

The Cleveland State University Foundation

Financial Report
June 30, 2024

OHIO AUDITOR OF STATE
KEITH FABER



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Board of Trustees
Cleveland State University Foundation
2121 Euclid Avenue
Cleveland, Ohio 44115

We have reviewed the *Independent Auditor's Report* of The Cleveland State University Foundation, Cuyahoga County, prepared by RSM US LLP, for the audit period July 1, 2023 through June 30, 2024. 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 Cleveland State University Foundation is responsible for compliance with these laws and regulations.

A handwritten signature in cursive script that reads 'Keith Faber'.

Keith Faber
Auditor of State
Columbus, Ohio

October 11, 2024

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Contents

Independent auditor's report	1-2
<hr/>	
Financial statements	
Statement of financial position	3
Statement of activities	4
Statement of functional expenses	5
Statement of cash flows	6
Notes to financial statements	7-17
<hr/>	
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>	18-19



Independent Auditor's Report

RSM US LLP

Board of Directors
The Cleveland State University Foundation

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of The Cleveland State University Foundation (the Foundation), which comprise the statement of financial position as of June 30, 2024, the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Foundation as of June 30, 2024, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States (*Government Auditing Standards*). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Foundation and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern within one year after the date that the financial statements are issued or available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings and certain internal control-related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited the Foundation's 2023 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 29, 2023. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2023, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated September 24, 2024, 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, and grant agreements and other matters. The purpose of that report is solely 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 effectiveness of the Foundation's 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.

RSM US LLP

Cleveland, Ohio
September 24, 2024

The Cleveland State University Foundation

Statement of Financial Position

June 30, 2024

(With Comparative Totals at June 30, 2023)

	2024	2023
Assets		
Cash and cash equivalents	\$ 1,504,689	\$ 2,419,572
Contributions receivable, net	28,430,659	11,450,888
Cash surrender value of life insurance	318,261	302,893
Investments - operating	23,734,755	21,520,099
- endowment	110,733,064	99,915,550
Total assets	\$ 164,721,428	\$ 135,609,002
Liabilities and Net Assets		
Liabilities:		
Accounts payable & accrued expenses	\$ 91,080	\$ 64,508
Payable to CSU	6,691,782	5,117,643
Annuities payable	77,608	82,405
Conditional contribution revenue	440,958	378,091
Funds held on behalf of others:		
Cleveland State University	4,317,192	3,876,079
Cleveland State University Alumni Association	1,069,705	950,246
Total liabilities	12,688,325	10,468,972
Net Assets:		
Without Donor Restrictions	2,472,843	1,887,927
With Donor Restrictions	149,560,260	123,252,103
Total net assets	152,033,103	125,140,030
Total liabilities and net assets	\$ 164,721,428	\$ 135,609,002

See notes to financial statements.

The Cleveland State University Foundation

Statement of Activities

Year Ended June 30, 2024

(With Comparative Totals at June 30, 2023)

	Without Donor Restrictions	With Donor Restrictions	2024 Total	2023 Total
Support and revenues:				
Contributions	\$ 384,942	\$ 31,859,714	\$ 32,244,656	\$ 14,398,405
Management fees related to funds held on behalf of others	47,851	-	47,851	45,021
Net assets released from restrictions	19,296,374	(19,296,374)	-	-
Gains (losses):				
Investment income, net	139,481	14,031,176	14,170,657	11,268,712
Provision for uncollectible contributions	(90,000)	(286,359)	(376,359)	(19,420)
Total support and revenues	19,778,648	26,308,157	46,086,805	25,692,718
Expenses:				
Program services	18,288,932	-	18,288,932	16,289,803
Supporting services:				
Management and general	725,621	-	725,621	765,985
Fundraising	179,179	-	179,179	163,917
Total supporting services	904,800	-	904,800	929,902
Total expenses	19,193,732	-	19,193,732	17,219,705
Change in net assets	584,916	26,308,157	26,893,073	8,473,013
Net assets:				
Beginning	1,887,927	123,252,103	125,140,030	116,667,017
Ending	\$ 2,472,843	\$ 149,560,260	\$ 152,033,103	\$ 125,140,030

See notes to financial statements.

