed its tax status and related filings and determined that there are no uncertain tax positions that would have a material impact on the financial statements.

Revenue Recognition – The Foundation recognizes gifts of cash, investment securities or pledges receivable as revenue when all eligibility requirements have been met with the exception of pledges to the endowment which are recognized when funds are received. Donations of securities and other non-monetary items are recorded as revenue based on their acquisition value at the date of the gift. Contributions designated by donors to be used in future years are recorded as unearned revenue until such time restrictions have elapsed. Donated services are not recognized by the Foundation.

Operating and Non-operating Activities – The Foundation's operating income includes all revenues and expenses associated with the organization's daily activities. Operating revenues consist primarily of contributions, University or other support, interest and dividends as well as net realized and unrealized gains and losses. Operating expenses are comprised of expenditures associated with University programs and facilities or other support as well as administrative and fundraising expenses associated with the Foundation's operations. Contributions received for endowments are excluded from operating and non-operating activities and are classified as endowment contributions.

Cash and Cash Equivalents – The Foundation considers all highly-liquid investments available for current use with an original maturity of three months or less to be cash equivalents. Cash or cash equivalents held in the operating pool or long-term investment portfolio (until suitable investments are identified) are excluded from cash and cash equivalents.

Operating Pool Investments – A significant portion of the Foundation's excess cash is invested in a short-term investment grade bond fund with underlying credit quality primarily rated Aaa to Baa. Operating pool investments are reported at fair value. Realized and unrealized gains and losses related to these investments are net of investment expenses.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

1. NATURE OF ORGANIZATION & SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Other Assets – Other assets consists of accounts receivable, prepaid expenses and other advances or deposits. The Foundation uses the allowance method to determine uncollectible accounts receivable. All accounts receivable that are past due by 90 days or more are deemed uncollectible and are reserved at 100%.

Due from Related Organizations – Due from related organizations consists of amounts owed from the University or related entities. These balances are primarily related to an advance on the construction of facilities as well as amounts owed to the Foundation as a partial beneficiary in a donor gift agreement with the Seminole Boosters. These amounts are fully collectible and as such, no allowance is recorded.

Pledges Receivable – In accordance with the provisions of GASB Statement No. 33, *Accounting and Financial Reporting for Nonexchange Transactions*, receivables and revenues are recognized when unconditional promises to give that are measurable, verifiable and probable of collection are received and all eligibility requirements, including time requirements, have been met. In the absence of such a promise, revenue is recognized when the gift is received. Pledges for permanent endowments do not meet eligibility requirements and are not recorded as assets until the related payments are received.

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value, which approximates fair value at the date of the pledge. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of the estimated future cash flows. The discounts on these amounts are computed using risk-free interest rates applicable to the years in which the promises are made. The discount rates applied to the risk-adjusted cash flow range from 1.01% to 5.00%. An allowance for uncollectible pledges receivable is also recorded based on the Foundation's analysis of past collection experience, current economic conditions, pledge activity and other judgmental factors. The allowance captures the risk premium to bring the pledges receivable balance to a risk-adjusted expected cash flow.

Investments and Fair Value Measurement – In accordance with the provisions of GASB Statement No. 72, *Fair Value Measurement and Application*, fair value is defined as 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. Investments in marketable equity securities and debt securities, including mutual funds are recorded at their fair values, which are based on quoted market prices or recognized pricing services. Investments and other financial instruments recorded at fair value are included in Note 2.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

1. NATURE OF ORGANIZATION & SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Alternative investments, some of which are structured such that the Foundation holds limited partnership interests, are stated at net asset value (NAV) which is a practical expedient for fair value. The fair value for these assets is estimated by adjusting the NAV provided for cash receipts, cash disbursements, security distributions and significant known valuation changes in market values of holdings contained in the portfolio. Individual investment holdings within the alternative investments may include investments in both non-marketable and market-traded securities. Valuation of these investments, and therefore Foundation holdings, may be determined by the investment manager or general partner. Values may be based on historical cost, appraisals, or other estimates that require varying degrees of judgment. Generally, fair value reflects net contributions to the investee and an ownership share of realized and unrealized investment income and expenses. The investments may indirectly expose the Foundation to securities lending, short sales of securities and trading in futures and forward contracts, options, swap contracts and other derivative products.

While these financial instruments may contain varying degrees of risk, the Foundation's risk with respect to such transactions is limited to its capital balance in each investment and the amounts of any unfunded commitments. The financial statements of the investees are audited annually by independent auditors.

The Foundation manages its long-term investments on a total return basis. To preserve the investments' long-term purchasing power, the Foundation makes available to be spent each year a percentage of the average market value of participating funds for the twelve (12) preceding quarters as authorized by the Foundation's Board of Trustees to fund operations of University programs. The effective spending rate was 3.9% for the year ended June 30, 2019.

Remainder Interest Trusts – The Foundation is trustee and beneficiary of numerous charitable trusts and gift annuities. The assets are recorded at fair value. For gift annuities, a corresponding annuity obligation is recorded for the estimated future contractual payments based upon the life expectancy of beneficiaries, discounted to present value. Annuity obligations are based on an actuarial calculation that considers the life expectancy of the annuitant and the expected rate of return to be earned on the annuitant's gift. The discount rate used is the rate in effect at the date of the gift and ranges from 1.2% to 8.2%.

The asset and liability are offset with a related deferred inflows of resources. Changes in the value of split-interest agreements are recognized as an increase or decrease in deferred inflows of resources until such future time as the trusts terminate. Distributions from these trusts are recognized as contributions when received, and any remaining liability is recognized as a gain.

Funds Held in Trust by Others – The Foundation is the beneficiary of various trusts created by donors, the assets of which are not in the possession of the Foundation. Funds held in trust by others are recorded as assets and deferred inflows of resources and valued at their net present value each year, which approximates fair value. Distributions from these trusts are recognized as contributions when received. The discount rate used is 5.68%.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

1. NATURE OF ORGANIZATION & SIGNIFICANT ACCOUNTING POLICIES *(continued)*

Capital Assets – Capital assets include land, buildings and equipment with a cost of \$5,000 or more and an estimated useful life greater than one year. Capital assets are recorded at cost when purchased, or at acquisition value at the date of gift, if contributed. Depreciation is computed using the straight-line method of accounting on buildings and equipment over the estimated useful life of the depreciable asset. The useful life of the various assets range from 5 to 30 years. Land or other amounts classified as construction in progress are not subject to depreciation. Expenditures for major renewals and betterments that extend the useful lives of property and equipment are capitalized. Expenditures for maintenance and repairs are charged to expense as incurred.

