

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**

**A COMPONENT UNIT OF  
PENSACOLA STATE COLLEGE**

**PENSACOLA, FLORIDA**

**FINANCIAL STATEMENTS**

**DECEMBER 31, 2017 AND 2016**

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
**A COMPONENT UNIT OF PENSACOLA STATE COLLEGE**  
**PENSACOLA, FLORIDA**  
**FINANCIAL STATEMENTS**  
**DECEMBER 31, 2017 AND 2016**

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Governors  
Pensacola State College Foundation, Inc.  
Pensacola, Florida

### Report on the Financial Statements

We have audited the accompanying financial statements of Pensacola State College Foundation, Inc. (the "Foundation") (a component unit of Pensacola State College), as of and for the years ended December 31, 2017 and 2016, and the related notes to the financial statements, which comprise the Foundation's basic financial statements, as listed in the table of contents.

### 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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.

Board of Governors  
Pensacola State College Foundation, Inc.

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 the Foundation as of December 31, 2017 and 2016, and the respective changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Other Matters**

#### *Required Supplementary Information*

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

#### *Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Foundation's basic financial statements. The Dr. Philip Benjamin Matching Grant Programs - Schedule of Revenues, Expenses, and Changes in Net Position and the Florida Community College Scholarship Programs - Schedule of Revenues, Expenses, and Changes in Net Position are presented for purposes of additional analysis and are not a required part of the basic financial statements. They are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. These schedules have not been subjected to the auditing procedures applied in the audits of the financial statements, and accordingly, we do not express an opinion or provide any assurance on them.

Board of Governors  
Pensacola State College Foundation, Inc.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated March 13, 2018, on our consideration of the Foundation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Foundation's internal control over financial reporting and compliance.



Pensacola, Florida  
March 13, 2018

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
**A COMPONENT UNIT OF PENSACOLA STATE COLLEGE**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**DECEMBER 31, 2017 AND 2016**  
**(UNAUDITED)**

The following discussion and analysis of Pensacola State College Foundation, Inc.'s (the "Foundation") financial statements provides an overview of the Foundation's financial activities for the year ended December 31, 2017, with comparative information for the year ended December 31, 2016. These financial statements have been prepared in conformity with the accounting principles and reporting guidelines established by the Government Accounting Standards Board ("GASB") as this is the presentation used in the Pensacola State College ("College") Annual Financial Report. The Statement of Net Position and the Statement of Revenues, Expenses, and Changes in Net Position provide information on the Foundation as a whole and present a long-term view of the Foundation's finances. Foundation management has prepared the financial statements and related note disclosures along with the discussion and analysis. The responsibility for the completeness and fairness of this information rests with Foundation management.

The Foundation is a Florida not-for-profit corporation formed in 1965 to encourage, solicit, receive and administer gifts and bequests of property and funds for scientific, educational and charitable purposes, all for the advancement of the College and its objectives. The Foundation is a direct support organization of the College.

### **Financial Highlights**

During the year ended December 31, 2017, the Foundation's net position increased 9.40%. The State of Florida once again deferred funding the Dr. Philip Benjamin Matching Program for the State's fiscal year 2017. Therefore, no state match revenue was received during the year ended December 31, 2017. The State of Florida has also deferred funding the Dr. Philip Benjamin Matching Program for the State's fiscal year 2018.

The Foundation's investments showed a return (net of fees) of approximately 14% from January 1, 2017 to December 31, 2017. As of December 31, 2017, the Foundation's total return on investments (net of fees) was 6.89% since April 1, 2002. The account remains well-diversified and moderately invested, targeting a 60% equity and 40% fixed income mix.

The Foundation continues to provide financial support to the College in terms of scholarships, technical equipment, and other educational activities benefiting the students and community.

### **Using This Report**

The Foundation is a component unit of the College. Although legally separate, this component unit supports the mission of the College by providing funding and services to support and foster the pursuit of higher education at the College. The College is financially accountable for the Foundation, and the College reports the Foundation's financial activities to the State of Florida.

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**Using This Report (Continued)**

The Statements of Net Position and the Statements of Revenues, Expenses, and Changes in Net Position report information on the Foundation as a whole and on its activities in a way that helps the reader determine if the Foundation is in a better position from one year to the next. The statements allow the reader to analyze the information over long periods of time. When revenues and other support exceed expenses, the result is an increase in net position. When the reverse occurs, the result is a decrease in net position. The relationship between revenues and expenses may be thought of as the Foundation's operating results. These two statements report the Foundation's changes in net position. The Foundation's net position, which is the difference between assets and liabilities, is one way to measure the Foundation's financial health, or financial position. Over time, increases or decreases in the Foundation's net position is one indicator of whether its financial health is improving or deteriorating. One will need to consider many other financial and non-financial factors to assess the overall health of the Foundation, such as legislative funding, indirect support (staffing and facilities) provided by the College and the economy as it relates to investment fluctuations and pledge fulfillment.

These statements include all assets and liabilities using the accrual basis of accounting, which is similar to the accounting used by most private-sector institutions. All of the year's revenues and expenses are taken into account regardless of when cash is received or paid.

The Foundation's financial statements present consolidated results for three separate self-balancing components:

- Unrestricted - Representing funds that are available without restriction for carrying out the Foundation's objectives.
- Restricted components include:
  - Expendable - Represents funds that are subject to donor, grantor, or other outside party restrictions to use for the benefit of various programs at the College, including the expendable portion of endowment funds.
  - Nonexpendable - Represents the nonexpendable portion of endowment funds that are subject to donor, grantor, or other outside party restrictions for the benefit of various programs at the College. Earnings on endowment funds are included in expendable funds.

**The Statement of Net Position**

The Statement of Net Position presents the assets, liabilities, and net position of the Foundation as of the end of the fiscal year. Its purpose is to present to the readers of the financial statements a snapshot of the Foundation at a certain point in time. The statement of net position presents end-of-year and end-of-period data concerning assets (current and noncurrent), liabilities (current and noncurrent), and net position (assets minus liabilities).

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**The Statement of Net Position (Continued)**

From the data presented, readers of the statement of net position are able to determine the resources available to continue the operations of the Foundation. They are also able to determine how much the Foundation owes vendors. Finally, the statement of net position provides a picture of the net position and the availability of resources for expenditure by the Foundation.