The Cleveland State University Foundation

Statement of Functional Expenses

Year Ended June 30, 2024

(With Comparative Totals at June 30, 2023)

	Program Services						Support Services				2024 Total Expenses	2023 Total Expenses
	Instruction and Academic Support	Research	Public Service	Student Services and Scholarships	Institutional Support	Plant and Auxiliary	Total Program Services	Management and General	Fundraising	Total Support Services		
Grants and other assistance	\$ 4,650,930	\$ 175,645	\$ 1,009,719	\$ 8,595,486	\$ 1,417,771	\$ 1,255,625	\$ 17,105,176	\$ -	\$ -	\$ -	\$ 17,105,176	\$ 15,212,747
Professional fees	23,035	-	24,290	2,209	432,271	-	481,805	230,575	-	230,575	712,380	568,754
Personnel and related	28,289	-	-	28,492	-	16,936	73,717	399,582	93,310	492,892	566,609	499,021
Conferences and meetings	86,278	-	3,424	26,056	166,537	4,319	286,614	3,507	-	3,507	290,121	323,376
Office expenses	39,022	-	101	6,467	66,005	-	111,595	9,725	-	9,725	121,320	215,434
Other expenses	32,097	-	36,244	-	3,120	43,092	114,553	77,382	-	77,382	191,935	164,875
Advertising and promotion	4,285	-	-	-	67,700	-	71,985	4,850	85,869	90,719	162,704	162,878
Occupancy	798	-	-	220	10,253	-	11,271	-	-	-	11,271	55,392
Travel	6,976	-	11,069	12,848	1,323	-	32,216	-	-	-	32,216	17,228
Total	\$ 4,871,710	\$ 175,645	\$ 1,084,847	\$ 8,671,778	\$ 2,164,980	\$ 1,319,972	\$ 18,288,932	\$ 725,621	\$ 179,179	\$ 904,800	\$ 19,193,732	\$ 17,219,705

See notes to financial statements.

The Cleveland State University Foundation

Statement of Cash Flows

Year Ended June 30, 2024

(With Comparative Totals at June 30, 2023)

	2024	2023
Cash flows from operating activities:		
Change in net assets	\$ 26,893,073	\$ 8,473,013
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Net realized and unrealized gain on investments	(12,956,212)	(10,179,698)
Contributions restricted for investment in endowment	(3,802,759)	(4,256,066)
Provision for uncollectible contributions	376,359	19,420
Pledge discounts to net present value	160,336	(174,498)
Increase in cash surrender value of life insurance	(15,368)	(15,111)
Changes in operating assets and liabilities:		
Contributions receivable	(17,516,466)	623,383
Accounts payable and accrued expenses	26,572	7,930
Payable to Cleveland State University	1,574,139	565,943
Annuities payable	(4,797)	(4,983)
Conditional contribution revenue	62,867	378,091
Funds held on behalf of others	560,572	339,099
Net cash used in operating activities	(4,641,684)	(4,223,477)
Cash flows from investing activities:		
Purchases of investments	11,647,655	(8,472,556)
Proceeds from sales of investments	(11,723,613)	6,515,694
Net cash used in investing activities	(75,958)	(1,956,862)
Cash flows from financing activities:		
Proceeds from collection of contributions restricted for investment in endowment	3,802,759	4,256,066
Net cash provided by financing activities	3,802,759	4,256,066
Net decrease in cash and cash equivalents	(914,883)	(1,924,273)
Cash and cash equivalents:		
Beginning	2,419,572	4,343,845
Ending	\$ 1,504,689	\$ 2,419,572

See notes to financial statements.

The Cleveland State University Foundation

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies

Purpose and accounting method: The Cleveland State University Foundation (the Foundation) is organized primarily to engage in activities and programs to provide support and service to Cleveland State University (the University). The Foundation's primary sources of revenue are endowment income and public support through donations from individuals, foundations and trusts located primarily in northeastern Ohio.

The financial statements have been prepared on the accrual basis of accounting. The Foundation's resources are classified into two net asset categories based upon the presence or absence of donor-imposed restrictions. A description of the categories follows:

Net assets without donor restrictions: Net assets whose use has not been limited by donors for any period of time or specified purpose. Net assets with board designations are included in this category and are comprised of \$758,299 for institutional support and \$203,257 for financial aid as of June 30, 2024.

Net assets with donor restrictions: Net assets that include investment earnings from long-term investments, gifts and contributions receivable that are subject to donor-imposed restrictions as to time and/or purpose. When a donor 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. The Foundation considers the transfer of donor-restricted net assets to the University for use as specified by the donor as satisfying the donor-imposed restrictions.