Impairment of Capital Assets – The Foundation reviews its capital assets and considers impairment whenever indicators of impairment are present, such as when the decline in service utility of the capital asset is large in magnitude and the event or change in circumstance is outside the normal life cycle of the capital asset. As a result of any impairments, property with a permanent decrease in value is stated at the lower of the carrying value or fair value. Pursuant to these guidelines, no impairments have been recognized for the year ended June 30, 2019.

Inexhaustible Collections – The Foundation has elected to exercise the option of not capitalizing items that meet the definition of “collections” as prescribed by accounting principles generally accepted in the United States of America. All donations of collections are transferred to the University at the time of the gift. Therefore, the fair value of donated collections of art, historical treasures and similar items are not reflected in the accompanying financial statements. The Foundation received donations of paintings, sculptures, photographs, memorabilia and similar items with a value of \$5,094,660 for the year ended June 30, 2019.

Amounts Held on Behalf of Related Organizations – The Foundation serves in an agency capacity for the University, the Florida State University Alumni Association, the Florida Medical Practice Plan and the Florida State University Athletics. The related assets held by the Foundation and the offsetting liabilities are included in the accompanying statement of net position. These activities are not reflected in the accompanying statement of revenues, expenses and changes in net position.

Deferred Inflow of Resources – Deferred inflows of resources represents an acquisition of net position that applies to a future period. The Foundation offsets activity associated with irrevocable split-interest agreements for remainder interest trusts and trusts held by others as deferred inflows of resources. These amounts will be recognized as revenue upon the termination of the trust.

Recent Accounting Pronouncements – The GASB has issued new accounting guidance or modifications to, or interpretations of, existing accounting guidance. The Foundation has considered the new un-adopted guidance and does not believe that any other new or modified guidance will have a material impact on the Foundation’s reported net position or activities in the near term.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS

Cash and Cash Equivalents – The goal of the Foundation is to invest its excess operating cash in a manner that will achieve the highest rate of total return, while seeking to preserve capital. In addition, the Foundation maintains accounts with large financial institutions that qualify as public depositories pursuant to Chapter 280, Florida Statutes. A qualified public depository has a branch office(s) authorized to receive deposits in Florida, maintains Federal Deposit Insurance Corporation (FDIC) deposit insurance, meets the specific statutory requirements of Section 280.17, Florida Statutes, and has been approved by the Florida Treasury’s Bureau of Collateral Management to accept public funds for deposit. When public deposits are made in accordance with Chapter 280, no public depositor shall be liable for any loss thereof. Any losses to public depositors are satisfied first through any applicable deposit insurance, and then through the sale of collateral pledged or deposited by the defaulting depository. When necessary, assessments may also be made against other qualified public depositories of the same type as the depository in default. Cash balances totaled \$12,819,508 as of June 30, 2019. Of this amount, \$877,165 consisted of deposits held with public depositories. The remaining balance was held for investment in various short term investment vehicles.

Operating Pool Investments – All of the Foundation’s operating pool investments are invested in a short-term bond fund consisting of a variety of high-quality and, to a lesser extent, medium-quality fixed income securities, at least 80% of which will be short- and intermediate-term investment-grade securities. The fund is expected to maintain a dollar-weighted average maturity of one to four years. Operating pool investments consisted of \$45,143,281 as of June 30, 2019. Investment expenses are included in net realized and unrealized gains and losses in the accompanying statement of revenues, expenses and changes in net position and totaled \$25,372 for the year ended June 30, 2019. Realized gains and losses and increases and decreases in fair value on operating pool investments are reflected in net realized and unrealized gains and losses in the accompanying statement of revenues, expenses and changes in net position.

Fair Value Measurements – The goal of the Foundation is to invest its assets in a manner that will achieve a total rate of return sufficient to replace the assets withdrawn in accordance with the Foundation’s investment and spending policies. To achieve this goal, some investment risk must be taken. To manage such risk, the Foundation diversifies its investments among various financial instruments and asset categories, and uses multiple investment strategies and investment managers. Key decisions in this regard are made by the Foundation’s Investment Committee, which has oversight responsibility for the Foundation’s investment program. The Foundation’s Investment Committee identifies appropriate asset categories for investments, determines the allocation of assets to each category, and approves the investment strategies employed.

In December 2016, the Foundation reaffirmed its engagement with Cambridge Associates, LLC, an independent consulting firm, to execute its investment program, including the engagement of investment managers, oversight of those managers, investment policy planning, review and compliance, and investment performance reporting. All financial assets are held in custody for the Foundation in proprietary accounts by a major commercial bank, except those assets that have been invested in limited partnerships, hedge funds or in certain products with multiple investors, such as index funds, all of which have separate custodial arrangements appropriate to their legal structure.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (*continued*)

GASB Statement No. 72, *Fair Value Measurement and Application*, establishes a framework for measuring fair value through a 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 level of an asset or liability within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

The fair value hierarchy prioritizes the inputs into three broad levels:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities that can be accessed at the measurement date.
- Level 2 Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, and market-corroborated inputs.
- Level 3 Unobservable inputs for the asset or liability. In these situations, the Foundation develops inputs using the best information available in the circumstances.

In some cases, the inputs used to measure the fair value of an asset or a liability might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. Assessing the significance of a particular input to the entire measurement requires judgment, taking into account factors specific to the asset or liability. The categorization of an asset within the hierarchy is based upon the pricing transparency of the asset and does not necessarily correspond to the Foundation's assessment of the quality, risk or liquidity profile of the asset or liability.

A portion of the Foundation's investment assets are classified within Level 1 because they are comprised of marketable securities and commingled funds with readily determinable fair values based on daily redemption values. There are no investments within Level 2. The Foundation's policy is to recognize transfers between levels at the end of each reporting period. There were no transfers that occurred between Level 1, Level 2 and Level 3 during the year ended June 30, 2019.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (*continued*)

The Foundation's private equity limited partnerships are invested in real estate, natural resources, venture capital, private equity and distressed funds. The fair values of the private equity limited partnerships have no readily ascertainable market prices. Similar to real estate, costs closely approximate fair value of recent acquisitions. Therefore, the fair values of private equity limited partnership investments are based on the valuations as presented in the fund's most recent capital account statement and adjusted for any capital calls paid and distributions received during the current quarter. Generally, the companies within a fund are valued by the general partner, taking into account many factors such as the purchase price, estimated liquidation value, significant events like initial public offerings, bankruptcies, and additional rounds of financing, and other relevant factors. The fair value may differ significantly from the values that would have been used had a ready market for the investments existed. Although these differences could be material to the individual Foundation values, private equity only represents 17.36% of total investments at June 30, 2019.