Net position is divided into two major categories. The first category is unrestricted net position. Unrestricted net position includes resources available for any lawful purpose of the Foundation and College. The second category is restricted net position, which is divided into two categories, expendable and nonexpendable. Expendable restricted net position is available for expenditure by the Foundation, but must be spent for purposes as determined by donors or external entities that have placed time or purpose restrictions on the use of the resources. The corpus of nonexpendable restricted resources is only available for investment purposes.

The assets, liabilities, and net position of the Foundation as of December 31, 2017 and 2016 are summarized in the following table:

	2017	(Restated) 2016	Dollar Change	Percentage Change
<b>Assets:</b>				
Current assets	\$ 14,963,967	\$ 13,289,729	\$ 1,674,238	12.6%
Noncurrent assets	10,733,852	10,500,256	233,596	2.2%
<b>Total Assets</b>	<b>\$ 25,697,819</b>	<b>\$ 23,789,985</b>	<b>\$ 1,907,834</b>	<b>8.0%</b>
<b>Liabilities:</b>				
Current liabilities	\$ 26,641	\$ 251,274	\$ (224,633)	-89.4%
Other liabilities	123,194	181,799	(58,605)	-32.2%
Total liabilities	149,835	433,073	(283,238)	-65.4%
<b>Deferred Inflows of Resources:</b>				
Split-interest agreements	173,411	160,900	12,511	7.8%
<b>Net Position:</b>				
Unrestricted	1,016,283	937,794	78,489	8.4%
Restricted				
Expendable	14,004,829	12,197,230	1,807,599	14.8%
Nonexpendable	10,353,461	10,060,988	292,473	2.9%
Total net position	25,374,573	23,196,012	2,178,561	9.4%
<b>Total Liabilities and Net Position</b>	<b>\$ 25,697,819</b>	<b>\$ 23,789,985</b>	<b>\$ 1,907,834</b>	<b>8.0%</b>



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**The Statement of Net Position (Continued)**

Net position for the Foundation increased during the year ended December 31, 2017. This is primarily a result of investment activities. When reviewing net position by component, all categories of net position increased.

**The Statement of Revenues, Expenses, and Changes in Net Position**

Change in net position is based on the activity presented in the statement of revenues, expenses, and changes in net position. The purpose of this statement is to present the revenues earned and the expenses incurred by the Foundation.

Revenues and expenses are categorized as operating or nonoperating. Operating revenues and expenses represent ongoing activities in support of the College's programs and the ongoing activities of the Foundation. Operating activities relate to the Foundation's principal function, which is to solicit, receive, and administer charitable contributions for the College. Nonoperating revenues and expenses consist of those revenues and expenses that are related to financing and investing types of activities and result from nonexchange transactions.

The Foundation continued to receive private donations as well as earning income on investments for the 2017 fiscal year. Revenues, expenses, and changes in net position of the Foundation for the years ended December 31, 2017 and 2016 are presented in the following table:

	2017	(Restated) 2016	Dollar Change	Percentage Change
Operating revenues	\$ 1,445,957	\$ 1,656,923	\$ (210,966)	-12.7%
Operating expenses	2,507,910	2,310,959	196,951	8.5%
Operating loss	(1,061,953)	(654,036)	(407,917)	62.4%
Nonoperating revenues (expenses)	2,982,214	1,532,948	1,449,266	94.5%
Other changes in net position	258,300	423,144	(164,844)	-39.0%
Change in net position	2,178,561	1,302,056	876,505	67.3%
Net position, beginning of year, as previously stated	23,196,012	22,054,856	1,141,156	5.2%
Restatement	-	(160,900)	160,900	-100.0%
Net position, beginning of year, restated	23,196,012	21,893,956	1,302,056	5.9%
Net position, end of year	<u>\$ 25,374,573</u>	<u>\$ 23,196,012</u>	<u>\$ 2,178,561</u>	9.4%

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**The Statement of Revenues, Expenses, and Changes in Net Position (Continued)**

The Statement of Revenues, Expenses, and Changes in Net Position for the year ended December 31, 2017 shows an increase in net position of \$2,178,561 for the Foundation. 63% of the increase in net position is attributable to continued market gains from investments. Investment gains increased from \$1,064,961 in 2016 to \$2,477,613 in 2017. An analysis of 2017 contributions and other operating revenues compared to 2016 reflects a decrease of \$210,966. The \$196,951 comparative increase in total operating expenses reflect increases in Program Services (\$226,398) and Management and General (\$30,801) and a reduction of Fundraising Services (\$60,248).

Operating expenses of the Foundation for the years ended December 31, 2017 and 2016 are presented in the following table:

	<u>2017</u>	<u>2016</u>	<u>Dollar Change</u>	<u>Percentage Change</u>
Program services	\$ 1,770,707	\$ 1,544,309	\$ 226,398	14.7%
Management and general	435,575	404,774	30,801	7.6%
Fundraising services	<u>301,628</u>	<u>361,876</u>	<u>(60,248)</u>	-16.6%
Total operating expenses	<u>\$ 2,507,910</u>	<u>\$ 2,310,959</u>	<u>\$ 196,951</u>	8.5%

Program services represent direct expenditures for the College departments. These expenditures for the year ended December 31, 2017 consisted primarily of scholarships, building additions, professional services, equipment, and supplies for the College departments.

**The Statement of Cash Flows**

The Statement of Cash Flows is important to readers because it shows the Foundation's ability to generate cash required for its operations and payment of obligations in a timely fashion. It also provides information regarding decisions made by management as to the use of cash available.

The Statement of Cash Flows shows the cash provided by and used in operating, investing, and noncapital financing activities.

- Operating activities include funds received (e.g. from private donors) and payments (e.g. for scholarships, programmatic equipment, materials and supplies, and suppliers for goods and services) made for the Foundation and College departments.

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**The Statement of Cash Flows (Continued)**

- Investing activities represent funds used to purchase investments, the associated investment earnings, and proceeds from sales of investments.
- Noncapital and related financing activities include payments on line of credit, funds received for permanent endowments, and other related activities.

