

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
FINANCIAL REPORT
JUNE 30, 2018



Dave Yost • Auditor of State

Board of Directors
Northeast Ohio Medical University Foundation
4209 State Route 44
P.O. Box 95
Rootstown, Ohio 44272

We have reviewed the *Independent Auditor's Report* of the Northeast Ohio Medical University Foundation, Portage County, prepared by Plante & Moran, PLLC, for the audit period July 1, 2017 through June 30, 2018. Based upon this review, we have accepted these reports in lieu of the audit required by Section 117.11, Revised Code. The Auditor of State did not audit the accompanying financial statements and, accordingly, we are unable to express, and do not express an opinion on them.

Our review was made in reference to the applicable sections of legislative criteria, as reflected by the Ohio Constitution, and the Revised Code, policies, procedures and guidelines of the Auditor of State, regulations and grant requirements. The Northeast Ohio Medical University Foundation is responsible for compliance with these laws and regulations.

A handwritten signature in black ink that reads "Dave Yost".

Dave Yost
Auditor of State

October 4, 2018

This page intentionally left blank.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION

CONTENTS

| | <u>Page</u> |
|--|-------------|
| INDEPENDENT AUDITOR'S REPORT | 1-2 |
| FINANCIAL STATEMENTS | |
| STATEMENT OF FINANCIAL POSITION | 3 |
| STATEMENT OF ACTIVITIES | 4 |
| STATEMENT OF CASH FLOWS | 5 |
| NOTES TO FINANCIAL STATEMENTS | 6-19 |
| REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH <i>GOVERNMENT AUDITING STANDARDS</i> | 20-21 |

This page intentionally left blank.

Independent Auditor's Report

To the Board of Directors
Northeast Ohio Medical University Foundation

We have audited the accompanying financial statements of Northeast Ohio Medical University Foundation (the "Foundation"), which comprise the statement of financial position as of June 30, 2018 and the related statements of activities and cash flows for the year ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Northeast Ohio Medical University Foundation as of June 30, 2018 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 Foundation's 2017 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 15, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2017 is consistent, in all material respects, with the audited financial statements from which it has been derived.

To the Board of Directors
Northeast Ohio Medical University Foundation

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 24, 2018 on our consideration of the Foundation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Foundation's internal control over financial reporting and compliance.

Plante & Moran, PLLC

September 24, 2018

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)
STATEMENT OF FINANCIAL POSITION

June 30, 2018
(With Comparative Totals at June 30, 2017)

| | 2018 | 2017 |
|--|----------------------|----------------------|
| ASSETS | | |
| CURRENT ASSETS | | |
| Cash and equivalents | \$ 502,049 | \$ 606,238 |
| Accounts receivable | 4,300 | 38,959 |
| Prepaid expenses | 6,745 | 15,049 |
| Student notes receivable (Note 7) | 42,753 | 37,134 |
| Pledges receivable (Note 3) | 569,865 | 642,120 |
| Total current assets | 1,125,712 | 1,339,500 |
| NONCURRENT ASSETS | | |
| Pledges receivable (Note 3) | 828,226 | 1,051,361 |
| Investments (Note 4) | 17,958,688 | 16,345,020 |
| Student notes receivable (Note 7) | 356,490 | 325,534 |
| Beneficial interest in trusts (Note 6) | 72,669 | 70,382 |
| Total long-term assets | 19,216,073 | 17,792,297 |
| Total assets | \$ 20,341,785 | \$ 19,131,797 |
| LIABILITIES AND NET ASSETS | | |
| CURRENT LIABILITIES | | |
| Accrued liabilities | \$ 12,944 | \$ 13,147 |
| Related party payable (Note 13) | 385,437 | 430,570 |
| Annuity obligations (Note 8) | 20,370 | 18,695 |
| Deposits held in custody for others | 55,531 | 46,500 |
| Total current liabilities | 474,282 | 508,912 |
| NONCURRENT LIABILITIES | | |
| Annuity obligations (Note 8) | 89,866 | 98,199 |
| Total liabilities | 564,148 | 607,111 |
| NET ASSETS | | |
| Unrestricted | | |
| Undesignated | 437,203 | 320,386 |
| Designated (Note 9) | 1,337,783 | 1,100,543 |
| Total unrestricted | 1,774,986 | 1,420,929 |
| Temporarily restricted (Note 10) | 7,989,169 | 7,525,379 |
| Permanently restricted (Note 11) | | |
| Loan funds | 940,375 | 908,193 |
| Endowment funds | 9,032,133 | 8,620,363 |
| Annuity and life income funds | 40,974 | 49,822 |
| Total permanently restricted | 10,013,482 | 9,578,378 |
| Total net assets | 19,777,637 | 18,524,686 |
| Total liabilities and net assets | \$ 20,341,785 | \$ 19,131,797 |

