

**Northwestern Oklahoma State  
University Foundation, Inc.  
And Alumni Association**

**Financial Statements  
with Independent Auditors' Reports**

**June 30, 2020 and 2019**



**HINKLE &  
COMPANY** PC  
*Strategic  
Business Advisors*

**Northwestern Oklahoma State University Foundation, Inc.  
And Alumni Association  
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June 30, 2020 and 2019**

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## **Independent Auditors' Report on Financial Statements**

Board of Trustees  
Northwestern Oklahoma State University  
Foundation, Inc. and Alumni Association  
Alva, Oklahoma

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Northwestern Oklahoma State University Foundation, Inc. and Alumni Association (the Foundation), which comprise the statements of financial position as of June 30, 2020 and 2019 and the related statement of activities, functional expenses and cash flows for the years then ended and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

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

### **Auditors' Responsibility**

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of 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 reasonable basis for our audit opinion.

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Board of Trustees  
Northwestern Oklahoma State  
University Foundation, Inc. and Alumni Association  
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**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Northwestern Oklahoma State University Foundation, Inc. and Alumni Association as of June 30, 2020 and 2019 and the results of operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Hill & Company, PC*

Tulsa, Oklahoma  
September 4, 2020



**Northwestern Oklahoma State University Foundation, Inc.  
And Alumni Association  
Statements of Financial Position  
June 30, 2020 and 2019**

<b><u>ASSETS</u></b>	<b><u>2020</u></b>	<b><u>2019</u></b>
<b>Assets</b>		
Cash and cash equivalents	\$ 672,262	\$ 793,229
Investments	25,485,583	26,111,395
Prepaid expenses	26,721	4,522
Capital assets, net	164,385	178,364
Art collections	21,389	21,389
Land & mineral rights	2,851,124	2,853,624
Cash value, life insurance	508,363	589,204
	<hr/>	<hr/>
<b>Total Assets</b>	<b>\$ 29,729,827</b>	<b>\$ 30,551,727</b>
	<hr/> <hr/>	<hr/> <hr/>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 19,984	\$ 17,259
	<hr/>	<hr/>
<b>Total Liabilities</b>	<b>19,984</b>	<b>17,259</b>
	<hr/>	<hr/>
<b>Net Assets</b>		
Without donor restrictions		
Board-designated endowment	-	2,055,718
Undesignated	20,177	230,683
With donor restrictions	29,689,666	28,248,067
	<hr/>	<hr/>
<b>Total Net Assets</b>	<b>29,709,843</b>	<b>30,534,468</b>
	<hr/>	<hr/>
<b>Total Liabilities and Net Assets</b>	<b>\$ 29,729,827</b>	<b>\$ 30,551,727</b>
	<hr/> <hr/>	<hr/> <hr/>

**Northwestern Oklahoma State University Foundation, Inc.  
And Alumni Association  
Statement of Activities  
Year Ended June 30, 2020**

	<b>2020</b>		
	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b>Revenues, Gains, and Other Support</b>			
Contributions	\$ 551,954	\$ 1,511,563	\$ 2,063,517
Custodial revenue	531,677	-	531,677
Other income	19,372	-	19,372
Rent income	78,241	-	78,241
Investment income and net appreciation	(148,061)	-	(148,061)
Total Revenues, Gains, and Other Support	<u>1,033,183</u>	<u>1,511,563</u>	<u>2,544,746</u>
<b>Expenses</b>			
Program services			
Scholarships, awards, and programs	965,889	-	965,889
NWOSU facilities & support	1,663,442	-	1,663,442
Supporting services			
Management and general	740,040	-	740,040
Total Expenses	<u>3,369,371</u>	<u>-</u>	<u>3,369,371</u>
<b>Change in Net Assets Before Transfers</b>	(2,336,188)	1,511,563	(824,625)
<b>Transfers</b>	69,964	(69,964)	-
<b>Change in Net Assets</b>	(2,266,224)	1,441,599	(824,625)
<b>Net Assets, Beginning of Year</b>	<u>2,286,401</u>	<u>28,248,067</u>	<u>30,534,468</u>
<b>Net Assets, End of Year</b>	<u>\$ 20,177</u>	<u>\$ 29,689,666</u>	<u>\$ 29,709,843</u>

