

**GEORGIA SOUTHERN UNIVERSITY  
FOUNDATION, INC. AND SUBSIDIARIES**

**CONSOLIDATED FINANCIAL REPORT**

**JUNE 30, 2023**

# GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC. AND SUBSIDIARIES

## CONSOLIDATED FINANCIAL REPORT

JUNE 30, 2023

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CPAs & ADVISORS

## INDEPENDENT AUDITOR'S REPORT

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**To the Board of Trustees  
Georgia Southern University Foundation, Inc. and Subsidiaries  
Statesboro, Georgia**

### **Opinion**

We have audited the accompanying consolidated financial statements of **Georgia Southern University Foundation, Inc.** (a nonprofit organization) **and Subsidiaries**, which comprise the consolidated statements of financial position as of June 30, 2023 and 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Georgia Southern University Foundation, Inc. and Subsidiaries as of June 30, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. 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 Georgia Southern University Foundation, Inc. and Subsidiaries and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. 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 consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the consolidated 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 generally accepted 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 consolidated financial statements.

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In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated 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 consolidated 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 Georgia Southern University Foundation, Inc. and Subsidiaries' 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 consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Georgia Southern University Foundation, Inc. and Subsidiaries' 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 Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements of financial position and activities ("consolidating information") shown on pages 23 through 27 are presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

*Mauldin & Jenkins, LLC*

Atlanta, Georgia  
August 30, 2023

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2023 AND 2022**

	2023	2022
<b>ASSETS</b>		
Cash	\$ 357,827	\$ 266,062
Investments	114,531,395	106,969,613
Beneficial interest in irrevocable trust	2,480,639	2,277,592
Accrued interest receivable	22,996	38,980
Contributions receivable, net	5,518,388	4,085,478
Due from Georgia Southern University Athletic Foundation	2,520,017	1,440,842
Prepaid expenses	-	158,068
Cash value of insurance on lives of donors	168,401	159,853
Land	890,860	890,860
Buildings and equipment, net of accumulated depreciation of \$393,879 for 2023 and \$350,373 for 2022	579,860	623,366
	<b>\$ 127,070,383</b>	<b>\$ 116,910,714</b>
<b>Total assets</b>		
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts payable	\$ 40,351	\$ 61,651
Due to University	444,603	325,136
Gift annuities payable	217,392	215,561
Total liabilities	<b>702,346</b>	<b>602,348</b>
<b>Net Assets</b>		
Without donor restrictions	8,619,067	8,415,079
With donor restrictions	117,748,970	107,893,287
Total net assets	<b>126,368,037</b>	<b>116,308,366</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 127,070,383</b>	<b>\$ 116,910,714</b>

**See Notes to Consolidated Financial Statements.**

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED JUNE 30, 2023**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>SUPPORT AND REVENUES</b>			
Contributions, net	\$ 75,380	\$ 7,633,043	\$ 7,708,423
Contributed services and materials	2,702	5,807,451	5,810,153
Contributed salaries and benefits by			
Georgia Southern University	2,922,339	-	2,922,339
Interest and dividends, net of investment fees	510,546	2,002,550	2,513,096
Net realized and unrealized gains on investments	1,007,098	4,386,080	5,393,178
Other revenue	51,175	774,778	825,953
Net assets released from restrictions:			
Satisfaction of restrictions for University support	5,604,067	(5,604,067)	-
Satisfaction of restrictions to pay administrative fees	932,657	(932,657)	-
Satisfaction of restrictions for awards and scholarships	3,292,572	(3,292,572)	-
<b>Total support and revenues</b>	<u>14,398,536</u>	<u>10,774,606</u>	<u>25,173,142</u>
<b>EXPENSES</b>			
<b>Program services</b>			
Student support	3,719,008	-	3,719,008
University support	6,954,766	-	6,954,766
<b>Total program services</b>	<u>10,673,774</u>	<u>-</u>	<u>10,673,774</u>
<b>Supporting services</b>			
Management and general	1,371,165	-	1,371,165
Fundraising	3,068,532	-	3,068,532
<b>Total supporting services</b>	<u>4,439,697</u>	<u>-</u>	<u>4,439,697</u>
<b>Total expenses</b>	<u>15,113,471</u>	<u>-</u>	<u>15,113,471</u>
<b>CHANGE IN NET ASSETS</b>	(714,935)	10,774,606	10,059,671
<b>NET ASSETS, BEGINNING OF YEAR</b>	8,415,079	107,893,287	116,308,366
Change in donor intent	918,923	(918,923)	-
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 8,619,067</u>	<u>\$ 117,748,970</u>	<u>\$ 126,368,037</u>

See Notes to Consolidated Financial Statements.

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED JUNE 30, 2022**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>SUPPORT AND REVENUES</b>			
Contributions, net	\$ 84,852	\$ 7,638,352	\$ 7,723,204
Contributed services and materials	18,617	2,973,427	2,992,044
Contributed salaries and benefits by			
Georgia Southern University	2,686,400	-	2,686,400
Interest and dividends, net of investment fees	642,451	2,368,544	3,010,995
Net realized and unrealized (losses) on investments	(1,468,689)	(5,313,753)	(6,782,442)
Other revenue	2,016	361,516	363,532
Net assets released from restrictions:			
Satisfaction of restrictions for University support	4,377,555	(4,377,555)	-
Satisfaction of restrictions to pay administrative fees	927,353	(927,353)	-
Satisfaction of restrictions for awards and scholarships	2,976,906	(2,976,906)	-
Total support and revenues	<u>10,247,461</u>	<u>(253,728)</u>	<u>9,993,733</u>
<b>EXPENSES</b>			
<b>Program services</b>			
Student support	3,184,263	-	3,184,263
University support	<u>5,827,182</u>	<u>-</u>	<u>5,827,182</u>
Total program services	<u>9,011,445</u>	<u>-</u>	<u>9,011,445</u>
<b>Supporting services</b>			
Management and general	1,296,886	-	1,296,886
Fundraising	<u>2,634,057</u>	<u>-</u>	<u>2,634,057</u>
Total supporting services	<u>3,930,943</u>	<u>-</u>	<u>3,930,943</u>
Total expenses	<u>12,942,388</u>	<u>-</u>	<u>12,942,388</u>
<b>CHANGE IN NET ASSETS</b>	(2,694,927)	(253,728)	(2,948,655)
<b>NET ASSETS, BEGINNING OF YEAR</b>	10,252,435	109,004,586	119,257,021
<b>Change in donor intent</b>	<u>857,571</u>	<u>(857,571)</u>	<u>-</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 8,415,079</u>	<u>\$ 107,893,287</u>	<u>\$ 116,308,366</u>

See Notes to Consolidated Financial Statements.

