DEL MAR COLLEGE FOUNDATION, INC.

AUDITED FINANCIAL STATEMENTS

JUNE 30, 2020 AND 2019

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INDEPENDENT AUDITOR'S REPORT

November 16, 2020

To the Board of Trustees
Del Mar College Foundation, Inc.
Corpus Christi, Texas

We have audited the accompanying financial statements of Del Mar College Foundation, Inc. (a nonprofit organization), a component unit of the Del Mar College District, which comprise the statement of financial position as of June 30, 2020, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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 Del Mar College Foundation, Inc., as of June 30, 2020, and the changes in its net assets and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the 2019 financial statements of Del Mar College Foundation, Inc., and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 18, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Emphasis of Matter

As discussed in Note 1, the Del Mar College Foundation, Inc., adopted the Financial Accounting Standards Board's Accounting Standards Update (ASU) No. 2014-09 – *Revenue from Contracts with Customers* (ASC 606) as of and for the fiscal year ended June 30, 2020. The requirements of the ASU have been applied to all periods presented. Our opinion is not modified with respect to this matter.

Collier, Johnson & Woods

DEL MAR COLLEGE FOUNDATION, INC.

STATEMENTS OF FINANCIAL POSITION

	JUNE 30, 2020	JUNE 30, 2019
ASSETS		
Current Assets:		
Cash and Equivalents	1,368,919	930,669
Accounts Receivable (Note 3)	6,188	426,394
Investments (Note 4 and 5)	10,206,615	9,601,426
Unconditional Promises to Give (Note 6)	367,753	686,434
Total Current Assets	11,949,475	11,644,923
Endowment Investments (Note 5 and 6)	12,854,250	11,435,303
Long-Term Unconditional Promises to Give (Note 6)	243,441	215,342
Beneficial Interest in Irrevocable Charitable Trust (Note 5 and 7)	809,050	699,631
TOTAL ASSETS	25,856,216	23,995,199
LIABILITIES AND NET ASSETS		
Liabilities:		
Accounts Payable	34,048	39,044
Due to Del Mar College (Note 10)	417,174	477,890
Total Liabilities	451,222	516,934
Net Assets:		
Without Donor Restrictions	4,990,093	3,766,249
With Donor Restrictions (Note 9)	20,414,901	19,712,016
Total Net Assets	25,404,994	23,478,265
TOTAL LIABILITIES AND NET ASSETS	25,856,216	23,995,199

See Notes to Financial Statements.

DEL MAR COLLEGE FOUNDATION, INC.

STATEMENT OF ACTIVITIES

YEAR ENDED JUNE 30, 2020 WITH COMPARATIVE TOTALS FOR YEAR ENDED JUNE 30, 2019

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	TOTAL 2020	TOTAL 2019
Support, Revenue and Gains:				
Scholarship Contributions	557,611	2,081,116	2,638,727	1,113,459
Designated Scholarship Contributions	--	436,224	436,224	441,752
Grants, Managed Funds and Other Contributions	123,546	1,689,333	1,812,879	2,242,032
Net Investment Income	513,661	716,643	1,230,304	1,393,140
Contributed Services and Expenses (Note 10)	747,046	--	747,046	736,646
Net Assets Released from Restrictions (Note 9)	3,924,784	(3,924,784)	--	--
Total Support, Revenue and Gains	5,866,648	998,532	6,865,180	5,927,029
Program Expenses:				
Foundation Services	4,494,028	--	4,494,028	3,644,342
Development Services	444,423	--	444,423	473,631
Total Program Expenses	4,938,451	--	4,938,451	4,117,973
Change in Net Assets	928,197	998,532	1,926,729	1,809,056
Net Assets, Beginning of Year	3,766,249	19,712,016	23,478,265	21,669,209
Transfers and Reclassifications (Note 9)	295,647	(295,647)	--	--
NET ASSETS, END OF YEAR	4,990,093	20,414,901	25,404,994	23,478,265

See Notes to Financial Statements.

