

**TEXAS STATE UNIVERSITY
DEVELOPMENT FOUNDATION**

Financial Statements

For the Years Ended June 30, 2022 and 2021
(With Independent Auditors' Report)

**TEXAS STATE UNIVERSITY
DEVELOPMENT FOUNDATION**

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Independent Auditors' Report

Board of Trustees
Texas State University Development Foundation

Opinion

We have audited the accompanying financial statements of Texas State University Development Foundation (the Foundation), which comprise the statements of financial position as of June 30, 2022 and 2021, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Foundation as of June 30, 2022 and 2021, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Foundation and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern within one year after the date that the financial statements are issued.

Auditors' Responsibility for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control–related matters that we identified during the audit.

Atchley & Associates, LLP

Austin, Texas

November 10, 2022

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Statements of Financial Position

As of June 30, 2022 and 2021

| | 2022 | 2021 |
|--|----------------|----------------|
| Assets | | |
| Assets: | | |
| Cash and cash equivalents | \$ 292,278 | \$ - |
| Investments | 101,988,948 | 119,002,810 |
| Pledges receivable, net | 2,849,068 | 1,306,509 |
| Prepaid expenses and other assets | 50,000 | 68,959 |
| Property and equipment | 21,822 | 21,822 |
| Less accumulated depreciation | (21,822) | (21,822) |
| Total Assets | \$ 105,180,294 | \$ 120,378,278 |
| Liabilities and Net Assets | | |
| Liabilities: | | |
| Bank overdraft | \$ - | \$ 41,782 |
| Accounts payable | 431,124 | 308,887 |
| Accrued expenses | 10,140 | 17,321 |
| Annuities payable | 204,105 | 254,208 |
| Total Liabilities | 645,369 | 622,198 |
| Net assets: | | |
| Without donor restriction | | |
| Undesignated | 811,634 | 837,786 |
| Board designated | 286,112 | 343,071 |
| Total Net Assets Without Donor Restriction | 1,097,746 | 1,180,857 |
| With donor restriction | | |
| Time and purpose | 26,372,116 | 46,477,332 |
| In perpetuity | 77,065,063 | 72,097,891 |
| Total Net Assets With Donor Restriction | 103,437,179 | 118,575,223 |
| Total Net Assets | 104,534,925 | 119,756,080 |
| Total Liabilities and Net Assets | \$ 105,180,294 | \$ 120,378,278 |

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

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Statements of Activities

For the Years Ended June 30, 2022 and 2021

| | 2022 | | | 2021 | | |
|---|------------------------------|---------------------------|-----------------------|------------------------------|---------------------------|-----------------------|
| | Without Donor Restriction | With Donor Restriction | Total | Without Donor Restriction | With Donor Restriction | Total |
| REVENUES AND OTHER SUPPORT | | | | | | |
| Revenues | | | | | | |
| Contributions | \$ 400 | \$ 5,243,760 | \$ 5,244,160 | \$ 3,017 | \$ 2,095,970 | \$ 2,098,987 |
| Investment return, net | (342,014) | (14,992,870) | (15,334,884) | 197,549 | 26,710,962 | 26,908,511 |
| Changes in split interests | - | 36,719 | 36,719 | - | (15,613) | (15,613) |
| Rent and royalties | - | 118,020 | 118,020 | - | 114,383 | 114,383 |
| Net assets released from restrictions | | | | | | |
| Satisfaction of program restrictions | 5,543,673 | (5,543,673) | - | 5,311,891 | (5,311,891) | - |
| Total revenues and other support and releases from restriction | <u>5,202,059</u> | <u>(15,138,044)</u> | <u>(9,935,985)</u> | <u>5,512,457</u> | <u>23,593,811</u> | <u>29,106,268</u> |
| EXPENSES | | | | | | |
| Program services | 3,821,704 | - | 3,821,704 | 3,829,431 | - | 3,829,431 |
| Supporting services | 515,199 | - | 515,199 | 502,210 | - | 502,210 |
| Fundraising services | 948,267 | - | 948,267 | 832,682 | - | 832,682 |
| Total expenses | <u>5,285,170</u> | <u>-</u> | <u>5,285,170</u> | <u>5,164,323</u> | <u>-</u> | <u>5,164,323</u> |
| Change in net assets | (83,111) | (15,138,044) | (15,221,155) | 348,134 | 23,593,811 | 23,941,945 |
| Net assets at beginning of year | 1,180,857 | 118,575,223 | 119,756,080 | 832,723 | 94,981,412 | 95,814,135 |
| Net assets at end of year | <u>\$ 1,097,746</u> | <u>\$ 103,437,179</u> | <u>\$ 104,534,925</u> | <u>\$ 1,180,857</u> | <u>\$ 118,575,223</u> | <u>\$ 119,756,080</u> |

