### AUDITED CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED JUNE 30, 2017 (With Summarized Financial Information for 2016)

#### JACKSON STATE UNIVERSITY DEVELOPMENT FOUNDATION, INC., AND SUBSIDIARIES June 30, 2017 and 2016

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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Jackson State University Development Foundation, Inc. Jackson, Mississippi

We have audited the accompanying consolidated statement of financial position of Jackson State University Development Foundation, Inc. (a Mississippi corporation, not-for-profit) and its subsidiaries as of June 30, 2017 and the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

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

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We did not audit the financial statements of University Park of Jackson II, LLC, UPJ II, a wholly owned subsidiary, which statements reflect total assets of \$22,269,707 as of June 30, 2017, and rent revenues \$1,173,630 for the year then ended. Those statements were audited by other auditors whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for UPJ II, is based solely on the report of the other auditors. 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 of 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.

#### **Basis for Qualified Opinion**

As discussed in Note 2(M) to the consolidated financial statements, Management of University Park of Jackson II, LLC identified identified events and circumstances which indicate that the carrying value of the Company's long-lived assets may be impaired. However, the Company has not completed an impairment analysis of the carrying value of its long-lived assets which is a departure from GAAP. This departure from GAAP could have a material effect on the carrying value of long-lived assets and member's equity as of June 30, 2016 and on the results of operations for the year then ended.

#### Opinion

In our opinion, except for the effects of any adjustments that may result from an impairment analysis of the Company's long-lived assets, as described in the Basis for Qualified Opinion paragraph, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Jackson State University Development Foundation, Inc. as of June 30, 2017, and the changes in its net assets and its 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 Jackson State University Development Foundation, Inc.'s 2016 financial statements, and expressed an unmodified audit opinion on those audited financial statements in our report dated September 16, 2018, . In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Brown, Ey F Co.
Ridgeland, Mississipp

December 17, 2018

## JACKSON STATE UNIVERSITY DEVELOPMENT FOUNDATION, INC. Statement of Financial Position June 30, 2017

(With Summarized Financial Information for 2016)

ASSETS	2017	2016
Cash and cash equivalents (Note 2.G and 6)	\$ 3,286,175	\$ 3,673,878
Restricted cash and cash equivalents (Note 9) Investments (Note 8)	110,414	110,414
U.S. Savings Bonds	24,016	23,879
Certificate of deposits	133,092	132,119
Marketable securities (Note 7.B)	17,437,112	15,206,384
Accounts receivable	115,745	97,361
Loans receivable (Note 10)	5,360,372	5,341,857
Unconditional promises to give, net (Note 3)	4,206,499	4,049,348
Deferred financing costs (Note 2.K)	•••	4,332
Other assets	7,992	8,104
Property and Equipment (Net of accumulated depreciation)		
Land (Note 25)	1,896,296	1,896,296
Building/facility	18,849,097	18,817,071
Improvements	288,400	288,400
Historical books and periodicals	808,020	808,020
Office equipment at cost	1,170,452	1,170,452
Accumulated depreciation Construction in progress (Note 26)	(4,287,843) 3,715,542	(3,576,379) 3,715,542
Construction in progress (Note 20)	3,713,042	3,110,042
TOTAL ASSETS	\$ <u>53,121,381</u>	\$ <u>51,767,078</u>
LIABILITIES		
Accounts payable and other liabilities (Note 30)	\$ 1,367,600	\$ 1,709,535
Accrued interest payable	441,741	308,442
Funds held in trust (Note 24)	8,732	9,081
Line of credit payable (Note 13)	4,785,832	4,795,519
Notes payable, current portion	9,642,370	275,830
Note payable, less current portion	4,946,035	14,439,422
TOTAL LIABILITIES	21,192,310	21,537,829
NET ASSETS		
Unrestricted	9,914,939	11,037,061
Temporarily restricted	2,208,307	2,207,017
Permanently restricted	<u>19.805,825</u>	<u>16,985,171</u>
TOTAL NET ASSETS	31,929,071	30,229,249
TOTAL LIABILITIES AND NET ASSETS	\$ <u>53,121,381</u>	\$ <u>51,767,078</u>

# JACKSON STATE UNIVERSITY DEVELOPMENT FOUNDATION, INC. Statement of Activities For the Year Ended June 30, 2017 (With Summarized Financial Information for 2016)

SUPPORT AND REVENUE	Unrestricted	Temporarily Restricted	Permanently Restricted	2017	2016
Contributions Interest and dividend income Realized gain (loss) on sale of Investments Rent revenue Gain on extinguishments of New Market Tax	\$ 232,620 1,898 - 1,173,630	\$ 1,097,538 36 29	\$ 1,118,494 357,551 279,779	\$ 2,448,652 359,485 279,808 1,173,630	\$ 2,473,152 340,666 186,128 1,132,495
Credit obligation Other revenue Unrealized gain (loss) on investments Net assets released from restrictions:	291,581	198,535 119	- (216) 1,302,920	489,900 1,303,039	4,026,960 1,017,993 (695,933)
Satisfaction of program restrictions	1,574,094	<u>(1,332,567</u> )	<u>(241,527)</u>	***************************************	
TOTAL SUPPORT AND REVENUE	3,273,823	(36,310)	2,817,001	6,054,514	<u>8,481,461</u>
EXPENSES					
Supporting Services: Institutional support Scholarship Athletic support Academic support Operating expenses General and administrative Interest expense Depreciation and amortization	132,960 124,832 258,465 8,936 575,383 2,256,796 553,180 715,798	-	-	132,960 124,832 258,465 8,936 575,383 2,256,796 553,180 715,798	285,568 317,470 521,954 9,608 673,104 3,553,673 704,808 750,490
TOTAL EXPENSES	4,626,350			4,626,350	6,816,675
Changes in Net Assets	(1,352,527)	(36,310)	2,817,001	1,428,164	1,664,786
Net Assets, Beginning of year as previously reported Prior period adjustment Net Assets, Beginning of year as restated	11,037,061 1,331,682 12,368,743	2,207,017 - 2,207,017	16,985,171 - 16,985,171	30,229,249 1,331,682 31,560,931	28,625,340 673,130 29,298,470
Other changes in net assets Transfer In (out) Eliminate investment in subsidiary (UPJ II) Total other changes in net assets	(332,200) (769,077) (1,101,277)	37,600 - 37,600	3,653 - 3,653	(290,947) (769,077) (1,060,024)	35,000 (769,007) (734,007)
NET ASSETS END OF YEAR	\$ <u>9,914,939</u>	\$ <u>2,208,307</u>	\$ <u>19,805,825</u>	\$ <u>31,929,071</u>	\$ 30,229,249

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

#### JACKSON STATE UNIVERSITY DEVELOPMENT FOUNDATION, INC.

#### Statement of Cash Flows

### For the Year Ended June 30, 2017 (With Summarized Financial Information for 2016)

	2017			2016		
CASH FLOWS FROM OPERATING ACTIVITIES:						
Change in net assets	\$	1,428,164	\$	1,664,786		
Adjustment to reconcile increase or decrease in net assets to net cash provided by (used in) operating activities:						
Depreciation and amortization Amortization expense		711,463 4,332		737,410 13,080		
Gain on New Market Tax Credit obligations		- '		(4,026,960)		
Unrealized gain or (loss) on investments Amortization of debt issurance costs		1,303,039 126,907		(695,933) 110,100		
Prior period adjustment Straight-line rent receivable		866,733		(95,877) 98,780		
(Increase) decrease in operating assets:						
Accounts receivable Unconditional promise to give		(18,384)		(47,067)		
Notes receivable		(157,151) (18,516)		2,647,145 (839,457)		
Due from other funds		(307,353)		(15,793)		
Due from component unit Other assets		(138,694) 112		(1,039,304)		
Office assets		112		(2,512)		
Increase (decrease) in operating liabilities:		(400.440)		040.040		
Accounts payable and scholarships payable Accrued interest payable		(196,418) (18,076)		612,940 24,041		
Due to other funds		138 694		1,039,304		
Funds held in trust		(349)		**		
Net cash (used in) operating activities	*****	3,724,503	<del></del>	184,683		
Cash flows from investing activities						
Proceeds from sale of investment securities Interest and dividend income		- 359,485		382,037 340.666		
Acquisition of land and construction in progress		(32,026)		(28,798)		
increase in investment securities		(2,225,852)				
Other Investing activities	E7******	(1,953,191)	-	1,193,815		
Net cash provided by (used in) investing activities	<del></del>	(3,851,584)		1,887,720		
Net cash provided by (used in) financing activities						
Proceeds from notes payable Principal payment on note		(260,621)		9,532,000 (10,089,247)		
Loan acquisition cost		(200,021)		(279,275)		
Net cash provided by (used in) financing activities		(260,621)		(836,522)		
Net increase (decrease) in cash and cash equivalents		(387,702)		1,235,881		
Cash and cash equivalents at July 1		3,673,878		2,437,997		
Cash and cash equivalents at June 30	\$	3,286,176	\$	3,673,878		
Supplemental Disclosure of Cash Flow Information Interest paid	\$	418,345	\$	417,772		

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

#### NOTE 1 - ORGANIZATION'S HISTORY AND OPERATING STRUCTURE

#### A. REPORTING ORGANIZATION

The Jackson State University Development Foundation, Inc., (the Foundation) was incorporated February 5, 1969. This corporation was established to act as an association for the establishment of college scholarships on a long term payment plan within the provisions of House Bill 1335, Laws of 1968, and related statutes.