DEL MAR COLLEGE FOUNDATION, INC.

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2020 WITH COMPARATIVE TOTALS FOR YEAR ENDED JUNE 30, 2019

	FOUNDATION SERVICES	DEVELOPMENT SERVICES	TOTAL 2020	TOTAL 2019
Contributed Expenses:				
Salaries	211,670	296,597	508,267	493,403
Employee Benefits	68,060	87,018	155,078	154,757
General and Administrative Expenses	26,593	17,108	43,701	48,486
Rent Expense	20,000	20,000	40,000	40,000
Total Contributed Expenses	326,323	420,723	747,046	736,646
Operational Expenses:				
Scholarships	1,283,358	--	1,283,358	1,357,164
Designated Scholarships	399,685	--	399,685	470,830
Grants, Managed Funds, and Other Awards	2,426,290	--	2,426,290	1,019,854
Administrative Non Program Awards	58,372	--	58,372	451,784
Fundraising	--	23,700	23,700	81,695
Total Operational Expenses	4,167,705	23,700	4,191,405	3,381,327
Total Expenses	4,494,028	444,423	4,938,451	4,117,973

See Notes to Financial Statements.

DEL MAR COLLEGE FOUNDATION, INC.

STATEMENTS OF CASH FLOWS

	YEAR ENDED JUNE 30,	
	2020	**2019**
Cash Flows from Operating Activities:		
Increase in Net Assets	1,926,729	1,809,056
Adjustments to Reconcile Increase in Net Assets to Net Cash Used in Operating Activities:		
Net Realized and Unrealized Gains on Investments	(832,504)	(1,029,179)
Change in:		
Accounts Receivable	420,206	(373,727)
Unconditional Promises to Give	290,582	(663,711)
Accounts Payable and Due to Del Mar College	(65,713)	373,899
Net Cash Provided by Operating Activities	1,739,300	116,338
Cash Flows from Investing Activities:		
Proceeds from Sales of Investments	17,971,188	18,894,573
Purchases of Investments	(19,272,238)	(18,957,774)
Net Cash Used in Investing Activities	(1,301,050)	(63,201)
Increase in Cash and Equivalents	438,250	53,137
Cash and Equivalents, Beginning of Year	930,669	877,532
CASH AND EQUIVALENTS, END OF YEAR	1,368,919	930,669

See Notes to Financial Statements.

DEL MAR COLLEGE FOUNDATION, INC.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2020 AND 2019

Note 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Nature of Activities

The Del Mar College Foundation, Inc. (the "Foundation") is a not-for-profit community foundation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The organization is not classified as a private foundation under Section 509(a) of the Internal Revenue Code.

The Foundation is reported as a discretely presented component unit of the Del Mar College District (the "College"). The Foundation is a legally separate entity of the College; however, the Foundation promotes and supports scholarship funds and special projects, capital campaigns, and other initiatives to benefit the College.

Basis of Accounting

The financial statements of the Foundation have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP).

Comparative Financial Information

The accompanying financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America (GAAP). Accordingly, such information should be read in conjunction with our audited financial statements for the year ended June 30, 2019, from which the summarized information was derived.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. The most sensitive estimates affecting the financial statements were: collectability and discount rate of unconditional promises to give and market values of investments. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of less than three months.

Note 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – (Continuation)

Promises to Give

Unconditional promises to give are recognized when the donor makes a promise to give to the Foundation. Conditional promises to give are recognized when the conditions on which they depend are substantially met. The Foundation uses the direct write off method to determine uncollectible promises receivable. Write-offs of uncollectible pledges are based on management's analysis of specific promises made.

Investments

The Foundation's investments are reported at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. See Note 6 for discussion of fair value measurements. Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. Net investment income includes the Foundation's gains and losses on investments bought and sold as well as held during the year. Gains and losses on endowed funds are reflected as increases or decreases in the donor restricted class of net assets, until the donor restrictions are met.

