THE LAKELAND FOUNDATION KIRTLAND, OHIO

FINANCIAL STATEMENTS

JUNE 30, 2007



Mary Taylor, CPA Auditor of State

Board of Directors Lakeland Foundation 7700 Clocktower Drive Kirtland, Ohio 44094

We have reviewed the *Independent Auditor's Report* of the Lakeland Foundation, Lake County, prepared by S.R. Snodgrass, A.C., for the audit period July 1, 2006 through June 30, 2007. 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 Lakeland Foundation is responsible for compliance with these laws and regulations.

Mary Taylor, CPA Auditor of State

Mary Taylor

November 30, 2007



THE LAKELAND FOUNDATION FINANCIAL STATEMENTS

	Page <u>Number</u>
ndependent Auditor's Report	3
inancial Statements:	
Statement of Financial Position	4
Statement of Activity	5
Statement of Cash Flows	6
Notes to Financial Statements	7 - 13
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	14 - 15



Independent Auditor's Report

To the Board of Directors of The Lakeland Foundation 7700 Clocktower Drive Kirtland, OH, 44094

We have audited the accompanying statement of financial position of The Lakeland Foundation (a nonprofit organization) as of June 30, 2007, and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audit. The financial statements of The Lakeland Foundation as of June 30, 2006 were audited by other auditors whose report dated October 31, 2006, expressed an unqualified opinion on those statements.

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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Lakeland Foundation at June 30, 2007, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with Government Auditing Standards, we have also issued a our report dated September 14, 2007, on our consideration of The Lakeland Foundation's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and 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 and should be considered in assessing the results of our audit.

S. R. Lnodgress A. C.

Mentor, Ohio September 14, 2007

THE LAKELAND FOUNDATION STATEMENT OF FINANCIAL POSITION JUNE 30, 2007 (WITH COMPARATIVE TOTALS FOR 2006)

ASSETS		2007	2006		
Cash and Cash Equivalents Cash Held for Others Investments, at fair value Pledges Receivable - net Donations Receivable Loans Receivable - net Other Assets Prepaid Expense Total Assets	\$	248,904 26,768 2,362,805 157,898 18,318 17,083 675 159	\$	292,247 19,114 1,968,660 228,332 29,465 20,910 1,597	
131417165316	<u> </u>	2,002,010			
LIABILITIES					
Payables (Scholarship and Trade) Due to Custodial Funds Contingent Pledge Liability	\$	62,319 26,768 25,000	\$	62,734 19,114 50,000	
Total Liabilities		114,087		131,848	
NET ASSETS					
Permanently Restricted Temporarily Restricted Unrestricted		1,788,328 760,899 169,296	,	1,497,253 690,230 240,994	
Total Net Assets		2,718,523		2,428,477	
	\$	2,832,610	\$	2,560,325	

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

THE LAKELAND FOUNDATION STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2007 (WITH COMPARATIVE TOTALS FOR 2006)

SUPPORT, REVENUE, and RECLASSIFICATIONS	PERM	PERMANENTLY RESTRICTED	TEMPORARILY RESTRICTED	UNRESTRICTED	2007 TOTALS	2006 TOTALS	
Private and Corporate Contributions and Grants Donations - In-Kind Interest and Dividends Realized Gain (Loss) on Investments Unrealized Gain on Investments	မှ	80,361 - 42,733 143,959 49,139	\$ 696,990	\$ 89,709 5,179 27,360 (2,174) 95	\$ 837,060 98,248 70,093 141,785 55.903	\$ 800,905 306,875 55,542 22,167 15,480	82279
Total Support and Revenue Net Assets Released from Restrictions or Transferred Total Support, Revenues, and Reclassifications		316,192 (25,117) 291,075	766,728 (696,059) 70,669	120,7 721,1 841,3	1,203,089	1,200,969	၂၉ ၂၅၂
PROGRAM and SUPPORT EXPENSES Program Services: Scholarships		1	,	378,302	378,302	361,712	. 4
Educational and Kelated Programs In-Kind Educational and Related Programs Total Program Services		1 1		223,73 50,021 652,006	50,021	137,246 253,972	ထု ညြင့
Support Services: Administration		3 I		632,036 120,975	632,036 120,975	137,103	3 α
Administrative - In-Kind Fundraising Eundraising - In-Kind		1 1	1 +	257 91,837 529 72	257 91,837	62,147	<u> </u>
Total Support Services				260,947	260,947	252,153	ვ დ
Total Program and Support Expenses		#		913,043	913,043	1,005,083	_{တ္တ}
CHANGE IN NET ASSETS		291,075	20,669	(71,698)	290,046	195,886	ဖွ
NET ASSETS - Beginning of Year		1,497,253	690,230	240,994	2,428,477	2,232,591	<u>-</u>
NET ASSETS - End of Year	49	1,788,328	\$ 760,899	\$ 169,296	\$ 2,718,523	\$ 2,428,477	7

