

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

**Financial Statements
with Independent Auditors' Reports**

June 30, 2018 and 2017



**HINKLE &
COMPANY**
Strategic ^{PC}
Business Advisors

**Northwestern Oklahoma State University Foundation, Inc.
And Alumni Association
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June 30, 2018 and 2017**

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**HINKLE &
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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, 2018 and 2017 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, 2018 and 2017 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 12, 2018



**Northwestern Oklahoma State University Foundation, Inc.
And Alumni Association
Statements of Financial Position
June 30, 2018 and 2017**

<u>ASSETS</u>	<u>2018</u>	<u>2017</u>
Assets		
Cash and cash equivalents	\$ 230,794	\$ 259,448
Investments	26,475,796	25,063,778
Prepaid insurance	5,097	-
Cash value, Life insurance	685,399	736,792
Art collections	21,389	21,389
Land & mineral rights	2,848,624	2,848,624
Capital assets, net	234,458	246,948
Total Assets	<u><u>\$ 30,501,557</u></u>	<u><u>\$ 29,176,979</u></u>
 <u>LIABILITIES AND NET ASSETS</u> 		
Liabilities		
Accounts payable and accrued expenses	\$ 64,153	\$ 55,639
Total Liabilities	<u>64,153</u>	<u>55,639</u>
Net Assets		
Unrestricted	374,226	525,719
Temporarily restricted	2,832,146	2,448,321
Permanently restricted	27,231,032	26,147,300
Total Net Assets	<u>30,437,404</u>	<u>29,121,340</u>
Total Liabilities and Net Assets	<u><u>\$ 30,501,557</u></u>	<u><u>\$ 29,176,979</u></u>

**Northwestern Oklahoma State University Foundation, Inc.
And Alumni Association
Statement of Activities
Year Ended June 30, 2018**

	2018			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Revenues, Gains, and Other Support				
Contributions	\$ 1,500	\$ 605,227	\$ 1,043,732	\$ 1,650,459
Custodial revenue	-	832,032	-	832,032
Other income	25,289	1,165	-	26,454
Rent income	-	118,340	-	118,340
Investment income and net appreciation	517,634	1,088,997	-	1,606,631
Net assets released from restrictions	2,221,936	(2,221,936)	-	-
Total Revenues, Gains, and Other Support	<u>2,766,359</u>	<u>423,825</u>	<u>1,043,732</u>	<u>4,233,916</u>
Expenses				
Program services				
Scholarships, awards, and programs	926,327	-	-	926,327
NWOSU Facilities & Support	1,277,079	-	-	1,277,079
Supporting services				
Management and general	714,446	-	-	714,446
Total Expenses	<u>2,917,852</u>	<u>-</u>	<u>-</u>	<u>2,917,852</u>
Change in Net Assets before Transfers	(151,493)	423,825	1,043,732	1,316,064
Transfers	<u>-</u>	<u>(40,000)</u>	<u>40,000</u>	<u>-</u>
Change in Net Assets	(151,493)	383,825	1,083,732	1,316,064
Net Assets, Beginning of Year	<u>525,719</u>	<u>2,448,321</u>	<u>26,147,300</u>	<u>29,121,340</u>
Net Assets, End of Year	<u>\$ 374,226</u>	<u>\$ 2,832,146</u>	<u>\$ 27,231,032</u>	<u>\$ 30,437,404</u>

**Northwestern Oklahoma State University Foundation, Inc.
And Alumni Association
Statement of Activities
Year Ended June 30, 2017**

	2017			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Revenues, Gains, and Other Support				
Contributions	\$ 5,100	\$ 747,618	\$ 1,618,457	\$ 2,371,175
Custodial revenue	-	1,874,363	-	1,874,363
Other income	11,136	3,145	-	14,281
Rent income	14,685	87,399	-	102,084
Investment income and net appreciation	858,842	1,271,105	842,250	2,972,197
Net assets released from restrictions	2,996,727	(2,539,727)	(457,000)	-
Total Revenues, Gains, and Other Support	<u>3,886,490</u>	<u>1,443,903</u>	<u>2,003,707</u>	<u>7,334,100</u>
Expenses				
Program services				
Scholarships, awards, and programs	1,049,837	-	-	1,049,837
NWOSU Facilities & Support	1,736,006	-	-	1,736,006
Supporting services				
Management and general	740,273	-	-	740,273
Total Expenses	<u>3,526,116</u>	<u>-</u>	<u>-</u>	<u>3,526,116</u>
Change in Net Assets	360,374	1,443,903	2,003,707	3,807,984
Net Assets, Beginning of Year	<u>165,345</u>	<u>1,004,418</u>	<u>24,143,593</u>	<u>25,313,356</u>
Net Assets, End of Year	<u><u>\$ 525,719</u></u>	<u><u>\$ 2,448,321</u></u>	<u><u>\$ 26,147,300</u></u>	<u><u>\$ 29,121,340</u></u>