Beneficial Interest in Irrevocable Charitable Trust

In compliance with ASU-820-10-55, the beneficial interest in an irrevocable charitable trust, which was donated to the foundation, is recorded at fair value. Fair value represents the factors that market participants would consider in setting a price for the estimated future cash flows of the beneficial interest. Note 6 discusses the key factors management used to determine fair value.

Net Assets

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

Net Assets Without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board may designate, from net assets without donor restrictions, net assets for an operating reserve and board-designated endowment.

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.

Note 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – (Continuation)

Revenue Recognition

The Foundation recognizes contributions when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give, including grant contracts, with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met.

The Foundation utilizes donor agreements in an on-going attempt to further clarify donors' intentions. If it becomes clear the fund classification was incorrect, or if the donor(s) change their intentions, the funds are appropriately reclassified and shown as a transfer from one fund type to another.

Donated Services

The College provides administrative services to the Foundation. For the years ended June 30, 2020 and 2019, these services are valued at fair value which is deemed to be 50% of the Office of Development salaries, benefits, and office expenses, 50% of the Office of Development & Alumni salaries, benefits, and office expenses and 100% of the Foundation salaries, benefits, and office expenses and are included in contributed services and expenses in the statement of activities.

The Foundation received donated services from a variety of unpaid volunteers. Since those services neither created nor enhanced a nonfinancial asset, nor required specialized skills, no amounts have been included in the accompanying statement of activities.

Income Taxes

The Foundation is exempt from Federal income tax under Internal Revenue Code Section 501(a) as an organization described in Section 501 (c)(3). The Foundation has also been determined not to be a private foundation within the meaning of Section 509(a) of the Internal Revenue Code, because it is an organization described in Section 509(a)(3). Therefore, no provision for income taxes has been included in these financial statements. The Foundation is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of function expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated amount the programs and supporting services benefited.

Note 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – (Continuation)

Reclassifications

Certain amounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

Accounting Pronouncements Adopted During the Year

As of July 1, 2020, the Foundation adopted the Financial Accounting Standards Board's Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606),* which requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. As permitted by the standard, the Foundation implemented the ASU No. 2014-09 retrospectively, and as such, the ASU applies to all periods presented in the accompanying financial statements. The adoption of this guidance did not have an effect on the financial statements.

New Accounting Pronouncement

In February 2016, the FASB issued ASU No. 2016-02 *Leases (Topic 842).* The guidance in this ASU supersedes the leasing guidance in ASU Topic 840, leases. Under the new guidance, lessees are required to recognize lease assets and liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either financing or operating, with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal year 2021. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Foundation is currently evaluating the impact of the pending adoption of the new standard on the financial statements.

Date of Management's Review

Subsequent events were evaluated through November 16, 2020, which is the date the financial statements were available to be issued.

Note 2 – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Foundation regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Foundation considers all expenditures related to its ongoing activities of fundraising and scholarships, as well as, services undertaken to support those activities to be general expenditures.

In addition to financial assets available to meet general expenditures over the next 12 months, the Foundation operates with a balanced budget and anticipates collecting sufficient contributions and donations to cover general expenditures. Refer to the statement of cash flows which identifies the sources and uses of the Foundation's cash and shows positive cash generated by operations for the fiscal years ended June 30, 2020 and 2019.

As of June 30, 2020 and 2019, the following table illustrates the total financial assets held by the Foundation that could readily be made available within one year of the balance sheet date to meet general expenditures.

