

# **Georgia State University Foundation**



**Financial Audit Report  
June 30, 2017**

# GEORGIA STATE UNIVERSITY FOUNDATION, INC. AND SUBSIDIARIES

## FINANCIAL REPORT JUNE 30, 2017

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## INDEPENDENT AUDITOR'S REPORT

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**To the Board of Trustees**  
**Georgia State University Foundation, Inc.**  
**Atlanta, Georgia**

We have audited the accompanying consolidated financial statements of the **Georgia State University Foundation, Inc.** (the "Foundation") (a nonprofit organization), which comprise the consolidated statements of financial position as of June 30, 2017 and 2016, and the related consolidated statements of activities, cash flows, and functional expenses for the years then ended, and the related notes to the consolidated financial statements.

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

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

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free from material misstatement.

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

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

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## Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Georgia State University Foundation, Inc. as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

*Mauldin & Jenkins, LLC*

Atlanta, Georgia  
September 22, 2017

# GEORGIA STATE UNIVERSITY FOUNDATION, INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION JUNE 30, 2017 AND 2016

	2017	2016
<b>ASSETS</b>		
Cash and cash equivalents	\$ 6,608,614	\$ 5,302,568
Pledges receivable, net	20,510,996	10,809,095
Accounts receivable and other assets	604,868	334,280
Investments	219,366,105	212,883,627
Net investment in direct financing leases	140,688,894	155,485,809
Restricted assets	29,059,109	29,753,820
Cash surrender value of life insurance	1,458,750	1,408,268
Property and equipment, net	15,388,234	10,588,827
Assets held for affiliates	2,281,025	1,731,585
Total assets	<u>\$ 435,966,595</u>	<u>\$ 428,297,879</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 2,527,133	\$ 1,662,864
Deferred revenue	17,377,075	18,675,756
Deferred lease cost	7,149,132	7,844,977
Obligation under split-interest agreements	1,690,023	1,907,385
Obligation under leases	1,202,400	1,761,850
Bonds payable	135,088,422	140,512,041
Accrued interest on bonds payable	1,903,728	1,998,332
Assets held for affiliates	2,281,025	1,731,585
Liability of interest rate swap agreement	10,881,060	15,837,801
Total liabilities	<u>180,099,998</u>	<u>191,932,591</u>
<b>Net assets</b>		
Unrestricted	38,947,722	39,056,816
Temporarily restricted	88,583,822	85,589,213
Permanently restricted	128,335,053	111,719,259
Total net assets	<u>255,866,597</u>	<u>236,365,288</u>
<b>Total Liabilities and Net Assets</b>	<u><u>\$ 435,966,595</u></u>	<u><u>\$ 428,297,879</u></u>

**See Notes to Consolidated Financial Statements.**

**GEORGIA STATE UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED STATEMENT OF ACTIVITIES  
YEAR ENDED JUNE 30, 2017 (WITH COMPARATIVE TOTALS FOR 2016)**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	
				2017	2016
<b>Revenue, gains, and other support</b>					
Contributions	\$ 2,657,933	\$ 24,439,864	\$ 12,542,959	\$ 39,640,756	\$ 26,832,424
Rental income	4,060,656	3,922,650	-	7,983,306	7,528,074
Income from investment in direct financing leases	12,179,886	-	-	12,179,886	10,575,436
Net investment return	2,593,021	3,318,252	8,195,336	14,106,609	6,636,991
Change in:					
Value of split-interest agreements	-	224,370	-	224,370	303,048
Cash surrender value of life insurance	885	49,598	-	50,483	54,672
Other income	15,521	897,921	-	913,442	1,102,624
Total revenues and gains	21,507,902	32,852,655	20,738,295	75,098,852	53,033,269
Net assets released from restrictions	33,980,547	(29,858,046)	(4,122,501)	-	-
Total revenues, gains, and other support	55,488,449	2,994,609	16,615,794	75,098,852	53,033,269
<b>Expenses</b>					
Program services					
Capital projects, equipment, and repairs	27,349,253	-	-	27,349,253	15,497,083
Operations	8,656,833	-	-	8,656,833	8,267,373
Faculty and staff	4,155,842	-	-	4,155,842	3,727,659
Scholarships and awards	7,237,984	-	-	7,237,984	7,620,901
Total program services	47,399,912	-	-	47,399,912	35,113,016
Management and general	3,557,064	-	-	3,557,064	3,438,892
Fundraising	962,042	-	-	962,042	1,194,423
Total expenses	51,919,018	-	-	51,919,018	39,746,331
Excess of revenues over expenses	3,569,431	2,994,609	16,615,794	23,179,834	13,286,938
Change in value of interest rate swap	4,956,741	-	-	4,956,741	(1,104,077)
Change in lease terms	(8,635,266)	-	-	(8,635,266)	-
Deficit of assets acquired over liabilities assumed in acquisition of Georgia Perimeter College Foundation, Inc.	-	-	-	-	(2,411,048)
Change in net assets	(109,094)	2,994,609	16,615,794	19,501,309	9,771,813
Net assets at beginning of year	39,056,816	85,589,213	111,719,259	236,365,288	226,593,475
Net assets at end of year	\$ 38,947,722	\$ 88,583,822	\$ 128,335,053	\$ 255,866,597	\$ 236,365,288

**See Notes to Consolidated Financial Statements.**

**GEORGIA STATE UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED STATEMENT OF ACTIVITIES  
YEAR ENDED JUNE 30, 2016**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Revenue, gains, and other support</b>				
Contributions	\$ 2,278,035	\$ 22,190,909	\$ 2,363,480	\$ 26,832,424
Rental income	3,984,686	3,543,388	-	7,528,074
Income from investment in direct financing leases	10,575,436	-	-	10,575,436
Net investment (loss) return	826,805	2,346,841	3,463,345	6,636,991
Change in:				
Value of split-interest agreements	-	303,048	-	303,048
Cash surrender value of life insurance	970	53,702	-	54,672
Other income	151,170	951,454	-	1,102,624
Total revenues and gains	17,817,102	29,389,342	5,826,825	53,033,269
Net assets released from restrictions	19,500,069	(15,549,749)	(3,950,320)	-
Total revenues, gains, and other support	37,317,171	13,839,593	1,876,505	53,033,269
<b>Expenses</b>				
Program services				
Capital projects, equipment, and repairs	15,497,083	-	-	15,497,083
Operations	8,267,373	-	-	8,267,373
Faculty and staff	3,727,659	-	-	3,727,659
Scholarships and awards	7,620,901	-	-	7,620,901
Total program services	35,113,016	-	-	35,113,016
Management and general	3,438,892	-	-	3,438,892
Fundraising	1,194,423	-	-	1,194,423
Total expenses	39,746,331	-	-	39,746,331
Excess (deficit) of revenues over expenses	(2,429,160)	13,839,593	1,876,505	13,286,938
Change in value of interest rate swap	(1,104,077)	-	-	(1,104,077)
Excess (deficit) of assets acquired over liabilities assumed in acquisition of Georgia Perimeter College Foundation, Inc.	(5,450,903)	1,585,224	1,454,631	(2,411,048)
Change in net assets	(8,984,140)	15,424,817	3,331,136	9,771,813
Net assets at beginning of year	48,040,956	70,164,396	108,388,123	226,593,475
Net assets at end of year	\$ 39,056,816	\$ 85,589,213	\$ 111,719,259	\$ 236,365,288

**See Notes to Consolidated Financial Statements.**

# GEORGIA STATE UNIVERSITY FOUNDATION, INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
<b>OPERATING ACTIVITIES</b>		
Change in net assets	\$ 19,501,309	\$ 9,771,813
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Loss on acquisition of net assets of nonprofit organization	-	2,411,048
Change in lease terms	8,635,266	-
Facilities enhancement projects transferred to the University	15,697,187	7,411,782
Contributions restricted for investment endowment	(12,542,959)	(2,363,480)
Depreciation and amortization	742,990	689,656
Amortization of deferred revenue	(1,298,681)	(1,325,807)
Amortization of original bond issue premium/discount	633,849	455,638
Change in the value of split-interest agreements	(267,844)	(302,732)
Net realized and unrealized gains on investments	(12,900,402)	(4,277,087)
Increase in pledges receivable	(9,701,901)	(472,573)
Decrease (increase) in accounts receivable and other assets	(270,588)	860,475
Increase in bond funded projects	(14,395,430)	(10,736,373)
Increase in accounts payables and accrued expenses	769,665	344,329
(Decrease) increase in deferred lease cost	(695,845)	883,332
(Decrease) increase in liability of interest rate swap agreement	(4,956,741)	1,104,077
Net cash provided by (used in) operating activities	<u>(11,050,125)</u>	<u>4,454,098</u>
<b>INVESTING ACTIVITIES</b>		
Principal received on net investments and direct financing leases	6,161,649	4,162,689
Proceeds on sale of investments	192,389,771	161,746,131
Purchases of investments	(185,971,847)	(165,799,264)
Purchases of property and equipment	(30,636,300)	(1,131,744)
Proceeds from sale of property and equipment	25,245,885	28,140
Net cash received in acquisition of nonprofit organization	-	3,695,549
Net cash provided by investing activities	<u>7,189,158</u>	<u>2,701,501</u>
<b>FINANCING ACTIVITIES</b>		
Proceeds from contributions restricted for investment in endowment	12,542,959	2,363,480
Payments on capital lease obligations	(559,450)	(534,400)
Payments on bonds payable	(6,209,450)	(5,959,400)
Net proceeds from restricted assets held by Trustee	(607,046)	(1,593,482)
Net cash provided by (used in) financing activities	<u>5,167,013</u>	<u>(5,723,802)</u>
Net increase in cash and cash equivalents	1,306,046	1,431,797
Cash and cash equivalents at beginning of year	<u>5,302,568</u>	<u>3,870,771</u>
Cash and cash equivalents at end of year	<u>\$ 6,608,614</u>	<u>\$ 5,302,568</u>



