Ramapo College Foundation
(A Component Unit of Ramapo College of New Jersey)

**Financial Statements** 

Years Ended June 30, 2021 and 2020



#### **Independent Auditors' Report**

# Board of Governors Ramapo College Foundation

We have audited the accompanying financial statements of Ramapo College Foundation, a component unit of Ramapo College of New Jersey, which comprise the statements of financial position as of June 30, 2021 and 2020, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

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

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

#### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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.

# **To the Board of Governors Ramapo College Foundation**Page 2

PKF O'Connor Davies, LLP

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Ramapo College Foundation as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

October 21, 2021

(A Component Unit of Ramapo College of New Jersey)

# Statements of Financial Position

	June 30,			
	2021	2020		
ASSETS Cash Grants receivable Accounts receivable Unconditional promises to give, net (Note 3) Investments (Note 4) Prepaid expenses	\$ 911,064 324,523 42,475 1,654,084 27,509,321 10,001 \$ 30,451,468	\$ 437,306 409,201 52,475 2,273,399 22,128,411 5,001 \$ 25,305,793		
LIABILITIES AND NET ASSETS Liabilities Accounts payable Due to Ramapo College of New Jersey (Note 11) Deferred income Due to agency funds Annuities payable	\$ 129,449 184,106 3,000 46,966 177,795	\$ 67,697 197,524 68,213 47,084 185,194		
Total Liabilities	541,316	565,712		
Net Assets Without Donor Restrictions (Note 5) Undesignated Board designated Total Net Assets Without Donor Restrictions With donor restrictions (Note 6)	544,272 1,240,621 1,784,893 28,125,259	504,340 989,296 1,493,636 23,246,445		
Total Net Assets	29,910,152	24,740,081		
	<u>\$ 30,451,468</u>	\$ 25,305,793		

(A Component Unit of Ramapo College of New Jersey)

#### Statements of Activities

	Year Ended June 30, 2021			Year Ended June 30, 2020			
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	
OPERATING SUPPORT AND REVENUE							
Donations	\$ 242,156	\$ 1,333,702	\$ 1,575,858	\$ 299,508	\$ 4,186,857	\$ 4,486,365	
Contributed service revenue	1,331,751	-	1,331,751	1,437,944	-	1,437,944	
Fundraising events, net (Note 7)	207,717	-	207,717	410,820	-	410,820	
Grants	-	1,447,477	1,447,477	-	1,163,102	1,163,102	
Program service	-	34,079	34,079	-	174,310	174,310	
Other	199,188	-	199,188	292,601	_	292,601	
Investment income (Note 4)	429,869	5,829,513	6,259,382	46,777	78,636	125,413	
Net assets released from restrictions (Note 6)	3,765,957	(3,765,957)	<u> </u>	7,372,218	(7,372,218)		
Total Support and Revenue	6,176,638	4,878,814	11,055,452	9,859,868	(1,769,313)	8,090,555	
EXPENSES							
Payment to College towards salaries	247,500	-	247,500	275,000	-	275,000	
Contributed service expense	1,331,751	-	1,331,751	1,437,944	-	1,437,944	
Capital and support payments to College	1,626,262	-	1,626,262	5,431,532	-	5,431,532	
Foundation operations	129,097	-	129,097	179,513	-	179,513	
Events, programs and fundraising	177,975	-	177,975	421,564	-	421,564	
Scholarships and awards	778,969	-	778,969	797,703	-	797,703	
Planned giving and capital campaign	65,425	-	65,425	191,973	-	191,973	
College grants awarded	34,430	-	34,430	63,145	-	63,145	
Expenses for restricted grants	1,493,972		1,493,972	1,110,276	<u>-</u>	1,110,276	
Total Expenses	5,885,381		5,885,381	9,908,650	<u>-</u>	9,908,650	
Change in Net Assets	291,257	4,878,814	5,170,071	(48,782)	(1,769,313)	(1,818,095)	
NET ASSETS							
Beginning of year	1,493,636	23,246,445	24,740,081	1,542,418	25,015,758	26,558,176	
End of year	<u>\$ 1,784,893</u>	\$ 28,125,259	\$ 29,910,152	\$ 1,493,636	\$ 23,246,445	\$ 24,740,081	

(A Component Unit of Ramapo College of New Jersey)