**Northwestern Oklahoma State University Foundation, Inc.
And Alumni Association
Statement of Functional Expenses
Year Ended June 30, 2018**

	2018			
	Scholarships, Awards & Programs	NWOSU Facilities & Support	Management & General	Total
Scholarships	\$ 926,327	\$ -	\$ -	\$ 926,327
Awards and banquet	-	12,024	-	12,024
Institutional development	-	1,493	-	1,493
Salaries	-	449,873	337,657	787,530
Employee benefits	-	-	203,483	203,483
Outside services	-	-	15,646	15,646
Travel	-	-	20,113	20,113
Supplies	-	-	5,514	5,514
Printing	-	-	166	166
Postage	-	-	6,840	6,840
Repairs and maintenance	-	-	54,743	54,743
Capital campaign	-	-	1,652	1,652
Alumni expenses	-	-	29,031	29,031
Land expenses	-	-	5,046	5,046
Other expenses	-	813,689	181	813,870
Advertising	-	-	18,935	18,935
Depreciation	-	-	15,439	15,439
Total Expenses	\$ 926,327	\$ 1,277,079	\$ 714,446	\$ 2,917,852

**Northwestern Oklahoma State University Foundation, Inc.
And Alumni Association
Statement of Functional Expenses
Year Ended June 30, 2017**

	2017			
	Scholarships, Awards & Programs	NWOSU Facilities & Support	Management & General	Total
Scholarships	\$ 1,049,837	\$ -	\$ -	\$ 1,049,837
Awards and banquet	-	16,368	-	16,368
Institutional development	-	9,183	-	9,183
Salaries	-	332,459	324,159	656,618
Employee benefits	-	-	218,402	218,402
Outside services	-	-	17,857	17,857
Travel	-	-	8,144	8,144
Supplies	-	-	4,916	4,916
Printing	-	-	5,267	5,267
Postage	-	-	6,892	6,892
Repairs and maintenance	-	-	52,311	52,311
Capital campaign	-	-	1,499	1,499
Alumni expenses	-	-	24,185	24,185
Land expenses	-	-	9,381	9,381
Other expenses	-	1,377,996	43,437	1,421,433
Advertising	-	-	8,613	8,613
Depreciation	-	-	15,210	15,210
Total Expenses	\$ 1,049,837	\$ 1,736,006	\$ 740,273	\$ 3,526,116

**Northwestern Oklahoma State University Foundation, Inc.
And Alumni Association
Statements of Cash Flows
Years Ended June 30, 2018 and 2017**

	2018	2017
Cash Flows from Operating Activities		
Change in net assets	\$ 1,316,064	\$ 3,807,984
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	15,439	15,210
Net appreciation on investments	(895,200)	(1,955,126)
Appreciation in cash surrender value of life insurance	51,393	39,642
Contributions restricted for endowment	(1,043,732)	(1,618,457)
Changes in:		
Prepaid insurance	(5,097)	-
Accounts payable and accrued expenses	8,514	(5,042)
Net Cash Provided by (Used In) Operating Activities	(552,619)	284,211
Cash Flows from Investing Activities		
Purchase of property	(2,949)	(2,624)
Purchase of investments	(13,148,436)	(14,600,639)
Proceeds from sales and maturities of investments	12,631,618	12,676,526
Net Cash Used In Investing Activities	(519,767)	(1,926,737)
Cash Flows from Financing Activities		
Payment of loan principal	-	(65,000)
Contributions restricted from endowment	1,043,732	1,618,457
Net Cash Provided by Financing Activities	1,043,732	1,553,457
Net Change in Cash and Cash Equivalents	(28,654)	(89,069)
Cash and Cash Equivalents at Beginning of Year	259,448	348,517
Cash and Cash Equivalents at End of Year	\$ 230,794	\$ 259,448

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

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.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

Note 1: Summary of Significant Accounting Policies (Continued)

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.

