

# Financial Statements

University of New Hampshire Foundation, Inc.  
June 30, 2022 and 2021

**University of New Hampshire Foundation, Inc.  
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The 2022 Annual Report is a publication of the University of New Hampshire Foundation, Inc. Prior year annual reports are available online at:  
<https://www.unh.edu/give/financial-reports>

University of New Hampshire Foundation, Inc.  
Elliott Alumni Center  
9 Edgewood Road, Durham, NH 03824



## INDEPENDENT AUDITORS' REPORT

Board of Directors  
University of New Hampshire Foundation  
Durham, New Hampshire

### Report on the Audit of the Financial Statements

#### ***Opinion***

We have audited the accompanying financial statements of the business-type activities the University of New Hampshire Foundation (Foundation), a blended component unit of the University System of New Hampshire, as of and for the year ended June 30, 2022 and 2021, and the related notes to the financial statements, which collectively comprise the Foundation's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the business-type activities of the Foundation, as of June 30, 2022 and 2021, and the respective changes in financial position, and, where applicable, cash flows thereof 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. Our responsibilities under those standards are further described in the Auditors' 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 for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

### ***Auditors' 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 auditors' report that includes our opinions. 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 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 Foundation's ability to continue as a going concern for a reasonable period of time.

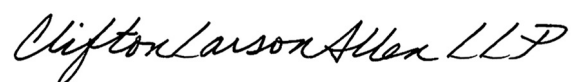
We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

***Other Reporting Required by Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated October 7, 2022, 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 Foundation's internal control over financial reporting and compliance.

A handwritten signature in cursive script that reads "CliftonLarsonAllen LLP".

**CliftonLarsonAllen LLP**

Quincy, Massachusetts  
October 7, 2022

**University of New Hampshire Foundation, Inc.**  
**Management's Discussion & Analysis**  
**June 2022, 2021, and 2020**  
**(Unaudited)**  
**(\$ in thousands)**

## **Introduction**

The University of New Hampshire Foundation, Inc. (Foundation) was formed on September 22, 1989 as an independent corporation, the principal purpose of which is to assist the University of New Hampshire (UNH) in obtaining additional resources for the enhancement of UNH programs and facilities. UNH is an institution of higher education and the flagship campus of the University System of New Hampshire (USNH). Operationally, the Foundation functions within UNH's Advancement division (Advancement). The Foundation is overseen by the Board of Directors (Board).

The following discussion and analysis of the financial condition and results of operations of the Foundation for the fiscal year ended June 30, 2022 is provided as prescribed by the Governmental Accounting Standards Board (GASB). This discussion includes an overview of the Foundation's financial activities, describes the changes in financial position, and assists the reader in understanding and comparing the results of the current year's operations to those for the years ended June 30, 2021 and 2020. As this discussion includes summarized information, it should be read in conjunction with the accompanying financial statements and related note disclosures. The financial statements, related notes, and this discussion have been prepared by and are the responsibility of management. References to years should be interpreted to mean fiscal year beginning July 1 and ending June 30, unless otherwise noted. All dollar values noted throughout this discussion, the financial statements, and related notes are in thousands of United States dollars.

## **2022 Financial Highlights**

- More than two years after the start of the Coronavirus Disease (COVID-19) pandemic, Foundation staff continue to successfully work remotely, with some returning to hybrid work arrangements in 2022. In contrast to the strong financial market rebound of 2021, the market declines of the last six months of 2022 brought on by domestic and global economic challenges and the impact of the war in Ukraine decreased the Foundation's investment portfolio, as noted below.
- The value of endowment investments and similar funds decreased \$30,796 (-10.2%) in 2022, with \$13,909 distributed from the endowment pool for payout to purpose and the administration fee (collectively "endowment income used for operations") and a \$26,695 endowment investment loss offset by \$9,753 in new endowment gifts.
- The pooled portion (98.1%) of the Foundation's endowment assets had a 2022 market loss, net of fees, of 9.3%. This compares to a gain of 29.0% in 2021 and a gain of 1.7% in 2020. 87.7% of Foundation endowed funds are above their respective original gift values as of June 30, 2022.
- Current use gifts and contributions received in 2022 increased by \$316 (1.5%) over 2021 while gifts transferred to UNH decreased by \$4,427 (-24.6%). Endowment gifts received in 2022 increased \$3,895 (66.5%) from the 2021 level.
- Distributions to UNH for endowed programs increased \$1,232 (12.1%) in 2022 following an increase of \$698 (7.4%) in 2021.

**University of New Hampshire Foundation, Inc.**  
**Management's Discussion & Analysis**  
**June 2022, 2021, and 2020**  
**(Unaudited)**  
**(\$ in thousands)**

**Using the Financial Statements**

This annual report includes financial statements and related notes thereto, prepared in accordance with U.S. generally accepted accounting principles (GAAP) promulgated by GASB. The financial statements focus on the financial condition, results of operations, and cash flows of the Foundation.

The Statements of Net Position include all assets, liabilities, deferred inflows and outflows, and net position of the Foundation. They are prepared under the accrual basis of accounting, whereby revenues and assets are recognized when earned or, in certain instances, received, and expenses and liabilities are recognized when incurred, regardless of when cash is exchanged.

The Statements of Revenues, Expenses, and Other Changes in Net Position present the revenues earned and the expenses incurred by the Foundation during the year. All activities are reported as either operating or other changes in net position. Operating activities are those that support the mission and purpose of the Foundation and include transactions of a capital and restricted nature that are invested by the Foundation to generate a return that will support future operations. Endowment gifts are reported as other changes in net position.

The Statements of Cash Flows present information related to Foundation cash inflows and outflows during the year, including categories for operating, investing and noncapital financing activities. Endowment gifts are reported as noncapital financing activities.

