

**DALTON STATE COLLEGE FOUNDATION, INC.**  
**CONSOLIDATED FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016**

DALTON STATE COLLEGE FOUNDATION, INC.  
CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2016

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## **NICHOLS, CAULEY & ASSOCIATES, LLC**

206 West Crawford Street, Dalton, Georgia 30720

P.O. Box 2644, Dalton, Georgia 30722

Phone: 706-278-2834 Fax: 706-226-8630

dalton@nicholscauley.com

### **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors of the  
Dalton State College Foundation, Inc.  
Dalton, Georgia

We have audited the accompanying consolidated financial statements of the Dalton State College Foundation, Inc., (a nonprofit organization), which comprise the Consolidated Statement of Financial Position as of December 31, 2016, and the related Consolidated Statements of Activities, Functional Expenses, and Cash Flows for the year then ended, and the related notes to the consolidated 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 misstatements 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Dalton State College Foundation, Inc., as of December 31, 2016, and the changes in net assets and cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

*Richards, Cauley + Associates, LLC*

Dalton, Georgia  
September 28, 2017

DALTON STATE COLLEGE FOUNDATION, INC.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION  
DECEMBER 31, 2016

**ASSETS**

CURRENT ASSETS

|  |               |
|--|---------------|
| Cash and cash equivalents                        | \$ 2,857,900  |
| Investments                                      | 20,689,490    |
| Alternative investments                          | 4,059,649     |
| Unconditional promises to give - current portion | 2,459,450     |
| Insurance receivable                             | 32,293        |
| Prepaid expenses                                 | <u>15,385</u> |

TOTAL CURRENT ASSETS 30,114,167

PROPERTY AND EQUIPMENT, NET 5,661,266

NON-CURRENT ASSETS

|  |                |
|--|----------------|
| Unconditional promises to give, less current portion | 4,905          |
| Deferred income tax benefit                          | <u>107,698</u> |

TOTAL NON-CURRENT ASSETS 112,603

**TOTAL ASSETS** \$ 35,888,036

**LIABILITIES AND NET ASSETS**

CURRENT LIABILITIES

|  |                |
|--|----------------|
| Accounts payable and accrued liabilities | \$ 125,948     |
| CRAT payable                             | 4,127          |
| Current portion of long term debt        | <u>415,614</u> |

TOTAL CURRENT LIABILITIES 545,689

LONG TERM LIABILITES

|                                      |                |
|--------------------------------------|----------------|
| Deferred income tax liability        | 73,518         |
| Long term debt, less current portion | <u>416,680</u> |

TOTAL LONG TERM LIABILITIES 490,198

TOTAL LIABILITIES 1,035,887

NET ASSETS

|                        |                   |
|------------------------|-------------------|
| Unrestricted           | 16,671,971        |
| Temporarily restricted | 7,492,400         |
| Permanently restricted | <u>10,687,778</u> |

TOTAL NET ASSETS 34,852,149

**TOTAL LIABILITIES AND NET ASSETS** \$ 35,888,036

See accompanying independent auditor's report and notes to consolidated financial statements

## DALTON STATE COLLEGE FOUNDATION, INC.

CONSOLIDATED STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED DECEMBER 31, 2016

|  | <u>Unrestricted</u>         | <u>Temporarily<br/>Restricted</u> | <u>Permanently<br/>Restricted</u> | <u>Total</u>                |
|--|-----------------------------|-----------------------------------|-----------------------------------|-----------------------------|
| <b>SUPPORT AND REVENUE</b>                           |                             |                                   |                                   |                             |
| Contributions  | \$ 35,356                   | \$ 381,202                        | \$ 144,553                        | \$ 561,111                  |
| Dividends  | 262,932                     | 124,190                           | 161,065                           | 548,187                     |
| Net realized losses on investments                   | (46,506)                    | (21,967)                          | (28,489)                          | (96,962)                    |
| Unrealized gains on investments                      | 391,072                     | 184,719                           | 239,567                           | 815,358                     |
| Change in net present value of<br>pledges receivable | 24,084                      | 11,244                            | 14,711                            | 50,039                      |
| Net assets released from restriction                 | 950,686                     | (950,686)                         | -                                 | -                           |
| Net unrelated business income                        | 715                         | -                                 | -                                 | 715                         |
| <b>TOTAL SUPPORT AND REVENUE</b>                     | <u>1,618,339</u>            | <u>(271,298)</u>                  | <u>531,407</u>                    | <u>1,878,448</u>            |
| <b>EXPENSES</b>                                      |                             |                                   |                                   |                             |
| Program service                                      | 1,344,896                   | -                                 | -                                 | 1,344,896                   |
| General and administrative                           | 237,346                     | -                                 | -                                 | 237,346                     |
| Fundraising  | 96,223                      | -                                 | -                                 | 96,223                      |
| <b>TOTAL EXPENSES</b>                                | <u>1,678,465</u>            | <u>-</u>                          | <u>-</u>                          | <u>1,678,465</u>            |
| <b>INCREASE (DECREASE) IN<br/>NET ASSETS</b>         | <b>(60,126)</b>             | <b>(271,298)</b>                  | <b>531,407</b>                    | <b>199,983</b>              |
| <b>NET ASSETS - Beginning of year</b>                | <u>16,732,097</u>           | <u>7,763,698</u>                  | <u>10,156,371</u>                 | <u>34,652,166</u>           |
| <b>NET ASSETS - End of year</b>                      | <u><u>\$ 16,671,971</u></u> | <u><u>\$ 7,492,400</u></u>        | <u><u>\$ 10,687,778</u></u>       | <u><u>\$ 34,852,149</u></u> |