The accompanying notes are an integral part of these financial statements

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Statements of Functional Expenses

For the Years Ended June 30, 2022 and 2021

| | 2022 | | | 2021 | | | | |
|---------------------------|---------------------|---------------------|----------------------|---------------------|---------------------|---------------------|----------------------|---------------------|
| | Program Services | Supporting Services | Fundraising Services | Total | Program Services | Supporting Services | Fundraising Services | Total |
| University support | \$ 1,499,914 | \$ - | \$ - | \$ 1,499,914 | \$ 1,721,163 | \$ - | \$ - | \$ 1,721,163 |
| Student scholarships | 2,316,790 | - | - | 2,316,790 | 2,099,664 | - | - | 2,099,664 |
| Purchased services | - | 394,498 | 541,308 | 935,806 | - | 447,574 | 580,584 | 1,028,158 |
| Fundraising | - | - | 406,959 | 406,959 | - | - | 252,098 | 252,098 |
| Board of trustees costs | 5,000 | 37,103 | - | 42,103 | 5,000 | 14,808 | - | 19,808 |
| Legal & professional fees | - | 47,732 | - | 47,732 | 3,604 | 220 | - | 3,824 |
| Accounting fees | - | 15,408 | - | 15,408 | - | 14,698 | - | 14,698 |
| Hardware & software | - | 9,418 | - | 9,418 | - | 9,418 | - | 9,418 |
| Banking fees | - | 8,334 | - | 8,334 | - | 6,550 | - | 6,550 |
| Office supplies | - | 2,045 | - | 2,045 | - | 5,988 | - | 5,988 |
| Conferences & training | - | - | - | - | - | 514 | - | 514 |
| Postage | - | 661 | - | 661 | - | 1,940 | - | 1,940 |
| Insurance | - | - | - | - | - | 500 | - | 500 |
| Total Expenses | \$ 3,821,704 | \$ 515,199 | \$ 948,267 | \$ 5,285,170 | \$ 3,829,431 | \$ 502,210 | \$ 832,682 | \$ 5,164,323 |

The accompanying notes are an integral part of these financial statements

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Statements of Cash Flows

For the Years Ended June 30, 2022 and 2021

| | 2022 | 2021 |
|---|-----------------|---------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ (15,221,155) | \$ 23,941,945 |
| Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities: | | |
| Changes in discount on pledges receivable | 269,111 | (94,966) |
| Net unrealized (gains) losses on investments | 21,549,270 | (23,781,745) |
| Changes in split interests | (36,719) | 15,613 |
| Contributions restricted for endowment | (4,793,450) | (1,179,484) |
| (Increase) decrease in operating assets: | | |
| Pledges receivable | (1,811,670) | 704,778 |
| Prepaid expenses and other assets | 18,959 | (1,667) |
| Increase (decrease) in operating liabilities: | | |
| Bank overdraft | (41,782) | 41,782 |
| Accounts payable | 122,237 | 140,653 |
| Accrued expenses | (7,181) | (73,976) |
| | 47,620 | (287,067) |
| Cash flows from investing activities: | | |
| Proceeds from sales of investments, net of purchases | (4,535,408) | (2,748,017) |
| | (4,535,408) | (2,748,017) |
| Cash flows from financing activities: | | |
| Contributions restricted for endowment | 4,793,450 | 1,179,484 |
| Receipts from annuities | 12,856 | 45,833 |
| Payments on annuities | (26,240) | (27,315) |
| | 4,780,066 | 1,198,002 |
| Net cash provided by financing activities | 4,780,066 | 1,198,002 |
| Net increase (decrease) in cash and cash equivalents | 292,278 | (1,837,082) |
| Cash and cash equivalents at beginning of year | - | 1,837,082 |
| Cash and cash equivalents at end of year | \$ 292,278 | \$ - |

The accompanying notes are an integral part of these financial statements

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note A - Nature of Activities and Significant Accounting Policies