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**University of New Hampshire Foundation, Inc.**  
**Management's Discussion & Analysis**  
**June 2022, 2021, and 2020**  
**(Unaudited)**  
**(\$ in thousands)**

**Statements of Net Position**

A condensed summary of net position as of June 30, 2022, 2021 and 2020 follows:

|                                     | <u>2022</u>       | <u>2021</u>       | <u>2020</u>       | <u>22 - 21</u><br><u>\$ Change</u> | <u>22 - 21</u><br><u>% Change</u> |
|-------------------------------------|-------------------|-------------------|-------------------|------------------------------------|-----------------------------------|
| Assets:                             |                   |                   |                   |                                    |                                   |
| Current assets                      | \$ 13,833         | \$ 5,904          | \$ 6,233          | \$ 7,929                           | 134.3%                            |
| Noncurrent assets                   | <u>278,734</u>    | <u>309,536</u>    | <u>244,986</u>    | <u>(30,802)</u>                    | <u>-10.0%</u>                     |
| Total Assets                        | <u>292,567</u>    | <u>315,440</u>    | <u>251,219</u>    | <u>(22,873)</u>                    | <u>-7.3%</u>                      |
| Liabilities:                        |                   |                   |                   |                                    |                                   |
| Current liabilities                 | 1,408             | 1,071             | 1,225             | 337                                | 31.5%                             |
| Noncurrent liabilities              | <u>2,944</u>      | <u>2,412</u>      | <u>2,152</u>      | <u>532</u>                         | <u>22.1%</u>                      |
| Total Liabilities                   | <u>4,352</u>      | <u>3,483</u>      | <u>3,377</u>      | <u>869</u>                         | <u>24.9%</u>                      |
| Deferred Inflows of Resources:      |                   |                   |                   |                                    |                                   |
| Deferred inflows - annuities        | <u>1,655</u>      | <u>2,161</u>      | <u>1,348</u>      | <u>(506)</u>                       | <u>-23.4%</u>                     |
| Total Deferred Inflows of Resources | <u>1,655</u>      | <u>2,161</u>      | <u>1,348</u>      | <u>(506)</u>                       | <u>-23.4%</u>                     |
| Net Position:                       |                   |                   |                   |                                    |                                   |
| Restricted                          |                   |                   |                   |                                    |                                   |
| Nonexpendable                       | 171,562           | 161,978           | 156,239           | 9,584                              | 5.9%                              |
| Expendable                          | 111,714           | 144,457           | 86,898            | (32,743)                           | -22.7%                            |
| Unrestricted                        | <u>3,284</u>      | <u>3,361</u>      | <u>3,357</u>      | <u>(77)</u>                        | <u>-2.3%</u>                      |
| Total Net Position                  | <u>\$ 286,560</u> | <u>\$ 309,796</u> | <u>\$ 246,494</u> | <u>\$ (23,236)</u>                 | <u>-7.5%</u>                      |

Current assets include cash, cash equivalents, and non-endowment pledges receivable due within one year. In accordance with GAAP, endowment pledges are not recognized in the financial statements until the gift is received. Accounts payable and the current portion (due within one year) of annuities payable, plus accrued expenses make up the current liabilities balance. Current assets less current liabilities represent the net working capital of the Foundation. Between the Foundation's working capital and the operating reserve balance (unrestricted net position), management deems the availability of assets adequate to meet unexpected needs of the Foundation.

Noncurrent assets include non-endowment pledges receivable that are due beyond one year from the date of the financial statements, as well as endowments and certain other investments. Noncurrent liabilities are the net present value of that portion of annuities payable after the next fiscal year.

When considered in the context of the Foundation's donor cultivation strategies, returns on its investment and fundraising campaigns, and the overall state of the economy, increases or decreases in the Foundation's net position over time are indicators of improvement in or erosion of its financial health. The Foundation's net position is comprised of three types of net position: restricted nonexpendable, restricted expendable and unrestricted.



**University of New Hampshire Foundation, Inc.**  
**Management's Discussion & Analysis**  
**June 2022, 2021, and 2020**  
**(Unaudited)**  
**(\$ in thousands)**

Restricted nonexpendable endowment funds are maintained in accordance with terms specified by donors and are invested in perpetuity with the intent to produce income to be expended annually for the donor-specified purposes. The restricted nonexpendable net position related to these endowment funds increased by 5.9% in 2022, following increases of 3.7% in 2021 and 2.4% in 2020. Increases in this portion of endowment funds over the last several years have been attributable to the Foundation's commitment to growing and developing a strong fundraising team which has been successful at securing more and larger gifts from its increasing active donor base. The Investment Committee (Committee) monitors and manages the asset allocation of the endowment pool with the goal of diversifying risk while maintaining value and enhancing total return. This work is carried out in conjunction with the Foundation's investment consultant.

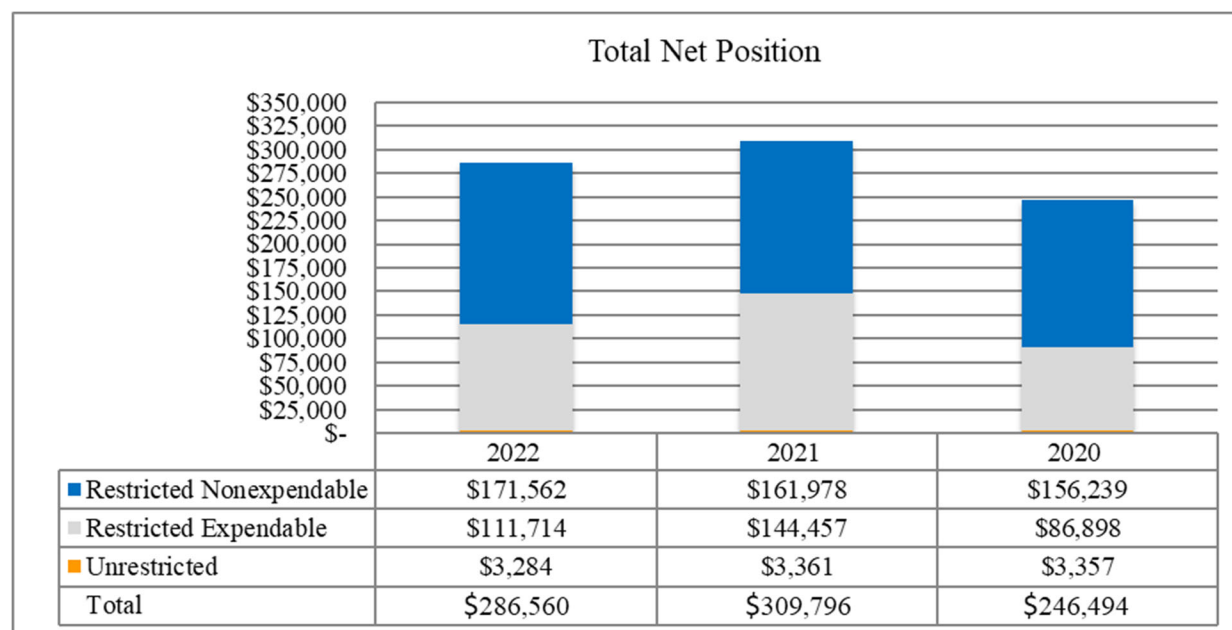
Restricted expendable funds include funds functioning as endowment, life income and annuity funds, and accumulated net gains on the nonexpendable endowment funds. The restricted expendable net position related to these endowment funds decreased 22.7% the year ended June 30, 2022, after increasing 66.2% during the year ended June 30, 2021, following a decrease of 5.5% in 2020. Funds functioning as endowment consist of amounts that have been allocated by the Foundation for long-term investment purposes, including gifts restricted as to purpose that have no conditions requiring they be held as nonexpendable endowments. The significant decrease in 2022 was due primarily to global market losses in the second half of the fiscal year.