The accompanying notes are an integral part of these financial statements

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)
STATEMENT OF ACTIVITIES

Year Ended June 30, 2018
(With Comparative Totals for June 30, 2017)

| | Operating Funds | | | Permanently Restricted | Total All Funds 2018 | Total All Funds 2017 |
|--|---------------------|---------------------------|---------------------|---------------------------|----------------------------|----------------------------|
| | Unrestricted | Temporarily Restricted | Total Operating | | | |
| CONTRIBUTIONS, GAINS AND OTHER SUPPORT | | | | | | |
| Contributions and bequests | \$ 323,376 | \$ 1,211,791 | \$ 1,535,167 | \$ 419,354 | \$ 1,954,521 | \$ 2,409,052 |
| In-kind support from NEOMED | 1,219,754 | - | 1,219,754 | - | 1,219,754 | 1,188,255 |
| Total contributions | 1,543,130 | 1,211,791 | 2,754,921 | 419,354 | 3,174,275 | 3,597,307 |
| Investment income | | | | | | |
| Interest and dividend income | 46,139 | 253,139 | 299,278 | 6,967 | 306,245 | 245,185 |
| Realized gain on sale of investments | 62,830 | 382,952 | 445,782 | 4,924 | 450,706 | 1,093,704 |
| Unrealized appreciation / (depreciation) of investments | 66,317 | 279,967 | 346,284 | (7,278) | 339,006 | 265,216 |
| Change in value of beneficial interest in a trust | - | 2,287 | 2,287 | - | 2,287 | 4,903 |
| Total investment income | 175,286 | 918,345 | 1,093,631 | 4,613 | 1,098,244 | 1,609,008 |
| Other income | 194 | 35,840 | 36,034 | 11,137 | 47,171 | 24,919 |
| Net assets released from restrictions | 1,702,186 | (1,702,186) | - | - | - | - |
| Total contributions, gains and other support | 3,420,796 | 463,790 | 3,884,586 | 435,104 | 4,319,690 | 5,231,234 |
| EXPENDITURES | | | | | | |
| Disbursed for charitable purposes | | | | | | |
| Instructional | 203,134 | - | 203,134 | - | 203,134 | 199,580 |
| Research | 571,111 | - | 571,111 | - | 571,111 | 488,713 |
| Public services | 41,548 | - | 41,548 | - | 41,548 | 404,149 |
| Academic support | 140,295 | - | 140,295 | - | 140,295 | 90,603 |
| Institutional support | (99,037) | - | (99,037) | - | (99,037) | 654,510 |
| Operations and maintenance | 5,000 | - | 5,000 | - | 5,000 | 13,408 |
| Student financial assistance | 854,677 | - | 854,677 | - | 854,677 | 721,034 |
| Total disbursed for charitable purposes | 1,716,728 | - | 1,716,728 | - | 1,716,728 | 2,571,997 |
| Management and general | 772,525 | - | 772,525 | - | 772,525 | 751,213 |
| Fundraising | 577,486 | - | 577,486 | - | 577,486 | 563,736 |
| Total expenditures | 3,066,739 | - | 3,066,739 | - | 3,066,739 | 3,886,946 |
| CHANGE IN NET ASSETS | 354,057 | 463,790 | 817,847 | 435,104 | 1,252,951 | 1,344,288 |
| NET ASSETS – BEGINNING | 1,420,929 | 7,525,379 | 8,946,308 | 9,578,378 | 18,524,686 | 17,180,398 |
| NET ASSETS – ENDING | <u>\$ 1,774,986</u> | <u>\$ 7,989,169</u> | <u>\$ 9,764,155</u> | <u>\$10,013,482</u> | <u>\$ 19,777,637</u> | <u>\$ 18,524,686</u> |

