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SOUTHWESTERN OKLAHOMA STATE UNIVERSITY
FOUNDATION, INC.

FINANCIAL REPORT

December 31, 2021 and 2020

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Luton & Co., PLLC

CERTIFIED PUBLIC ACCOUNTANTS

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Bruce L. Van Huisen
David R. Brady

INDEPENDENT AUDITOR'S REPORT

Board of Trustees
Southwestern Oklahoma State University Foundation, Inc.
Weatherford, Oklahoma

Opinion

We have audited the accompanying financial statements of Southwestern Oklahoma State University Foundation, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2021 and 2020, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Southwestern Oklahoma State University Foundation, Inc. as of December 31, 2021 and 2020, 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.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Southwestern Oklahoma State University Foundation, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about of Southwestern Oklahoma State University Foundation, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgement made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Southwestern Oklahoma State University Foundation, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment there are conditions or events, considered in the aggregate, that raise substantial doubt about Southwestern Oklahoma State University Foundation, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Luton & Co., PLLC

Edmond, Oklahoma
September 23, 2022

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

STATEMENTS OF FINANCIAL POSITION
December 31, 2021 and 2020

ASSETS	2021	2020
ASSETS		
Cash and cash equivalents	\$ 417,652	\$ 443,889
Contributions receivable	1,130,499	310,124
Investments	33,990,803	25,689,500
Cash value, life insurance	141,753	135,584
Beneficial interest in perpetual trust	1,632,324	1,496,809
Property and equipment - held for sale	240,000	-
Mineral interests	-	2,604
	37,553,031	28,078,510
Property and equipment		
Land	-	120,000
Building and improvements	32,720	978,407
Furniture and equipment	99,321	99,321
	132,041	1,197,728
Less accumulated depreciation	132,041	439,195
	-	758,533
	\$ 37,553,031	\$ 28,837,043
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable and accrued expenses	\$ 90,272	\$ 32,028
NET ASSETS		
Net assets without donor restrictions	1,298,405	1,497,950
Net assets with donor restrictions	36,164,354	27,307,065
	37,462,759	28,805,015
	\$ 37,553,031	\$ 28,837,043

The Notes to Financial Statements are an integral part of these statements.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

Years Ended December 31, 2021 and 2020

	2021			2020		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenues						
Contributions and grants	\$ 187,422	\$ 6,878,087	\$ 7,065,509	\$ 199,318	\$ 971,121	\$ 1,170,439
In-kind contributions	549,481	-	549,481	458,196	-	458,196
Sponsorship revenue	-	200,000	200,000	200,000	-	200,000
Program service revenue	44,777	23,899	68,676	2,818	1,024	3,842
Rent income	22,500	-	22,500	54,000	-	54,000
Investment income	54,530	432,845	487,375	53,250	431,683	484,933
Gain (loss) on investments	876,466	2,591,857	3,468,323	237,042	2,058,697	2,295,739
Unrealized gain (loss) on perpetual trust	-	135,515	135,515	-	(20,719)	(20,719)
Other income	15,811	-	15,811	8,390	104	8,494
Loss on sale of property	(245,629)	-	(245,629)	-	-	-
Foundation fund management fee	517,698	(517,698)	-	442,304	(442,304)	-
Net assets released from restriction	1,099,724	(1,099,724)	-	1,248,704	(1,248,704)	-
Total revenue and support	3,122,780	8,644,781	11,767,561	2,904,022	1,750,902	4,654,924
Expenses						
Program services	2,043,437	-	2,043,437	1,814,747	-	1,814,747
Management and administration	675,175	-	675,175	534,177	-	534,177
Fundraising	391,205	-	391,205	326,905	-	326,905
Total expenses	3,109,817	-	3,109,817	2,675,829	-	2,675,829
Change in net assets, before transfers	12,963	8,644,781	8,657,744	228,193	1,750,902	1,979,095
Transfers	(212,508)	212,508	-	47,090	(47,090)	-
Change in net assets	(199,545)	8,857,289	8,657,744	275,283	1,703,812	1,979,095
Net assets, beginning of year	1,497,950	27,307,065	28,805,015	1,222,667	25,603,253	26,825,920
Net assets, end of year	\$ 1,298,405	\$ 36,164,354	\$ 37,462,759	\$ 1,497,950	\$ 27,307,065	\$ 28,805,015