This information is consolidated to show the total increase or decrease in cash for the year as shown on the Statement of Net Position. A reconciliation is provided that shows how the operating loss as shown on the Statement of Revenues, Expenses, and Changes in Net Position is related to the net cash generated or consumed by operations. The difference between operating loss and net cash provided by or used in operating activities occurs because of the use of accrual accounting. Income will reflect revenues earned but not collected in cash and expenses incurred but not paid as of the end of the year. Thus, operating loss may be more or less than net cash used in operating activities.

**Economic Factors That Will Affect the Future**

Management believes the Foundation is well-positioned to maintain its stable financial condition and to continue providing support to students, College departments, and the community. Although raising private donations continues to present a challenge, the Foundation is raising funds through special events and other means to support the College and its operations. In addition, the Foundation has a restricted net position that should adequately fulfill the College's fiscal year 2018 requests. The State of Florida deferred funding for the State's fiscal year 2017 Dr. Philip Benjamin Matching Program, yet anticipates an allocation from the fiscal year 2018 First Generation Scholarship Matching Grant for the Florida College system. The Foundation is not aware of other currently known facts, decisions, or conditions that are expected to have a significant effect on the overall financial position or results of operations during the 2018 fiscal year. The Foundation's overall financial position can be affected by many factors, including world events, State of Florida legislative changes, and market fluctuations.

## **BASIC FINANCIAL STATEMENTS**

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
**A COMPONENT UNIT OF PENSACOLA STATE COLLEGE**  
**STATEMENTS OF NET POSITION**  
**DECEMBER 31, 2017 AND 2016**

**ASSETS**

	2017	(Restated) 2016
<b>Current Assets:</b>		
Cash and cash equivalents	\$ 452,526	\$ 2,539,519
Investments	14,368,986	10,632,015
Promises to give, net	70,695	86,019
Other receivables, net	45,757	1,781
Prepaid expenses	26,003	30,395
Total current assets	14,963,967	13,289,729
<b>Noncurrent Assets:</b>		
Investments	10,353,461	10,060,988
Promises to give, net	61,168	121,073
Assets held under split-interest agreements	296,605	285,837
Cash surrender value of life insurance	22,618	32,358
Total noncurrent assets	10,733,852	10,500,256
<b>Total Assets</b>	\$ 25,697,819	\$ 23,789,985

**LIABILITIES AND NET POSITION**

<b>Current Liabilities:</b>		
Accounts payable	\$ 26,641	\$ 191,942
Unearned revenues	-	59,332
Total current liabilities	26,641	251,274
<b>Noncurrent Liabilities:</b>		
Liability under split-interest agreement	123,194	124,937
Line of credit	-	56,862
Total noncurrent liabilities	123,194	181,799
Total liabilities	149,835	433,073
<b>Deferred Inflows of Resources:</b>		
Split-interest agreements	173,411	160,900
<b>Net Position:</b>		
Unrestricted	1,016,283	937,794
Restricted -		
Expendable	14,004,829	12,197,230
Nonexpendable	10,353,461	10,060,988
Total net position	25,374,573	23,196,012
<b>Total Liabilities and Net Position</b>	\$ 25,697,819	\$ 23,789,985

The accompanying notes are an integral  
part of these financial statements.

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
**A COMPONENT UNIT OF PENSACOLA STATE COLLEGE**  
**STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**  
**YEARS ENDED DECEMBER 31, 2017 AND 2016**

	<u>2017</u>	<u>(Restated)</u> <u>2016</u>
<b>Operating Revenues:</b>		
Contributions	\$ 559,829	\$ 728,568
In-kind contributions	676,677	690,427
Other operating revenues	209,451	237,928
Total operating revenues	<u>1,445,957</u>	<u>1,656,923</u>
<b>Operating Expenses:</b>		
Program services	1,770,707	1,544,309
Management and general	435,575	404,774
Fundraising services	301,628	361,876
Total operating expenses	<u>2,507,910</u>	<u>2,310,959</u>
<b>Operating Loss</b>	<u>(1,061,953)</u>	<u>(654,036)</u>
<b>Nonoperating Revenues:</b>		
Interest and dividend income	504,601	467,987
Net unrealized and realized gain on investments	2,477,613	1,064,961
Net nonoperating revenues	<u>2,982,214</u>	<u>1,532,948</u>
<b>Net Income Before Other Changes in Net Position</b>	1,920,261	878,912
<b>Other Changes in Net Position:</b>		
Endowed contributions	<u>258,300</u>	<u>423,144</u>
<b>Change in Net Position</b>	<u>2,178,561</u>	<u>1,302,056</u>
<b>Net Position, Beginning of Year, as previously stated</b>	23,196,012	22,054,856
<b>Restatement for split-interest agreements</b>	-	(160,900)
<b>Net Position - Beginning of Year, restated</b>	<u>23,196,012</u>	<u>21,893,956</u>
<b>Net Position, End of Year</b>	<u>\$ 25,374,573</u>	<u>\$ 23,196,012</u>

The accompanying notes are an integral  
part of these financial statements.

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
**A COMPONENT UNIT OF PENSACOLA STATE COLLEGE**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED DECEMBER 31, 2017 AND 2016**