Basis of presentation: The Foundation follows authoritative guidance issued by the Financial Accounting Standards Board (FASB) which established the FASB Accounting Standards Codification (ASC) as the single source of authoritative accounting principles generally accepted in the United States of America for not-for-profit organizations.

Summarized comparative information: 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 (U.S. GAAP). Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended June 30, 2023, from which the summarized information was derived. Certain prior year balances were reclassified to conform with current year presentation.

Use of estimates: The preparation of the financial statements in conformity with U.S. GAAP requires the Foundation's management to make estimates and assumptions that affect the amounts reported in the financial statements and related notes. Actual results may differ from those estimates.

Cash and cash equivalents: The Foundation considers all highly liquid investments available for current use (excluding cash equivalents held in investment brokerage accounts) with an initial maturity of three months or less to be cash equivalents.

Contributions: Contributions received, including unconditional promises to give, are recognized as revenue by net asset class when the donor's unconditional commitment is received. Donated items are recorded at fair value when received. Unconditional promises are recognized at the estimated present value of the future cash flows at the time of the gift, net of allowances. The estimated present value is computed using risk-free interest rates applicable to the years in which the promises are received. Promises made that are designated for future periods or restricted by the donor for specific purposes are reported as net assets with donor restrictions. Conditional promises are recorded when donor-imposed conditions are substantially met.

The Cleveland State University Foundation

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

It is the Foundation's policy that an initial minimum balance of \$25,000 be required to establish an endowment fund. The policy allows a period, which is generally not to exceed 60 months, for the accumulation of contributions and interest to meet the minimum principal balance requirements. During this time period, the Foundation records the contributions and interest as net assets with donor restrictions. Upon accumulation of minimum balance requirements, the net assets are transferred to endowment.

It is the Foundation's policy to record an allowance for uncollectible contributions when a donor has not made an expected payment on an unconditional promise to give. The allowance ranges from 20% to 80% of the unpaid amount, depending on the length of the delay in the expected payment.

Investments: Investments of debt and equity securities with readily determinable fair values are stated at fair value. Investment in alternative investments, which do not have readily determinable fair values, are carried at the Foundation's proportionate share of the fund's net asset value used as a practical expedient at June 30. Market prices were not available for a certain investment. This investment is carried at estimated fair value provided by the fund's management as of March 31 because June 30 information was not yet available. This value was adjusted by cash receipts and cash distributions through June 30. The Foundation believes that the carrying amount of this particular investment is a reasonable estimate of fair value as of year-end. Because investments in these alternative investments are not readily marketable, the estimated value is subject to uncertainty and, therefore, may differ from the value that would have been used had a ready market for the investment existed. Such differences could be material. Investments of funds with and without donor restrictions are pooled for making investment decisions. Interest and dividend income, realized and unrealized gains and losses, and investment management fees are allocated to the respective funds using a unitized method of accounting for pooled investment funds.

Split-interest agreement: The Foundation is obligated under various gift annuity contracts, whereby donors have contributed cash to the Foundation with the agreement that the donors shall be the sole recipients of annual annuity payments and the Foundation will receive any residual balance upon the death of the annuitant. These annual payments, currently totaling \$14,945 per year, shall terminate after the last payment date that a donor remains living. The discount rates used to estimate the obligations at June 30, 2024, range from 5.1% to 9.0%. These obligations are reflected within annuities payable on the statement of financial position.

Funds held on behalf of others: Included in the Foundation's investments are assets held for Cleveland State University and the Cleveland State University Alumni Association. The assets held for these entities are maintained as separate funds on the financial system of the Foundation and receive a proportional share of the investment's activity. The Foundation owns the assets in the investments; the other entities have a financial interest in the investments but do not own the underlying assets. The Foundation has recorded a liability equal to the fair value for the assets held for other entities.

Management fees: The Foundation charges a 1% fee calculated on a three-year average balance of the endowment fund to be levied by the Foundation for managing endowment funds and funds held on behalf of related entities.

Concentrations of credit risk: Financial instruments which potentially subject the Foundation to concentrations of credit risk consist of cash and temporary investments, investment securities and contributions receivable.