See accompanying independent auditor's report and notes to consolidated financial statements

## DALTON STATE COLLEGE FOUNDATION, INC.

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2016

|                                      | <u>Program<br/>Service</u> | <u>General &amp;<br/>Administrative</u> | <u>Fundraising</u> | <u>Total</u>        |
|--------------------------------------|----------------------------|---|--------------------|---------------------|
| <b>UNRESTRICTED</b>                  |                            |   |                    |                     |
| College support                      |                            |   |                    |                     |
| Capital projects                     | \$ 438,279                 | \$ -                                    | \$ -               | \$ 438,279          |
| Scholarships and awards              | 365,249                    | -                                       | -                  | 365,249             |
| Faculty support                      | 132,067                    | -                                       | -                  | 132,067             |
| Academic program support             | 169,129                    | -                                       | -                  | 169,129             |
| Alumni relations                     | 14,518                     | -                                       | -                  | 14,518              |
| Student life programs                | 3,127                      | -                                       | -                  | 3,127               |
| Salaries and benefits supplements    | 80,382                     | 49,191                                  | 34,740             | 164,313             |
| Donor relations and fund raising     | -                          | -                                       | 39,672             | 39,672              |
| Fees and commissions                 | -                          | 78,166                                  | -                  | 78,166              |
| Professional services                | -                          | 51,866                                  | 4,257              | 56,123              |
| Meetings and events                  | -                          | 584                                     | 1,307              | 1,891               |
| Insurance and bonding                | -                          | 17,820                                  | -                  | 17,820              |
| Database enhancement and support     | 44,420                     | -                                       | 1,080              | 45,500              |
| Equipment and supplies               | 49,338                     | -                                       | -                  | 49,338              |
| Dues and memberships                 | 7,820                      | 2,922                                   | -                  | 10,742              |
| Campus events                        | 40,567                     | -                                       | -                  | 40,567              |
| Bank and credit card fees            | -                          | 5,452                                   | -                  | 5,452               |
| Other                                | -                          | 8,351                                   | -                  | 8,351               |
| Depreciation expense                 | -                          | 1,691                                   | -                  | 1,691               |
| Interest expense                     | -                          | 21,303                                  | -                  | 21,303              |
| CRAT expenses                        | -                          | -                                       | 15,167             | 15,167              |
| <b>TOTAL FUNCTIONAL<br/>EXPENSES</b> | <u>\$ 1,344,896</u>        | <u>\$ 237,346</u>                       | <u>\$ 96,223</u>   | <u>\$ 1,678,465</u> |

See accompanying independent auditor's report and notes to consolidated financial statements

DALTON STATE COLLEGE FOUNDATION, INC.

CONSOLIDATED STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED DECEMBER 31, 2016

|   |                            |
|---|----------------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>   |                            |
| Increase in net assets  | \$ 199,983                 |
| Adjustment to reconcile increase in net assets to net cash provided by operating activities |                            |
| Depreciation  | 64,172                     |
| Loss on disposal of assets  | 16,141                     |
| Deferred income tax   | (5,061)                    |
| Net realized and unrealized (gains) losses on investments                                   | (718,396)                  |
| Change in operating assets and liabilities  |                            |
| Decrease in unconditional promises to give  | 2,519,145                  |
| Increase in insurance receivable  | (32,293)                   |
| Decrease in prepaid expenses  | 31,559                     |
| Increase in accounts payable and accrued expenses   | 67,800                     |
| Decrease in CRAT payable  | (9,569)                    |
|   | <u>2,133,481</u>           |
| <b>NET CASH FLOWS PROVIDED BY OPERATING ACTIVITIES</b>                                      | <u>2,133,481</u>           |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>   |                            |
| Purchase of investments   | (55,586,592)               |
| Proceeds from the sale of investments   | 55,535,139                 |
| Purchase of property and equipment  | (202,847)                  |
|   | <u>(254,300)</u>           |
| <b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>  | <u>(254,300)</u>           |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>   |                            |
| Repayments of long term debt  | (415,623)                  |
|   | <u>(415,623)</u>           |
| <b>NET CASH FLOWS USED IN FINANCING ACTIVITIES</b>  | <u>(415,623)</u>           |
| <b>NET INCREASE IN CASH</b>   | 1,463,558                  |
| <b>CASH AT BEGINNING OF YEAR</b>  | 1,394,342                  |
|   | <u>1,394,342</u>           |
| <b>CASH AT THE END OF THE YEAR</b>  | <u><u>\$ 2,857,900</u></u> |
| <b>SUPPLEMENTARY DISCLOSURES</b>  |                            |
| Interest paid   | <u><u>\$ 18,521</u></u>    |

