

**THE UCLA FOUNDATION**

Financial Statements

June 30, 2018 and 2017

(With Report of Independent Auditors Thereon)

# THE UCLA FOUNDATION

## Table of Contents

	<b>Page</b>
Report of Independent Auditors	1-2
Management's Discussion and Analysis (Unaudited)	3-6
Basic Financial Statements:	
Statements of Net Position	7-8
Statements of Revenues, Expenses, and Changes in Net Position	9
Statements of Cash Flows	10
Notes to Financial Statements	11-32



## **Report of Independent Auditors**

To the Board of Directors of  
The UCLA Foundation:

We have audited the accompanying financial statements of The UCLA Foundation (the "Foundation"), a component unit of the University of California, which comprise the statements of net position as of June 30, 2018 and 2017, and the related statements of revenues, expenses, and changes in net position and of cash flows for the years then ended.

### ***Management's Responsibility 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; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Foundation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Foundation as of June 30, 2018 and 2017, respectively, and the changes in its financial position and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



***Other Matters***

*Required Supplementary Information*

The accompanying management's discussion and analysis on pages 3 through 6 are required by accounting principles generally accepted in the United States of America to supplement the basic financial statements. Such information, 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 auditing standards generally accepted in the United States of America, 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.

*PricewaterhouseCoopers LLP*

October 9, 2018

## THE UCLA FOUNDATION

Management's Discussion and Analysis (Unaudited)

June 30, 2018 and 2017

The UCLA Foundation, formerly the UCLA Progress Fund, Inc., was established in 1945. The purpose of The UCLA Foundation is to encourage financial support for the University of California, Los Angeles (UCLA) through private gifts. The UCLA Foundation provides an efficient vehicle for accepting private donations and gifts as an adjunct to money raised for UCLA through The Regents of the University of California.

The following discussion and analysis of The UCLA Foundation's financial performance presents an overview of financial activities for the fiscal year ended June 30, 2018 (FY18), with selected comparative information for the fiscal year ended June 30, 2017 (FY17), and the fiscal year ended June 30, 2016 (FY16). This discussion and analysis has been prepared by management and should be read in conjunction with and is qualified in its entirety by the accompanying audited financial statements and notes.

### Using This Report

This annual report consists of a series of financial statements prepared in accordance with the Governmental Accounting Standards Board Statement No. 34, *Basic Financial Statements and Management's Discussion and Analysis—For State and Local Governments*.

One of the most important questions asked about The UCLA Foundation finances is whether The UCLA Foundation is better or worse off as a result of the year's activities. The keys to understanding this question are the Statements of Net Position, Statements of Revenues, Expenses and Changes in Net Position and the Statements of Cash Flows. These statements present financial information in a form similar to that used by private sector companies. The UCLA Foundation's net position (the difference between assets and liabilities and deferred inflows) is one indicator of The UCLA Foundation's financial health. Over time, increases or decreases in net position is one indicator of the improvement or erosion of The UCLA Foundation's financial condition when considered in combination with other non-financial information.

The Statements of Net Position include all assets and liabilities and deferred inflows. The Statements of Revenues, Expenses, and Changes in Net Position present revenues earned and expenses incurred during the year. Activities are reported as either operating or non-operating. Operating revenues include current use (non-endowed) gifts to The UCLA Foundation, and operating expenses include gift fund distributions such as grants to the campus. Investment results are reported as non-operating revenues. The statements are prepared using the economic resources measurement focus and the accrual basis of accounting. Another way to assess the financial health of The UCLA Foundation is to look at the Statements of Cash Flows. Its primary purpose is to provide relevant information about the sources and uses of cash of an entity during a given period, and it helps users assess an entity's ability to generate cash flows.