The Notes to Financial Statements are an integral part of these statements.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

STATEMENTS OF FUNCTIONAL EXPENSES

Years Ended December 31, 2021 and 2020

	2021				2020			
	Program Services	Management and General	Fundraising	Total	Program Services	Management and General	Fundraising	Total
Advertising and promotion	\$ 20,261	\$ 133	\$ 84,977	105,371	\$ 11,597	\$ -	\$ 30,082	\$ 41,679
Amortization	-	2,604	-	2,604	-	2,604	-	2,604
Audit and tax return preparation	-	16,850	-	16,850	-	16,250	-	16,250
Conferences and meetings	59,495	23,538	9,821	92,854	1,771	4,404	727	6,902
Depreciation	-	12,905	-	12,905	-	22,171	-	22,171
Donor recognition	-	-	-	-	-	-	13,348	13,348
Insurance	-	13,635	-	13,635	-	11,707	-	11,707
Legal fees	-	16,357	-	16,357	-	4,631	-	4,631
Occupancy	-	246,500	-	246,500	-	246,500	-	246,500
Office expenses	13,844	23,141	6,309	43,294	9,345	20,065	22,265	51,675
Other expenses and events	55,351	14,936	15,572	85,859	16,242	1,050	11,691	28,983
Outside accounting	-	48,000	-	48,000	-	-	-	-
Program services	542,912	-	-	542,912	456,768	-	-	456,768
Salary, wages and benefits	127,536	162,536	127,537	417,609	113,034	113,034	113,034	339,102
Scholarships	918,597	-	-	918,597	921,771	-	-	921,771
Software and fees	92,911	92,911	145,931	331,753	84,024	90,046	132,891	306,961
Sponsorship	200,000	-	-	200,000	200,000	-	-	200,000
Travel	12,530	1,129	1,058	14,717	195	1,715	2,867	4,777
	<u>\$ 2,043,437</u>	<u>\$ 675,175</u>	<u>\$ 391,205</u>	<u>\$ 3,109,817</u>	<u>\$ 1,814,747</u>	<u>\$ 534,177</u>	<u>\$ 326,905</u>	<u>\$ 2,675,829</u>

The Notes to Financial Statements are an integral part of these statements.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

STATEMENTS OF CASH FLOWS
Years Ended December 31, 2021 and 2020

	2021	2020
Cash flows from operating activities		
Change in net assets	\$ 8,657,744	\$ 1,979,095
Adjustments to reconcile change in net assets to net cash used in operating activities		
Depreciation	12,905	22,171
Amortization	2,604	2,604
(Gain) loss on sale of property	245,629	-
(Gain) loss on investments	(3,468,323)	(2,295,739)
(Increase) decrease in cash surrender value of life insurance	(6,169)	(4,558)
(Gain) loss on perpetual trust	(135,515)	20,719
Donated property	(240,000)	-
Changes in assets and liabilities		
Contributions receivable	(820,375)	55,423
Accounts payable and accrued expenses	58,244	24,837
Accounts payable to related party	-	(62,261)
Net cash provided (used) by operating activities	<u>4,306,744</u>	<u>(257,709)</u>
Cash flows from investing activities		
Purchase of investments	(17,793,573)	(10,338,780)
Proceeds from sales and maturities of investments	12,960,592	10,641,787
Proceeds from sale of property and equipment	500,000	-
Purchase of capital assets	-	(3,512)
Net cash provided (used) by investing activities	<u>(4,332,981)</u>	<u>299,495</u>
Net increase (decrease) in cash and cash equivalents	(26,237)	41,786
Cash and cash equivalents, beginning of year	<u>443,889</u>	<u>402,103</u>
Cash and cash equivalents, end of year	<u>\$ 417,652</u>	<u>\$ 443,889</u>

The Notes to Financial Statements are an integral part of these statements.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 1. Organization and Summary of Significant Accounting Policies

Organization

Southwestern Oklahoma State University Foundation, Inc. (the “Foundation”) is organized for the benefit of Southwestern Oklahoma State University (the “University”), Weatherford, Oklahoma, the branch campus in Sayre, Oklahoma, its faculty, its student body, and its programs. The Foundation provides scholarships and support and enhances the further development of the University. The Foundation receives contributions from the public which are generally to be used for the benefit of the University. The Foundation also receives certain program service revenues which support the various departmental activities at the University.