The accompanying notes are an integral part of these financial statements

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)
STATEMENT OF CASH FLOWS

Year Ended June 30, 2018
(With Comparative Totals for June 30, 2017)

| | 2018 | 2017 |
|---|--------------------|---------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Increase in net assets | \$1,252,951 | \$ 1,344,288 |
| Adjustments to reconcile (decrease) / increase in net assets to cash (used) / provided by operating activities: | | |
| Noncash Items: | | |
| Discount of pledges receivable | 39,521 | 74,294 |
| Allowance of pledges receivable | (148,711) | 9,629 |
| Net change in value of annuity agreements | 13,712 | 18,831 |
| Net change in value of beneficial interest in a trust | (2,287) | (4,903) |
| Net realized gain on investments | (450,706) | (1,093,704) |
| Net unrealized (appreciation) of investments | (339,006) | (265,216) |
| Contributions restricted for long-term purposes | (419,354) | (350,731) |
| Changes in current assets and liabilities: | | |
| Accounts receivable | 34,659 | (2,313) |
| Prepaid expenses | 8,304 | (15,049) |
| Pledges receivable | 404,580 | 378,787 |
| Accrued liabilities | (203) | 6,988 |
| Deposits held for others | 9,031 | (27,936) |
| Net cash provided by operating activities | 402,491 | 72,965 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Student notes receivable | (36,575) | (13,552) |
| Purchase of investments | (3,146,534) | (18,740,230) |
| Sale of investments | 2,322,578 | 18,342,926 |
| Net cash used in investing activities | (860,531) | (410,856) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | |
| Payments to beneficiaries of charitable gift annuities | (20,370) | (23,254) |
| Distribution of principal from beneficial interest in trust | - | 25 |
| Related party payable | (45,133) | 94,013 |
| Contributions restricted for long-term purposes | 419,354 | 350,731 |
| Net cash provided by financing activities | 353,851 | 421,515 |
| NET INCREASE / (DECREASE) IN CASH AND EQUIVALENTS | (104,189) | 83,624 |
| CASH AND EQUIVALENTS - BEGINNING | 606,238 | 522,614 |
| CASH AND EQUIVALENTS - ENDING | \$ 502,049 | \$ 606,238 |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION | | |
| In-kind support | \$1,219,754 | \$ 1,188,255 |

The accompanying notes are an integral part of these financial statements

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 1. Organization

Northeast Ohio Medical University Foundation, a discretely presented component unit of Northeast Ohio Medical University (hereinafter referred to as the "Foundation"), was incorporated on April 14, 1978 as a nonprofit tax-exempt corporation. The purpose of the Foundation is to raise funds for and make distributions to Northeast Ohio Medical University (hereinafter referred to as the "University") and to assist in developing and increasing its resources to provide broader educational opportunities and services for charitable, educational, and scientific purposes.

The Foundation is governed by a volunteer Board of Directors consisting of a maximum 42 members.

Note 2. Significant Accounting Policies

Basis of Accounting - The Foundation has adopted the accrual basis of accounting in accordance with not-for-profit accounting principles generally accepted in the United States of America.

Basis of Presentation - The Foundation reports net assets based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Unrestricted Net Assets - Net assets that are not subject to donor-imposed stipulations. This category includes unrestricted assets.

Temporarily Restricted Net Assets - Net assets subject to donor-imposed stipulations that will be met either by actions of the Foundation and/or the passage of time.

Permanently Restricted Net Assets - Net assets subject to donor-imposed stipulations that will be maintained permanently by the Foundation. The donors of these assets permit the Foundation to use the income earned on related investments for general or specific purposes. This category includes loan funds, annuity funds restricted by the donor, and true endowment principal.

Cash and Equivalents - The Foundation considers highly liquid instruments such as cash, certificates of deposit, and investments with a maturity of three months or less when purchased to be cash equivalents.

The Foundation maintains its cash in bank deposits which, at times, may exceed federally insured limits. The Foundation has not experienced any losses in such accounts and believes it is not exposed to significant risk on cash in bank deposits.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 2. Significant Accounting Policies (Continued)

Pledge Receivables - The Foundation records pledges and unconditional promises to give as receivables and revenue in the year the pledge is made. Those that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as revenue until the conditions are substantially met. Management's estimate of the allowance for doubtful pledges receivable is based on historical collectability.

