# Report of Audit

on the

Financial Statements

of the

# Mercer County Community College Foundation

for the

Years Ended June 30, 2017 and 2016

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#### **INDEPENDENT AUDITOR'S REPORT**

Board of Directors Mercer County Community College Foundation West Windsor, New Jersey

#### Report on the Financial Statements

We have audited the accompanying financial statements of Mercer County Community College Foundation, which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activity and cash flows for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

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

#### Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

# SUPLEE, CLOONEY & COMPANY

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

#### Opinion

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

September 13, 2017

# STATEMENTS OF FINANCIAL POSITION JUNE 30, 2017 AND 2016

ASSETS	2017	2016
Cash and Cash Equivalents Investments Pledges Receivable, Net of Discount	\$ 514,695 10,336,340 196,187	\$ 576,571 8,383,482 120,429
TOTAL ASSETS	\$ 11,047,222	\$ 9,080,482
LIABILITIES AND NET ASSETS		
<u>Liabilities</u> Accounts Payable and Accrued Expenses Due to Mercer County Community College	\$ 22,053 88,738	\$ 64,592 15,202
Total Liabilities	\$ 110,791	\$ 79,794
Net Assets Unrestricted: Board Designated for Scholarships and Programs Board Designated for Student Assistance Undesignated - Major Gifts Campaign Undesignated	\$ 12,319 1,000,000 471,329 1,260,985	\$ 74,673 1,000,000 467,967 964,610
Temporarily Restricted	5,595,600	5,002,656
Permanently Restricted	 2,596,198	 1,490,782
<u>Total Net Assets</u>	\$ 10,936,431	\$ 9,000,688
TOTAL LIABILITIES AND NET ASSETS	\$ 11,047,222	\$ 9,080,482

The accompanying Notes to Financial Statements are an integral part of this statement.

# STATEMENTS OF ACTIVITY FOR THE YEAR ENDED JUNE 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2016)

	2017						2016			
				MPORARILY						
Support and Revenues	UNI	RESTRICTED	R	ESTRICTED	<u>R</u>	ESTRICTED		TOTAL		TOTAL
Support and Revenues	\$		\$		Φ.		•		_	
Gifts/Contributions	Φ	60,885	Ф	315.161	\$	1,105,416	\$	4 404 400	\$	205 700
Gifts/Contributions - Capital Campaign		00,005		179,435		1,100,416		1,481,462		335,799
Interest and Dividend Income		107,453		110,800		-		179,435		105,209
Fundraising:		107,400		110,000		-		218,253		183,139
Special Event - Spring Event		111,401						444 404		440.400
Special Event - Golf Outing		40.942		•		-		111,401		148,436
Special Event - Other Events		723		-		-		40,942		40,379
Realized Gain (Loss)		41,783		54,561		-		723 96.344		1,576
Unrealized Gain		292,107		354,440		-		, .		(155,828)
Net Assets Released from Restrictions		421,453		(421,453)		-		646,547		152,706
Total Support and Revenues	\$	1,076,747	\$	592,944	\$	1,105,416	\$	2,775,107	\$	- 044 446
		7,070,711	<del></del>	002,044	_Ψ	1, 100,410	4	2,773,107	<u>.</u>	811,416
Expenses										
Scholarships		501,783						501.783		382,512
Fundraising:		,						501,105		302,312
Special Event - Spring Event		36,736				_		36,736		41,436
Special Event - Golf Outing		21,831				_		21,831		17,180
Special Event - Other Events		723				_		723		4,318
Allocations		69,365				_		69,365		84,150
Operating:		00,000						000,000		04,150
Capital Campaign		103,253						103,253		135,747
Senior Giving Officer		32,360				_		32,360		32,360
Professional Fees		14,000				<b>~</b>		14,000		14,000
Investment Fees		49,507						49,507		42,229
Bank Fees		3,983						3,983		3,128
Other Operating Expenses		5,823						5,823		7,661
Total Expenses	\$	839,364		*		_	\$	839,364	\$	764,721
						~ * * * * * * * * * * * * * * * * * * *				
Change in Net Assets		237,383		592,944		1,105,416		1,935,743		46,695
Net Assets, Beginning of Year		2,507,250		5,002,656		1,490,782		9,000,688		8,953,993
Net Assets, End of Year	\$	2,744,633	\$	5,595,600	\$	2,596,198	\$	10,936,431	\$	9,000,688

The accompanying Notes to Financial Statements are an integral part of this statement.