The following is a description of the valuation methodologies used for instruments measured at fair value:

Marketable securities – The fair value of marketable securities reflects market closing prices reported from publicly traded exchanges and are recorded in Level 1.

Commingled funds and alternative investments – The fair value of these assets are valued at NAV and are not classified within the fair value hierarchy.

Remainder interest trusts – The Foundation's beneficial interest in funds held in trust administered by a third party is classified at NAV. Its fair value is based on multiple sources of information, which may include market data and/or quoted market prices from either markets that are not active or are for the same or similar assets in active markets. The Foundation has an irrevocable right to receive the remaining trust assets once the trust matures and thus the fair value of the Foundation's beneficial interest is estimated to approximate the fair value of the trusts' assets.

Funds held in trust by others – The Foundation's beneficial interest in irrevocable split interest agreements held or controlled by a third party are classified as Level 3 as the fair values are based on a combination of Level 2 inputs (interest rates and yield curves) and significant unobservable inputs (entity specific estimates of cash flows). The fair values are estimated using the income approach and measured at the present value of the future distributions the Foundation expects to receive over the term of the agreements.

Operating pool investments – The Foundation's operating pool investments is an investment in a short-term investment grade bond fund with underlying credit quality primarily rated Aaa to Baa and is classified as Level 1.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (continued)

Assets measured at fair value on a recurring basis as of June 30, 2019 are summarized as follows:

Fair Value Measurement	Level 1	Level 2	Level 3	Total
Marketable securities:				
Short-term investment fund	\$9,492,778	\$ -	\$ -	\$9,492,778
Institutional mutual funds:				
International equities – emerging markets	10,065,148	-	-	10,065,148
Other financial instruments:				
Funds held in trust by others	-	-	9,949,267	9,949,267
Operating pool investments	45,143,281	-	-	45,143,281
Total assets in the fair value hierarchy	<u>64,701,207</u>	<u>-</u>	<u>9,949,267</u>	<u>74,650,474</u>
Remainder interest trusts at NAV (a)	-	-	-	8,758,100
Investments measured at NAV (a)	-	-	-	575,928,452
Total assets measured at NAV (a)	<u>-</u>	<u>-</u>	<u>-</u>	<u>584,686,552</u>
Total investments	<u>\$64,701,207</u>	<u>\$ -</u>	<u>\$9,949,267</u>	<u>\$659,337,026</u>

(a) Certain investments that are measured at NAV per share using the practical expedient or its equivalent have not been classified in the fair value hierarchy. The fair value amounts presented in this table are reported for the purpose of reconciling the fair value hierarchy to the investments as shown on the statement of net position.

Investment expenses, which are included in net realized and unrealized gains and losses, totaled \$8,034,317 for the year ended June 30, 2019. The following schedule provides a breakdown of net realized and unrealized gains and losses on investments for the year ended June 30, 2019:

	<u>2019</u>
Net realized gains	\$5,813,274
Net unrealized gains	11,113,015
Total net realized and unrealized gains on investments	<u>\$16,926,289</u>

The calculation of realized gains and losses is independent of a calculation of the net change in the fair value of investments. Realized gains and losses on investments that had been held in more than one fiscal year and sold in the current year were included as a change in the fair value of investments reported in the prior year(s) and the current year.

Investments not reported at fair value as of June 30, 2019 consist of the State Board of Administration Florida PRIME. The Foundation's investment in the State Board of Administration Florida PRIME is recorded at amortized cost. The fair value of the Foundation's position in the pool is equal to the value of pooled shares.

While 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 estimate of fair value at the reporting date, and any differences may be material.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (continued)

The following table discloses all investments whose value is calculated using NAV, using the practical expedient.

	June 30, 2019			
	Fair Value	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
<u>Fixed income (a)</u>				
Domestic institutional pooled fund	\$52,815,742	\$ -	Daily	2 days
<u>Equities (b)</u>				
Institutional pooled funds	306,388,729	-	Daily/1-6 Months	2 - 60 days
<u>Hedge funds</u>				
Long/short equity (c)				
U.S. long/short	6,264,176	-	Annually	60 days
Global long/short	31,766,124	-	Quarterly/Annually/Every 3 Yrs	45-65 days
Absolute return (d)				
Diversified arbitrage	16,268,665	-	Quarterly	45 days
Event driven/open mandate	28,025,778	-	Quarterly/Annually	30-90 days
Credit strategies/distressed	11,986,031	-	Quarterly/Annually/Every 2 Yrs	45-90 days
Global macro	6,448,775	-	Monthly	10 days
<u>Limited partnerships (e)</u>				
Venture capital	36,896,847	11,181,810		
Private equity	31,600,382	67,454,431		
Distressed assets	1,849,505	5,000,000		
Real estate	8,550,383	4,558,943		
Natural resources	24,505,213	20,355,165		
<u>Real assets (f)</u>				
Global real estate institutional pooled fund	12,562,102	-	Daily	2 days
Total investments	\$575,928,452	\$108,550,349		
<u>Remainder interest trusts</u>				
Fixed income				
Domestic institutional pooled fund	\$2,972,746	\$ -	Daily	N/A
Equities				
U.S. institutional pooled fund	3,295,271	-	Daily/1-6 Months	N/A
Global ex U.S. institutional pooled fund	2,064,066	-	1 - 6 Months	N/A
Real Assets				
Global REIT mutual fund	392,306	-	Daily	N/A
Commodity index fund	33,711	-	Daily	N/A
Total other financial instruments	\$8,758,100	\$ -		

(a) Fixed income - This category includes investments in a domestic institutional pooled fund. The investment objective of the domestic fund is to approximate as closely as practicable, before expenses, the performance of the Barclays U.S. Intermediate Government/Credit Bond Index over the long term. The fund attempts to achieve its investment objective by investing in other collective investment funds (each an underlying fund), managed by the Trustee, which have characteristics consistent with the fund's overall investment objective. As of June 30, 2019, all of the investments in this category can be redeemed in less than one year.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (*continued*)

(b) Equities - This category includes investments in U.S., global ex. U.S., global, and emerging markets institutional pooled funds. The investment objective of the U.S. funds, if passive, is to seek an investment return that approximates as closely as practicable, before expenses, the performance of its benchmark index over the long term. If active, the investment objective is to generate above average long-term capital appreciation with compounded annual long-term returns that are superior to their respective benchmark indices. The investment objective of the global ex. U.S. funds is to invest in international equity and equity-related securities that offer safety of capital, capital appreciation, and a satisfactory long-term rate of return relative to their respective benchmarks. The investment objective of the emerging markets funds is to achieve long-term capital appreciation by investing in equity securities of emerging and frontier markets. As of June 30, 2019, all of the investments in this category can be redeemed in less than one year.