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 8.

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:

Unrestricted net assets: Net assets for which there are no donor-imposed restrictions that the assets be used for a specific purpose or held for a certain period of time.

Temporarily restricted net assets: Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Foundation and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

Permanently restricted net assets: Net assets subject to donor-imposed stipulations that they be maintained permanently by the Foundation. Generally, the donors of these assets permit the Foundation to use all or part of the income earned on any related investments for general or specific purposes.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

Note 1: Summary of Significant Accounting Policies (Continued)

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.

Contributions are reported as increases in the appropriate net asset category. Expenses are reported as decreases in unrestricted net assets. Temporary 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 unrestricted support 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 temporary 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 2018 or 2017.

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.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

Note 1: Summary of Significant Accounting Policies (Continued)

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 an investment 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 \$198,480 in 2018 and \$176,957 in 2017.

Investment Revenue

Income and gains on investments are reported as increases in permanently restricted net assets 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 temporarily restricted net assets if the terms of the gift or applicable law imposed restrictions on the use of the income and as increases in unrestricted net assets in all other cases, except in the case of income earned on donor-restricted endowment funds which is classified as temporarily or permanently restricted dependent upon the donor's restriction(s). Generally, losses on investments of endowments reduce temporarily restricted net assets to the extent donor-imposed temporary restrictions on the net appreciation of investments have not been met before the loss occurs. Any remaining losses reduce unrestricted net assets. Subsequent investment gains are applied first to unrestricted net assets to the extent that losses have previously been recognized and then to temporarily 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.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

Note 1: Summary of Significant Accounting Policies (Continued)

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.

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 \$500. Property and equipment is depreciated using the straight-line methods as follows:

Furniture & equipment	10 years
Buildings	25 years
Office equipment	6 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.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

Note 1: Summary of Significant Accounting Policies (Continued)

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.

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, beneficial interest in perpetual trust and funds held for others. The Foundation had no assets or liabilities carried at fair value on a non-recurring basis at June 30, 2018 nor 2017.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

Note 1: Summary of Significant Accounting Policies (Continued)

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, beneficial interest in perpetual trust and contributions receivable. Investments and beneficial interest in perpetual trust 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 reasonable 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. Management's estimate of contributions receivable and the related allowance for doubtful accounts is based on considerations of all relevant available information and an analysis of the collectability of individual contributions, which arise primarily from pledges at the financial statement date.

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 12, 2018, which is the date the financial statements were issued.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association**
Notes to Financial Statements
June 30, 2018 and 2017

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, 2018 and 2017. FDIC regulations state time and savings accounts are insured up to a \$100,000 maximum.

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.

Type of Deposits	Total Bank Balance	Custody (Category 1)	Credit Risk (Category 2)	Uninsured (Category 3)
June 30, 2018				
Demand Deposits	\$ 95,964	\$ 95,964	\$ -	\$ -
Money Market Funds	173,295	173,295	-	-
Total Deposits	\$ 269,259	\$ 269,259	\$ -	\$ -
June 30, 2017				
Demand Deposits	\$ 249,292	\$ 249,292	\$ -	\$ -
Money Market Funds	139,789	139,789	-	-
Total Deposits	\$ 389,081	\$ 389,081	\$ -	\$ -

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

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 number of life insurance policies. The carrying value of the life insurance policies 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 and 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. The Foundation's interest in the limited liability company and the pooled funds are based on net asset value ("NAV") per share as provided by the fund manager; however, in certain circumstances, such as when the fund is in liquidation, fair values are determined using the income approach (i.e. estimated future cash flows). If the fair value of the underlying assets are transparent and 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 and 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.

**Northwestern Oklahoma State University Foundation, Inc.
and Alumni Association
Notes to Financial Statements
June 30, 2018 and 2017**

Note 3: Fair Value Measurement (Continued)

Pledges receivable: The asset is carried at cost net of a discount to net present value using a rate which is commensurate with the risk involved on the gift date and an allowance for uncollectible accounts at the financial reporting date. Fair value is the price a market participant would pay to acquire the right to receive the cash flows inherent in the promise to pay the Foundation and due to inclusion of a discount to net present value and allowance for uncollectible accounts the carrying value approximates fair value.