**Northwestern Oklahoma State University Foundation, Inc.  
And Alumni Association  
Statement of Activities  
Year Ended June 30, 2019**

	<b>2019</b>		
	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b>Revenues, Gains, and Other Support</b>			
Contributions	\$ 521,969	\$ 1,017,235	\$ 1,539,204
Custodial revenue	761,260	-	761,260
Other income	29,606	-	29,606
Rent income	134,878	-	134,878
Investment income and net appreciation	1,148,531	-	1,148,531
Total Revenues, Gains, and Other Support	<u>2,596,244</u>	<u>1,017,235</u>	<u>3,613,479</u>
<b>Expenses</b>			
Program services			
Scholarships, awards, and programs	894,496	-	894,496
NWOSU Facilities & Support	1,847,390	-	1,847,390
Supporting services			
Management and general	774,529	-	774,529
Total Expenses	<u>3,516,415</u>	<u>-</u>	<u>3,516,415</u>
<b>Change in Net Assets before Transfers</b>	(920,171)	1,017,235	97,064
<b>Transfers</b>	<u>200</u>	<u>(200)</u>	<u>-</u>
<b>Change in Net Assets</b>	(919,971)	1,017,035	97,064
<b>Net Assets, Beginning of Year</b>	<u>3,206,372</u>	<u>27,231,032</u>	<u>30,437,404</u>
<b>Net Assets, End of Year</b>	<u>\$ 2,286,401</u>	<u>\$ 28,248,067</u>	<u>\$ 30,534,468</u>

**Northwestern Oklahoma State University Foundation, Inc.  
And Alumni Association  
Statement of Functional Expenses  
Year Ended June 30, 2020**

	2020			Total
	Program Services		Support Services	
	Scholarships, Awards & Programs	NWOSU Facilities & Support	Management & General	
Scholarships	\$ 965,889	\$ -	\$ -	\$ 965,889
Awards and banquet	-	10,677	-	10,677
Institutional development	-	4,108	-	4,108
Salaries	-	546,495	331,459	877,954
University operations	-	1,020,398	-	1,020,398
Employee benefits	-	-	237,518	237,518
Outside services	-	-	14,186	14,186
Travel	-	-	13,573	13,573
Supplies	-	-	3,799	3,799
Printing	-	-	5,510	5,510
Postage	-	-	7,304	7,304
Repairs and maintenance	-	-	19,657	19,657
Alumni expenses	-	-	11,423	11,423
Land expenses	-	-	30,759	30,759
Other expenses	-	81,764	17,834	99,598
Advertising	-	-	24,232	24,232
Depreciation	-	-	22,786	22,786
<b>Total Expenses</b>	<b>\$ 965,889</b>	<b>\$ 1,663,442</b>	<b>\$ 740,040</b>	<b>\$ 3,369,371</b>



**Northwestern Oklahoma State University Foundation, Inc.  
And Alumni Association  
Statement of Functional Expenses  
Year Ended June 30, 2019**

	2019			Total
	Program Services		Support Services	
	Scholarships, Awards & Programs	NWOSU Facilities & Support	Management & General	
Scholarships	\$ 894,496	\$ -	\$ -	\$ 894,496
Awards and banquet	-	17,492	-	17,492
Institutional development	-	687	-	687
Salaries	-	525,248	318,910	844,158
University operations	-	1,206,919	-	1,206,919
Employee benefits	-	-	147,554	147,554
Outside services	-	-	16,350	16,350
Travel	-	-	15,111	15,111
Supplies	-	-	5,667	5,667
Printing	-	-	1,092	1,092
Postage	-	-	9,248	9,248
Repairs and maintenance	-	-	95,143	95,143
Alumni expenses	-	-	31,494	31,494
Land expenses	-	-	25,667	25,667
Other expenses	-	97,044	24,705	121,749
Advertising	-	-	27,494	27,494
Depreciation	-	-	56,094	56,094
<b>Total Expenses</b>	<b>\$ 894,496</b>	<b>\$ 1,847,390</b>	<b>\$ 774,529</b>	<b>\$ 3,516,415</b>

**Northwestern Oklahoma State University Foundation, Inc.  
And Alumni Association  
Statements of Cash Flows  
Years Ended June 30, 2020 and 2019**