# Statements of Cash Flows

	Year Ended June 30,			
	2021	2020		
CASH FLOWS FROM OPERATING ACTIVITIES		<b>.</b>		
Change in net assets	\$ 5,170,071	\$ (1,818,095)		
Adjustments to reconcile change in net assets to				
net cash from operating activities	(400 =0.4)	(400 440)		
Permanently restricted contributions	(489,584)	(409,118)		
Realized and unrealized (gain) loss on investments	(5,803,575)	285,877		
Change in operating assets and liabilities				
Grants receivable	84,678	156,594		
Accounts receivable	10,000	25,000		
Unconditional promises to give	619,315	1,651,968		
Prepaid expenses	(5,000)	1,405		
Accounts payable	61,752	(63,981)		
Annuities payable	(7,399)	(22,930)		
Due to Ramapo College of New Jersey	(13,418)	(84,637)		
Deferred income	(65,213)	(12,091)		
Due to agency funds	(118)	13,312		
Net Cash from Operating Activities	(438,491)	(276,696)		
CASH FLOWS FROM INVESTING ACTIVITIES				
Sale of investments	30,296,233	9,040,979		
Purchase of investments	(29,873,568)	(9,325,199)		
Net Cash from Investing Activities	422,665	(284,220)		
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from permanently restricted contributions	489,584	409,118		
Net Change in Cash	473,758	(151,798)		
CASH				
Beginning of year	437,306	589,104		
End of year	\$ 911,064	\$ 437,306		

Notes to Financial Statements June 30, 2021 and 2020

#### 1. Organization

The mission of Ramapo College Foundation (the "Foundation") is to provide the resources that make the difference in Ramapo College's quest for educational excellence. The purpose of the Foundation is to stimulate, solicit, receive and promote the receipt of resources from grants, bequests and gifts and to use such resources to enhance, support and complement the total mission of Ramapo College of New Jersey (the "College"). The Foundation also includes the accounts and activities of the Alumni Association of Ramapo College and the Friends of Ramapo.

The Foundation is considered a component unit of the College for financial reporting purposes, as its purpose for operations is entirely or almost entirely for the direct benefit of the College. Accordingly, the Foundation's financial statements are discretely presented in the College's basic financial statements.

#### Income Taxes

The Foundation is exempt from income tax under the Internal Revenue Code Section 501(c)(3).

#### 2. Summary of Significant Accounting Policies

#### Basis of Presentation and Use of Estimates

The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America ("US GAAP") which requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **Net Asset Presentation**

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Foundation and changes therein are classified and reported as follows:

- Without donor restrictions net assets not subject to donor-imposed stipulations, and therefore are expendable for operating purposes.
- With donor restrictions net assets subject to donor-imposed stipulations that will be met by actions of the Foundation and/or by the passage of time or net assets to be maintained permanently by the Foundation. Generally, the donors of permanently endowed assets permit the Foundation to use all or part of the income earned on related investments for general or donor-specified purposes.

Notes to Financial Statements June 30, 2021 and 2020

#### 2. Summary of Significant Accounting Policies (continued)

#### Net Asset Presentation (continued)

#### **Board Designated Net Assets**

Board designated net assets are unrestricted funds which the Board of Governors has identified to be used for specific purposes. Because these funds have not been restricted by donors, they are classified as without donor restrictions.

#### **Contributions**

All contributions including unconditional promises to give are reported as revenues in the period received or when there is verifiable documentation that the unconditional promise to give is promised. Contributions received that are designated for future periods or restricted by the donor for specific purposes are reported as net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Contributions due in more than one year are reflected at the present value of estimated future cash flows using a risk adjusted discount rate and the discount is amortized as additional contribution revenue over the expected life of the pledge.

The Foundation often receives significant donations from individual donors. As such, there can be a concentration of donations received from these sources. There were no significant donor concentrations received for the year ended June 30, 2021. Donations from three donors approximated 68% of donations as reported on the Statement of Activities for the year ended June 30, 2020.

Conditional contributions are not recorded by the Foundation until they become unconditional, that is, when the conditions on which they depend are substantially met. The Foundation has been named beneficiary in several estates. These amounts are deemed conditional and are not recorded as revenue by the Foundation until the wills have been probated.

The Foundation has recognized in-kind revenue and a corresponding expense for contributed services associated with personnel who are paid directly by the College and are not subject to reimbursement by the Foundation.

Restricted contributions whose restrictions are met in the same reporting period are reported in the statement of activities as increases in net assets with donor restrictions and net assets released from restrictions.

