

**HARTNELL COLLEGE FOUNDATION
(A NONPROFIT ORGANIZATION)**

FINANCIAL STATEMENTS

June 30, 2018 and 2017

HARTNELL COLLEGE FOUNDATION
FINANCIAL STATEMENTS
June 30, 2018 and 2017

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HARTNELL COLLEGE FOUNDATION
ORGANIZATION
June 30, 2018
(Unaudited)

The Hartnell College Foundation (the "Foundation") is governed by a Board of Directors and is a legal entity separate from the Hartnell Community College District (the "District"). The Foundation was incorporated in 1979.

The Foundation secures property by outright gift, bequest, will or trust and earnings from investments. The Foundation makes gifts, loans, grants and scholarships in order to promote, foster and implement the programs and activities of the District.

The Board of Directors for the fiscal year ended June 30, 2018 was comprised of the following members:

<u>Members</u>	<u>Office</u>	<u>Term Expires</u>
Kurt Gollnick	President	December 2019
Anne Secker	Past President	October 2019
Adrienne Laurent	Vice President	December 2020
Margaret D'Arrigo-Martin	Vice President	October 2020
Sharon Dilbeck	Vice President	October 2018
Stephen Goldman	Vice President	October 2018
Dr. Pablo Romero	Vice President	December 2020
Nicholas Pasculli	Vice President	October 2018
Esther Rubio	Vice President	December 2019
Judith Sulsona	Vice President	October 2018
David Warner	Vice President	December 2019
Michael Briley	Treasurer	December 2019
Alfred Muñoz	Secretary	October 2018
Bruce Adams	Member	December 2020
Teri Belli	Member	December 2019
Dennis Donohue	Member	October 2020
Karen Fanoë	Member	December 2019
Susan Gill	Member	December 2019
Kevin Healy	Member	December 2019
Michael Avila	Member	December 2018
Sam Linder	Member	December 2020
Dawn Mathes	Member	October 2020
Dr. Robert Patton	Member	October 2018
Jose Ramon	Member	December 2020
Elliott Robinson	Member	October 2020
John Romans	Member	December 2020
Michael Cling	Member	December 2018
Bart Walker	Member	December 2019
Joyce Eikenberry	Member	December 2018
Christopher Lopez	Member	December 2018
Patrick Zelaya	Member	December 2018
Dr. Willard Lewallen	Superintendent/President Hartnell College	
Candi DePauw	Hartnell College Board of Trustees Representative	

INDEPENDENT AUDITOR'S REPORT

Board of Directors
Hartnell College Foundation
Salinas, California

Report on the Financial Statements

We have audited the accompanying financial statements of Hartnell College Foundation (the "Foundation"), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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.

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

(Continued)

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hartnell College Foundation as of June 30, 2018 and 2017, 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.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Organization on page i is presented for purposes of additional analysis and is not a required part of the financial statements. The information has not been subjected to the auditing procedures applied in the audit of the financial statements and accordingly, we do not express an opinion or provide any assurance on it.


Crowe LLP

Sacramento, California
November 14, 2018

FINANCIAL STATEMENTS

HARTNELL COLLEGE FOUNDATION
STATEMENTS OF FINANCIAL POSITION
June 30, 2018 and 2017

	<u>2018</u>	<u>2017</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 4,588,220	\$ 4,676,033
Grants/Pledges receivable, current	1,512,996	1,534,034
Prepaid expenses	<u>22,535</u>	<u>36,757</u>
Total current assets	<u>6,123,751</u>	<u>6,246,824</u>
Noncurrent assets:		
Pledges receivable, net of current portion	505,000	460,000
Investments	10,401,126	9,417,126
Land held for investment	20,500,000	-
Property and equipment, net	<u>256,579</u>	<u>256,579</u>
Total noncurrent assets	<u>31,662,705</u>	<u>10,133,705</u>
Total assets	<u>\$ 37,786,456</u>	<u>\$ 16,380,529</u>
LIABILITIES		
Current Liabilities:		
Accounts payable and accrued liabilities	\$ 645,445	\$ 318,339
Scholarships payable	322,066	224,522
Deferred revenue	<u>44,802</u>	<u>45,458</u>
Total current liabilities	<u>1,012,313</u>	<u>588,319</u>
NET ASSETS		
Net assets:		
Unrestricted	1,182,363	1,030,916
Temporarily restricted	27,959,708	7,370,972
Permanently restricted	<u>7,632,072</u>	<u>7,390,322</u>
Total net assets	<u>36,774,143</u>	<u>15,792,210</u>
Total liabilities and net assets	<u>\$ 37,786,456</u>	<u>\$ 16,380,529</u>

See accompanying notes to financial statements.