The Cleveland State University Foundation

Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies (Continued)

The Foundation has significant investments in diverse equity and debt securities and is subject to concentrations of credit risk. Investments are managed by investment advisors who are overseen by the investment committee. Though the market value of investments is subject to fluctuations on a year-to-year basis, the committee believes that the investment policy is prudent for the long-term welfare of the Foundation.

At June 30, 2024, approximately 84% of the Foundation's gross contributions receivable is due from four donors.

At various times during the year ended June 30, 2024, the Foundation's cash in bank balances exceeded federally insured limits. At June 30, 2024 the Foundation's cash balances exceeded insured limits by \$1,226,248. The Foundation has not experienced any losses in such accounts. The Foundation believes it is not exposed to any significant credit risk on cash and cash equivalents.

Federal income taxes: The Foundation is a not-for-profit Foundation as described in Section 501(c)(3) of the Internal Revenue Code (Code) and is exempt from federal income taxes on related income pursuant to Section 501(a) of the Code.

Uncertain income tax positions are evaluated at least annually by management. The Foundation classifies interest and penalties related to income tax matters as income tax expense in the accompanying financial statements. As of June 30, 2024, the Foundation has identified no uncertain income tax positions and has incurred no amounts for income tax penalties and interest for the year then ended.

The Foundation files its Federal Form 990 in the U.S. federal jurisdiction and an online charitable registration in the office of the state's Attorney General for the state of Ohio.

Functional allocation of expenses: The statement of functional expenses presents expenses by functional and natural classification. Expenses directly attributable to program services, management and general and fundraising are reported as expenses of that functional area. Payroll expenses have been allocated between program, management and general and fundraising functions based on time spent in respective functions. All remaining expenses are directly attributable to functional expense categories and none were considered indirect costs requiring allocation.

Subsequent events: The Foundation has evaluated subsequent events for potential recognition and/or disclosure through September 24, 2024, the date the financial statements were available to be issued.

Note 2. Contributions Receivable, Net

Contributions receivable are accounted for in accordance with FASB ASC topic, Revenue Recognition. Contributions receivable are initially recorded at fair value, which is the present value of estimated future cash receipts using a discount rate equivalent to the applicable U.S. Treasury Yield Curve Rate on the day of the pledge plus 0.05%, which ranged from 0.3% to 5.6%. The contributions receivable are also adjusted for an allowance for uncollectible contributions (see Note 1).

The Cleveland State University Foundation

Notes to Financial Statements

Note 2. Contributions Receivable, Net (Continued)

Amounts due as of June 30, 2024, are as follows:

Gross receivables due within:	
One year or less	\$ 18,606,951
One to five years	4,838,523
Thereafter	8,447,000
	<u>31,892,474</u>
Discount for present value of contributions receivable	(2,914,170)
Allowance for uncollectible contributions	(547,645)
Contributions receivable, net	<u><u>\$ 28,430,659</u></u>

At June 30, 2024, the Foundation had outstanding conditional promises to give in the amount of \$3,379,211. In addition the Foundation has received cash related to conditional contributions in the amount of \$440,958 which are reflected on the statement of financial position as a liability. These contributions are conditioned on costs being incurred to promote particular programs and may be cancelled at any time by the donors if the donors are not satisfied with a particular program's progress. Accordingly, the Foundation recognizes these promises as contributions revenue as those conditions are met.

Note 3. Investments

Investments at June 30, 2024, are composed of the following:

	<u>Carrying Value</u>
Cash and cash equivalents	\$ 3,440,055
Common stocks—domestic	1,667,678
Mutual funds—domestic	56,243,050
Mutual funds—international	24,389,129
Balanced fund	2,713,499
Fixed income securities	18,507,090
Fixed income—other	3,440
Investments carried at fair value	<u>106,963,941</u>
Alternative investments, at net asset value	27,503,878
Total investments	<u><u>\$ 134,467,819</u></u>

The Foundation's investments are exposed to a variety of uncertainties, including interest rate, market, and credit risks. The Foundation maintains a diverse investment portfolio, without any concentration of risk in any particular industry sector. Due to the level of risk associated with certain investments, as well as current market conditions and volatility, it is possible that changes in the values of these investments could occur in the near term. Such changes could materially affect the amounts reported in the financial statements of the Foundation.