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

		<u>2017</u>	<u>2016</u>
Cash Flows from Operating Activities Change in Net Assets Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:	\$	1,935,743	\$ 46,695
Realized and Unrealized (Gains) Losses on Investments Contributions Restricted for Long-Term Purposes Increase (Decrease) in Cash from:		(742,891) (1,105,416)	3,122 (265,296)
Interest Receivable Pledges Receivable Accounts Payable Due to Mercer County Community College		(75,758) (42,540) 73,536	4,407 9,585 660 (41,768)
Net Cash Provided (Used) by Operating Activities	\$	42,674	\$ (242,595)
Cash Flows from Investing Activities Proceeds from Sales of Investments Purchases of Investments	<del>With Deliver Special Conservation</del>	4,421,962 (5,631,928)	 4,183,921 (4,316,415)
Net Cash Used by Investing Activities	\$	(1,209,966)	\$ (132,494)
Cash Flows from Financing Activities Contributions Restricted for Long-Term Purposes		1,105,416	 265,296
Net Cash Provided by Financing Activities	\$	1,105,416	\$ 265,296
Net Increase (Decrease) in Cash and Cash Equivalents		(61,876)	(109,793)
Cash and Cash Equivalents, Beginning of Year		576,571	686,364
Cash and Cash Equivalents, End of Year	\$	514,695	\$ 576,571

The accompanying Notes to Financial Statements are an integral part of this statement.

# NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

#### **NATURE OF ACTIVITIES**

The Mercer County Community College Foundation (the "Foundation") is a not-for-profit foundation organized under Section 501(c)(3) of the Internal Revenue Code (the "Code"). It is operated exclusively for the purpose of assisting the board of trustees of Mercer County Community College (the "College") in holding, investing and administering property and making expenditures to or for the benefit of the College, its students and its faculty.

#### (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Accounting**

The financial statements of the Foundation have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions.

#### **Basis of Presentation**

Financial reporting for not-for-profit organizations requires that the Foundation report information regarding its financial position and activity according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

#### Financial Statement Presentation

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

<u>Unrestricted Net Assets</u> - Net assets that are not subject to donor-imposed stipulations.

<u>Temporarily Restricted Net Assets</u> - Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Foundation and/or the passage of time.

<u>Permanently Restricted Net Assets</u> - Net assets subject to donor-imposed stipulations that they be maintained permanently by the Foundation. The donors of these assets permit the Foundation to use all or part of the income earned on related investments for general or specific purposes.

#### NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

### (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Cash and Cash Equivalents

For the purpose of the statement of cash flows, cash and cash equivalents includes unrestricted time deposits, certificates of deposit and highly liquid instruments with initial maturities of three months or less. In addition, the statement of cash flows excludes permanently restricted cash.

Cash balances maintained at financial institutions may exceed federally insured limits. The Foundation monitors the health of these banking institutions. Historically, the Foundation has not experienced any credit-losses.

#### Public Support and Revenue Recognition

Contributions are recognized when the donor makes a promise to give to the Foundation that is, in substance, unconditional. Unconditional promises to give due in the next year are reflected as current promises to give and are recorded at their net realizable values. Unconditional promises to give due in subsequent years are reflected as long-term promises to give and are recorded at the present values of their net realizable values, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts.

Conditional promises to give are recognized when the conditions on which they are dependent are substantially satisfied.

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction.

When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activity as net assets released from restrictions.

Endowment contributions and investments are permanently restricted by the donor. Investment earnings available for distribution are reclassified to unrestricted net assets and reported in the statement of activity as net assets released from restrictions.

Investment income and gains restricted by donors are reported as increases in unrestricted net assets if the restrictions are met (which happens either when a stipulated time period ends or when a purpose restriction is accomplished) during the reporting period in which the income and gains are recognized.

Pledge receivables with expected collection terms of greater than two years are presented at their net present value. They are discounted utilizing the applicable discount rate of approximately 0.11%, for the years ended June 30, 2017 and 2016.

#### NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

#### (1) <u>SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)</u>

#### Investments

The Foundation carries investments at fair market value. Unrealized gains and losses occurring during the years ended June 30, 2017 and 2016 are presented in the accompanying statement of activity.

#### Income Taxes

The Foundation is a Not-For-Profit Organization that is exempt from income taxes under Section 501 (c)(3) of the Internal Revenue Code.

The most significant tax position of the Foundation is its assertion that it is exempt from income taxes. Other significant tax positions include its determination of whether any amounts are subject to unrelated business tax (UBIT). Management has determined the Foundation had no activities subject to UBIT in the years ended June 30, 2017 or 2016. All significant tax positions have been considered by management and it has determined that it is more likely than not that all tax positions would be sustained upon examination by taxing authorities.