	<u>2020</u>	<u>2019</u>
<b>Cash Flows from Operating Activities</b>		
Change in net assets	\$ (824,625)	\$ 97,064
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	22,786	56,094
Net appreciation on investments	1,159,104	(537,382)
Appreciation in cash surrender value of life insurance	80,841	96,195
Contributions restricted for endowment	(1,511,562)	(1,017,235)
Non-cash land contributions	2,500	(5,000)
Changes in:		
Prepaid insurance	(22,199)	575
Accounts payable and accrued expenses	2,725	(46,894)
Net Cash Used In Operating Activities	<u>(1,090,430)</u>	<u>(1,356,583)</u>
<b>Cash Flows from Investing Activities</b>		
Purchase of property	(8,807)	-
Purchase of investments	(12,457,348)	(11,336,221)
Proceeds from sales and maturities of investments	11,924,056	12,301,514
Net Cash Provided by (Used In) Investing Activities	<u>(542,099)</u>	<u>965,293</u>
<b>Cash Flows from Financing Activities</b>		
Contributions restricted from endowment	1,511,562	1,017,235
Net Cash Provided by Financing Activities	<u>1,511,562</u>	<u>1,017,235</u>
<b>Net Change in Cash and Cash Equivalents</b>	(120,967)	625,945
<b>Cash and Cash Equivalents at Beginning of Year</b>	<u>793,229</u>	<u>167,284</u>
<b>Cash and Cash Equivalents at End of Year</b>	<u>\$ 672,262</u>	<u>\$ 793,229</u>

**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association  
Notes to Financial Statements  
June 30, 2020 and 2019**

**Note 1: Summary of Significant Accounting Policies**

**Organization**

Northwestern Oklahoma State University Foundation, Inc. (the "Foundation") is organized for the benefit of Northwestern Oklahoma State University (the "University"), Alva, Oklahoma, its faculty, its student body and its programs. The Foundation provides scholarships and support and enhances the further development of the University. The Foundation receives contributions from the public which are generally to be used for the benefit of the University. The Foundation also receives certain program service revenues which support the various departmental activities at the University.

Although the University does not control the timing or amount of receipts from the Foundation, the majority of the Foundation's resources and related income are restricted by donors for the benefit of the University. Because these restricted resources held by the Foundation can only be used by, or for the benefit of, the University, the Foundation is considered a component unit of the University and is discretely presented in the University's financial statements.

The Alumni Association is an unincorporated association formed for the benefit of the Alumni of Northwestern Oklahoma State University as a whole. Its specific purpose is to provide the alumni with information about the University related organizations and activities. In September 1986, the Foundation and the Alumni Association adopted an operating agreement for the mutual benefit. Its purpose was to avoid repetition of projects and to pool the resources of the two organizations. The two organizations remained separate entities, each governed by its own Board of Trustees. The president of the Alumni Association is appointed as a trustee of the Foundation. Accounting for funds and fund transactions are maintained by the Foundation. The Foundation provides financial support as needed for the Alumni Association. Both organizations are referred herein as "the Foundation".

**Accounting Standards Codification**

The Foundation follows the Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC"). The ASC provides the single source of authoritative accounting principles generally accepted in the United States of America ("U.S. GAAP") for nongovernmental entities and supersedes all other previously issued non-SEC accounting and reporting guidance.

**Basis of Presentation**

The Foundation's financial statements have been prepared on the accrual basis of accounting in accordance with U.S. GAAP and accordingly reflect all significant receivables, payables and other assets and liabilities. To ensure the observance of limitations and restrictions placed on the use of available resources, the Foundation maintains its accounts in accordance with the principles and practices of fund accounting. Fund accounting is the process by which resources for various purposes are classified for accounting purposes into funds that are maintained in accordance with the activities or objectives of the Foundation.

**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association  
Notes to Financial Statements  
June 30, 2020 and 2019**

**Note 1: Summary of Significant Accounting Policies (Continued)**

**Net Asset Classifications**

The Uniform Prudent Management of Institutional Funds Act of 2006 (“UPMIFA”) was enacted in the state of Oklahoma effective November 1, 2007 (“OK UPMIFA”). The Foundation’s Board of Trustees’ (the “Trustees”) interpretation of OK UPMIFA and other required endowment disclosures are included in Note 6.