The Cleveland State University Foundation

Notes to Financial Statements

Note 4. Fair Value Measurements

In accordance with the Fair Value Measurements topic of the FASB ASC, the Foundation uses a three-level fair value hierarchy that categorizes assets and liabilities measured at fair value based on the observability of the inputs utilized in the valuation. This hierarchy prioritizes the inputs into three broad levels as follows: Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities; Level 2 values are based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the asset or liability; and Level 3 inputs are unobservable inputs in which little or no market data exists, therefore, requiring an entity to develop its own valuation assumptions. These inputs reflect management's judgment about the assumptions that a market participant would use in pricing the asset or liability and are based on the best available information, which has been internally developed.

Financial assets measured at fair value on a recurring basis consisted of the following at June 30, 2024:

	Level 1	Level 2	Level 3	Total
Common stocks—domestic	\$ 1,667,678	\$ -	\$ -	\$ 1,667,678
Mutual funds—domestic	56,243,050	-	-	56,243,050
Mutual funds—international	24,389,129	-	-	24,389,129
Balanced fund	2,713,499	-	-	2,713,499
Fixed income securities	-	18,507,090	-	18,507,090
Fixed income securities—other	-	3,440	-	3,440
	<u>\$ 85,013,356</u>	<u>\$ 18,510,530</u>	<u>\$ -</u>	<u>\$ 103,523,886</u>
Investments valued at NAV*				27,503,878
Cash held in investments accounts				3,440,055
				<u>\$ 134,467,819</u>

* In accordance with Fair Value Measurements topic of the FASB ASC, certain investments that were measured at net asset value (NAV) per share (or its equivalent) have not been classified in the fair value hierarchy. The amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the line items presented in the statement of financial position.

The Cleveland State University Foundation

Notes to Financial Statements

Note 4. Fair Value Measurements (Continued)

The following table summarizes investments measured at estimated fair value based on NAV per share as of June 30, 2024:

Investment	Fair Value	Redemption Frequency (If Currently Eligible)	Redemption Notice Period
The Weatherlow Offshore Fund I LTD ^(a)	\$ 10,961,277	Quarterly	65 days
Black Diamond Arbitrage Ltd. ^(b)	5,193,645	Monthly	45 days
Harrison Street Core Property Fund, L.P. ^(c)	5,183,062	Monthly	45 days
White Oak Fixed Income Fund C, L.P. ^(d)	2,801,875	Bi-annual	180 days
GLASfunds SPC ^(e)	3,364,019	N/A	N/A
	<u>\$ 27,503,878</u>		

- (a) The Weatherlow Offshore Fund I LTD – This fund is a limited partnership that focuses on hedge fund strategy. Its aim is to achieve returns through long/short equity, relative value and event driven investments.
- (b) Black Diamond Arbitrage Ltd.—This fund invests in Black Diamond Arbitrage Offshore Ltd. That fund is an exempted, incorporated company that invests in securities of companies facing a major corporate event, such as a merger or acquisition.
- (c) Harrison Street Core Property Fund, L.P.—This fund is a limited partnership that was formed to invest primarily in real estate investments.
- (d) White Oak Fixed Income Fund C, L.P.—This fund is a limited partnership that was formed to lend and invest in a diversified portfolio of fixed income securities and corporate high yield bonds and bank debt.
- (e) GLASfunds SPC—This fund is a segregated portfolio company established to provide streamlined and efficient access to institutional level private equity and hedge funds.

Unfunded commitments associated with investments valued at NAV were \$3,016,362 as of June 30, 2024.

The Cleveland State University Foundation

Notes to Financial Statements

Note 5. Net Assets with Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes at June 30, 2024:

Subject to expenditure or the passage of time:

Instruction and academic support	\$ 1,482,799
Research	1,380,868
Public service	5,107,979
Financial aid	45,946,559
Institutional support	3,383,277
Capital and other projects	392,012
	<u>57,693,494</u>

Perpetual in nature, earnings from which are subject to endowment spending policy and appropriation:

Instruction and academic support	33,794,216
Research	900,376
Public service	158,334
Financial aid	55,665,739
Institutional support	360,175
Capital and other projects	987,926
	<u>91,866,766</u>
	<u>\$ 149,560,260</u>

Net assets released from restriction during the year ended June 30, 2024, were as follows:

Instruction and academic support	\$ 4,871,709
Research	175,645
Public service	1,084,846
Financial aid	8,610,308
Institutional support	2,164,363
Capital and other projects	1,319,972
Management fees related to internal funds	1,069,531
	<u>\$ 19,296,374</u>