The Foundation acts primarily as a fundraising Foundation, soliciting, receiving, managing, and disbursing contributions on behalf of the University. Distributions of amounts held in the funds of the Foundation are subject to the approval of the Foundation and the availability of monies. Accordingly, the accompanying financial statements generally reflect expenditures which have been submitted to and approved by the Foundation as of the financial reporting date.

Although the University does not control the timing or amount of receipts from the Foundation, the majority of the Foundation’s resources and related income are restricted by donors for the benefit of the University. Because these restricted resources held by the Foundation can only be used by, or for the benefit of, the University, the Foundation is considered a component unit of the University and is discretely presented in the University’s financial statements.

Basis of presentation

The Foundation’s financial statements are prepared on the accrual basis of accounting in accordance with U.S. GAAP, and accordingly reflect all significant receivables, payables, and other assets and liabilities. To ensure the observance of limitations and restrictions placed on the use of available resources, the Foundation maintains its accounts in accordance with the principles and practices of fund accounting. Fund accounting is the process by which resources for various purposes are classified for accounting purposes into funds that are maintained in accordance with the activities or objectives of the Foundation.

Net asset classification

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions.

Net assets without donor restrictions – Net assets available for use and not subject to donor or certain grantor restrictions.

Net assets with donor restrictions – Net assets subject to donor or certain grantor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 1. Organization and Summary of Significant Accounting Policies, continued

Investments and investment return

Investments in equity securities having a readily determinable fair value and debt securities are carried at fair value. Other investments are valued at the lower of cost (or fair value at time of donation, if acquired by contribution) or fair value. Investment return includes dividends, interest and other investment income, realized gains and losses on investments carried at fair value, and realized gains and losses on other investments. Investment income reported in the statements of activities and changes in net assets is reported net of investment management and custodial fees.

Income and gains on investments are reported as increases in net assets with donor restrictions if the terms of the gift that gave rise to the investment require such amounts be added to the permanent endowment. Income and gains are reported as increases in net assets with donor restrictions if the terms of the gift, or applicable law, impose restrictions on the use of the income. In all other cases, income and gains are reported as increases in unrestricted net assets.

Generally, losses on investments of endowments reduce net assets with donor restriction to the extent donor-imposed temporary restrictions on the net appreciation of investments have not been met before the loss occurs. Any remaining losses reduce unrestricted net assets. Subsequent investment gains are applied first to unrestricted net assets to the extent that losses have previously been recognized, and then to net assets with donor restrictions.

Beneficial interest in perpetual trust

The Foundation is the beneficiary of a perpetual trust which is not in the possession of the Foundation. The Foundation has an irrevocable right to a portion of the net income from the trust. The Foundation's interest in the trust is recorded at fair value of the estimated future cash flows which is measured using the fair value of the underlying trust assets adjusted for the Foundation's beneficial interest percentage of the total trust. Under the terms of the trust agreement, the trust generally distributes 100% of the annual income to the beneficiaries. The beneficial interest is classified as net assets with donor restrictions and distributions are classified as investment income with donor restrictions from perpetual trust in accordance with the donor's purpose restriction. Changes in the fair market value of the beneficial interest are recorded as restricted gain or loss on beneficial interest in perpetual trust in the statements of activities and changes in net assets.