Nature of Activities

Texas State University Development Foundation (the Foundation) is a nonprofit corporation established in October 1978 to assist in the educational advancement of Texas State University (the University). The Foundation:

- Invests and administers funds for the University's benefit;
- Conducts development efforts for the benefit of the University, utilizing the expertise of those employees of the University who are assigned to work with the Foundation and the resources of the Foundation for that purpose;
- Works with other groups that express an interest in assisting the University in the pursuit of fundraising efforts;
- Renders the same assistance to the University as it has provided in the past and such additional assistance as may, in the future, appear mutually desirable, with changes that take place from time to time as agreed upon by the University and the Foundation; however the Foundation's primary focus in the future will be on developing and maintaining long-term and short-term endowment monies; and
- Recognizes the University as the sole beneficiary of its development policies and its educational support.

The Foundation is governed by a Board of Trustees.

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables, and other liabilities, which follows accounting principles generally accepted in the United States of America (GAAP).

Basis of Presentation

The Foundation is required to report information regarding its financial position and activities according to two classes of net assets:

Net assets without donor restrictions - net assets that are not subject to donor-imposed stipulations as to the use or purpose.

Net assets with donor restrictions - net assets subject to donor-imposed stipulations that will be met either by actions of the Foundation or by the passage of time. When the restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Use of Estimates

Management uses estimates and assumptions in preparing financial statements that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note A - Nature of Activities and Significant Accounting Policies - Continued

Fair Value Measurements

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value. 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. The fair value hierarchy ranks the quality and reliability of the information used to determine fair values. The fair value hierarchy is categorized into three levels based on the inputs as follows:

Level 1 - Values are unadjusted quoted prices for identical assets and liabilities in active markets accessible at the measurement date.

Level 2 - Inputs include quoted prices for similar assets or liabilities in active markets, quoted prices from those willing to trade in markets that are not active, or other inputs that are observable or can be corroborated by market data for the term of the instrument. Such inputs include market interest rates and volatilities, spreads, and yield curves.

Level 3 - Certain inputs are unobservable (supported by little or no market activity) and significant to the fair value measurement. Unobservable inputs reflect the organization's best estimate of what hypothetical market participants would use to determine a transaction price for the asset or liability at the reporting date.

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

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

Money market and mutual funds - Valued at the net asset value (NAV) of shares held by the Foundation at fiscal year-end.

Natural resources - Valued at NAV which management believes approximates fair value.

Stocks - Valued at the closing price of shares at fiscal year-end reported on the active market on which the individual securities are traded.

Pledges receivable - Valued at carrying amounts of the pledges net of discount to present value.

Annuities payable - The carrying amounts reported in the statements of financial position for all annuities payable approximate those liabilities' fair values.

Land held for investment - Valued at the appraised value upon donation which management believes approximates fair value.

Cash and Cash Equivalents

The Foundation considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note A - Nature of Activities and Significant Accounting Policies - Continued

Investments

The Foundation carries investments in marketable equity securities with readily determinable fair values and all investments in debt securities at their fair values in the statements of financial position. The majority of investments are pooled for the purpose of maximizing income. Income consists of investment income (interest and dividends) as well as realized and unrealized gains and/or losses. Revenue and gains are allocated based on the principal of individual accounts. These investments are maintained by a registered dealer and are managed by an investment manager.

Bad Debt Expense

The Foundation uses the direct write-off method to record bad debts. The results of using this method are not considered to be materially different from the allowance method as required under GAAP.

Property and Equipment

Purchased equipment is recorded at historical cost. Depreciation of equipment is calculated on the straight-line basis based on estimated useful lives of five years.

Annuities Payable and Split Interest Agreements

The Foundation has entered into several Charitable Gift Annuity Agreements whereby the donor contributes assets in exchange for distributions based on the value of trust assets for a specified period of time. Management estimates the amounts for future payments to donor-designated beneficiaries. On an annual basis, the Foundation revalues the liability based on applicable mortality tables and varying discount rates, currently at approximately 6%.

Income Tax Status

The Foundation is a not-for-profit corporation that is exempt from federal income tax under Section 501 (c)(3) of the Internal Revenue Code, except for income from unrelated investments in a limited partnership and state franchise tax. It has conducted no unrelated business activities subject to federal income tax.