	2017	2016
<b>Cash Flows From Operating Activities:</b>		
Cash receipts from contributions	\$ 647,569	\$ 780,918
Cash receipts from other operating revenue	106,143	238,171
Cash paid for operating expenses	<u>(1,982,402)</u>	<u>(1,462,504)</u>
Net cash used in operating activities	<u>(1,228,690)</u>	<u>(443,415)</u>
<b>Cash Flows From Investing Activities:</b>		
Purchase of investment securities	(4,530,383)	(2,350,330)
Proceeds from sales of investment securities	2,966,041	1,747,412
Interest and dividends received	<u>504,601</u>	<u>467,987</u>
Net cash used in investing activities	<u>(1,059,741)</u>	<u>(134,931)</u>
<b>Cash Flows From Noncapital Financing Activities:</b>		
Payments on line of credit	(56,862)	(29,505)
Endowment contributions	<u>258,300</u>	<u>423,144</u>
Net cash provided by noncapital financial activities	<u>201,438</u>	<u>393,639</u>
<b>Net Decrease in Cash</b>	(2,086,993)	(184,707)
<b>Cash, Beginning of Year</b>	<u>2,539,519</u>	<u>2,724,226</u>
<b>Cash, End of Year</b>	<u>\$ 452,526</u>	<u>\$ 2,539,519</u>
<b>Reconciliation of Operating Loss to Net Cash Used In Operating Activities:</b>		
Operating loss	\$ (1,061,953)	\$ (654,036)
Adjustments to reconcile operating loss to net cash used in operating activities:		
Change in allowance for uncollectible promises to give	(1,535)	(1,095)
Change in cash surrender value of life insurance	9,740	7,383
Changes in operating assets and liabilities -		
Promises to give	76,764	53,445
Other receivables	(43,976)	243
Prepaid expenses	4,392	(872)
Accounts payable	(165,301)	151,517
Unearned revenues	(59,332)	-
Deferred inflows of resources - split-interest agreements	<u>12,511</u>	<u>-</u>
Net cash used in operating activities	<u>\$ (1,228,690)</u>	<u>\$ (443,415)</u>

The accompanying notes are an integral part of these financial statements.

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
**A COMPONENT UNIT OF PENSACOLA STATE COLLEGE**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2017 AND 2016**

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The following is a summary of the significant accounting policies consistently applied in the preparation of the accompanying financial statements.

*Reporting Entity:*

The Pensacola State College Foundation, Inc. (the “Foundation”) was formed in 1965 as a Florida not-for-profit corporation to encourage, solicit, receive, and administer gifts and bequests of property and funds for the advancement of Pensacola State College (the “College”) and its objectives.

The organization receives contributions from the public and occasionally receives state matching funds to promote and support education.

*Financially Interrelated Organizations:*

Generally accepted accounting principles presume that combined financial statements for financially interrelated organizations are more meaningful than separate statements and are usually necessary for fair presentation. The College and the Foundation are financially interrelated organizations as defined by generally accepted accounting principles. The Foundation is a component unit of the College and is presented within the College’s reporting entity as one of its discretely presented component units.

These financial statements are intended to present only the financial position and results of operations of the Foundation, and do not include the financial position or results of operations of the College. These financial statements are issued separately to comply with the State of Florida’s reporting requirements.

*Basis of Presentation and Accounting:*

Basis of accounting refers to when revenues, expenses, and related assets and liabilities are recognized in the accounts and reported in the financial statements. Specifically, it relates to the timing of the measurements made, regardless of the measurement focus applied.

The Foundation follows standards of accounting and financial reporting that are generally accepted in the United States of America for governmental entities. The Foundation’s financial statements are presented using the economic resources measurement focus and the accrual basis of accounting which recognizes revenue when earned and expenses as incurred.

Because the Foundation solely supports the activities of the College, which has elected to report as an entity engaged in business-type activities, the Foundation has also elected to report as an entity engaged in business-type activities.



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**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

*Cash and Cash Equivalents:*

For purposes of the statement of cash flows, the Foundation considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

*Investments:*

The Foundation records investments at quoted market values. The market value method of accounting for endowment funds is employed to ensure proper distribution of market price changes, realized gains (losses) on sales, accrued income earned and distribution of investment earnings. Investment income from endowed investments, up to 5%, is recorded as revenue in the restricted funds as designated by the individual endowments. Endowment investment income in excess of 5% is added to the principal of the nonexpendable endowments, and investment activity of trusts and other formal agreements is recorded as stated in the respective document(s). Income from the investments in the remaining funds is recorded as revenue in the respective fund.

In accordance with the Uniform Prudent Management of Institutional Funds Act (UPMIFA), as adopted by the State of Florida in July 2006, the Foundation employs a total return method for establishing investment objectives and spending policies designed to achieve financial equilibrium for endowment funds over the long term.

The Foundation utilizes a spending policy designed to smooth spending distributions and protect endowed programs from market volatility by calculating distributions based on a percentage of the average market value of the endowment over a specified period of time. The Foundation has made expenditure decisions in accordance with prevailing UPMIFA standards and donor gift agreements. UPMIFA allows organizations to appropriate for expenditure the amount of an endowment fund the organization deems is prudent based on a review of various factors set forth in UPMIFA, subject to terms set forth in the gift agreement.

For the years ended December 31, 2017 and 2016, the Foundation endowment spending rule provided for annual distributions not to exceed 5% of the average three-year value of the portfolio. For the years ended December 31, 2017 and 2016, the Foundation's endowments provided investments income of 2.35% and 2.45%, respectively, of the average three-year market value.

Investments classified as current are either unrestricted or are available for expenditure in the next fiscal year in accordance with donor restrictions.

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**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

*Allowance for Doubtful Accounts:*

No allowance for doubtful accounts has been established for other receivables as management believes all amounts are collectible. An allowance for doubtful accounts has been established for promises to give.

*Split-Interest Agreements:*

The Foundation serves as trustee for split-interest agreements classified as charitable remainder unitrusts. Assets received under these agreements are recorded at fair market value and the liabilities to make future payments under these agreements are recorded at present value, with the difference reported as deferred inflows of resources. These assets and liabilities are adjusted to reflect changes in their fair market value and present value. The determination of the present value of liabilities under split-interest agreements is based on discount rates, the remaining time period as determined in the trust documents, and the fair value of the underlying investment portfolio.

*Capital Assets:*

Capital assets are recorded at cost, except for donated assets which are recorded at estimated fair market value at the date of receipt. Assets with a useful life of two or more years and costing \$5,000 or more are capitalized and depreciated over their estimated service lives on a straight-line basis. Estimated lives used in determining depreciation for furniture and equipment are 5 years. Improvements to leased facilities have been capitalized and are amortized over 10 years. All existing capital assets are fully depreciated.

*Deferred Inflows of Resources:*

The Foundation reports increases in net position that relate to future periods as deferred inflows of resources in a separate section of the statement of net position. Deferred inflows of resources related to split-interest agreements is discussed in Note 4.

*Revenues and Expenses:*

Operating revenues and expenses represent ongoing activities of the Foundation, as well as ongoing activities which are in support of the College's programs. Operating activities relate to the Foundation's principal function, which is to solicit, receive, and administer charitable contributions for the College. Nonoperating revenues and expenses consist of those revenues and expenses that are related to financing and investing types of activities and result from nonexchange transactions.