Contributions

Contributions, including unconditional promises to give, are recognized as revenues in the period received by the Foundation. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. Transfers of assets under conditional promises, which are received by the Foundation prior to fulfilling these conditions, are recorded as a liability (i.e. unearned revenue) until the conditions are substantially met. Contributions of assets other than cash are recorded at the estimated fair value on the gift date. Contributions to be received after one year are recorded at the present value of their estimated future cash flows using a discount rate which is commensurate with the risks involved. Amortization of the discount is recorded as additional contribution revenue in the same net asset class and fund as the original contribution. An allowance is made for uncollectible contributions based upon management's judgment and analysis of the creditworthiness of the donors, past collection experience, and other relevant factors.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 1. Organization and Summary of Significant Accounting Policies, continued

Contributions, continued

Contributions are reported as increases in the appropriate net asset category. Expenses are reported as decreases in unrestricted net assets. Absent explicit donor stipulations to the contrary, temporary restrictions on gifts to acquire long-lived assets are considered met in the period in which the assets are acquired or placed in service. Gifts of property and equipment are recorded as unrestricted support unless explicit donor stipulations specify how the assets must be used, or how long the assets must be held, in which case the gift is recorded as restricted support. Expirations of temporary restrictions (i.e. the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restriction.

Contributed services are recognized when (1) they create or enhance a nonfinancial asset and/or (2) required specialized skills, are provided by individuals possessing those skills and would typically need to be purchased had they not been provided by contributions. Many individuals volunteer their time and perform a variety of tasks that assist the Foundation, but these services do not meet the criteria for recognition as contributed services. The Foundation did not receive any contributed services meeting the specified criteria during the years presented in these financial statements.

The Foundation and University operate under an agreement that the University will provide for the housing of the Foundation records, administrative and secretarial support, as well as office space and support services. The Foundation recognizes all services received from personnel of the University that directly benefit the Foundation. The amount of in-kind contributions was determined based on the cost recognized for services and facilities provided by the University. In-kind expenses are allocated on a functional basis consistent with the allocation of resources expended on all other programs and activities. The Foundation recorded \$549,481 and \$458,196 for in-kind contributions and related in-kind expenses for 2021 and 2020, respectively.

Functional allocation of expenses

The costs of program and supporting service activities have been summarized on a functional basis in the statements of activities and changes in net assets. The statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited on the basis of estimates of time and effort.

Property and equipment

It is the Foundation's policy to capitalize property and equipment additions with a cost basis, or fair value on the gift date if donated, which exceed \$5,000. Property and equipment is depreciated using the straight-line method as follows:

Building and improvements	10 - 44 years
Furniture and equipment	5 - 10 years

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 1. Organization and Summary of Significant Accounting Policies, continued

Fund management fee

The Foundation assesses an annual Fund Management Fee (“Fee”). The Fee is charged to all funds – endowed or otherwise – and is used to defray general and administrative expenses of the Foundation. The Fee was assessed annually at a rate of 2% of the January 1st fund balances greater than or equal to \$1,000. For the endowed and restricted funds, this fee is accounted for as a transfer between net assets with restrictions to net assets without restrictions.

Cash and cash equivalents

For purposes of the statements of cash flows, the Foundation considers all highly liquid investments purchased with a maturity of three months or less to be cash equivalents unless designated for investment purposes.

Allowance for uncollectible accounts

Management charges income with doubtful accounts when they are considered uncollectible. As the amount is not material, no provision for doubtful accounts has been made in these statements.

Use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates.

Estimates that are particularly susceptible to significant change include the valuation of investments and beneficial interest in perpetual trust. Investments in securities and beneficial interest in perpetual trust in general are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investments and beneficial interests, it is reasonably possible that changes in the values of these assets will occur in the near term and that such changes could materially affect the amounts reported in the statements of financial position. Significant fluctuations in fair values could occur from year to year, and the amounts the Foundation will ultimately realize could differ materially.