**GEORGIA STATE UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED STATEMENTS OF CASH FLOWS  
YEARS ENDED JUNE 30, 2017 AND 2016**

	<u>2017</u>	<u>2016</u>
<b>ACQUISITION OF NONPROFIT ORGANIZATION</b>		
Net assets acquired (liabilities assumed)		
Pledges receivable, net	\$ -	\$ 210,736
Accounts receivable	-	1,179,160
Restricted assets	-	2,071,964
Land	-	1,750,000
Net investment in direct financing leases	-	74,229,124
Accrued interest payable	-	(495,297)
Liability of interest rate swap agreement	-	(14,733,724)
Bonds payable, net	-	(70,318,560)
	<u>-</u>	<u>(6,106,597)</u>
Net cash received from acquired nonprofit organization	-	3,695,549
	<u>\$ -</u>	<u>\$ (2,411,048)</u>
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION</b>		
Interest paid during the year	<u>\$ 6,747,667</u>	<u>\$ 4,332,348</u>

**See Notes to Consolidated Financial Statements.**

**GEORGIA STATE UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED JUNE 30, 2017**

		<u>Supporting Services</u>		
	<u>Program Services</u>	<u>Management and general</u>	<u>Fundraising</u>	<u>Total Expenses</u>
Grants and other assistance to organizations	\$ 28,005,804	\$ -	-	\$ 28,005,804
Salaries and benefits	-	2,372,323	-	2,372,323
Professional fees	659,749	156,909	210,172	1,026,830
Advertising and promotion	176,294	179,297	79,866	435,457
Office expenses	951,722	135,006	95,552	1,182,280
Information technology	-	32,123	-	32,123
Facilities	7,270,543	7,435	14,180	7,292,158
Travel	1,063,826	52,302	88,247	1,204,375
Conferences, conventions and meetings	885,219	299,463	379,966	1,564,648
Interest	6,794,443	-	-	6,794,443
Depreciation	591,008	-	-	591,008
Insurance	32,257	25,401	-	57,658
Events	574,937	214,113	91,123	880,173
Minor equipment	189,537	328	-	189,865
Dues and professional memberships	52,937	82,364	2,936	138,237
Annuity benefit payments	151,636	-	-	151,636
Total expenses	<u>\$ 47,399,912</u>	<u>\$ 3,557,064</u>	<u>\$ 962,042</u>	<u>\$ 51,919,018</u>

**See Notes to Consolidated Financial Statements.**

**GEORGIA STATE UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED JUNE 30, 2016**

		<u>Supporting Services</u>		
	<u>Program Services</u>	<u>Management and general</u>	<u>Fundraising</u>	<u>Total Expenses</u>
Grants and other assistance to organizations	\$ 17,342,813	\$ 4,000	-	\$ 17,346,813
Salaries and benefits	-	2,117,560	-	2,117,560
Professional fees	1,345,576	274,961	333,343	1,953,880
Advertising and promotion	173,532	156,423	51,607	381,562
Office expenses	671,145	150,910	160,887	982,942
Information technology	-	26,950	-	26,950
Facilities	7,458,792	3,122	850	7,462,764
Travel	912,919	79,028	94,042	1,085,989
Conferences, conventions and meetings	687,169	276,135	470,106	1,433,410
Interest	4,353,005	-	-	4,353,005
Depreciation	765,761	-	-	765,761
Insurance	184,650	41,689	-	226,339
Events	600,049	241,190	76,307	917,546
Minor equipment	454,119	21	211	454,351
Dues and professional memberships	55,178	66,903	7,070	129,151
Annuity benefit payments	108,308	-	-	108,308
Total expenses	<u>\$ 35,113,016</u>	<u>\$ 3,438,892</u>	<u>\$ 1,194,423</u>	<u>\$ 39,746,331</u>

**See Notes to Consolidated Financial Statements.**

# GEORGIA STATE UNIVERSITY FOUNDATION, INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 1. ORGANIZATION

The Georgia State University Foundation, Inc. (the “Foundation”) was incorporated in the State of Georgia in 1958 as a non-profit corporation and a 501(c)(3) tax exempt organization. The Foundation serves as the official fund-raising and fund-management organization for Georgia State University (the “University”) and is committed to supporting and assisting the University in achieving its mission through the identification, cultivation, solicitation and stewardship of gifts, and by collaborating and advising on activities for the benefit and advancement of the University.

In 1992, the Foundation formed the Georgia State University Building Foundation (the “Building Foundation”) as a non-profit corporation. The Building Foundation was formed to purchase a building in downtown Atlanta, Georgia, in order to lease office and classroom facilities to the University and the Foundation as its primary tenants. The Foundation appoints the Board of Directors of the Building Foundation. On December 7, 2016, the State of Georgia Secretary of State issued a Certificate of Dissolution, formally acknowledging the voluntary request from the Board of Directors of the Building Foundation to cease operations and dissolve the non-profit corporation.

During the fiscal year 2001, the Foundation formed the University Lofts, LLC (the “Lofts”), with the Foundation as the sole member. The Lofts were created for the purpose of building a student housing facility for the University.

During the fiscal year 2003, the Foundation formed Piedmont/Ellis, LLC (“Piedmont/Ellis”), with the Foundation as the sole member. Piedmont/Ellis was created for the purpose of acquiring, developing, operating and managing certain real property for the purpose of building a student housing facility for the University.

During the fiscal year 2004, the Foundation formed Rialto Center, LLC, (the “Rialto”) with the Foundation as the sole member. The Rialto was formed to purchase and renovate the Rialto Theater for the benefit of and use by the University.

During the fiscal year 2007, the Foundation formed Panther Place, LLC (“Panther Place”), with the Foundation as the sole member. Panther Place was formed for the purpose of purchasing the SunTrust building and related property in downtown Atlanta, Georgia, to provide office and classroom facilities for the University and the Foundation.

During the fiscal year 2009, the Foundation formed, as the sole member, Panther Fields, LLC (“Panther Fields”) for the purpose of investing in the acquisition of real property to provide a practice football field and facility for the benefit of and use by the University.

During the fiscal year 2009, the Foundation formed, as the sole member, Panther Lot, LLC (“Panther Lot”) for the purpose of acquiring, developing, operating and managing real property for the benefit of and use by the University.

During the fiscal year 2010, the Foundation formed, as the sole member, Panther Real Estate, LLC (“Panther Real Estate”) for the purpose of acquiring, developing, operating and managing real property for the benefit of and use by the University.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 1. ORGANIZATION (Continued)

During the fiscal year 2014, the Foundation formed, as the sole member, Panther Land, LLC ("Panther Land") for the purpose of acquiring, developing, operating and managing real property for the benefit of and use by the University.

During the fiscal year 2016, the Foundation formed, as the sole member, Panther Holdings, LLC ("Panther Holdings") for the purpose of acquiring, developing, operating and managing real property for the benefit of and use by the University.

On April 1, 2016, the Foundation acquired net assets of Georgia Perimeter College Foundation, Inc., a similar nonprofit organization. Georgia Perimeter College Foundation, Inc. had two wholly owned subsidiaries, GPC Foundation Real Estate Newton, LLC ("Newton") and GPC Real Estate Student Support I, LLC ("Student Support I"). The Georgia State University Foundation, Inc. replaced Georgia Perimeter College Foundation, Inc. as the sole member of both wholly owned subsidiaries on the acquisition date. On December 12, 2016, the State of Georgia Secretary of State issued a Certificate of Dissolution, formally acknowledging the voluntary request from the Board of Directors of the Georgia Perimeter College Foundation, Inc. to cease operations and dissolve the non-profit corporation.

Cooperative Agreement - The Foundation entered into a Memorandum of Understanding Agreement (the "Agreement") with the University to operate as a Cooperative Organization under the guiding principles of that Agreement. The Agreement signed on October 23, 2008 expired and was replaced with a new five year Agreement on October 7, 2013.

### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Income Taxes

The Foundation qualifies as a tax-exempt organization, exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code (the "Code") and is generally exempt from federal and state income taxes. The Foundation is classified as a public charity under sections 509(a)(1) and 170(b)(1)(A)(iv) of the Code, and therefore the Foundation is not classified as a private foundation nor a supporting organization. Contributions to the Foundation qualify for the charitable contribution deduction under section 170 of the Code, and bequests, legacies, devises, transfers, or gifts to the Foundation are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2005, 2106, and 2522 of the Code.

The Foundation received rental income which is considered unrelated business income subject to federal and state income taxes. During the year ended June 30, 2017 and 2016, the net operating loss carryforward was used to offset revenue that exceeded expenses associated with the generation of such income and no taxes were due.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Income Taxes (Continued)

Deferred tax assets, net of a valuation allowance, are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets, including tax loss and credit carryforwards, and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered and settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. The income tax benefit represents the change in the deferred tax asset during the period.

For the years ended June 30, 2017 and 2016, the Foundation incurred minimal unrelated taxable income and, accordingly, no provision for income taxes has been recorded. As of June 30, 2017, the Foundation has \$8,100,374 in federal and state net operating loss carryforwards. The net operating loss carryforwards, if not utilized, expire in tax years beginning in 2028.

The Foundation had deferred tax assets of approximately \$2,754,127 and \$2,777,927 as of June 30, 2017 and 2016, respectively, arising from net operating loss carryforwards. Because of the uncertainty surrounding the ultimate realization of the net operating loss carryforwards, the Foundation recorded a valuation allowance for the entire amount of the deferred tax assets as of June 30, 2017 and 2016.

The Foundation's policy is to record a liability for any tax position taken that is beneficial to the Foundation, including any related interest and penalties, when it is more likely than not the position taken by management with respect to a transaction or class of transactions will be overturned by a taxing authority upon examination. Management believes there are no such positions as of June 30, 2017 and, accordingly, no liability has been accrued.

#### Consolidated Financial Statements

The consolidated financial statements include the accounts of the Foundation, the Building Foundation, the Lofts, Piedmont/Ellis, the Rialto, Panther Place, Panther Fields, Panther Lot, Panther Real Estate, Panther Land, Newton, Student Support I and Panther Holdings (collectively referred to as, the Foundation). All of the financial activities and balances of these organizations are included in the consolidated financial statements. All significant intercompany accounts and transactions have been eliminated in consolidation.

