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Other Reporting Required by GovernmentAuditing Standards

In accordance with Government Auditing Standarder, have also issued our report dated September 23 2015 on our consideration of CSULB 49er Foundation's internal control over financial reporting and on our tests of its compliance with certain provisions and, 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 internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards considering CSULB 49er Foundation's internal control over financial reporting and compliance.

Long Beach, California September 232015

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

### Introduction

The following discussion and analysis provides an overview of the financial position and activities of the CSULB49er Foundation (the 49er Foundation) for the years ended June 30, 2015 and June 30, 2014. The discussion has been prepared by management and should be read in conjunction with the financial statements and notes thereto, which follow this 40etine/ii. 31 0 vc (a)(c)4(ug)4( Tnhei7.z( a)4(n2(h.

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

Statement of Net Position

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# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

### **Endowment Investments**

The 49er Foundation's endowment is \$57.2 million and \$57 million and 30, 2015 and 2014, respectively. The slight increase can be attributed to additional donations but reduced by market loss at the end of the fiscal year. The 49er Foundation's investment policies are designed to protect the lots with viability of its endowment and seek a total return that provides for the annual spending policy disbursement and inflation protection.

Permanent endowments are funds received from donors with the stipulation that the principal remains intact and be invested in perpetuity to produce income, which is to be expended for purposes specified by the donor.

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

Net Position	

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

### Statement of Revenues, Expenses and Changes in Net Position

The statement of revenues, expenses, and changes inpossition presents the 49er Foundation's results of operations. A summary of the 49er Foundation's revenues, expenses, and changes in net as see that follows:

,	For the Year Ended	
	June 30,	
	2015	2014
		(As restated)
Operating revenues:		
Other	\$ 370,000	\$ 350,000
Total operating revenues	370,000	350,000
Operating expenses	( 8,670,000)	( 5,650,000)
Operating loss	(8,300,000)	( 5,300,000)
Nonoperating revenues (expenses): Gifts	10,400,000	5,600,000
Investment income, net	, ,	300,000
Endowment income (loss)	300,000	6,900,000
Other nonoperating	50,000	-,
Endowment gifts	2,700,000	1,700,000
Total nonoperating revenues, net	13,450,000	14,500,000
Increase in net assets	5,150,000	9,200,000
Special item: Transfer of net assets from		
CSULB Research Foundation	f	1,600,000
Net positionat beginning of yearas restated	73,500,000	62,700,000
Net position at end of year	<u>\$ 78,650,000</u>	<u>\$ 73,500,000</u>

Total operating expenses consist of salaries, benefits, scholarships, supplies and services. Total nonoperating revenues consist of gifts, investment income and endowment income.

During fiscal year 2015, nonoperating revenues decreased \$1 million. Although gifts increased due to additional current use funds set up for the year, endowment earnings decreased \$6.8 million. During fiscal year 2014, nonoperating revenues increased \$1.9 million, or 16%, due to an increase in endowment and investment income.

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

### Statement of Revenues, Expenses and Changes in Net Position (Continued)

The operating loss is mainly affected by the gift revenues which are treated as nonoperating revenues, while corresponding gift expenditures.g(, student grants, scholarships, supplies and services) entreated as operating expenses. The 49er Foundation's program activities are allowed to use balances from prior years. Expenditures in the current year may be more or less than revenues recorded during the same year.

Endowment and investment incomeet of fees, consists of a change in the fair market value of investments, including interest, dividends, and realized and unrealized gains and losses of \$300,000 in 2015 and \$1 million in 2014. The Finance and Investment