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**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

*Income Taxes:*

The Foundation is a not-for-profit corporation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. It has been classified as an organization that is not a private foundation under Section 509(a)(2) of the Internal Revenue Code.

*In-Kind Contributions:*

The College provides the Foundation with administrative and staff support and office facilities. In-kind contributions are reflected as both revenue and as an equal amount of expense in the statement of revenues, expenses, and changes in net position at the estimated fair value of such contributions. Personnel support is reflected based on actual salary amounts paid by the College.

*Restricted and Unrestricted Resources:*

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Foundation's policy to use restricted resources first, then unrestricted resources as they are needed.

*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 the amounts reported and disclosed in the financial statements. Actual results could differ from those estimates.

*Functional Allocation of Expense:*

The costs of various programs and activities have been summarized on a functional basis in the financial statements. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

*Reclassifications:*

Certain amounts in the 2016 financial statements have been reclassified to conform to the 2017 presentation.

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**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

*Recent Accounting Standards:*

During the year ended December 31, 2017, the Foundation adopted Government Accounting Standards Board (“GASB”) Statement No. 81, *Irrevocable Split-Interest Agreements*, which requires that an entity that receives resources pursuant to an irrevocable split-interest agreement recognize assets, liabilities, and deferred inflows of resources at the inception of the agreement. Furthermore, this Statement requires that an entity recognize assets representing its beneficial interests in irrevocable split-interest agreements that are administered by a third party, if the entity controls the present service capacity of the beneficial interests. This Statement also requires that an entity recognize revenue when the resources become applicable to the reporting period. This Statement was effective for fiscal years beginning after December 15, 2016. As such, the beginning net position of the Foundation was restated by \$160,900 due to the adoption of this Statement.

**NOTE 2 - CASH AND INVESTMENTS**

The Foundation has an investment policy which provides guidelines for the investment of Foundation assets. The objectives of the Foundation’s policy are to provide a total return from investments that will preserve the purchasing power of the endowed assets in addition to generating an income stream to support the activities of the College. The Foundation Finance Committee establishes and maintains the investment policy. Investments held by the Foundation at December 31, 2017 and 2016 are reported at fair value. These investments are held by Synovus Trust Company, N.A. (“Synovus”), of Columbus, Georgia, by its sub-custodian, The Bank of New York Mellon.

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**NOTE 2 - CASH AND INVESTMENTS (Continued)**

The following table presents the fair value of investments as of December 31, 2017 and 2016.

Investment Type	2017	2016
<u>Equity Mutual Funds</u>		
Blackrock iShares MSCI Developed World Index Fund	\$ 1,040,822	\$ -
Oppenheimer Developing Markets Fund	424,567	284,234
Vanguard Developed Market Index Fund	1,880,217	1,375,176
Vanguard 500 Index Fund	7,087,123	5,941,633
Vanguard Dividend Growth Fund	-	1,049,978
Vanguard Mid Cap Index Fund	2,247,570	2,253,813
Vanguard Small Cap Index Fund	2,091,559	2,194,649
<u>Fixed Income Mutual Funds</u>		
Dodge & Cox Income Fund	2,298,711	2,064,981
Vanguard Inflation-Protected Services Securities Fund	2,307,166	1,798,331
Vanguard Short-Term Investment Grade Fund	892,030	843,150
Vanguard Intermediate Term Bond Index Fund	3,148,829	2,886,594
Federated Ultrashort Bond Fund	1,303,484	-
<u>Federal Agency Obligations</u>		
Government National Mortgage Association II Modified Pass Through Pool	369	464
Total investments	<u>\$ 24,722,447</u>	<u>\$ 20,693,003</u>

*Credit Risk:*

Credit risk is the risk that the issuer or other counterparty to an investment will not fulfill its obligation, causing the Foundation to experience a loss of principal.

As a means of limiting its exposure to losses arising from credit risk, the Foundation's investment policies limit the exposure of its various investment types. The Foundation's investment policy permits investment in equities listed on a national exchange and bonds issued in United States dollars. Uses of leverage in an account (margin or derivatives securities that increase risk) are prohibited as an investment. Cash should be transitional or held for the purpose of providing liquidity to meet the Foundation's cash flow requirements. This includes commercial paper with an A-1 or P-1 rating at the time of initial investment and money market funds.

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**NOTE 2 - CASH AND INVESTMENTS (Continued)**

*Concentration of Credit Risk:*

The Foundation funds are invested to produce maximum total return consistent with prudent risk limits. The allocation of the portfolio over various asset classes is the single most important determinant of investment risk and return. At December 31, 2017 and 2016, the investment allocation targets set forth in the investment policy and the actual investment allocation was as follows:

Investment Type	Target Range	Actual Allocation	
		2017	2016
Equity securities	45% - 75%	60%	63%
Fixed income securities	25% - 55%	40%	37%
<u>Ranges within equity securities:</u>			
International and emerging market equities	20% or less	14%	13%
Small capitalization equities	5% - 25%	9%	17%
<u>Ranges within fixed income securities:</u>			
Diversified portfolio of non-investment grade bonds	5% or less	0%	0%

No more than 5% of Foundation assets may be invested in any one issuer, except the U.S. Government.

*Custodial Credit Risk:*

Custodial credit risk is the risk that, in the event of the failure of the counterparty, the Foundation will not be able to recover the value of its investment or collateral securities that are in possession of an outside party. Along with federal depository insurance, the Foundation's demand deposits and money market accounts are secured as provided by Chapter 280, Florida Statutes, which requires local governments to deposit funds only in financial institutions designated as qualified public depositories and creates a trust fund with the ability to assess its member financial institutions for collateral shortfalls if a default or insolvency has occurred.

At December 31, 2017, cash equivalents consisted of \$184,783 held in the Federated Government Obligations money market mutual fund. The fund seeks to preserve the value of the investments at \$1 per share; however, it is not insured or guaranteed by the Federal Deposit Insurance Corporation ("FDIC") or any other government agency.

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**NOTE 2 - CASH AND INVESTMENTS (Continued)**

*Interest Rate Risk:*

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment.