Missions and objectives are to operate exclusively for educational and scientific purposes, all for the public welfare, and to this end to promote, encourage, and assist all forms of education and research at Jackson State University.

In evaluating the Foundation as a reporting organization, management has addressed potential component units for which the Foundation may or may not be financially accountable and as such, be includible within the Foundation's financial statements. The component unit discussed below is included because of the significance of its operational or financial relationship with the Foundation.

#### B. COMMUNITY DEVELOPMENT INVOLVEMENT

#### 1. Land Acquisitions

As part of the community development project sponsored by the Foundation, it has acquired land parcels east of the JSU campus from private sellers, the City of Jackson, and the Jackson Redevelopment Authority. The land assembly permits the Foundation through a wholly-owned affiliate, University Park of Jackson I, LLC (UPJ I), to develop a building at the corner of Dalton and Lynch Streets across the street from the JSU Student Center. The land for which these funds have been expended by UPJ II is held by UPJ II and pledged as collateral for certain loans to UPJ II, as described more fully in Note 25.

#### 2. Construction Projects

The Foundation, consistent with its mission to support JSU, decided in 2006 and 2007 to fund the development of a major renewal of the neighborhood of West Jackson, an area running generally between the JSU campus east to the railroad tracks west of downtown Jackson. This redevelopment effort seeks to upgrade the entire campus area to broaden the University's appeal to students, faculty and staff, as the University grows to serve a larger number of state and out-of-state students. The first phase of the redevelopment is a mixed-use building on Lynch Street consisting of 78 apartments and 22,000 square feet of ground-floor retail space with surface parking on the adjoining land. Subsequent phases may include housing and additional mixed-use facilities. UPJ II (see Note 1 C.3), a wholly-owned affiliate of the Foundation, is the development entity responsible for the mixed-use building. Other entities that will be affiliates of the Foundation will have responsibility for the subsequent phases of the overall project.

#### 2. Construction Projects (Continued)

UPJ II arranged for the financing of the initial phase under a federal program called New Markets Tax Credits (NMTCs). The primary parties to this financing included Trustmark Bank of Jackson, MS which made a loan for the benefit of the project and bought the federal and state tax credits related to the project; the Local Initiatives Support Corporation/National Equity Fund (LISC), a national nonprofit organization that specializes in community development activities; and Hampton Roads Ventures, (HRV) and MBFC CDE, Inc., which are also active in community development projects. The loan amounts, capital costs, cash balances and other amounts shown in this financial report for the Foundation are in substantial part the assets, loans, and related financing and costs of UPJ II. The closings on the NMTC financing occurred on June 8, 2008 and on April 28, 2010.

The Foundation has made loans directly to UPJ II to permit it to pay predevelopment costs and meet other obligations. Some of these funds will be repaid by UPJ II over the course of the development of the mixed-use building. The amounts of these loans are included in the financial statements of the Foundation.

#### C. PRINCIPLES OF CONSOLIDATION

The consolidated financial statements include the accounts of Jackson State University Development, Foundation Holdings, LLC, and University Park of Jackson II, LLC (collectively, the Foundation). All significant intercompany transactions have been eliminated upon consolidation.

The following is a summary of the subsidiaries:

- Jackson State University Development Foundation Holdings, LLC was formed in May 2006. The LLC is a wholly owned subsidiary of the Foundation. The LLC serves as the entity to title all land acquisitions or other assets acquired by the Foundation.
- University Park of Jackson I, LLC was formed in June 2007. The LLC is a wholly owned subsidiary
  of the Foundation. The LLC was formed to serve as developer of a project intended to provide forsale housing in the vicinity of JSU's main campus.
- 3. University Park of Jackson II, LLC was formed in September 2007. The LLC is a wholly owned subsidiary of the Foundation. The LLC was formed to develop and operate a mixed use project containing approximately 75 rental housing units for JSU junior faculty and graduate students, approximately 25,000 square feet of new retail and office space and approximately 200 parking spaces at the corner of Dalton and Lynch street across from the new JSU Student Center.

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### A. Basis of Accounting

The consolidated financial statements of the Foundation have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables, and other liabilities.

#### B. Financial Statement Presentation

The Foundation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

- Unrestricted: Net assets that are not restricted by donors or the donor-imposed restrictions have expired. Member's net income or deficit of the subsidiaries are included in unrestricted net assets of the Foundation.
- 2. **Temporarily Restricted:** Net assets that contain donor-imposed restrictions that permit the Foundation to use or expend the donated assets as specified and are satisfied either by the passage of time or by actions of the Foundation.
- 3. Permanently Restricted: Net assets that contain donor-imposed restrictions that stipulate that resources be maintained permanently but permit the Foundation to use or expend part or all of the income derived from the donated assets for specified or unspecified purposes. Permanently restricted net assets consist of funds restricted for scholarships.

#### C. Use of Estimates

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

#### D. Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

Notes to the Financial Statements June 30, 2017

#### E. Promises to Give

Unconditional promises to give, less an allowance for Uncollectible amounts, are recognized as revenue in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

#### F. Deferred Revenue

Revenue received for future benefit is deferred and recognized in the periods to which it relates.

#### G. Cash and Cash Equivalents

For purposes of the statement of cash flows, the Foundation considers all unrestricted highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

#### H. Property and Equipment

It is the Foundation's policy to capitalize property and equipment over \$500. Lesser amounts are expensed. Purchased property and equipment is capitalized at cost. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Foundation reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Foundation reclassifies temporarily restricted net assets to unrestricted net assets at that time. Property and Equipment are depreciated using the straight-line method over the estimated useful lives of the assets.

#### I. Income Taxes

Jackson State University Development Foundation, Inc. is a nonprofit organization that is exempt from income tax under Section 501(c)3 of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation. However, University Park of Jackson II is a for profit entity and a wholly owned subsidiary of the Foundation whose financial activities are consolidated with those of the Foundation. As such, the Foundation maybe subject to federal income tax from income earned by University Park of Jackson II.

The Foundation accounts for income taxes in accordance with income tax accounting guidance in FASB ASC Topic 740, "Income Taxes." On July 1, 2010, the Foundation adopted the recent accounting guidance for recognizing and measuring uncertain tax positions. The Foundation follows the statutory requirements for its income tax accounting and generally avoids risks associated with potentially problematic tax positions that may be challenged upon examination. Management believes any liability resulting from taxing authorities imposing additional income taxes from activities deem to be unrelated to the Foundation's tax-exempt status would not have a material effect on the Foundation's consolidated financial statements.

Notes to the Financial Statements June 30, 2017

#### J. Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

#### K. Deferred Financing Costs

Deferred financing costs consists of costs to obtain long-term borrowings and are classified as a reduction to long-term debt. Amortization of deferring financing costs is provided on a straight-line basis over the forty (40) year life of the loan agreement beginning July 1, 2008. Amortization of deferred financing costs amounted to \$110,100 for 2016 and is included in interest expense of the accompanying statements of operations. As a result of repayment of the LISC and HRV Loans, A, B and C in August of 2015, University Park of Jackson II, LLC wrote off \$1,093,466 of deferred financing costs. This write off of deferred financing costs is reported as a reduction of the gain on extinguishments of New Market Tax Credit obligations account in the statements of operations for fiscal year 2016.

#### L. Construction in Progress

Construction in progress is stated at cost and consists of costs incurred to construct the facility. Interest costs attributable to construction of the facility are capitalized and totaled \$194,831 as of June 30, 2017.

#### M. Asset Impairments

The Foundation evaluates its property and related long-lived assets for impairment whenever events or circumstances indicate that the carrying amount of the assets may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of the asset to the estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its estimated future cash flows, an impairment charge is recognized by the amount by which the carrying amount of the asset exceeds the fair value of the asset. Assets to be disposed of would be separately presented in the statement of financial position and reported at the lower of the carrying amount or fair value less costs to sell and are no longer depreciated. The assets and liabilities of an asset group classified as held for sale would be presented separately in the appropriate asset and liability sections of the balance sheet.