Notes to Financial Statements June 30, 2021 and 2020

#### 2. Summary of Significant Accounting Policies (continued)

#### Allowance for Uncollectible Promises to Give

The allowance for doubtful promises is based on management's evaluation of current facts and circumstances concerning collectability of outstanding promises to give at the end of each year.

#### Fair Value of Financial Instruments

The Foundation follows US GAAP guidance on Fair Value Measurements which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable and are used to the extent that observable inputs do not exist.

The fair value by level of the Foundation's investments are included in Note 4 to the financial statements.

#### Investments

Investments in marketable equity and bond mutual funds are valued at fair value in the statements of financial position. Unrealized gains and losses are included in the change in net assets. Investment income or loss is included in the statements of activities as increases or decreases in net assets without donor restrictions unless the income or loss is restricted by donors.

The Foundation seeks to achieve current income and capital appreciation while attempting to limit risk through the use of a diversified investment policy that minimizes the concentration of risk.

# Annuities Payable

Included in the investments held by the Foundation and net assets with donor restrictions are investments in annuity income funds arising from contributions which are subject to agreements to pay donors a fixed annuity over the remainder of their lives. The net present value of the actuarially expected annuity payments is recorded as a liability and adjusted annually for changes in the estimates of future benefits.

Notes to Financial Statements June 30, 2021 and 2020

#### 2. Summary of Significant Accounting Policies (continued)

#### Functional Allocation of Expenses

The financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Salaries and benefits are allocated on the basis of staff estimates of time and effort. All other expenses are allocated directly to the programs or supporting services benefited.

# Accounting for Uncertainty in Income Taxes

The Foundation recognizes the effect of income tax positions only if those positions are more likely than not to be sustained. Management has determined that the Foundation had no uncertain tax positions that would require financial statement recognition. The Foundation is no longer subject to examinations by the applicable taxing jurisdictions for the periods prior to 2018.

#### Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is October 21, 2021.

#### 3. Unconditional Promises to Give

Contributions due in more than one year are reflected at the present value of estimated future cash flows using a risk adjusted discount rate of 5.00% for the years ending June 30, 2021 and 2020.

Unconditional promises to give receivable at June 30, 2021 discounted to fair value are summarized as follows:

	Future		F	Present		Present		
Scheduled Collection in	V	alue of	Value		Value of			
Year Ending June 30,	P	Promise		Promise		Discount		Promise
2022	\$	476,297	\$	-	\$	476,297		
2023		433,853		20,660		413,193		
2024		315,970		29,376		286,594		
2025		143,193		19,498		123,695		
2026		109,135		19,349		89,786		
Thereafter		482,529		168,010		314,519		
	\$ ^	1,960,977	\$	256,893		1,704,084		
Less allowance for doubtful pror	nises					50,000		
					<u>\$</u>	1,654,084		

Notes to Financial Statements June 30, 2021 and 2020

### 3. Unconditional Promises to Give (continued)

Unconditional promises to give receivable at June 30, 2020 discounted to fair value are summarized as follows:

	Future		uture Present		Present	
Scheduled Collection in	\	/alue of		Value		Value of
Year Ending June 30,	F	Promise	mise Discount			Promise
2021	\$	725,011	\$	-	;	\$ 725,011
2022		614,142		29,721		584,421
2023		389,373		37,130		352,243
2024		316,920		44,514		272,406
2025		100,000		17,730		82,270
Thereafter		472,529		165,481	-	307,048
	\$ 2	2,617,975	\$	294,576		2,323,399
Less allowance for doubtful pror	nises				·-	50,000
					<u>;</u>	\$ 2,273,399

As of June 30, 2021 two individual donors represented approximately 50% of unconditional promises to give, net. As of June 30, 2020 three individual donors represented approximately 57% of unconditional promises to give, net.

#### 4. Investments

Investments categorized by the fair value hierarchy for those investments measured at fair value are summarized as follows at June 30:

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alue
1,125
4,885
2,401
8,411
4, 2,

Notes to Financial Statements June 30, 2021 and 2020

# 4. Investments (continued)

The following schedule summarizes investment returns and their classifications in the statements of activities for the years ended June 30:

	2021				
	Without Donor		Vith Donor		
	Restricti	ons F	Restrictions		Total
Interest and dividends Net realized and unrealized gains	398	,258 \$ ,611	423,898 5,405,615 5,829,513	\$ <u>\$</u>	455,156 5,804,226 6,259,382
			2020		
	Without D	onor V	Vith Donor		
	Restricti	ons F	Restrictions		Total
Interest and dividends Net realized and unrealized (losses)	•	,131 \$ ,354)	254,064 (175,428)	\$	405,195 (279,782)
	\$ 46	<u>,777    \$    </u>	78,636	\$	125,413