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2023**

	<u>Program Services</u>			<u>Supporting Services</u>		<u>Total</u>
	<u>Student Support</u>	<u>University Support</u>	<u>Total Program Services</u>	<u>Management &amp; General</u>	<u>Fundraising</u>	
Scholarships	\$ 3,633,099	\$ -	\$ 3,633,099	\$ -	\$ -	\$ 3,633,099
Other student support	85,909	-	85,909	-	-	85,909
Salaries and wages	-	-	-	1,022,819	1,899,520	2,922,339
Other personnel costs	-	833,767	833,767	16,250	34,465	884,482
Facilities and maintenance	-	1,112,309	1,112,309	-	70	1,112,379
Professional fees and services	-	57,056	57,056	242,244	147,035	446,335
Transfer to affiliate	-	15,584	15,584	-	-	15,584
Cultivation and promotion	-	397,205	397,205	12,602	322,137	731,944
Conferences and travel	-	576,588	576,588	27,490	283,318	887,396
Supplies and equipment	-	501,699	501,699	2,640	376,275	880,614
Interest	-	33,581	33,581	-	-	33,581
Insurance	-	12,674	12,674	25,529	349	38,552
Contributed materials and services	-	3,310,153	3,310,153	-	-	3,310,153
Depreciation	-	39,548	39,548	-	3,958	43,506
Other	-	64,602	64,602	21,591	1,405	87,598
	<u>\$ 3,719,008</u>	<u>\$ 6,954,766</u>	<u>\$ 10,673,774</u>	<u>\$ 1,371,165</u>	<u>\$ 3,068,532</u>	<u>\$ 15,113,471</u>

See Notes to Consolidated Financial Statements.

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2022**

	<u>Program Services</u>			<u>Supporting Services</u>		<u>Total</u>
	<u>Student Support</u>	<u>University Support</u>	<u>Total Program Services</u>	<u>Management &amp; General</u>	<u>Fundraising</u>	
Scholarships	\$ 3,105,458	\$ -	\$ 3,105,458	\$ -	\$ -	\$ 3,105,458
Other student support	78,805	-	78,805	-	-	78,805
Salaries and wages	-	-	-	940,240	1,746,160	2,686,400
Other personnel costs	-	822,450	822,450	30,050	18,798	871,298
Facilities and maintenance	-	385,016	385,016	-	770	385,786
Professional fees and services	-	46,791	46,791	223,031	27,883	297,705
Transfer to affiliate	-	100,000	100,000	-	-	100,000
Cultivation and promotion	-	320,348	320,348	68,222	331,785	720,355
Conferences and travel	-	465,607	465,607	10,867	142,347	618,821
Supplies and equipment	-	549,857	549,857	8,092	365,157	923,106
Interest	-	77,702	77,702	-	-	77,702
Insurance	-	19,217	19,217	10,744	24	29,985
Contributed materials and services	-	2,992,044	2,992,044	-	-	2,992,044
Depreciation	-	39,548	39,548	-	-	39,548
Other	-	8,602	8,602	5,640	1,133	15,375
	<u>\$ 3,184,263</u>	<u>\$ 5,827,182</u>	<u>\$ 9,011,445</u>	<u>\$ 1,296,886</u>	<u>\$ 2,634,057</u>	<u>\$ 12,942,388</u>

See Notes to Consolidated Financial Statements.

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022**

	2023	2022
<b>OPERATING ACTIVITIES</b>		
Change in net assets	\$ 10,059,671	\$ (2,948,655)
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Depreciation	43,506	39,548
Net unrealized and realized (gains) losses on investments	(5,393,178)	6,782,442
Contributions restricted for endowments	(2,288,192)	(2,937,198)
Bad debt write-offs	44,248	64,393
Change in allowance for bad debts	1,525	17,498
Change in discount on multi-year promises to give	(129,468)	44,771
(Increase) decrease in:		
Accrued interest receivable	15,984	(29,058)
Contributions receivable	(1,349,215)	(18,713)
Due from Georgia Southern University Athletic Foundation	(1,079,175)	257,021
Due from University	-	942
Cash value of insurance on lives of donors	(8,548)	(864)
Beneficial interest in irrevocable trust	(203,047)	316,456
Prepaid expenses	158,068	(50,759)
Increase (decrease) in:		
Accounts payable	(21,300)	(48,476)
Due to University	119,467	(59,473)
Gift annuities payable	1,831	151,081
Net cash (used in) provided by operating activities	(27,823)	1,580,956
<b>INVESTING ACTIVITIES</b>		
Proceeds from sale of investments	12,967,700	28,067,858
Purchases of investments	(15,136,304)	(32,551,536)
Net cash (used in) investing activities	(2,168,604)	(4,483,678)
<b>FINANCING ACTIVITIES</b>		
Contributions restricted for endowments	2,288,192	2,937,198
Net cash provided by financing activities	2,288,192	2,937,198
<b>NET INCREASE IN CASH</b>	91,765	34,476
<b>CASH, BEGINNING OF YEAR</b>	266,062	231,586
<b>CASH, END OF YEAR</b>	\$ 357,827	\$ 266,062

**See Notes to Consolidated Financial Statements.**

# GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC. AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Organization

Georgia Southern University Foundation, Inc. (the “Foundation”) is an independent nonprofit organization whose purpose is to promote academic programs for Georgia Southern University (the “University”). The Foundation is supported primarily through contributions from individuals, corporations, and other nonprofit foundations. The facilities occupied and many of the resources available to the Foundation are owned or provided for by the University. Also, all Foundation employees are paid by the University. The value of these contributions is reflected in these consolidated financial statements.