	JUNE 30,	
	2020	2019
Financial Assets as of June 30,	25,856,216	23,995,199
Less: Pledge payments due in more than one year	(1,052,491)	(914,973)
Total Financial Assets available in the next twelve months to meet general expenditures	24,803,725	23,080,226
Less Those Unavailable for General Expenditures Within One Year, Due To:		
Donor Restricted Endowed Corpus	(12,854,250)	(11,435,303)
Donor Restricted Direct & Designated Scholarship Funds	(5,547,584)	(5,540,018)
Donor Restricted Grants, Managed Funds & Other Funds	(2,013,067)	(2,736,695)
FINANCIAL ASSETS AVAILABLE TO MEET CASH NEEDS FOR GENERAL EXPENDITURE WITHIN ONE YEAR	4,388,824	3,368,210

Note 3 – ACCOUNTS RECEIVABLE

Accounts receivables at June 30, 2020 and 2019 are as follows:

	JUNE 30,	
	2020	2019
Student Viking Loans	5,053	5,763
Other Receivables	1,135	689
Reimbursement Grant Receivable	--	419,942
TOTAL	6,188	426,394

Accounts receivables are written-off when deemed uncollectable. During the year ended June 30, 2020 and 2019, Student Viking Loans written-off amounted to $0 and $46,991, respectively.

Note 4 – INVESTMENTS

Investments are presented in the financial statements at fair value. All funds are combined and invested in various types of investments, as follows:

	JUNE 30, 2020	
	COST	FAIR VALUE
Mutual Funds	19,468,230	22,018,661
Alternative Investments	953,327	1,042,204
TOTAL	20,421,557	23,060,865

	JUNE 30, 2019	
	COST	FAIR VALUE
Mutual Funds	17,316,129	19,931,940
Alternative Investments	1,019,228	1,104,789
TOTAL	18,335,357	21,036,729

Brokerage fees of $73,590 are netted against the investment gain of $1,303,894 for the year ended June 30, 2020. Brokerage fees of $74,636 are netted against investment income of $1,467,776 for the year ended June 30, 2019.

Note 4 – INVESTMENTS – (Continuation)

Interest Rate Risk

In order to limit interest and market rate risk from changes in interest rates, the Foundation's Investment Policy sets a maximum stated maturity limit of one year for capital campaigns, special projects, and short-term funds. Short-term funds will be held in limited-risk investment vehicles.

The Foundation's endowment assets will have a long-time life span which parallels the life of the institution. As such, assets are invested in funds with maturities that extend well beyond a normal market cycle. However, by careful management and sufficient portfolio diversification, there will be lessened volatility in the investments, which will help to assure a reasonable consistency of return.

Credit Risk

It is the Foundation's investment policy to invest in equity securities, fixed income investment bonds, and various other investment alternatives as deemed appropriate. The principal category of equity investments are common stocks, with emphasis on high quality, investment grade, dividend-paying stocks in companies that are financially sound and that have favorable prospects for earnings growth. In recognition of the increasing opportunities available in today's dynamic investment universe to seek returns that may be less correlated to the traditional broad equity and fixed income markets, the Trustees may allocate up to 30% of the Fund Assets to alternative investments. Fixed Income bonds are invested in domestic, high quality corporate bonds with a minimum of an AA rating.

Concentration of Credit Risk

The Foundation recognizes over-concentration of assets by market sector or maturity as a risk to the portfolio. The Investment Policy establishes diversification as a major objective of the investment program and sets diversification limits for all authorized investment types which are monitored on at least a quarterly basis. The general policy is to diversify investments of long-term funds among both equity and fixed-income securities so as to provide a balance that will enhance total return while avoiding undue risk concentration in any single asset class or investment category. As a long-term guideline, the investment categories should be equities 0%-66%, alternatives 0-30%, fixed income 0%-50%, and cash 0% to 20%.

Financial Instruments and Credit Risk

For an investment, 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 investments or collateral securities that are in the possession of an outside party. The Foundation maintains its cash and cash equivalents with financial institutions and a money market account with an investment company. The Foundation's deposits at financial institutions were entirely insured by federal depository insurance or were collateralized with securities held by the Foundation's agent in the Foundation's name. Investments, including cash and cash equivalents at the investment company, are insured by Security Investor Protection Corporation against loss due to theft or misappropriation.