Net assets, revenues and gains and losses are classified based on the existence or absence of donor-imposed restrictions. The Foundation is required to report information regarding its financial position and activities according to three classes of net assets as follows:

Net Assets Without Donor Restrictions - Net assets that are not subject to donor-imposed restrictions.

Board Designated Net Assets - Net assets without donor restrictions subject to self-imposed limits by action of the governing board. Board designated net assets may be earmarked for future programs, investment, contingencies, purchase or construction of fixed assets, or other uses.

Net assets with Donor Imposed Restrictions - Net assets subject to donor-imposed stipulations that can be met either by actions of the Organization or the passage of time. Contributions with donor-imposed restrictions that are met in the same period as the contribution are accounted for as unrestricted contributions.

**Contributions**

Contributions, including unconditional promises to give, are recognized as revenues in the period received by the Foundation. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. Transfers of assets under conditional promises, which are received by the Foundation prior to fulfilling these conditions, are recorded as a liability (i.e. unearned revenue) until the conditions are substantially met. Contributions of assets other than cash are recorded at the estimated fair value on the gift date. Contributions to be received after one year are recorded at the present value of their estimated future cash flows using a discount rate which will commensurate with the risks involved. Amortization of the discount is recorded as additional contribution revenue in the same net asset class and fund as the original contribution. An allowance is made for uncollectable contributions based upon management’s judgement and analysis of the creditworthiness of the donors, past collection experience and other relevant factors.

**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association  
Notes to Financial Statements  
June 30, 2020 and 2019**

**Note 1: Summary of Significant Accounting Policies (Continued)**

**Contributions** (Continued)

Contributions are reported as increases in the appropriate net asset category. Expenses are reported as decreases in net assets without donor restrictions. Restrictions on gifts to acquire long-lived assets are considered met in the period in which the assets are acquired or placed in service. Gifts of property and equipment are recorded as net assets without restrictions unless explicit donor stipulations specify how the assets must be used or how long the assets must be held, in which case the gift is recorded as restricted support. Expirations of restrictions (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions.

Contributed services are recognized when (1) they create or enhance a nonfinancial asset and/or (2) required specialized skills, are provided by individuals possessing those skills and would typically need to be purchased had they not been provided by contributions. Many individuals volunteer their time and perform a variety of tasks that assist the Foundation, but these services do not meet the criteria for recognition as contributed services. The Foundation received no significant contributed services meeting the specified criteria in 2020 or 2019.

**Land and Mineral Rights**

Land and mineral rights consists primarily of oil & gas property and farm property donated to the Foundation. Management has made attempts to revalue portions of the real property assets at subsequent dates. The Foundation's management is of the opinion that revaluation of all the real property would not have a significant impact on the Foundation's statements of financial position or changes in net assets.

**Cash and Cash Equivalents**

The Foundation considers all highly liquid investments with a maturity of three months or less when purchased, excluding cash and cash equivalent funds held in the Foundation's investment portfolio, to be cash equivalents. Uninvested cash held in managed investment accounts is not considered cash or cash equivalents as these funds are not readily available for paying the Foundation expenses.

**Investments**

Investments consist of cash and cash equivalent funds, certificates of deposit, mutual funds, common and preferred stock, structured investments in unsecured notes, an annuity contract, and investments in private equity real estate. Investments are stated at fair value as determined by the fund and/or investment manager and realized gains and losses on sales of investments are computed on the first-in, first-out basis or the average cost basis. Interest and dividend income in the statements of activities is reported net of investment management and custodial fees which totaled \$187,681 in 2020 and \$188,326 in 2019.

**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association  
Notes to Financial Statements  
June 30, 2020 and 2019**

**Note 1: Summary of Significant Accounting Policies (Continued)**

**Investment Revenue**

Income and gains on investments are reported as increases in net assets with donor restrictions if the terms of the gift that gave rise to the investment require such amounts be added to the permanent endowment. Income and gains are reported as increases in net assets with donor restrictions if the terms of the gift, or applicable law imposed restrictions, have stipulations on the use of the income and as increases in net assets without donor restrictions in all other cases. Generally, losses on investments of endowments reduce restricted net assets to the extent donor-imposed restrictions on the net appreciation of investments have not been met before the loss occurs. Any remaining losses reduce net assets without donor restrictions. Subsequent investment gains are applied first, to net assets without donor restrictions to the extent that losses have previously been recognized, and then to restricted net assets.