Note 6. Net Asset Classification of Endowment Funds

The Foundation's endowments consist of approximately 460 individual funds, established for a variety of purposes and consisting of both donor-restricted endowment funds and funds designated by the Board of Directors (Board) to function as endowment. As required by U.S. GAAP, net assets associated with endowment funds, including board-designated funds, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Cleveland State University Foundation

Notes to Financial Statements

Note 6. Net Asset Classification of Endowment Funds (Continued)

The Board has interpreted the Ohio-enacted version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the maintenance of the purchasing power of the original gift amount contributed to an endowment fund, unless a donor stipulates to the contrary. As a result of this interpretation, when reviewing its donor-restricted endowment funds, the Foundation considers a fund to be underwater if the fair value of the fund is less than the sum of: (a) the original value of initial gifts (b) the original value of subsequent gifts and (c) accumulations to the fund that are required to be maintained in perpetuity in accordance with the direction of the applicable donor gift instrument. The Foundation has interpreted UPMIFA to permit spending from underwater funds in accordance with the prudent measures described under the law.

In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the funds
- The purposes of the Foundation and the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Foundation
- The investment policies of the Foundation

During the year ended June 30, 2024, the Foundation had the following changes in endowment net assets:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 901,474	\$ 99,014,076	\$ 99,915,550
Investment return:			
Investment income	13,842	1,523,976	1,537,818
Net realized and unrealized gain	106,369	11,680,140	11,786,509
Total investment return	120,211	13,204,116	13,324,327
Contributions	-	4,123,092	4,123,092
Amounts appropriated for expenditure	(50,365)	(5,559,186)	(5,609,551)
Endowment management fees	(9,764)	(1,010,590)	(1,020,354)
Endowment net assets, end of year	\$ 961,556	\$ 109,771,508	\$ 110,733,064

The Cleveland State University Foundation

Notes to Financial Statements

Note 6. Net Asset Classification of Endowment Funds (Continued)

Endowment net asset composition by type of fund as of June 30, 2024:

	Without Donor Restrictions	With Donor Restrictions	Total
Donor-restricted endowment:			
Historical gift value	\$ -	\$ 70,799,033	\$ 70,799,033
Appreciation on endowment gifts	-	25,589,960	25,589,960
Term endowment gifts and appreciation	-	13,382,515	13,382,515
Board-designated endowment	961,556	-	961,556
Total	<u>\$ 961,556</u>	<u>\$ 109,771,508</u>	<u>\$ 110,733,064</u>

Funds with deficiencies: From time to time, the fair value of assets associated with individual endowment funds with donor restrictions may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. Deficiencies of this nature exist in 2 donor-restricted endowment funds, which together have an original gift value of \$1,545,259, a current fair value of \$1,159,431 and a deficiency of \$385,828 as of June 30, 2024. These deficiencies resulted primarily from unfavorable market fluctuations.

The Foundation's policy is that if a particular endowment fund is underwater by more than 10%, spending is frozen until the fund is replenished through positive returns resulting in the fund being less than 10% underwater.

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 funds, while seeking to maintain the purchasing power of the endowment assets. Endowment assets include funds with donor restrictions that the Foundation must hold in perpetuity and on earnings from those funds, as well as board-designated funds. In general, it is desired that the Foundation portfolio earn at least competitive nominal returns in comparison with their respective benchmarks. To achieve such target returns will require investments in assets that allow the Foundation to retain principal and purchasing power (i.e., keeping pace with inflation).

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). In recognition of the difficulty in predicting the direction of the markets or future state of the economy, the Foundation's assets are diversified among asset classes, managers/funds, and investment styles. The Board has currently determined that this strategic asset allocation in a range from 45% to 65% be allocated to equities, including domestic, international and real estate securities, and 15% to 25% be allocated to fixed-income investments and up to 30% in alternative investments. An allocation of 55%-20%-25% (equities-fixed-income-alternatives) is the target allocation. These proportions may vary in the above outlined ranges and are designed to reflect the long-term expectations for the Foundation. The Board will also review the portfolio on a regular basis (at least annually) to consider the portfolio's asset mix relative to its target and the allowable range around the target.