Note 5 – FAIR VALUE MEASUREMENTS

The Foundation's investments are reported at fair value in the accompanying statements of financial position. The methods used to measure fair value may produce an amount that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

FASB ASC 820, *Fair Value Measurements and Disclosures*, provides the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, Level 2 inputs consist of observable inputs other than quoted prices for identical assets, and Level 3 inputs have the lowest priority. The Foundation uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, the Foundation measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. Level 3 inputs were used only when Level 1 or Level 2 inputs were not available.

Level 1 Fair Value Measurements

The fair value of mutual funds is based on quoted net asset values of the shares held by the Foundation in active markets at the reporting date.

Level 3 Fair Value Measurement

The fair value of the beneficial interest in the irrevocable charitable trust that holds a structured settlement with future stream of cash flow is based on unobservable inputs. There is currently no market in which beneficial interests in charitable trusts trade, so no observable exit price will exist for a beneficial interest.

Alternative investments are principally investments in limited partnerships whose underlying assets include residential and commercial real estate. The fair values for alternative investments have been estimated using the net assets value per share provided by the fund and partnerships managers, which are primarily valued with Level 3 inputs.

FASB ASU 820 also requires disclosures about transfers into and out of Level 1 and 2 investments and separate disclosures about purchases, sales issuance and settlements in the reconciliation for fair value measurements using significant unobservable inputs (Level 3).

Note 5 – FAIR VALUE MEASUREMENTS – (Continuation)

Fair values of assets measured on a recurring basis at June 30, 2020 and 2019 are as follows:

June 30, 2020	FAIR VALUE	FAIR VALUE MEASUREMENTS USING: QUOTED PRICES IN ACTIVE MARKET FOR IDENTICAL ASSETS (LEVEL 1)	SIGNIFICANT UNOBSERVABLE INPUTS (LEVEL 3)
Mutual Funds	22,018,661	22,018,661	--
Alternative Investments	1,042,204	--	1,042,204
Total Investments	23,060,865	22,018,661	1,042,204
Beneficial Interest in Irrevocable Charitable Trust	809,050	--	809,050
TOTAL	23,869,915	22,018,661	1,851,254

June 30, 2019	FAIR VALUE	FAIR VALUE MEASUREMENTS USING: QUOTED PRICES IN ACTIVE MARKET FOR IDENTICAL ASSETS (LEVEL 1)	SIGNIFICANT UNOBSERVABLE INPUTS (LEVEL 3)
Mutual Funds	19,931,940	19,931,940	--
Alternative Investments	1,104,789	--	1,104,789
Total Investments	21,036,729	19,931,940	1,104,789
Beneficial Interest in Irrevocable Charitable Trust	699,631	--	699,631
TOTAL	21,736,360	19,931,940	1,804,420

Note 5 – FAIR VALUE MEASUREMENTS – (Continuation)

The following presents a summary of changes in the fair value of the Foundation's Level 3 assets at June 30, 2020 and 2019:

	BENEFICIAL INTEREST IN IRREVOCABLE TRUST	ALTERNATIVE INVESTMENTS
Beginning Balance, July 1, 2018	623,343	727,925
Purchases	--	376,898
Sales	--	(35,506)
Total Unrealized Gains Included in Changes in Net Assets	76,288	35,472
ENDING BALANCE, JUNE 30, 2019	699,631	1,104,789
Purchases	--	32,824
Sales	--	(98,725)
Total Unrealized Gains Included in Changes in Net Assets	109,419	3,316
ENDING BALANCE, JUNE 30, 2020	809,050	1,042,204

Note 6 – UNCONDITIONAL PROMISES TO GIVE

Unconditional promises to give at June 30, 2020 and 2019 are as follows:

	JUNE 30,	
	2020	2019
Student Scholarships	612,035	910,584
Less: Unamortized Discount	(841)	(8,808)
Net Unconditional Promises to Give	611,194	901,776
Less: Amount Due in One Year or Less	367,753	686,434
LONG-TERM UNCONDITIONAL PROMISES TO GIVE	243,441	215,342

Note 6 – UNCONDITIONAL PROMISES TO GIVE – (Continuation)

Long-term promises to give are expected to be collected during the year ended June 30, 2021, through the year ended June 30, 2025.