HARTNELL COLLEGE FOUNDATION
STATEMENT OF ACTIVITIES
For the year ended June 30, 2018

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Revenues:				
Donations	\$ 136,850	\$ 23,542,488	\$ 241,750	\$ 23,921,088
Special events	269,626	121,005	-	390,631
In-kind donations	212,193	143,915	-	356,108
Interest and dividends	16,679	235,929	-	252,608
Realized gain on investments	14,595	284,015	-	298,610
Unrealized gain on investments	33,082	524,338	-	557,420
Other revenue	160,573	303,022	-	463,595
Interfund transfers	(19,466)	19,466	-	-
Net assets released from restriction	<u>4,585,442</u>	<u>(4,585,442)</u>	<u>-</u>	<u>-</u>
 Total revenues	 <u>5,409,574</u>	 <u>20,588,736</u>	 <u>241,750</u>	 <u>26,240,060</u>
Expenses:				
Program	4,823,797	-	-	4,823,797
General and administrative	196,928	-	-	196,928
Fundraising	<u>237,402</u>	<u>-</u>	<u>-</u>	<u>237,402</u>
 Total expenses	 <u>5,258,127</u>	 <u>-</u>	 <u>-</u>	 <u>5,258,127</u>
 Change in net assets	 <u>151,447</u>	 <u>20,588,736</u>	 <u>241,750</u>	 <u>20,981,933</u>
 Net assets, July 1, 2017	 <u>1,030,916</u>	 <u>7,370,972</u>	 <u>7,390,322</u>	 <u>15,792,210</u>
 Net assets, June 30, 2018	 <u>\$ 1,182,363</u>	 <u>\$ 27,959,708</u>	 <u>\$ 7,632,072</u>	 <u>\$ 36,774,143</u>

See accompanying notes to financial statements.

HARTNELL COLLEGE FOUNDATION
STATEMENT OF ACTIVITIES
For the year ended June 30, 2017

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Revenues:				
Donations	\$ 145,336	\$ 3,802,935	\$ 971,326	\$ 4,919,597
Special events	260,965	117,062	-	378,027
In-kind donations	199,807	33,897	-	233,704
Interest and dividends	13,239	199,004	-	212,243
Realized gain on investments	14,531	270,704	-	285,235
Unrealized gain on investments	27,052	532,900	-	559,952
Other revenue	232,851	142,475	-	375,326
Interfund transfers	(2,121)	(222,648)	224,769	-
Net assets released from restriction	<u>3,650,216</u>	<u>(3,650,216)</u>	<u>-</u>	<u>-</u>
 Total revenues	 <u>4,541,876</u>	 <u>1,226,113</u>	 <u>1,196,095</u>	 <u>6,964,084</u>
Expenses:				
Program	3,955,359	-	-	3,955,359
General and administrative	211,232	-	-	211,232
Fundraising	<u>181,185</u>	<u>-</u>	<u>-</u>	<u>181,185</u>
 Total expenses	 <u>4,347,776</u>	 <u>-</u>	 <u>-</u>	 <u>4,347,776</u>
 Change in net assets	 <u>194,100</u>	 <u>1,226,113</u>	 <u>1,196,095</u>	 <u>2,616,308</u>
 Net assets, July 1, 2016	 <u>836,816</u>	 <u>6,144,859</u>	 <u>6,194,227</u>	 <u>13,175,902</u>
 Net assets, June 30, 2017	 <u>\$ 1,030,916</u>	 <u>\$ 7,370,972</u>	 <u>\$ 7,390,322</u>	 <u>\$ 15,792,210</u>

See accompanying notes to financial statements.