# THE UCLA FOUNDATION

## Management's Discussion and Analysis (Unaudited)

June 30, 2018 and 2017

### Condensed Financial Information (in thousands of dollars)

	2018	FY 2018-2017 change percentage	2017	FY 2017-2016 change percentage	2016
<b>Assets</b>					
Cash and cash equivalents	\$ 4,415	-14%	\$ 5,110	7%	\$ 4,794
Investments:					
Short-term investments	596,624	56%	381,987	28%	299,346
Long-term investments	2,431,456	12%	2,170,920	17%	1,862,426
Total investments	3,028,080	19%	2,552,907	18%	2,161,772
Pledges receivable, net	487,460	11%	437,463	-6%	464,924
Beneficial Interest in Split Interest Agreements	10,149	24%	8,182	8%	7,564
Other assets	9,758	-75%	39,392	-6%	41,772
Total assets	3,539,862	16%	3,043,054	14%	2,680,826
<b>Liabilities</b>					
Current liabilities	311,415	15%	271,802	7%	254,271
Noncurrent liabilities	32,680	1%	32,449	10%	29,430
Total liabilities	344,095	13%	304,251	7%	283,701
<b>Deferred inflow of resources</b>					
Deferred inflow - gift receipts	48,484	8%	45,051	19%	37,796
Total deferred inflow of resources	48,484	8%	45,051	19%	37,796
<b>Net position</b>					
Restricted net position	2,764,537	9%	2,545,310	11%	2,300,929
Unrestricted net position	382,746	158%	148,442	154%	58,400
Total net position	\$ 3,147,283	17%	\$ 2,693,752	14%	\$ 2,359,329
<b>Revenues and expenses</b>					
<b>Operating revenues</b>					
Contribution revenues	\$ 508,986	79%	\$ 284,585	19%	\$ 238,398
Total operating revenues	508,986	79%	284,585	19%	238,398
<b>Operating expenses</b>					
Gift fund distributions	305,896	23%	249,176	11%	224,243
Management and general expenses	31,377	5%	29,881	8%	27,796
Total operating expenses	337,273	21%	279,057	11%	252,039
Net operating income (loss)	171,713	3006%	5,528	141%	(13,641)
<b>Nonoperating revenues (expenses)</b>					
Change in realized gains and fair value of investments	184,531	-24%	241,802	403%	(79,739)
Other nonoperating revenues	17,392	0%	17,420	23%	14,201
Total nonoperating revenues (expenses)	201,923	-22%	259,222	496%	(65,538)
Private gifts of permanent endowments	79,895	15%	69,673	-3%	71,582
Increase (decrease) in net position	453,531	36%	334,423	4502%	(7,597)
<b>Net position:</b>					
Beginning of year	2,693,752	14%	2,359,329	-2%	2,397,146
Cumulative effect of change in accounting principle	-	-	-	100%	(30,220)
End of year	\$ 3,147,283	17%	\$ 2,693,752	14%	\$ 2,359,329

## THE UCLA FOUNDATION

### Management's Discussion and Analysis (Unaudited)

June 30, 2018 and 2017

#### Financial Highlights

In FY18, The UCLA Foundation's total assets increased by 16% or \$496.8 million to \$3,539.9 million at June 30, 2018, from \$3,043.1 million at June 30, 2017. In FY17, The UCLA Foundation's total assets increased by 14% or \$362.3 million to \$3,043.1 million at June 30, 2017, from \$2,680.8 million at June 30, 2016. The increase in FY18 was primarily due to a 79% increase in contribution revenue as well as endowed investment pool (EIP) returns of 10.5%. The FY17 increase was due to EIP investment returns of 15.8% and a 19% increase in contribution revenue.

FY18 gifts to The UCLA Foundation, including donor contributions and additions to true endowments, increased 66% or \$234.6 million in FY18 to \$588.9 million from \$354.3 million in FY17. Gifts to The UCLA Foundation increased \$44.3 million in FY17 to \$354.3 million, up from \$310.0 million in FY16, a 14% increase. Please see the *Operating and Non-operating Revenues and Expenses* section below for further details.

#### Assets

Assets include cash, investments, pledges receivable, beneficial interest in split interest agreements, and other assets. Other assets include investment proceeds receivable and donor contributions in transit. Proceeds receivable represent amounts due for investments sold in one fiscal year, but which do not settle until the following fiscal year.

In FY18, assets increased by 16% or \$496.8 million to \$3,539.9 million from \$3,043.1 million at June 30, 2017. Investments increased 19% or \$475.2 million primarily due to an EIP investment increase of \$273 million largely the result of positive investment results of 10.5%. In addition, the unendowed investment pool (UIP) increased \$211.3 million mainly due to gifts received in the UIP at 6/30/18 but not yet transferred to the EIP. Pledges receivable rose \$50 million as new pledges were greater than pledge payments in FY18. Proceeds receivable decreased \$23.3 million.

In FY17, assets increased by 14% or \$362.3 million to \$3,043.1 million from \$2,680.8 million at June 30, 2016. Investments increased 18% or \$391.1 million primarily due to an EIP increase of \$255.6 million resulting from positive investment returns of 15.8%. In addition, the unendowed investment pool (UIP) increased by \$83 million largely due to an increase in current expenditure gift balances. Special purpose funds, which are individually invested according to donor directives, also increased by \$44.9 million due to the receipt of three donor advised fund gifts. The increase in investments was slightly offset by a decrease in pledges receivable of \$27.5 million as pledge payments were greater than new pledges in FY17.

#### Liabilities

Liabilities consist primarily of amounts held for others, annuities payable, liabilities to life beneficiaries, and unearned revenue. Amounts held for others represent accounts belonging to affiliated entities who invest with The UCLA Foundation. Unearned revenue represents gift payments received that do not yet meet the revenue recognition requirements of Governmental Accounting Standards.

In FY18, The UCLA Foundation's total liabilities increased by \$39.8 million from \$304.3 million to \$344.1 million. This was due to an increase in amounts held for others of \$35.4 million and an increase in unearned revenue of \$5.2 million.

## THE UCLA FOUNDATION

### Management's Discussion and Analysis (Unaudited)

June 30, 2018 and 2017

In FY17, The UCLA Foundation's total liabilities increased by \$20.6 million from \$283.7 million to \$304.3 million. This was due to an increase in amounts held for others of \$15.3 million and liabilities to annuitants and life beneficiaries of \$3.2 million.