Income taxes

The Foundation is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code, and has been determined not to be a private foundation under Section 509(a) of the Code. Therefore, no income tax provision has been included in the financial statements.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 2. Net Assets with Donor Restrictions

Net assets with donor restrictions comprised the following:

	2021		
	For a Specific Purpose/Time	Held in Perpetuity	Total
Scholarships and grants	\$ 7,622,052	\$ 15,501,265	\$ 23,123,317
Foundation operations	440,416	492,533	932,949
University support	5,942,114	585,947	6,528,061
Endowed chair, professorships, and lectureships	1,437,899	2,913,933	4,351,832
Athletic support	542,800	685,395	1,228,195
	\$ 15,985,281	\$ 20,179,073	\$ 36,164,354
	2020		
	For a Specific Purpose/Time	Held in Perpetuity	Total
Scholarships and grants	\$ 6,155,467	\$ 13,850,246	\$ 20,005,713
Foundation operations	130,159	679,913	810,072
University support	962,753	904,003	1,866,756
Endowed chair, professorships, and lectureships	3,981,800	-	3,981,800
Athletic support	348,421	294,303	642,724
	\$ 11,578,600	\$ 15,728,465	\$ 27,307,065

Note 3. Concentration of Credit Risk

The Foundation's cash balances in its financial institution at times may exceed federally insured limit of \$250,000 per institution.

Given the volatility of current economic conditions, the values of the investments could change, resulting in material future adjustments in investment values that could negatively impact the Foundation's operations.

Note 4. Liquidity and Availability

Cash receipts (contributions, memberships and sponsorships, rental income, and royalties) are deposited into Foundation bank accounts and used to support the operating budgets of the Foundation, as well as to pay endowment distributions and non-endowed distributions. Cash is extracted from the managed investment(s) as needed, with specific recommendations from the investment manager.

Investments held in money market accounts, exchange traded funds, mutual funds, corporate bonds, or publicly traded securities are considered available for liquidation within the operating cycle. Management monitors cash on hand as part of the internal financial report to the board of directors.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 4. Liquidity and Availability, continued

The financial assets available for general expenditure, that is without donor restriction or other restrictions limiting their use, within one year of the statements of financial position, comprise the following:

	2021	2020
Total financial assets	\$ 37,553,031	\$ 28,078,510
Donor imposed restrictions	<u>(36,164,354)</u>	<u>(27,307,065)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 1,388,677</u>	<u>\$ 771,445</u>

Note 5. Fair Value Measurement

Investments are stated at fair value as determined by the fund and/or investment manager. Professional standards establish a three-level hierarchy for the valuation of financial instruments:

Level I – Quoted prices in active markets for identical assets or liabilities.

Level II – Observable inputs other than Level I prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

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

Financial assets and liabilities carried at fair value on a recurring basis include investments and beneficial interest in perpetual trust. The Foundation had no assets or liabilities carried at fair value on a non-recurring basis at December 31, 2021 or 2020.

The limited liability company investment held by the Foundation is a private company formed for the purpose of investing in and renting residential rental properties, and incidental leasing of commercial retail space and shall continue in existence until the earlier of the manager's decision to dissolve the company, or the sale of substantially all the company's assets. There is no opportunity for redemption of funds until substantially all assets are sold. The Foundation has four separate investments with this company.

The publicly traded limited partnership held by the Foundation is registered with the Securities and Exchange Commission and is formed for the purpose of investing in and renting real estate.

The real estate income fund (Fund) held by the Foundation is held by a private company. The Fund focuses on diversification across multifamily, industrial, office, and retail sectors in high growth cities across the Southeastern and Southwestern United States, including Denver, Dallas, and Raleigh.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 5. Fair Value Measurement, continued

The real estate investment trust (REIT) held by the Foundation is a private investment formed for the purpose of acquiring freestanding, single-tenant, net-leased properties. It is focused on generating predictable, tax-sheltered cash flow and attractive total return for shareholders. The REIT is managed by a limited liability company and has no direct employees. Shares are offered via private placement, and new investors are accepted on a monthly basis. Shares when issued are “restricted securities” as such term is defined in Rule 144 and are therefore subject to substantial restrictions on transfer both under the securities laws and to comply with REIT requirements. There is no trading market for the shares, nor is one expected to develop.