Unrestricted funds include accumulated operating reserves, as well as unrestricted gifts to the Foundation that can be utilized to support the Foundation's operations.

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**University of New Hampshire Foundation, Inc.**  
**Management's Discussion & Analysis**  
**June 2022, 2021, and 2020**  
**(Unaudited)**  
**(\$ in thousands)**

The following chart shows the net position composition as of June 30, 2022, 2021 and 2020:



The Foundation's total net position decreased by \$23,236 (-7.5%) in 2022, following an increase of \$63,302 (25.7%) in 2021 and a decrease of \$931 (-0.4%) in 2020. Annual payout distributions from and new gifts to the endowment, along with overall market gain or loss results from the portfolio investments, are reflected in the year-to-year fluctuations in restricted net position.

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**University of New Hampshire Foundation, Inc.**  
**Management's Discussion & Analysis**  
**June 2022, 2021, and 2020**  
**(Unaudited)**  
**(\$ in thousands)**

**Statements of Revenues, Expenses and Other Changes in Net Position**

A condensed summary of revenues, expenses and other changes in net position for the years ended June 30, 2022, 2021 and 2020 follows:

|   | <u>2022</u>        | <u>2021</u>      | <u>2020</u>     |
|---|--------------------|------------------|-----------------|
| Operating Revenues:   |                    |                  |                 |
| Gifts and contributions                                       | \$ 21,417          | \$ 21,101        | \$ 15,730       |
| Gifts and contributions for funds functioning as endowment    | 169                | 119              | 4,202           |
| Support from UNH  | 7,633              | 5,358            | 6,379           |
| Endowment return less income used for operations              | (26,695)           | 67,551           | 3,288           |
| Other investment income                                       | (9)                | 4                | 356             |
| Other income  | 56                 | 4                | 7               |
| Total Operating Revenues                                      | <u>2,571</u>       | <u>94,137</u>    | <u>29,962</u>   |
| Operating Expenses:   |                    |                  |                 |
| Gifts transferred to UNH                                      | 13,582             | 18,009           | 16,424          |
| Distributions to UNH for endowed programs                     | 11,423             | 10,191           | 9,493           |
| Salaries, wages, fringe benefits and other operating expenses | 10,386             | 8,374            | 8,689           |
| Total Operating Expenses                                      | <u>35,391</u>      | <u>36,575</u>    | <u>34,606</u>   |
| Operating Income (Loss)                                       | <u>(32,820)</u>    | <u>57,562</u>    | <u>(4,644)</u>  |
| Other Changes in Net Position:                                |                    |                  |                 |
| Endowment gifts and contributions                             | 9,584              | 5,739            | 3,713           |
| Total Other Changes in Net Position                           | <u>9,584</u>       | <u>5,739</u>     | <u>3,713</u>    |
| Increase (Decrease) in Net Position                           | <u>\$ (23,236)</u> | <u>\$ 63,302</u> | <u>\$ (931)</u> |

Revenue is primarily comprised of gifts and contributions, support from UNH for fundraising services rendered, investment income, endowment income, and gains (losses) on investments.

Gifts and contributions and endowment income are the primary sources of revenue for the Foundation. In addition, financial support received for services provided to UNH is recognized as revenue by the Foundation. During 2022, excluding new endowment gifts, the Foundation's endowment pool experienced a net decrease of \$40,549 after distributions of \$13,909. This compares to net increase of \$54,879 after distributions of \$12,610 in 2021 and a net decrease of \$8,444 after distributions of \$11,765 in 2020.

Expenses include gifts transferred to UNH, distributions (payout to purpose) to UNH for endowed scholarships and programs, compensation costs, interest on annuities, supplies and other expenses. Salaries and fringe benefits comprised \$8,790 (24.8%) of the Foundation's total expenses in 2022 as compared to \$7,319 (20.0%) of the Foundation's total expenses in 2021. The increase in 2022 was primarily attributable to the UNH Advancement Services team transferring from the UNH to the Foundation financial statements as well as filling new and vacant frontline fundraising positions. Expenses were within the approved budget.

**University of New Hampshire Foundation, Inc.**  
**Management's Discussion & Analysis**  
**June 2022, 2021, and 2020**  
**(Unaudited)**  
**(\$ in thousands)**

Below is a chart that summarizes activity in endowments, annuities, and similar funds for the years ended June 30:

|                             | <u>2022</u>       | <u>2021</u>       | <u>2020</u>       |
|-----------------------------|-------------------|-------------------|-------------------|
| Beginning Endowment Balance | \$ 296,533        | \$ 235,797        | \$ 236,326        |
| New gifts                   | 9,753             | 5,858             | 7,915             |
| Payout to purpose           | (11,536)          | (10,305)          | (9,607)           |
| Administration fee          | (2,373)           | (2,305)           | (2,158)           |
| Yield, net of fees          | 441               | (1,121)           | 1,687             |
| Realized gain (loss)        | 9,542             | 4,627             | 2,232             |
| Unrealized gain (loss)      | <u>(36,623)</u>   | <u>63,982</u>     | <u>(598)</u>      |
| Ending Endowment Balance    | 265,737           | 296,533           | 235,797           |
| Annuities*                  | <u>5,183</u>      | <u>5,263</u>      | <u>4,144</u>      |
| Ending Investment Balance   | <u>\$ 270,920</u> | <u>\$ 301,796</u> | <u>\$ 239,941</u> |

\*Associated liabilities (current and non-current) totaled \$3,259, \$2,680, and \$2,431, at June 30, 2022, 2021, and 2020, respectively.

The overall value of endowment, annuity, and similar fund investments decreased \$30,876 (-10.2%) in 2022, in contrast to an increase of \$61,855 (25.8%) in 2021 and a \$1,665 (-0.7%) decrease in 2020.

## **Outlook**

The impact of the COVID-19 pandemic on the Foundation and at UNH lessened over the course of 2022. As previously noted, hybrid and remote work arrangements continue for Foundation staff, but all Foundation functions continue to be accomplished successfully, including fundraising, gift stewardship, and financial and investment management. The Committee continues to be highly engaged in monitoring the investment portfolio in conjunction with the investment advisor, to ensure that the Foundation's endowment portfolio can continue to provide much-needed support to UNH in the near term and over the long term.