See accompanying independent auditor's report and notes to consolidated financial statements



DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

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

The consolidated financial statements of Dalton State College Foundation, Inc. (the Foundation), and Dalton State Acquisitions, Inc., have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in the United States of America and the provisions of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958-605-05 and ASC 958-205-05. The most significant accounting policies followed by the Foundation are described below.

Consolidation

The accompanying financial statements include the accounts of Dalton State College Foundation, Inc., and its wholly owned subsidiary, Dalton State Acquisitions, Inc., for the year ended December 31, 2016. Significant intercompany accounts and transactions have been eliminated in consolidation.

Reporting Entity and Nature of Operations

Dalton State College Foundation, Inc., was incorporated as a non-profit corporation under the Non-Profit Corporation Code of the State of Georgia on December 14, 1967. The Foundation's purpose is to secure private philanthropic support for the benefit of the students, faculty and staff, academic programs, and growth of Dalton State College.

On August 19, 2005, Dalton State Acquisitions, Inc., was incorporated as a wholly owned subsidiary of Dalton State College Foundation, Inc. Dalton State Acquisitions, Inc., was created to acquire certain parcels of real property that may be used for the future expansion of Dalton State College. The Wood Valley Apartment Complex was located on these parcels and was operated by Dalton State Acquisitions, Inc., as residential rentals until July 1, 2009, at which time the complex was converted to student housing that was under lease by Dalton State College.

The Board of Regents of the University System of Georgia believes that Governmental Accounting Standards Board (GASB) 39 applies to its member colleges and their respective Foundations. As such, the Board of Regents has mandated its member colleges consolidate the activity of their Foundations in the College's annual report to the Board of Regents.

Cash and Cash Equivalents

The Foundation considers all certificates of deposit with maturities that do not exceed ninety days to be cash equivalents for financial statement purposes. The Foundation maintains its cash balances in accounts at a local bank. These balances are insured by the Federal Deposit Insurance Corporation (FDIC). As of December 31, 2016, the amounts held in bank accounts were in excess of FDIC insurance. Management does not believe that there is significant credit risk associated with these amounts.

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

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

Unconditional Promises to Give

Unconditional promises to give are recognized as contributions and receivables when the promise is made. Conditional promises to give are recognized as contributions and receivables when all conditions required for the gift have been met except for the passage of time. The Foundation discounts its unconditional promises to give to their net realizable value utilizing the promises which are expected to be collected in periods exceeding one year.

Insurance Receivable

The insurance receivable outstanding as of December 31, 2016 is due to the cancellation of an insurance policy for the Wood Valley Apartment Complex. The outstanding amount represents the premium refund to the Foundation.

Property and Equipment

The Foundation's policy is to capitalize property and equipment over \$1,000. Lesser amounts are expensed. Purchased property and equipment are capitalized at cost. Donations of property and equipment are recorded as contributions at their estimated fair value. Property and equipment are depreciated using the straight-line method.

Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. 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.

Donated Services

The Foundation receives various donated services that range from limited participation of individuals in fund raising and other services, to active participation in the administrative functions. These services are not recorded as support and revenue because these services do not meet the criteria for recognition under ASC 958-605.05.

Estimates and Assumptions

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America require the directors and administrators to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

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

Fair Value Measurement

The Foundation has adopted the provisions of ASC 820-10-05. This standard defines fair value, establishes a framework for measuring fair value and expands disclosure about fair value measurements. Investments measured and reported at fair value are classified and disclosed in one of the following categories:

Level I – Quoted prices are available in active markets for identical investments as of the reporting date. As required by ASC 820-10-05, the quoted prices for these investments are not adjusted.

Level II – Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value is determined through the use of models or other valuation methodologies.

Level III – Pricing inputs are unobservable for the investment and includes situations where there is little, if any, market activity for the investment.

All alternative investments (See Note 3) held at December 31, 2016, are classified as Level III investments.