#### Consolidated Financial Statements

The accompanying consolidated financial statements include the accounts of Georgia Southern University Foundation, Inc. and its four wholly-owned subsidiaries, Georgia Southern University Foundation Real Estate, LLC, Georgia Southern University Foundation Real Estate Holdings, LLC, Georgia Southern University Foundation Botanical Gardens Real Estate, LLC, and Georgia Southern University Foundation Guyton Real Estate, LLC. All significant intra-organization transactions and balances have been eliminated in consolidation.

During the year ended June 30, 2015, the Foundation formed the first three separate LLCs mentioned above with the intent for each to hold real estate assets. During the year ended June 30, 2016, the net assets of the Foundation related to all real estate assets was transferred to each LLC. During the year ended June 30, 2017, Georgia Southern University Foundation Guyton Real Estate, LLC was formed with the intent for the entity to hold real estate gifted by a donor.

Effective July 1, 2019, the Armstrong Foundation of Georgia Southern University, Inc. merged with the Georgia Southern University Foundation, Inc. The Georgia Southern University Foundation, Inc. was the surviving entity of this merger and all assets and liabilities were transferred to the Georgia Southern University Foundation, Inc.

#### Contributions

Contributions received are recorded as with or without donor restriction support depending on the existence and/or nature of any donor restrictions. Net assets with donor restriction are reclassified to net assets without donor restriction upon satisfaction of the time or purpose restrictions.

Contributions receivable due in the next year are recorded at their net realizable value. Contributions receivable due in subsequent years are recorded at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the contribution promises to give are received to discount the amounts.

An allowance for uncollectible contributions receivable is provided based on management’s evaluation of potential uncollectible contributions receivable at year-end.

Endowment contributions and investments are restricted by the donor to be held in perpetuity. Investment earnings on endowments available for awards, scholarships, and other University support are recorded in net assets with donor restriction until used as stipulated by the donor. When the restriction is accomplished, net assets with donor restriction are reclassified to net assets without donor restriction and reported in the statement of activities as net assets released from restrictions.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Contributed Services and Materials

Contributed services and materials are reflected in the financial statements at the fair value of the services or materials received. The contributions of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### Fair Value of Financial Instruments

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value:

*Investments* - Investments are carried at fair value based on quoted market prices for those or similar investments.

The Foundation follows FASB's fair value measurements and disclosure guidance, which provides a framework for measuring fair value under generally accepted accounting principles. This guidance applies to all financial instruments that are being measured and reported on a fair value basis.

As defined in the FASB issued guidance, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Foundation uses various methods including market, income, and cost approaches.

Based on these approaches, the Foundation often utilizes certain assumptions that market participants would use in pricing the assets or liability, including assumptions about risk and or the risks inherent in the inputs to the valuation technique. These inputs can be readily observable, market corroborated, or generally unobservable inputs. The Foundation utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Based on the observability of the inputs used in the valuation techniques, the Foundation is required to provide the following information according to the fair value hierarchy. The fair value hierarchy ranks the quality and reliability of the information used to determine fair values.

Financial assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

*Level 1* – Valuations for assets and liabilities traded in active markets, such as the New York Stock Exchange. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

*Level 2* – Valuations for assets and liabilities traded in less active dealer or broker markets. Valuations are obtained from third party pricing services for identical or similar assets or liabilities.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Fair Value of Financial Instruments (Continued)

*Level 3* – Valuations for assets and liabilities that are derived from other valuation methodologies, including option pricing models, discounted cash flow models and similar techniques, and not based on market exchange, dealer, or broker-traded transactions.

Level 3 valuations incorporate certain assumptions and projections in determining the fair value assigned to such assets and liabilities.

If listed prices or quotes are not available, fair value is based upon externally developed models that use unobservable inputs due to the limited market activity of these instruments.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

For the years ended June 30, 2023 and 2022, the fair value of investment securities is the market value based on quoted market prices, when available, or market prices provided by recognized broker-dealers.

#### Investments

Investments are reported at fair value based on the fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy gives the highest priority to unadjusted quoted prices in active markets (Level I measurements) and the lowest priority to unobservable inputs (Level III measurements). Level I investments are investments for which fair value is derived from quoted prices in active markets for identical assets the Foundation has the ability to access at the measurement date. Level II investments are investments for which fair value is derived from other than quoted prices in Level I that are observable for the asset, either directly or indirectly. Level III investments are investments for which fair value is derived from significant unobservable inputs.

All investments in debt and equity securities with a readily determinable market value are reported at fair value with gains and losses included in the statements of activities based on quoted prices in active markets. Alternative investments, which are not readily marketable, are carried at estimated fair values based on information provided by external investment managers and financial information provided by the respective partnership or limited liability company investments. The estimated fair values may differ significantly from the values that would have been used had readily available markets for these securities existed.

Investment securities, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated in the values of investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the Foundation's financial statements.

#### Administrative Fees

Administrative fees are utilized to assist with development activities and provide additional funds to the University. The fees include 1% of the fair value of the endowments annually and 5% on non-endowed receipts.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Split – Interest Agreement

During the year ended June 30, 2017, the Foundation was named a beneficiary to a charitable remainder trust. The Foundation receives the contributed amounts upon the execution of the agreement and is entitled to 50% of the assets in the trust. Changes in the recorded assets due to changes in market value of assets held in the trust are reflected as unrealized and realized gains and losses in the accompanying statements of activities. The terms of the trust state that the Foundation will receive the greater of one-half of (1) an amount equal to all net income of the trust for the preceding calendar year, (2) an amount equal to 4% of the average of the sum of the net fair market value of all publicly traded securities that are held by the trust on December 31 of the three immediately preceding years, or (3) the amount necessary to maintain its status as a supporting organization.