# MANAGEMENT'S DISCUSSION AND ANALYSIS (UNAUDITED) JUNE 30, 2015 AND JUNE 30, 2014

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# STATEMENT OF NET POSITION

# **ASSETS**

ASS	)L13	
	June	: 30,
	2015	2014
		(As Restated)
CURRENT ASSETS		
Cash and cash equivalents	\$ 1,113,286	\$ 11,820,142
Shortterm investments	14,332,038	936,717
Accounts receivable, net	49,350	167,686
Pledges receivable, net	1,021,160	1,791,552
Prepaid expenses and other assets	68,808	103,213
	16,584,642	14,819,310
NONCURRENT ASSETS		
Pledges receivable, net	5,733,582	3,113,620
Endowment investments	<u>57,190,87</u> 7	57,000,071
	62,924,459	60,113,691
TOTAL ASSETS	79,509,101	74,933,001
LIABI	LITIES	
CURRENT LIABILITIES		
Accounts payable	28,408	301,906
Other liabilities	821,676	1,105,390
	850,084	1,407,296
NET PC	SITION	
NET POSITION		
Restricted for:	47.005.400	44.000.044
Nonexpendable endowments	47,665,480	44,963,041
Expendable: Scholarships and fellowships	2 574 722	3,580,863
Other	2,574,722 21,564,624	18,238,916
Unrestricted	6,854,191	6,742,885
Officationed	0,004,191	
TOTAL NET POSITION	<u>\$ 78,659,017</u>	<u>\$ 73,525,705</u>

# STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

	For the Year Ended June 30,		
	2015	2014	
		(As Restated)	
REVENUES Operatingrevenues	\$ 377,664	\$ 355,356	
Operating Expenses: Instruction Public service Academic support Student services Institutional support Student grants and scholarships	64,044 2,090 559,784 61,638 4,639,558 3,347,309 8,674,423	53,166 6,095 417,724 57,105 2,578,487 2,525,678 5,638,255	
OPERATING LOSS	( <u>8,296,759</u> )	(5,282,899)	
NONOPERATING REVENUES Gifts, noncapital Investment income, net Endowment incomenet Other nonoperating revenue	10,402,138 32,629 236,940 55,925 10,727,632	5,633,097 257,560 6,884,737 12,775,394	
INCOME BEFORE OTHER ADDITIONS	2,430,873	7,492,495	
ADDITIONS TO PERMANENT ENDOWMENTS	2,702,439	1,686,855	
INCREASE IN NET POSITION BEFORE SPECIAL ITEM	5,133,312	9,179,350	
SPECIAL ITEM Transfer of netpositionfrom CSULB Research Foundation	f	1,626,288	
INCREASE IN NET POSITION	5,133,312	10,805,638	
NET POSITION AT BEGINNING OF YEAR (AS RESTATED)	73,525,705	62,720,067	
NET POSITION AT END OF YEAR	\$ 78,659,017	<u>\$ 73,525,705</u>	

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

# STATEMENT OF CASH FLOWS

	For the Year Ended June 30,		Ended	
		2015	001	2014
Payments to employees Payments to students Other recepts Net Cash Used In Operating Activities	t <b>\$</b> \$ ( ( _	4,327,389) 1,273,341) 3,347,308) 245,433 8,702,605)	(\$ ( (	1,200,609) 962,523) 2,525,678) 1,052,014 3,636,796)
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES Gifts received for other than capital purposes Net Cash Provided By Noncapital Financing Activities	_	8,609,864 8,609,864	_	4,942,335 4,942,335
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES  Net Cash Used In Capital and Related Financing Activities	_	f	_	<u>f</u> _
CASH FLOWS FROM INVESTING ACTIVITIES Proceeds from sales and maturities of investments Investment incomenet Endowment incomeloss), net Additions to permanent endowments Purchase of investments Net CashProvided by (Used In) Investing Activities	(_ s(_	2,731,579 32,629 236,940 2,702,439 16,317,702) 10,614,115)	(	257,560 1,479,084 1,686,855 2,002,248) 1,421,251
NET CHANGE IN CASH AND CASH EQUIVALENTS	(	10,706,856)		2,726,790
CASH TRANSFER FROM CSULB RESEARCH FOUNDATION		f		1,626,288
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	_	11,820,142	_	7,467,064
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$</u>	1,113,286	\$	11,820,142
RECONCILIATION OF OPERATING LOSS TO NET CASH FROM OPERATING ACTIVITIES:  Operating loss  Adjustments to reconcile operating loss to net cash f operating activities:	(\$ ron		(\$	5,282,899)
Gift premium Change in assets and liabilities	(	1,375)		f
Accounts receivable, net Prepaid expenses and other assets Accounts payable Other liabilities	(	118,336 34,405 273,498) 283,714)		422,469 34,403 285,040 904,191
Net Cash Used In Operating Activities	( <u>\$</u>	8,702,605)	( <u>\$</u>	3,636,796)

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

# NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

### NOTE 1 – Statement of Significant Accounting Policies

### Organization

The CSULB 49er Foundation(the 49er Foundation)s a nonprofit, taxexempt corporation, which commenced operations on July 1, 2012 he 49er Foundation is organized to actively promote philanthropy and manage donated resources for the advancement California State University, Long Beach (the University), by accepting and managing donations, gifts, and bequests for any Universitylated use. The 49eFoundation is a direct support organization and componemnt of the University.