**Fair Value Option**

For certain assets and liabilities, the Foundation has elected the fair value option provided by ASC Topic 825 Financial Instruments (ASC 825), which allows entities to measure eligible financial instruments at fair value. Unrealized gains and losses on items for which the fair value option has been elected are reported within the change in net assets. The decision to elect the fair value option is determined on an instrument-by-instrument basis, must be applied to an entire instrument and is irrevocable once elected. The Foundation has elected to apply the fair value option to its investments in real estate and mineral interest in order to present the most relevant values on these investments.

**Marketable Securities**

Marketable securities are stated at fair value. Fair values are generally determined based upon quoted market prices. Realized gains and losses on sales of marketable securities are computed on the first-in, first-out basis.

The Foundation utilizes various investment instruments. Marketable securities, in general, are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of marketable securities will occur in the near term and that such changes could materially affect the amounts reported in the statements of financial position. Significant fluctuations in fair values could occur from year to year and the amounts the Foundation will ultimately realize could differ materially.

**Income Taxes**

The Foundation is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and is classified by the Internal Revenue Service as other than a private foundation. Generally, all revenue earned outside the purpose for which the Foundation is created is taxable as earned income.

**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association  
Notes to Financial Statements  
June 30, 2020 and 2019**

**Note 1: Summary of Significant Accounting Policies (Continued)**

**Property and Equipment**

It is the Foundation's policy to capitalize property and equipment additions with a cost basis, or fair value on the gift date if donated, which exceed \$1,000. Property and equipment is depreciated using the straight-line methods as follows:

Automobiles	5 years
Office equipment	6 years
Furniture & equipment	10 years
Buildings	25 years

**Allocated Expenses**

Expenses by function have been allocated among program and supporting services classifications on the basis of time records and on estimates made by the Foundation's management.

**Fair Value Measurements**

The Foundation follows ASC Topic 820, *Fair Value Measurements*, which provides the framework for measuring fair value. The framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value.

The hierarchy gives highest priority to unadjusted quotes prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

The inputs to the three levels of the fair value hierarchy under Topic 820 are described as follows:

- Level 1: Unadjusted quoted prices for identical assets or liabilities in active markets that the Foundation has the ability to access.
- Level 2: Quoted prices for similar assets or liabilities in active markets; quoted prices for identical assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the asset or liability; and inputs that are derived principally from, or corroborated by, observable market data by correlation to other means. If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.
- Level 3: Unobservable and significant to the fair value measurement.

**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association  
Notes to Financial Statements  
June 30, 2020 and 2019**

**Note 1: Summary of Significant Accounting Policies (Continued)**

**Fair Value Measurements** (Continued)

The Foundation has certain investments which are measured at net asset value per share (“NAV”). If the Foundation has the ability to redeem its investment with the investee at NAV at the measurement date or within ninety days of the measurement date, the fair value of the asset is categorized as a Level 2 fair value measurement. If the Foundation will never have the ability to redeem its investment with the investee at NAV or the Foundation cannot redeem its investment within ninety days of the measurement date, the Foundation categorizes the asset as a Level 3 measurement.

Financial assets and liabilities carried at fair value on a recurring basis include investments and cash value, life insurance. The Foundation had no assets or liabilities carried at fair value on a non-recurring basis at June 30, 2020 nor 2019.

**Accounting for Uncertain Tax Positions**

Management has evaluated the Foundation’s tax positions and concluded that the Foundation has taken no uncertain tax positions that required adjustment to or disclosure in the financial statements to comply with the provisions of this guidance. With few exceptions, the Foundation is no longer subject to income tax examinations by the U.S. federal, state or local tax authorities for years ending on or before June 30, 2013.

**Concentrations of Credit Risk**

The Foundation maintains cash in bank deposit accounts that, at times, may exceed federally insured limits. The Foundation has not experienced any losses in such accounts and believes that it is not exposed to any significant credit risk on cash or cash equivalents.

**Management Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United State of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosed contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Estimates that are particularly susceptible to significant change include the valuation of investments. Investments are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated with these financial instruments, it is reasonably possible that changes in the values of these assets will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position. Significant fluctuations in fair values could occur from year to year and the amounts the Foundation will ultimately realize could differ materially.