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

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

	As of June 30, 2018			
	Level 1	Level 2	Level 3	Total
Uninvested cash	\$ 721,959	\$ -	\$ -	\$ 721,959
Certificates of deposits	1,377,267	-	-	1,377,267
Equity securities	18,906,729	-	-	18,906,729
Corporate and other bonds	175,564	-	-	175,564
Mutual funds	5,294,277	-	-	5,294,277
	\$26,475,796	\$ -	\$ -	\$ 26,475,796

	As of June 30, 2017			
	Level 1	Level 2	Level 3	Total
Uninvested cash	\$ 918,890	\$ -	\$ -	\$ 918,890
Certificates of deposits	1,154,350	-	-	1,154,350
Equity securities	17,466,187	-	-	17,466,187
Corporate and other bonds	179,421	-	-	179,421
Mutual funds	5,344,930	-	-	5,344,930
	\$25,063,778	\$ -	\$ -	\$ 25,063,778

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Note 4: Land, Building and Equipment

Property and equipment consist of the following:

	<u>2018</u>	<u>2017</u>
Buildings	\$ 348,255	\$ 348,255
Furniture and fixtures	48,390	45,442
Automobiles	66,800	66,800
	<u>463,445</u>	<u>460,497</u>
Less accumulated depreciation	<u>(228,987)</u>	<u>(213,549)</u>
	<u>\$ 234,458</u>	<u>\$ 246,948</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 202 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 permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

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Note 6: Endowment Disclosures (Continued)

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily 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 10% 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 1.16% 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, 2018 is as follows:

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ 2,832,146	\$ 27,231,032	\$ 30,063,178

Changes in endowment net assets for the year ended June 30, 2018 are as follows:

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 2,448,321	\$ 26,147,300	\$ 28,595,621
Transfers	(40,000)	40,000	
Investment return	1,208,502	-	1,208,502
Contributions	1,437,259	1,043,732	2,480,991
Appropriation of endowment assets for expenditure	<u>(2,221,936)</u>	<u>-</u>	<u>(2,221,936)</u>
Endowment net assets, end of year	<u>\$ 2,832,146</u>	<u>\$ 27,231,032</u>	<u>\$ 30,063,178</u>

Endowment net assets composition as of June 30, 2017 is as follows:

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	<u>\$ 2,448,321</u>	<u>\$ 26,147,300</u>	<u>\$ 28,595,621</u>

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Note 6: Endowment Disclosures (Continued)

Changes in endowment net assets for the year ended June 30, 2017 are as follows:

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 1,004,418	\$ 24,143,593	\$ 25,148,011
Investment return	1,361,649	842,250	2,203,899
Contributions	2,621,981	1,618,457	4,240,438
Appropriation of endowment assets for expenditure	<u>(2,539,727)</u>	<u>(457,000)</u>	<u>(2,996,727)</u>
Endowment net assets, end of year	<u>\$ 2,448,321</u>	<u>\$ 26,147,300</u>	<u>\$ 28,595,621</u>

Note 7: Net Assets

Net assets were temporarily restricted for the following purposes as of June 30, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Endowed chairs, professorships, and lectureships	\$ 92,986	\$ 164,993
Scholarships, awards and program	1,350,280	1,237,907
Real property	208,196	112,173
Other	<u>1,180,684</u>	<u>933,248</u>
	<u>\$ 2,832,146</u>	<u>\$ 2,448,321</u>

Net assets were permanently restricted for the following purposes as of June 30, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Endowed chairs, professorships, and lectureships	\$ 12,956,245	\$ 12,329,216
Scholarships, awards and program	12,633,868	12,183,870
Real property	553,549	553,012
Other	<u>1,087,370</u>	<u>1,081,202</u>
	<u>\$ 27,231,032</u>	<u>\$ 26,147,300</u>

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Note 7: Net Assets (Continued)

Net assets released from restriction for the years ended June 30, 2018 and 2017 were:

	<u>2018</u>	<u>2017</u>
Endowed chairs, professorships, and lectureships	\$ 1,265,427	\$ 1,156,894
Scholarships, awards and program	926,327	1,049,837
Real property	20,485	24,591
Other	<u>9,697</u>	<u>765,405</u>
	<u>\$ 2,221,936</u>	<u>\$ 2,996,727</u>