### Basis of Presentation

The financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America, as prescribed by the Governmental Accounting Standards Board (GASB).

The accompanying financial statements have been prepared on the accrual basis. The 49er Foundation reports as a Business Type Activity and, accordingly, has reported its activities within a single column in the basic financial statements

The 49er Foundation's policy for defining operating activitiess reported on the statement of revenues, expenses, and changes inprestitionare those that generally result from administrative feesearned from gifts and donations made to the Foundation and expenses of the activities associated with the interpturpose of the gift or donation. Certain significant revenue streams relied upon for operations are recorded as nonoperating revenues as defined by GASB, including gifts and investment income.

### NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

NOTE 1 – Statement of Significant Accounting Policies (Continued)

Basis of Presentation (Continued)

The 49erFoundation has adopted GASB Statement No. AGCounting and Financial Reporting for Nonexchange Transactions GASB Statement No. 35, as amended by GASB Statements No. 37, Basic Financial Statemented Management's Discussion and Analysis—for State and Local Governments: Omnibured GASB Statement No. 38, Certain Financial Statement Note Disclosures ASB Statement No. 33 requires that unconditional promises to give be recorded as receivables and revenues where the Foundation has met all applicable eligibility requirements. GASB Statement No. 35 established standards for external financial reporting for public colleges and universities and requires that resources be classified for accounting and reporting purposes into the following four net position categories: Invested in capital assets, net of related; debt Restricted, norexpendable Restricted, expendable and Unrestricted. As of June 30, 2015 and 2014 the 49erFoundation has no capital sets or debt.

Classification of Current and Noncurrent Assets (Other than Investments) and Liabilities

The 49er Foundation considers assets to be current that can reasonably be expected, as part of its normal business operations, to be converted to cash and be available for liquidation of current liabilities within 12 months of the statement of persitiondate. Liabilities that reasonably can be expected, as part of nor persition business operations, to be liquidated within 12 months of the attement of neposition date, are considered to be current. All other assets and liabilities are considered to be noncurrent. For clarification of current and noncurrent investmentsee the investmentaccounting policy.

# NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

NOTE 1 – Statement of Significant Accounting Policies (Continued)

Use of Estimates and Assumptions

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were assumed in preparing the financial statement.

### Cash and Cash Equivalents

The 49er Foundation considers all highly liquid, shaterm investments purchased with an original maturity of three months or less to be cash equivalents. 49 mer Foundation maintains cash with financial institutions in cess of federally insured limits.

#### Custodial Credit Risk

Custodial credit risk is the risk that in the event of the failure of the custodian, the investments may not be returned to the 49er Foundation. Substantially all of the 49er Foundation's investments are registered in the 49er Foundation's name by the custodian. As a result, custodiacredit risk for such investments is remote.

#### Investments

The 49er Foundation has adopted GASB Statement No Accounting and Financial Reportin1(e)I\*m]m ie 49eti F0.009 TT.94009 TTspor by6(m)6(e)-63 .in hU9 TT2[(cr)-3(3)4(s)9( a)4

# NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

### NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

### NOTE 2 – Pledges Receivable

Pledges receivable are recorded in the statement of net position at estimated nablealiz value in accordance with GASB Statement No. 33. Pledges receivable were discounted of June 30, 2015 using interest rate ranging from 2% to 4%, which approximated the 9er Foundation's rate of return on treasury notes at the time the pledge is male dges receivable as of June 30, 2015 is summarized as follows:

Due in the Year		
Ending June 30,		
2016	\$	1,035,313
2017		2,289,477
2018		483,000
2019		442,667
2020		31,000
Thereafter		3,915,000
		8,916,457
Less allowance for uncollectible pledges	(	54,904)
Less present value discounts	(	1,386,811)
		6,754,742
Less current portion of pledges receivable	(	1,021,160)
Long-term portion of pledges receivable	\$	5,733,582

### NOTE 3 – Investments

At June 30, 2015 and 2014, the 49er Foundation's investment portfolio consists primarily of investments held in the investment pool, as well as intebestring accounts.