#### Financial Statement Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting and are presented in conformity with accounting principles generally accepted in the United States of America ("GAAP"). The Foundation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Net Assets

The Foundation classifies net assets, revenues, and gains and losses on investments based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

*Unrestricted net assets* - Net assets that are not restricted by the donor. These assets are used to support the operations of the Foundation and are at the discretion of the Foundation's Board of Trustees.

*Temporarily restricted net assets* - Net assets from contributions and other inflows of assets limited by donor-imposed restrictions as to periods of time or specified purposes. Temporarily restricted net assets are released from restrictions when the related time period lapses or the restricted purpose is met. Expenditures that relate to the fulfillment of the temporary restriction are shown as a reduction in temporarily restricted revenue as net assets released from restrictions.

*Permanently restricted net assets* - Net assets from contributions and other inflows of assets limited by donor-imposed restrictions that neither expire with the passage of time nor can be fulfilled or otherwise removed by actions of the Foundation. Permanently restricted net assets are invested in perpetuity subject to fluctuation of investments and periodic allocations made for spending specified by donor stipulations and applicable state law.

Unrealized and realized gains and losses, and dividends and interest from investing activities may be included in any of these net asset classifications depending on donor-imposed restrictions and the Foundation's interpretation of relevant state law.

#### Use of Estimates

The preparation of the consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues, expenses, gains, losses and other changes in net assets during the reporting period. Actual results could differ from those estimates.

#### Fair Value of Financial Instruments

The carrying value of financial instruments such as cash and cash equivalents, other receivables, due to/from related organizations, accounts payable and accruals approximate fair value because of the terms and relative short maturity of the financial instruments. The Foundation believes the carrying values of its financial instruments are reasonable estimates of their values, unless otherwise noted.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Fair Value of Financial Instruments (Continued)

In determining fair value, the Foundation uses various valuation approaches. The fair value hierarchy for inputs used in measuring fair value maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the most observable inputs be used when available. Observable inputs are those that market participants would use in pricing the asset or liability based on market data obtained from sources independent of the Foundation. Unobservable inputs reflect the Foundation's assumption about the inputs market participants would use in pricing the asset or liability developed based on the best information available in the circumstances. The fair value hierarchy is classified in one of the following three levels based on the inputs:

Level 1: Financial instruments with unadjusted, quoted prices listed on active market exchanges.

Level 2: Financial instruments valued using inputs that include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.

Level 3: Financial instruments that are not actively traded on a market exchange and require using significant unobservable inputs in determining fair value.

The availability of valuation techniques and observable inputs can vary from security to security and is affected by a wide variety of factors, including the type of security, whether the security is new and not yet established in the marketplace, and other characteristics particular to the transaction. To the extent that valuation is based on models or inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment. Those estimated values do not necessarily represent the amounts that may be ultimately realized due to the occurrence of future circumstances that cannot be reasonably determined. Because of the inherent uncertainty of valuation, those estimated values may be materially higher or lower than the values that would have been used had a ready market for the securities existed. Accordingly, the degree of judgment exercised by the Foundation in determining fair value is greatest for securities categorized in Level 3.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, for disclosure purposes, the level in the fair value hierarchy within which the fair value measurement falls in its entirety is determined by the lowest level input that is significant to the fair value measurement.

Fair value is a market-based measure considered from the perspective of a market participant rather than an entity-specific measure. Therefore, even when market assumptions are not readily available, the Foundation's own assumptions are set to reflect those that the market participants would use in pricing the asset or liability at the measurement date. The Foundation uses prices and inputs that are current as of the measurement date, including during periods of market dislocation. In periods of market dislocation, the observability of prices and inputs may be reduced for many securities. This condition could cause a security to be reclassified to a lower level within the fair value hierarchy.



## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Revenue Recognition

Revenue from exchange transactions, investment activities, rental and property management activities, management fees, royalties, other fees and charges, and other non-contribution related revenue are recognized as earned.

#### Cash and Cash Equivalents

The Foundation's management considers cash and cash equivalents to include demand deposits, money market accounts and other assets of high liquidity except those amounts designated and classified as investments. The Federal Deposit Insurance Corporation ("FDIC") covers \$250,000 for substantially all depository accounts. The Foundation from time to time may have amounts on deposit in excess of the insured limits.

#### Concentrations of Credit Risk

Financial instruments which potentially subject the Foundation to concentrations of credit risk consist principally of investments. Management recognizes this risk as a cost of doing business and manages risk through the investment policy objectives and asset allocation strategy as adopted by the Foundation.

#### Investments

All investments in debt and equity securities with a readily determinable market value are reported at fair value with gains and losses included in the consolidated statements of activities based on quotations obtained from national securities exchanges. Alternative investments, which are not readily marketable, are carried at estimated fair values as provided by external investment managers. The Foundation reviews and evaluates the values provided by the investment managers and agrees with the valuation methods and assumptions used in estimating the fair value of the alternative investments. The estimated fair values may differ significantly from the values that would have been used had ready markets for these securities existed.

Investment securities, in general, are exposed to various risks, such as interest rate, credit and overall market volatility. Due to the level of risk associated in the values of investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the Foundation's consolidated financial statements.

The Foundation's Board of Trustees approved investment policy defines the asset allocation for the operating and endowment investment pools and also the spending allocation from the endowment investment pool. With the exception of certain restricted contributions that are separately invested, all restricted endowment contributions are invested on a pooled accounting basis.

Based on the interpretation of donor-imposed restrictions and applicable state law, the endowment investment pool total investment return including appreciation, depreciation, income, expenses and fees is allocated to each endowment based on the ratio of that endowment's investment balance to the total endowment investment pool. The approved endowment spending allocation is defined in greater detail in Note 5.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Investments (Continued)

The Foundation has ownership of certain cash equivalents that are not in the possession of the Foundation but are held, along with other investment securities, by outside investment managers. Although these cash equivalents are readily available, it is the intent of the Foundation to hold these cash equivalents for investment purposes and therefore has classified them as investments.

#### Investment in Direct Financing Lease

The Foundation leases real estate to the Board of Regents of University System of Georgia. The present value of the minimum lease payments is recorded as an asset and is amortized as payments are received. The difference between gross minimum lease payments and the present value of the gross minimum lease payments is netted as unearned income and is amortized as payments are received. In accordance with its stated purpose as a not-for-profit organization, the Foundation structures its lease agreements to provide rental proceeds to meet related debt service, interest expenses, and administrative and operating expenses provided all renewal terms are exercised. The terms of these lease agreements are considered more favorable than commercial terms on similar facilities. These leases are responsible for the payment of property taxes, routine maintenance, insurance, and other costs incidental to the use of the facilities. These lease agreements generally provide for an initial rental period with renewable terms that extend over the term of the debt financing the leased property. The lease agreements are cancelable by the lessees at specified times during the lives of the leases. Leases with agencies of the State of Georgia are for no longer than one year, with renewable options.

#### Administrative Fees

Administrative fees are utilized to cover operating costs of the Foundation, assist with development activities and provide additional funds to the University. The fees are calculated as to include 1% of the fair value of endowments annually plus the net income earned from the operating investment portfolio.

#### Contributions

Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

From time to time the Foundation may make a contribution to the University. During the fiscal year 2017, the Foundation contributed \$15,697,186 of completed renovations projects for the Student Recreation Center recreation facilities and the Panther Place office and classroom facilities. During the fiscal year 2016, the Foundation contributed \$5,665,950 of completed renovations projects for the Student Recreation Center, the Panther Place office and classroom facilities, and athletics football weight room. These contributions are included in the unrestricted operations line item of program services expense in the accompanying Consolidated Statement of Activities.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Pledges Receivable**

Unconditional promises to give (pledges receivable) are recognized as revenue and assets in the period the promise is received. Pledges receivable are recorded at their net realizable value. Pledges expected to be collected in future years are discounted based on the present value of the estimated future cash flows. The discounts on those amounts are computed using estimated risk-free interest rates. An allowance for uncollectable pledges is estimated based on the Foundation's collection history and is netted against the gross pledges receivable.

#### **Contributed Goods and Services**

Contributions of securities, land, buildings and other nonmonetary assets which can be objectively measured are recorded at their fair value at the date of contribution. Certain nonmonetary assets such as art objects, equipment and books that are donor designated for the direct use by the University or one of its departments are not included in the Foundation consolidated financial statements.

#### **Functional Allocation of Expenses**

The cost of providing the various programs and other activities have been summarized on a functional basis on the consolidated statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited as required by FASB's Not-for-Profit presentation and disclosure guidance.

Contributed services which represents salaries and benefits paid by the University on behalf of the Foundation, are included in the contribution revenue and in management and general expenses in the consolidated statement of activities. Contributed services totaled \$2,372,323 and \$2,117,560 for the years ended June 30, 2017 and 2016, respectively.

#### **Life Insurance**

Life insurance consists of life insurance policies purchased by the donor where the Foundation is named as owner and beneficiary of the policy. The assets contributed under these life insurance policies are carried at fair value approximated by the cash surrender value, net of any policy loans.

The life insurance policy cash surrender value is updated annually and changes in value are recorded as a change in cash surrender value of life insurance in the consolidated statements of activities.

#### **Property and Equipment**

In accordance with the provisions of ASC 820 – Fair Value Measurements and Disclosures, purchased property and equipment is recorded at fair value. Depreciation is computed using the straight-line method over the estimated useful lives of the assets, ranging from 3 to 40 years. Equipment, betterments or renewals in excess of \$10,000 are capitalized. Normal repairs and maintenance costs are expensed as incurred.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Impairment of Long-Lived Assets

The Foundation reviews the carrying value of its long-lived assets for possible impairment whenever events or changes in circumstances indicate that the carrying amount of assets to be held and used may not be recoverable. Management does not believe there are any indications of impairment of any long-lived property and equipment at June 30, 2017.