(c) Long/short equity - This category includes investments in offshore funds that invest both long and short in domestic and international equity securities. The funds can also opportunistically invest in other domestic and international securities and instruments where the managers deem appropriate. The managers of the funds seek to provide either superior risk-adjusted return or capital appreciation within their specific investment styles which can include U.S. Growth, U.S. Value, Global and Sector-specific. The fair value of the investments in this category has been estimated using the NAV per share of the investments. Investments representing approximately 10.3% of the value of the investments in this category can be redeemed in one year or later due to restrictions in place at the time of acquisition. The remaining 89.7% can be redeemed in less than one year at June 30, 2019.

(d) Absolute return - This category includes investments in offshore funds that are designed to produce results that are largely independent of, or have low correlation to, the broader markets. The absolute return strategies will potentially benefit the Foundation by generating returns from a variety of sources, helping lower portfolio volatility, and diversifying portfolios with low-correlation returns. The strategies include diversified arbitrage, event driven/open mandate, credit strategies/distressed, and global macro. The fair values of the investments of all the managers in this category have been estimated using the NAV per share of the investments. Investments representing approximately 11.9% of the value of the investments in this category can be redeemed in one year or later due to restrictions in place at the time of acquisition. The remaining 88.1% can be redeemed in less than one year at June 30, 2019.

(e) Limited partnerships - This category includes investments in several limited partnership funds that invest in private equity, venture capital, distressed assets, natural resources and real estate. The nature of the investment in this category is that distributions are received through the liquidation of underlying assets. If these investments are held, it is estimated that the underlying assets of the funds would be liquidated over 5 to 15 years. However, as of June 30, 2019, it is probable that all of the investments in this category will be sold at an amount different from the NAV of the company's ownership interest and partners' capital. Therefore, the fair values of the investments in this category have been estimated using recent observable transactions and recent statement of changes for the funds.

(f) Real assets - This category includes investments in a global real estate investment trust (REIT) fund. The investment objective of the global REIT mutual fund is total return through investing in real estate securities globally. This investment objective is achieved by investing in primarily equity and potentially debt securities of companies whose business is to own, operate, develop and manage real estate. As of June 30, 2019, all of the investments in this category can be redeemed in less than one year.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (continued)

Concentration of Credit Risk – Per GASB Statement No. 40, *Deposit and Investment Risk Disclosures – an Amendment of GASB Statement No. 3*, concentration of credit risk is defined as the risk of loss attributed to the magnitude of a government’s investment in a single issuer. The Foundation has a formal policy addressing concentration of credit risk. Investments shall be diversified with the intent to minimize the risk of large realized and unrealized losses to the invested assets. The total portfolio will be constructed and maintained to provide prudent diversification with regard to the concentration of holding in individual issues, corporations, or industries. Each investment within the portfolio will be expected to serve at least one of the following three principle investment roles, as indicated:

- Growth of long-term real value over the investment horizon;
- Diversification to mitigate risk inherent in equity-dominant portfolios; and
- Hedging of macro-economic risks, (e.g., inflation and economic contraction)

The portfolio will be diversified both by asset class (e.g., equities and bonds) and within asset classes (e.g., within equities by sector, industry, quality and style). The portfolio will also have diversification in the number and type of investment managers by and within asset class as appropriate with the policy intention of having no single active manager exceed 10% of the portfolio at most recent market value. The Investment Committee may make an exception to this constraint (not to exceed 15%) as long as the decision is discussed, the rationale is documented and the position is reviewed regularly by the Investment Committee. One active manager exceeded 10% of the portfolio and was granted an exception by the Investment Committee as of June 30, 2019.

As of June 30, 2019, the Foundation was in compliance with the policy addressing concentration of credit risk. The following table shows investments that represent greater than 5% of the Foundation’s long-term investment portfolio as of June 30:

Investment Type	Market Value	Percentage
Domestic institutional pooled equity	\$86,482,965	14.52%
Domestic institutional pooled fixed income	52,815,742	8.87%
Global institutional pooled equity	38,218,225	6.42%
Global institutional pooled equity	31,668,522	5.32%
Domestic institutional pooled equity	29,790,093	5.00%
Totals	\$238,975,547	

Custodial Risk – The custodial credit risk for investments is the risk that in the event of the failure of the counterparty (e.g. broker, dealer) to a transaction, the Foundation will not be able to recover the value of its investment or collateral securities that are in possession of another party. The Foundation minimizes exposure to custodial credit risk by requiring that investments, to the extent possible, be clearly marked as to Foundation ownership and further to the extent possible, be held in the Foundation’s name. As of June 30, 2019, all Foundation funds were held in the name of the counterparty for the benefit of the Foundation.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (continued)

Credit Risk – Credit risk exists when there is a possibility the issuer or other counterparty to an investment may be unable to fulfill its obligations. GASB Statement No. 40, *Deposit and Investment Risk Disclosures – an Amendment of GASB Statement No. 3*, requires disclosure of credit quality ratings for investments in debt securities. The Foundation does not have a formal policy that limits its investment choices. (The credit risk ratings listed below are issued upon standards set by Standard and Poor's).