The Foundation has adopted Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740, *Accounting for Uncertainty in Income Taxes*. The benefit of a tax position is recognized in the financial statements in the period ending during which, based on all available evidence, management believes it is more likely than not the positions will be sustained upon examination, including the resolution of appeals or litigation processes, if any. Tax positions that meet the more-likely-than-not recognition threshold are measured as the largest amount of tax benefit that is more than 50 percent likely of being realized upon settlement with the applicable taxing authority. As of June 30, 2022 and 2021, the Foundation has not recognized liabilities for uncertain tax positions or associated interest or penalties.

The tax returns for the years ending June 30, 2019, and after are open to examination by federal, local, and state authorities.

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note A - Nature of Activities and Significant Accounting Policies - Continued

Functional Expenses

The expense information contained in the statements of activities and functional expenses is presented on a functional basis. Accordingly, certain costs have been allocated between functional categories based on management's estimates. The expenses that are allocated have been allocated based on time and effort.

Subsequent Events

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

Note B - Investments

The cost and fair value of investments in marketable securities are as follows:

| | June 30, 2022 | | June 30, 2021 | |
|-------------------|---------------|---------------|---------------|---------------|
| | Cost | Fair Value | Cost | Fair Value |
| Money market | \$ - | \$ - | \$ 768,999 | \$ 768,999 |
| Natural resources | 1,136,310 | 1,818,757 | 984,770 | 1,422,967 |
| Mutual funds | 89,624,276 | 100,170,191 | 83,773,805 | 116,733,704 |
| Real estate | - | - | 77,140 | 77,140 |
| | \$ 90,760,586 | \$101,988,948 | \$ 85,604,714 | \$119,002,810 |

Note C - Fair Values

The following tables set forth, by level within the fair value hierarchy, the Foundation's financial assets and liabilities:

| June 30, 2022 | Level 1 | Level 2 | Level 3 | Total |
|--------------------|----------------|---------|--------------|---------------|
| Money market | \$ - | \$ - | \$ - | \$ - |
| Natural resources | - | - | 1,818,757 | 1,818,757 |
| Mutual funds | 100,170,191 | - | - | 100,170,191 |
| Pledges receivable | - | - | 2,849,068 | 2,849,068 |
| Real estate | - | - | - | - |
| Annuities payable | - | - | (204,105) | (204,105) |
| | \$ 100,170,191 | \$ - | \$ 4,463,720 | \$104,633,911 |

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note C - Fair Values - Continued

| <u>June 30, 2021</u> | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|----------------------|-----------------------|----------------|---------------------|----------------------|
| Money market | \$ 768,999 | \$ - | \$ - | \$ 768,999 |
| Natural resources | - | - | 1,422,967 | 1,422,967 |
| Mutual funds | 116,733,704 | - | - | 116,733,704 |
| Pledges receivable | - | - | 1,306,509 | 1,306,509 |
| Real estate | - | - | 77,140 | 77,140 |
| Annuities payable | - | - | (254,208) | (254,208) |
| | <u>\$ 117,502,703</u> | <u>\$ -</u> | <u>\$ 2,552,408</u> | <u>\$120,055,111</u> |

The table below sets forth a summary of changes in fair value of the Foundation's Level 3 assets for the year ended June 30, 2022:

| | <u>Natural Resources</u> | <u>Pledges Receivable</u> | <u>Annuities Payable</u> |
|-------------------------------|------------------------------|-------------------------------|------------------------------|
| Beginning balance | \$ 1,422,967 | \$ 1,306,509 | \$ (254,208) |
| Pledges and annuities | - | 3,298,114 | - |
| Payments/distributions | (23,943) | (1,486,444) | 26,240 |
| Collections/proceeds | 115,483 | - | (12,856) |
| Net gain/(loss) on investment | 304,250 | - | - |
| Change in discount | - | (269,111) | - |
| Change in split interests | - | - | 36,719 |
| Ending balance | <u>\$ 1,818,757</u> | <u>\$ 2,849,068</u> | <u>\$ (204,105)</u> |

The table below sets forth a summary of changes in fair value of the Foundation's Level 3 assets for the year ended June 30, 2021:

| | <u>Natural Resources</u> | <u>Pledges Receivable</u> | <u>Annuities Payable</u> |
|-------------------------------|------------------------------|-------------------------------|------------------------------|
| Beginning balance | \$ 1,012,930 | \$ 1,916,321 | \$ (220,077) |
| Pledges and annuities | - | 1,486,454 | - |
| Payments/distributions | - | (2,191,222) | 27,315 |
| Collections/proceeds | 120,107 | - | (45,833) |
| Net gain/(loss) on investment | 289,930 | - | - |
| Change in discount | - | 94,956 | - |
| Change in split interests | - | - | (15,613) |
| Ending balance | <u>\$ 1,422,967</u> | <u>\$ 1,306,509</u> | <u>\$ (254,208)</u> |