In addition to identifying new donors and securing additional current use and endowment gifts for the current fundraising campaign, the national and global financial and investment markets will continue to be significant factors affecting the Foundation's Statement of Net Position and overall financial health. The Foundation applies diversification to its endowment investments and maintains a long-term focus to achieve competitive returns while hedging against market uncertainty. The Foundation's Board and staff employ what they believe to be sound fiscal management, contributing to strong results over time and stability in its financial health.

**University of New Hampshire Foundation, Inc.**  
**Statement of Net Position**  
**Years ended June 30,**  
**(\$ in thousands)**

|  | <u>2022</u>      | <u>2021</u>       |
|--|------------------|-------------------|
| <b>ASSETS</b>                              |                  |                   |
| <b>Current Assets</b>                      |                  |                   |
| Cash and cash equivalents                  | \$ 10,301        | \$ 3,422          |
| Pledges receivable, net                    | <u>3,532</u>     | <u>2,482</u>      |
| <b>Total Current Assets</b>                | <u>13,833</u>    | <u>5,904</u>      |
| <b>Noncurrent Assets</b>                   |                  |                   |
| Pledges receivable, net                    | 7,205            | 7,104             |
| Endowment investments and similar funds    | 265,737          | 296,533           |
| Annuity investments and similar funds      | 5,183            | 5,263             |
| Other investments                          | 314              | 341               |
| Other assets                               | <u>295</u>       | <u>295</u>        |
| <b>Total Noncurrent Assets</b>             | <u>278,734</u>   | <u>309,536</u>    |
| <b>Total Assets</b>                        | <u>292,567</u>   | <u>315,440</u>    |
| <br><b>LIABILITIES</b>                     |                  |                   |
| <b>Current Liabilities</b>                 |                  |                   |
| Accounts payable and other liabilities     | 1,093            | 803               |
| Annuities payable                          | <u>315</u>       | <u>268</u>        |
| <b>Total Current Liabilities</b>           | <u>1,408</u>     | <u>1,071</u>      |
| <b>Noncurrent Liabilities</b>              |                  |                   |
| Annuities payable                          | <u>2,944</u>     | <u>2,412</u>      |
| <b>Total Noncurrent Liabilities</b>        | <u>2,944</u>     | <u>2,412</u>      |
| <b>Total Liabilities</b>                   | <u>4,352</u>     | <u>3,483</u>      |
| <br><b>DEFERRED INFLOWS OF RESOURCES</b>   |                  |                   |
| Deferred inflows - annuities               | <u>1,655</u>     | <u>2,161</u>      |
| <b>Total Deferred Inflows of Resources</b> | <u>1,655</u>     | <u>2,161</u>      |
| <br><b>NET POSITION</b>                    |                  |                   |
| <b>Restricted</b>                          |                  |                   |
| Nonexpendable                              | 171,562          | 161,978           |
| Expendable                                 | 111,714          | 144,457           |
| <b>Unrestricted</b>                        | <u>3,284</u>     | <u>3,361</u>      |
| <b>Total Net Position</b>                  | <u>\$286,560</u> | <u>\$ 309,796</u> |

*See accompanying notes to financial statements.*

**University of New Hampshire Foundation, Inc.**  
**Statements of Revenues, Expenses and Other Changes in Net Position**  
**Years ended June 30,**  
**(\$ in thousands)**

|   | <u>2022</u>              | <u>2021</u>              |
|---|--------------------------|--------------------------|
| <b>OPERATING REVENUES</b>                               |                          |                          |
| Gifts and contributions                                 | \$ 21,586                | \$ 21,220                |
| Support from UNH for fundraising services rendered      | 7,633                    | 5,358                    |
| Endowment income used for operations                    | 13,909                   | 12,610                   |
| Realized and unrealized gain (loss) on investments, net | (40,604)                 | 54,941                   |
| Other investment income                                 | (9)                      | 4                        |
| Other income  | 56                       | 4                        |
| <b>Total Operating Revenues</b>                         | <u>2,571</u>             | <u>94,137</u>            |
| <b>OPERATING EXPENSES</b>                               |                          |                          |
| Gifts transferred to UNH                                | 13,582                   | 18,009                   |
| Distributions to UNH for endowed programs               | 11,423                   | 10,191                   |
| Salaries, wages, and fringe benefits                    | 8,790                    | 7,319                    |
| Supplies and other operating expenses                   | 1,581                    | 1,040                    |
| Interest on annuities                                   | 15                       | 15                       |
| <b>Total Operating Expenses</b>                         | <u>35,391</u>            | <u>36,574</u>            |
| <b>Operating Income (Loss)</b>                          | <u>(32,820)</u>          | <u>57,563</u>            |
| <b>OTHER CHANGES IN NET POSITION</b>                    |                          |                          |
| Endowment gifts and contributions                       | 9,584                    | 5,739                    |
| <b>Total Other Changes In Net Position</b>              | <u>9,584</u>             | <u>5,739</u>             |
| <b>INCREASE (DECREASE) IN NET POSITION</b>              | (23,236)                 | 63,302                   |
| <b>NET POSITION AT BEGINNING OF YEAR</b>                | <u>309,796</u>           | <u>246,494</u>           |
| <b>NET POSITION AT END OF YEAR</b>                      | <u><u>\$ 286,560</u></u> | <u><u>\$ 309,796</u></u> |

*See accompanying notes to financial statements.*

**University of New Hampshire Foundation, Inc.**  
**Statements of Cash Flows**  
**Years ended June 30,**  
**(\$ in thousands)**