#### Reclassification of Donor Intent

At times the Foundation receives requests by donors or their designees to change the use for which the donor's original gift was intended. These donor requests are reviewed by the Foundation for approval, and if approved, may result in the reclassification of net assets between unrestricted, temporarily restricted, or permanently restricted net assets.

#### New Accounting Pronouncements

In 2016, the Foundation adopted Accounting Standards Updated 2015-03, which is available to private companies to simplify the presentation of debt issuance costs. Under the newly adopted standard, the Foundation now presents debt issuance costs as a direct deduction from the debt liability. The effect of adopting the new standard changes the presentation on the statement of financial position and the details in Note 13.

In 2016, the Foundation adopted Accounting Standards Update 2015-07 which is available to private companies for the disclosure of investments for which fair value is measured using the net asset value per share (or its equivalent) practical expedient. Under the newly adopted standard, the Foundation is no longer required to categorize, within the fair value hierarchy, all investments for which fair value is measured using the net asset value per share practical expedient. The effect of adopting the new standard changes the presentation of the fair value hierarchy located in Note 4.

In 2017, the Foundation added a footnote discussing liquidity (see Note 17) and comparative statements of functional expenses in preparation of Accounting Standards Update 2016-14. Under Accounting Standards Update 2016-14, the Foundation will be required to present both items beginning the year ending June 30, 2019.

#### Split-Interest Agreements

The Foundation is trustee for three types of split-interest agreements, irrevocable charitable remainder trusts, charitable gift annuities, and an irrevocable trust, whereby donors contribute assets to the Foundation in exchange for the right of a named beneficiary to receive a fixed dollar amount or a specific percentage of the fair value of the trust assets during the beneficiary's lifetime.

The contributed assets are recorded at fair value when received and a liability is recognized at the present value of future cash flows expected to be paid to the beneficiary. The amount in which the fair value of assets at the date received exceeds the payment liability is recognized as a contribution in accordance with the intent expressed in the agreement.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Split-Interest Agreements (Continued)

The assets in the split-interest agreements are invested in common trust funds classified as Level 2 investments stated at fair value and included in investments in the consolidated statements of financial position. The liability in the split-interest agreements is reviewed and revalued annually based on actuarially computed present values and reported as obligation under split-interest agreements in the consolidated statement of financial position, with the resulting actuarial gain (loss) recorded as a change in value of split-interest agreements in the consolidated statements of activities.

The assets of each charitable remainder trust and irrevocable trust may be invaded in cases where investment earnings are not sufficient to make the required periodic payments. If the assets of the charitable remainder trust are invaded to the extent that it is depleted, the Foundation has no further financial obligation to the donors, beneficiaries or other remaindermen, if any. When the trust matures, any remaining assets of the trust revert to the Foundation as specified in each agreement.

The charitable gift annuities consist of assets donated to the Foundation through an agreement under which the Foundation is obligated to pay the beneficiary a fixed amount for the remainder of their lives even if the assets of the charitable gift annuity have been depleted.

### NOTE 3. PLEDGES RECEIVABLE

Pledges receivable at June 30, 2017 and 2016 consists of the following:

	2017	2016
Unconditional promises expected to be collected in:		
Less than one year	\$ 9,043,699	\$ 4,023,778
Two to five years	11,904,560	7,017,163
More than five years	26,000	28,000
Total unconditional promises to give	20,974,259	11,068,941
Less discounts to net present value (rate 1.80% in 2017, 1.01% in 2016)	(282,285)	(141,203)
Less allowance for uncollectible promises to give	(180,978)	(118,643)
Net pledges receivable	\$ 20,510,996	\$ 10,809,095

The Foundation's pledges receivables recorded at fair value have been categorized based upon a fair value hierarchy (See Note 2). All valuations are classified as Level 3 within the fair value hierarchy based on observable and unobservable inputs. The Foundation took into account historical and projected cash flow, collectability and default rates.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 3. PLEDGES RECEIVABLE (Continued)

The following summarizes the activities in the Level 3 pledges receivable measured at fair value for the years ended June 30, 2017 and 2016:

	2017	2016
Beginning balance	\$ 10,809,095	\$ 10,125,786
New pledges	23,150,617	6,946,574
Pledge payments	(13,245,299)	(6,427,177)
Net present value adjustment	(62,334)	147,329
Net allowance adjustment	(141,083)	16,583
Total Level 3 pledges receivable	<u>\$ 20,510,996</u>	<u>\$ 10,809,095</u>

### NOTE 4. INVESTMENTS

Investments are comprised of the following balances as of June 30, 2017 and 2016:

	Fair Value				
	Endowment Pool	Operating Pool	Other Investments	Total Fair Value	Cost
<b>June 30, 2017</b>					
Money market funds	\$ 692,012	\$ 31,846,813	\$ 792,317	\$ 33,331,142	\$ 33,331,142
U.S. equity funds	39,692,123	10,781,000	2,149,989	52,623,112	38,582,434
Non U.S. equity funds	45,974,520	9,510,267	471,580	55,956,367	45,443,604
Fixed income securities and funds	30,017,928	12,288,173	509,192	42,815,293	40,309,698
Hedge funds	12,356,048	-	-	12,356,048	12,424,415
Venture capital-private equity funds	7,096,931	-	-	7,096,931	9,333,055
Real estate investment trust funds	7,743,587	1,036,963	72,346	8,852,896	6,420,568
Commodity funds	5,385,377	881,768	67,171	6,334,316	6,879,005
Total investments	<u>\$ 148,958,526</u>	<u>\$ 66,344,984</u>	<u>\$ 4,062,595</u>	<u>\$ 219,366,105</u>	<u>\$ 192,723,921</u>

	Fair Value				
	Endowment Pool	Operating Pool	Other Investments	Total Fair Value	Cost
<b>June 30, 2016</b>					
Money market funds	\$ 479,041	\$ 32,766,408	\$ 8,339,935	\$ 41,585,384	\$ 41,585,384
U.S. equity funds	38,255,254	-	2,149,816	40,405,070	28,521,901
Non U.S. equity funds	39,481,575	-	278,920	39,760,495	35,398,551
Fixed income securities and funds	27,608,315	33,523,674	570,883	61,702,872	59,081,471
Hedge funds	10,181,509	-	-	10,181,509	11,236,913
Venture capital-private equity funds	7,644,174	-	-	7,644,174	10,049,059
Real estate investment trust funds	7,215,048	-	104,094	7,319,142	4,928,595
Commodity funds	4,236,560	-	48,421	4,284,981	5,370,109
Total investments	<u>\$ 135,101,476</u>	<u>\$ 66,290,082</u>	<u>\$ 11,492,069</u>	<u>\$ 212,883,627</u>	<u>\$ 196,171,983</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 4. INVESTMENTS (Continued)

A summary of the net investment return which includes interest and dividends, realized and unrealized gains and losses as of June 30, 2017 and 2016 are as follows:

	Endowment Pool	Operating Pool	Other Investments	Total
<b>June 30, 2017</b>				
Dividends and interest income	\$ 1,600,898	\$ 404,651	\$ 111,749	\$ 2,117,298
Net realized gains (losses)	2,202,694	1,644,927	8,020	3,855,641
Net unrealized gains (losses)	8,057,179	788,617	255,694	9,101,490
Investment management fees	(692,059)	(262,374)	(13,384)	(967,817)
Total net investment return (loss)	<u>\$ 11,168,712</u>	<u>\$ 2,575,821</u>	<u>\$ 362,079</u>	<u>\$ 14,106,612</u>
	Endowment Pool	Operating Pool	Other Investments	Total
<b>June 30, 2016</b>				
Dividends and interest income	\$ 1,520,152	\$ 524,227	\$ 297,936	\$ 2,342,315
Net realized gains	3,617,535	(19,977)	19,508	3,617,066
Net unrealized gains (losses)	1,201,207	297,625	59,982	1,558,814
Investment management fees	(644,557)	(152,970)	(83,677)	(881,204)
Total net investment return (loss)	<u>\$ 5,694,337</u>	<u>\$ 648,905</u>	<u>\$ 293,749</u>	<u>\$ 6,636,991</u>

The following tables summarize the fair value measurements of certain investments that calculate net asset value per share (or its equivalent) as June 30, 2017 and 2016:

	Fair Value	Unfunded Commitments	Redemption Frequency (If Currently Eligible)	Redemption Notice Period
<b>June 30, 2017</b>				
U.S. equity funds (a)	\$ 50,473,125	\$ -	Monthly	5 days
Non U.S. equity funds (b)	24,752,767	-	Monthly	30 days
Hedge funds (c)	12,356,048	-	Qtly, Annually	60 days
Venture capital-private equity (d)	7,096,932	1,150,274	None	-
Real estate investment trust funds (e)	18,275	221,910	None	-
Total	<u>\$ 94,697,147</u>	<u>\$ 1,372,184</u>		
	Fair Value	Unfunded Commitments	Redemption Frequency (If Currently Eligible)	Redemption Notice Period
<b>June 30, 2016</b>				
U.S. equity funds (a)	\$ 38,255,254	\$ -	Monthly	5 days
Non U.S. equity funds (b)	16,604,115	-	Monthly	30 days
Hedge funds (c)	10,181,508	-	Qtly, Annually	60 days
Venture capital-private equity (d)	7,644,174	1,148,929	None	-
Real estate investment trust funds (e)	20,373	221,910	None	-
Total	<u>\$ 72,705,424</u>	<u>\$ 1,370,839</u>		

- (a) This category invests in U.S. exchange listed common, preferred, and convertible stocks. The fair values of the investments in this category have been estimated using the net asset value per share of the investment.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 4. INVESTMENTS (Continued)

- (b) This category invests principally in exchange listed common, convertible and preferred stocks, stock warrants, and depository receipts of issuers in North America, Europe, Japan, and Pacific-ex Japan. The fair values of the investments in this category have been estimated using the net asset value per share of the investment.
- (c) This category employs a fund of hedge funds portfolio construction. This category invests in multiple strategy hedge funds to add diversification and reduce volatility of the portfolio. The fund of fund managers allocate across a broad range of hedge fund categories including long/short, event driven and arbitrage strategies that provide low correlation to other asset classes in the portfolio. The fair values of the investments in this category have been estimated using the net asset value per share of the investments.
- (d) This category includes several private equity funds that employ a fund of funds approach that invests both domestically and internationally in venture capital, buyouts, mezzanine, secondary markets and other areas within private equity. These investments are less liquid and, generally, cannot be redeemed with the funds through normal redemption procedures. Instead, the nature of the investments in this category is that the distributions are received through the liquidation of the underlying assets of the fund. As of June 30, 2017, it is probable that all of the investments in this category will be sold at an amount different from the net asset value of the Foundation's ownership interest in partner' capital. Therefore, the fair values of the investments in this category have been estimated using recent observable transaction information for similar investments.
- (e) This category includes real estate funds that invest primarily in U.S. commercial real estate. The fair values of the investment in this category have been estimated using the net asset value of the Foundation's ownership interest in partners' capital. These investments are less liquid and, generally, cannot be redeemed with the funds through normal redemption procedures. Distributions from this fund will be received as the underlying investments of the fund are liquidated.