The Cleveland State University Foundation

Notes to Financial Statements

Note 6. Net Asset Classification of Endowment Funds (Continued)

The investment strategy for the Foundation's portfolio may include domestic and international equities, fixed-income investments and alternatives. Strategies of the Foundation's investment manager(s) may include investing in securities in another asset category and/or in derivatives, futures contract and currency hedging. Alternatives include, but are not limited to, domestic and international equities, open-end and closed-end funds, real estate and real estate investment trusts, the shorting of securities, hedge funds, private equity, venture capital and exchange-traded funds. It is expected the alternative investments in the aggregate will not increase the risk of the Foundation's portfolio beyond the level anticipated in the Foundation's investment strategy.

In addition to asset classes, the Foundation may be diversified between managers/funds and investment styles, as well. The purpose of this approach is to incorporate prudent diversification within the Foundation, enhancing expected returns, and/or reducing risk of the total portfolio. This structure will be reviewed by the investment committee on an ongoing basis as part of the overall monitoring process.

Spending policy: The Foundation has a policy of appropriation for distribution of 4% to 6% of its endowment funds' market value. It uses an inflationary banded method that requires a starting dollar point adjusted by the rate of inflation as determined by the rolling five-year average of the Consumer Price Index (CPI) for the U.S. Each year, the actual spending rate is compared to the established bands; currently 4% to 6%. If necessary, the finance and investment committees will adjust it to fit within the banded range. In establishing this policy, the Foundation considered the long-term expected return on its endowments. This policy is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity, or for an otherwise specified term, as well as to provide additional real growth through new gifts and investment returns.

Note 7. Relationship with Related Entities

Certain program and general and administrative costs are reflected as Foundation expenses but are initially funded by the University with the expectation of repayment by the Foundation.

At June 30, 2024, the Foundation had accounts receivable due from the University of \$84,629 and payables to the University of \$6,776,411 presented as a net payable to the University on the statement of financial position.

At June 30, 2024, the Foundation is investing \$4,317,192 and \$1,069,705 of assets on behalf of the University and the Cleveland State University Alumni Association, respectively.

During the year ended June 30, 2024, the Foundation had program expenditures supporting the University of \$18,288,932.

During the year ended June 30, 2024, the Foundation recognized investment management fee income of \$47,851 from the Cleveland State University Alumni Association and the University.

The Cleveland State University Foundation

Notes to Financial Statements

Note 8. Liquidity and Availability of Resources

The Foundation maintains a policy of structuring its financial assets to be available as its general expenditures, liabilities and other obligations come due.

The Foundation's financial assets available within one year of June 30, 2024, for general expenditures are as follows:

Financial assets at year-end:	
Cash and cash equivalents	\$ 1,504,689
Contributions receivable, net	28,430,659
Cash surrender value of life insurance	318,261
Investments - operating	23,734,755
- endowment	110,733,064
Total financial assets	<u>164,721,428</u>
Less amounts not available to be used within one year:	
Net assets with donor restrictions	149,560,260
Funds held on behalf of others	5,386,897
Net assets with board designations	961,556
Total amount unavailable for general expenditures within one year	<u>155,908,713</u>
Total financial assets available to management for general expenditures within one year	<u>\$ 8,812,715</u>

Under the spending policy for the endowment, 4% to 6% of the donor-restricted and board-designated endowment is appropriated on an annual basis and is available for general expenditure. In addition, the Board has the option to repurpose the net assets with board designations in their entirety for general expenditure.

**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

Board of Directors
The Cleveland State University Foundation

We have audited, in accordance with the 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 (*Government Auditing Standards*), the financial statements of The Cleveland State University Foundation, which comprise the statement of financial position as of June 30, 2024, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 24, 2024.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered The Cleveland State University 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 opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of The Cleveland State University Foundation's internal control. Accordingly, we do not express an opinion on the effectiveness of The Cleveland State University 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 entity'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 or significant deficiencies may exist that were not identified.



Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether The Cleveland State University 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 financial statements. 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*.

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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

RSM US LLP

Cleveland, Ohio
September 24, 2024

OHIO AUDITOR OF STATE KEITH FABER



CLEVELAND STATE UNIVERSITY FOUNDATION

CUYAHOGA COUNTY

AUDITOR OF STATE OF OHIO CERTIFICATION

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



Certified for Release 11/7/2024

65 East State Street, Columbus, Ohio 43215
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This report is a matter of public record and is available online at
www.ohioauditor.gov