Investment Strategy

The Foundation's Investment Committee manages the investment portfolio according to the Foundation's investment policy as approved by the Board of Directors. The long term objective of the Foundation is to earn a return sufficient to preserve the purchasing power of the Foundation for generations to come, as well as to provide for current needs. As a result, the annual return should at least equal the annual sum of distributions, inflation, administrative costs, and net of management fees. The Foundation portfolio has adopted a "total return" investment approach; current income is considered a secondary consideration. The portfolio must offer sufficient liquidity to meet payments of philanthropic endeavors and operating expenses, as well as principal and interest payments due on any outstanding debt. The investment policy has asset allocation guidelines that allow the Investment Committee to balance the portfolio for current market conditions to achieve a long term rate of return of approximately 7.5% on an annual basis, with a moderate level of risk. Actual results may vary from this amount. The Foundation's investment portfolio had a return of 5.20% for the year ended December 31, 2016.

The Foundation determines distribution rates based on the market values of investments at the end of the fiscal year. The investment policy specifies a maximum distribution rate of 4.25% of the average market value of investments at the fiscal year end calculated on a twelve quarter rolling average. At a minimum, the investment policy states that long term rates of return be equal to an amount sufficient to maintain the purchasing power of the Foundation's portfolio assets and provide necessary capital to fund a spending policy of 4.25% or an amount determined by the Executive Committee.

The Foundation has retained a professional investment consultant that assists the Foundation in meeting its investment objectives and monitoring compliance with the Foundation's investment policy. Fees paid to the investment consultant were \$78,166 for the year ended December 31, 2016.

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

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

In November 2015, the Foundation's Investment Committee completed a comprehensive review of the investment performance and asset allocation. Based on this review, the Committee voted to conclude its relationship with the current professional investment consultant. The Foundation then retained another advisor to assist with the management and evaluation of the Foundation's investment strategy. The transfer of the invested assets was completed in February 2016.

**NOTE 2 - INVESTMENTS**

Investments consist of restricted, temporarily restricted, and unrestricted net assets which the Foundation believes will not be needed for their restricted purposes or for operations for a period of at least 90 days. All investments are maintained in readily marketable securities at brokerage houses and custodial trust companies. All investments are stated at their fair market values. The Foundation is liable for any and all market losses. Cash in investments include instruments with a maturity of 30 days or less. The Foundation's investments are exposed to various types of risk, including changes in interest rates, currency fluctuations, and credit risks. Changes in financial markets occur daily, and such changes could materially affect the amounts reported in the Foundation's financial statements.

As of December 31, 2016, investments consisted of the following:

|                           |                      |
|---------------------------|----------------------|
| Cash and cash equivalents | \$ 161,312           |
| Equities                  | 14,528,178           |
| Bonds                     | 6,000,000            |
|                           | <u>\$ 20,689,490</u> |

All investments referred to above are classified as Level I investments (See Note 1).

**NOTE 3 – ALTERNATIVE INVESTMENTS**

The Foundation's investment strategy incorporates a diversified asset allocation approach and maintains, within defined limits, exposure to the movements of global equity, fixed income, real estate, commodities, and private equity markets. In addition, the Foundation seeks to produce consistent capital appreciation with controlled volatility and reduced risk of major down turns in the markets. The Foundation seeks to enhance the returns by focusing to a large extent on illiquid portfolio funds that the Foundation believes offer the potential for higher long-term returns than more liquid funds or investment vehicles. Accordingly, it is anticipated that there will be less liquidity associated with these investments than other investments of the same type.

Several of the financial instruments contained in this classification contain varying degrees of off-balance sheet risk whereby changes in market values of the securities underlying the financial instruments may be in excess of the amounts recorded on the balance sheet. However, due to the nature of the limited interests in these investee funds, the risk with respect to such transactions is limited to the capital balance in each investee fund.

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

**NOTE 3 – ALTERNATIVE INVESTMENTS**

Fair value for alternative investments is based on estimates provided by external investment managers. Management reviews and evaluates fair value provided by external investment managers, including valuation methods and assessments used in determining fair value. The ultimate realizable value of the alternative investments may differ from the estimated fair values provided by external investment managers and these differences may be material. There are currently no plans to sell these investments prior to their liquidation.

Alternative investments consist of two classes, private equity and hedge funds. These investments require that the Foundation make commitments for investments over the course of the investment's period. As of December 31, 2016, approximately \$1,874,000 of capital commitments remain outstanding.

Investments in private equity funds provide growth equity or take full ownership of the companies in which they invest. Portions of these investments are in start-up and early stage companies. Private investments also include positions in real assets, including real estate and commodities.

Investments in hedge funds take long and short positions largely in equity securities, credit securities, and event-driven situations. Managers vary in style, market cap focus, geographic focus, sectors of focus, and types of securities, with some having considerable flexibility. This fund of funds mechanism was chosen by the Foundation as the most practical approach to achieve diversification of the alternative investment portfolio.