HARTNELL COLLEGE FOUNDATION
STATEMENT OF FUNCTIONAL EXPENSES
For the year ended June 30, 2018

	<u>Program</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 219,375	\$ 58,500	\$ 14,625	\$ 292,500
Employee benefits	65,417	17,444	4,361	87,222
Consulting and marketing	13,110	3,916	-	17,026
Accounting fees	-	4,203	-	4,203
Management/investment fees	249,935	-	-	249,935
Campus area expenses	3,004,835	-	-	3,004,835
Conferences, conventions, and meetings	18,790	8,541	6,833	34,164
Memberships	4,762	2,460	714	7,936
Equipment rental and maintenance	1,773	2,533	760	5,066
In-kind	284,887	71,222	-	356,109
Planned giving	-	-	43,106	43,106
Postage, printing, and publications	1,978	3,108	564	5,650
Royalties	32,847	-	-	32,847
Scholarships	873,434	-	-	873,434
Special events	-	-	164,598	164,598
Supplies	25,542	4,586	1,255	31,383
Taxes and licenses	1,546	-	-	1,546
Telephone	-	2,340	586	2,926
Other	25,566	18,075	-	43,641
	<u>25,566</u>	<u>18,075</u>	<u>-</u>	<u>43,641</u>
 Total functional expenses	 <u>\$ 4,823,797</u>	 <u>\$ 196,928</u>	 <u>\$ 237,402</u>	 <u>\$ 5,258,127</u>

See accompanying notes to financial statements.

HARTNELL COLLEGE FOUNDATION
STATEMENT OF FUNCTIONAL EXPENSES
For the year ended June 30, 2017

	<u>Program</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 213,549	\$ 56,946	\$ 14,237	\$ 284,732
Employee benefits	58,561	17,649	4,011	80,221
Consulting and marketing	52,790	8,594	-	61,384
Accounting fees	-	3,954	-	3,954
Management/investment fees	207,099	-	-	207,099
Campus area expenses	2,347,805	-	-	2,347,805
Conferences, conventions, and meetings	28,640	13,018	10,414	52,072
Memberships	6,286	3,248	943	10,477
Equipment rental and maintenance	6,006	1,848	1,386	9,240
In-kind	172,941	60,763	-	233,704
Planned giving	-	-	12,697	12,697
Postage, printing, and publications	5,179	8,520	3,007	16,706
Scholarships	803,169	-	-	803,169
Special events	-	-	132,575	132,575
Supplies	14,789	8,110	954	23,853
Taxes and licenses	-	1,696	-	1,696
Telephone	-	2,242	961	3,203
Other	<u>38,545</u>	<u>24,644</u>	<u>-</u>	<u>63,189</u>
 Total functional expenses	 <u>\$ 3,955,359</u>	 <u>\$ 211,232</u>	 <u>\$ 181,185</u>	 <u>\$ 4,347,776</u>

See accompanying notes to financial statements.

HARTNELL COLLEGE FOUNDATION
 STATEMENTS OF CASH FLOWS
 For the years ended June 30, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Cash flows from operating activities		
Change in net assets	\$ 20,981,933	\$ 2,616,308
Reconciliation to net cash provided by operating activities:		
Net gain in the fair value of investments	(557,420)	(559,952)
Realized gain on sale of securities	(298,610)	(285,235)
Realized gain on sale of property and equipment	-	(89,997)
Contributions restricted for endowment	(241,750)	(971,326)
Donation of property	(20,500,000)	-
Effect of changes in:		
Pledges receivable	(23,962)	(114,126)
Prepaid expenses	14,222	7,298
Accounts payable	327,106	(224,580)
Scholarships payable	97,544	48,441
Deferred revenue	<u>(656)</u>	<u>5,567</u>
Net cash (used in) provided by operating activities	(201,593)	432,398
Cash flows from investing activities		
Purchase of investments	(2,053,023)	(5,149,812)
Proceeds from sale of investments	1,925,053	3,972,636
Proceeds from sale of property and equipment	<u>-</u>	<u>160,000</u>
Net cash used in investing activities	(127,970)	(1,017,176)
Cash flows from financing activities		
Contributions restricted for endowment	<u>241,750</u>	<u>971,326</u>
Net change in cash and equivalents	(87,813)	386,548
Cash and cash equivalents – beginning of year	<u>4,676,033</u>	<u>4,289,485</u>
Cash and cash equivalents – end of year	<u>\$ 4,588,220</u>	<u>\$ 4,676,033</u>
Supplemental data for noncash investing activities:		
Donation of property	\$(20,500,000)	\$ -

See accompanying notes to financial statements.