The discount rate of 0.18 and 1.71 was used on long-term promises to give as of June 30, 2020 and 2019, respectively. The Foundation considers promises to give fully collectible; accordingly, no allowance for uncollectible promises has been provided.

Note 7 – BENEFICIAL INTEREST IN IRREVOCABLE CHARITABLE TRUST

A donation was made in a prior year to the Foundation whereas the Foundation was made the beneficiary to an irrevocable charitable trust that holds a structured settlement. The structured settlement has monthly payments, annual amounts are as follows:

		FAIR VALUE AT JUNE 30,	
	PAYMENT	2020	2019
Year ended June 30,			
2026	67,052	49,610	44,390
2027	139,574	101,610	90,288
2028	147,142	102,091	89,876
2029	155,089	102,549	89,442
2030	163,432	102,996	89,001
2031	172,193	103,426	88,546
2032	190,230	108,877	92,345
2033	202,835	110,667	92,998
2034	51,320	27,224	22,745
TOTAL	1,288,867	809,050	699,631

In compliance with ASC 820-10-35 the Foundation uses the income approach for measuring the fair value for its beneficial interest in the trust. The beneficial interest in the trust is measured as the present value of future distributions projected to be received over the expected term using a discount rate of 4.94% (based on the AAA Corporate Bond yield of 2.44% plus 1.25% additional amount for contractual risk and 1.25% for transactional risk) and 5.92% as of June 30, 2020 and 2019, respectively. The discounted receivable is carried at $809,050 and $699,631 at June 30, 2020 and 2019, respectively.

Note 8 – ENDOWMENT FUNDS

The Foundation has donor restricted endowments that are to be used only for identified scholarships and other identified purposes and that are maintained in accordance with explicit donor stipulations. The Board of Trustees of the Foundation has interpreted the Texas Uniform Prudent Management of Institutional Funds Act (TUPMIFA) as requiring the preservation of the fair value of gifts to donor Restricted Endowments as of the date of the gift, absent explicit donor stipulations to the contrary. The Foundation interprets the definition of donor-restricted endowments to include the original value of gifts to an endowment and subsequent gifts donated to the fund, (including promises to give net of discount and allowance for doubtful accounts) donated to the Endowment and (b) any accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added. Donor-restricted amounts not retained in perpetuity are subject to appropriation for expenditure in a manner consistent with the standard of prudence prescribed by TUPMIFA. 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 organization 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
- Other resources of the organization
- The investment policies of the organization

Endowment funds are maintained in an investment account which is managed by an independent financial firm that follows guidance provided in the investment policy approved by the Board of Trustees.

As of June 30, 2020 and 2019, Donor Restricted Endowment Funds were as follows:

	JUNE 30,	
	2020	2019
Donor-Restricted Endowment Fund:		
Original Donor-Restricted Gift Amount and Amounts Required to Be Maintained in Perpetuity by Donor	12,854,250	11,435,303
Accumulated Investment Gains	5,002,057	5,119,273
TOTAL FUNDS	17,856,307	16,554,576

Funds with Deficiencies

In accordance with accounting standards, the Foundation considers an endowment to be deficient (underwater funds) if its fair value is less than the sum of (a) the original value of initial and subsequent gifts donated to the endowment and (b) any donor-imposed accumulations to the endowment that must be maintained in perpetuity. The Foundation has interpreted TUPMIFA to permit spending from underwater endowments in accordance with prudent measures required under law. As of June 30, 2020 and 2019, there were no endowment funds with deficiencies.

Note 8 – ENDOWMENT FUNDS – (Continuation)

Investment and Spending Policies

The primary goals of the endowments are as follows: (1) Provide the highest sustainable, consistent flow of funds to support the activities of the Foundation or those designated by the donor, (2) Protect the future purchasing power of the principal of the endowed funds by reserving an appropriate portion of investment return to offset the cumulative effects of inflation and provide future real growth of the Foundation assets, and (3) Manage the spending distribution over time to reduce, as far as possible, annual variations in the level of support provided by the Foundation.