Investments - Investments are carried at fair market value based on quoted market prices. Realized and unrealized gains and losses are reflected in the statement of activities.

Investments in equity securities with readily determinable fair values and all investments in debt securities are measured at fair value. The fair values of investments are based on quoted market prices. Investments not publicly traded are stated at cost, which approximates market. Donated investments, including donated property, are recorded as contributions at fair value on the date received. Realized gains / (losses) on investments are the difference between the proceeds received and the average cost of investments sold. Net appreciation of the fair value of investments (including realized gains / (losses) and unrealized gains / (losses) and dividends and interest) is included in revenue, gains, and other income of unrestricted net assets, unless the net appreciation or investment income is restricted by the donor.

Annuity and Life Income Accounts - The amount of the contribution recorded by the Foundation from annuity trust agreements is the fair value of the trust assets received less the present value of the estimated annuity payments. The liability is determined based on actuarial assumptions and is included in the liabilities section of the statement of financial position.

Revenue Recognition - Unrestricted contributions of cash and other assets are recognized as revenue when they are received. All other restricted contributions are recognized when pledged.

The Foundation receives donated services from the University which are specialized skills that would need to be purchased if not provided by donation. Note 13 includes information for such services provided by the University. Such in-kind donations are reported as contributions in the statement of activities.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 2. Significant Accounting Policies (Continued)

Functional Allocation of Expenses - Total expenses consist of expenses related to program services, management and general, and fundraising. Costs are allocated between the various programs and support services on an actual basis, where available, or based upon reasonable allocation methods. Although the methods of allocation are considered appropriate, other methods could be used that would produce different amounts.

Risks and Uncertainties - The Foundation invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position.

Income Taxes - The Foundation operates as a nonprofit corporation and has been determined to be exempt from federal income taxes under Section 501(c)(3) of the United States Internal Revenue Code.

Use of Estimates - The process of preparing financial statements in conformity with accounting principles generally accepted in the United States of America requires the use of estimates and assumptions regarding certain types of assets, liabilities, revenue, and expenses. Such estimates primarily relate to unsettled transactions and events as of the date of the financial statements. Accordingly, upon settlement, actual results may differ from estimated amounts.

Comparative Financial Statements - 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 accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended June 30, 2017 from which the summarized information was derived.

Upcoming Pronouncements - In August 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2016-14, Not-for-Profit Entities (Topic 958): *Presentation of Financial Statements of Not-for-Profit Entities*. ASU 2016-14 requires significant changes to the financial reporting model of organizations who follow FASB not-for-profit rules, including changing from three classes of net assets to two classes, net assets with donor restrictions and net assets without donor restrictions. The ASU will also require changes in the way certain information is aggregated and reported by the Foundation, including required disclosures about the liquidity and availability of resources. The new standard is effective for the Foundation's financial statements for the year ending June 30, 2019 and thereafter and must be applied on a retrospective basis. The Foundation is currently evaluating the impact this standard will have on the financial statements.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 2. Significant Accounting Policies (Continued)

In May 2014, the Financial Accounting Standards Board issued Accounting Standards Update No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*, which will supersede the current revenue recognition requirements in Topic 605, *Revenue Recognition*. The ASU is based on the principle that revenue is recognized to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The ASU also requires additional disclosure about the nature, amount, timing, and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in judgments and assets recognized from costs incurred to obtain or fulfill a contract. The new guidance will be effective for the Foundation's financial statements for the year ending June 30, 2020.

In June 2018, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*, which provides enhanced guidance to assist entities in (a) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) or as exchange (reciprocal transactions) and (b) determining whether a contribution is conditional. The accounting guidance will result in more governmental contracts being accounted for as contributions and may delay revenue recognition for certain grants and contributions that no longer meet the definition of unconditional. The new guidance will be effective for the Foundation's financial statements for the year ending June 30, 2019 and will be applied on a modified prospective basis. The Foundation does not expect the standard to have a significant impact on the timing of revenue recognition for government grants and contracts but has not yet determined the impact on the timing of recognition of foundation and individual grants and contributions.

Subsequent Events - The financial statements and related disclosures include evaluation of events up through and including September 24, 2018, which is the date the financial statements were available to be issued.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 3. Pledges Receivable

Unconditional promises to give are included in the financial statements as pledges receivable. Pledges are recorded at their approximate present value. The future expected cash flows from pledges receivable have been discounted using a discount rate of five percent for the years ended June 30, 2018 and 2017.