As of June 30, 2019, the Foundation had the following investment credit risk:

<u>Investment Rating</u>	<u>Investment Type</u>	
	<u>Short-term bond fund</u>	<u>Domestic institutional pooled bond fund</u>
A1	\$3,286,431	\$ -
A2	4,532,385	-
A3	6,089,829	-
Aa1	871,265	-
Aa2	1,701,902	-
Aa3	2,726,654	-
Aaa	10,062,437	34,868,953
Aa	-	2,392,553
A	-	7,140,688
Baa	-	8,413,548
B1	45,143	-
B2	49,658	-
Ba1	176,059	-
Ba2	121,887	-
Ba3	81,258	-
Baa1	4,234,440	-
Baa2	3,701,749	-
Baa3	3,047,171	-
Not rated	1,187,268	-
U.S. government	3,218,716	-
Unknown	9,029	-
Totals	\$45,143,281	\$52,815,742

Interest Rate Risk – Interest rate risk is defined by GASB Statement No. 40, *Deposit and Investment Risk Disclosures – an Amendment of GASB Statement No. 3*, as the risk a government may face should interest rate variances affect the fair value of investments. Investments in debt securities that are fixed for longer periods are likely to experience greater variability in their fair values due to future changes in interest rates. The Foundation does not have a formal policy that limits investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

2. DEPOSITS AND INVESTMENTS (continued)

As of June 30, 2019, the Foundation had the following investments subject to interest rate risk:

Investment Type	Fair Value	Investment Maturities (in years)			
		Less than 1	1-5	6-10	More than 10
Short-term bond	\$45,143,281	\$ -	\$45,143,281	\$ -	\$ -
Domestic institutional pooled bond fund	52,815,742	-	52,815,742	-	-
Totals	\$97,959,023	\$ -	\$97,959,023	\$ -	\$ -

Foreign Currency Risk – Foreign currency risk is the risk that changes in exchange rates will adversely affect the fair value of an investment or a deposit. The Foundation has the following foreign currency exposure as of June 30, 2019:

Currency Type	Fair Value
EUR (Euro)	\$24,622,222
GBP (Pound Sterling)	19,817,886
JPY (Japanese Yen)	19,217,344
CHF (Swiss Franc)	8,407,588
HKD (Hong Kong Dollar)	8,407,588
INR (Indian Rupee)	4,203,794
KRW (South Korean Won)	4,203,794
Non-USD PI	4,203,794
CAD (Canadian Dollar)	3,603,252
TWD (Taiwan Dollar)	3,603,252
AUD (Australian Dollar)	3,002,710
CNY (Chinese Yuan)	3,002,710
Other	22,220,054
Total foreign currency exposure	\$128,515,988

3. DUE FROM RELATED ORGANIZATIONS

Amounts owed from related entities consisted of the following at June 30:

	<u>2019</u>
Seminole Boosters	\$3,420,688
Ringling Museum	2,666,709
Alumni Association	21,357
Florida Medical Practice Plan	2,874
Real Estate Foundation	305
Amounts due from related organizations	\$6,111,933

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

4. PLEDGES RECEIVABLE

Pledges receivable consisted of the following at June 30:

	<u>2019</u>
In one year or less	\$1,473,053
Between one and five years	5,336,287
Greater than five years	66,511,700
Unconditional promises to give	<u>73,321,040</u>
Less: Allowance for uncollectibles	(1,011,328)
Unamortized discount	<u>(8,409,846)</u>
Total pledges receivable – net	<u>\$63,899,866</u>

Approximately 85% of pledges receivable were attributable to two donors at June 30, 2019. The Foundation is the beneficiary of numerous conditional promises to give and bequests. A conditional promise requires a future event to take place before the promise becomes binding on the donor and as such, is not recognized until it becomes unconditional. Typically, the Foundation has no control over the required event. No receivable was recorded for these bequests and pledges, nor was the future support recognized.

At June 30, 2019, the Foundation had approximately \$38.7 million of outstanding state matching funds pending appropriation. This represents gifts received by the Foundation that have been approved for state matching funds; however, such matching funds have not yet been appropriated by the Florida Legislature. No receivable was recorded for the anticipated state funds, nor was the future support recognized.

5. REMAINDER INTEREST TRUSTS

The Foundation is the trustee and beneficiary of numerous irrevocable charitable trust and gift annuity agreements. These assets have been donated to the Foundation for investment, in return for payments to the donor(s) or their designees. Upon the satisfaction of the terms of each trust or annuity, the Foundation receives the balance of the invested assets. If the remaining assets are to be endowed, per the donor's direction, the value at maturity must meet the Foundation's endowment minimum of \$25,000. If the value does not meet the required minimum, the Uniform Prudent Management of Institutional Funds Act (UPMIFA) can be applied to repurpose the assets.

These assets are recorded at fair value. For gift annuities, a corresponding annuity obligation is recorded for the estimated future contractual payments based upon the life expectancy of the beneficiaries, discounted to present value. The related annuity liability is valued, using IRS tables, at the net present value each year based on the discount rate at the time the annuity was established. See Note 1 for the discount rate used.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

5. REMAINDER INTEREST TRUSTS (continued)

The Foundation charitable gift annuities are invested into one pooled account. Gift annuities differ from other charitable giving options in that the annuity is a general obligation of the Foundation. Accordingly, if the assets of the gift are exhausted as a result of required payments to beneficiaries, the pooled assets will be utilized to fund future payments and is ultimately the responsibility of the Foundation. As of June 30, 2019, the Foundation held assets in excess of the minimum gift annuity reserves required by state law.

Per GASB Statement No. 81, *Irrevocable Split-Interest Agreements*, changes associated with split-interest agreements are reported as deferred inflows of resources until such time as the assets are transferred to the remainder-interest beneficiaries, and the liability and any remaining deferred inflows of resources are eliminated.

The following are the invested assets and annuity obligations as of June 30:

	<u>2019</u>
Fair value of securities held	\$8,758,100
Annuity obligations	<u>(5,460,292)</u>
Remainder interest trusts	<u>\$3,297,808</u>

6. FUNDS HELD IN TRUST BY OTHERS

The Foundation is the beneficiary of various trusts created by donors, the assets of which are not in the possession of the Foundation. The Foundation has legally enforceable rights or claims to its portion of such assets or income therefrom. Upon the satisfaction of the terms of each trust, the Foundation receives the remainder interest which is added to the endowment per the donor's direction. Funds held in trust by others are valued, using IRS tables, at their net present value each year. See Note 1 for the discount rate used.

GASB Statement No. 81, *Irrevocable Split-Interest Agreements*, provides guidance concerning trusts held by a third party and the appropriate treatment assuming specific criteria are met. Similar to the treatment for split-interest agreements for remainder interest trusts, changes associated with trusts held by others are reported as deferred inflows of resources until such time as the agreement terminates and the beneficial interest asset and any remaining deferred inflows of resources are eliminated.