Investments at December 31, 2021, consisted of the following:

	Level I	Level II	Level III	Total
Investments:				
Cash/cash equivalents designated for investment	\$ 6,148,322	\$ -	\$ -	\$ 6,148,322
Equities	24,127,554	-	-	24,127,554
Fixed income	-	1,828,879	-	1,828,879
Annuity contract	-	-	373,353	373,353
Interest in limited liability company (illiquid until assets are sold)				
	-	-	909,865	909,865
Alternative investments	-	200,867	-	200,867
Real estate income fund	-	-	260,756	260,756
Publicly traded limited partnership	<u>-</u>	<u>141,207</u>	<u>-</u>	<u>141,207</u>
Total investments	<u>\$ 30,275,876</u>	<u>\$2,170,953</u>	<u>\$ 1,543,974</u>	<u>\$33,990,803</u>
Beneficial interest in perpetual trust	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,632,324</u>	<u>\$ 1,632,324</u>

Investments at December 31, 2020, consisted of the following:

	Level I	Level II	Level III	Total
Investments:				
Cash/cash equivalents designated for investment	\$ 1,442,807	\$ -	\$ -	\$ 1,442,807
Equities	18,020,093	-	-	18,020,093
Fixed income	-	3,789,109	-	3,789,109
Annuity contract	-	-	327,487	327,487
Interest in limited liability company (illiquid until assets are sold)				
	-	-	909,070	909,070
Alternative investments	-	272,711	-	272,711
Real estate investment trusts (REIT) (illiquid restricted security with time & written consent constraints)	<u>-</u>	<u>-</u>	<u>928,223</u>	<u>928,223</u>
Total investments	<u>\$ 19,462,900</u>	<u>\$4,061,820</u>	<u>\$2,164,780</u>	<u>\$ 25,689,500</u>
Beneficial interest in perpetual trust	<u>\$ -</u>	<u>\$ -</u>	<u>\$1,496,809</u>	<u>\$ 1,496,809</u>

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 6. Contributions Receivable

Unconditional promises to give, including amounts due under pledge agreements with donors, include the following at December 31:

	2021	2020
Due in less than one year	\$ 778,499	\$125,105
Due in one to five years	212,000	184,019
Due in more than five years	<u>140,000</u>	<u>1,000</u>
	<u>\$1,130,499</u>	<u>\$310,124</u>

Gross unconditional contributions receivable is comprised of the following at December 31:

	2021	2020
Without donor restrictions		
Foundation support	\$ <u>38,796</u>	\$ <u>8,990</u>
Total without donor restrictions	38,796	8,990
With donor restrictions		
Business enterprise center	-	180,000
Scholarships	615,000	41,979
Programs support	<u>476,703</u>	<u>79,155</u>
Total with donor restrictions	<u>1,091,703</u>	<u>301,134</u>
Total contributions receivable	<u>\$1,130,499</u>	<u>\$310,124</u>

Unrestricted pledges to be received in future periods are classified as net assets with donor restrictions until the funds are received at which time they are reclassified to unrestricted, unless specifically designated for the current period by the donor.

Note 7. Endowments

The Foundation's endowment consists of approximately 180+ endowment funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the Trustees to function as endowments. As required by U.S. GAAP, net assets associated with endowment funds, including funds designated by the Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Trustees of the Foundation have chosen to preserve the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as net assets with donor restrictions not subject to appropriation (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.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 7. Endowments, continued

The remaining portion of the donor restricted endowment fund that is not classified in net assets with donor restrictions not subject to appropriation or expenditures is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by the Oklahoma Uniform Prudent Management of Institutional Funds Act (“OK UPMIFA”). In accordance with OK UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund;
- The purposes of the Foundation and the donor-restricted endowment fund;
- General economic conditions;
- The possible effect of inflation and deflation;
- The expected total return from income and the appreciation of investments; and
- The investment policies of the Foundation.

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner intended to produce results which generate a dependable, increasing source of income and appreciation while assuming a moderate level of investment risk. The stated return objective of this policy is the Consumer Price Index plus three percent net of fees. Actual returns in any given year may vary from this amount.

In general, the Foundation has a policy of appropriating for distribution each year, eighty-five percent of the net earnings from each endowment fund for the donor-restricted purpose, if any. The remaining fifteen percent of the net earnings are held in the endowment fund in order to provide for inflation and future growth. The Foundation honors the specific requests of each donor, recognizes all investment income, realized and unrealized gains and/or losses as restricted based on donor restrictions, and makes distributions accordingly. In the absence of donor-restrictions on investment income, all earnings from donor-restricted endowment funds are classified as restricted until appropriated for expenditure. All earnings on board-designated endowment funds are classified as unrestricted.