### **Investment Policy**

The primary objective of the 49er Foundation's investment policy is to protect the long-term viablity of its endowment and seek a total return that provides for the annual spending policy disbursement and inflation protection.

# NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

NOTE 3 – Investments (Continued)

Interest Rate Risk

Interest rate risk is the risk that changes in interest rates will astaly affect the fair value of an investment. Generally, the longer the maturity of an investment, the greater the sensitivity of its fair value is to changes in market interest rates.

Credit Risk

# NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

# NOTE 3 – Investments (Continued)

The following is a summary of investments:

	June 30,			
	2015		2014	
Investments at fair value as determined by quoted market price or estimated fair value:				
Local Agency Investment Fund (LAIF)	\$ 10,012,743			
Fixed income securities		\$	12,146,315	
Corporate certificates deposit	749,810		2,749,445	
Mutual funds				
Russell Funds	2 005 055		0.740.057	
Commodities Fund	3,095,255		2,718,857	
Emerging Markets Fund Real Estate Fund	1,827,683		1,737,162 2,844,422	
US Defensive Equity Fund	2,925,033 10,647,337		11,014,246	
US Core Equity Fund	10,815,367		11,230,190	
03 Core Equity I und	10,010,307		11,230,190	
		_		

### NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

# NOTE 3 – Investments (Continued)

Investment incom@oss) is summarized as follows:

	June 30,				
	2015 2014				
Interest and dividend income	\$ 2,944,649 \$ 1,247,613				
Net unrealized gain/≰losses)	( 2,961,903) 6,274,883				
Net realizedgains/(losses)	557,303 ( 171,922)				
Fees	(270,480) (208,277)				
	<u>\$ 269,569</u> <u>\$ 7,142,297</u>				

# NOTE 4 – Operating Expenses by Function

	For the Year Ended June 30, 2015							
	Compensation			Supplies		Scholarship		
		and		and		and		
		Benefits		Services		Fellowship		Total
Instruction	\$	7,739	\$	56,305			\$	64,044
Public service		721		1,369				2,090
Academic support		388,207		171,577				559,784
Student services		74		61,564				61,638
Institutional support		874,603		3,764,955				4,639,558
Student grants and scholarships					\$	3,347,309		3,347,309
Total Operating Expenses	\$	<u>1,271,344</u>	\$	4,055,770	\$	3,347,309	\$	8,674,423

### NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

NOTE 4 – Operating Expenses by Function (Continued)

	For the Year Ended June 30, 2014							
	Со	mpensation		Supplies	(	Scholarship		_
		and		and		and		
		Benefits		Services		Fellowship		Total
Instruction	\$	13,757	\$	39,409			\$	53,166
Public service				6,095				6,095
Academic support		290,684		127,040				417,724
Student services				57,105				57,105
Institutional support		658,083		1,920,404				2,578,487
Student grants and scholarships					\$	2,525,678		2,525,678
Total Operating Expenses	\$	962,524	\$	2,150,053	\$	2,525,678	\$	<u>5,638,255</u>

Institutional support includes expenses supporting University programs, initiatives, and operations as directed by the 49er Foundation in accordance with the donor intent.

#### NOTE 5 – Transactions with Related Entities

As described in Note 1, the 49er Foundation is an auxiliary organization affiliated with the University and the California State University (CSU) System statewidthe 49er Foundationis also affiliated with CSULB Research Foundation (Research Foundation), an auxiliary organization of the University and CSU. The Research Foundation provides accounting services to the 49er Foundationine accompanying financial statements include transactions with related parties as of and for the year edded 30, 2015and 2014 as follows:

	June 30,				
	2015			2014	
Payments to the University for salaries of University personnelworking on contractsgrants, and other programs	\$	485,328	\$	177,238	
Payments to the University for other than salaries of University personnel	\$	5,793,933	\$	2,763,153	

### NOTES TO THE FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

### NOTE 7 – Restatement of Prior Financial Statements

Subsequent to issuance of the financial statements for the year ended June 30, 2014, the Foundation determined that approximately \$540,000 of pledge receivable should have been recorded during the fiscal year 2013 when it was determined to be an irrevopating agreement. As such, the financial statements have been restated as of July 1, 2013 for the correction of the error.