Funds held in trust by others consisted of the following as of June 30:

	<u>2019</u>
Statement value of trusts	\$14,436,407
Discount to present value	<u>(4,487,140)</u>
Funds held in trust by others - net	<u>\$9,949,267</u>

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

7. CAPITAL ASSETS

A summary of changes in capital assets for the year ended June 30, 2019 is shown below:

	<u>Beginning balance</u>	<u>Increases</u>	<u>Decreases</u>	<u>Ending balance</u>
Nondepreciable capital assets:				
Land	\$1,619,876	\$ -	\$ -	\$1,619,876
Construction in progress	1,914,487	-	(1,914,487)	-
Total nondepreciable capital assets	<u>\$3,534,363</u>	<u>\$ -</u>	<u>(\$1,914,487)</u>	<u>\$1,619,876</u>
Depreciable capital assets:				
Buildings	\$2,935,889	\$1,885,325	(\$516,050)	\$4,305,164
Furniture and equipment	2,367,335	196,019	(104,483)	2,458,871
Total depreciable capital assets	<u>5,303,224</u>	<u>2,081,344</u>	<u>(620,533)</u>	<u>6,764,035</u>
Less, accumulated depreciation				
Buildings	(710,982)	(135,046)	516,050	(329,978)
Furniture and equipment	(2,306,356)	(53,680)	103,632	(2,256,404)
Total accumulated depreciation	<u>(3,017,338)</u>	<u>(188,726)</u>	<u>619,682</u>	<u>(2,586,382)</u>
Total depreciable capital assets, net	<u>\$2,285,886</u>	<u>\$1,892,618</u>	<u>(\$ 851)</u>	<u>\$4,177,653</u>

Depreciation expense totaled \$188,726 and was included in administrative expenses on the accompanying statement of revenues, expenses and changes in net position for the year ended June 30, 2019.

8. CASH SURRENDER VALUE OF LIFE INSURANCE POLICIES

The cash surrender value of life insurance policies totaled \$1,785,933 as of June 30, 2019 and is net of any outstanding policy loans. The net death benefit value of the underlying life insurance in force at June 30, 2019 is approximately \$7.4 million. Various individuals have donated the policies with the Foundation designated as beneficiary and owner; however, only the cash surrender value is reflected in the financial statements since the insured individuals can stop paying policy premiums at their discretion.

9. OTHER ASSETS

Other assets consists of the following at June 30:

	<u>2019</u>
Prepaid expenses	\$360,592
Accounts receivable	86,543
Less: allowance for uncollectibles	<u>(7,494)</u>
Total other assets	<u>\$439,641</u>

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

10. DUE TO RELATED ORGANIZATIONS

Amounts owed to the University and related entities consisted of the following at June 30:

	<u>2019</u>
University	\$4,959,320
Seminole Boosters	87,397
Real Estate Foundation	<u>10,467</u>
Amounts due to related organizations	<u>\$5,057,184</u>

11. AMOUNTS HELD ON BEHALF OF RELATED ORGANIZATIONS

The Foundation holds assets, primarily reported as investments, for the University, the Florida State University Alumni Association, the Florida Medical Practice Plan and Florida State University Athletics. The funds held on their behalf are reported as amounts held on behalf of related organizations. The fair value of these investments is shown below as of June 30:

	<u>2019</u>
University	\$5,744,919
Florida State University Alumni Association	2,309,897
Florida Medical Practice Plan	866,849
Florida State University Athletics	<u>821,930</u>
Amounts held on behalf of related organizations	<u>\$9,743,595</u>

12. PROMISSORY NOTE PAYABLE

On January 15, 2016, the Foundation financed property with a fully amortizing nonrecourse promissory note for \$4,042,334. Principal and interest payments of \$27,381 are due monthly through the due date of July 15, 2031 at a fixed rate of 2.61%. The outstanding balance as of June 30, 2019 was \$3,394,387.

A summary of changes in the promissory note payable for the year ended June 30, 2019 is shown below:

	<u>Beginning balance</u>	<u>Principal payments</u>	<u>Ending balance</u>	<u>Amounts due within one year</u>
Promissory note payable	<u>\$3,629,732</u>	<u>(\$235,345)</u>	<u>\$3,394,387</u>	<u>\$241,421</u>

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

12. PROMISSORY NOTE PAYABLE (continued)

The following is a schedule by years of future minimum principal and interest payments required under the promissory note payable:

<u>Year Ending June 30,</u>	<u>Principal</u>	<u>Interest</u>	<u>Totals</u>
2020	\$241,421	\$87,150	\$328,571
2021	248,124	80,447	328,571
2022	254,771	73,800	328,571
2023	261,595	66,976	328,571
2024	268,440	60,131	328,571
2025 – 2029	1,454,757	188,097	1,642,854
2030 – 2032	665,279	19,252	684,531
Totals	<u>\$3,394,387</u>	<u>\$575,853</u>	<u>\$3,970,240</u>

Principal and interest payments of \$328,570 were made during the year ended June 30, 2019.

13. SUPPORT OF UNIVERSITY PROGRAMS

Expenditures in support of University programs included the following purposes for the year ended June 30:

	<u>2019</u>
Salary supplements	\$12,147,320
Scholarships, grants and fellowships	9,399,551
Travel and entertainment	6,931,736
Professional services	3,904,827
Printing and marketing	2,545,158
Equipment and supplies	2,156,981
Rents and leases	1,030,478
Utilities and maintenance	452,672
Facilities construction	324,405
Taxes and license fees	120,060
Insurance	65,280
Other University support	8,870,414
Total program expenditures	<u>\$47,948,882</u>

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

14. DESIGNATED UNRESTRICTED NET POSITION

The Foundation's Board of Trustees has the authority to designate unrestricted net position for specific purposes, and these actions may be rescinded at any time. During fiscal year 2019, the Board of Trustees approved the establishment of a maintenance reserve to provide protection against unforeseen facilities and infrastructure issues or other emergencies that may arise throughout the year creating unanticipated shortfalls. This reserve is not intended to be a sustained resource for recurring maintenance items or capital projects nor is it intended to replace a permanent loss of funds or eliminate an ongoing budget deficit.

Since these designations are not the result of donor-imposed or contractual restrictions, they are reflected as a component of unrestricted net position on the statement of net position. As of June 30, 2019, the amount of unrestricted net position designated for this purpose was \$90,000.

15. RETIREMENT PLAN

The Foundation established a 403(b) tax deferred retirement plan to purchase annuity contracts for its employees to provide funds for retirement. Participants in the plan become vested upon employment. All benefits under the plan are provided through the purchase of individual or group fixed or variable annuity contracts.