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

THE LAKELAND FOUNDATION STATEMENT OF CASH FLOWS JUNE 30, 2007 (WITH COMPARATIVE TOTALS FOR 2006)

		2007	 2006
CASH FLOW FROM OPERATING ACTIVITIES	_		
Change in Net Assets	\$	290,046	\$ 195,886
Adjustments to Reconcile Change in Net Assets			
to Net Cash Provided by Operating Activities:		0.570	0.075
Change in Allowance for Uncollectible Loans		6,572	6,975
Change in Allowance for Uncollectible Pledges		10,393	(12,938)
Change in Discounts to Net Present Value		(5,259)	(11,168)
Realized Gain on Investments		(141,785)	(22,167)
Unrealized Loss (Gain) on Investments		(55,903)	(15,479)
Contributions Restricted for Long-Term Investment		(79,923)	(89,981)
Interest and Dividends Restricted for Reinvestment		(42,733)	(46,276)
Changes in Operating Assets and Liabilities:			
Decrease in Pledges Receivable		65,300	70,198
(Increase) in Program Loans Receivable		(2,745)	(8,852)
Decrease (Increase) in Accounts Receivable		11,147	(15,393)
Decrease (Increase) in Prepaid Expense		(159)	7,177
Decrease (Increase) in Other Assets		922	(1,300)
(Decrease) in Payables		(415)	(48,463)
(Decrease) in Contingent Pledge Liability		(25,000)	 (25,000)
Total Adjustments		(259,588)	(212,667)
Net Cash Provided by (Used by) Operating Activities		30,458	 (16,781)
CASH FLOW FROM INVESTING ACTIVITIES			
Proceeds from Sales and Maturity of Investments		2,055,904	592,895
Purchase of Investments	((2,289,336)	(603,983)
Change in Investment Money Market funds		36,975	 (106,990)
Net Cash Used by Investing Activities		(196,457)	 (118,078)
CASH FLOWS FROM FINANCING ACTIVITIES			
Interest and Dividends Restricted for Reinvestment		42,733	46,276
Contributions Restricted for Long-Term Investment		79,923	89,981
Net Cash Provided by Financing Activities		122,656	 136,257
Net Change in Cash and Cash Equivalents		(43,343)	1,398
CASH AND CASH EQUIVALENTS - Beginning of Year		292,247	 290,849
CASH AND CASH EQUIVALENTS - End of Year	\$	248,904	\$ 292,247
SUPPLEMENTAL SCHEDULE OF NON-CASH OPERATING ACTIVITIES			
Donated Goods		98,248	306,875
Donated Goods Used in Operations		(98,156)	(306,875)
Net Change Affecting Net Assets	\$	92	\$ -

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

1. NATURE OF ACTIVITIES

The Lakeland Foundation (the "Foundation") was formed in 1981 to obtain private financing support for the promotion of excellence at Lakeland Community College ("LCC") and operates for the benefit and is a component unit of Lakeland Community College. The Foundation provides scholarships, support, and loans to financially disadvantaged students, students demonstrating excellent academic abilities, and students meeting criteria of specific donor stipulations. The Foundation also provides support to specific educational departments and programs of LCC. The accounting records for the Foundation are maintained at LCC Kirtland, Ohio. Certain administrative expenses of the Foundation are paid directly by LCC.