Management of University Park of Jackson II, LLC has determined that events and circumstances exists which indicate that carrying value of its long-lived assets may be impaired. However, the Company has not completed an impairment analysis of the carrying value of its long-lived assets which is a departure from GAAP. Management has determined that completion of an impairment analysis would likely result in a material reduction to the carrying value of the Company's rental property and member's equity as of June 30, 2016 as well as an increase to the Company's net loss for the year ended June 30, 2016.

#### NOTE 3 - UNCONDITIONAL PROMISES TO GIVE

Unconditional promises to give at June 30, 2017 and June 30, 2016 are as follows:

Promises to give expected to be collected in:	June 30, 2017	June 30, 2016
Less than one year	\$ 1,509,478	\$ 1,225,315
One to five years	3,741,519	4,144,465
More than five years	800,051	662,662
	6,051,048	6,032,442
Less: Allowance and discounts for uncollectible promises to give	(690,676)	(690,585)
Net unconditional promises to give	\$ 5,360,372	\$ 5,341,857

#### **NOTE 4 - FUNCTIONAL ALLOCATION OF EXPENSES**

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

#### **NOTE 5 - FAIR VALUES OF FINANCIAL INSTRUMENTS**

The Foundation's financial instruments, none of which are held for trading purposes, include cash and cash equivalents and unconditional promises to give. The Foundation estimates that the fair value of all financial instruments at June 30, 2017, does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying statement of financial position.

The estimated fair value amounts have been determined using available market information and appropriate valuation methodologies. The carrying amounts of cash and cash equivalents and the portion of unconditional promises to give receivable in less than one year approximate fair values because of the short maturities of those instruments. The fair value of unconditional promises to give receivable in more than one year is estimated by discounting the future cash flows using a risk-free rate of return.

#### NOTE 6 - CASH AND CASH EQUIVALENTS

The cash and cash equivalents consisted of the following at year end:

Type of Account			
Jackson State University Development Foundation:	Interest Rate	Balance at June 30, 2017	Balance at June 30, 2016
Checking Account	Variable	\$ 2,913,875	\$ 3,034,559
Total JSU Development Foundation		2,913,875	3,034,559
Subsidiaries:			
Checking Account	Variable	372,300	639.319
Money Market Accounts - Trustmark	Variable	110,414	110,414
Total Subsidiaries		482,714	749,733
TOTAL		\$ 3,396,589	\$ 3,784,292

#### **NOTE 7 - INVESTMENTS**

Investments are recorded at market value. The historical cost and market value at June 30, 2017 were as follows:

#### A. Savings Bonds

The carrying amount for marketable securities consisted of the following:

Bond Type	Number of Bonds Held	 Issue Price	ssue of Bond	 Value Bond	 e Value /laturity
Series E	32	\$ 12.50	\$ 837	\$ 25	\$ 800
Series EE	94	25.00	2,350	50	4,700
Series EE	1	37.50	38	75	75
Series EE	6	50.00	300	100	600
Series EE	12	100.00	1,200	200	2,400
Series EE	2	250.00	500	500	1,000
Series EE	1	500.00	 500	1,000	 1,000
TOTALS	148		\$ 5,725		\$ 10,575

The fair market value of the savings bonds was \$24,016 at June 30, 2017 and \$23,879 at June 30, 2016.

The issue dates of the bonds range from February 11, 1974 to June 30, 1996 and matures five (5) years from the issue date.

#### B. Marketable Equity Securities and Certificate of Deposits

Type of Fund	Fair Value June 30, 2017	Fair Value June 30, 2016		
Marketable Equity Securities	June 30, 2017	Julie 30, 2010		
Merrill Lynch-EMA Accounts	\$ 15,181,015	\$ 13,613,095		
Wells Fargo Bank - Robert Branson Trust	275,810	262,575		
Bankplus Small Growth fund	1,980,287	1,330,714		
Total Marketable Equity Securities	17,437,112	15,206,384		
Certificate of Deposits				
Liberty Bank-Certificate of Deposit TOTAL	133,092 \$_17,570,204	132,119 \$ 15,338,503		

Notes to the Financial Statements June 30, 2017

The following schedule summarizes the investment return and its classification in the statement of activities for the year ended June 30, 2017.

	Unre	stricted	F	Restricted		Total	
Interest and dividend income	\$	1,897	\$	357,551	\$	359,448	
Realized gain (loss) on investments		<u>.</u>		279,779		279,779	
Unrealized gain (loss) on investments	<u> </u>	##	<del></del>	<u>1,302,920</u>	*****	1,302,920	
Total Investment Return	\$	1,897	\$	1,940,250	\$	<u>1,942,147</u>	

#### C. Investment in University Park of Jackson II, LLC

During the fiscal year period of July 1, 2010 - June 30, 2011, the Foundation had made various loans that aided in the construction of the University Park of Jackson II, LLC project UPJ II). Of the loans that were given, \$769,077 was converted to member's equity and as an investment into the University Park of Jackson II, LLC project. At June 30, 2017, the amount invested in the project remains at \$769,077. Because this investment is accounted for under the equity method, this investment balance has been eliminated in the consolidated financial statements with an offset against the equity balance in the subsidiary (UPJ II).

#### **NOTE 8 - FAIR VALUE MEASUREMENTS**

The Foundation has adopted Financial Accounting Standards Board Accounting Standards Codification (ASC 820) (formerly Statement on Financial Accounting Standards No. 157, Fair Value Measurements (FAS 157)). FASB ASC 820 defines fair value, establishes a framework for measuring fair value and expands disclosure about fair value measurements. FASB ASC 820 has been applied prospectively as of the beginning of the year.

FASB ASC 820 defines fair value as 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. FASB ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities that the Foundation has the ability to access.
- Level 2 Observable inputs other than level 1 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 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

The Category within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement. Following is a description of the valuation methodologies used to measure fair value. There have been no changes in the methodologies used at June 30, 2017.

Cash and cash equivalents and money market accounts: The carrying amount is a reasonable estimate of fair value.

Contributions receivable: For contributions receivable that are due within one year, the carrying amount is a reasonable estimate of fair value. For contributions receivable that are due in more than one year, fair value is estimated at the present value of estimated future cash flows, using a discount rate reflective of current interest rates.

**Deposits held at the University:** Valued at the amount that could be collected upon demand at the reporting date.

Equity securities: Valued at the closing price reported on the active markets on which the individual securities are traded.

Mutual funds: Valued at the net asset value of shares held by the Foundation at year end.

Accounts payable and accrued liabilities: The carrying amount is a reasonable estimate of fair value.

**Revenue bonds payable**: Rates currently available to the Foundation for debt with similar terms and remaining maturities are used to estimate the fair value of these liabilities.

The preceding methods described may produce a fair value calculation 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.

Notes to the Financial Statements June 30, 2017

The following table presents the fair value measurements of assets recognized in the accompanying consolidated statements of financial position measured at fair value on a recurring basis and the level within FASB ASC 820 fair value hierarchy in which the fair value measurements fall at June 30, 2017.

Foundation Investments:	Fair Value	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Domestic mutual funds	\$ 96,830	96,830	-	\$ -
International mutual funds	37,274	37,274	<u>.</u>	-
Common stock	6,226,284	6,226,284		
ETF large cap	445,633	445,633		-
Large-cap mutual funds	3,071,566	3,071,566	-	_
Small cap mutual funds	143,581	143,581	_	_
Mid-cap mutual funds	180,714	180,714	_	-
Cash equivalents	-	w.	**	-
Certificate of deposits	133.074	133,074		•
Other mutual funds	397,596	397,596		•
Money market funds	593,940	593,940	-	
Total Equity Securities	11,326,492	11,326,492	*	
Fixed Income Securities:				
Domestic mutual funds	449,746	449,746	•	
International mutual funds	3,624,717	3,624,717	_	-
U. S. Savings bonds	24,016	24,016		
Corporate bonds	906,268	906,268	*	**
U. S. treasury notes	416,800	416,800	•	•
Total Fixed Income Securities	5,421,547	5,421,547	<u> </u>	44
Other investments:				
Real assets fund	795,883	-	795,883	_
Complementary strategies	50,281	50,281		_
Total Other Investments	846,164	50,281	795,883	#
Total Assets Recognized at Fair Value	\$ <u>17,594,203</u>	16,798,320	795,883	\$

The following financial instruments are recognized on the consolidated statement of financial position using measures other than fair value. The estimated fair value for those assets and liabilities are disclosed as of December 31, 2017 and 2016, as follows:

	2017					2016			
	Carrying Amount		Estimated Fair Value		Carrying Amount		Estimated Fair Value		
Assets: Cash and cash equivalents Restricted cash and cash equivalents Certificates of deposit Accounts receivable Unconditional promises to give, net	\$	3,286,175 110,414 133,092 115,745 4,206,499	\$	3,286,175 110,414 133,092 115,745 4,206,499	\$	3,673,878 110,414 132,119 97,361 4,049,348	\$	3,673,878 110,414 132,119 97,361 4,049,348	
Liabilities: Accounts payable and accrued liabilities Notes payable		1,818,073 14,588,405		1,818,073 14,588,405		2,027,058 275,830		2,027,058 275,830	

Notes to the Financial Statements June 30, 2017

#### **NOTE 9 - RESTRICTED CASH AND CASH EQUIVALENTS**

Under the terms of the Subsidiaries of the Foundation's trust indenture and related agreements, the Foundation is required to establish certain reserve accounts and deposit these funds in cash accounts maintained by the Trustee for future losses and certain other purposes. Loan proceeds provided the initial funding of the reserves. The funds are limited as to their use to pay construction cost incurred in connection with the specific projects for which the loans were made.