Pursuant to the terms of the rental agreement with the Board of Regents on behalf of the University and the related capital lease arrangement, the Foundation is required to maintain amounts to fund repairs and replacements for the facilities under lease. The value of the repair and replacement funds as of June 30, 2017 and 2016 was \$743,553 and \$740,565, respectively for the Alpharetta Campus Facilities Lease. These funds are invested in cash equivalent money market funds.

The Foundation's investment assets recorded at fair value have been categorized based upon a fair value hierarchy (See Note 2). The following tables summarize the valuation of the Foundation's financial investment assets measured at fair value as of June 30, 2017 and 2016.



## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 4. INVESTMENTS (Continued)

Fair Value Measurements at June 30, 2017:

	Level 1	Level 2	Level 3	Total
Investments:				
Money market funds	\$ 33,331,142	\$ -	\$ -	\$ 33,331,142
U.S. equity funds	2,149,985	-	-	2,149,985
Non U.S. equity funds	31,203,600	-	-	31,203,600
Fixed income securities and funds	4,955,634	37,859,659	-	42,815,293
Real estate investment trust funds	72,346	8,762,276	-	8,834,622
Commodity funds	-	6,334,316	-	6,334,316
Sub-total	71,712,707	52,956,251	-	124,668,958
Other investments measured at net asset value				94,697,147
Total	<u>\$ 71,712,707</u>	<u>\$ 52,956,251</u>	<u>\$ -</u>	<u>\$ 219,366,105</u>
Liabilities:				
Interest rate swap agreement	<u>\$ -</u>	<u>\$ 10,881,060</u>	<u>\$ -</u>	<u>\$ 10,881,060</u>

Fair Value Measurements at June 30, 2016:

	Level 1	Level 2	Level 3	Total
Investments:				
Money market funds	\$ 41,585,388	\$ -	\$ -	\$ 41,585,388
U.S. equity funds	2,149,817	-	-	2,149,817
Non U.S. equity funds	23,156,377	-	-	23,156,377
Fixed income securities and funds	10,581,551	51,121,320	-	61,702,871
Real estate investment trust funds	104,094	7,194,675	-	7,298,769
Commodity funds	-	4,284,981	-	4,284,981
Sub-total	77,577,227	62,600,976	-	140,178,203
Other investments measured at net asset value				
			\$ -	\$ 72,705,424
Total	<u>\$ 77,577,227</u>	<u>\$ 62,600,976</u>	<u>\$ -</u>	<u>\$ 212,883,627</u>
Liabilities:				
Interest rate swap agreement	<u>\$ -</u>	<u>\$ 15,837,801</u>	<u>\$ -</u>	<u>\$ 15,837,801</u>

In accordance with Subtopic 820-10, certain investments that are measured at fair value using the net asset value per share (or its equivalents) practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in the table above are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statement of financial position.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 4. INVESTMENTS (Continued)

#### Split-Interest Agreements

The Foundation is the trustee and remainder beneficiary of certain split-interest agreements. The assets of these split-interest agreements that are invested in equities and bonds and reported as Level 2 investments and are recorded at fair value. The value of the Level 2 split interest agreements as of June 30, 2017 and 2016 were \$2,757,198 and \$2,726,364, respectively.

#### Business Student Trust Fund

During 1972, a trust fund was established to allow business students regularly enrolled at the University to gain practical experience in the fields of investment analysis and management, fund management and related areas. An initial contribution of \$5,000 and supplemental contributions of \$15,000 were made from unrestricted resources of the Foundation for this purpose. No further contributions to this trust are required. If this trust was terminated, any funds remaining after payment of all debts would be returned to the Foundation to be used for educational purposes. The value of the trust fund as of June 30, 2017 and 2016 was \$561,841 and \$510,700, respectively.

### NOTE 5. ENDOWMENTS

The Foundation's endowment consists of approximately 650 individual funds established for a variety of purposes including both donor-restricted endowment funds and funds designated by the Board of Trustees to function as endowments. Net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

#### Interpretation of Relevant Law

The Board of Trustees of the Foundation has interpreted the Georgia Uniform Prudent Management of Institutional Funds Act ("UPMIFA") of 2008 as requiring the assets of an endowment fund be donor restricted until allocated for spending, unless otherwise specifically stated in the gift instrument.

The Board believes this interpretation is consistent with the long established Board approved investment and spending policy which is specifically referenced in the Foundation's endowed gift instrument. In accordance with the investment policy and UPMIFA, with the exception of certain restricted assets that are separately invested, all restricted endowment assets are invested in the endowment pool on a pooled basis until allocated for spending.

As a result of this interpretation, the Foundation classifies permanently restricted net assets as assets that, under the terms of the gift instrument, are permanent endowments not wholly expendable by the Foundation on a current basis until a portion is allocated for spending. Permanently restricted assets are invested in perpetuity in the endowment investment pool subject to periodic spending allocations where a portion of the donor-restricted endowment fund in permanently restricted nets assets is allocated and classified as temporarily restricted net assets available for spending.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 5. ENDOWMENTS (Continued)

#### Interpretation of Relevant Law (Continued)

The endowment investment pool also includes donor-restricted funds classified as temporarily restricted net assets, not specifically designated as permanently restricted endowment funds but they are restricted and designated for a particular college or unit of the University. From time to time the Foundation will approve requests from a college or unit to invest a portion of these funds in the endowment investment pool. These funds are designated as quasi endowments or funds functioning as endowments. The Foundation classifies these funds and the related investment return and spending allocation as temporarily restricted net assets. There are no unrestricted net assets invested in the endowment investment pool.

Based on the interpretation of the investment policy and UPMIFA, the total return of the endowment investment pool including appreciation/inflation, depreciation/deflation, income, expenses and fees shall be allocated to each endowment based on the ratio of that endowment's investment balance to the total endowment pool and included as part of the endowment net asset classification.

#### Endowment Spending Policy

In accordance with UPMIFA the Foundation considers the following factors in making a determination to appropriate and allocate assets for spending or accumulate assets of an endowment fund:

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

According to the spending policy, the Foundation is not obliged to allocate for spending a stated percentage of its endowment assets in any given year. However, in order to achieve both reasonable stability in budgeting and a reasonable balance between near-term and distant programmatic priorities, the Board has adopted the following spending policy:

The allocation for spending in any given fiscal year shall equal:

- 70% of spending for the prior year, adjusted for cumulative changes in inflation (as measured by CPI), plus
- 30% of Foundation's long-term spending rate (currently 4.5%) applied to the endowment's market value at the beginning of the year.

This amount is divided by the endowment market value at the beginning of the year to calculate the spending allocation rate, which was 4.19% for the year ended June 30, 2016. The spending allocation rate for the year ended June 30, 2017 of 4.32% was applied to each individual endowment based on its average market value during the year. The total endowment spending allocation distributed for the years ended June 30, 2017 and 2016 was \$5,747,888 and \$5,403,260, respectively. To the extent that the endowment investment pool's total return is greater or less than the allocations made for spending, the fair value of each endowment increases or decreases accordingly.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 5. ENDOWMENTS (Continued)

#### Return Objectives and Risk Parameters

The Foundation's primary long-term objective of the endowment pool is to earn an average annual total return net of fees and expenses (including advisor and Foundation fees), through appreciation and income, equal to or greater than the spending allocation rate, plus the rate of inflation as measured by the Consumer Price Index for all Urban Consumers (CPI-U), over long time periods (rolling ten or fifteen-year periods).

The Foundation understands the long-term nature of the endowment pool and believes investing in assets with higher return expectations outweighs the short-term volatility risks. In order to achieve the objectives, historically funds have had to exceed the objective substantially during some periods in order to compensate for inevitable shortfalls during other periods. Hence, the evaluation of progress toward the objectives should be made with a long-term perspective. The Foundation also recognizes the objectives to grow the endowment, produce a predictable spending allocation, and to cover fees, involves tradeoffs that must be balanced in establishing the investment and spending policies.

The Foundation stands prepared to incur risks consistent with its pursuit of the return objective set forth above, subject to two overarching limits. Its endowment pool should be deployed in a manner that reduces to tolerable levels (defined as 25% or below) the probabilities that it will suffer (1) peak-to-trough declines in endowment purchasing power exceeding 20% or (2) a shortfall exceeding 3% annualized total return relative to those of an approved peer group measured over rolling five-year periods.