The Foundation serves as fiscal agent for Partners in Science Excellence (PSE). Partners in Science Excellence is a separate organization with its own board. The cash on hand and due PSE is reflected on the Statement of Financial Position and Cash Held for Others and Due to Custodial Funds.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF ACCOUNTING

The accompanying financial statements are presented on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles.

BASIS OF PRESENTATION

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) in its Statement of Financial Accounting Standards (SFAS) No. 117, "Financial Statements of Not-for-Profit Organizations". Under those provisions, net assets and revenues, gains, and losses are classified based on the absence or existence and nature of donor-imposed restrictions as follows:

- Unrestricted Net Assets Net assets that are not subject to donor-imposed stipulations.
- Temporarily Restricted Net Assets Net assets subject to donor-imposed stipulations that can be fulfilled by actions of the Foundation pursuant to those stipulations or that expire by the passage of time.
- Permanently Restricted Net Assets Net assets subject to donor-imposed stipulations that they be maintained permanently by the Foundation. Generally, the donors of such assets permit the Foundation to use all or part of the income earned on the assets.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED

COMPARATIVE FINANCIAL STATEMENTS

The financial statements include certain prior-year (2006) comparative total amounts. Such total amounts do not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States. Accordingly, such amounts should be read in conjunction with the Foundation's financial statements for the year ended June 30, 2006, from which the comparative total amounts were derived. The 2006 audited financial statement had an unqualified opinion expressed on it by Varney, Fink & Associates, Inc.

USE OF ESTIMATES

The preparation of financial statements in conformity with accounting principles generally accepted in the United States includes the use of estimates that affect the financial statements. Accordingly, actual results could differ from those estimates.

CASH AND CASH EQUIVALENTS

For purposes of the Statement of Cash Flows, cash equivalents include time deposits, certificates of deposit, and liquid debt instruments that may be used within one year. Money Market investments are considered investments and are classified as such in the cash flow statement.

CONCENTRATIONS OF CREDIT RISK

The Foundation maintains its cash and cash equivalents in various bank accounts, the amounts of which may at times exceed federally insured limits. The Foundation's cash investments are placed with high-credit-quality financial institutions. Accounts at an institution are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$100,000. Cash and cash equivalents at the institution exceed the federally insured limits. The amount in excess of the FDIC limit totaled \$190,977 as of June 30, 2007. The Foundation has not experienced any losses in such accounts, and management believes the Foundation is not subject to a risk of loss beyond that related to market changes.

INVESTMENTS

Investments in marketable securities are stated at fair market value.

The Foundation's practice with respect to contributions of equity securities is to sell the securities upon receipt for their current fair market value.

FINANCIAL INSTRUMENTS

The amounts recorded on the Statement of Financial Position for the financial instruments approximate the fair value of those items.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

CONTRIBUTIONS

The Foundation accounts for donations in accordance with the recommendations of the FASB in SFAS No. 116, "Accounting for Contributions Received and Contributions Made". Contributions, including unconditional promises to give, are recognized as revenue in the period received. Conditional promises to give are not recognized until they become unconditional; that is, when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value. Contributions to be received after one year are discounted at an appropriate discount rate commensurate with the risk involved. Amortization of discounts is recorded as additional contribution revenue in accordance with donor- imposed restrictions, if any, on the contributions.

TAX STATUS

The Foundation is considered a charitable organization under Section 501 (c) (3) of the Internal Revenue Code and is therefore exempt from federal income tax.

DONATIONS AND PLEDGES RECEIVABLE

Donations receivable are funds committed in the ordinary course of the Foundation's operations.

Pledges receivable are funds committed as part of the major gifts campaign.

DONATED ADMINISTRATIVE EXPENSES

Certain administrative functions of the Foundation are performed by administrative employees of Lakeland Community College at no charge to the Foundation. The value of these services is not recognized in these financial statements. The dollar value is not significant in relation to the financial statements taken as a whole.