The Foundation is required to file Form 990 (Return of Organization Exempt from Income Tax) which is subject to examination by the Internal Revenue Service (IRS) up to three years from the extended due date of the tax return. The Forms 990 for 2014 through 2016 are open to examination by the IRS as of June 30, 2017.

#### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

# NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

# (2) <u>INVESTMENTS</u>

Investments are stated at fair value as of June 30, 2017 and 2016. The unrealized appreciation (depreciation) reflects differences from cost on a cumulative basis, and consists of the following:

		2017	
	Cost	Fair Value	Unrealized Appreciation (Depreciation)
Corporate fixed income Mutual funds	\$4,029,713 <u>5,537,431</u>	\$ 4,028,590 6,307,750	\$ (1,123) 770,319
	\$9,567,14 <u>4</u>	\$10,336,340	<u>\$769,196</u>
_		2016	
			Unrealized Appreciation
	Cost	<u>Fair Value</u>	(Depreciation)
Corporate fixed income Mutual funds	\$3,583,171 <u>4,677,646</u>	\$3,642,038 4,741,444	\$ 58,867 <u>63,798</u>
	\$8,260,817	\$ 8,383,482	<u>\$122,665</u>

# NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

# (2) <u>INVESTMENTS (CONTINUED)</u>

The following schedule summarizes the investment return and its classification in the Statement of Activity for the years ended June 30:

		2017				
	Unrestricted	Temporarily Restricted	Permanently <u>Restricted</u>	Total		
Interest and Dividend Income Net realized/unrealized	\$107,453	\$110,800	\$	\$218,253		
gains/(losses)	333,890	409,001	****	742,891		
Total investment return	<u>\$441,343</u>	<u>\$519,801</u>	\$	<u>\$961,144</u>		
		201	6			
		Temporarily	Permanently			
	<u>Unrestricted</u>	Restricted	Restricted	<u>Total</u>		
Interest and Dividend Income Net realized/unrealized	\$ 91,235	\$ 91,904	\$	\$183,139		
gains/(losses)	(16,433)	<u>13,311</u>		(3,122)		
Total investment return	<u>\$ 74,802</u>	<u>\$105,215</u>	\$	<b>\$180,017</b>		

# NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

#### (3) FAIR VALUE MEASUREMENTS

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Valuation techniques used to measure fair value must maximize the use of observable inputs and minimize the use of unobservable inputs. The fair value hierarchy is based on three levels of inputs, of which the first two are considered observable and the last unobservable, that may be used to measure fair value which are the following:

Level 1 Quoted prices in active markets for identical assets or liabilities

Level 2 Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities

Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities

In accordance with ASC 820, the following tables represent the Foundation's fair value measurements hierarchy for its Investments at fair value on a recurring basis as of June 30:

		<u>201</u>	<u>7</u>	
	<u>Total</u>	Level 1	Level 2	Level 3
Corporate fixed income Mutual funds	\$4,028,590 <u>6,307,750</u>	\$4,028,590 <u>6,307,750</u>	\$ =	\$ <u>-</u>
	<u>\$10,336,340</u>	<u>\$10,336,340</u>	\$	<u>\$</u>
		<u>201</u>	<u>6</u>	
	<u>Total</u>	Level 1	Level 2	Level 3
Corporate fixed income Mutual funds	\$3,642,027 <u>8,960,052</u>	\$3,642,027 8,960,052	\$	\$
	<u>\$ 8,383,482</u>	\$ 8,383,482	\$	<u>\$</u>

The primary objective of the Foundation's investments is capital appreciation and return without undue exposure to risk. Investment funds are selected to support long-term goals, and provide growth of Endowment assets at a rate that that will provide available funds for expenses and scholarships and growth to endowment assets.

# NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

# (4) <u>UNCONDITIONAL PROMISES TO GIVE</u>

Unconditional Promises to Give consist of pledges due at June 30 as follows:

	<u>2017</u>	2016
Unconditional Promises to Give	\$198,256	\$120,744
Less: Allowance for Uncollectible Pledges Less: Unamortized Discount	(2,069)	(315)
Net Unconditional Promises to Give	<u>\$196,187</u>	<u>\$120,429</u>
Amounts Due In: Within One Year One to Five years	\$ 110,925 _87,331	\$ 24,000 <u>96,744</u>
	<u>\$198,256</u>	\$120,744

Outstanding Unconditional Promises to Give are expected to be collected, accordingly there is no Allowance for Uncollectible reflected. Unconditional promises to give, which are due in more than one year, are discounted at a risk-free rate of return appropriate for the expected term of the promise to give.