The fixed income mutual funds are not rated by a nationally recognized statistical rating organization; however, Synovus prepared average credit quality calculations based on the underlying investments in the funds.

At December 31, 2017 and 2016, respectively, the average effective maturity, duration, and credit quality of the Foundation's fixed income investments were as follows:

Investment Type	2017		
	Average Effective Maturity (Years)	Average Effective Duration (Years)	Average Credit Quality Rating
Dodge & Cox Income Fund	7.50	4.20	BBB
Vanguard Income Securities Inflation Protected Services	8.50	7.91	AAA
Vanguard Short-Term Investment - Grade Fund	3.00	2.68	A
Vanguard Intermediate - Term Bond Index Fund	7.20	6.43	A
Federated Ultrashort Bond Fund	0.80	0.50	BBB

Investment Type	2016		
	Average Effective Maturity (Years)	Average Effective Duration (Years)	Average Credit Quality Rating
Dodge & Cox Income Fund	8.10	4.20	BBB
Vanguard Income Securities Inflation Protected Services	8.50	7.88	AAA
Vanguard Short-Term Investment - Grade Fund	3.10	2.55	BBB
Vanguard Intermediate - Term Bond Index Fund	7.20	6.50	A

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**NOTE 2 - CASH AND INVESTMENTS (Continued)**

*Investment Income:*

Interest and dividends earned on the Foundation's investments for the years ended December 31, 2017 and 2016 were as follows:

	<u>2017</u>	<u>2016</u>
Interest and dividends earned on endowments	\$ 357,350	\$ 343,121
Interest and dividends earned on cash and non-endowments	<u>147,251</u>	<u>124,866</u>
Total interest and dividends	<u>\$ 504,601</u>	<u>\$ 467,987</u>

Net appreciation on the Foundation's investments for the years ended December 31, 2017 and 2016 was as follows:

	<u>2017</u>	<u>2016</u>
Net appreciation on endowments	\$ 1,781,605	\$ 806,586
Net appreciation on non-endowments	<u>696,008</u>	<u>258,375</u>
Total net appreciation	<u>\$ 2,477,613</u>	<u>\$ 1,064,961</u>



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**NOTE 3 - PROMISES TO GIVE**

Unconditional promises to give at December 31 consists of the following:

	2017	2016
Total promises to give	\$ 135,823	\$ 215,035
Less present value discount	(1,268)	(3,716)
	134,555	211,319
Less allowance for uncollectible pledges	(2,692)	(4,227)
	\$ 131,863	\$ 207,092
Amounts due in:		
Less than one year	\$ 70,695	\$ 86,019
One to five years	61,168	121,073
	\$ 131,863	\$ 207,092

Promises to give were discounted using a risk free interest rate of 2% in fiscal years 2017 and 2016.

**NOTE 4 - SPLIT-INTEREST AGREEMENTS**

During 2003, a grantor named the Foundation as the trustee of a Charitable Remainder Educational Trust and a Charitable Remainder Unitrust. Under the terms of the Charitable Remainder Unitrust, the grantor waived all rights of the Trust and the Foundation was named beneficiary of a life insurance policy of the grantor. As of December 31, 2017 and 2016, the life insurance policy had a cash surrender value of \$22,618 and \$32,358, respectively. The Charitable Remainder Educational Trust assets are recorded at fair value and the related liabilities to make future payments under this trust are recorded at present value. At December 31, 2017 and 2016, the Charitable Remainder Educational Trust assets had an estimated value of \$191,551 and \$188,430, respectively, and the liability was valued at \$123,194 and \$124,937, respectively. The determination of the present value of the liability was based upon the discount rate of 7%.

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**NOTE 4 - SPLIT-INTEREST AGREEMENTS (Continued)**

Under the terms of the Charitable Remainder Educational Trust, designated beneficiaries may receive 7% of the fair value of the trust for 20 years (through 2024) to pay post-secondary education costs. At the earlier of the death of all designated beneficiaries or 20 years, the remaining assets will be available for use by the Foundation. In August 2016, each of the four designated beneficiaries agreed to be allocated an equal share of the accumulated unitrust balance and the annual 7% unitrust amount through June 30, 2024. Such allocations will be available to the beneficiaries for post-secondary education expenses.

The Foundation is and has been the sole recipient of annual gifts from the J.D. Carroll Irrevocable Trust since 1966. At December 31, 2017 and 2016, the trust was valued at \$105,054 and \$97,407, respectively and reported as a split-interest agreement within nonexpendable net position.

**NOTE 5 - LINE OF CREDIT**

The Foundation has entered into a line of credit agreement with a financial institution. This unsecured line of credit carries a maximum possible balance of \$330,000, expires September 2, 2018, and is subject to a fixed interest rate of 1.98%. The balance on the line of credit at December 31, 2016 was \$56,862, and the balance was paid in full during 2017.

**NOTE 6 - NET POSITION**

Net position is divided into two major categories, unrestricted and restricted. Unrestricted net position includes resources available for any lawful purpose of the Foundation. The Board of Governors has designated \$60,000 of the Foundation's unrestricted net position for future contingencies.

Restricted net position includes resources which are restricted by donors and are classified as either expendable or nonexpendable. Expendable net position includes resources available to the Foundation for expenditure in accordance with stipulations made by donors or external entities that have placed time or purpose restrictions on the use of those resources. The corpus of nonexpendable permanent endowments is available for investment purposes only. Investment earnings on nonexpendable permanent endowments are expendable pursuant to the time or purpose restrictions stipulated by the donors.