DONATED FUNDRAISING EXPENSES

Significant time has been provided by many volunteers in fundraising activities; however, these donated serviced are not reflected in the financial statements since the services do not require specialized skills.

COMMITMENTS

There were no significant commitments not recognized at June 30, 2007.

3. INVESTMENTS

Investments are recorded at fair value. The historical and fair value at June 30, 2007 and 2006 were as follows:

		<u>2007</u>			<u>2006</u>			
		COST	,	<u>FAIR</u> VALUE		COST	,	<u>FAIR</u> VALUE
		<u>CO31</u>	•	VALUE		COST		VALUE
Corporate Stocks	\$	2,997	\$	3,093	\$	836,163	\$	933,025
Corporate Bonds		198,744		199,263		209,116		204,826
Municipal Bonds		_		-		15,148		14,055
Agency Bonds		248,376		247,991		402,102		391,930
Foreign Bonds		-		-		25,028		24,257
U.S. Obligations		49,879		49,848		174,445		173,320
Fixed Income								
Mutual Funds		475,000		466,919		_		-
Equity Mutual Funds		817,542		915,703		-		_
International Mutual								
Funds		244,679		289,714		-		-
Money Market/Cash								
and Reserves		<u> 190,274</u>		<u> 190,274</u>	_	227,249		227,249
	\$ 2	<u>2,227,491</u>	\$ 2	2 <u>,362,805</u>	\$	1,889,2 <u>51</u>	\$ '	1 <u>,968,662</u>

4. NET ASSETS

UNRESTRICTED FUNDS

These funds have no donor-imposed stipulations and the funds are used for general operating purposes deemed necessary by the Board of Directors.

TEMPORARILY RESTRICTED FUNDS

The Foundation has four types of funds which have been designated temporarily restricted. These funds include private and corporate contributions which have been temporarily restricted for these specific purposes. In addition, most fundraising events are also recorded in temporarily restricted. Earnings on investments of this fund are included in the unrestricted fund unless such earnings have been stipulated as temporarily restricted by donors.

Temporarily restricted net assets are available for the following purposes as of June 30, 2007 and 2006. Approximate totals are:

	<u>2007</u>	<u>2006</u>
Scholarships	\$ 491,490	\$ 413,633
Loans (Note 6)	30,049	36,621
Educational & Related Programs	231,628	236,644
Administration/Fundraising Total Temporarily Restricted Net	7,732	3,332
Assets	<u>\$ 760,899</u>	<u>\$ 690,230</u>

4. NET ASSETS (CONTINUED)

Net Assets were released from donor restrictions by incurring expenses satisfying the purpose restriction specified by donors as follows:

	<u>2007</u>	<u>2006</u>
Scholarships	\$ 249,416	\$ 220,359
Loans (Note 6)	6,572	6,976
Educational & Related Programs	263,663	446,931
Administration/Fundraising	183,935	197,534
Released or Transferred - net Total Net Assets Released from	(7,527)	<u>-</u>
Donor Restrictions	<u>\$ 696,059</u>	<u>\$ 871,800</u>

PERMANENTLY RESTRICTED FUNDS

The Endowment Fund includes contributions restricted in perpetuity or for terms designated by the donor. Earnings on investments of the Endowment Fund are included in the Endowment Fund (Quasi Endowment). However, the earnings may be used for current purposes of the Foundation.

Endowment activity by type is as follows:

Balance July 1, 2006	Permanent Endowment \$ 1,151,083	Quasi Endowment \$_346,170	<u>Total</u> \$ 1,497,253
Support and Revenue			
Donations	79,923	438	80,361
Interest and Dividends		42,733	42,733
Realized Gain on Investments		143,959	143,959
Unrealized Gain on Investments		49,139	<u>49,139</u>
Total Support and Revenue	<u>79,923</u>	236,269	316,192
Net Asset Released from Restrictions			
or by Transfer			
Released or transferred to (from)			
Temporarily Restricted	44,562	(52,089)	(7,527)
Transferred to Unrestricted	-	(17,590)	(17,590)
Total Net Assets Released from			
Restrictions or Transferred	<u>44,562</u>	<u>(69,679)</u>	(25,117)
Balance June 30, 2007	<u>\$ 1,275,568</u>	\$ 512,760	<u>\$ 1,788,328</u>

5. PLEDGES RECEIVABLE

At June 30, 2007 and 2006, pledges outstanding were \$ 202,826 and \$ 268,126, respectively. The related allowance for uncollected pledges at June 30, 2007 and 2006 are \$ 29,859 and \$ 19,466, respectively.