Pledges receivable at June 30, 2018 and 2017 are expected to be realized in the following periods:

| | <u>2018</u> | <u>2017</u> |
|--|---------------------|---------------------|
| Less than one year | \$ 587,100 | \$ 658,000 |
| Between one and five years | 949,700 | 1,069,500 |
| More than five years | <u>3,000</u> | <u>148,500</u> |
| Total outstanding pledges | 1,539,800 | 1,876,000 |
| Less net present value discount | (92,365) | (131,886) |
| Less allowance for uncollectible pledges | <u>(49,344)</u> | <u>(50,633)</u> |
| Net outstanding pledges | <u>\$ 1,398,091</u> | <u>\$ 1,693,481</u> |

Note 4. Investments

The following is a summary of investments at June 30:

| | <u>2018</u> | | <u>2017</u> | |
|---|----------------------|----------------------|----------------------|----------------------|
| | <u>Cost</u> | <u>Market</u> | <u>Cost</u> | <u>Market</u> |
| Money market fund | \$ 361,437 | \$ 361,437 | \$ 254,306 | \$ 254,306 |
| Cash surrender value of life insurance | 218,248 | 218,248 | 226,482 | 226,482 |
| Equities | 8,721,975 | 10,279,616 | 8,048,474 | 9,371,961 |
| Other | 236,330 | 247,292 | 219,341 | 236,402 |
| Fixed income | <u>5,927,751</u> | <u>6,852,095</u> | <u>5,453,662</u> | <u>6,255,869</u> |
| Total long-term investments | <u>\$ 15,465,741</u> | <u>\$ 17,958,688</u> | <u>\$ 14,202,265</u> | <u>\$ 16,345,020</u> |

The Foundation's Board of Directors has adopted an investment policy which is reviewed and updated on an annual basis and is used to determine asset allocation.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 5. Fair Value Measurements

Accounting standards require certain assets and liabilities be reported at fair value in the financial statements and provide a framework for establishing that fair value. The framework for determining fair value is based on a hierarchy that prioritizes the inputs and valuation techniques used to measure fair value.

Level 1 - Uses unadjusted quoted prices that are available in active markets for identical assets as of the reporting date. Active markets are those in which transactions for the asset occur in sufficient frequency and volume to provide pricing information on an ongoing basis.

Level 2 - Uses inputs other than Level 1 inputs that are either directly or indirectly observable as of the reporting date through correlation with market data, including quoted prices for similar assets in active markets and quoted prices in markets that are not active. Level 2 also includes assets that are valued using models or other pricing methodologies that do not require significant judgment since input assumptions used in the models, such as interest rates and volatility factors, are corroborated by readily observable data.

Level 3 - Uses inputs that are unobservable and are supported by little or no market activity and reflect the use of significant management judgment. These values are generally determined using pricing models and fund manager statements for which assumptions utilize management's estimates of market participant assumptions.

As of July 1, 2017, the Foundation implemented new guidance that changed the required disclosures for investments valued at net asset value (NAV) per share (or its equivalent) as a practical expedient. Prior to July 1, 2017, investments measured at fair value using the NAV practical expedient were classified in the fair value hierarchy based on the redemption features associated with the investment. Under the new guidance, investments measured at fair value using net asset value per share (or its equivalent) as a practical expedient are no longer classified in the fair value hierarchy above and the information for 2017 has been adjusted to conform to the new disclosure requirements.

The Foundation's policy is to recognize transfers between levels of the fair value hierarchy as of the end of the reporting period. For the years ended June 30, 2018 and 2017, there were no transfers between levels of the fair value hierarchy.