Endowment Net Asset Composition by Type of Fund as of June 30, 2017:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ -	\$ 128,335,053	\$ 128,335,053
Quasi-endowment funds	-	30,503,059	-	30,503,059
Total endowment net assets	<u>\$ -</u>	<u>\$ 30,503,059</u>	<u>\$ 128,335,053</u>	<u>\$ 158,838,112</u>

Endowment Net Asset Composition by Type of Fund as of June 30, 2016:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ -	\$ 111,719,259	\$ 111,719,259
Quasi-endowment funds	-	29,044,605	-	29,044,605
Total endowment net assets	<u>\$ -</u>	<u>\$ 29,044,605</u>	<u>\$ 111,719,259</u>	<u>\$ 140,763,864</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 5. ENDOWMENTS (Continued)

#### Return Objectives and Risk Parameters (Continued)

Endowment Related Activities by Type of Fund as of June 30, 2017:

	Donor Restricted Endowment Funds	Quasi- Endowment Funds	Total
Endowment net assets, July 1, 2016	\$ 111,719,259	\$ 29,044,605	\$ 140,763,864
Contributions	12,542,959	351,344	12,894,303
Net realized and unrealized gains	7,709,791	2,051,182	9,760,973
Allocation of endowment assets for expenditure	(4,511,763)	(1,236,125)	(5,747,888)
Transfers to comply with donor intent	874,807	292,053	1,166,860
Endowment net assets, June 30, 2017	<u>\$ 128,335,053</u>	<u>\$ 30,503,059</u>	<u>\$ 158,838,112</u>

Endowment Related Activities by Type of Fund as of June 30, 2016:

	Donor Restricted Endowment Funds	Quasi- Endowment Funds	Total
Endowment net assets, July 1, 2015	\$ 108,388,123	\$ 28,717,693	\$ 137,105,816
Contributions	2,363,480	500,374	2,863,854
Net realized and unrealized gains	3,463,344	932,657	4,396,001
Allocation of endowment assets for expenditure	(4,201,300)	(1,201,960)	(5,403,260)
Transfers to comply with donor intent	250,981	43,541	294,522
Excess of assets acquired over liabilities assumed in acquisition of Georgia Perimeter College Foundation, Inc.	1,454,631	52,300	1,506,931
Endowment net assets, June 30, 2016	<u>\$ 111,719,259</u>	<u>\$ 29,044,605</u>	<u>\$ 140,763,864</u>

Description of Amounts Classified as Permanently Restricted Net Assets  
and Temporarily Restricted Net Assets (Endowment Only)

	2017	2016
<b>Permanently Restricted Net Assets</b>		
The portion of perpetual endowment funds that is required to be retained permanently either by explicit donor stipulation or by UPMIFA	<u>\$ 128,335,053</u>	<u>\$ 111,719,259</u>
Total endowment funds classified as permanently restricted net assets	<u>\$ 128,335,053</u>	<u>\$ 111,719,259</u>
<b>Temporarily Restricted Net Assets</b>		
Quasi-endowment funds	<u>\$ 30,503,059</u>	<u>\$ 29,044,605</u>
Total endowment funds classified as temporarily restricted net assets	<u>\$ 30,503,059</u>	<u>\$ 29,044,605</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 6. NET INVESTMENT IN DIRECT FINANCING LEASES

The components of the net investment in direct financing leases at June 30, 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Future minimum lease receipts - Alpharetta Center	\$ 1,801,265	\$ 5,421,045
Future minimum lease receipts - Student Recreation Center	4,305,149	17,395,056
Future minimum lease receipts - Panther Place	138,373,925	144,232,433
Future minimum lease receipts - Student Support I	77,870,499	86,412,085
Future minimum lease receipts - Newton	27,034,441	28,534,878
Gross investment in direct financing leases	249,385,279	281,995,497
Less unearned interest income	(108,696,385)	(126,509,688)
Net investment in direct financing leases	<u>\$ 140,688,894</u>	<u>\$ 155,485,809</u>

Panther Place, LLC leased the building through an operating lease from 2007 to 2012 and depreciated the building during the lease term. In 2012, at the initiation of the direct financing lease with the Board of Regents, Panther Place, LLC recorded the difference between the book value and fair market value of the building as deferred revenue in accordance with the substance of the relationship between the Foundation and the University. As of June 30, 2017 and 2016, the unamortized deferred revenue balance of \$17,377,075 and \$18,675,756 arising from the Panther Place, LLC direct financing lease is shown on the consolidated statements of financial position. The deferred revenue recognized for the years ending June 30, 2017 and 2016 was \$1,313,101 and \$1,325,807, respectively.

Future minimum net amounts receivable under direct financing leases at June 30, 2017 are as follows:

<u>Year Ending June 30,</u>	
2018	\$ 15,793,268
2019	12,515,654
2020	11,363,387
2021	11,551,153
2022	11,735,170
2023 – 2027	61,630,161
2028 – 2032	66,882,142
2033 – 2037	<u>57,914,344</u>
Gross investment in direct financing lease	249,385,279
Less unearned interest income	(108,696,385)
Net investment in direct financing leases	<u>\$ 140,688,894</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 7. CHANGE IN LEASE TERMS

In January 2017, the University and Board of Regents amended the lease for the Student Recreation Center. Under the amended lease terms, the actual lease payments to be received in the future will be reduced by a cumulative total of \$9,696,791 and the lease maturity date advances from June 2021 to September 2018. The Foundation presents its financial statements in accordance with FASB's lease presentation and disclosure guidance. Under this guidance, the Foundation is required to recognize the change of the direct financial lease terms in the accompanying statement of activities in the period the change occurred. As a result, the Foundation had a loss on amendment of investment in direct financial lease for the Student Recreation Center of \$7,228,875 for the year ending June 30, 2017, representing the net present value of the reduction in the future revenue stream.

In January 2017, the University of the Board of Regents amended the lease for the Alpharetta Center. Under the amended lease terms, the actual lease payments to be received in the future will be reduced by a cumulative total of \$2,289,668 and the lease maturity date advances from June 2020 to October 2018. As a result, the Foundation had a loss on amendment of investment in direct financial lease for the Alpharetta Center of \$1,406,391 for the year ending June 30, 2017, representing the net present value of the reduction in the future revenue stream.

### NOTE 8. RESTRICTED ASSETS

Pursuant to the terms of various bonds payable and capital lease arrangements for the construction of long-lived assets and debt services requirements, the Foundation is required to maintain amounts on deposit with a trustee. Renovation and repair projects for the facilities are in progress at June 30, 2017 and 2016, funded from the amounts on deposit with the trustee pursuant to the requirements contained in the related bond documents and in accordance with Foundation policies. When the projects are completed, each project will be gifted to the University for the use and benefit of the University at each facility respectively. Any Student Recreation Center funds below that are not spent for the benefit of the Student Recreation Center by the end of the lease agreement with the University at September 2018, will be returned to the University pursuant to the terms of the rental agreement. As of June 30, 2017 and 2016 restricted assets consist of the following:

	<u>2017</u>	<u>2016</u>
Alpharetta Center	\$ 412,602	\$ 395,253
Student Recreation Center	10,421,971	9,029,585
Panther Place	9,606,780	9,757,326
Student Support I	1,964,180	1,831,289
Newton	499,055	406,984
Total amounts on deposit with trustee	<u>22,904,588</u>	<u>21,420,437</u>
Student Recreation Center	3,141,966	3,730,777
Panther Holdings	1,224,113	-
Panther Place	1,788,442	4,602,606
Total projects in progress	<u>6,154,521</u>	<u>8,333,383</u>
Total restricted assets	<u>\$ 29,059,109</u>	<u>\$ 29,753,820</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 8. RESTRICTED ASSETS (Continued)

A summary of the assets limited as to use held by the Trustee under the Trust Indenture as of June 30, 2017 and 2016 is as follows:

	2017	2016
Debt Service Funds	\$ 7,124,377	\$ 7,101,265
Interest Funds	2,622,386	2,446,336
Operating and Maintenance Funds	10,551	70,152
Redemption Funds	3,144	3,140
Project Funds	5,049	280,049
Principal Funds	3,664,821	3,337,637
Replacement Funds	1,978,497	1,688,901
Revenue Funds	679	533,929
Surplus Funds	7,495,084	5,959,028
	<u>\$ 22,904,588</u>	<u>\$ 21,420,437</u>

### NOTE 9. CASH SURRENDER VALUE OF LIFE INSURANCE

The Foundation is the owner and beneficiary of numerous life insurance policies. As of June 30, 2017 and 2016, the total face value of the policies was \$4,062,588 and \$4,102,588, respectively. Premiums on some of the policies are paid by the Foundation with the corresponding amounts received back from the donors as contributions. While the cash surrender value of the policies has been recorded in the Foundation's consolidated statements of financial position, the face value of the policies will be recognized upon receipt of the insurance proceeds. The annual change in the cash surrender value of the life insurance policies are recorded in the consolidated statements of activities. The cash surrender value of the policies as of June 30, 2017 and 2016, was \$1,458,750 and \$1,408,268, respectively.

### NOTE 10. PROPERTY AND EQUIPMENT

Property and equipment as of June 30, 2017 and 2016 consisted of the following:

	2017	2016
Land	\$ 5,313,942	\$ 2,533,239
Building	5,796,210	5,796,210
Tenant improvements	4,085,307	4,085,307
Equipment	2,609,711	-
Property and equipment - at cost	17,805,170	12,414,756
Less accumulated depreciation	(2,416,936)	(1,825,929)
Property and equipment - net	<u>\$ 15,388,234</u>	<u>\$ 10,588,827</u>

Depreciation expense for the years ended June 30, 2017 and 2016 was \$591,007 and \$519,529, respectively.



## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 11. ASSETS HELD FOR AFFILIATES

#### Georgia State University Alumni Association

During 1997, the Foundation entered into an agreement with the Georgia State University Alumni Association (the "Alumni Association") to manage investments of the Alumni Association, consistent with investment policies of the Alumni Association. The Alumni Association's investment balances under management as of June 30, 2017 and 2016 were \$1,456,977 and \$1,314,681, respectively.