**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association**  
**Notes to Financial Statements**  
**June 30, 2020 and 2019**

**Note 1: Summary of Significant Accounting Policies (Continued)**

**Reclassification**

Certain prior year amounts have been reclassified to conform to the current year's presentation. The reclassification had no effect on the previously reported change in net assets.

**Subsequent Events**

Subsequent events have been evaluated through September 4, 2020, which is the date the financial statements were issued.

**Note 2: Cash and Cash Equivalents**

The Foundation maintains several bank accounts. The table below is designed to disclose the level of custody credit risk assumed by the Foundation based upon how its deposits were insured at June 30, 2020 and 2019. FDIC regulations state that time and savings accounts are insured up to \$250,000 per depositor, per insured bank.

*Category 1 - Insured by FDIC or collateralized with securities held by the Foundation or by its agent in its name.*

*Category 2 - Uninsured but collateralized with securities held by the pledging financial institution's trust department or agent in the Foundation's name.*

*Category 3 – Uninsured and uncollateralized.*

<u>Type of Deposits</u>	<u>Total Bank Balances</u>	<u>Custody (Category 1)</u>	<u>Credit Risk (Category 2)</u>	<u>Uninsured (Category 3)</u>
<b>June 30, 2020</b>				
Demand Deposits	\$ 471,809	\$ 317,082	\$ -	\$ 154,727
Money Market Funds	200,453	200,453	-	-
Total Deposits	<u>\$ 672,262</u>	<u>\$ 517,535</u>	<u>\$ -</u>	<u>\$ 154,727</u>
<b>June 30, 2019</b>				
Demand Deposits	\$ 243,783	\$ 243,783	\$ -	\$ -
Money Market Funds	549,446	250,000	-	299,446
Total Deposits	<u>\$ 793,229</u>	<u>\$ 493,783</u>	<u>\$ -</u>	<u>\$ 299,446</u>

**Northwestern Oklahoma State University Foundation, Inc.  
and Alumni Association  
Notes to Financial Statements  
June 30, 2020 and 2019**

**Note 3: Fair Value Measurement**

The methods and assumptions used to estimate the fair value of assets and liabilities in the financial statements, including a description of the methodologies used for the classifications within the fair value hierarchy for financial instruments carried at fair value, are as follows:

*Cash and cash equivalents, accounts receivable, interest receivable:* The assets' carrying amounts approximate fair value due to their short maturities.

*Cash surrender value of life insurance:* The Foundation is the beneficiary of a life insurance policy. The carrying value of the life insurance policy is the cash surrender value on the policies and as such approximates fair value.

*Accounts receivable:* Accounts receivable are carried at cost due to its short maturity (less than one year).

*Investments:* Investments are carried at fair value and are based on quoted market prices, when available, or the best estimate of fair value as determined by the investment and/or fund manager. Generally, quoted market prices are available for cash and cash equivalents funds, common and preferred stocks, exchange traded index and mutual funds, and as such, are classified as Level 1 in the fair value hierarchy. The fair values of certificates of deposit are determined using the income approach. The key inputs include interest rates, maturity dates and yield curves and as such are classified as Level 1 or Level 2, depending on the maturity date. The fair value of the annuity contract is determined using the income approach and is based on the current cash surrender value as determined by the investment manager, and is classified as Level 3. If the fair value of the underlying assets are transparent, have readily determinable fair values, and the Foundation can redeem the investment at NAV within ninety days of the measurement date, the funds are classified as Level 2 and in all other cases are classified as Level 3.

Structured investments in unsecured notes are valued using the market approach or the income approach and are provided to the Foundation by the investment manager. Whenever possible, fair values are determined using the market approach, the key inputs are based on an underlying index, and maturity or by analysis of documented trade history in the exact security and as such, are classified as Level 2. In all other cases, fair values are determined using the income approach and are valued using fundamental analysis of investments based on information provided by fund manager, and are classified as Level 3.

*Accounts payable and accrued liabilities:* The carrying amount of current liabilities approximates fair value due to its short maturity.