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note D - Pledges and Contributions

Unconditional Contributions

The Foundation recognizes promises to give (pledges) in the financial statements when there is sufficient evidence, in the form of verifiable documentation, that the promise was made. Unconditional promises to give that are expected to be collected beyond one year from the date of the financial statements are recorded at discounted cash flow. Conditional promises (such as matching grants) to give are not included as support until the conditions are substantially met.

Contributed real estate is recorded at fair value at the date of donation. Real estate is reported at its original fair value until sold. The Foundation records contributed property and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. If a donor stipulates how long the assets must be used, the contributions are recorded as support with donor restrictions for time and purpose.

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods, or are restricted by the donor for specific purposes, are reported as support with donor restrictions for time and purpose or in perpetuity that increases those net asset classes. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions for time and purpose are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Pledges receivable represent unconditional promises to give by donors and are recorded at their estimated fair value. Pledges received are distinguished for each net asset category in accordance with donor-imposed restrictions. Amounts due after June 30, 2022, are recorded at the present value of the estimated future cash flows, using a discount rate of 5%. The discount will be recognized as pledge income in the fiscal years ending June 30, 2022, through June 30, 2029, as the discount is amortized over the duration of the pledges.

Pledges receivable, net of discount to present value, consist of the following at:

| | <u>June 30, 2022</u> | <u>June 30, 2021</u> |
|--------------------------------|----------------------|----------------------|
| Expected to be collected in: | | |
| Less than one | \$ 747,347 | \$ 564,227 |
| One to five years | 1,600,767 | 814,817 |
| Over five years | 950,000 | 107,400 |
| Pledges receivable, gross | 3,298,114 | 1,486,444 |
| Less discount to present value | <u>(449,046)</u> | <u>(179,935)</u> |
| Contributions receivable, net | <u>\$ 2,849,068</u> | <u>\$ 1,306,509</u> |

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note D - Pledges and Contributions - Continued

Pledges receivable at June 30, 2022 and 2021, included three and two individual pledges totaling \$2,200,000 (approximately 65% of the total receivable) and \$550,000 (approximately 37% of the total receivable), respectively, due in the years ending June 30, 2022, through June 30, 2029.

Conditional and Revocable Income (Unaudited)

In accordance with GAAP, the Foundation has not recorded revocable contributions or conditional contributions for which the specified conditions have not been substantially met. The Foundation has been named as a beneficiary in various individuals' wills and life insurance policies. As of June 30, 2022, the amount of the conditional income for which the Foundation has been made aware is \$53,064,868 face value and \$39,889,750 discounted value.

Note E - Support to Texas State University

The Foundation's spending policy is to annually appropriate a percentage of each endowment fund for distribution based on a rate determined annually by the audit committee to support the scholarships, projects, and activities of each endowment. During the years ended June 30, 2022 and 2021, the Foundation distributed \$3,816,704 and \$3,820,827 to the University, respectively.

Notes F - Support from Texas State University

The Foundation entered into an agreement with the University to use its administration and employees to provide reasonable and necessary support to the Foundation. The Foundation is staffed by individuals who are employees of the University, and the Foundation reimburses the University for the Foundation's portion of their salaries and benefits, as well as other expenses incurred by the University and directly related to the Foundation. These services are recognized at their fair value. Accounts payable and accrued expenses at June 30, 2022 and 2021, consists of reimbursement due to the University for salaries, benefits, and other reimbursable costs in the amounts of \$129,846 and \$142,183, respectively.

In addition, the University provides the Foundation with office space, telephone service, utilities, and the use of other equipment and facilities at no charge to the Foundation. No amounts have been reflected in the financial statements for the donated facilities as management believes the value is immaterial.