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**NOTE 6 - NET POSITION (Continued)**

Expendable restricted net position at December 31, 2017 and 2016 was comprised of the following:

	<u>2017</u>	<u>2016</u>
Dr. Philip Benjamin Academic Improvement Trust	\$ 2,376,910	\$ 2,122,740
Florida Health Care Grant	308,004	299,715
Florida Scholarship Matching Program	5,560,252	4,184,384
Florida Blue Scholarship Program	20,795	47,002
Anna Lamar Switzer Center for Visual Arts	-	535,360
Dr. Philip Benjamin Academic Improvement Trust - to be Matched	530,415	530,334
Florida Scholarship Matching Program - to be matched	436,556	525,562
Promises to give	126,444	188,579
Other	<u>4,645,453</u>	<u>3,763,554</u>
Total	<u>\$ 14,004,829</u>	<u>\$ 12,197,230</u>

Nonexpendable restricted net position at December 31, 2017 and 2016 was comprised of the following:

	<u>2017</u>	<u>2016</u>
Dr. Philip Benjamin Academic Improvement Trust	\$ 1,698,309	\$ 1,665,611
Florida Health Care Grant	121,337	121,337
Florida Scholarship Matching Program	5,585,179	5,585,179
Dr. Philip Benjamin Academic Improvement Trust - to be matched	5,132	5,132
Florida Scholarship Matching Program - to be matched	2,660,830	2,410,405
Other	<u>282,674</u>	<u>273,324</u>
Total	<u>\$ 10,353,461</u>	<u>\$ 10,060,988</u>

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
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**NOTE 7 - CHANGES IN ENDOWMENT NET POSITION**

The following tables present the changes in net position for the Foundation's endowments for the years ended December 31, 2017 and 2016:

	2017		
	Expendable	Nonexpendable	Total
Endowment net position, beginning of year	\$ 6,585,239	\$ 10,060,988	\$ 16,646,227
Interest and dividends	357,350	-	357,350
Net appreciation (depreciation)	1,781,605	-	1,781,605
Contributions	-	258,300	258,300
Appropriation of endowment assets for expenditure	(340,785)	-	(340,785)
Other changes	75,785	34,173	109,958
Endowment net position, end of year	<u>\$ 8,459,194</u>	<u>\$ 10,353,461</u>	<u>\$ 18,812,655</u>
	2016		
	Expendable	Nonexpendable	Total
Endowment net position, beginning of year	\$ 5,708,989	\$ 9,735,251	\$ 15,444,240
Interest and dividends	343,121	-	343,121
Net appreciation (depreciation)	806,586	-	806,586
Contributions	-	423,144	423,144
Appropriation of endowment assets for expenditure	(311,522)	-	(311,522)
Other changes	38,065	-	38,065
Restatement	-	(97,407)	(97,407)
Endowment net position, end of year	<u>\$ 6,585,239</u>	<u>\$ 10,060,988</u>	<u>\$ 16,646,227</u>

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
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**NOTE 8 - FAIR VALUE MEASUREMENTS**

The Foundation categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on the valuation inputs used to measure the fair value of the asset. Level 1 inputs are quoted prices in active markets for identical assets; Level 2 input are significant other observable inputs; Level 3 inputs are significant unobservable inputs.

The fair value of the Foundation's assets and liabilities at December 31, 2017 and 2016 was as follows:

Description	2017			Total
	Level 1	Level 2	Level 3	
Cash equivalents:				
Money market mutual funds	\$ 184,783	\$ -	\$ -	\$ 184,783
Investments:				
Equity mutual funds	14,771,858	-	-	14,771,858
Fixed income mutual funds	9,950,220	-	-	9,950,220
Federal agency obligations	-	369	-	369
Assets held under split-interest agreements:				
Funds held in trust	191,551	-	-	191,551
Funds held in trust by others	-	105,054	-	105,054
<b>Total assets</b>	<b>25,098,412</b>	<b>105,423</b>	<b>-</b>	<b>25,203,835</b>
Liability under split-interest agreement	-	-	(123,194)	(123,194)
<b>Total</b>	<b>\$ 25,098,412</b>	<b>\$ 105,423</b>	<b>\$ (123,194)</b>	<b>\$ 25,080,641</b>
Description	2016			Total
	Level 1	Level 2	Level 3	
Cash equivalents:				
Money market mutual funds	\$ 266,083	\$ -	\$ -	\$ 266,083
Investments:				
Equity mutual funds	13,099,483	-	-	13,099,483
Fixed income mutual funds	7,593,056	-	-	7,593,056
Federal agency obligations	-	464	-	464
Assets held under split-interest agreements:				
Funds held in trust	188,430	-	-	188,430
Funds held in trust by others	-	97,407	-	97,407
<b>Total assets</b>	<b>21,147,052</b>	<b>97,871</b>	<b>-</b>	<b>21,244,923</b>
Liability under split-interest agreement	-	-	(124,937)	(124,937)
<b>Total</b>	<b>\$ 21,147,052</b>	<b>\$ 97,871</b>	<b>\$ (124,937)</b>	<b>\$ 21,119,986</b>

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
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**NOTE 8 - FAIR VALUE MEASUREMENTS (Continued)**

The following methods and assumptions were used to estimate the fair value for each class of asset and liability, measured at fair value:

Money market mutual funds - Funds are measured at the published value per share (unit) and are classified as Level 1 as they are traded in an active market for which closing prices are readily available.

Equity mutual funds - Funds are measured at fair value using quoted market prices and are classified as Level 1 as they are traded in an active market for which closing prices are readily available.

Fixed income mutual funds - Funds are classified as Level 1 as they trade with sufficient frequency and volume to enable the Foundation to obtain pricing information on an ongoing basis.

Federal agency obligations - Investments are classified as Level 2 are measured based on quoted prices for similar securities in active markets.

Funds held in trust - Assets held by the Foundation are invested in the Level 1 securities noted above (money market mutual funds, equity mutual funds, and fixed income mutual funds).

Funds held in trust by others - The Foundation's interest in the irrevocable split-interest agreement held or controlled by a third party is classified as Level 2 as the fair value is based on a combination of Level 1 inputs (underlying investments) and significant other observable inputs (the Foundation's share of the trust portfolio).

Liability under split-interest agreement - The liability is classified as Level 3 as fair value is measured at the present value of the future distributions the Foundation expects to make over the term of the agreement (significant unobservable inputs).

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
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**NOTE 9 - RELATED PARTY TRANSACTIONS**

*Leases:*

The Foundation leases the College Centre Apartments from the College for use as classrooms and dormitories. The lease is classified as an operating lease, is effective through July 31, 2018, and is renewable annually. The annual rental rate is renegotiated at each renewal. The rental expense for the years ended December 31, 2017 and 2016 was \$44,568 each year. There are no minimum future rental payments as the annual payment had been made as of December 31, 2017.