The following tables set forth by level within the fair value hierarchy the Foundation's financial assets that were accounted for at a fair value on a recurring basis as of June 30, 2018 and 2017. The financial assets are classified in their entirety based on the lowest level of input that is significant to the fair value measurement. The Foundation's assessment of the significance of a particular input to the fair value measurement requires judgment and may affect the valuation of fair value assets and their placement within the fair value hierarchy levels. The tables do not include cash on hand or other assets and liabilities that are measured at historical cost or any basis other than fair value.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

| | Balance at June 30, 2018 | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
|--|-----------------------------|---|---|---|
| Assets - Investments | | | | |
| Domestic fixed income | \$ 5,111,988 | \$ 5,111,988 | \$ - | \$ - |
| International fixed income | 1,740,107 | 1,740,107 | - | - |
| Domestic equities | 6,836,769 | 6,836,769 | - | - |
| International equities | 2,829,577 | 2,829,577 | - | - |
| Money market | 361,437 | - | 361,437 | - |
| Emerging market equities | 613,270 | 613,270 | - | - |
| Other investments | 243,759 | 243,759 | - | - |
| Total Investments | \$ 17,736,907 | \$ 17,375,470 | \$ 361,437 | \$ - |
| Assets - Beneficial Interest in Trust | | | | |
| Total Beneficial Interest in Trust | \$ 72,669 | \$ - | \$ - | \$ 72,669 |
| Investments measured at NAV | \$ 3,533 | \$ - | \$ - | \$ - |
| Total Fair Value Measurements | \$ 17,813,109 | \$ 17,375,470 | \$ 361,437 | \$ 72,669 |

| | Balance at June 30, 2017 | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
|--|-----------------------------|---|---|---|
| Assets - Investments | | | | |
| Domestic fixed income | \$ 5,023,962 | \$ 5,023,962 | \$ - | \$ - |
| International fixed income | 1,231,907 | 1,231,907 | - | - |
| Domestic equities | 6,081,485 | 6,081,485 | - | - |
| International equities | 3,290,476 | 3,290,476 | - | - |
| Money market | 254,306 | - | 254,306 | - |
| Other investments | 232,356 | 232,356 | - | - |
| Total Investments | \$ 16,114,492 | \$ 15,860,186 | \$ 254,306 | \$ - |
| Assets - Beneficial Interest in Trust | | | | |
| Total Beneficial Interest in Trust | \$ 70,382 | \$ - | \$ - | \$ 70,382 |
| Investments measured at NAV | \$ 4,046 | \$ - | \$ - | \$ - |
| Total Fair Value Measurements | \$ 16,188,920 | \$ 15,860,186 | \$ 254,306 | \$ 70,382 |

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 5. Fair Value Measurements (Continued)

Investments - The Foundation invests in cash and cash equivalents, equities and bonds, with quoted prices in active markets, which are considered to be Level 1 inputs.

The Foundation has processes in place to select the appropriate valuation technique and unobservable inputs to perform Level 3 fair value measurements. These processes include quarterly meetings with the Foundation's Investment and Finance committee for calibration and review of the Level 3 investment monthly or quarterly fund manager statements and annual audited financial statements. The Foundation cannot independently assess the value of these Level 3 underlying positions through a public exchange or over-the-counter market. The Foundation utilizes a third-party investment manager to monitor, participate in fund manager calls, and obtain underlying financial information on the Level 3 investments.

Assets measured at fair value on a recurring basis using significant unobservable inputs are as follows:

| | Beneficial Interest in Trust |
|-----------------------------|---------------------------------|
| Balance at June 30, 2017 | \$ 70,382 |
| Payments | - |
| Change in Value | 2,287 |
| Balance as of June 30, 2018 | \$ 72,669 |

| | Beneficial Interest in Trust |
|-----------------------------|---------------------------------|
| Balance at June 30, 2016 | \$ 65,504 |
| Payments | (25) |
| Change in Value | 4,903 |
| Balance as of June 30, 2017 | \$ 70,382 |

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 6. Beneficial Interest in Trusts

The Foundation is a beneficiary of a charitable remainder trust. Upon the death of the donors, the Foundation will receive its share of the trust funds. The Foundation recorded an investment in this trust equal to the expected future distribution discounted at a rate of five percent. The value of the Foundation's interest in the trust was \$72,669 at June 30, 2018 and \$70,382 at June 30, 2017.

Note 7. Student Notes Receivable

Donors have established a revolving loan fund that disburses funds with an interest rate of five percent. The note receivable is reported at the original issue amount less principal repaid. Interest is recognized according to the terms of the specific note.

The Foundation considers a student receivable to be impaired when, based upon current information and events, it believes it is probable that the Foundation will be unable to collect all amounts due according to the contractual terms of the loan agreement. The Foundation did not have any notes receivable considered to be impaired or uncollectible as of June 30, 2018 or 2017.