#### Land, Buildings and Equipment

Land and buildings are recorded at cost if purchased and at fair market value if received as a contribution. The building is being depreciated using the straight-line method over thirty years. The equipment is being depreciated using the straight-line method over ten years. Depreciation expense included in University support for the years ended June 30, 2023 and 2022 was \$43,506 and \$39,548, respectively. The land, buildings, and equipment are restricted for the following uses:

	<u>2023</u>	<u>2022</u>
Botanical gardens	\$ 851,888	\$ 891,436
Biological sciences	603,000	603,000
Undesignated – without restriction	<u>15,832</u>	<u>19,790</u>
	<u>\$ 1,470,720</u>	<u>\$ 1,514,226</u>

#### Cash Equivalents Policy

For purposes of the statement of cash flows, the Foundation considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

#### Tax Status

The Foundation is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Foundation believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements.

#### Change in Donor Intent

At times, the Foundation receives requests by donors or their designees to change the use for which the donor's original gift was intended. These donor requests are reviewed by the Foundation for approval, and if approved, may result in the reclassification of net assets between with and without donor restriction net assets.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Concentration of Credit Risk

The Foundation maintains an operating cash account balance at a commercial bank which, at times, may exceed federally insured limits.

#### Functional Allocation of Expenses

The Foundation reports certain categories of expenses that are attributed to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Salaries and wages, other personnel costs, professional fees and services, cultivation and promotion, conferences and travel, supplies, insurance, and other expenses include certain expenses that are allocated on the basis of estimates of time and effort. Facilities and maintenance and other expenses include certain expenses that are allocated on a square footage basis.

### NOTE 2. LIQUIDITY AND AVAILABILITY

The Foundation manages its liquidity by developing and adopting annual operating budgets that provide sufficient funds for general expenditures in meeting its liabilities and other obligations as they become due. Cash needs of the Foundation are expected to be met on a monthly basis from contributions received without donor restriction, investment income to be used for operating purposes, and annual endowment distributions and appropriations available for general expenditure.

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statements of financial position as of June 30, 2023 and 2022, comprise the following:

	<u>2023</u>	<u>2022</u>
Cash	\$ 357,827	\$ 266,062
Investments	7,542,796	7,212,705
Accrued interest receivable	22,996	38,980
Contributions receivable, net	3,068	10,762
Endowment spending rate distributions and appropriations	942,710	879,932
	<u>\$ 8,869,397</u>	<u>\$ 8,408,441</u>

Endowment funds consist of donor-restricted endowments. Income from donor-restricted endowments is restricted for specific purposes, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 3. INVESTMENTS

Investments are reported at fair value and are summarized as follows at June 30, 2023 and 2022:

	2023	2022
Money market funds	\$ 3,431,409	\$ 2,047,922
Mutual funds	283,109	203,861
Equity funds	37,329,245	28,315,651
Fixed income funds	15,936,839	16,526,683
Partnership funds and private equity	42,050,550	45,799,273
Hedging investments	15,500,243	14,076,223
	\$ 114,531,395	\$ 106,969,613

The following table summarizes the fair value measurements of certain investments that calculate net asset value per share (or its equivalent) as of June 30, 2023. The classifications stated above are for fair value purposes and the private equity or partnership funds stated below may be classified separately above.

Description	Fair Value	Unfunded Commitments	Redemption Frequency (if Currently Eligible)	Redemption Notice Period
Private equity (a)	\$ 10,985,072	\$ 194,783	Quarterly, Annually, Triennially	45, 90, 95 days
Partnership funds (b)	\$ 29,560,421	\$ 17,108,680		

The following table summarizes the fair value measurements of certain investments that calculate net asset value per share (or its equivalent) as of June 30, 2022. The classifications stated above are for fair value purposes and the private equity or partnership funds stated below may be classified separately above.

Description	Fair Value	Unfunded Commitments	Redemption Frequency (if Currently Eligible)	Redemption Notice Period
Private equity (a)	\$ 17,629,498	\$ 391,275	Quarterly, Annually, Triennially	45, 90, 95 days
Partnership funds (b)	\$ 26,645,792	\$ 11,123,185		

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 3. INVESTMENTS (Continued)

- a) Private equity - multi-strategy hedge funds are private offerings and, as such, are not registered under the Securities Act. Investment activities are typically limited only by the contracts governing the particular fund. Managers invest in a wide variety of financial instruments with an orientation towards seeking primarily absolute returns with marketable securities. Funds use a wide variety of investment styles and implement complex investment strategies such as short selling, applying fund leverage, or entering into derivative contracts.
- b) Private capital refers to securities acquired in privately negotiated transactions. There are various types of private capital strategies: Venture Capital - privately negotiated investments in development stage companies. Private Equity - privately negotiated investments in established companies. Mezzanine - subordinated debt often with equity warrants. Distressed - unsecured high yield debt and/or public equity. Special Situations - various, including infrastructure and single-sector funds. Private Real Estate Partnerships - acquire and administer land or developed property, including residential, office, industrial, and retail properties.

The Foundation's investment and other assets recorded at fair value have been categorized based upon a fair value hierarchy (see Note 1). The following tables summarize the valuation of the Foundation's investments and other assets measured at fair value as of June 30, 2023 and 2022:

Fair value measurements at June 30, 2023:

	<u>Level I</u>	<u>Level II</u>	<u>Level III</u>	<u>Total</u>
Money market funds	\$ 3,431,409	\$ -	\$ -	\$ 3,431,409
Mutual funds	283,109	-	-	283,109
Equity funds	37,329,245	-	-	37,329,245
Fixed income funds	15,936,839	-	-	15,936,839
Partnership funds & private equity:				
U.S. equity funds	-	1,505,057	1,162,192	2,667,249
International equity funds	-	7,871,323	11,144,561	19,015,884
Real estate funds	-	-	1,301,246	1,301,246
Energy funds	-	-	1,824,197	1,824,197
Blended funds	-	-	17,241,974	17,241,974
Total partnership funds & private equity	-	9,376,380	32,674,170	42,050,550
Beneficial interest in irrevocable trust	1,812,238	668,401	-	2,480,639
Hedging investments	-	-	15,500,243	15,500,243
	<u>\$ 58,792,840</u>	<u>\$ 10,044,781</u>	<u>\$ 48,174,413</u>	<u>\$ 117,012,034</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 3. INVESTMENTS (Continued)

The following summarizes the activities in the Level 3 category of investments for the year ended June 30, 2023:

<u>Description</u>	<u>Beginning Balance</u>	<u>Realized and Unrealized Gains</u>	<u>Purchases and Sales</u>	<u>Ending Balance</u>
Partnership funds & private equity	\$ 29,926,454	\$ 944,070	\$ 1,803,646	\$ 32,674,170
Hedging investments	14,076,226	1,021,280	402,737	15,500,243
	<u>\$ 44,002,680</u>	<u>\$ 1,965,350</u>	<u>\$ 2,206,383</u>	<u>\$ 48,174,413</u>

Fair value measurements at June 30, 2022:

	<u>Level I</u>	<u>Level II</u>	<u>Level III</u>	<u>Total</u>
Money market funds	\$ 2,047,922	\$ -	\$ -	\$ 2,047,922
Mutual funds	203,861	-	-	203,861
Equity funds	28,315,651	-	-	28,315,651
Fixed income funds	16,526,683	-	-	16,526,683
Partnership funds & private equity:				
U.S. equity funds	-	1,523,986	1,483,311	3,007,297
International equity funds	-	14,348,830	10,402,080	24,750,910
Real estate funds	-	-	1,515,580	1,515,580
Energy funds	-	-	1,027,940	1,027,940
Blended funds	-	-	15,497,546	15,497,546
Total partnership funds & private equity	-	15,872,816	29,926,457	45,799,273
Beneficial interest in irrevocable trust	1,674,091	603,501	-	2,277,592
Hedging investments	-	-	14,076,223	14,076,223
	<u>\$ 48,768,208</u>	<u>\$ 16,476,317</u>	<u>\$ 44,002,680</u>	<u>\$ 109,247,205</u>

The following summarizes the activities in the Level 3 category of investments for the year ended June 30, 2022:

<u>Description</u>	<u>Beginning Balance</u>	<u>Realized and Unrealized Gains (Losses)</u>	<u>Purchases and Sales</u>	<u>Ending Balance</u>
Partnership funds & private equity	\$ 22,532,641	\$ 3,756,055	\$ 3,637,758	\$ 29,926,454
Hedging investments	13,090,814	(1,031,165)	2,016,577	14,076,226
	<u>\$ 35,623,455</u>	<u>\$ 2,724,890</u>	<u>\$ 5,654,335</u>	<u>\$ 44,002,680</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 4. CONTRIBUTIONS RECEIVABLE

Contributions receivable at June 30, 2023 and 2022 are as follows:

	2023	2022
Receivable in less than one year	\$ 3,252,802	\$ 1,701,065
Receivable in one to five years	2,980,125	3,226,894
Total contributions receivable	6,232,927	4,927,959
Less discounts to net present value	(481,978)	(611,446)
Less allowance for uncollectibles	(232,561)	(231,035)
Net contributions receivable	\$ 5,518,388	\$ 4,085,478

At June 30, 2023 and 2022, the discount rate used was 5.24 and 4.75% as a risk-free interest rate, respectively.

### NOTE 5. NONCASH IN-KIND CONTRIBUTIONS

Contributed services and materials and contributed salaries and benefits were used for the following purposes for the years ended June 30, 2023 and 2022:

Type	2023	2022	Purpose/Usage
Technology	\$ 5,421,774	\$ 2,935,102	Educational support
Musical instrument collections	4,000	17,775	University support
Educational items	384,379	39,167	Educational support
Salaries and benefits	1,022,819	940,240	University support
Salaries and benefits	1,899,520	1,746,160	Fundraising and advancement
	\$ 8,732,492	\$ 5,678,444	

### NOTE 6. CASH VALUE OF INSURANCE ON LIVES OF DONORS

The Foundation has a program of encouraging donors to purchase life insurance policies naming the Foundation as the owner and beneficiary. At both June 30, 2023 and 2022, the death benefits of these policies totaled \$622,561. The increase or decrease in cash values of such policies is recognized as income each year. The cash value of the policies is \$168,401 and \$159,853 at June 30, 2023 and 2022, respectively. No recognition is given to the deferred support attributable to death benefits because there is no objective measurement to determine how much will ultimately be collected.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 7. NET ASSETS WITH DONOR RESTRICTION

Net assets with donor restrictions are restricted for the following purposes as of June 30, 2023 and 2022:

	2023	2022
Subject to expenditure for specified purpose:		
Student support	\$ 15,903,884	\$ 14,067,404
University support	39,204,397	33,666,766
Total subject to expenditure for specified purpose	55,108,281	47,734,170
Perpetual in nature:		
Student support	35,190,253	33,465,148
University support	27,450,436	26,693,969
Total perpetual in nature	62,640,689	60,159,117
Total net assets with donor restrictions	\$ 117,748,970	\$ 107,893,287
	2023	2022
Subject to expenditure for specified purpose:		
Investments	\$ 46,115,489	\$ 42,207,577
Beneficial interest in irrevocable trust	2,480,639	2,277,592
Contributions receivable, net	3,747,741	1,465,361
Due from Georgia Southern University Athletic Foundation	2,520,017	1,440,842
Cash value of insurance on lives of donors	117,074	110,973
Land	765,500	765,500
Accounts payable	(40,351)	(61,651)
Due to University	(380,436)	(256,463)
Gift annuities payable	(217,392)	(215,561)
Total subject to expenditure for specified purpose	55,108,281	47,734,170
Perpetual in nature:		
Investments	60,873,110	57,549,331
Contributions receivable, net	1,767,579	2,609,786
Total perpetual in nature	62,640,689	60,159,117
Total net assets with donor restrictions	\$ 117,748,970	\$ 107,893,287

### NOTE 8. NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes specified by donors as follows during the years ended June 30, 2023 and 2022:

#### Purpose restrictions accomplished:

	2023	2022
Student support	\$ 3,292,572	\$ 2,976,906
Administrative fees	932,657	927,353
University support	5,604,067	4,377,555
	\$ 9,829,296	\$ 8,281,814

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 9. ENDOWMENTS

The Foundation's endowments consist of approximately six hundred eighty-six individual funds established primarily for scholarships and University support. Its endowments include only donor-restricted endowment funds. As required by generally accepted accounting principles (GAAP), net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

#### Interpretation of Relevant Law

The Board of Trustees of the Foundation has interpreted the State of Georgia's version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation classifies as net assets with donor restriction to be held in perpetuity (a) the original value of gifts donated to the perpetual endowment, (b) the original value of subsequent gifts to the perpetual endowment, and (c) accumulations to the perpetual endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in net assets with donor restriction to be held in perpetuity is classified as net assets with donor restriction available to be spent until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA.