#### 5. Net Assets Without Donor Restrictions

Net assets without donor restrictions at June 30 represent gifts which is expendable to support operating activities:

	2021	2020
Undesignated Board designated for scholarships and operations	\$ 544,272 1,240,621	\$ 504,340 989,296
	\$ 1,784,893	\$ 1,493,636

Notes to Financial Statements June 30, 2021 and 2020

#### 6. Net Assets With Donor Restrictions

Investment income derived from endowment net assets is included as net assets with donor restrictions until they are expended for donor restricted purposes. Net assets with donor restrictions at June 30 are available for the following purposes:

	2021	2020
Subject to expenditure for specific purpose:		
Scholarships/academic enrichment	\$ 11,103,702	\$ 6,244,405
Capital Projects	1,552,534	2,099,597
Programs	474,541	496,481
Environmental and science educational outreach	517,508	418,343
	13,648,285	9,258,826
Subject to Foundation's spending policy and appropriation:		
Academics / student development	4,127,549	4,147,453
Scholarships	10,349,425	9,840,166
	14,476,974	13,987,619
Total Net Assets With Donor Restrictions	\$ 28,125,259	\$ 23,246,445

Net assets were released from restrictions during the years ended June 30 as follows:

	 2021	2020
Capital and support payments to the College	\$ 1,331,062	\$ 5,103,532
Restricted grants	1,493,972	1,110,276
Scholarships	740,919	756,603
Other	200,004	401,807
	\$ 3,765,957	\$ 7,372,218

Total support payments to the College also included funds without donor restriction in the amount of \$600,538 and \$678,739 at June 30, 2021 and 2020, respectively. Total scholarships and awards available were approximately \$927,000 and \$968,000 at June 30, 2021 and 2020, respectively.

Notes to Financial Statements June 30, 2021 and 2020

# 7. Fundraising Events

The Foundation has presented its unrestricted fundraising event revenues net of its direct costs for the years ended June 30 as follows:

	2021			2020		
Fundraising revenue	\$	376,678	\$	573,392		
Direct fundraising expenses		168,961		162,572		
Fundraising Events, net	<u>\$</u>	207,717	\$	410,820		

# 8. Functional Expenses

Functional expenses for the year ended June 30, 2021, are as follows:

	Program	Management		
	Services	and General	Fundraising	Total
Contributed service expense	\$ 155,379	\$ 357,967	\$ 818,405	\$ 1,331,751
Payment to College				
towards salaries	-	247,500	-	247,500
Capital and support payments				
to College	1,626,262	-	-	1,626,262
Scholarships and awards	778,969	-	-	778,969
College grants awarded	34,430	-	-	34,430
Expenses for restricted grants	1,493,972	-	-	1,493,972
Program related non-reimbursed				
salary and benefits	81,515	23,500	-	105,015
External stipend and honorarium	24,153	-	-	24,153
Internal and external events	9,015	7,936	24,437	41,388
Services and professional fees	1,014	17,569	24,949	43,532
Office and administrative	36,365	66,590	55,454	158,409
Total Expenses	\$4,241,074	\$ 721,062	\$ 923,245	\$ 5,885,381

Notes to Financial Statements June 30, 2021 and 2020

# 8. Functional Expenses (continued)

Functional expenses for the year ended June 30, 2020, are as follows:

	Program	Management		
	Services	and General	Fundraising	Total
Contributed service expense	\$ 258,326	\$ 285,769	\$ 893,849	\$ 1,437,944
Payment to College				
towards salaries	-	275,000	-	275,000
Capital and support payments				
to College	5,431,532	-	-	5,431,532
Scholarships and awards	797,703	-	-	797,703
College grants awarded	63,145	-	-	63,145
Expenses for restricted grants	1,110,276	-	-	1,110,276
Program related non-reimbursed				
salary and benefits	193,649	38,686	60,868	293,203
External stipend and honorarium	69,882	-	-	69,882
Internal and external events	93,075	40,692	54,972	188,739
Services and professional fees	31,157	82,373	8,753	122,283
Office and administrative	22,721	71,485	24,737	118,943
Total Expenses	\$8,071,466	\$ 794,005	\$1,043,179	\$ 9,908,650

#### 9. Endowment Funds

The Foundation maintains various donor-restricted and board-designated endowment funds whose purposes are to provide long term support for the programs of Ramapo College of New Jersey. In classifying such funds for financial statement purposes as either with donor restrictions or without donor restrictions, the Board of Governors looks to the explicit directions of the donor or the Foundation's Board where applicable and the provisions of the laws of the State of New Jersey. The Board has determined that, absent donor stipulations to the contrary, the provisions of State law do not impose either a permanent or temporary restriction on the income or capital appreciation derived from an original gift.