5. PLEDGES RECEIVABLE (CONTINUED)

Unconditional promises to give at June 30, 2007 are as follows:

	<u>2007</u>	<u>2006</u>
Total Unconditional Promises to Give Less: Discount to Net Present Value Less: Allowance for Uncollectible Pledges	\$ 202,826 (15,069) (29,859)	\$ 268,126 (20,328) (19,466)
Net Unconditional Promises to Give at June 30, 2007	<u>\$ 157,898</u>	\$ 228,332

Discount rates used on long-term promises to give average 6% in 2007.

Unconditional Pledges to give:	<u>2007</u>	<u>2006</u>
Unrestricted Amounts Due:		
Less than one year	\$ 36,995	\$ 48,932
One to Five Years	21,884	41,167
Temporarily Restricted Amounts Due:		•
Less than one year	65,031	107,458
One to Five Years	24,593	21,817
Permanently Restricted Amounts Due:	,	
Less than one year	8.947	8,469
One to Five Years	448	489
Total	<u>\$ 157,898</u>	\$ 228,332

6. LOANS RECEIVABLE

As of June 30, 2007 and 2006, loans receivable totaled \$ 93,685 and \$ 90,940, respectively. During fiscal year ended June 30, 2007 a total of \$ 11,000 was distributed to qualifying students in a revolving student loan in the C. Schell Loan Program. The loans are interest free and have various repayment terms. During fiscal year ended June 30, 2007, \$ 8,255 had been repaid. The related allowance for uncollectible loans is \$ 76,602 and \$ 70,030 for fiscal years ended June 30, 2007 and June 30, 2006, respectively.

7. CONTINGENT PLEDGE LIABILITY

A pledge donation was received in the amount of \$ 125,000 in July, 2003 and remitted in full during June, 2004. Subject to certain conditions, this is ratably recognized as contribution income over a five-year period ending June 30, 2008. If the conditions are not met, the prorated remaining liability balance must be returned to the donor.

8. RELATED PARTY TRANSACTIONS

The College made distributions to the Foundation of \$ 157,327 and \$ 151,433 for the years ended June 30, 2007 and 2006, respectively. The Foundation distributed \$ 712,491 and \$ 667,841 for the years ended 2007 and 2006, respectively, to the College. The Foundation also distributed \$ 49,021 and \$ 253,972 in Gifts-in-Kind for the years ended 2007 and 2006, respectively. The Foundation had receivables from the College of \$ 9,995 and \$ 18,359 as of June 30, 2007 and 2006, respectively. The Foundation had payables to the College of \$ 36,343 and \$ 41,452 as of June 30, 2007 and 2006, respectively.



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

To the Board of Directors of The Lakeland Foundation

We have audited the financial statements of The Lakeland Foundation (a nonprofit organization) as of and for the year ended June 30, 2007, and have issued our report thereon dated September 14, 2007. 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.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered The Lakeland Foundation's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Foundation's internal control over financial reporting.

A control deficiency 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 misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the Foundation's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the Foundation's financial statements that is more than inconsequential will not be prevented or detected by the Foundation's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the Foundation's internal control.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

To the Board of Directors of The Lakeland Foundation Page 2

Compliance and Other Matters

As part of obtaining reasonable assurance about whether The Lakeland Foundation's financial statements are free of 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*.

Mentor, Ohio September 14, 2007



Mary Taylor, CPA Auditor of State

LAKELAND FOUNDATION

LAKE 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.

CLERK OF THE BUREAU

Susan Babbitt

CERTIFIED DECEMBER 13, 2007