HARTNELL COLLEGE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2018 and 2017

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Organization: Hartnell College Foundation (the "Foundation") is a not-for-profit public benefit corporation organized to provide support to various programs and functions of Hartnell Community College District (the "District" or "College"), as well as to provide a link between the District and the community. The Foundation is considered a component unit of the District for financial reporting purposes and, accordingly, is reported as a discretely presented component unit in the District's financial statements.

The mission of Hartnell College Foundation is to cultivate resources to champion student success.

Basis of Accounting: The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Basis of Presentation: The Foundation has adopted the provisions of Codification Topic 958-605, *Accounting for Contributions Received and Contributions Made*, and Codification Topic 958-205, *Financial Statements of Not-for-Profit Organizations*. Accordingly, the net assets of the Foundation and changes therein are classified and reported as follows:

- *Unrestricted net assets* – Net assets not subject to donor-imposed stipulations.
- *Temporarily restricted net assets* – Net assets subject to donor-imposed stipulations that will be met either by actions of the Foundation and/or the passage of time.
- *Permanently restricted net assets* – Net assets subject to donor-imposed stipulations that require they be maintained permanently by the Foundation. Generally, the donors of these assets permit the Foundation to use all or part of the income earned on related investments for general or specific purposes.

All donor-restricted contributions are recorded as increases in temporarily or permanently restricted net assets depending on the nature of the restriction. When a restriction expires, either by the passage of time or the purpose is satisfied, the temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as "net assets released from restrictions."

Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions.

Cash Equivalents: The Foundation considers all highly liquid investments with original maturity dates of three months or less as cash equivalents.

Investments: Investments in marketable securities are carried at fair value. Net change in the fair value of investments, which consists of realized gains or losses and the unrealized appreciation (depreciation) of those investments, is reported in the statement of activities. Investment income is accrued as earned.

Land held for investments: Land held for investments is carried at the lower of cost or fair value. Declines in the value of the investment is recognized if the aggregate fair value is less than the carrying amount, recoveries of aggregate fair value in subsequent periods is recorded in those periods subject only to the limitation that the carrying amount shall not exceed the original cost.

(Continued)

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Net Assets: The Foundation accounts for its endowments in accordance with *Endowments of Not-for-Profit Organizations: Net Asset Classification of Funds Subject to an Enacted Version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA)*, and *Enhanced Disclosures for All Endowment Funds* (Codification Topic 958-205). The Foundation's endowment currently consists of 77 individual funds established for the purpose of supporting education at the District. Net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Foundation has interpreted UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. 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 organization in a manner consistent with the standard prudence prescribed by UPMIFA.

The Foundation follows the Foundation's adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowments while seeking to maintain 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-specific period(s) as well as board-designated funds.

The investment objective is to optimize earnings on all invested funds, while maintaining the preservation of capital. Risk will be minimized by investing in high quality investment instruments. To the extent that corporate obligations are purchased, those purchases will be diversified in terms of issuer and industry sector.

Donations: Donations are recognized as revenues in the period received. Donations are considered available for unrestricted use unless specifically restricted by the donor. Event revenues received in advance are deferred and recognized in the period the events occur.

Management Fee Income: The Foundation assessed a 1.5% management fee on all endowments. Income from this fee is unrestricted and is used to support the Foundation's operations and mission.

Pledges Receivable: Pledges receivable consist of unconditional and conditional promises to give. Unconditional promises to give (pledges) are recognized as revenue when the commitment is communicated to the Foundation. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met.