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

1. The duration and preservation of the fund
2. The purposes of the Foundation and the donor-restricted endowment fund
3. General economic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the organization
7. The investment policies of the organization

#### Funds with Deficiencies

From time to time, certain donor-restricted endowment funds may have fair values less than the amount required to be maintained by donors or by law (underwater endowments). The Board of Trustees of the Foundation has interpreted UPMIFA to permit spending from underwater endowments in accordance with prudent measures required under law. At June 30, 2023 and 2022, funds with original gift values of \$44,916 and \$4,010,294, fair values of \$40,059 and \$3,871,358, and deficiencies of \$4,857 and \$138,936 were reported in net assets with donor restrictions, respectively. Deficiencies have resulted from unfavorable market fluctuations that occurred shortly after the investment of new donor-restricted contributions to be held in perpetuity and from continued appropriation for certain programs that were committed prior to unfavorable market fluctuations.

#### Return Objectives and Risk Parameters

The investment objective of the Foundation assets (collectively, the "Fund") is to preserve its purchasing power while providing a continuing and stable funding source. Long term, the Fund seeks to generate a total return that will exceed its expenses and the eroding effects of inflation. Over time, the spending rate is anticipated to be in the range of 3% to 6% of the three-year moving average of the market value. Risk is controlled primarily through diversification across and within asset classes. Appropriate liquidity is maintained to fund withdrawals without impairing the investment process.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 9. ENDOWMENTS (Continued)

#### Strategies Employed for Achieving Objectives

To satisfy its long-term objectives, a total return strategy is employed that relies on both capital appreciation and current income. The Fund is well diversified within global equities, hedge funds, fixed income, real assets, and private capital.

#### Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation has a policy of appropriating for distribution each year 4.25% of its endowment fund's average fair value over the three years prior, one year lagging. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long term, the Foundation expects the current spending policy to allow its endowment to grow at an average of 3% annually. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term, as well as to provide additional real growth through new gifts and investment return.

The Endowment Net Assets Composition by type of Fund at June 30, 2023 and 2022 are as follows:

	<u>Endowment (With Donor Restrictions)</u>
<b><u>June 30, 2023</u></b>	
Board-designated endowment funds	\$ -
Donor-restricted endowment funds	
Original donor-restricted gift amounts and amounts required to be maintained in perpetuity by donor	62,640,689
Accumulated investment gains	<u>31,630,323</u>
Endowment net assets, end of year	<u><u>\$ 94,271,012</u></u>
 <b><u>June 30, 2022</u></b>	
Board-designated endowment funds	\$ -
Donor-restricted endowment funds	
Original donor-restricted gift amounts and amounts required to be maintained in perpetuity by donor	60,159,117
Accumulated investment gains	<u>27,774,071</u>
Endowment net assets, end of year	<u><u>\$ 87,933,188</u></u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### NOTE 9. ENDOWMENTS (Continued)

The Changes in Endowment Net Assets for the year ended June 30, 2023 are:

	<u>Endowment (With Donor Restrictions)</u>
Endowment net assets, beginning of year	\$ 87,933,188
Investment return, net	6,335,930
Contributions	2,319,572
Other revenue	67,621
Administration fees	(780,846)
Appropriation of endowment assets for expenditure	(2,160,298)
Other changes: Transfers	555,845
Endowment net assets, end of year	<u>\$ 94,271,012</u>

The Changes in Endowment Net Assets for the year ended June 30, 2022 are:

	<u>Endowment (With Donor Restrictions)</u>
Endowment net assets, beginning of year	\$ 89,450,371
Investment (loss), net	(2,868,037)
Contributions	2,964,902
Other revenue	56,525
Administration fees	(795,296)
Appropriation of endowment assets for expenditure	(1,627,692)
Other changes: Transfers	752,415
Endowment net assets, end of year	<u>\$ 87,933,188</u>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### **NOTE 10. RELATED PARTY TRANSACTIONS**

At June 30, 2023 and 2022, the Foundation owed Georgia Southern University \$444,603 and \$325,136, respectively, for reimbursement for various items paid by the University on behalf of the Foundation.

Also at June 30, 2023 and 2022, the Georgia Southern University Athletic Foundation, Inc. (“Athletic Foundation”) owed the Foundation \$2,520,017 and \$1,440,842, respectively, for contributions receivable and received for facility construction projects to be paid for by the Foundation.

### **NOTE 11. COMMITMENTS AND CONTINGENCIES**

The Foundation has future commitments with various limited partnership agreements with investment managers of real assets and private capital funds for the endowment portfolio. Payments under the various partnership agreements are made over a period of years based on specified capital calls by the respective partnerships. The purpose of these agreements is to provide endowments funds and nonprofit organizations the opportunity to invest in private limited partnerships, which in turn, make capital investments primarily in international private equity, buyouts, distressed opportunities, venture capital, real estate, and natural resource investments that are generally not actively traded at the time of the investment with the objective of obtaining long-term growth of capital. Capital calls are drawn from other liquid assets of the endowment investment pool as part of the asset allocation process. As the underlying investments mature over time, the partnerships may receive income from the investments and will eventually sell them to other investors either through private sale or initial public offering. The proceeds received from these transactions will be distributed to the partners. This will happen periodically throughout the remaining life of the partnership until all the underlying investments have been liquidated. Unfunded investment commitments as of June 30, 2023 and 2022 totaled \$17,303,463 and \$11,514,460, respectively.

### **NOTE 12. SUBSEQUENT EVENTS**

Management has evaluated events occurring through August 30, 2023, the date on which the financial statements were available to be issued.

On August 29, 2023, the Foundation committed to provide gap funding guarantees of up to \$1,000,000 for the fall 2023 semester.