#### Panther Real Estate Lease (Panther Real Estate as Lessor)

Effective June 27, 2013, Panther Real Estate, LLC purchased an office building, located at 55 Park Place, Atlanta Georgia, and assumed various third party tenant leases. The building was purchased on behalf of the University for future use as classroom and academic office space. On July 31, 2014, Panther Real Estate, LLC sold the office building to the University and assumed a master lease from the University related only to the space subleased by the various third party tenants. Under the master lease, the Foundation manages the third party tenants on behalf of the University until their subleases expire. There are no rents due to the University under the master lease and the Foundation does not earn any rent or fee associated with the management of the third party tenant subleases. Pursuant to the master lease, the Foundation remits net rent, third party tenant rent collected less lease management and operations expenses, to the University. Panther Real Estate's asset balance under management as of June 30, 2017 and 2016 was \$824,048 and \$416,904, respectively.

The total fair value of assets held for affiliates is reported as an asset and a liability in the consolidated statements of financial position. The balances as of June 30, 2017 and 2016 were \$2,281,025 and \$1,731,585, respectively.

### NOTE 12. OBLIGATIONS UNDER LEASES

#### Alpharetta Campus Facilities Lease

On September 23, 1998, \$10,600,000 of revenue bonds were issued by the Development Authority of Alpharetta, Georgia, ("Development Authority") for the purpose of financing the costs of acquiring, constructing and installing educational facilities which are located in the City of Alpharetta and are leased by the Foundation. On May 12, 2009, the Series 1998 Bonds were refunded by a new lower fixed-rate bond issuance. The tax-exempt revenue bonds of \$5,890,000 plus premium of \$654,706 were issued by the Development Authority of Alpharetta, Georgia. Principal and interest payments schedule will remain in force as under the 1998 issuance. Interest payments will continue to be made semi-annually starting November 1, 2009 at a rate specified in the revenue bonds ranging from 3.0% to 5.0%.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 12. OBLIGATIONS UNDER LEASES (Continued)

#### Alpharetta Campus Facilities Lease (Continued)

The lease obligates the Foundation, on a limited recourse basis, to make lease payments sufficient to pay 83.5% of principal and interest on the bonds with the balance to be paid by the Development Authority. The Foundation in turn subleased the facilities to the Board of Regents for the use of the University. The liability of the Foundation is limited to the interest of the Foundation in the project and the rents, profits, issues, products and proceeds thereof. The City of Alpharetta is obligated to make 100% of the principal and interest payments on the bonds to the extent rental payments derived from the project are insufficient for such purposes. As the lease is classified as a capital lease by the University, the Foundation has recorded the asset as a net investment in direct financing lease on the consolidated statements of financial position.

The future minimum lease payments required under the Alpharetta Campus facilities lease as of June 30, 2017, are as follows:

<u>Year Ending June 30,</u>	
2018	\$ 630,007
2019	633,348
Total minimum lease payments	1,263,355
Less amount representing interest	(60,955)
Present value of minimum lease payments	<u>\$ 1,202,400</u>

Interest expense related to the capital lease obligation for the Alpharetta Campus for the years ended June 30, 2017 and 2016 totaled \$69,444 and \$95,663, respectively.

#### Rialto Ground Lease

On December 1, 2009, TUFF Rialto, LLC transferred its interest in the Rialto Theater ground lease with Rialto Center, LLC to the Foundation (lessee).

Future minimum lease payments under the ground lease as of June 30, 2017, are as follows:

<u>Year Ending June 30,</u>	
2018	\$ 87,913
2019	87,913
2020	87,913
2021	87,913
2022	87,913
2023 – 2027	439,564
2028 - 2032	439,564
2033 – 2037	439,564
2038 - 2042	439,564
2043 - 2047	351,652
Total	<u>\$ 2,549,473</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 12. OBLIGATIONS UNDER LEASES (Continued)

#### Rialto Ground Lease (Continued)

The Foundation sub-leases the Rialto Theater ground lease to the University. The sub-lease is renewable annually.

#### Lofts Lease

A rental agreement was entered into in January 2005 between the Foundation, the landlord, and the Board of Regents for and on the behalf of the University, tenant, for student housing known as the University Lofts. The lease is renewable annually through fiscal year 2033 and ends in September 2032.

#### Tower Place 200 Leases

The Foundation (lessee) entered into a lease July 26, 2013 with a third party for 50,676 square feet of office and classroom space located at 3348 Peachtree Road NE, Atlanta, Georgia. The leases for expansion of the original premises of 61,125 square feet commenced July 1, 2014 and of 23,323 square feet commenced January 1, 2015 at the same address. The leases for existing and expansion premises expire November 30, 2023.

Escalating rental payments in the lease agreement resulted in deferred lease cost recorded in the consolidated statements of financial position. The unamortized balance of deferred lease cost as of June 30, 2017 and 2016 was \$7,149,132 and \$7,884,977, respectively.

Future minimum lease payments required under the Tower Place 200 leases as of June 30, 2017, are as follows:

<u>Year Ending June 30,</u>	
2018	\$ 3,991,563
2019	4,101,013
2020	4,213,166
2021	4,329,373
2022	4,448,282
2023 - 2024	6,528,291
Total	<u>\$ 27,611,688</u>

Lease expense related to the operating lease for the Tower Place 200 facilities for the year ended June 30, 2017 and 2016 totaled \$3,884,815 and \$3,508,863, respectively.

A rental agreement was entered into between the Foundation and the Board of Regents for and on behalf of the University (sub-lessee), for the University's College of Business programs. The lease is renewable annually through fiscal year 2024.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 12. OBLIGATIONS UNDER LEASES (Continued)

#### Panther Holdings, LLC Ground Lease

On January 4, 2017, Panther Holdings, LLC (lessor) entered into a 33 year ground lease with two 33 year extensions.

Escalating rental payments in the lease agreement resulted in deferred lease asset recorded in the consolidated statements of financial position. The unamortized balance of deferred lease asset as of June 30, 2017 was \$98,156.

#### Panther Place Lease (Panther Place as Lessor)

##### Georgia State University Research Foundation, Inc.

Effective June 1, 2012, Panther Place, LLC (current Landlord) replaced SunTrust Bank (former Landlord) per the lease agreement between SunTrust Bank and Georgia State University Research Foundation, Inc. (the Tenant) to lease certain premises consisting of approximately 18,257 square feet in the office building located at 58 Edgewood Avenue, Atlanta, Georgia, and more commonly known as the Tower Annex. Effective June 1, 2016, the Georgia State University Research Foundation, Inc. increased the leased space to approximately 45,591 square feet.

Future minimum lease receipts required under the lease as of June 30, 2017, are as follows:

<u>Year Ending June 30,</u>	
2018	\$ 173,473
2019	178,677
2020	184,037
2021	173,328
Total	<u>\$ 709,515</u>

For the year ending June 30, 2017 and 2016, the rental income was \$168,420 and \$147,996, respectively.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 13. BONDS PAYABLE

Bonds payable at June 30, 2017 and 2016 consisted of the following:

Series	Original Principal Issued	Interest Rates	Balance June 30, 2017	Balance June 30, 2016
Student Recreation Center Bonds (Series 2011)	\$ 16,035,000	4.00% - 5.00%	\$ 3,900,000	\$ 6,150,000
Panther Place Revenue Bonds (Series 2009)	73,235,000	4.00% - 6.15%	66,440,000	68,240,000
Real Estate Student Support I Bonds (Series 2010)	54,735,000	4.61%	49,615,000	50,510,000
Newton Bonds (Series 2005)	22,695,000	3.50% - 5.25%	17,520,000	18,140,000
Subtotal			137,475,000	143,040,000
Plus unamortized bond premium			129,547	218,331
Less unamortized bond discount			(1,090,008)	(1,168,192)
Less unamortized debt issuance costs			(1,426,117)	(1,578,098)
Total			\$ 135,088,422	\$ 140,512,041

#### Student Recreation Center

On January 31, 2011 revenue bonds (tax-exempt \$16,035,000 plus premium of \$1,065,413) were issued by the Development Authority of Fulton County. Proceeds of the series 2011 bonds were used to refund the series 1998 revenue bonds. Moody's Investor Services, Inc. has assigned the Series 2011 bonds the rating of Aa3. Interest expense on the series 2011 revenue bonds for the years ended June 30, 2017 and 2016 totaled \$223,125 and \$283,938, respectively.

The tax exempt bond documents require the Foundation to set the Student Recreation Center lease rates so that the debt service coverage ratio, calculated at the end of each fiscal year will not be less than 1.0 in any year while the direct financial lease is in effect and the Series 2011 bonds are outstanding.

#### Panther Place

On May 29, 2009 the outstanding balance of the Series 2007 bonds of \$47,630,000 and the line of credit of \$8,612,859 were refunded by a new fixed-rate bond issuance. Revenue bonds of \$73,235,000 (tax-exempt \$60,215,000 and taxable \$13,020,000) net of discount of \$1,654,917 were issued by the Atlanta Development Authority on behalf of the Foundation. Principal payments are to be made annually starting July 1, 2013 and ending July 1, 2037. Interest is to be paid semi-annually starting July 1, 2009 at a rate specified in the revenue bonds ranging from 4.00% to 6.15%. Moody's Investors Services, Inc. has assigned the Series 2009 Bonds the rating of Aa3. Interest expense for the years ended June 30, 2017 and 2016 was \$3,182,712 and \$3,271,811, respectively.

The tax exempt bond documents require Panther Place to set the lease rates so that the debt service coverage ratio, calculated at the end of each fiscal year will not be less than 1.0 in any year while the direct financing lease is in effect and the Series 2009 bonds are outstanding.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 13. BONDS PAYABLE (Continued)

#### Newton

On December 29, 2005, revenue bonds (tax-exempt \$22,695,000) were issued by the Newton County Industrial Revenue Authority. Proceeds of the Series 2005 bonds were used to fund the building project, which was completed in June 2007. Principal payments are to be made annually ending June 1, 2035. Interest is to be paid semi-annually on June 1 and December 1 at a rate specified in the revenue bonds ranging from 3.5% to 5.25%. Interest expense for the year ending June 30, 2017 and the three month period ending June 30, 2016 was \$848,936 and \$218,680, respectively.