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note G - Concentration of Credit Risk

Financial instruments, which potentially subject the Foundation to a concentration of credit risk, consist principally of cash in financial institutions. The Foundation maintains its cash in bank deposit and brokerage firm accounts which may at times exceed federally insured limits. Commercial bank accounts are guaranteed by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 for each deposit insurance ownership category. At June 30, 2022, the Foundation maintained cash balances of \$559,830 in excess of the \$250,000 amount covered by FDIC Insurance. Balances on deposit in the brokerage firm accounts are insured up to \$500,000 by the Securities Investor Protection Corporation (SIPC), and additional insurance protection for securities is maintained by the brokerage firm. At June 30, 2022, the Foundation maintained no cash balances in excess of the \$500,000 amount covered by SIPC Insurance.

Note H - Endowments

General Information

The Foundation maintains various endowment funds established for a variety of purposes. These endowments include both donor-restricted endowment contributions and funds designated by the Board of Trustees to function as endowments. The donor-restricted endowment funds fall under the provisions of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA), which was adopted by the State of Texas, with an effective date of September 1, 2007. This policy defines the Foundation's interpretation of the provisions of this law as they relate to the prudent management of its endowment fund.

Background

In July 2006, the Uniform Law Commission (ULC) approved UPMIFA as a modernized version of the Uniform Management of Institutional Funds Act of 1972 (UMIFA) which governed the investment and management of donor-restricted endowment funds by not-for-profit organizations. UPMIFA prescribes guidelines for expenditure of a donor-restricted endowment fund when there are no explicit donor stipulations. These guidelines require the Foundation to determine what constitutes prudent spending based upon consideration of the donor's intent that the endowment fund continues permanently, the purpose of the fund, and relevant economic factors. UPMIFA emphasizes the perpetuation of the purchasing power of the fund, not just the original dollars contributed to the fund. Although the Act does not require that a specified amount be set aside as principal, it does assume that an organization will preserve "principal" by maintaining the purchasing power of amounts contributed, and will spend "income" by making distributions using a reasonable spending rate.

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note H - Endowments - Continued

Endowment "Principal" Interpretation

The Foundation has interpreted UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies the original value of gifts donated to the permanent endowment (the Principal) as net assets with donor restrictions in perpetuity. The remaining portion of the donor-restricted endowment fund that is not classified as net assets with donor restrictions in perpetuity is classified as net assets with donor restrictions for time and purpose until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA.

Endowment Investment Objectives

Endowment investments are managed by professional money managers under the direction of the Investment Committee of the Board of Trustees of the Foundation. Funds are invested in a manner that seeks to produce results that meet or exceed the performance of generally recognized market indices, while assuming a moderate level of investment risk.

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

Endowment "Income" Appropriation (Spending Policy)

The Foundation's spending policy is to annually appropriate a percentage of each endowment fund for distribution based on a rate determined annually by the audit committee. The percentage was 4% for fiscal years ended June 30, 2022 and 2021. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long term, the Foundation expects the spending policy to allow its endowment to grow at an average of 4% annually. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term, as well as provide additional real growth through new gifts and investment return.

In accordance with UPMIFA, in all its endowment spending activity, the Foundation considers the following factors in making a determination to appropriate (spend) or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund
2. The purposes of the Foundation and the donor-restricted endowment fund
3. General economic and investment market conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the Foundation, and
7. The investment policies of the Foundation

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note H - Endowments - Continued

Changes in Endowment Net Assets

| <u>For the year ended June 30, 2022:</u> | <u>Time and Purpose</u> | <u>Restricted in Perpetuity</u> | <u>Total</u> |
|--|-----------------------------|-------------------------------------|----------------------|
| Endowment net assets, beginning of year | \$ 46,477,332 | \$ 72,097,891 | \$118,575,223 |
| Investment return | (15,014,440) | - | (15,014,440) |
| Changes in split interests | - | 36,719 | 36,719 |
| Rent and royalties | 21,570 | 118,020 | 139,590 |
| Contributions | 450,310 | 4,793,450 | 5,243,760 |
| Appropriation of endowment assets for expenditure | <u>(5,562,656)</u> | <u>18,983</u> | <u>(5,543,673)</u> |
| Endowment net assets, end of year | <u>\$ 26,372,116</u> | <u>\$ 77,065,063</u> | <u>\$103,437,179</u> |
| | | | |
| <u>For the year ended June 30, 2021:</u> | <u>Time and Purpose</u> | <u>Restricted in Perpetuity</u> | <u>Total</u> |
| Endowment net assets, beginning of year | \$ 24,143,257 | \$ 70,838,155 | \$ 94,981,412 |
| Investment return | 26,710,872 | - | 26,710,872 |
| Changes in split interests | - | (15,613) | (15,613) |
| Rent and royalties | 90 | 114,383 | 114,473 |
| Contributions | 916,486 | 1,179,484 | 2,095,970 |
| Appropriation of endowment assets for expenditure | <u>(5,293,373)</u> | <u>(18,518)</u> | <u>(5,311,891)</u> |
| Endowment net assets, end of year | <u>\$ 46,477,332</u> | <u>\$ 72,097,891</u> | <u>\$118,575,223</u> |