#### (5) RELATED PARTY TRANSACTIONS

The books of the Foundation are maintained through accounting and administrative services provided by the College. The fair value of these services has not been determined. Therefore, no amounts for these services have been recognized in the statements of activity. "Due to and from Mercer County Community College" accounts are set up to record related party activity between the College and the Foundation. Due to Mercer County Community College was \$88,738 and \$15,202 at June 30, 2017 and 2016, respectively.

# NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

### (6) <u>TEMPORARILY RESTRICTED NET ASSETS</u>

Temporarily restricted net assets at June 30 are available for the following purposes:

	<u>2017</u>	<u>2016</u>
Scholarships Programs	\$4,347,099 586,069	\$4,031,034 488,625
Capital Improvements	662,432	482,997
	<b>\$</b> 5,595,600	\$5,002,656

#### (7) <u>NET ASSETS RELEASED FROM RESTRICTIONS</u>

Net assets were released from donor restrictions as follows:

	<u>2017</u>	<u>2016</u>
Expenses incurred to satisfy donor requirements	<u>\$421,453</u>	<u>\$354,810</u>

# (8) PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets are endowment funds restricted in perpetuity to continue the purpose of the Foundation. Interest and dividend income along with investment gains and losses generated by these assets are unrestricted and available for use by the Foundation.

# NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

#### (9) ENDOWMENT FUNDS

The Foundation's endowment funds consist of approximately four (4) individual funds established for a variety of purposes. The endowment funds include both donor-restricted endowment funds and funds designated by the Foundation's Board of Directors to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Foundation's Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Foundation has interpreted state law as requiring the preservation of the value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment and (b) the original value of subsequent gifts to the permanent endowment. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by state law. The Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of the Foundation and the donor-restricted endowment fund
- (3) General economic 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

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is as follows:

### NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

### (9) ENDOWMENT FUNDS (CONTINUED)

Fund Investment <u>Objectives</u>	Investment Policy	Target Return
Foundation Board Designated Account	Moderate to High risk	8%
Foundation Student Assistance Account	Low to Moderate Risk	7% - 8%
Foundation Athletic Account	Low to Moderate Risk	7% – 8%
Foundation Capital Campaign Account	Low to Moderate Risk	7% – 8%

The Foundation expects its endowment funds, over time, to provide an average rate of return of approximately 7 - 8 percent annually.

Actual returns in any given year may vary from this amount.

To satisfy its long-term rate-of-return objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends).

Endowment net asset composition by type of fund at June 30, 2017:

Unrestricted Board Designated Net Assets Temporarily Restricted Net Assets Permanently Restricted Net Assets	\$ 993,317 170,236 _2,596,198
	\$3,759,751

#### NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

### (9) ENDOWMENT FUNDS (CONTINUED)

Changes in Endowment Funds for the years ended June 30, 2017 and 2016 are as follows:

	<u>Board</u> Designated	Temporarily <u>Restricted</u>	Permanently <u>Restricted</u>	Total
Balance, June 30, 2015	\$1,116,445	\$168,522	\$1,430,943	\$2,715,910
Contributions Investment Return Appropriated for expenditures	334,204  (665,343)	12,678 (31,425)	59,839  	394,043 12,678 (696,768)
Other Changes: Reclassification Board Designated Endowments	98,877 190,391		**************************************	98,877 190,391
Balance, June 30, 2016	\$1,074,574	<u>\$149,774</u>	\$1,490,782	\$2,715,130
Contributions Investment Return Appropriated for expenditures	403,272 (761,872)	62,293 (41,831)	1,105,416  	1,508,688 62,293 (803,703)
Other Changes: Reclassification Board Designated Endowments	125,000 152,343	**		125,000 152,343
Balance, June 30, 2017	\$ 993,317	\$170,236	\$2,596,198	\$3,759,751

#### (10) SUBSEQUENT EVENTS

The Foundation has evaluated subsequent events through September 13, 2017, which is the date the financial statements were available to be issued.

Based on its evaluation, the Foundation has determined that no other subsequent events have occurred which require disclosure in the financial statements.

#### (11) <u>LITIGATION AND CONTINGENT LIABILTIES</u>

From time to time, the Foundation may be subject to litigation, claims and contingent liabilities incidental to the ordinary course of business. In the opinion of management, claims or lawsuits incidental to the business of the Foundation have been adequately provided for in the financial statements.