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**Note 3: Fair Value Measurement (Continued)**

Assets and liabilities measured at fair value are classified within the fair value hierarchy as follows:

<b>As of June 30, 2020</b>				
<b>Investments</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Uninvested cash	\$ 909,577	\$ -	\$ -	\$ 909,577
Certificates of deposit	-	428,891	-	428,891
Equity securities	10,972,293	-	-	10,972,293
Exchange-traded products	6,100,795	-	-	6,100,795
Corporate and other bonds	-	431,595	-	431,595
Mutual funds	3,617,719	-	-	3,617,719
Alternative investments	-	1,724,733	1,299,980	3,024,713
	<u>\$ 21,600,384</u>	<u>\$ 2,585,219</u>	<u>\$ 1,299,980</u>	<u>\$ 25,485,583</u>

<b>Cash Value, Life Insurance</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Hartford policy	\$ -	\$ 508,363	\$ -	\$ 508,363

<b>As of June 30, 2019</b>				
<b>Investments</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Uninvested cash	\$ 631,063	\$ -	\$ -	\$ 631,063
Certificates of deposit	-	198,614	-	198,614
Equity securities	12,899,869	-	-	12,899,869
Exchange-traded products	5,580,105	-	-	5,580,105
Corporate and other bonds	-	449,804	-	449,804
Mutual funds	5,149,921	-	-	5,149,921
Alternative investments	-	1,202,019	-	1,202,019
	<u>\$ 24,260,958</u>	<u>\$ 1,850,437</u>	<u>\$ -</u>	<u>\$ 26,111,395</u>

<b>Cash Value, Life Insurance</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Hartford policy	\$ -	\$ 589,204	\$ -	\$ 589,204

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**Note 4: Land, Building and Equipment**

Property and equipment consist of the following:

	<u>2020</u>	<u>2019</u>
Buildings	\$ 318,255	\$ 318,255
Furniture and fixtures	20,975	41,050
Automobiles	40,600	59,900
	<u>379,830</u>	<u>419,205</u>
Less accumulated depreciation	<u>(215,445)</u>	<u>(240,841)</u>
	<u>\$ 164,385</u>	<u>\$ 178,364</u>

**Note 5: Related Party Transactions**

Based upon an exchange of service agreement, the College provides the Foundation with the necessary office space at no cost to the Foundation. In exchange, the College received scholarships, funds for capital improvements and other services from the Foundation. The value of such services has been determined by management to be insignificant and is, therefore, not recorded on the financial statements as in-kind contributions.

**Note 6: Endowment Disclosures**

The Foundation's endowment consists of approximately 445 endowment funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the Trustees to function as endowments. As required by U.S. GAAP, net assets associated with endowment funds, including funds designated by the Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

*Interpretation of Relevant Law*

The Trustees of the Foundation have chosen to preserve the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as net assets with donor restrictions (a) the original value of gifts donated to the endowment and (b) the original value of subsequent gifts to the endowment.

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**Note 6: Endowment Disclosures** (Continued)

*Interpretation of Relevant Law* (Continued)

The remaining portion of the donor-restricted endowment fund that is not classified in restricted net assets is classified as restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by OK UPMIFA. In accordance with OK UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund;
- The purposes of the Foundation and the donor-restricted endowment fund;
- General economic conditions;
- The possible effect of inflation and deflation;
- The expected total return from income and the appreciation of investments;
- The investment policies of the Foundation.

*Return Objectives and Risk Parameters*

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by the endowment while seeking to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results which generate a dependable, increasing source of income and appreciation while assuming a moderate level of investment risk. The Foundation expects its endowment funds, over time, to provide an average rate of return of approximately 8% annually. Actual returns in any given year may vary from this amount.

*Strategies for Achieving Objectives*

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

*Spending Policy*

The Foundation has a policy of appropriating for distribution each year the equivalent of up to 5% of its endowment fund's fair value as of the immediately preceding July 1. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long term, the Foundation expects the current spending policy to allow its endowment to grow at an average of 1.32% 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 to provide additional real growth through new gifts and investment return.