For the year ended December 31, 2016, the changes in investments classified as Level III are as follows:

|                                       | Private<br>Investments | Hedge Funds         | Total               |
|---------------------------------------|------------------------|---------------------|---------------------|
| Balance, January 1, 2016              | \$ 627,783             | \$ 6,043,624        | \$ 6,671,407        |
| Realized or unrealized gains (losses) | 219,740                | (1,232,515)         | (1,012,775)         |
| Purchases                             | 358,365                | 2,750,000           | 3,108,365           |
| Sales                                 | -                      | (4,707,348)         | (4,707,348)         |
| Transfers in and/or out of Level III  | -                      | -                   | -                   |
| Balance, December 31, 2016            | <u>\$ 1,205,888</u>    | <u>\$ 2,853,761</u> | <u>\$ 4,059,649</u> |

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

**NOTE 4 – UNCONDITIONAL PROMISES TO GIVE**

As of December 31, 2016, unconditional promises to give consisted of the following:

|   |                            |
|---|----------------------------|
| Present value of unconditional promises to give | \$ 2,514,450               |
| Less allowance for uncollectibles               | <u>50,000</u>              |
|   | 2,464,450                  |
| Less current portion                            | <u>2,459,450</u>           |
| Non-current portion                             | <u><u>\$ 5,000</u></u>     |
|   |                            |
| Less than one year                              | \$ 2,459,450               |
| One to five years                               | <u>5,000</u>               |
|   | 2,464,450                  |
| Less discount to present value                  | <u>95</u>                  |
| Total expected to be collected                  | <u><u>\$ 2,464,355</u></u> |

The discount rate used on the long-term promises to give was 1.93% as of December 31, 2016. The promises to give were generated by commitments from corporations and individuals in the community. An allowance for uncollectible promises to give has been recorded of \$50,000 as December 31, 2016. There are no enforceable rights by the Foundation to collect these promises.

Management reviews all uncollected unconditional promises to give annually utilizing responses to audit confirmations and other information they are aware of concerning the ability and willingness of donors to honor their commitments. Promises determined to be uncollectible are written off when that determination is made. There were no promises written off during the year ended December 31, 2016.

**NOTE 5 – PREPAID EXPENSES**

As of December 31, 2016, prepaid expenses consist of the following:

|                              |                         |
|------------------------------|-------------------------|
| Prepaid website              | \$ 6,092                |
| Prepaid software maintenance | 7,393                   |
| Prepaid insurance            | <u>1,900</u>            |
|                              | <u><u>\$ 15,385</u></u> |

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

**NOTE 6 – PROPERTY AND EQUIPMENT**

As of December 31, 2016, property and equipment consist of the following:

|   |                     |
|---|---------------------|
| Land  | \$ 2,957,084        |
| Land - Wood Valley Apartments                 | 892,397             |
| Buildings - Wood Valley Apartments            | 2,097,124           |
| Building renovations - Wood Valley Apartments | 363,555             |
| Machinery and equipment                       | 17,945              |
|   | <hr/>               |
|   | 6,328,105           |
| Less accumulated depreciation                 | 666,839             |
|   | <hr/>               |
|   | <u>\$ 5,661,266</u> |

The Foundation's real estate holdings are to be donated to Dalton State College for the College's benefit. Before the property can be transferred, there may be additional costs associated with conditioning the property for transfer. On September 11, 2014, the Foundation agreed, at the request of the College, to transfer 2.77 acres and two apartment buildings to the Board of Regents of the University System of Georgia for the construction of student housing. These two buildings were demolished in 2015 and new state of the art facilities were constructed in their place. Upon completion of construction, the remaining eight buildings will be demolished and removed by the Foundation. The remaining 8.1 acres will be transferred to the Board of Regents for the College's future use. The timeframe for this transfer is estimated to occur in 2017.

For the year ended December 31, 2016, depreciation expense was \$64,172.

**NOTE 7 – CHARITABLE REMAINDER ANNUITY TRUST**

On May 8, 2007, a charitable remainder annuity trust was established by a local family naming the Foundation as trustee and ultimate beneficiary of the trust. Under the terms of the trust, the grantor is paid an annuity amount equal to nine percent (9%) of the net fair market value of the assets of the trust as of the date of the trust in equal quarterly installments from trust income and, to the extent income is not sufficient, from principal for the lifetime of the last surviving grantor. The trust was initially funded with marketable securities with a fair market value of \$274,845 as of May 8, 2007.

The present value of the expected outflows from the trust were calculated using the 2004 period life tables issued by the Social Security Administration and was discounted using the 30-year Treasury bill interest rate in effect at May 8, 2007 (4.80%). The difference between the fair market value of the assets transferred to the trust and the present value of the expected outflows were recorded as temporarily restricted contributions as required by generally accepted accounting principles.

During the year ended December 31, 2016, the trust generated investment incomes of \$6, incurred no investment management fees and distributed payments to the grantor in the amount of \$24,736, thus reducing the principal of the trust by \$24,730.

As of December 31, 2016, the investments contained within the CRAT had a fair market value of \$38,505, which are included in Note 2, and the expected CRAT liability was \$4,127.