The Foundation contributes 11% of the base salary for each employee to the plan, plus an additional amount up to 4% of annual salary to match voluntary employee contributions. In the event the plan is terminated, vested employees at that time will have a non-forfeitable interest in the annuity contract. To date, the Foundation has made contributions of \$15,062,385, net of unvested forfeitures. Of this total, \$506,184 was contributed through December 13, 2018.

Effective December 14, 2018, Foundation employees transitioned to University employees. Foundation personnel who are employees of the University are eligible to enroll as members of the State administered Florida Retirement System (FRS). Provisions relating to the FRS are established by Chapters 121 and 122, Florida Statutes; Chapter 112, Part IV, Florida Statutes; Chapter 238, Florida Statutes; and FRS Rules, Chapter 605, Florida Administrative Code; wherein plan eligibility, contributions, and benefits are defined and described in detail. The FRS is a single retirement system administered by the Florida Department of Management Services, Division of Retirement, and consists of two cost sharing, multiple-employer retirement plans and other nonintegrated programs. These include a defined-benefit pension plan (Plan), with a Deferred Retirement Option Program (DROP), and a defined contribution plan, referred to as the FRS Investment Plan (Investment Plan).

Benefits of the Plan vest as of six years of service or eight years for new employees enrolled after July 1, 2011. All members are eligible for normal retirement benefits based on the plan definition of normal retirement date which is determined on the date they enrolled in the plan. The Plan also includes an early retirement provision, but imposes a penalty for each year a member retires before the specified retirement age. The Plan provides retirement, disability, and death benefits, and annual cost-of-living adjustments.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

15. RETIREMENT PLAN (*continued*)

DROP, subject to provisions of Section 121.091, Florida Statutes, permits employees eligible for normal retirement under the Plan to defer receipt of monthly benefit payments while continuing employment with an FRS employer. An employee may participate in DROP for a period not to exceed 60 months after electing to participate. During the period of DROP participation, deferred monthly benefits are held in the FRS Trust Fund and accrue interest. Upon termination of employment, the participant receives the total DROP benefits and begins to receive previously determined retirement benefits.

As provided in Section 121.4501, Florida Statutes, eligible FRS members may elect to participate in the Investment Plan in lieu of the FRS defined-benefit plan. University employees already participating in the State University System Optional Retirement Program or DROP are not eligible to participate in this program. Employer and employee contributions are defined by law, but the ultimate benefit depends in part on the performance of investment funds. The Investment Plan is funded by employer and employee contributions that are based on salary and membership class (Regular Class, Senior Management Service Class, etc.).

Contributions are directed to individual member accounts, and the individual members allocate contributions and account balances among various approved investment choices. Employees in the Investment Plan vest at one year of service.

Financial statements and supplementary information of the FRS are included in the State's Comprehensive Annual Financial Report, which is available from the Department of Financial Services. An annual report on the FRS, which includes its financial statements, required supplementary information, actuarial report, and other relevant information, is available from the Florida Department of Management Services, Division of Retirement's website (www.frs.myflorida.com).

It has been determined that the Foundation is not a payor fund for the purposes of liquidating the pension liability. An actuarial valuation has been performed for the plan. The Foundation's employees were included in the actuarial analysis and are part of the total pension liability and net pension liability disclosed in the footnotes and required supplementary information of the University's Annual Report. The University does not determine a separate liability for the Foundation employees and as a result, there is no net pension liability recorded in these financial statements.

The cost of the defined benefit pension plan for the Foundation's employees paid by the University is recorded in the accompanying statement of revenues, expenses and changes in net position. Retirement contributions were \$518,713 for the year ended June 30, 2019.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

16. OTHER POSTEMPLOYMENT BENEFITS PAYABLE

Pursuant to the provisions of Section 112.0801, Florida Statutes, all employees who retire from the University are eligible to participate in the State Employees' Group Health Insurance Plan, an agent multiple-employer defined benefit health plan (OPEB Plan). The University subsidizes the premium rates paid by retirees by allowing them to participate in the OPEB Plan at reduced or blended group (implicitly subsidized) premium rates for both active and retired employees. These rates provide an implicit subsidy for retirees because, on an actuarial basis, their current and future claims are expected to result in higher costs to the OPEB Plan on average than those of active employees. Retirees are required to enroll in the Federal Medicare program for their primary coverage as soon as they are eligible. A stand-alone report is not issued and the OPEB Plan information is not included in the report of a public employee retirement system or another entity.

OPEB Plan benefits are pursuant to the provisions of Section 112.0801, Florida Statutes, and benefits and contributions can be amended by the Florida Legislature. Premiums necessary for funding the OPEB Plan each year on a pay-as-you-go basis are established by the Governor's recommended budget and the General Appropriations Act. The University provided required contributions toward the annual OPEB cost, comprised of benefit payments made on behalf of retirees for claims expenses (net of reinsurance), administrative expenses, and reinsurance premiums.

It has been determined that the Foundation is not a payor fund for the purpose of liquidating the net OPEB liability. An actuarial valuation has been performed for the OPEB Plan. The Foundation's employees were included in the actuarial analysis of the valuation of the OPEB Plan and are part of the OPEB disclosed in the footnotes and required supplementary information of the University's Annual Report. The University does not determine a separate liability for the Foundation employees and as a result, there is no OPEB cost, percentage of annual OPEB cost contributed to the OPEB Plan, or the net OPEB liability recorded in these financial statements.

17. RESTATEMENT TO BEGINNING NET POSITION

The Foundation implemented the GASB reporting model effective July 1, 2018 as a result of the change in basis of accounting described in Note 1. The beginning net position of the Foundation was decreased by \$24,097,136 due to the change in reporting model as shown below:

	Net Assets/ Net Position	Pledges Receivable	Deferred Inflows of Resources
Balance, as previously reported - June 30, 2018	\$714,533,606	\$74,308,958	\$ -
Effect of implementing the GASB reporting model	(24,097,136)	(9,608,383)	(14,488,753)
Balance, as restated - July 1, 2018	<u>\$690,436,470</u>	<u>\$64,700,575</u>	<u>(\$14,488,753)</u>

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

18. RISK MANAGEMENT PROGRAMS

The Foundation is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. Coverage for directors and officers, property and general liability are provided through commercial insurance carriers, and management continuously reviews the limits of coverage to ensure that they are adequate. In addition, cyber liability coverage is provided through the University. No settlements have exceeded coverage in place during the previous three fiscal years.