Note I - Board Designated Net Assets

The Foundation's Board of Trustees established an operating reserve which designates a reserve of funds for development communications expenses, as well as for the Planned Giving Program and management and general operations' travel and event expenses. The amount of the reserve is determined and approved by the Board during approval of the annual budget. The designated reserve balance as of June 30, 2022 and 2021, was \$286,112 and \$343,071, respectively.

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note J - Related Party Transactions

The Foundation received contributions totaling \$26,500 and \$23,850 from Board members of the Foundation during the years ended June 30, 2022 and 2021, respectively. As of June 30, 2022 and 2021, pledges receivable included amounts due from Board members totaling \$82,000 and \$66,000 respectively.

Note K - Available Resources and Liquidity

The following represents the Foundation's financial assets at June 30:

| | 2022 | 2021 |
|--|--------------|--------------|
| Financial assets at year-end | | |
| Cash and cash equivalents | \$ 292,278 | \$ - |
| Pledge receivables, net | 2,849,068 | 1,306,509 |
| Investments | 101,988,948 | 119,002,810 |
| Less amounts not available to be used within one year | | |
| Investments held for corpus of endowments | (73,699,762) | (70,249,543) |
| Investments for endowment earnings | (16,529,176) | (39,042,526) |
| Investments for quasi-endowments | (4,947,298) | (5,631,188) |
| Investments for non-endowed funds | (1,080,471) | (1,101,873) |
| Investments held for annuities | (235,208) | (361,369) |
| Contribution receivable - for restricted gifts | (2,936,592) | (1,306,509) |
| Board designated reserves | (286,112) | (343,071) |
| Financial assets available to meet general expenditures over the next year | \$ 5,415,675 | \$ 2,273,240 |

The Foundation receives significant contributions to establish endowments that will exist in perpetuity; the income generated from such endowments is used to fund programs in accordance with the associated purpose restrictions. It also receives non-endowed gifts with donor restrictions to be used in accordance with the associated purpose restrictions. In addition, the Foundation receives a limited amount of support without donor restrictions. Annual program needs are funded by investment income, donor restricted funds used in accordance with the associated purpose restrictions, and appropriated earnings from gifts with donor restrictions.

TEXAS STATE UNIVERSITY DEVELOPMENT FOUNDATION

Notes to Financial Statements
For the Years Ended June 30, 2022 and 2021

Note K - Available Resources and Liquidity - Continued

The Foundation considers investment income without donor restrictions, appropriated earnings from donor-restricted endowments, contributions without donor restrictions, and contributions with donor restrictions for use in current programs which are ongoing, major, and central to its annual operations to be available to meet cash needs for general expenditures. General expenditures include administrative and general expenses, fundraising expenses, scholarship commitments, and academic program commitments expected to be paid in the subsequent year. Annual operations are defined as activities occurring during the Foundation's fiscal year.

The Foundation manages its cash available to meet general expenditures following three guiding principles:

- Operating within a prudent range of financial soundness and stability,
- Maintaining adequate liquid assets, and
- Maintaining sufficient reserves to provide reasonable assurance that long term scholarship and academic program commitments and obligations under endowments with donor restrictions that support mission fulfillment will continue to be met, ensuring the sustainability of the Foundation.

The Foundation's Audit/Finance and Investment Committees meet annually to review and approve the Foundation's spending policy as well as scholarship and academic program expenditures for the subsequent year. Annual distributions to the University from the Foundation for scholarships and academic programs are currently calculated at a rate of 4% applied to the trailing three-year fair market value of the endowments computed on an annual basis at the end of the fiscal year.

The Foundation strives to maintain financial assets available to meet general expenditures at a level that represents 100% of annual expenses for administrative, general, and fundraising expenses plus an amount that represents the next expected payment for annual scholarship and academic program commitments approved by the Audit/Finance and Investment Committees, which typically represents approximately 50% of the expected annual cash needs.