The Foundation leases land and buildings, one triplex and one duplex from the College, and subleases these residential apartments to the general public. The lease is classified as an operating lease, is effective through June 30, 2023, and has a one-year renewal option for 2024. The annual rental payment of \$1 per year was made for 2017 and 2016. Future minimum payments are \$1 per year through 2023. No estimate of the fair value of these leases has been determined.

Total sublease income recognized under these leases for the years ended December 31, 2017 and 2016 was \$138,080 and \$130,790, respectively. All subleases are for a period of one year.

*Contributions:*

Total contributions from members of the Board of Governors, their spouses, and their businesses totaled \$51,154 and \$44,334 for the years ended December 31, 2017 and 2016, respectively. Promises to give at December 31, 2017 and 2016 included approximately \$1,000 and \$8,000, respectively, in promises to give due from members of the Board of Governors and senior Foundation management.

*Accounts Payable:*

Accounts payable at December 31, 2017 included \$2,923 due to the College for reimbursement of fundraising expenses, postage, and artist fees.

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**NOTE 9 - RELATED PARTY TRANSACTIONS (Continued)**

*Foundation Support:*

The College provides support to the Foundation by providing management and clerical staff, supplies and office expenses, and the use of computer equipment without charge to the Foundation. The value of these services and materials was recognized as in-kind revenue and expense by the Foundation during the years ending December 31, 2017 and 2016 as follows:

	2017	2016
Supplies	\$ 16,450	\$ 20,279
Office facilities	26,310	26,310
Management and clerical staff	543,249	606,020
	\$ 586,009	\$ 652,609

**NOTE 10 - RISK MANAGEMENT**

The Foundation is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. These risks are subject to Section 768.28, Florida Statutes, and are covered through the purchase of commercial insurance with minimal deductibles and an agreement through the College with the Florida College System Risk Management Consortium. The Foundation has not experienced claims for any of these risks for the past three fiscal years.

**NOTE 11 - CONCENTRATION**

The Foundation's services are funded by contributions from individuals and businesses in Northwest Florida and by in-kind services and facilities provided by the College. The Foundation's ability to continue to provide the same level of services is dependent on continued funding from these sources.



**SUPPLEMENTARY INFORMATION**

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
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**DR. PHILIP BENJAMIN MATCHING GRANT PROGRAMS**  
**SCHEDULE OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**  
**YEAR ENDED DECEMBER 31, 2017**  
**(With Comparative Totals for December 31, 2016)**  
**(UNAUDITED)**

	2017			Total	2016 Comparative Total
	Florida Health Care Grant	Florida Scholarship Matching Program	Dr. Philip Benjamin Academic Improvement Trust		
<b>Operating Revenues:</b>					
Contributions	\$ -	\$ -	\$ -	\$ -	\$ -
Match revenues	-	-	-	-	-
Total operating revenues	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Operating Expenses:</b>					
Program services	19,954	237,016	79,161	336,131	310,203
<b>Operating Loss</b>	<u>(19,954)</u>	<u>(237,016)</u>	<u>(79,161)</u>	<u>(336,131)</u>	<u>(310,203)</u>
<b>Nonoperating Revenues:</b>					
Interest and dividend income	8,081	252,611	68,519	329,211	318,359
Net unrealized and realized gain on investments	20,162	1,360,273	281,695	1,662,130	751,103
Net nonoperating revenues	<u>28,243</u>	<u>1,612,884</u>	<u>350,214</u>	<u>1,991,341</u>	<u>1,069,462</u>
<b>Other Change in Net Position:</b>					
Transfer from unrestricted	-	-	15,814	15,814	-
<b>Change in Net Position</b>	8,289	1,375,868	286,867	1,671,024	759,259
<b>Net Position, Beginning of Year</b>	<u>421,052</u>	<u>9,769,563</u>	<u>3,788,352</u>	<u>13,978,967</u>	<u>13,219,708</u>
<b>Net Position, End of Year</b>	<u>\$ 429,341</u>	<u>\$ 11,145,431</u>	<u>\$ 4,075,219</u>	<u>\$ 15,649,991</u>	<u>\$ 13,978,967</u>

**PENSACOLA STATE COLLEGE FOUNDATION, INC.**  
**A COMPONENT UNIT OF PENSACOLA STATE COLLEGE**  
**FLORIDA COMMUNITY COLLEGE SCHOLARSHIP PROGRAMS**  
**SCHEDULE OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**  
**YEARS ENDED DECEMBER 31, 2017 AND 2016**  
**(UNAUDITED)**

	<u>2017</u>	<u>2016</u>
<b>Operating Revenues:</b>		
Contributions - Florida Blue	\$ 12,433	\$ 13,412
Match revenues	-	13,500
Total operating revenues	<u>12,433</u>	<u>26,912</u>
<b>Operating Expenses:</b>		
Program services	<u>37,573</u>	<u>29,168</u>
<b>Operating Loss</b>	<u>(25,140)</u>	<u>(2,256)</u>
<b>Other Changes in Net Position:</b>		
Net transfers to/from other expendable restricted	<u>(1,067)</u>	<u>3,412</u>
<b>Change in Net Position</b>	(26,207)	1,156
<b>Net Position, Beginning of Year</b>	<u>47,002</u>	<u>45,846</u>
<b>Net Position, End of Year</b>	<u>\$ 20,795</u>	<u>\$ 47,002</u>

## **OTHER REPORT**

**INDEPENDENT AUDITOR’S REPORT ON INTERNAL CONTROL  
OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS  
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED  
IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

To the Board of Governors  
Pensacola State College Foundation, Inc.  
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Pensacola State College Foundation, Inc. (the “Foundation”) (a component unit of Pensacola State College), as of and for the year ended December 31, 2017, and the related notes to the financial statements, which collectively comprise the Foundation’s basic financial statements, and have issued our report thereon dated March 13, 2018.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Foundation’s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Foundation’s internal control. Accordingly, we do not express an opinion on the effectiveness of the Foundation’s internal control.

*A deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity’s financial statements will not be prevented, or detected and corrected on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Governors  
Pensacola State College Foundation, Inc.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Foundation's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Pensacola, Florida  
March 13, 2018