The various funds held by the Trustee at June 30, 2017, and June 30, 2016 consisted primarily of investments in money market accounts, which have been recorded at cost, which approximates their fair value, plus accrued interest, respectively as follows:

	2017 2016	
<u>Purpose</u>	Amount Amount	
Restricted cash and cash equivalents	\$ <u>110,414</u> \$ <u>110,41</u>	4
	\$ <u>110,414</u> \$ <u>110,41</u>	4

#### **NOTE 10 - LOANS RECEIVABLE**

At June 30, 2017, loans receivable consisted on the following:

	Balance
On April 28, 2010 (as part of the NMTC financing mentioned in Note 1.B.2) the Foundation	
executed, as borrower, a promissory note in the amount of \$4,502,400 with TC-JSU QEI II, LLC	
(a Delaware limited liability company) bearing a fixed interest rate of 1.00% for the purpose of	
providing financing for University Park of Jackson, II, LLC, a Mississippi limited liability company.	
Under this note, interest payable, in arrears, on the last day of each calendar month starting April	
30, 2010 and monthly thereafter. All principal and accrued and unpaid interest shall be due and	
payable on April 29, 2050 (the "maturity date"), unless paid sooner. Simple, non-compounding	
interest shall be calculated based upon a 30-day calendar month and a 360-day year.	\$ <u>4,502,400</u>

Outstanding

#### **NOTE 11 - PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following at June 30, 2017:

Class of Property and Equipment	Cost
Land	\$ 1,896,296
Building/facility	18,849,097
Improvements	288,400
Historical books and periodicals	808,020
Office equipment	1,170,452
Construction in progress	<u>3,715,542</u>
	26,727,807
Less: Accumulated depreciation	(4,287,843)
Net property and equipment	\$ <u>22,439,964</u>

Depreciation expense for the year ended June 30, 2017 totaled \$711,464 for all depreciable fixed assets.

Notes to the Financial Statements June 30, 2017

#### **NOTE 12 - NOTES PAYABLE**

At June 30, 2017 notes payable consisted of the following:

#### Trustmark National Bank Note "A"

On August 27, 2015, University Park of Jackson II, LLC executed a promissory note A, with Trustmark National Bank in the amount of \$6,375,000 with an interest rate of 6.62%; maturing June 30, 2018. The loan was obtained to fund the repayment requirement related to the Lender's exercising of their acceleration options. The note requires monthly principal and interest payments beginning October 1, 2015 through June 1, 2018 in the amount of \$32,525.

\$ 6,256,650

#### Trustmark National Bank "B"

On August 27, 2015, University Park of Jackson II, LLC executed a promissory note B, with Trustmark National Bank in the amount of \$3,157,000 with an interest rate of 3.55%; maturing June 30, 2018. The loan was obtained to fund the repayment requirement related to the Lender's exercising of their acceleration options. The note requires interest only payments beginning October 1, 2015 and continuing on the first of each March, June, September and December through June 1, 2018.

3,157,000

#### MBFC Loan "D"

On April 28, 2010, University Park of Jackson II, LLC executed a promissory note, with MBFC Sub-CDE II, LLC in the amount of \$4,502,400 for the purpose of providing financing on the Facility. The funds used to originate the term loan were obtained by Sub-CDE II, LLC from a borrowing from the Foundation. The loan bears interest at a rate of 1.6017%. The loan is secure by a subordinated deed of trust, security agreement and fixture filing covering the facility. The loan further requires the payment of principal and interest in the monthly amount of \$14,181, beginning May 2017 through April 29, 2050. The note matures on April 29, 2050 at which time all outstanding principal and interest on the loan are due and payable.

4,502,400

#### MBFC Loan "E"

On April 28, 2010, University Park of Jackson II, LLC executed a promissory note, with MBFC Sub-CDE II, LLC in the amount of \$1,047,600 for the purpose of providing financing on the Facility. The loan bears interest at a rate of 1.6017% and is secured by a subordinated deed of trust, security agreement and fixture filing covering the facility. The loan requires interest only payments beginning May 20, 2010 through April 20, 2017. The loan further requires the payment of principal and interest in monthly amount of \$3,872 beginning May 2017 through April 29, 2050. The note matures on April 29, 2025 at which time all outstanding principal and interest on the loan are due and payable.

881,835

**Total Construction Debt** 

\$<u>14,797,885</u>

Maturities of notes payable for the years subsequent to June 30, 2017, are as follows:

Year Ended	Amount
2018	\$ 9,398,216
2019	131,110
2020	133,226
2021	135,378
2022	137,559
Thereafter	<u>4,862,396</u>
	\$ <u>14,797,885</u>

#### NOTE 13 - BANK LINE-OF-CREDIT

#### A. Line of Credit - Merrill Lynch

The Foundation has available a secured revolving line-of-credit agreement dated June 1, 2009 with Merrill Lynch under which it may borrow up to \$2,000,000. Borrowing under the line bears a variable interest rate. At June 30, 2017, the outstanding amount on the line-of-credit is \$2,240,976 of which \$453,103 is accrued interest and accrued administrative fees. The line-of-credit is secured by certain investment accounts held by Merrill Lynch in the name of the Foundation.

#### B. Line of Credit - BankPlus

The Foundation has available an unsecured revolving line-of-credit agreement dated October 16, 2015 with BankPlus under which it may borrow up to \$3,000,000. Borrowing under the line bears a variable interest rate. The line of credit has a maturity date of October 16, 2016. At June 30, 2017, the outstanding amount on the line-of-credit is \$2,997,957.

#### **NOTE 14 - PROMISSORY NOTE PAYABLE**

Promissory note payable of \$244,154 at June 30, 2017 consist of the following:

For various business and liability limitation reasons, the Foundation on March 4, 2015, formed JSUDF Campus Services, LLC ("Campus Services"), a Mississippi limited liability company of which the Foundation is the sole member. The Foundation chose to use Campus Services to undertake a series of transactions with Capturion Network, LLC ("CAP") for the purpose of purchasing from CAP various equipment, technology and services to be used to deliver electronic sign and messaging content and services for the benefit of Jackson State University ("JSU"). On March 12, 2015, Campus Services borrowed from another entity formed for the benefit of JSU, the Mississippi E-Center Foundation, the sum of \$422,000, and executed a promissory note in favor of the E-Center to evidence the loan. This note payable is secured by, among other things (a) collateral pledge and assignment of the advertising revenue payable to Campus Services and certain other interests as set forth in the Loan Assistance Agreement governing the transaction, and (b) separate guarantees from CAP and the Foundation. The note is payable in monthly installments of \$7,883, which includes principal and interest with an interest rate of 4.58% and a maturity date of March 15, 2020. However, during the month of August 2018, the note was retired with Trustmark National Bank and consolidated with a note held with BankPlus by the Foundation.

Maturities of notes payable for the years subsequent to June 30, 2017, are as follows:

Year Ended	Principal	Interest	Total
2018	\$ <u>244,155</u>	16,174	\$ <u>260,329</u>
Total	\$ <u>244,155</u>	16,174	\$ <u>260,329</u>

#### NOTE 15 - NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors during 2017.

Purpose restrictions accomplished:

Institutional support	\$ 132,960
General scholarships	124,832
Athletic support	258,465
Academic support	8,936
General and administrative	<u>2,256,796</u>
	\$ <u>2,781,989</u>

#### **NOTE 16 - TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets are available for the following purposes or periods at June 30, 2017:

Provide scholarship assistance and other supporting services

\$2,208,307

#### NOTE 17 - PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets are to provide a permanent endowment, with investment income restricted for scholarship and other supporting services purposes.

\$19,805,825

#### **NOTE 18 - RELATED PARTY TRANSACTIONS**

#### A. The Foundation

The Foundation makes certain purchases through the University, and the University, provides certain services to the Foundation. The Foundation's management believes that the purchases made and services received were at prices and terms comparable to those that would be obtained in similar transactions with related parties. Substantially all amounts due for such transactions were paid to the University prior to June 30, 2017 and 2016. Purchases and services between the Foundation and the University were not material in fiscal years 2017 and 2016.