|   | <u>2022</u>       | <u>2021</u>        |
|---|-------------------|--------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>   |                   |                    |
| Gifts and contributions   | \$ 20,434         | \$ 18,449          |
| Support from UNH  | 7,633             | 5,358              |
| Investment income   | 4                 | 4                  |
| Payments to UNH   | (24,802)          | (28,279)           |
| Payments to employees and for employee benefits   | (8,755)           | (7,317)            |
| Payments to suppliers   | (1,466)           | (1,095)            |
| <b>Net Cash Provided By (Used In) Operating Activities</b>  | <u>(6,952)</u>    | <u>(12,880)</u>    |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>   |                   |                    |
| Proceeds from sales and maturities of pooled endowment investments                                    | 187,864           | 81,674             |
| Purchases of pooled endowment investments   | (183,708)         | (74,923)           |
| Proceeds from sales and maturities of annuity, life income, and other investments                     | 520               | 282                |
| Purchases of annuity, life income and other investments   | (1,389)           | (303)              |
| <b>Net Cash Provided By (Used In) Investing Activities</b>  | <u>3,287</u>      | <u>6,730</u>       |
| <b>CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES</b>  |                   |                    |
| Proceeds from issuance of annuity and life income agreements  | 1,292             | 296                |
| Payments to annuitants and life income beneficiaries  | (332)             | (275)              |
| Endowment gifts and other additions   | 9,584             | 5,739              |
| <b>Net Cash Provided By (Used In) Noncapital Financing Activities</b>                                 | <u>10,544</u>     | <u>5,760</u>       |
| <b>INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>   | 6,879             | (390)              |
| <b>BEGINNING CASH AND CASH EQUIVALENTS</b>  | 3,422             | 3,812              |
| <b>ENDING CASH AND CASH EQUIVALENTS</b>   | <u>\$ 10,301</u>  | <u>\$ 3,422</u>    |
| <b>RECONCILIATION OF OPERATING INCOME TO<br/>NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES:</b> |                   |                    |
| <b>OPERATING INCOME (LOSS)</b>  | \$ (32,820)       | \$ 57,563          |
| Adjustments to reconcile operating income (loss)<br>to net cash used in operating activities:         |                   |                    |
| Endowment return, net of amount used for operations   | 26,686            | (67,559)           |
| Interest on annuities   | 15                | 15                 |
| Changes in assets and liabilities:  |                   |                    |
| Pledges receivable, net   | (1,150)           | (3,321)            |
| Other investments   | 27                | 15                 |
| Other assets  | -                 | 550                |
| Accounts payable and other liabilities  | 290               | (143)              |
| <b>Net Cash Provided By (Used In) Operating Activities</b>  | <u>\$ (6,952)</u> | <u>\$ (12,880)</u> |

*See accompanying notes to financial statements.*

**University of New Hampshire Foundation, Inc.**  
**Notes to Financial Statements**  
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**(\$ in thousands)**

**1. Organization and Significant Accounting Policies**

The University of New Hampshire Foundation, Inc. (Foundation) was incorporated in 1989 as a not-for-profit, tax-exempt organization. Its primary purpose is to solicit, collect, invest and disburse funds for the University of New Hampshire (UNH). The Foundation is governed by its own Board of Directors (Board), the membership of which includes, among others, the President of the University of New Hampshire and up to three members of the University System of New Hampshire (USNH) Board of Trustees. The conduct and oversight of the investment program is the responsibility of the Investment Committee (Committee). The University of New Hampshire funds a significant portion of the operating expenses of the Foundation.

***Basis of Accounting and Presentation***

In order to adhere to limitations and restrictions placed on the use of available resources, the accounts of the Foundation are maintained internally in accordance with the principles of “fund accounting.” This is the procedure by which resources for various purposes are maintained in separate funds in accordance with the activities or objectives specified.

The financial statements of the Foundation have been prepared in accordance with U.S. generally accepted accounting principles (GAAP) using the economic resources measurement focus and the accrual basis of accounting in accordance with applicable Governmental Accounting Standards Board (GASB) pronouncements.

The Foundation’s resources are classified for accounting and reporting purposes into the following net position categories:

- **Restricted Nonexpendable** – These are subject to externally imposed stipulations that the funds be invested in perpetuity by the Foundation. These include the original gift value of donor restricted endowment funds subject to the Uniform Prudent Management of Institutional Funds Act (UPMIFA) of New Hampshire, as described in note 4.
- **Restricted Expendable** – Use by the Foundation is subject to externally imposed stipulations that can be fulfilled by actions pursuant to those stipulations or expire by the passage of time and include the net unspent appreciation on investments of donor-restricted nonexpendable endowments and restricted current use pledges receivable. When both restricted and unrestricted resources are available for a particular purpose, generally it is the Foundation’s policy to use applicable restricted resources first.
- **Unrestricted** – These are not subject to externally imposed stipulations. Unrestricted net position may be designated internally to support specific purposes.



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UNH provides financial support to the Foundation through annual operating appropriations and other sources. Although UNH does not control the timing or amount of receipts from the Foundation, the majority of resources which the Foundation holds and invests, and income thereon, are restricted by donors to the activities of UNH. Because these restricted resources held by the Foundation can only be used by or for the benefit of UNH, the Foundation is included as a blended component unit in the USNH financial statements in accordance with GASB Statement No. 14, *The Financial Reporting Entity*, as amended by GASB Statement No. 39, *Determining Whether Certain Organizations Are Component Units*, and GASB Statement No. 61, *The Financial Reporting Entity: Omnibus*.

The Foundation's financial statements include comparative financial information. Certain prior year amounts have been reclassified to conform to the current year presentation.

***Cash and Cash Equivalents***

Cash and cash equivalents consist of savings and demand accounts and pooled depository funds with original maturities of 90 days or less. The primary purpose of these funds is to support expected operating expenses of the Foundation in the near future.

***Gifts, Contributions and Pledges***

Gifts and contributions are recorded at estimated fair value when all applicable eligibility requirements have been met and collection is deemed probable. Pledges are written unconditional promises by donors to make future payments. The Foundation recognizes a receivable and revenue at the time the pledge is made by the donor if the pledge is verifiable, measurable, and probable of collection and meets all applicable eligibility requirements. Because eligibility requirements for endowment gifts cannot be met until funds are invested, endowment pledges are not recorded as revenue until cash or other assets are received. Real estate is reported at estimated fair value as of the date of the gift. Transfers to UNH are recorded based on the carrying value of the related gifts at the date of transfer.

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**University of New Hampshire Foundation, Inc.**  
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***Fair Value Measurements***

Investments and investment activities are reported at fair value. Fair value represents the price that would be received upon sale of an asset or paid upon the transfer of a liability in an orderly transaction between market participants as of the measurement date. In accordance with GASB Statement No.72, *Fair Value Measurement & Application*, the Foundation uses a three-tiered hierarchy to categorize those assets and liabilities based on the valuation methodologies employed. The hierarchy is defined as follows:

- Level 1 – Valuation based on quoted prices (unadjusted) in active markets that are accessible at the measurement date for assets or liabilities.
- Level 2 – Valuations based on inputs other than quoted prices that are observable for the asset or liability either directly or indirectly.
- Level 3 – Valuation based on unobservable inputs used in situations in which little or no market data is available.

The fair value hierarchy gives the highest priority to Level 1 inputs and the lowest priority to Level 3 inputs. The Foundation utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible. Transfers between categories occur when there is an event that changes the inputs used to measure the fair value of an asset or liability. Transfers between fair value categories are recognized as of the end of the reporting period.

As described in note 3, investments measured at net asset value as a practical expedient to estimate fair value are not categorized in the fair value hierarchy above.