**SUPPLEMENTAL INFORMATION**

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
JUNE 30, 2023**

	Georgia Southern University Foundation, Inc.	GSUF Real Estate, LLC	GSUF Real Estate Holdings, LLC	GSUF Botanical Gardens Real Estate, LLC	GSUF Guyton Real Estate, LLC	Eliminations	Totals
<b>ASSETS</b>							
Cash	\$ 345,749	\$ 2,393	\$ 563	\$ 8,900	\$ 222	\$ -	\$ 357,827
Investments	114,531,395	-	-	-	-	-	114,531,395
Beneficial interest in irrevocable trust	2,480,639	-	-	-	-	-	2,480,639
Accrued interest receivable	22,996	-	-	-	-	-	22,996
Contributions receivable, net	5,518,388	-	-	-	-	-	5,518,388
Due from Georgia Southern University Athletic Foundation	2,520,017	-	-	-	-	-	2,520,017
Cash value of insurance on lives of donors	168,401	-	-	-	-	-	168,401
Investment in subsidiaries	370,600	-	-	-	-	(370,600)	-
Land	-	-	148,000	247,860	495,000	-	890,860
Buildings and equipment, net of accumulated depreciation of \$393,879	15,832	-	-	564,028	-	-	579,860
<b>Total assets</b>	<b>\$ 125,974,017</b>	<b>\$ 2,393</b>	<b>\$ 148,563</b>	<b>\$ 820,788</b>	<b>\$ 495,222</b>	<b>\$ (370,600)</b>	<b>\$ 127,070,383</b>
<b>LIABILITIES AND NET ASSETS</b>							
<b>Liabilities</b>							
Accounts payable	\$ 40,351	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,351
Due to University	444,603	-	-	-	-	-	444,603
Gift annuities payable	217,392	-	-	-	-	-	217,392
Total liabilities	702,346	-	-	-	-	-	702,346
<b>Net Assets</b>							
Without donor restriction	8,288,201	2,393	40,563	658,288	222	(370,600)	8,619,067
With donor restriction	116,983,470	-	108,000	162,500	495,000	-	117,748,970
Total net assets	125,271,671	2,393	148,563	820,788	495,222	(370,600)	126,368,037
<b>Total Liabilities and Net Assets</b>	<b>\$ 125,974,017</b>	<b>\$ 2,393</b>	<b>\$ 148,563</b>	<b>\$ 820,788</b>	<b>\$ 495,222</b>	<b>\$ (370,600)</b>	<b>\$ 127,070,383</b>

See Note to Supplemental Information.

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
JUNE 30, 2022**

	<b>Georgia Southern University Foundation, Inc.</b>	<b>GSUF Real Estate, LLC</b>	<b>GSUF Real Estate Holdings, LLC</b>	<b>GSUF Botanical Gardens Real Estate, LLC</b>	<b>GSUF Guyton Real Estate, LLC</b>	<b>Eliminations</b>	<b>Totals</b>
<b>ASSETS</b>							
Cash	\$ 250,514	\$ 2,844	\$ 613	\$ 11,819	\$ 272	\$ -	\$ 266,062
Investments	106,969,613	-	-	-	-	-	106,969,613
Beneficial interest in irrevocable trust	2,277,592	-	-	-	-	-	2,277,592
Accrued interest receivable	38,980	-	-	-	-	-	38,980
Contributions receivable, net	4,085,478	-	-	-	-	-	4,085,478
Due from Georgia Southern University Athletic Foundation	1,440,842	-	-	-	-	-	1,440,842
Cash value of insurance on lives of donors	159,853	-	-	-	-	-	159,853
Investment in subsidiaries	370,600	-	-	-	-	(370,600)	-
Prepaid expenses	158,068	-	-	-	-	-	158,068
Land	-	-	148,000	247,860	495,000	-	890,860
Buildings and equipment, net of accumulated depreciation of \$350,373	19,790	-	-	603,576	-	-	623,366
<b>Total assets</b>	<b>\$ 115,771,330</b>	<b>\$ 2,844</b>	<b>\$ 148,613</b>	<b>\$ 863,255</b>	<b>\$ 495,272</b>	<b>\$ (370,600)</b>	<b>\$ 116,910,714</b>
<b>LIABILITIES AND NET ASSETS</b>							
<b>Liabilities</b>							
Accounts payable	\$ 61,651	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 61,651
Due to University	325,136	-	-	-	-	-	325,136
Gift annuities payable	215,561	-	-	-	-	-	215,561
<b>Total liabilities</b>	<b>602,348</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>602,348</b>
<b>Net Assets</b>							
Without donor restriction	8,041,195	2,844	40,613	700,755	272	(370,600)	8,415,079
With donor restriction	107,127,787	-	108,000	162,500	495,000	-	107,893,287
<b>Total net assets</b>	<b>115,168,982</b>	<b>2,844</b>	<b>148,613</b>	<b>863,255</b>	<b>495,272</b>	<b>(370,600)</b>	<b>116,308,366</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 115,771,330</b>	<b>\$ 2,844</b>	<b>\$ 148,613</b>	<b>\$ 863,255</b>	<b>\$ 495,272</b>	<b>\$ (370,600)</b>	<b>\$ 116,910,714</b>

See Note to Supplemental Information.