Note 8. Gift Annuity Obligations

The Foundation is obligated under various annuity contracts, whereby donors have contributed cash to the Foundation with an agreement that the donor shall be the sole recipient of annual annuity payments. These annual payments, currently totaling \$20,370 per year, shall terminate on the last payment date preceding the death of the donor. In determining the net present value of the obligations as of June 30, 2018 and 2017, the discount rate is determined using the risk-free rate of return as of the date of the initial contract.

Note 9. Unrestricted Net Assets - Designated

The following net assets have been designated to be available primarily for charitable purposes benefiting the Foundation's faculty, staff, and students in the following functional categories:

| | 2018 | 2017 |
|--|--------------|--------------|
| Charitable purposes: | | |
| Instruction and departmental research | \$ 2,224 | \$ 1,249 |
| Academic support | 54,420 | 54,420 |
| Institutional support | 1,252,461 | 1,019,232 |
| Student scholarships and other student aid | 9,643 | 18,842 |
| Student loan funds | 19,035 | 6,800 |
| Total designated Net Assets, June 30 | \$ 1,337,783 | \$ 1,100,543 |

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 10. Temporarily Restricted Net Assets

All temporarily restricted net assets are available for charitable purposes benefiting the Foundation's faculty, staff, and students in the following functional categories:

| | 2018 | 2017 |
|--|--------------|--------------|
| Instruction and departmental research | \$ 2,054,321 | \$ 1,760,488 |
| Separately budgeted research | 574,957 | 554,805 |
| Public service | 174,458 | 186,262 |
| Academic support | 824,243 | 950,691 |
| Institutional support | 772,115 | 1,042,349 |
| Plant operation and maintenance | 8,795 | 4,515 |
| Student services | 18,372 | - |
| Student scholarships and other student aid | 3,343,660 | 2,799,787 |
| Deferred gift annuity | 218,248 | 226,482 |
| | \$ 7,989,169 | \$ 7,525,379 |

Note 11. Permanently Restricted Net Assets

Permanently restricted net assets are held in perpetuity for the following functional purposes:

| | 2018 | 2017 |
|--|---------------|--------------|
| Student loans | \$ 940,375 | \$ 908,193 |
| Endowments requiring earnings only to be made available for: | | |
| Student scholarships and awards | 4,441,376 | 4,238,024 |
| Student loans | 100,236 | 100,236 |
| Anatomy endowed chair | 1,002,471 | 1,002,471 |
| Psychiatry endowed chair | 2,000,000 | 2,000,000 |
| General and other | 1,504,217 | 1,297,883 |
| Deferred gift annuity | 40,974 | 49,822 |
| Allowance for uncollectible pledges | (16,167) | (18,251) |
| | \$ 10,013,482 | \$ 9,578,378 |

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 12. Endowment Funds

The Foundation's endowment includes donor-restricted endowment funds. Net assets associated with endowment funds are classified and reported based on the existence of donor-imposed restrictions.

Interpretation of Relevant Law

The Board of Directors of Northeast Ohio Medical University Foundation has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund,
- (2) The purposes of the Foundation and the donor-restricted endowment fund,
- (3) General economic conditions,
- (4) The possible effect of inflation and deflation,
- (5) The expected total return from income and the appreciation of investments,
- (6) Other resources of the Foundation, and
- (7) The investment policies of the Foundation.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 12. Endowment Funds (Continued)

| Endowments as of June 30, 2018: | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Permanently Restricted</u> | <u>Total</u> |
|---|---------------------|-----------------------------------|-----------------------------------|----------------------|
| Endowment net assets as of June 30, 2017 | \$ - | \$ 3,837,728 | \$ 8,620,363 | \$ 12,458,091 |
| Investment return: | | | | |
| Investment Income | - | 243,260 | - | 243,260 |
| Net appreciation (realized and unrealized) | - | 681,031 | - | 681,031 |
| Total investment return | - | 924,291 | - | 924,291 |
| Contributions | - | - | 406,145 | 406,145 |
| Appropriations for expenditures | - | (376,926) | 5,625 | (371,301) |
| Endowment net assets As of June 30, 2018 | <u>\$ -</u> | <u>\$ 4,385,093</u> | <u>\$ 9,032,133</u> | <u>\$ 13,417,226</u> |
| | | | | |
| Endowments as of June 30, 2017: | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Permanently Restricted</u> | <u>Total</u> |
| Endowment net assets as of June 30, 2016 | \$ - | \$ 2,674,307 | \$ 8,265,882 | \$ 10,940,189 |
| Investment return: | | | | |
| Investment Income | - | 170,775 | - | 170,775 |
| Net appreciation (realized and unrealized) | - | 1,232,720 | - | 1,232,720 |
| Total investment return | - | 1,403,495 | - | 1,403,495 |
| Contributions | - | - | 428,751 | 428,751 |
| Appropriations for expenditures | - | (240,074) | (74,270) | (314,344) |
| Endowment net assets As of June 30, 2017 | <u>\$ -</u> | <u>\$ 3,837,728</u> | <u>\$ 8,620,363</u> | <u>\$ 12,458,091</u> |