***Income Tax Status***

The Internal Revenue Service has ruled that the Foundation is qualified under Section 501(c)(3) of the Internal Revenue Code and is, therefore, generally not subject to income tax under present federal income tax laws. In addition, the Foundation is not a private foundation within the meaning of Sections 509(a)(1) and 170(b)(1)(A)(iv) of the Code.

**University of New Hampshire Foundation, Inc.**  
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**2. Pledges Receivable**

Pledges receivable are discounted at rates commensurate with the associated risks and timeframes involved. Amortization of the discount is recorded as additional contribution revenue in accordance with the donor-imposed restriction. As of June 30, 2022 and 2021, 45% and 59%, respectively, of pledges receivable, net of discount and bad debt allowance, are attributable to one donor.

Pledges receivable at June 30 are restricted by donors as follows:

|                                    | <u><b>2022</b></u>      | <u><b>2021</b></u>      |
|------------------------------------|-------------------------|-------------------------|
| Instruction and academic support   | \$ 7,058                | \$ 6,491                |
| Scholarships and fellowships       | 3,889                   | 3,719                   |
| Plant construction and renovations | 173                     | 234                     |
| Other                              | 1,014                   | 380                     |
| Total Pledges Receivable           | <u><u>\$ 12,134</u></u> | <u><u>\$ 10,824</u></u> |

These amounts, as of June 30, are due as shown below:

|   | <u><b>2022</b></u>      | <u><b>2021</b></u>     |
|---|-------------------------|------------------------|
| Amounts due in one year or less             | \$ 4,033                | \$ 2,863               |
| Amounts due between one year and five years | 7,062                   | 5,981                  |
| Amounts due after five years                | 1,039                   | 1,980                  |
| Total Due                                   | 12,134                  | 10,824                 |
| Less: discounting of future cash flows      | (385)                   | (334)                  |
| Less: allowance for uncollectible amounts   | (1,012)                 | (904)                  |
| Total Pledges Receivable, Net               | <u><u>\$ 10,737</u></u> | <u><u>\$ 9,586</u></u> |

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**University of New Hampshire Foundation, Inc.**  
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### 3. Investments

Investments and investment activities are reported at estimated fair value. Purchases and sales of securities are recorded as of the settlement date. The fair value of publicly traded securities is based upon quoted market prices. The fair value of registered mutual funds is based on published net asset values (NAV). The estimated fair value of investments without traditional markets (i.e., hedge funds, private equity, inflation hedging assets and non-marketable real assets) is based on estimated NAV, as provided by fund managers and reviewed by management, as a practical expedient to estimate fair value. Because hedge funds, private equity, inflation hedging assets and real estate investments are not readily marketable, their estimated values are subject to uncertainty and, therefore, could differ materially from the value that would have been used had a ready market for such investments existed. At June 30, 2022 and 2021, the Foundation had no plans or intentions to sell investments at amounts different from NAV.

The following tables summarize the Foundation's endowment investments, annuity investments, and similar funds at June 30:

| <b>2022</b>   |                                    |                  |                 |                 |                   |
|---|------------------------------------|------------------|-----------------|-----------------|-------------------|
| <b>Investments Classified in the Fair Value Hierarchy</b> |                                    |                  |                 |                 |                   |
|   | <b>Investments Measured at NAV</b> | <b>Level 1</b>   | <b>Level 2</b>  | <b>Level 3</b>  | <b>Total</b>      |
| Cash  | \$ -                               | \$ 8,679         | \$ -            | \$ -            | \$ 8,679          |
| Fixed income  | -                                  | 11,891           | 9,025           | 4,350           | 25,266            |
| Inflation hedging   | -                                  | 13,667           | -               | -               | 13,667            |
| Domestic equity   | 51,190                             | 7,888            | -               | -               | 59,078            |
| Global equity   | 43,620                             | 566              | -               | -               | 44,186            |
| International equity                                      | 16,275                             | 11,988           | -               | -               | 28,263            |
| Hedge funds:  |                                    |                  |                 |                 |                   |
| Equity  | 13,576                             | -                | -               | -               | 13,576            |
| Diversified   | 6,592                              | -                | -               | -               | 6,592             |
| Distressed/Event Driven                                   | 28,499                             | -                | -               | -               | 28,499            |
| Private equity  | 30,896                             | -                | -               | -               | 30,896            |
| Private real assets                                       | 12,218                             | -                | -               | -               | 12,218            |
| Total   | <u>\$ 202,866</u>                  | <u>\$ 54,679</u> | <u>\$ 9,025</u> | <u>\$ 4,350</u> | <u>\$ 270,920</u> |

**University of New Hampshire Foundation, Inc.**  
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| <b>2021</b>   |  |                  |                 |                 |                   |
|---|--|------------------|-----------------|-----------------|-------------------|
| <b>Investments Classified in the Fair Value Hierarchy</b> |  |                  |                 |                 |                   |
|   | <b>Investments<br/>Measured at<br/>NAV</b> | <b>Level 1</b>   | <b>Level 2</b>  | <b>Level 3</b>  | <b>Total</b>      |
| Cash  | \$ -                                       | \$ 11,970        | \$ -            | \$ -            | \$ 11,970         |
| Fixed income  | -  | 12,525           | 3,017           | 4,292           | 19,834            |
| Inflation hedging   | -  | 4,311            | 6,313           | -               | 10,624            |
| Domestic equity   | 59,346                                     | 9,026            | -               | -               | 68,372            |
| Global equity   | 26,760                                     | 569              | -               | -               | 27,329            |
| International equity                                      | 44,043                                     | 8,267            | -               | -               | 52,310            |
| Hedge funds:  |  |                  |                 |                 |                   |
| Equity  | 30,549                                     | -                | -               | -               | 30,549            |
| Diversified   | 7,251                                      | -                | -               | -               | 7,251             |
| Distressed/Event Driven                                   | 39,918                                     | -                | -               | -               | 39,918            |
| Private equity  | 21,008                                     | -                | -               | -               | 21,008            |
| Private real assets                                       | 12,631                                     | -                | -               | -               | 12,631            |
| Total   | <u>\$ 241,506</u>                          | <u>\$ 46,668</u> | <u>\$ 9,330</u> | <u>\$ 4,292</u> | <u>\$ 301,796</u> |