The effect of the restatement on the June 301 **20** nancial statement is as follows:

	As		
	Previously		As
	Reported	Adjustment	Restated
Statement of NePosition			
Pledgesreceivable, net	\$ 2,573,670	\$ 539,950	\$ 3,113,620
Total Assets	\$ 74,393,051	\$ 539,950	\$ 74,933,001
Net Position	<b>.</b>		
Expendable other	\$ 17,698,966	\$ 539,950	
Total Net Position	\$ 72,985,755	\$ 539,950	\$ 73,525,705
Statement of Revenues, Expenses, and Change in Net Position Nonoperating revenues			
Gifts, noncapital	\$ 5,615,557	\$ 17,540	\$ 5,633,097
Income before other additions Increase in net position before	\$ 7,474,955	\$ 17,540	\$ 7,492,495
special item	\$ 9,161,810	\$ 17,540	\$ 9,179,350
Increase in net position	\$ 10,788,098	\$ 17,540	. , ,
Net position at beginning of year	\$ 62,197,657	\$ 522,410	\$ 62,720,067
Net position at end of year	\$ 72,985,755	\$ 539,950	\$ 73,525,705

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# INDEPENDENT AUDITORS' 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 CSULB 49er Foundation:

We have audited, in accdance with the auditing standards generally accep5<0223 0 Td -2(n)1he

# SCHEDULE OF FINDINGS AND QUESTIONED COSTS FOR THE YEAR ENDED JUNE 30, 2015

SECTION I – SUMMARY OF AUDITORS' RESULTS

Financial Statements

Type of auditors' report issued Unmodified

Internal control over financial reporting

- 1. Material weakness(es) identified?Yes
- 2. Significant deficiencies identified? None reported
- 3. Noncompliance material to financial statements noted to-

### SCHEDULE OF FINDINGS AND QUESTIONED COSTS FOR THE YEAR ENDED JUNE 30, 2015 (Continued)

SECTION II - FINDINGS - FINANCIAL STATEMENTS AUDIT

2015-01: Prior-Period Adjustment to Net Position

Condition: During the year ended June 30, 2015, management determined that

approximately \$540,000 of ledgereceivables should have been recorded during fiscal year 2013 when it was determined to be an irrevocable pledge agreement. As a result, an adjustment was made to restate the net possion balance as of June 30, 2013 and 2014 to

correct the undertatement.

Criteria: Pledges should be reviewed periodically for collectability and

recordingto ensure effective internal controls overledge

receivables.

Effect: Pledgesreceivable and net position were underted by

approximately \$40,000.

Cause: There was a miscommunication between the Finance and Gifts

Departments and the pledge agreement did not reach the Finance

Department to be recorded timely.

Recommendation: We recommend the Foundation review and amendecessary, their

policies and procedures over reviewing recording pledge agreements to ensure they are appropriately recorded in the appropriate period.

Views of Responsible Officials and Planned

Corrective Action: The restatement of 2014 was necessaryswhen the auditors discovered

one estate gift (irrevocable gift commitment) had been made in a previous year, but wasn'tecorded as a receivable on the financial statements. The amount was sufficiently large enough that it required a restatement of F¥014. Upon notification, management met with the key unit heads to discover how the oversight occurred, and to develop a process to ensure it is not repeate the when process is being put into place whereby all deferred gifts will be reviewed by a team consisting of the 49er Foundation COO, the University's AVP for Financial Management, the AVP for Gift Planning and the Controller. Once a gift is deemed by this group to have met the

criteria for being included as a receivable, the gift will be recorded

SECTION III – FINDINGS AND QUESTIONED COSTS – MAJOR FEDERAL AWARD PROGRAMS AUDIT

None