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATING STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED JUNE 30, 2023**

	Georgia Southern University Foundation, Inc.		GSUF Real Estate, LLC
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions
<b>SUPPORT AND REVENUES</b>			
Contributions, net	\$ 75,380	\$ 7,633,043	\$ -
Contributed services and materials	2,702	5,807,451	-
Contributed salaries and benefits by			
Georgia Southern University	2,922,339	-	-
Interest and dividends	510,546	2,002,550	-
Net realized and unrealized gains on investments	1,007,098	4,386,080	-
Administrative fees	932,657	-	-
Other revenue	51,175	774,778	-
Net assets released from restrictions:			
Satisfaction of restrictions for University support	5,604,067	(5,604,067)	-
Satisfaction of restrictions to pay administrative fees	932,657	(932,657)	-
Satisfaction of restrictions for awards and scholarships	3,292,572	(3,292,572)	-
Total support and revenues	<u>15,331,193</u>	<u>10,774,606</u>	<u>-</u>
<b>EXPENSES</b>			
<b>Program services</b>			
Student support	3,719,008	-	-
University support	6,911,748	-	451
Total program services	<u>10,630,756</u>	<u>-</u>	<u>451</u>
<b>Supporting services</b>			
Management and general	1,371,165	-	-
Fundraising	3,068,532	-	-
Administrative fees	932,657	-	-
Total supporting services	<u>5,372,354</u>	<u>-</u>	<u>-</u>
Total expenses	<u>16,003,110</u>	<u>-</u>	<u>451</u>
<b>CHANGE IN NET ASSETS</b>	(671,917)	10,774,606	(451)
<b>NET ASSETS, BEGINNING OF YEAR</b>	8,041,195	107,127,787	2,844
<b>Transfer of net assets due to change in donor restrictions</b>	918,923	(918,923)	-
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 8,288,201</u>	<u>\$ 116,983,470</u>	<u>\$ 2,393</u>

**(Continued)**

**See Note to Supplemental Information.**

GSUF Real Estate Holdings, LLC		GSUF Botanical Gardens Real Estate, LLC		GSUF Guyton Real Estate, LLC		Eliminations	Totals
Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions		
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,708,423
-	-	-	-	-	-	-	5,810,153
-	-	-	-	-	-	-	2,922,339
-	-	-	-	-	-	-	2,513,096
-	-	-	-	-	-	-	5,393,178
-	-	-	-	-	-	(932,657)	-
-	-	-	-	-	-	-	825,953
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	(932,657)	25,173,142
-	-	-	-	-	-	-	3,719,008
50	-	42,467	-	50	-	-	6,954,766
50	-	42,467	-	50	-	-	10,673,774
-	-	-	-	-	-	-	1,371,165
-	-	-	-	-	-	-	3,068,532
-	-	-	-	-	-	(932,657)	-
-	-	-	-	-	-	(932,657)	4,439,697
50	-	42,467	-	50	-	(932,657)	15,113,471
(50)	-	(42,467)	-	(50)	-	-	10,059,671
40,613	108,000	700,755	162,500	272	495,000	(370,600)	116,308,366
-	-	-	-	-	-	-	-
\$ 40,563	\$ 108,000	\$ 658,288	\$ 162,500	\$ 222	\$ 495,000	\$ (370,600)	\$ 126,368,037

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
AND SUBSIDIARIES  
CONSOLIDATING STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED JUNE 30, 2022**

	Georgia Southern University Foundation, Inc.		GSUF Real Estate, LLC
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions
<b>SUPPORT AND REVENUES</b>			
Contributions, net	\$ 84,852	\$ 7,638,352	\$ -
Contributed services and materials	18,617	2,973,427	-
Contributed salaries and benefits by			
Georgia Southern University	2,686,400	-	-
Interest and dividends	642,451	2,368,544	-
Net realized and unrealized (losses) on investments	(1,468,689)	(5,313,753)	-
Administrative fees	927,353	-	-
Other revenue	2,016	361,516	-
Net assets released from restrictions:			
Satisfaction of restrictions for University support	4,377,555	(4,377,555)	-
Satisfaction of restrictions to pay administrative fees	927,353	(927,353)	-
Satisfaction of restrictions for awards and scholarships	2,976,906	(2,976,906)	-
Total support and revenues	<u>11,174,814</u>	<u>(253,728)</u>	<u>-</u>
<b>EXPENSES</b>			
<b>Program services</b>			
Student support	3,184,263	-	-
University support	5,780,321	-	440
Total program services	<u>8,964,584</u>	<u>-</u>	<u>440</u>
<b>Supporting services</b>			
Management and general	1,296,886	-	-
Fundraising	2,634,057	-	-
Administrative fees	927,353	-	-
Total supporting services	<u>4,858,296</u>	<u>-</u>	<u>-</u>
Total expenses	<u>13,822,880</u>	<u>-</u>	<u>440</u>
<b>CHANGE IN NET ASSETS</b>	(2,648,066)	(253,728)	(440)
<b>NET ASSETS, BEGINNING OF YEAR</b>	9,831,690	108,239,086	3,284
<b>Transfer of net assets due to change in donor restriction</b>	857,571	(857,571)	-
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 8,041,195</u>	<u>\$ 107,127,787</u>	<u>\$ 2,844</u>

(Continued)

**See Note to Supplemental Information.**

GSUF Real Estate Holdings, LLC		GSUF Botanical Gardens Real Estate, LLC		GSUF Guyton Real Estate, LLC		Eliminations	Totals
Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions		
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,723,204
-	-	-	-	-	-	-	2,992,044
-	-	-	-	-	-	-	2,686,400
-	-	-	-	-	-	-	3,010,995
-	-	-	-	-	-	-	(6,782,442)
-	-	-	-	-	-	(927,353)	-
-	-	-	-	-	-	-	363,532
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	(927,353)	9,993,733
-	-	-	-	-	-	-	3,184,263
1,287	-	42,455	-	2,679	-	-	5,827,182
1,287	-	42,455	-	2,679	-	-	9,011,445
-	-	-	-	-	-	-	1,296,886
-	-	-	-	-	-	-	2,634,057
-	-	-	-	-	-	(927,353)	-
-	-	-	-	-	-	(927,353)	3,930,943
1,287	-	42,455	-	2,679	-	(927,353)	12,942,388
(1,287)	-	(42,455)	-	(2,679)	-	-	(2,948,655)
41,900	108,000	743,210	162,500	2,951	495,000	(370,600)	119,257,021
-	-	-	-	-	-	-	-
\$ 40,613	\$ 108,000	\$ 700,755	\$ 162,500	\$ 272	\$ 495,000	\$ (370,600)	\$ 116,308,366

**GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC. AND SUBSIDIARIES**  
**NOTE TO SUPPLEMENTAL INFORMATION**

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**NOTE 1. CONSOLIDATING FINANCIAL STATEMENTS**

For the years ended June 30, 2023 and 2022, the Foundation has presented the investments in subsidiaries at cost on the consolidating statements of financial position.