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**University of New Hampshire Foundation, Inc.**  
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Investment liquidity and redemption terms as of June 30, 2022 and 2021 are presented below:

| 2022                    |                  |                  |                   |                  |                  |                  |                   |                   |
|-------------------------|------------------|------------------|-------------------|------------------|------------------|------------------|-------------------|-------------------|
|                         | Daily            | Monthly          | Quarterly         | Semi-Annual      | Annual           | Illiquid         | Total             | Redemption Notice |
| Cash                    | \$ 8,679         | \$ -             | \$ -              | \$ -             | \$ -             | \$ -             | \$ 8,679          | Daily             |
| Fixed income            | 20,916           | -                | -                 | -                | 2,765            | 1,585            | 25,266            | Daily, Illiquid   |
| Inflation hedging       | 13,667           | -                | -                 | -                | -                | -                | 13,667            | Daily             |
| Domestic equity         | 13,511           | 6,119            | 39,448            | -                | -                | -                | 59,078            | 1 - 60 days       |
| Global equity           | 12,883           | 16,407           | 14,896            | -                | -                | -                | 44,186            | 1 - 30 Days       |
| International equity    | 25,607           | -                | 2,656             | -                | -                | -                | 28,263            | 1 - 90 days       |
| Hedge funds:            |                  |                  |                   |                  |                  |                  |                   |                   |
| Equity                  | -                | -                | 13,576            | -                | -                | -                | 13,576            | 30 - 90 days      |
| Diversified             | -                | -                | -                 | 4,429            | 2,163            | -                | 6,592             | 60 days           |
| Distressed/Event Driven | -                | -                | 6,843             | 11,606           | 10,050           | -                | 28,499            | 60 - 90 days      |
| Private equity          | -                | -                | -                 | -                | -                | 30,896           | 30,896            | Illiquid          |
| Private real assets     | -                | -                | -                 | -                | -                | 12,218           | 12,218            | Illiquid          |
| Total                   | <u>\$ 95,263</u> | <u>\$ 22,526</u> | <u>\$ 77,419</u>  | <u>\$ 16,035</u> | <u>\$ 14,978</u> | <u>\$ 44,699</u> | <u>\$ 270,920</u> |                   |
| 2021                    |                  |                  |                   |                  |                  |                  |                   |                   |
|                         | Daily            | Monthly          | Quarterly         | Semi-Annual      | Annual           | Illiquid         | Total             | Redemption Notice |
| Cash                    | \$ 11,970        | \$ -             | \$ -              | \$ -             | \$ -             | \$ -             | \$ 11,970         | Daily             |
| Fixed income            | 15,543           | -                | -                 | -                | 4,228            | 63               | 19,834            | Daily, Illiquid   |
| Inflation hedging       | 10,624           | -                | -                 | -                | -                | -                | 10,624            | Daily             |
| Domestic equity         | 16,438           | 7,812            | 44,122            | -                | -                | -                | 68,372            | 1 - 60 days       |
| Global equity           | 7,042            | -                | 20,287            | -                | -                | -                | 27,329            | 1 - 30 Days       |
| International equity    | 26,430           | 22,381           | 3,499             | -                | -                | -                | 52,310            | 1 - 90 days       |
| Hedge funds:            |                  |                  |                   |                  |                  |                  |                   |                   |
| Equity                  | -                | -                | 30,549            | -                | -                | -                | 30,549            | 30 - 90 days      |
| Diversified             | -                | -                | -                 | 4,638            | 2,613            | -                | 7,251             | 60 days           |
| Distressed/Event Driven | -                | -                | 9,331             | 12,464           | 18,123           | -                | 39,918            | 60 - 90 days      |
| Private equity          | -                | -                | -                 | -                | -                | 21,008           | 21,008            | Illiquid          |
| Private real assets     | -                | -                | -                 | -                | -                | 12,631           | 12,631            | Illiquid          |
| Total                   | <u>\$ 88,047</u> | <u>\$ 30,193</u> | <u>\$ 107,788</u> | <u>\$ 17,102</u> | <u>\$ 24,964</u> | <u>\$ 33,702</u> | <u>\$ 301,796</u> |                   |

As of June 30, 2022 and 2021, the Foundation had outstanding unfunded commitments, which includes callable capital, to private investments of \$27,429 and \$17,901, respectively. There are 21 funds classified as illiquid which are expected to be liquidated over the next one to 12 years. The global equity class had a one year lock up period for one fund.

Marketable investments are held by financial institutions whose credit is reviewed and deemed reputable by the Foundation's investment advisor, management, and members of the Committee. The investment policy of the Foundation is designed to mitigate the custodial credit risk associated with these investments collectively through diversification among investment managers.

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Fixed income investments are subject to credit risk, which is the risk that an issuer will fail to pay interest or principal in a timely manner, or that negative perceptions of the issuer's ability to make these payments will cause security prices to decline. The Foundation manages credit risks, which include investment grade credit ratings issued by nationally recognized statistical rating organizations, including Moody's Investors Service, for all investments. As of June 30, 2022 and 2021, the Foundation's fixed income mutual funds were not rated.

Fixed income securities as of June 30 were rated as follows:

| <u>Moody's Rating</u> | <u>2022</u> | <u>2021</u> |
|-----------------------|-------------|-------------|
| Aaa                   | 37%         | 78%         |
| Aa1-3                 | 19%         | 6%          |
| A1-3                  | 25%         | 10%         |
| Baa1-3                | 15%         | 4%          |
| NR                    | 4%          | 2%          |
|                       | <u>100%</u> | <u>100%</u> |

#### **4. Endowment and Similar Funds**

The Foundation follows the provisions of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as promulgated in Chapter 292-B of the State of New Hampshire's Revised Statutes Annotated (RSA). RSA 292-B permits the Board of Directors to appropriate a portion of an endowment fund as is prudent considering the Foundation's long-term and short-term needs, present and anticipated financial requirements, and expected total return on its investments, price level trends, and general economic conditions.

The majority of endowment funds are invested and maintained on a pooled basis using the unit share method of allocating earnings. At June 30, 2022 and 2021, pooled endowment funds totaled \$265,737 and \$296,533, respectively. The Foundation previously maintained two separate endowment pools: the main pool and the ESG (environmental, social, and governance) pool. The Committee voted to merge the pools in 2022 to offer more investment opportunities and further diversify the Foundation's investments. In merging these pools, existing ESG investments were maintained, and sustainable investing methods are now more evenly applied across the Foundation's entire investment decision-making process.

As provided for under UPMIFA, the Foundation applies the "total return" concept to distributions, so that endowment yield (dividends and interest, net of fees) and accumulated net gains may be utilized to fund distributions. For fiscal years 2022 and 2021, the payout to purpose rate was 4.25% and the administration fee component was 1%, both based on the twelve quarter-rolling average market value per unit, for a total distribution rate of 5.25%. The administrative fee component of the annual distribution for spending covers general and administrative costs associated with the management of investments and fiduciary requirements of the Foundation. The distribution rate is reviewed and approved by the Board annually.