Pledges which are expected to be collected within one year are recorded at net realizable value. An allowance for uncollectible pledges receivable is established based upon estimated losses related to specific amounts and is recorded through a provision for bad debt which is charged to expense. At June 30, 2018 and 2017, management has determined that an allowance for uncollectible pledges is not considered necessary.

(Continued)

HARTNELL COLLEGE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2018 and 2017

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Pledges Receivable (continued): Pledges to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using rates commensurate with risks applicable in the years in which those promises are received. At June 30, 2018 and 2017, the Foundation has not applied a present value discount as the amount was not significant.

Concentration of Credit Risk: Cash balances held in banks are insured up to \$250,000 and are collateralized by the respective financial institution. The Foundation maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Foundation has not experienced any losses in such accounts. Management believes the Foundation is not exposed to any significant credit risk related to cash.

At June 30, 2018 and 2017, the Foundation had deposits at financial institutions eligible for insurance coverage with carrying amount of \$4,588,220 and \$4,676,033 a bank balance of \$4,770,176 and \$4,915,727, respectively. The total uninsured bank balances at June 30, 2018 and 2017 was \$2,529,283 and \$2,676,950, respectively.

Tax Status: The United States Treasury Department determined that the Foundation is a nonprofit tax-exempt corporation as defined by Internal Revenue Code Section 501(c)(3). A similar determination was made by the California Franchise Tax Board under Section 237 of the State Revenue and Taxation code.

In 2003, the Foundation Board of Directors approved the 501(h) lobby election of the Internal Revenue Code. Such status provides the Foundation with the ability to participate in the public policy process through lobbying and advocacy campaigns, but limits the Foundation's expenses for this purpose to a maximum of 20% of the first \$500,000 of annual expenditures.

The Foundation has accounted for uncertainty in income taxes as required by the *Accounting for Uncertainty in Income Taxes* Topic of the Financial Accounting Standards Board (FASB) Accounting Standards Codification. The Foundation uses a comprehensive model for recognizing, measuring, presenting and disclosing in the financial statements tax positions taken or expected to be taken on a tax return. A tax position is recognized as a benefit only if it is "more likely than not" that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the "more likely than not" test, no tax benefit is recorded. The effect of applying this model and the resulting identification of uncertain tax positions, if any, were not considered significant for financial reporting purposes. The Foundation is not subject to any tax liability. Management does not expect the total amount of unrecognized tax benefits to significantly change in the next 12 months.

The Foundation would recognize interest and penalties related to unrecognized tax benefits in tax expense. During the year ended June 30, 2018, the Foundation did not recognize any interest or penalties. The Foundation is subject to the filing of U.S. Federal and California informational returns. Federal returns for 2013 through 2016 and California returns for 2012 through 2016 are currently open for potential Federal and State examination.

Use of Estimates: The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires that management make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period.

(Continued)

HARTNELL COLLEGE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2018 and 2017

NOTE 1 – ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

New Accounting Pronouncements: In May 2015, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2015-07, Fair Value Measurement (Topic 820). The amendments in ASU 2015-07 removes the requirement 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 amendments also remove the requirement to make certain disclosures for all investments that are eligible to be measured at fair value using the net asset value per share practical expedient. Rather, those disclosures are limited to investments for which the entity has elected to measure the fair value using that practical expedient. This ASU was adopted by the Foundation for the year ended June 30, 2018 with no material impact on the Foundation. The provisions of this ASU are applied retrospectively.

NOTE 2 – PLEDGES RECEIVABLE

Pledges receivable consist of the following at June 30:

	<u>2018</u>	<u>2017</u>
Pledges receivable	\$ 2,017,996	\$ 1,994,034
Less pledges receivable, current	<u>(1,512,996)</u>	<u>(1,534,034)</u>
Pledges receivable, noncurrent	<u>\$ 505,000</u>	<u>\$ 460,000</u>

Pledges receivable reported as noncurrent are expected to be received within the next five years.