For the years ended June 30, 2021 and 2020 the Foundation utilized a spending rate of 4.5% and 5.0% of the three year rolling average of the fair market value of each endowment. The spending rate is set each year by the Board and is subject to the terms of each endowment agreement.

Notes to Financial Statements June 30, 2021 and 2020

# 9. Endowment Funds (continued)

The following is a reconciliation of the activity in the Endowment funds for the years ended June 30:

	2021					
	Without Donor Restrictions		With Donor Restrictions			
					Total	
Balance, July 1, 2020 Contributions, pledge collections	\$	898,394	\$	19,259,645	\$	20,158,039
and designations		25,220		491,716		516,936
Appropriated for expenditure		(38,675)		(834,049)		(872,724)
Net investment gain		264,345		5,829,969		6,094,314
Balance, June 30, 2021	\$	1,149,284	\$ 2	24,747,281	\$	25,896,565
Comprised of the following:						
Donor restricted funds	\$	-	\$ 2	24,747,281	\$	24,747,281
Board designated funds		1,149,284		<u>-</u>		1,149,284
	\$ '	1,149,284	\$ 2	24,747,281	\$	25,896,565
		_		2020		_
	/ V / :+1	14/'IL 1 D		2020		
	Without Donor		With Donor			Tatal
		estrictions	<u> </u>	Restrictions		Total
Balance, July 1, 2019 Contributions, pledge collections	\$	932,118	\$	19,431,573	\$	20,363,691
and designations		-		616,226		616,226
Appropriated for expenditure		(41,101)		(866,803)		(907,904)
Net investment gain		7,377		78,649		86,026
Balance, June 30, 2020	\$	898,394	\$	19,259,645	\$	20,158,039
Comprised of the following:						
Donor restricted funds	\$	-	\$	19,259,645	\$	19,259,645
Board designated funds		898,394		-		898,394
	\$	898,394	\$	19,259,645	\$	20,158,039

Notes to Financial Statements June 30, 2021 and 2020

#### 10. Liquidity and Availability of Resources

The Foundation's financial assets and resources available to meet cash needs for general expenditures within one year of the date of the statements of financial position were as follows as of June 30:

	2021	2020	
Cash	\$ 911,064	\$ 437,306	
Grants receivable	324,523	409,201	
Accounts receivable	42,475	52,475	
Investments	1,305,301	1,304,865	
	\$ 2,583,363	\$ 2,203,847	

The Foundation maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities and other obligations come due. Any excess cash available above requirements are generally invested.

The Foundation has board designated funds of \$1,240,621 and \$989,296 as of June 30, 2021 and 2020, respectively. Although the Foundation does not intend to spend from its board-designated endowment funds other than amounts appropriated for scholarships, these amounts could be made available if necessary.

#### 11. Transactions with College

The Foundation reimburses the College for certain expenditures including salaries and fringe benefits. These expenditures totaled \$3,725,336 and \$7,890,661 for the years ended June 30, 2021 and 2020. Amounts due to the College as of June 30, 2021 and 2020 were \$184,106 and \$197,524.

#### 12. Risk Concentration

The Foundation maintains its bank accounts and certificate of deposits at several financial institutions which at times may be in excess of Federal Deposit Insurance Corporation insured limits. Any amounts over \$250,000 is invested in a 3rd party guaranteed account and secured by US Government funds.

#### 13. Commitments and Contingencies

The Foundation's operations have been affected by the recent and ongoing outbreak of the coronavirus disease (COVID-19), which was declared a pandemic by the World Health Organization in March 2020. The impact of the COVID-19 outbreak continues to evolve as of the date that these financial statements were available for issuance. Therefore, the full extent of any adverse impact from COVID-19 on the results of the Foundation's operations, financial position and cash flows beyond the June 30, 2021 fiscal year cannot be reasonably estimated at this time.

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