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When combined with new gifts, the payout to purpose rate in the spending formula for the pooled endowment provides stability for support of ongoing programs. Total endowment income distributed and used for operations for 2022 and 2021 was \$13,909 and \$12,610, respectively. Of the total annual distributions, the Foundation distributed to UNH for endowed programs (i.e., payout to purpose) for restricted current use from pooled endowment funds \$11,536 and \$10,191 for the years ended June 30, 2022 and 2021, respectively. As a result of investment activities and annual distributions, endowment and similar funds experienced a net decrease of \$40,604 in 2022 and a net increase of \$54,941 in 2021.

All distributions were made from pooled endowment funds in 2022 and 2021. There were no cases where endowment funds had a market value less than 90% of the historical book value as of the beginning of the calendar year, which is the Foundation's payout curtailment policy threshold. The aggregate amount by which the Foundation's true endowment funds had market value below their original gift value was \$883 and \$0 as of June 30, 2022 and 2021, respectively. For 2022, the percentage of dollars by which funds are underwater is 0.41% of the total market value of true endowment funds.

Similar funds are comprised of life income and annuity funds totaling \$5,183 and \$5,263 as of June 30, 2022 and 2021, respectively.

## **5. Annuities Payable**

Annuities payable are recorded at the present value of anticipated future payments based on the life expectancies of the recipients. Life income and annuity liability activity for the years ended June 30, 2022 and 2021 are shown below:

|                            | <u><b>2022</b></u> | <u><b>2021</b></u> |
|----------------------------|--------------------|--------------------|
| Balance, Beginning of Year | \$ 2,680           | \$ 2,431           |
| Revaluations               | (52)               | 273                |
| New annuities              | 1,025              | 240                |
| Withdrawals                | (77)               | (5)                |
| Principal payments         | (317)              | (259)              |
| Balance, End of Year       | 3,259              | 2,680              |
| Less: current portion      | (315)              | (268)              |
| Noncurrent portion         | <u>\$ 2,944</u>    | <u>\$ 2,412</u>    |



**University of New Hampshire Foundation, Inc.**  
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**6. Net Position**

The components of total net position at June 30, 2022 and 2021 are summarized below:

|   | <u><b>2022</b></u>       | <u><b>2021</b></u>       |
|---|--------------------------|--------------------------|
| <b>Restricted</b>   |                          |                          |
| Nonexpendable   |                          |                          |
| Historical gift value of endowment                          | \$ 171,562               | \$ 161,978               |
| <b>Total Restricted Nonexpendable</b>                       | <u>171,562</u>           | <u>161,978</u>           |
| Expendable  |                          |                          |
| Accumulated net gains on historical gift value of endowment | 44,829                   | 76,867                   |
| Fair value of funds functioning as endowment                | 47,943                   | 56,073                   |
| Pledges receivable, net, and other gifts                    | 18,378                   | 10,801                   |
| Life income and annuity funds                               | 269                      | 421                      |
| Real estate gifts to be sold                                | 295                      | 295                      |
| <b>Total Restricted Expendable</b>                          | <u>111,714</u>           | <u>144,457</u>           |
| <b>Unrestricted</b>   |                          |                          |
| Foundation operating funds                                  | 1,833                    | 1,690                    |
| Fair value of unrestricted funds functioning as endowment   | 1,404                    | 1,616                    |
| Gifts   | 47                       | 55                       |
| <b>Total Unrestricted</b>                                   | <u>3,284</u>             | <u>3,361</u>             |
| <b>Total Net Position</b>                                   | <u><u>\$ 286,560</u></u> | <u><u>\$ 309,796</u></u> |

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**University of New Hampshire Foundation, Inc.**  
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**7. Gifts and Contributions**

Gifts and contributions include annual adjustments in pledges receivable balances based on estimated future cash flow net of discounts and allowances. Gifts and contributions accepted during 2022 and 2021 included the following:

|                               | <u>2022</u>      | <u>2021</u>      |
|-------------------------------|------------------|------------------|
| Endowment gifts*              | \$ 9,658         | \$ 6,007         |
| Current unrestricted gifts    | 529              | 392              |
| Current restricted gifts      | 13,425           | 20,420           |
| Plant gifts                   | 7,649            | 122              |
| Annuities                     | (91)             | 18               |
| Total Gifts and Contributions | <u>\$ 31,170</u> | <u>\$ 26,959</u> |

\*Includes additions to UNH-held endowments totaling \$74 and \$269 in 2022 and 2021, respectively.

**8. Related Party Transactions**

The Foundation's operations are dependent upon the continued support of UNH. The Foundation's personnel are USNH employees who are serving the Foundation and, accordingly, are entitled to all the benefits of USNH employees. All liabilities associated with employment are assumed by USNH and charged to the Foundation.

Support to the Foundation for items such as financial and payroll transactions are provided from the UNH and USNH central finance offices. The accompanying financial statements do not reflect the dollar value of such services. These amounts are reported in the operating budgets and financial statements of USNH.

To the extent UNH specifically provides financial support for management and general expenses of the Foundation, such amounts are reflected in the financial statements as operating revenue and expenses. For the years ended June 30, 2022 and 2021, UNH paid \$7,633 and \$5,358, respectively, to the Foundation for operating support.

Gifts transferred to UNH in 2022 and 2021 were \$13,582 and \$18,009, respectively. At June 30, 2022, \$656 due to UNH (relating to gifts to be transferred to UNH) was included in accounts payable and other liabilities. At June 30, 2021, this amount was \$509. Certain gift balances to be transferred to UNH in future years are held by the Foundation in cash and cash equivalents. These totaled \$7,642 and \$1,215, at June 30, 2022 and 2021, respectively. The majority of these balances are associated with scholarships, research and other initiatives that will be transferred to the project funds when needed.

**University of New Hampshire Foundation, Inc.**  
**Notes to Financial Statements**  
**June 30, 2022 and 2021**  
**(\$ in thousands)**

**9. Subsequent Events**

With respect to the continuing impact of the COVID pandemic, Foundation operations in 2023 will continue with hybrid and remote work environments available for staff. UNH management continues to evaluate school and work environments for appropriate actions to minimize negative impacts from the pandemic on students, faculty, staff and the general public. In complying with any such actions, the Foundation expects no material impact on the success of its plans and goals for 2023.

Management has evaluated the impact of other subsequent events through October 7, 2022, which is the date that the financial statements were available for issuance and concluded that no material events have occurred that would require recognition or disclosure.