NOTE 3 – INVESTMENTS AND FAIR VALUE OF FINANCIAL INSTRUMENTS

Investments consist of the following at June 30:

	<u>2018</u>	<u>2017</u>
Fixed income	\$ 1,610,823	\$ 1,618,877
Equity securities	8,329,524	7,345,529
Mutual funds	126,606	123,397
Investment in Foundation for California Community Colleges Scholarship Endowment (FCCC/Osher)	<u>334,173</u>	<u>329,323</u>
Total	<u>\$ 10,401,126</u>	<u>\$ 9,417,126</u>

The Foundation invests in a pooled scholarship endowment fund, FCCC/Osher, managed by the Foundation for California Community Colleges (FCCC). The objective of the Foundation's investment in FCCC/Osher is to grow the Foundation's investments through the Bernard Osher Foundation pledge to match funds contributed to FCCC/Osher. Funds invested in the endowment fund by the Foundation cannot be removed at any time. The investment managers engaged by FCCC are required to follow specific guidelines set forth by FCCC with respect to the various types of allowable investments purchased and held by the pool. Accordingly, the estimated fair value of these investments is based on information provided by external investment managers engaged by FCCC. At June 30, 2018 and 2017, the Foundation investment in the pool consisted of 5% and 6% cash and short term investments, 16% and 17% fixed income securities, and 79% and 77% equity securities, respectively.

(Continued)

HARTNELL COLLEGE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2018 and 2017

NOTE 3 – INVESTMENTS AND FAIR VALUE OF FINANCIAL INSTRUMENTS (Continued)

The following presents information about the Foundation's assets and liabilities measured at fair value on a recurring basis as of June 30, 2018 and 2017, and indicates the fair value hierarchy of the valuation techniques utilized by the Foundation to determine such fair value based on the hierarchy:

Level 1 – Quoted market prices or identical instruments traded in active exchange markets.

Level 2 – Significant other observable inputs such as quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable or can be corroborated by observable market data.

Level 3 – Significant unobservable inputs that reflect a reporting entity's own assumptions about the methods that market participants would use in pricing an asset or liability.

The Foundation is required or permitted to record the following assets at fair value on a recurring basis:

<u>Description</u>	<u>June 30, 2018</u>			
	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Investment securities:				
Fixed income	\$ 1,610,823	\$ 1,610,823	\$ -	\$ -
Equity securities	8,329,524	8,329,524	-	-
Mutual funds	126,606	126,606	-	-
Investment in FCCC/Osher*	334,173	-	-	-
Total investment securities	<u>\$ 10,401,126</u>	<u>\$ 10,066,953</u>	<u>\$ -</u>	<u>\$ -</u>

<u>Description</u>	<u>June 30, 2017</u>			
	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Investment securities:				
Fixed income	\$ 1,618,877	\$ 1,618,877	\$ -	\$ -
Equity securities	7,345,529	7,345,529	-	-
Mutual funds	123,397	123,397	-	-
Investment in FCCC/Osher*	329,323	-	-	-
Total investment securities	<u>\$ 9,417,126</u>	<u>\$ 9,087,803</u>	<u>\$ -</u>	<u>\$ -</u>

*Investments measured at fair value using net asset value (“NAVs”) per share (or its equivalent) as a practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in the hierarchy tables for such investments are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statements of financial position.

The Foundation used the following methods and significant assumptions to estimate fair value:

The fair value of the investments held by FCCC was based upon the NAVs of the assets at June 30, 2018 and 2017. The fair value of the funds held by FCCC is based upon the Foundation's proportionate share of the FCCC/Osher pooled investment portfolio. Foundation management reviews the valuations and returns in comparison to industry benchmarks and other information provided by FCCC, but there is currently no visibility provided by FCCC to the specific listing of underlying investment holdings.

(Continued)

HARTNELL COLLEGE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2018 and 2017

NOTE 3 – INVESTMENTS AND FAIR VALUE OF FINANCIAL INSTRUMENTS (Continued)

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

NOTE 4 – LAND HELD FOR INVESTMENT

During the year ended June 30, 2018, the Foundation received a donation of land with an appraised value of \$20,500,000. The donation is temporarily restricted and is held for future sale. The proceeds from sale will be maximized for the best interests of the College, Foundation and students.