### NOTE 19 - CONCENTRATIONS OF CREDIT DUE TO TEMPORARY CASH INVESTMENTS AND PROMISES TO GIVE RECEIVABLE

Financial instruments that potentially subject the Foundation to concentrations of credit risk consist principally of temporary cash investments and promises to give receivable. The Foundation places its temporary cash investments with financial institutions and limits the amount of credit exposure to any one financial institution. Concentrations of credit risk with respect to promises receivable are limited due to the large number of contributors comprising the Foundation's contributor base and their dispersion across different industries and geographic areas. As of June 30, 2017, the Foundation had no significant concentrations of credit risk related to promises to give receivable, however, the Foundation has some credit risk exposure as it relates to cash and temporary cash investments as disclosed in Note 6.

#### NOTE 20 - CONCENTRATIONS OF CREDIT RISK ARISING FROM BANK DEPOSITS

The Federal Deposit Insurance Corporation (FDIC) currently insures up to \$250,000 of substantially all depository accounts held at each financial institution. At various times during the year, the Organization's cash deposits may exceed the federally insured limits and at June 30, 2017, its uninsured deposits totaled \$2,294,876. The Organization has not experienced any losses in such accounts and management believes it is not exposed to any significant credit risk on its cash and cash equivalents.

#### **NOTE 21 - COMMITMENT AND CONTINGENCIES**

#### A. Beneficiary of Life Insurance Policies

The Foundation is the beneficiary of several life insurance policies. The proceeds from such policies are to be paid to the Foundation from the estate of the donor upon his/her death.

#### B. Operating Lease Obligations

The Foundation is under obligation for certain office equipment leased through 2021. The equipment is being leased under an operating agreement between Jackson State University and the Foundation for operating the UPS Store located on the campus of Jackson State University. However, during 2018, the UPS store was closed and ceased operations. As of June 30, 2018, no lease payments were made on such equipment, thus the lessor repossessed the equipment due to the Foundation failure to make the lease payments. As a result, the lessors of the office equipment have proposed a buyout agreement in the amount of \$151,032 for the xerox lease and \$283,871 for the U. S. Bank leased equipment.

The Foundation is in the process of negotiating a settlement agreement with Xerox Corporation and U. S. Bank. As of June 30, 2017, the final obligation under the operating lease amounts could not be determined. No amounts have been recorded in the financial statements related to this matter.

#### **NOTE 22 - COMPARATIVE FINANCIAL INFORMATION**

The 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 generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2016 from which the summarized information was derived.

Notes to the Financial Statements June 30, 2017

#### NOTE 23 - DONATED LAND, AT APPRAISED FAIR VALUE

Land was donated to the Foundation during the fiscal year of 2008, and has been recorded at its appraised fair value of \$54,670.

#### **NOTE 24 - FUNDS HELD IN TRUST**

Funds in the amount of \$8,732 is held in trust in cash bank accounts for contributions collected from various donors in support of Tsunami disaster relief and other projects.

#### **NOTE 25 - LAND ACQUISITIONS AND DONATIONS**

Land acquisitions and donated land acquired by Jackson State University Development Foundation, Inc. and its Subsidiaries are as follows:

	Balance at			Balance at
	07/01/16	Additions	Adjustments	06/30/17
Land and land options	\$ 1,841,626	_	-	\$ 1,841,626
Donated land	<u>54,670</u>	en	-	<u>54,670</u>
	\$ <u>1,896,296</u>	-		\$ <u>1,896,296</u>

The land was originally acquired in order to facilitate the construction of approximately 75 rental housing units for JSU junior faculty and graduates students under the University Park of Jackson I, LLC and to construct the mixed use project containing 75 rental housing units for JSU junior faculty and graduates students under the University Park of Jackson, II, LLC Project.

#### **NOTE 26 - CONSTRUCTION IN PROGRESS**

#### A. Construction and Commitments

As of June 30, 2017 the following projects were under construction:

Name of Project	Estimated Cost of Project	Cost Incurred as of 07/01/16	Current Year Additions	Cumulative Cost as of 06/30/17	Estimated Cost to Complete
University Park of Jackson I,	\$ <u>3,715,542</u>	\$	\$	\$ <u>3,715,542</u>	\$
Total	\$ <u>3,715,542</u>	\$	\$	\$ <u>3,715,542</u>	\$

#### **NOTE 27 - AFFILIATED ORGANIZATIONS**

The consolidated financial statements of Jackson State University Development Foundation, Inc. (the Foundation) include the accounts of five (5) affiliated organizations, Jackson State University Development Foundation, Inc. (a financially interrelated nonprofit entity), the Foundation Holdings, LLC (a controlled financial for-profit entity), University Park of Jackson I, LLC (a controlled financial for-profit entity), Campus Services, LLC (a controlled financial for-profit entity), and University Park of Jackson II, LLC (a controlled financial for-profit entity) referred to as affiliated organizations.

All significant interorganization balances and transactions have been eliminated.

Details of the Foundation's financial position at June 30, 2017 and Jackson State University Foundation, LLC's financial position at June 30, 2017, before elimination of interorganization transactions, are as follows:

ASSETS			SUBSIDIARIES					
ASSETS Cash and cash equivalents (Note 2.G & 6) Restricted cash and cash equivalents Restricted cash and cash equivalents Investments (Note 7) U.S. Savings Bonds U.S. Savings Bonds Certificate of deposits Marketable securifies 17,437,112 University Park of Jackson II Project One from component unit 0,6907,660 0,100 - 0,000 -		JSU	University	University				
ASSETS Cash and cash equivalents (Note 2.G & 6) Restricted cash and cash equivalents Restricted cash and cash equivalents Investments (Note 7) U.S. Savings Bonds U.S. Savings Bonds Certificate of deposits Marketable securifies 17,437,112 University Park of Jackson II Project One from component unit 0,6907,660 0,100 - 0,000 -		Development	Park of		Subsidiaries			
Restricted cash and cash equivalents	ASSETS	Foundation	Jackson I, LLC			Total		
Restricted cash and cash equivalents	Cash and cash equivalents (Note 2,G & 6)	\$ 2,910,821	3.054	372,300	375.354	\$ 3,286,175		
Investments (Note 7)	Restricted cash and cash equivalents		- '					
Cartificate of deposits   133,092	Investments (Note 7)				,,			
Certificate of deposits	U.S. Savings Bonds	24,016	-	-	-	24.016		
Markelable securities         17,437,112         -         -         17,437,112           University Park of Jackson II Project         769,077         -         -         -         769,077           Due from component unit         6,907,660         -         -         304,128         304,128         304,128         304,128         304,128         304,128         304,128         304,128         Accounts receivable (Note 8)         5,360,372         -         -         -         5,360,372         -         -         4,206,499         -         -         -         4,206,499         -         -         -         4,206,499         -         -         -         4,206,499         -         -         -         4,206,499         -         -         -         4,206,499         -         -         -         4,206,499         -         -         -         4,206,499         - <td>Certificate of deposits</td> <td>133,092</td> <td>-</td> <td>_</td> <td>-</td> <td></td>	Certificate of deposits	133,092	-	_	-			
Duriversity Park of Jackson II Project   769,077	Marketable securities	17,437,112	-	•	•			
Due from component unit         6,907,660         -         -         -         6,907,660           Due from other funds         -         -         304,128         304,128         304,128           Accounts receivable (Note 8)         5,360,372         -         -         -         5,360,372           Unconditional promises to give, net (Note 3)         4,206,499         -         -         -         -         4,206,499           Other assets         -         -         -         -         -         4,206,499           Other assets         -	University Park of Jackson II Project	769,077	~	•	-00			
Accounts receivable (Note 8) 5,360,372 5,360,372 Unconditional promises to give, net (Note 3) 4,206,499 5,360,372 Unconditional promises to give, net (Note 3) 4,206,499 5,360,372 Unconditional promises to give, net (Note 3) 4,206,499 7,992 7,992 7,992 Property and Equipment:  Land (Note 24) 27,750 - 1,868,546 1,868,546 1,896,296 Building/facility 18,849,097 18,849,097 18,849,097 Inprovements 18,849,097 18,849,097 Inprovements 288,400 288,400 288,400 Historical books and periodicals 808,020 288,400 288,400 Unit of the construction in progress (Note 25) 3,715,542 1,170,452 Unit of the construction in progress (Note 25) - 3,715,542 Unit of the construction in progress (Note 25) - 3,715,542 Unit of the construction in progress (Note 25) - 3,718,596 18,551,111 (22,269,707) \$61,102,246 (28,269,707) \$61,102,2		6,907,660	**	**	-			
Accounts receivable   28,858   - 86,887   115,745	Due from other funds			304,128	304,128			
Construction in progress (Note 25)	Accounts receivable	28,858	-	86,887		•		
Unconditional promises to give, net (Note 3)         4,206,499         -         -         4,206,499         7,992         2,208         208         208         208         208         209         208         208         208         209         207         18,849,097         18,849,097         18,849,097         18,849,097         18,849,097         208         208         208         208         208         209         208         208	Loans receivable (Note 8)	5,360,372	-	- '	,			
Other assets         -         7,992         7,992         7,992           Property and Equipment:         Land (Note 24)         27,750         -         1,868,546         1,868,546         1,896,296           Building/facility         -         -         18,849,097         18,849,097         18,849,097           Improvements         -         -         288,400         288,400         288,400           Historical books and periodicals         808,020         -         -         -         -         808,020           Office equipment at cost         1,170,452         -         -         -         1,170,452           Construction in progress (Note 25)         -         3,715,542         -         -         1,170,452           Less: Accumulated depreciation         (951,190)         -         (3,336,653)         (3,336,653)         (4,287,843)           TOTAL ASSETS         \$38,832,539         3,718,596         18,551,111         22,269,707         \$61,102,246           LIABILITIES         Accounts payable and other liabilities         \$541,241         \$249,747         \$576,612         \$826,359         \$1,367,600           Accrued interest payable         441,741         -         -         -         4,41,741	Unconditional promises to give, net (Note 3)	4,206,499	•	*	-			
Property and Equipment:   Land (Note 24)   27,750   - 1,868,546   1,868,546   1,896,296     Building/facility   - 18,849,097   18,849,097   18,849,097     Improvements   - 288,400   288,400   288,400     Historical books and periodicals   808,020     -   808,020     Office equipment at cost   1,170,452     -   1,170,452     Construction in progress (Note 25)   - 3,715,542   - 3,715,542   3,715,542     Less: Accumulated depreciation   (951,190)   -   (3,336,653)   (3,336,653)   (4,287,843)     TOTAL ASSETS   \$38,832,539   3,718,596   18,551,111   22,269,707   \$61,102,246     LIABILITIES   Accounts payable and other liabilities   \$541,241   \$249,747   \$576,612   \$826,359   \$1,367,600     Accrued interest payable   441,741   -   -   -   441,741     Due to other funds   - 3,468,849   3,438,811   6,907,660   6,907,660     Funds held in trust (Note 23)   8,732   -   -   4,785,831     Notes payable, (Note 13)   4,785,831   -   -   -   4,785,831     Notes payable, (Lurrent portion   244,154   -   9,398,216   9,398,216   9,642,370     Notes payable, less current portion   244,154   -   9,398,216   9,398,216   9,642,370     Notes payable, less current portion   -   -   4,946,035   4,946,035   4,946,035     TOTAL LIABILITIES   6,021,699   3,718,596   18,359,674   22,078,270   28,099,969     NET ASSETS   Unrestricted   10,796,708   -   191,437   191,437   10,988,145     Temporarily restricted   19,805,825   -   -   -   19,805,825     TOTAL NET ASSETS   32,810,840   -   191,437   191,437   33,002,277		-	**	7,992	7,992			
Building/facility         -         -         18,849,097         800,020         288,400         288,625         3,715,542         2.7         3,715,542         2.7         3,715,542         2.7         3,715,542         2.7         3,715,542         2.7         3,715,542         2.7         2,269,707         \$61,102,246         2.7					•	•		
Improvements		27,750	-	1,868,546	1,868,546	1,896,296		
Historical books and periodicals Office equipment at cost 1,170,452 0.086,020 Office equipment at cost 1,170,452 3,715,542 - 3,715,542 3,715,542 Less: Accumulated depreciation (951,190) - (3,336,653) (3,336,653) (4,287,843) TOTAL ASSETS \$38,832,539 3,718,596 18,551,111 22,269,707 \$61,102,246    LIABILITIES Accounts payable and other liabilities \$541,241 \$249,747 \$576,612 \$826,359 \$1,367,600 Accrued interest payable 441,741 441,741    Due to other funds - 3,468,849 3,438,811 6,907,660 6,907,660 Funds held in trust (Note 23) 8,732 4,785,831 Notes payable, current portion 244,154 - 9,398,216 9,398,216 9,642,370 Notes payable, current portion 244,154 - 9,398,216 9,398,216 9,642,370 Notes payable, less current portion 4,946,035 4,946,035 TOTAL LIABILITIES		-	•	18,849,097	18,849,097	18,849,097		
Office equipment at cost         1,170,452         -         -         1,170,452           Construction in progress (Note 25)         -         3,715,542         -         3,715,542 <t< td=""><td></td><td>-</td><td>*</td><td>288,400</td><td>288,400</td><td>288,400</td></t<>		-	*	288,400	288,400	288,400		
Construction in progress (Note 25) Less: Accumulated depreciation TOTAL ASSETS  \$\frac{951,190}{38,832,539}\$ \frac{3,715,542}{3,718,596}\$ \frac{18,551,111}{18,551,111}\$ \frac{22,269,707}{22,269,707}\$ \frac{61,102,246}{61,102,246}\$  LIABILITIES  Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities Accounts payable and other liabilities  \$\frac{541,241}{41,741}\$ \frac{249,747}{5}\$ \frac{576,612}{5}\$ \frac{826,359}{5}\$ \frac{51,367,600}{5}\$  Accounts payable and other liabilities Accounts payable and other liabilities  \$\frac{541,241}{41,741}\$ \frac{249,747}{5}\$ \frac{576,612}{5}\$ \frac{826,359}{5}\$ \frac{51,367,600}{5}\$  Accounts payable and other liabilities Accounts payable and other liabilities  \$\frac{541,241}{41,741}\$ \frac{249,747}{5}\$ \frac{576,612}{5}\$ \frac{826,359}{5}\$ \frac{51,367,600}{6,907,660}\$  Accounts payable and other liabilities Accounts payable and other liabilities  \$\frac{541,241}{41,741}\$ \frac{249,747}{5}\$ \frac{576,612}{5}\$ \frac{826,359}{5}\$ \frac{6,907,660}{6,907,660}\$  Accounts payable and other liabilities Accounts payable and other liabiliti		808,020	-		-	808,020		
Less: Accumulated depreciation         (951,190)         -         (3,336,653)         (3,336,653)         (4,287,843)           TOTAL ASSETS         \$38,832,539         3,718,596         18,551,111         22,269,707         \$61,102,246           LIABILITIES         Accounts payable and other liabilities         \$541,241         \$249,747         \$576,612         \$826,359         \$1,367,600           Accrued interest payable         441,741         -         -         441,741         -         -         441,741           Due to other funds         -         3,468,849         3,438,811         6,907,660         6,907,660           Funds held in trust (Note 23)         8,732         -         -         4,785,831           Line of credit payable (Note 13)         4,785,831         -         -         4,785,831           Notes payable, current portion         244,154         -         9,398,216         9,398,216         9,642,370           Notes payable, less current portion         -         -         4,946,035         4,946,035         4,946,035           TOTAL LIABILITIES         6,021,699         3,718,596         18,359,674         22,078,270         28,099,969           NET ASSETS         Unrestricted         10,796,708         -         191,437<		1,170,452	-	*	_	1,170,452		
TOTAL ASSETS \$ 38,832,539		-	3,715,542	-	3,715,542	3,715,542		
LIABILITIES       Accounts payable and other liabilities       \$ 541,241       \$ 249,747       \$ 576,612       \$ 826,359       \$ 1,367,600         Accrued interest payable       441,741       -       -       -       441,741         Due to other funds       -       3,468,849       3,438,811       6,907,660       6,907,660         Funds held in trust (Note 23)       8,732       -       -       -       8,732         Line of credit payable (Note 13)       4,785,831       -       -       -       4,785,831         Notes payable, current portion       244,154       -       9,398,216       9,398,216       9,642,370         Notes payable, less current portion       -       -       4,946,035       4,946,035       4,946,035         TOTAL LIABILITIES       6,021,699       3,718,596       18,359,674       22,078,270       28,099,969         NET ASSETS         Unrestricted       10,796,708       -       191,437       191,437       10,988,145         Temporarily restricted       2,208,307       -       -       -       2,208,307         Permanently restricted       19,805,825       -       -       -       19,805,825         TOTAL NET ASSETS       32,810,840       - <t< td=""><td></td><td>·</td><td>-</td><td></td><td></td><td>(4,287,843)</td></t<>		·	-			(4,287,843)		
Accounts payable and other liabilities \$ 541,241 \$ 249,747 \$ 576,612 \$ 826,359 \$ 1,367,600 Accrued interest payable	TOTAL ASSETS	\$ <u>38,832,539</u>	3,718,596	<u> 18,551,111</u>	22,269,707	\$61,102,246		
Accounts payable and other liabilities \$ 541,241 \$ 249,747 \$ 576,612 \$ 826,359 \$ 1,367,600 Accrued interest payable	LIADU ITIES							
Accrued interest payable		\$ 541 241	¢ 240.747	e =70 040	e enc aco	£ 4007.000		
Due to other funds         -         3,468,849         3,438,811         6,907,660         6,907,660           Funds held in trust (Note 23)         8,732         -         -         -         8,732           Line of credit payable (Note 13)         4,785,831         -         -         -         4,785,831           Notes payable, current portion         244,154         -         9,398,216         9,398,216         9,642,370           Notes payable, less current portion         -         -         4,946,035         4,946,035         4,946,035           TOTAL LIABILITIES         6,021,699         3,718,596         18,359,674         22,078,270         28,099,969           NET ASSETS         Unrestricted         10,796,708         -         191,437         191,437         10,988,145           Temporarily restricted         2,208,307         -         -         -         2,208,307           Permanently restricted         19,805,825         -         -         -         19,805,825           TOTAL NET ASSETS         32,810,840         -         191,437         191,437         33,002,277			\$ 245,747	\$ 3/0,012	\$ 820,359			
Funds held in trust (Note 23) 8,732 8,732 Line of credit payable (Note 13) 4,785,831 4,785,831 Notes payable, current portion 244,154 - 9,398,216 9,398,216 Notes payable, less current portion 4,946,035 4,946,035 TOTAL LIABILITIES 6,021,699 3,718,596 18,359,674 22,078,270 28,099,969  NET ASSETS Unrestricted 10,796,708 - 191,437 191,437 10,988,145 Temporarily restricted 2,208,307 2,208,307 Permanently restricted 19,805,825 19,805,825 TOTAL NET ASSETS 32,810,840 - 191,437 191,437 33,002,277		441,741	3 469 040	2 420 044	6 007 000			
Line of credit payable (Note 13)		A 739	5,400,045	3,430,011	0,907,000			
Notes payable, current portion 244,154 - 9,398,216 9,398,216 9,642,370 Notes payable, less current portion - 4,946,035 4,946,035 4,946,035 TOTAL LIABILITIES 6,021,699 3,718,596 18,359,674 22,078,270 28,099,969 NET ASSETS  Unrestricted 10,796,708 - 191,437 191,437 10,988,145 Temporarily restricted 2,208,307 2,208,307 Permanently restricted 19,805,825 19,805,825 TOTAL NET ASSETS 32,810,840 - 191,437 191,437 33,002,277			-	-	-			
Notes payable, less current portion - 4,946,035 4,946,035 4,946,035 7OTAL LIABILITIES 6,021,699 3,718,596 18,359,674 22,078,270 28,099,969 NET ASSETS  Unrestricted 10,796,708 - 191,437 191,437 10,988,145 Temporarily restricted 2,208,307 - 2,208,307 Permanently restricted 19,805,825 19,805,825 TOTAL NET ASSETS 32,810,840 - 191,437 191,437 33,002,277			-	0.308.346	0.300.346			
TOTAL LIABILITIES 6,021,699 3,718,596 18,359,674 22,078,270 28,099,969  NET ASSETS  Unrestricted 10,796,708 - 191,437 191,437 10,988,145  Temporarily restricted 2,208,307 2,208,307  Permanently restricted 19,805,825 19,805,825  TOTAL NET ASSETS 32,810,840 - 191,437 191,437 33,002,277			-					
NET ASSETS Unrestricted 10,796,708 - 191,437 191,437 10,988,145 Temporarily restricted 2,208,307 2,208,307 Permanently restricted 19,805,825 19,805,825 TOTAL NET ASSETS 32,810,840 - 191,437 191,437 33,002,277		6.021.600	3 719 506					
Unrestricted         10,796,708         -         191,437         191,437         10,988,145           Temporarily restricted         2,208,307         -         -         -         2,208,307           Permanently restricted         19,805,825         -         -         19,805,825           TOTAL NET ASSETS         32,810,840         -         191,437         191,437         33,002,277	10 THE EMBLETTED	0,021,033	3,710,330	10,335,014	22,010,210	20,099,909		
Unrestricted         10,796,708         -         191,437         191,437         10,988,145           Temporarily restricted         2,208,307         -         -         -         2,208,307           Permanently restricted         19,805,825         -         -         19,805,825           TOTAL NET ASSETS         32,810,840         -         191,437         191,437         33,002,277	NET ASSETS							
Temporarily restricted         2,208,307         -         -         -         2,208,307           Permanently restricted         19,805,825         -         -         19,805,825           TOTAL NET ASSETS         32,810,840         -         191,437         191,437         33,002,277		10 796 708		101 /37	101 /37	10 099 145		
Permanently restricted 19.805,825 19.805,825 TOTAL NET ASSETS 32,810,840 - 191,437 191,437 33,002,277			-	101,401	וטרי,ו פו			
TOTAL NET ASSETS 32,810,840 - 191,437 191,437 33,002,277			_	_	-			
				101 /137	101 427			
TOTAL LIABILITIES AND NET ASSETS \$ 38 832 539 3 718 596 18 551 111 22 260 707 \$ 64 402 246		32,010,040		131,431	131,431	33,002,211		
<u> </u>	TOTAL LIABILITIES AND NET ASSETS	\$ <u>38,832,539</u>	3,718,596	18,551,111	22,269,707	\$ <u>61,102,246</u>		