The tax exempt bond documents require Newton to set the lease rates so that the debt service coverage ratio, calculated at the end of each fiscal year will not be less than 1.0 in any year while the direct financing lease is in effect and the bonds are outstanding.

#### Student Support I

During 2007, revenue bonds were issued by the Joint Development Authority of DeKalb County, Gwinnett County and Newton County. These funds were used to construct several facilities on four campuses of Georgia Perimeter College. These bonds were reissued in May 2010 and are now owned by Wells Fargo Bank, N.A. Principal payments are to be made annually ending in 2035 at an interest rate that contains a variable component (interest rate swap) which creates a synthetic fixed rate (%). This amortization is based on a final aggregate bond issuance of \$57,150,000. However, the total issuance amounted to \$54,735,000. Interest expense for the year ending June 30, 2017 and the three month period ending June 30, 2016 was \$2,328,846 and \$612,781, respectively.

The tax exempt bond documents require Student Support I to set the lease rates so that the debt service coverage ratio, calculated at the end of each fiscal year will not be less than 1.0 in any year while the direct financing lease is in effect and the bonds are outstanding.

#### Interest Rate Swap

In order to mitigate interest rate risk associated with the Student Support I series bonds, the Foundation entered into an interest rate swap agreement with Wells Fargo Bank, N.A. The interest rate swap agreement converted the bonds of \$54,735,000 to a 3.73% fixed rate liability. The Foundation may terminate this agreement at any time upon settlement of any amounts due under the agreement.

During the year ended June 30, 2017, the value of the interest rate swap agreement liability decreased by \$4,956,741. During the three months ended June 30, 2016, the value of the interest rate swap agreement liability increased by \$1,104,077. This amount is included in the accompanying consolidated statement of activities and changes in net assets.

The Foundation uses periodic valuations of the interest rate swap, which are provided by Wells Fargo Bank, N.A., to estimate the fair value of the interest rate swap. At June 30, 2017 and 2016 the value was \$10,881,060 and \$15,837,801, respectively. At June 30, 2017 and 2016, the interest rate swap has a current notional amount of \$49,615,000 and \$50,685,000, respectively, and matures in June 2035.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 13. BONDS PAYABLE (Continued)

Future maturities of the Student Recreation Center, Panther Place, Newton Academic Building and Student Support I revenue bonds at June 30, 2017 are as follows:

Year Ending June 30,	Tax-Exempt	Taxable	Total
2018	\$ 4,185,000	\$ 1,900,000	\$ 6,085,000
2019	3,555,000	2,000,000	5,555,000
2020	2,170,000	2,100,000	4,270,000
2021	4,370,000	250,000	4,620,000
2022	4,910,000	-	4,910,000
2022 – 2026	25,815,000	-	25,815,000
2027 - 2031	38,195,000	-	38,195,000
2032 - 2036	43,195,000	-	43,195,000
2037	4,830,000	-	4,830,000
Total	<u>\$ 131,225,000</u>	<u>\$ 6,250,000</u>	<u>\$ 137,475,000</u>

The fair value of the bonds at June 30, 2017 and 2016 was \$144,061,986 and \$152,630,366, respectively.

### NOTE 14. NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from restrictions for the years ended June 30, 2017 and 2016 for the following purposes:

	2017	2016
Management fees	\$ 1,407,743	\$ 1,298,325
Program Service - General and departmental	9,365,950	8,587,312
Program Service - Fundraising expenses	246,644	187,763
Program Service - Faculty and staff expenses	3,655,842	3,227,659
Program Service - Scholarships and awards	4,829,225	5,281,768
Program Service – Renovations gifted to University	14,475,143	917,242
Total net assets released from restrictions	<u>\$ 33,980,547</u>	<u>\$ 19,500,069</u>

### NOTE 15. COMMITMENTS AND CONTINGENCIES

The Foundation has future commitments related to various limited partnership agreements with investment managers of real estate investment trusts and venture capital funds for the endowment portfolio. Payments under the various partnership agreements are made over a period of years based on specified capital calls by the respective partnerships. The purpose of these agreements is to provide endowment funds and nonprofit organizations the opportunity to invest in private limited partnerships, which in turn, make venture capital investments primarily in emerging growth companies, international private equity investments and in equity securities, warrants or other options that are generally not actively traded at the time of investment with the objective of obtaining long-term growth of capital. Capital calls are drawn from other liquid assets of the endowment investment pool as part of the asset allocation process. Starting in fiscal year 2016, there were similar future commitments for the operating pool. Investment commitments for the years ended June 30, 2017 and 2016 totaled \$1,372,184 and \$1,370,839, respectively.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 16. SUMMARY OF NET ASSETS

Net assets as of June 30, 2017 and 2016, were available for the following purposes:

	<u>2017</u>	<u>2016</u>
Unrestricted Net Assets:		
General	\$ 20,882,203	\$ 18,701,985
Investment in land and buildings	18,051,838	20,332,691
Pledge receivables	13,681	22,140
Total unrestricted net assets	<u>38,947,722</u>	<u>39,056,816</u>
Temporarily Restricted Net Assets:		
Academic and program support and activities	52,211,005	63,579,348
Scholarships	23,793,535	15,132,660
Pledge receivables	10,941,121	5,525,573
Charitable trust - deferred gifts	1,076,320	840,932
Student investment portfolio	561,841	510,700
Total temporarily restricted net assets	<u>88,583,822</u>	<u>85,589,213</u>
Permanently Restricted Net Assets:		
Endowment - Scholarships	36,916,452	29,833,043
Endowment - Program support	81,862,406	76,624,833
Endowment - Pledge receivables	9,556,195	5,261,383
Total permanently restricted net assets	<u>128,335,053</u>	<u>111,719,259</u>
Total Net Assets	<u>\$ 255,866,597</u>	<u>\$ 236,365,288</u>



## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 17. LIQUIDITY AND AVAILABILITY

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

Cash and cash equivalents	\$ 1,529,799
Operating – unrestricted investments	19,382,034
	<u>\$ 20,911,833</u>

As part of the Foundation's liquidity plan, the Foundation unrestricted reserve must be equal to 10% of the restricted operating portfolio plus the current year total expense budget. The unrestricted reserve consists of the unrestricted investments and unrestricted cash. The required minimum unrestricted reserve at June 30, 2017 was \$9,695,795 with the excess reserve balance at \$11,216,038.

The Foundation's unrestricted investments represent non-endowed assets that are unrestricted, have not been designated to a specific college/unit or purpose, and can be used by the Foundation at any time. A portion of the assets in the unrestricted investments are invested in short term investments determined by the board pursuant to the Foundation Investment policy. While the remaining portion of the assets is invested in investment classes similar to those used for the endowment pool, it is expected that the underlying funds used will have sufficient liquidity in order to meet any unexpected cash needs.

### NOTE 18. ACQUISITION OF PANTHER HOLDINGS PROPERTY

Panther Holdings, LLC purchased 68.2 acres, including a stadium and surrounding property, from the City of Atlanta and the Fulton County Recreation Authority on January 4, 2017 for the benefit and use of the University. In addition, on January 4, 2017, there was a simultaneous sale of 38.4 acres, including the stadium, to the University and 15.8 acres to COHW Summerhill GL, LLC. The remaining acreage, including the marquee sign on I-75, will remain owned by Panther Holdings, LLC. Some of the remaining land will be leased to the University and COHW Summerhill GL, LLC pursuant to leases executed January 4, 2017. The owned land and equipment (marquee sign) are reflected in Property and equipment in the consolidated statements of financial position. The deferred lease asset resulting from escalating rental payments is reflected in accounts receivable and other assets on the consolidated statements of financial position (see note 12 above).

### NOTE 19. ACQUISITION OF GEORGIA PERIMETER COLLEGE FOUNDATION, INC.

As described in Note 1, on April 1, 2016, the Foundation acquired the net assets of Georgia Perimeter College Foundation, Inc. ("GPC Foundation"). No consideration was exchanged in the transaction. Under FASB's guidance for not-for-profit mergers and acquisitions, the transaction qualified as an acquisition of GPC Foundation by the Foundation. Therefore, the fair values of the assets acquired and the liabilities assumed were recorded as of April 1, 2016 and the excess of liabilities over the assets of \$2,411,048 was recorded as non-operating revenue on the statement of activities.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 20. SUBSEQUENT EVENTS

The Foundation has evaluated subsequent events through September 22, 2017, in connection with the preparation of these consolidated financial statements which is the date the consolidated financial statements were available to be issued.

The Foundation received a donor restricted contribution for the benefit of the Intercollegiate Athletics program, in the amount of \$10 million for naming rights of the new football field. In accordance with the Foundation's gift acceptance policy, the gift required Board of Regents approval prior to acceptance. In August 2017, the contribution was approved and recorded as revenue.

On August 30, 2017, the outstanding balance of the Panther Place, LLC Series 2009 A & B bonds were refunded by a new fixed-rate bond issuance. Revenue bonds of \$57,040,000 (tax-exempt \$49,270,000 and taxable \$7,770,000) plus premium of \$6,474,607 were issued by the Atlanta Development Authority on behalf of the Foundation. Principal payments are to be made annually starting July 1, 2018 and ending July 1, 2036. Interest is to be paid semi-annually starting January 1, 2018 at a rate specified in the revenue bonds ranging from 1.575% to 5.000%. Moody's Investors Services, Inc. has assigned the Series 2017 Bonds the rating of Aa3.

On August 30, 2017, the outstanding balance of the GPC Foundation Real Estate Newton, LLC Series 2005 bonds were refunded by a new fixed-rate bond issuance. Tax-exempt Revenue bonds of \$15,865,000 plus premium of \$1,954,062 were issued by the Newton County Industrial Development Authority on behalf of the Foundation. Principal payments are to be made annually starting June 1, 2018 and ending June 1, 2035. Interest is to be paid semi-annually starting December 1, 2017 at a rate specified in the revenue bonds ranging from 3.00% to 5.00%. Moody's Investors Services, Inc. has assigned the Series 2017 Bonds the rating of Aa3.