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**Note 6: Endowment Disclosures** (Continued)

Endowment net assets composition as of June 30, 2020 are as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Donor-restricted endowment funds	\$ -	\$ 29,689,666	\$ 29,689,666
Board-designated endowment funds	-	-	-
Total endowment funds	<u>\$ -</u>	<u>\$ 29,689,666</u>	<u>\$ 29,689,666</u>

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

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Endowment net assets, beginning of year	\$ 2,055,718	\$ 28,248,067	\$ 30,303,785
Transfers	54,168	(69,964)	\$ (15,796)
Investment return	(147,858)	-	(147,858)
Contributions	1,078,630	1,511,563	2,590,193
Other income	2,704	-	2,704
Rent income	78,241	-	78,241
Appropriation of endowment assets for expenditure	<u>(3,121,603)</u>	<u>-</u>	<u>(3,121,603)</u>
Endowment net assets, end of year	<u>\$ -</u>	<u>\$ 29,689,666</u>	<u>\$ 29,689,666</u>

Endowment net assets composition as of June 30, 2019 is as follows:

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Donor-restricted endowment funds	\$ -	\$ 28,248,067	\$ 28,248,067
Board-designated endowment funds	2,055,718	-	2,055,718
Total endowment funds	<u>\$ 2,055,718</u>	<u>\$ 28,248,067</u>	<u>\$ 30,303,785</u>

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**Note 6: Endowment Disclosures** (Continued)

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

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Endowment net assets, beginning of year	\$ 2,832,146	\$ 27,231,032	\$ 30,063,178
Transfers	200	(200)	-
Investment return	623,294	-	623,294
Contributions	1,278,229	1,017,235	2,295,464
Other income	2,023		2,023
Rent income	134,878		134,878
Appropriation of endowment assets for expenditure	(2,815,052)	-	(2,815,052)
Endowment net assets, end of year	<u>\$ 2,055,718</u>	<u>\$ 28,248,067</u>	<u>\$ 30,303,785</u>

**Note 7: Net Assets**

Net assets without donor restrictions consist of the following at June 30:

	<b>2020</b>	<b>2019</b>
Board designated		
Endowed chairs, professorships, and lectureships	\$ -	\$ 29,933
Scholarships, awards and program	-	935,472
Real property	-	203,631
Other	-	886,682
Undesignated	20,177	230,683
	<u>\$ 20,177</u>	<u>\$ 2,286,401</u>

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**Note 7: Net Assets** (Continued)

Net assets with donor restrictions not subject to appropriation or expenditures consist of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Endowed chairs, professorships, and lectureships	\$ 14,515,534	\$ 13,543,046
Scholarships, awards and program	13,521,294	13,058,637
Real property	553,275	553,942
Other	1,099,563	1,092,442
	<u>\$ 29,689,666</u>	<u>\$ 28,248,067</u>

**Note 8: Liquidity and Availability of Financial Assets**

The Foundation manages its liquid resources by focusing on fundraising efforts to ensure that it has adequate contributions to cover the programs that are being conducted. The table below reflects the Foundation's financial assets, as of June 30, 2020 and 2019, expected to be available within one year to meet the cash needs for general expenditures.

	<u>2020</u>	<u>2019</u>
Financial Assets		
Cash and cash equivalents	\$ 672,262	\$ 793,229
Investments held for endowments	25,485,583	26,111,395
Land & mineral rights	2,851,124	2,853,624
Cash value, life insurance	508,363	589,204
	<u>29,517,332</u>	<u>30,347,452</u>
Less those unavailable for general expenditure within one year, due to:		
Donor-imposed restrictions not subject to appropriation or expenditures		
Donor restriction for endowed chairs, professorships and lectureships	14,515,534	13,543,046
Donor restriction for scholarships, awards and program	13,521,294	13,058,637
Donor restriction for real property	553,275	553,942
Donor restriction for other purposes	1,099,563	1,092,442
Board designations		
Endowed chairs, professorships, and lectureships	-	29,933
Scholarships, awards and program	-	935,472
Real property	-	203,631
Other purposes	-	886,682
	<u>29,689,666</u>	<u>30,303,785</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ (172,334)</u>	<u>\$ 43,667</u>



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**Note 9: Current Economic Conditions**

During the year ended June 30, 2020, the United States of America and State of Oklahoma declared an emergency associated with the COVID-19 pandemic. Along with significant declines in financial markets, the public health emergency creates uncertain economic conditions. The Foundation has adapted and made changes to operations due to potential impacts on health and safety. Should these conditions persist, the Foundation could be negatively impacted.