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

**NOTE 8 – LONG TERM DEBT**

On February 10, 2015, the Foundation entered into an agreement with a national bank to provide financing to assist with the repayment of the Wood Valley Apartments mortgage. The Foundation was advanced \$1,250,000 bearing interest one and seventy-five hundredths percent (1.75%) above LIBOR (0.77111% as of December 31, 2016). Interest is payable monthly beginning March 1, 2015, and principal is payable in three annual installments of \$416,665 beginning February 1, 2016. A final payment of \$416,500 is due February 1, 2018.

**NOTE 9 – PERMANENTLY RESTRICTED NET ASSETS**

As of December 31, 2016, permanently restricted net assets consist of the following funds:

|   |                      |
|---|----------------------|
| Bandy Heritage Center Endowment Fund            | \$ 1,000,000         |
| Bandy Chair in History Endowment Fund           | 1,000,000            |
| Georgia Eminent Scholar Endowment Fund          | 1,698,250            |
| Georgia Eminent Scholar Endowment Matching Fund | 1,000,000            |
| Goizueta Foundation Scholarship Endowment Fund  | 1,700,000            |
| Other endowed funds                             | 4,289,528            |
|   | <u>\$ 10,687,778</u> |

The Foundation has received from various donors endowments for various named scholarship funds, faculty chair funds, and award funds. The principal amounts of these funds are to be maintained in perpetuity, and the income from the endowments is to provide scholarships to students and support to the faculty of the College with certain qualifications as prescribed by the donors.

As of December 31, 2016, permanently restricted net assets consist of the following:

|                         |                      |
|-------------------------|----------------------|
| Investments             | \$ 6,628,129         |
| Alternative investments | 4,059,649            |
|                         | <u>\$ 10,687,778</u> |

**NOTE 10 – TEMPORARILY RESTRICTED NET ASSETS**

The temporarily restricted net assets are composed of various named scholarship funds, faculty chair funds, and award funds for which the Foundation may use either principal or income and earnings from donor restricted funds to provide scholarships to students and support to the faculty of the College with certain qualifications as prescribed by donors. Temporarily restricted net assets are reclassified to unrestricted net assets upon expiration of the donor's restrictions.

As of December 31, 2016, temporarily restricted net assets consisted entirely of investments.



DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

**NOTE 11 – UNRESTRICTED NET ASSETS**

As of December 31, 2016, unrestricted net assets consist of the following:

|   |               |
|---|---------------|
| Cash  | \$ 2,857,900  |
| Promises to give                              | 2,464,355     |
| Deferred tax benefit                          | 107,698       |
| Investments                                   | 6,568,961     |
| Insurance receivable                          | 32,293        |
| Prepaid expenses                              | 15,385        |
| Property and equipment                        | 5,661,266     |
|   | 17,707,858    |
| Less accounts payable and accrued liabilities | 125,948       |
| Less CRAT payable                             | 4,127         |
| Less deferred tax liability                   | 73,518        |
| Less mortgage payable                         | 832,294       |
|   | \$ 16,671,971 |

The Foundation is a named beneficiary of various estates and charitable trusts. The income from these entities is distributed on an annual basis to various beneficiaries in amounts and proportions as determined by the trustees. The trust agreements provide that the principal will be distributed at the discretion of the trustee when certain triggering events occur. As of December 31, 2016, no distributions have been received from any trusts.

**NOTE 12 – RELATED PARTY TRANSACTIONS**

The Dalton State College Foundation, Inc., was created expressly to provide support for the benefit of students, faculty and staff, academic programs, and growth of Dalton State College. The Foundation operates under an updated Memorandum of Agreement dated September 18, 2012, whereby the Foundation and College have made certain agreements that define the terms of the relationship. The term of the Agreement is five years.

The administrative offices of the Foundation are in donated space provided by Dalton State College. The College provides clerical assistance, copying machines, computer equipment, phone service, and other administrative services at no fee to the Foundation. The Foundation leases administrative employees from the College. The total amount paid to Dalton State College for the year ending December 31, 2016, was \$1,162,936. Included in the amounts paid to Dalton State College are scholarships of \$353,520 paid on behalf of students who are unrelated to the Foundation or the College for the year ended December 31, 2016. The students are credited with the scholarships against tuition by the College during the registration process.

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

**NOTE 12 – RELATED PARTY TRANSACTIONS**

On July 1, 2009, Dalton State Acquisitions, Inc., entered into an agreement with Dalton State College to lease the Wood Valley Apartment Complex for student housing. As part of the agreement, the College is responsible for all janitorial, waste disposal, utilities, and cleaning of the complex. Dalton State Acquisitions, Inc., remains responsible for the mortgage payment, maintenance, and insurance related to the facility. During the year ended March 31, 2012, application was submitted and approved for waiver of property taxes; thus, no property taxes are due on the Wood Valley Apartments. The initial term of the lease expired on June 30, 2010, and contained renewal options through June 30, 2015. Dalton State College has exercised the renewal options through June 30, 2016, with new terms reflecting the transfer of the 2.77 acres referred to in Note 6. Monthly rent was paid to Dalton State Acquisitions until September 2016 when demolition of the apartments began. For the year ended December 31, 2016, rental income received from Dalton State College amounted to \$161,032.