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 12. Endowment Funds (Continued)

Funds with Deficiencies

From time-to-time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. In accordance with generally accepted accounting principles, there were no deficiencies of this nature that are reported in unrestricted net assets as of June 30, 2018 and 2017.

Return Objectives and Risk Parameters

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified period. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of the S&P 500 Index while assuming a moderate level of investment risk. The Foundation expects its endowment funds, over time, to provide an average rate of return of approximately six percent annually. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Foundation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation has a policy of appropriating for distribution each year up to five percent of its endowment fund's average fair value over the prior three years through the preceding fiscal year in which the distribution is planned. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long term, the Foundation expects the current spending policy to allow its endowment to grow at an average of three percent annually. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment returns.

Endowment Administrative Fee

In fiscal year 2017, the Board approved the adoption of an annual administrative fee on all June 30 endowment balances. This fee was assessed in fiscal year 2018 and calculated at one percent on the average year end endowment balances for the prior three years fiscal years (June 30, 2018, 2017, and 2016). The fee assessed on endowments was \$114,011 for the year ended June 30, 2018 and \$0 for the year ended June 30, 2017, thereby releasing these funds from restrictions.

NORTHEAST OHIO MEDICAL UNIVERSITY FOUNDATION
(A Component Unit of Northeast Ohio Medical University)

NOTES TO FINANCIAL STATEMENTS
Year Ended June 30, 2018

Note 13. Related Party Transactions

The Foundation made disbursements of \$2,034,533 for the year ended June 30, 2018 and \$2,571,997 for the year ended June 30, 2017, in direct support of charitable, educational, and scientific purposes benefiting the University and its students. In addition, the Foundation granted loans to students of \$131,107 for the year ended June 30, 2018 and \$106,461 for the year ended June 30, 2017.

The Foundation provided reimbursements to the University for management, fundraising, services, and office space of \$187,085 for the year ended June 30, 2018 and \$164,021 for the year ended June 30, 2017. The Foundation had accounts payable to the University totaling \$385,437 for the year ended June 30, 2018 and \$430,570 for the year ended June 30, 2017, related to the unpaid reimbursements for similar purposes. Amounts for such services provided by the University which are not reimbursed by the Foundation are reported as in-kind contributions in the statement of activities. The University's in-kind support for these services was valued at \$1,219,754 for the year ended June 30, 2018 and \$1,188,255 for the year ended June 30, 2017.

This page intentionally left blank.

Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*

Independent Auditor's Report

To Management and the Board of Directors
Northeast Ohio Medical University Foundation

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Northeast Ohio Medical University Foundation (the "Foundation") as of and for the year ended June 30, 2018 and the related notes to the financial statements, which collectively comprise the Foundation's basic financial statements, and have issued our report thereon dated September 24, 2018.

Internal Control Over Financial Reporting

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

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

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

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Foundation's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion.

The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

To Management and the Board of Directors
Northeast Ohio Medical University Foundation

Purpose of this Report

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

Plante & Moran, PLLC

September 24, 2018



Dave Yost • Auditor of State

NORTHEAST OHIO MEDICAL UNIVERSITY (NEOMED) FOUNDATION

PORTAGE COUNTY

CLERK'S CERTIFICATION

This is a true and correct copy of the report which is required to be filed in the Office of the Auditor of State pursuant to Section 117.26, Revised Code, and which is filed in Columbus, Ohio.

Susan Babbitt

CLERK OF THE BUREAU

**CERTIFIED
OCTOBER 16, 2018**