NOTE 5 – ADMINISTRATIVE EXPENSES

The Foundation's Statements of Activities include in-kind contributions from the District totaling \$189,237 for the year ended June 30, 2018 and \$198,699 for the year ended June 30, 2017. This consisted of management and management support services as provided by the District. The valuation of such services is determined based upon the cost of the employee's salaries and benefits.

NOTE 6 – NET ASSETS

Temporarily restricted – A summary of temporarily restricted net assets and the related donor restrictions are as follows at June 30:

	<u>2018</u>	<u>2017</u>
Academic program	\$ 25,419,407	\$ 1,818,560
Scholarships and awards	2,464,086	5,494,347
Federal Gear Up Grant	<u>76,215</u>	<u>58,065</u>
	<u>\$ 27,959,708</u>	<u>\$ 7,370,972</u>

Permanently restricted for endowment – At June 30, 2018 and 2017, the Foundation held \$7,632,072 and \$7,390,322, respectively, in permanently restricted endowment funds for scholarships and awards. The investment income earned on these permanently restricted net assets is generally restricted as to purpose and is held in temporarily restricted net assets until amounts have been appropriated for expenditure at which time the funds are released from restriction.

(Continued)

HARTNELL COLLEGE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2018 and 2017

NOTE 6 – NET ASSETS (Continued)

Changes in endowment net assets for the fiscal year ended June 30 consisted of the following:

	2018			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 535,697	\$ 1,625,903	\$ 7,390,322	\$ 9,551,922
Change in fair value of investments	44,942	796,303	-	841,245
Investment income	7,660	139,179	-	146,839
Contributions	-	-	241,750	241,750
Other transfer	(588,299)	-	-	(588,299)
Appropriation of endowment assets for expenditure	-	(330,966)	-	(330,966)
Endowment net assets, end of year	\$ -	\$ 2,230,419	\$ 7,632,072	\$ 9,862,491
	2017			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 459,898	\$ 1,138,585	\$ 6,194,227	\$ 7,792,710
Change in fair value of investments	27,052	524,722	-	551,774
Investment income	104,749	268,873	-	373,622
Contributions	-	-	971,326	971,326
Other transfer	(46,002)	(14,823)	224,769	163,944
Appropriation of endowment assets for expenditure	(10,000)	(291,454)	-	(301,454)
Endowment net assets, end of year	\$ 535,697	\$ 1,625,903	\$ 7,390,322	\$ 9,551,922

(Continued)

HARTNELL COLLEGE FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2018 and 2017

NOTE 6 – NET ASSETS (Continued)

Endowment net asset composition by type of fund for the fiscal year ended June 30 consisted of the following:

	2018			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ 2,230,419	\$ 7,632,072	\$ 9,862,491
Total	<u>\$ -</u>	<u>\$ 2,230,419</u>	<u>\$ 7,632,072</u>	<u>\$ 9,862,491</u>

	2017			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ (2,121)	\$ 1,625,903	\$ 7,390,322	\$ 9,014,104
Board-designated endowment funds	<u>537,818</u>	<u>-</u>	<u>-</u>	<u>537,818</u>
Total	<u>\$ 535,697</u>	<u>\$ 1,625,903</u>	<u>\$ 7,390,322</u>	<u>\$ 9,551,922</u>

Description of amounts classified as permanently restricted net assets and temporarily restricted net assets (endowment only):

	<u>2018</u>	<u>2017</u>
Permanently Restricted Net Assets – Portion of perpetual endowment funds that is required to be retained permanently either by explicit donor stipulation or by UPMIFA	<u>\$ 7,632,072</u>	<u>\$ 7,390,322</u>
Temporarily Restricted Net Assets – Purpose restricted Endowment funds	<u>\$ 2,230,419</u>	<u>\$ 1,625,903</u>

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. There were 13 individual endowment funds with such deficiencies as of June 30, 2017. There were no individual endowment funds with such deficiencies as of June 30, 2018.

NOTE 7 – SUBSEQUENT EVENTS

The Foundation evaluated all events or transactions that occurred from June 30, 2018 to November 14, 2018, the date the financial statements were available to be issued. No subsequent events occurred requiring accrual or disclosure.