For 2020, the Foundation had a spending policy of appropriating for expenditure each year the equivalent of up to 5% of the rolling 60-month average balance of the endowment fund’s fair value as of the immediately preceding year ended December 31.

From time to time, the fair value of assets associated with individual donor restricted endowment funds may fall below the level the donor or OK UPMIFA requires the Foundation to retain as a fund of perpetual duration. These deficiencies may result from unfavorable market fluctuations, a prior year significant change of securities in the investment portfolio, and continued appropriation that was deemed prudent and necessary for the programs of the Foundation. There were no deficiencies of this nature that are reported in unrestricted net assets at December 31, 2021 or 2020.

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
December 31, 2021 and 2020

Note 7. Endowments, continued

Endowment net asset composition by type of fund at December 31:

<u>Endowment Fund Type</u>	<u>2021</u>			<u>2020</u>		
	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Board designated:						
Endowed Chair	\$943,449	\$ -	\$ 943,449	\$866,667	\$ -	\$ 866,667
Foundation Operations	<u>40,269</u>	<u>-</u>	<u>40,269</u>	<u>27,553</u>	<u>-</u>	<u>27,553</u>
Total board designated	983,718	-	983,718	894,220	-	894,220
Donor restricted:						
Scholarships and Grants	-	20,577,833	20,577,833	-	18,248,051	18,248,051
Foundation Operations	-	748,408	748,408	-	679,913	679,913
University Support	-	1,114,065	1,114,065	-	962,753	962,753
Endowed Chair	-	4,351,832	4,351,832	-	3,981,800	3,981,800
Athletic Support	<u>-</u>	<u>794,946</u>	<u>794,946</u>	<u>-</u>	<u>294,303</u>	<u>294,303</u>
Total donor restricted	<u>-</u>	<u>27,587,084</u>	<u>27,587,084</u>	<u>-</u>	<u>24,166,820</u>	<u>24,166,820</u>
Total funds	<u>\$983,718</u>	<u>\$27,587,084</u>	<u>\$ 28,570,802</u>	<u>\$894,220</u>	<u>\$24,166,820</u>	<u>\$ 25,061,040</u>

Change in endowment fund net assets consists of the following for the year ended December 31:

	<u>2021</u>			<u>2020</u>		
	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment fund net assets, beginning of year	\$894,220	\$24,166,820	\$25,061,040	\$832,471	\$22,363,876	\$ 23,196,347
Investment income	15,508	432,845	448,353	309	290,711	291,020
Gain on investments	91,261	2,549,440	2,640,701	58,039	2,199,668	2,257,707
Scholarship distributions	-	(568,640)	(568,640)	-	(519,034)	(519,034)
Contributions	9,442	1,461,493	1,470,935	3,830	422,242	426,072
Fund transfers	-	161,228	161,228	-	(5,500)	(5,500)
Foundation mgmt. fee	(17,884)	(479,516)	(497,400)	(429)	(442,344)	(442,773)
Administrative costs	<u>(8,829)</u>	<u>(136,586)</u>	<u>(145,415)</u>	<u>-</u>	<u>(142,799)</u>	<u>(142,799)</u>
Endowment fund net assets, end of year	<u>\$983,718</u>	<u>\$27,587,084</u>	<u>\$28,570,802</u>	<u>\$894,220</u>	<u>\$24,166,820</u>	<u>\$25,061,040</u>

SOUTHWESTERN OKLAHOMA STATE UNIVERSITY FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS
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Note 8. Related Party Transactions

Substantially all expenditures are incurred for the benefit of the University. University management and faculty are very much involved in the operations of the Foundation and are considered related parties. Accounts payable to related party of \$85,088 and \$62,261 at December 31, 2021 and 2020, respectively, reflect amounts to be paid to the University.

Note 9. Subsequent Events

Management has evaluated subsequent events, if any, through the report date of September 23, 2022, which is the date the report was available to be issued and has determined that no events requiring disclosure occurred which require disclosure in the financial statements.