19. RELATED PARTY TRANSACTIONS

The Foundation serves as a DSO of the University and enhances their academic vision and priorities through its organized fundraising activities and funds management. As a result, the Foundation maintains integral relationships with many related organizations of the University. These relationships take various forms from providing or receiving support to sharing resources or reimbursing software or other expenditures. Further details outlining each relationship are provided below:

Florida State University (University) – The University provides support to the Foundation to aid in their fundraising efforts. In October of 2011, the Foundation entered into a contract with the University to conduct a comprehensive fundraising campaign to raise philanthropic funds for University priorities. The initial term of the agreement was through June 30, 2012. The campaign ended on June 30, 2018; however, it has been determined that continued support from FSU will be required to conduct fundraising efforts. The contract was extended for fiscal year 2019, and a payment of \$6.5 million was received in June 2018. Amounts totaling \$3,988,186 were included in the accompanying statement of revenues, expenses and changes in net position up through December 14, 2018. On December 14, 2018, Foundation employees became University employees and all funding provided by the University to support fundraising efforts is processed directly through the University payroll system. This change in the mechanism for funding has eliminated the need to transfer cash to the Foundation in support of these costs. As a result, the balance of \$2,511,814 will be repaid to the University and is reflected in due to related organizations on the statement of net position as of June 30, 2019. Amounts supporting fundraising efforts since the transition totaled \$2,960,929 and were included in the accompanying statement of revenues, expenses and changes in net position for the year ended June 30, 2019.

The employees of the Foundation's Accounting Office are employed by the University and report to the Associate Vice President in the Division of Finance and Administration. In May of 2004, the Foundation and University signed an operating agreement outlining the duties and responsibilities of the Foundation Accounting Office and detailing the University's operational oversight. The University has provided funding for the accounting staff salaries since July 1, 2007. Amounts totaling \$1,268,467 are included in the accompanying statement of revenues, expenses and changes in net position for the year ended June 30, 2019.

The Foundation provides support to the President of the University who assists in the fundraising efforts of the Foundation by actively participating in various donor engagement and cultivation events throughout the year. The Foundation provided support of \$644,084 for the year ended June 30, 2019.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

19. RELATED PARTY TRANSACTIONS *(continued)*

In February of 2019, the Foundation Board of Trustees approved an agreement in which they would loan the University funds, in an amount not to exceed \$20,000,000, at an interest rate of 4% for the purpose of financing a portion of the costs of a new student union facility. A re-set of the interest rate will occur five years from the execution date of the loan. The minimum interest rate on the loan will re-set to the greater of four percent or 100 basis points above the 10-year treasury rate. The University will make draws against this loan as needed during construction. As of June 30, 2019, the agreement had not been executed by the University and no amounts have been drawn.

John and Mable Ringling Museum of Art Foundation, Inc. (Ringling Museum Foundation) –

The Ringling Museum was established to provide charitable and educational aid to the University's John and Mable Ringling Museum of Art. In February of 2012, the University and the Ringling Museum, a DSO of the University, entered into a memorandum of understanding (MOU) with the Foundation. The MOU was created to provide a bridge loan from the Foundation to the Ringling Museum, an entity of the University, in the amount of \$3,075,000 which was used as a funding match in the construction of the Asian Art Center at the Ringling Museum. The loan was provided specifically in lieu of State of Florida Matching programs which had been placed on hold and was not made to waive or forego any future right to State of Florida matches for this gift should they become available. In August of 2017, the MOU was amended to require the Ringling Museum to begin making payments on the bridge loan. The initial payment was due 30 days following approval of the agreement by all parties, and annual payments of \$205,000 are due by September 1 of each year. Payments totaling \$410,000 have been received to date, of which \$205,000 was received during the year ended June 30, 2019.

Seminole Boosters, Inc. (Boosters) – The Boosters serve to increase and promote the education, health, and physical welfare of University students by providing financial support from the private sector for the Intercollegiate Athletic Program. In May of 2005, the Boosters entered into an agreement with a donor who made a commitment to make a \$25 million gift to the Boosters. The Foundation is a partial beneficiary to this commitment. This agreement is evaluated on an annual basis in June based on donations received by the Boosters to determine amounts owed to the Foundation. Amounts owed to the Foundation from the Boosters were \$3,410,000 as of June 30, 2019.

Florida State University Alumni Association, Inc. (Alumni Association) – The Alumni Association serves to aid, strengthen and expand the University by providing a connecting link between alumni and the University through coordinated efforts with Seminole Club Chapters. Seminole Club Chapters unite alumni and friends of the University in certain geographic areas to assist FSU in achieving its goals. By promoting advancement for the University through various outreach and engagement activities that are held throughout the year, Seminole Club Chapters play a vital role in advancing the overall mission of the University. The Foundation provided support to the Alumni Association for Seminole Club Chapters totaling \$125,000 for the year ended June 30, 2019.

FLORIDA STATE UNIVERSITY FOUNDATION, INC.
Notes to Financial Statements

19. RELATED PARTY TRANSACTIONS *(continued)*

Florida State University Real Estate Foundation, Inc. (Real Estate Foundation) – The Real Estate Foundation operates to receive, hold, manage, lease, develop or sell real estate for the benefit of the University and to provide expertise and strategic support for all of the University’s real estate needs. The Foundation received proceeds from the Real Estate Foundation pertaining to the sale of properties for \$380,468 during the year ended June 30, 2019.

The Foundation provided support to the Real Estate Foundation for administrative expenses of \$50,000 for the year ended June 30, 2019. In April 2013, the Foundation made available to the Real Estate Foundation a \$2.5 million line of credit. The line of credit has been extended in order to provide the Real Estate Foundation with the additional funding it requires to fulfill its mission to acquire, hold, manage, lease, mortgage, develop, administer or sell real property for the benefit of the University. Interest will be paid monthly based on the amount of principal outstanding and principal borrowings will be repaid upon the sale of property purchased with the line of credit. As of June 30, 2019, the Real Estate Foundation has not drawn any advances nor accrued any receivable for this line of credit.

**Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based
on an Audit of Financial Statements Performed in Accordance With Government Auditing
Standards**

Independent Auditor's Report

To the Board of Trustees
Florida State University Foundation, Inc.

We have audited, in accordance with the 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, the financial statements of the Florida State University Foundation, Inc. (the Foundation), as of and for the year ended June 30, 2019, and the related notes to the financial statements, which collectively comprise the Foundation's basic financial statements, and have issued our report thereon dated September 30, 2019.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Foundation's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Foundation's internal control. Accordingly, we do not express an opinion on the effectiveness of Foundation's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Foundation's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

RSM VS LLP

Jacksonville, Florida
September 30, 2019