The Investment Committee of the Foundation outlines the asset allocations, permissible investments and objectives of the portfolios in the Investment Policy.

Changes in Endowment net assets for the years ended June 30, 2020 and 2019 are as follows:

	JUNE 30,	
	2020	2019
Endowment Net Assets, Beginning of Year	16,554,576	15,811,882
Investment Income, Net	716,643	1,014,412
Contributions	1,418,947	253,755
Transfer and Reclassification	(295,647)	80,371
Net Assets Released from Restrictions	(538,212)	(605,844)
ENDOWMENT NET ASSETS, END OF YEAR	17,856,307	16,554,576

Note 9 – RESTRICTIONS ON NET ASSETS

At June 30, 2020 and 2019, net assets with donor restrictions are restricted for the following purposes:

	JUNE 30, 2020	JUNE 30, 2019
Subject to Expenditure for Specified Purposes:		
To Provide Direct & Designated Scholarships	5,547,584	5,540,018
To Provide Grants, Managed Funds & Other	2,013,067	2,736,695
Total for Specified Purposes	7,560,651	8,276,713
Scholarship Endowments	12,854,250	11,435,303
TOTAL NET ASSETS WITH DONOR RESTRICTIONS	20,414,901	19,712,016

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donor as follows for the years ended June 30, 2020 and 2019:

	JUNE 30, 2020	JUNE 30, 2019
Satisfaction of Purpose Restrictions		
Scholarships	1,140,283	988,898
Designated Scholarships	399,685	470,830
Grants, Managed Funds & Other Awards	2,302,744	755,394
Administrative Non Program Awards	58,372	451,784
Fundraising	23,700	81,695
TOTAL	3,924,784	2,748,601

During the year ended June 30, 2020, net funds amounting to $295,647 were reclassified from net assets with donor restrictions to net assets without donor restrictions.

Note 10 – RELATED PARTY TRANSACTIONS

At June 30, 2020 and 2019, the Foundation had payables to the College for scholarships and reimbursable program expenditures of $417,174 and $477,890, respectively.

The College performs certain administrative services for the Foundation and incurred expenses, which were paid by the College. The Foundation occupies office space in the Center for Economic Development Building owned by the College. Under an agreement with the College no rent is paid by the Foundation. The College has estimated the approximate fair value of the annual rental based on square footage to be $40,000.

The cost of these related party services and expenses are as follows:

	JUNE 30,	
	2020	2019
Employee Salaries	508,267	493,404
Employee Benefits	155,078	154,756
General and Administrative Expenses	43,701	48,486
Rent Expense	40,000	40,000
TOTAL	747,046	736,646

The College does not fund, nor is it obligated to pay debt related to the Foundation.

Note 11 – COMMITMENTS

Subsequent to June 30, 2020, the Board of Trustees for the Foundation approved scholarships in the amount of $453,313 for students attending Del Mar College for the Fall 2020 semester.

Note 12 – FUNCTIONALIZED EXPENSES

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses requiring allocation on a reasonable basis that is consistently applied. The expenses that are allocated include occupancy, which is allocated equally to the respective programs, as well as salaries and wages, benefits, professional services, office expenses, information technology, and other, which are allocated on the basis of time and effort.

COLLIER, JOHNSON & WOODS, P.C.
CERTIFIED PUBLIC ACCOUNTANTS

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November 16, 2020

Mary McQueen
Director of Development
Del Mar College, East Campus
101 Baldwin Boulevard
Corpus Christi, TX 78404-3805

Dear Ms. McQueen:

Enclosed please find 5 copies of the audited statements of financial position of Del Mar College Foundation, Inc. as of June 30, 2020 and 2019, and the related statements of activities, functional expense and cash flows for the years then ended.

Very truly yours,

COLLIER, JOHNSON & WOODS
A Professional Corporation

Brigid W Cook

Brigid W. Cook, CPA
Shareholder