**NOTE 13 – INCOME TAX STATUS**

Dalton State College Foundation, Inc., is exempt from federal income taxes under Internal Revenue Code 501(c)(3). Therefore, no provision for federal and state income taxes is included in the accompanying financial statements.

Dalton State Acquisitions, Inc., is classified as a C corporation for federal and state income taxes and files income tax returns separate from its parent. A provision for deferred federal and state income taxes (benefit) of (\$107,698) is included in the financial statements related to the activity of Dalton State Acquisitions, Inc., for the year ended December 31, 2016. The deferred tax asset reflects the income tax consequences of a net operating loss carryforward. A deferred tax liability has been recognized in the amount of \$73,518 for the year ended December 31, 2016, representing temporary differences between the income tax and the financial reporting basis of assets that will result in taxable amounts in the future. Both amounts have been classified as non-current based on management's determination that utilization and/or reversal will be greater than one year from December 31, 2016.

On April 1, 2009, the Foundation adopted the recognition requirements for uncertain income tax provisions as required by generally accepted accounting principles, with no cumulative effect adjustment required. Income tax benefits are recognized for income tax provisions taken or expected to be taken in a tax return, only when it is determined that the income tax position will more likely than not be sustained upon examination by taxing authorities. The Foundation has analyzed tax examination and does not anticipate any adjustment that would result in material adverse effect on the Foundation's financial condition, results of operations, or cash flows. Accordingly, the Foundation has not recorded any reserves or related accruals for interest and penalties for uncertain income tax positions at December 31, 2016.

Currently, there are no audits for any tax year in progress, and the Foundation believes that it is no longer subject to audits for periods prior to 2013.

DALTON STATE COLLEGE FOUNDATION, INC.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED DECEMBER 31, 2016

**NOTE 14 – NET UNRELATED BUSINESS INCOME**

Unrelated business income is derived from Dalton State Acquisitions, Inc.'s, operations of the Wood Valley Apartment Complex. For the year ended December 31, 2016, the income and expenses related to these operations are as follows:

|  |                      |
|--|----------------------|
| Operating revenues                         | \$ 161,032           |
| Less operating expenses                    | 86,756               |
| Less depreciation and amortization expense | <u>62,481</u>        |
| Income (loss) from operations              | 11,795               |
| Loss on disposal of assets                 | 16,141               |
| Less income tax expense (benefit)          | <u>(5,061)</u>       |
| Net unrelated business income (loss)       | <u><u>\$ 715</u></u> |

**NOTE 15 – SUBSEQUENT EVENTS**

In June 2017, the final beneficiary of a charitable remainder annuity trust passed away, and the remaining trust assets will be distributed to the Foundation.

Management has evaluated subsequent events through September 28, 2017, the date which the financial statements were available to be issued, and has determined, other than mentioned above, there were no additional material events requiring recognition or disclosure in the Foundation's financial statements.



## NICHOLS, CAULEY & ASSOCIATES, LLC

206 West Crawford Street, Dalton, Georgia 30720

P.O. Box 2644, Dalton, Georgia 30722

Phone: 706-278-2834 Fax: 706-226-8630

dalton@nicholscauley.com

### INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY INFORMATION

To the Board of Directors of the  
Dalton State College Foundation, Inc.

We have audited the consolidated financial statements of the Dalton State College Foundation, Inc. as of and for the year ended December 31, 2016, and have issued our report thereon dated September 28, 2017, which contained an unmodified opinion on those financial statements. Our audit was performed for the purpose of forming an opinion on those financial statements as a whole.

The supplemental information included in the accompanying Consolidating Statements of Financial Position as of December 31, 2016, and Schedule of Operating Expenses of Wood Valley Apartments, 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 aforementioned information is fairly stated in all material respects in relation to the financial statements as a whole.

*Nichols, Cauley & Associates, LLC*

Dalton, Georgia  
September 28, 2017

DALTON STATE COLLEGE FOUNDATION, INC.

CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
DECEMBER 31, 2016

|  | DALTON STATE<br>COLLEGE<br>FOUNDATION | DALTON<br>STATE<br>ACQUISITIONS | ELIMINATIONS          | CONSOLIDATE          |
|--|---------------------------------------|---------------------------------|-----------------------|----------------------|
| <b>ASSETS</b>                            |                                       |                                 |                       |                      |
| CURRENT ASSETS:                          |                                       |                                 |                       |                      |
| Cash and cash equivalents                | \$ 2,753,018                          | \$ 104,882                      | \$ -                  | \$ 2,857,900         |
| Investments                              | 20,689,490                            | -                               | -                     | 20,689,490           |
| Alternative investments                  | 4,059,649                             | -                               | -                     | 4,059,649            |
| Unconditional promises to give           | 2,459,450                             | -                               | -                     | 2,459,450            |
| Insurance receivable                     | -                                     | 32,293                          | -                     | 32,293               |
| Prepaid expenses                         | 13,485                                | 1,900                           | -                     | 15,385               |
| <b>TOTAL CURRENT ASSETS</b>              | <b>29,975,092</b>                     | <b>139,075</b>                  | <b>-</b>              | <b>30,114,167</b>    |
| <b>PROPERTY AND EQUIPMENT, NET</b>       | <b>2,972,540</b>                      | <b>2,688,726</b>                | <b>-</b>              | <b>5,661,266</b>     |
| NON-CURRENT ASSETS:                      |                                       |                                 |                       |                      |
| Unconditional promises to give           | 4,905                                 | -                               | -                     | 4,905                |
| Deferred income tax benefit              | -                                     | 107,698                         | -                     | 107,698              |
| Investment in subsidiary                 | 2,758,724                             | -                               | (2,758,724)           | -                    |
| <b>TOTAL NON CURRENT ASSETS</b>          | <b>2,763,629</b>                      | <b>107,698</b>                  | <b>(2,758,724)</b>    | <b>112,603</b>       |
| <b>TOTAL ASSETS</b>                      | <b>\$ 35,711,261</b>                  | <b>\$ 2,935,499</b>             | <b>\$ (2,758,724)</b> | <b>\$ 35,888,036</b> |
| <b>LIABILITIES AND NET ASSETS</b>        |                                       |                                 |                       |                      |
| CURRENT LIABILITIES:                     |                                       |                                 |                       |                      |
| Accounts payable and accrued liabilities | \$ 125,948                            | \$ -                            | \$ -                  | \$ 125,948           |
| Current portion of CRAT payable          | 4,127                                 | -                               | -                     | 4,127                |
| Current portion of long term debt        | 415,614                               | -                               | -                     | 415,614              |
| <b>TOTAL CURRENT LIABILITIES</b>         | <b>545,689</b>                        | <b>-</b>                        | <b>-</b>              | <b>545,689</b>       |
| LONG TERM LIABILITIES:                   |                                       |                                 |                       |                      |
| Deferred income tax liability            | -                                     | 73,518                          | -                     | 73,518               |
| Long term debt - net of current portion  | 416,680                               | -                               | -                     | 416,680              |
| <b>TOTAL LONG TERM LIABILITIES</b>       | <b>416,680</b>                        | <b>73,518</b>                   | <b>-</b>              | <b>490,198</b>       |
| <b>TOTAL LIABILITIES</b>                 | <b>962,369</b>                        | <b>73,518</b>                   | <b>-</b>              | <b>1,035,887</b>     |
| NET ASSETS:                              |                                       |                                 |                       |                      |
| Common stock                             | -                                     | 100,000                         | (100,000)             | -                    |
| Additional paid in capital               | -                                     | 2,658,724                       | (2,658,724)           | -                    |
| Unrestricted (retained earnings)         | 16,568,714                            | 103,257                         | -                     | 16,671,971           |
| Temporarily restricted                   | 7,492,400                             | -                               | -                     | 7,492,400            |
| Permanently restricted                   | 10,687,778                            | -                               | -                     | 10,687,778           |
| <b>TOTAL NET ASSETS</b>                  | <b>34,748,892</b>                     | <b>2,861,981</b>                | <b>(2,758,724)</b>    | <b>34,852,149</b>    |
| <b>TOTAL LIABILITIES AND NET ASSETS</b>  | <b>\$ 35,711,261</b>                  | <b>\$ 2,935,499</b>             | <b>\$ (2,758,724)</b> | <b>\$ 35,888,036</b> |

See accompanying independent auditor's report on supplementary information

DALTON STATE COLLEGE FOUNDATION, INC.

SCHEDULE OF OPERATING EXPENSES OF THE  
WOOD VALLEY APARTMENT COMPLEX  
FOR THE YEAR ENDED DECEMBER 31, 2016

**OPERATING EXPENSES**

|                                 |                          |
|---------------------------------|--------------------------|
| Repairs & maintenance           | \$ 3,650                 |
| Professional fees               | 44,510                   |
| Utilities                       | 9,963                    |
| Insurance                       | 25,039                   |
| Depreciation expense            | 62,481                   |
| Other operating expense         | <u>3,594</u>             |
| <b>TOTAL OPERATING EXPENSES</b> | <u><u>\$ 149,237</u></u> |

See accompanying independent auditor's report on supplementary information