Details of Jackson State University Development Foundation, Inc.'s revenues, expenses, and changes in net assets at June 30, 2017, and its subsidiaries' revenues, expenses, and changes in net assets at June 30, 2017, before elimination of interorganization transactions, are as follows:

		SUBSI	DIARIES	not .	
SUPPORT AND REVENUE	Jackson State University Development Foundation	University Park of Jackson I, LLC	University Park of Jackson II, LLC	Subsidiaries Total	2017 Totals
Contributions Interest and dividend income Realized gain from sale of investments Rent revenue Other revenue Unrealized gain (loss) on investments	\$ 2,448,652 359,485 279,808 - 489,900 1,303,039	\$ - - - - -	1,173,630	1,173,630	\$ 2,448,652 359,485 279,808 1,173,630 489,900 1,303,039
TOTAL SUPPORT AND REVENUE	4,880,884	44	<u>1,173,630</u>	1,173,630	6,054,514
EXPENSES					
Supporting Services: Institutional support Scholarship Athletic support Academic support Operating expense General and administrative Interest expense Depreciation and amortization	132,960 124,832 258,465 8,936 - 2,256,796 - 219,262 3,001,251	-	575,383 553,180 496,536 1,625,099	575,383 553,180 496,536 1,625,099	132,960 124,832 258,465 8,936 575,383 2,256,796 553,180 715,798
Changes in Net Assets	1,879,633	*	(451,469)	(451,469)	1,428,164
Net Assets, beginning of year as previously reported Prior period adjustment Net Assets, beginning of year as restated Other changes in net assets	30,355,421 <u>866,733</u> 31,222,154	* * * * * * * * * * * * * * * * * * *	642,906 	642,906 - 642,906	30,998,327 866,733 31,865,060
Transfer in (out) Total Other changes in net assets	<u>(290,947)</u> (290,947)	***************************************	ya. Maria da seria sa		(290,947) (290,947)
NET ASSETS END OF YEAR	\$_32,810,840	\$	\$ 191,437	\$ <u>191,437</u>	\$ <u>33,002,277</u>

### Notes to the Financial Statements June 30, 2017

Details of Jackson State University Development Foundation, Inc.'s cash flow activities at June 30, 2017, and its subsidiaries are as follows:

	SUBSIDIARIES								
	Jackson State University Development Foundation		University Park of Jackson I, LLC	University University Park of Park of Jackson I, Jackson II,		Subsidiaries Total			2017 Totals
CASH FLOWS FROM OPERATING ACTIVITIES:						*******		-	
Change in net assets	\$ 1,879,63	3 5	\$ -	\$	(451,469)	\$	(451,469)	\$	1,428,164
Adjustment to reconcile increase or decrease in net asset to net cash provided by (used in) operating activities:									
Depreciation expense	219,26	2	*		492,201		492,201		711,463
Amortization expense	4 000 00	_	***		4,332		4,332		4,332
Unrealized gain or (loss) on investments Amortization of debt issurance costs	1,303,03	9			126,907		126,907		1,303,039
Prior period adjustment	866,733	3			120,507		120,507		126,907 866,733
That ported dajustriant		-							000,100
(Increase) decrease in operating assets:									
Accounts receivable	('	1)	-		(18,383)		(18,383)		(18,384)
Unconditional promise to give	(157,15		-		-		-		(157,151)
Notes receivable	(18,516	6)	wit						(18,516)
Due from other funds	(420.00	43	•		(307,353)		(307,353)		(307,353)
Due from component unit Other assets	(138,694	4)	*		112		112		(138,694) 112
Other dasets	_		~		112		(12		112.
Increase (decrease) in operating liabilities: Accounts payable and scholarships payable	(142,146	21			(54,272)		(54,272)		(196,418)
Accrued interest payable	(18,076		-		(34,272)		(34,212)		(18,076)
Due to other funds	~ ~	-,	•		138,694		138,694		138,694
Funds held in trust	(349	€)							(349)
		_		-		-			
Net cash (used in) operating activities	3,793,734	1	***************************************	-	<u>(69,231</u> )		<u>(69,231</u> )		3,724,503
Cook flour from invention activities									
Cash flows from investing activities Interest and dividend income	359,485	5							359,485
Acquisition of land and construction in progress	555,464	,			(32,026)		(32,026)		(32,026)
Increase in investment securities	(2,225,852	2)	_		-		(01,010)		(2,225,852)
Other investing activities	(1,953,191						-		(1,953,191)
Net cash provided by (used in) investing activities	(3,819,558	3)	<b>T</b>		(32,026)		(32,026)		(3,851,584)
46. 4 11.64.7 11.59 1 10.59									
Net cash provided by (used in) financing activities Principal payment on notes payable	(04.05)	٠.			/40E 700\		WCE 700)		(200 024)
Net cash provided by (used in) financing activities	(94,859 (94,859		w-		(165,762) (165,762)		(165,762) (165,762)	-	(260,621) (260,621)
Net cash provided by (used in) illianting activities	134,003	2)	<u> </u>		(105,102)	-	(100,102)		(200,021)
Net increase (decrease) in cash and cash equivalents	(120,683	3)	-		(267,019)		(267,019)		(387,702)
Cash and cash equivalents at July 1	3,031,505	į	3,054		639,319	***************************************	642,373	_	3,673,878
Cash and cash equivalents at June 30	\$2,910,822	2 \$	3,054	\$	372,300	\$	375,354	\$	3,286,176
Supplemental Disclosure of Cash Flow Information Interest paid	\$ <u>15,584</u>	<u> </u>	)	\$	402,761	\$	402,761	\$	418,345

#### **NOTE 28 - OPERATING LEASES**

The Foundation leases certain office equipment under various operating leases expiring in 2021. The equipment is being leased under an operating agreement between the Jackson State University and the Foundation for the operations of the UPS Store located on the campus of Jackson State University. Total lease expense under the operating leases for fiscal year 2017 was \$167,438 excluding taxes, insurance and regular maintenance.

The following is a schedule of future lease payments as of:

Year Ending June 30,	Amount Due
2018	\$ 163,496
2019	162,707
2020	162,707
2021	<u>82,658</u>
	\$ 571,568

#### **NOTE 29 - SUBSEQUENT EVENTS**

The Organization has evaluated subsequent events through December 17, 2018, which is the date on which the financial statements were available to be issued. No events have occurred that would have a material effect on the financial statements of the Organization as of that date except as disclosed below. During the period subsequent to year end the Foundation has the following event.

#### University Park of Jackson II, LLC

#### Matter of Going Concern

The financial statements of University Park of Jackson II, LLC (the Company) dated July 13, 2018 were prepared assuming that the company will continue as a going concern. Due to the current maturities of long-term debt of \$9.4 million, the Company has experienced a significant increase in its working capital deficit from \$3.3 million as of June 30, 2016 to 12.5 million as of June 30, 2017. In addition, the Company's master lease agreement with Jackson State University expires December 31, 2018. These conditions raise substantial doubt about the Company's ability to continue as a going concern. The financial statements do not include any adjustments that might result from the outcome of this uncertainty. The audit opinion of the Company was not modified with respect to this matter.

Management plans to address the Company's ability to continue as on going concern by seeking to renew the term loans, collect amounts due under the master lease agreement and renew the master lease agreement under acceptable terms. Further, the Company will continue to evaluate all aspects of the operations of the Facility in order to improve operating cash flows. There can be no absolute assurance that management will be able to fully execute these plans. However, management believes significant progress is being made. Specifically, management realistically anticipates and experts that the Company's debt associated with the Facility will be refinanced on a long-term basis.

Notes to the Financial Statements June 30, 2017

#### **NOTE 30 - ACCOUNTS PAYABLE**

At June 30, 2017 accounts payable consisted of the the following:

ISII Davidon mont Foundation		<u>Amount</u>			
JSU Development Foundation Accounts payable	\$	541,241			
University Park of Jackson I Accounts payable		249,747			
University Park of Jackson II Accounts payable	жоном	<u>576,612</u>			
Total Accounts Payable	\$	1,367,600			

#### **NOTE 31 - LEASE REVENUE**

Upon completion of One University Place in October 2010, UPJ II began leasing residential space to tenants primarily under noncancelable short-term leases. In addition, UPJ II entered into a ten-year master lease agreement with JSU for the facility's commercial space. The master lease requires payment of monthly base rental of \$30,000 on the first day of each month which increases by 3 percent each year plus payment of certain common area maintenance expense ("CAM"). Through June 30, 2015, JSU has paid only base rentals excluding the 3 percent annual base rent increases. Amount due for rent increases totaled \$92,000 at June 30, 2017 and are included in straight-line receivable in the accompanying statement of financial position. Amounts due for CAM from JSU have not been quantified and are not reflected in the accompanying financial statements due to the uncertainty of collection. UPJ II is named manager on all subleases entered into by JSU and, as such, has the authority to act upon the behalf of JSU. Subleases rentals are collected by UPJ II and remitted to JSU periodically. Future minimum rentals under the commercial and master leases for years subsequent to June 30, 2017, are as follows:

Year Ending	 Amount			
2018	\$ 360,000			
2019	 180,000			
	\$ 540,000			

#### **NOTE 32 - PRIOR PERIOD ADJUSTMENT**

A net prior period adjustment has been recorded in the financial statements in the amount of \$1,331,682 as explained below:

	Unrestricted	Temporarily Restricted	Permanently Restricted	2017
Net Assets, Beginning of year as previously reported Adjustment to reconcile beginning net assets Net Assets, Beginning of year as restated	\$ 11,037,061	2,207,017	16,985,171	\$ 30,229,249
	<u>1,331,682</u>	**	WA COMMISSION OF THE PROPERTY	1,331,682
	\$ <u>12,368,743</u>	2,207,017	16,985,171	\$ <u>31,560,931</u>



#### INDEPENDENT AUDITOR'S REPORT ON ADDITIONAL INFORMATION

To the Board of Directors Jackson State University Development Foundation, Inc. Jackson, Mississippi

We have audited the financial statements of Jackson State University Development Foundation, Inc. as of and for the year ended June 30, 2017, and have issued our report thereon dated December 17, 2018, which contained an unmodified opinion on those financial statements. Our audit was performed for the purpose of forming an opinion on the financial statements as a whole. The schedule of Management and General expenses is presented for the purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Ridgeland, Mississiphi

December 17, 2018

## JACKSON STATE UNIVERSITY DEVELOPMENT FOUNDATION, INC. Schedule of General and Administrative Expenses For the Years Ended June 30, 2017 and 2016

<u>EXPENSES</u>	General Fund Unrestricted	General Fund Restricted	Quasi Endowed	Endowed Restricted	2017	2016
Staff benefits	\$ 50,000	•••	-		50,000	\$ 97,489
Travel	4,532	161,987	4,225	-	170,744	109,912
Accounting system research	_	465	*	war-	465	51
Promotions & advertising	3,198	40,603	ća-	-	43,801	46,102
Special events	2,984	10,996	we	-	13,980	36,927
Equipment expense	167,518	44	1,631	_	169,149	76,662
Facility rental/maintenance	8,005	4,321	_	re-	12,326	19,179
Supplies and materials	33,428	63,576	44	~	97,004	106,922
Staff development	-	-	a.	_	**	75
Telephone	-	3,895	-		3,895	1,812
Computer support	•	9,072	-4	**	9,072	2,283
Bank charges	29,104	1,325	200	-	30,629	26,081
Membership/subscription dues	36,559	16,140	515	-	53,214	22,948
Contract & professional fees	212,402	242,580	-	•	454,982	472,864
Printing and publications	7,531	20,035		-	27,566	25,444
Property taxes	4,748	•	- par		4,748	6,560
Food cost and catering	4,306	60,394	-	~	64,700	120,883
Postage and mailing	32,775	7	**	-	32,782	41,321
Insurance and bonding	20,454	32	-	_	20,486	25,006
Investment admin. charges	1,433	90,241	-	155,694	247,368	205,885
Sponsorship	16,750	42,146	в.	_	58,896	29,125
Bad debt expense	332,395	51,371	-	-	383,766	2,059,862
Miscellaneous	2,274	84,655	-	•	86,929	20,280
Interest expense	<u> 155,634</u>	å	-0	64,660	220,294	
TOTAL EXPENSES	\$ <u>1,126,030</u>	903,841	<u>6,571</u>	220,354	2,256,796	\$ <u>3,553,673</u>