#### **Operating and Non-operating Revenues and Expenses**

The condensed schedules of revenues, expenses and changes in net position summarize operating income (loss), non-operating income (expenses) and private gifts of permanent endowments for FY18, FY17 and FY16.

In FY18, The UCLA Foundation's contribution revenue increased \$224.4 million to \$509.0 million from \$284.6 million, a 79% increase. This increase was primarily due to an increase in donor advised fund gifts in FY18 totaling \$256.2 million versus \$83.6 million in FY17, an increase of \$172.6 million. In addition, pledges receivable increased \$50.0 million from \$437.5 million in FY17 to \$487.5 million in FY18. Private gifts of permanent endowments increased \$10.2 million to \$79.9 million in FY18 from \$69.7 million in FY17 for a combined increase in total giving of 66%. The UCLA Foundation recorded operating expenses of \$337.3 million in FY18, an increase of \$58.2 million. This was driven by an increase in gift fund distributions benefiting the UCLA campus. The increase in contribution revenue, somewhat offset by the increase in operating expenses, resulted in net operating income of \$171.7 million in FY18. As compared to net income of \$5.5 million in FY17, this represents an increase of \$166.2 million in net operating income.

In FY17, The UCLA Foundation's contribution revenue increased \$46.2 million to \$284.6 million from \$238.4 million, a 19% increase. This increase was also a result of donor advised fund gifts in FY17 totaling \$83.6 million versus \$34.8 million in FY16, an increase of \$48.8 million. Private gifts of permanent endowments remained steady at \$69.7 million in FY17 versus \$71.6 million in FY16 for a combined increase in total giving of 14%. The UCLA Foundation recorded operating expenses of \$279.1 million in FY17, an increase of \$27.0 million. This was driven by an increase in gift fund distributions benefiting the UCLA campus. Net operating income was \$5.5 million in FY17 as compared to a net loss of \$13.6 million in FY16, an increase of \$19.2 million or 141%.

Non-operating revenues and expenses include net investment income, realized gains and losses on investments, and change in fair value of investments. Net non-operating revenue in FY18 totaled \$201.9 million as compared to \$259.2 million in FY17, a decrease of \$57.3 million. FY17 net non-operating revenue increased by \$324.7 million to \$259.2 million from a net non-operating loss of \$65.5 million. The FY18 decrease was due to EIP investment gains of 10.5% whereas FY17 EIP investments returned 15.8%.

#### **Net Position**

In FY18, net position increased by \$453.5 million to \$3,147.3 million from \$2,693.8 in FY17. This was due to both an increase in contribution revenue and positive EIP investment returns of 10.5% in FY18. The increase in net position in FY17 of \$334.4 million from \$2,359.3 was primarily due to EIP investment returns of 15.8% in FY17.

#### **Factors Impacting Future Periods**

Management is not aware of any factors that would have a significant impact on future periods other than investment market activity that will affect valuations of the investment portfolio.

## THE UCLA FOUNDATION

### Statements of Net Position

June 30, 2018 and 2017

(in thousands of dollars)

	<u>2018</u>	<u>2017</u>
<b>Assets</b>		
Current assets		
Cash	\$ 4,415	\$ 5,110
Short-term investments	596,624	381,987
Accounts and other receivables	4,414	31,542
Accrued investment income	544	641
Pledges receivable, net	74,762	64,141
Total current assets	<u>680,759</u>	<u>483,421</u>
Non-current assets		
Long-term investments	2,400,606	2,143,429
Investments in land and buildings	30,850	27,491
Accounts and other receivables	4,800	7,209
Beneficial interest in irrevocable split interest agreements	10,149	8,182
Pledges receivable, net	412,698	373,322
Total non-current assets	<u>2,859,103</u>	<u>2,559,633</u>
Total assets	<u>\$ 3,539,862</u>	<u>\$ 3,043,054</u>
<b>Liabilities</b>		
Current liabilities		
Accounts and grants payable	6,814	8,115
Unearned revenue	5,510	261
Annuities payable	2,375	2,253
Liabilities to life beneficiaries	1,927	1,787
Amounts held for others	294,789	259,386
Total current liabilities	<u>311,415</u>	<u>271,802</u>
Non-current liabilities		
Annuities payable	16,675	16,251
Liabilities to life beneficiaries	16,005	16,198
Total non-current liabilities	<u>32,680</u>	<u>32,449</u>
Total liabilities	<u>\$ 344,095</u>	<u>\$ 304,251</u>
<b>Deferred Inflow of Resources</b>		
Deferred inflow - gift receipts	\$ 48,484	\$ 45,051
Total deferred inflow of resources	<u>\$ 48,484</u>	<u>\$ 45,051</u>

**THE UCLA FOUNDATION**

Statements of Net Position (Continued)

June 30, 2018 and 2017

*(in thousands of dollars)*

	<b>2018</b>	<b>2017</b>
<b>Net Position</b>		
Net Position:		
Restricted for:		
Non-expendable:		
Endowments	\$ 1,191,701	\$ 1,098,820
Expendable:		
Endowment earnings	337,002	269,626
Funds functioning as endowments	597,049	557,636
Gifts	638,785	619,228
Unrestricted	382,746	148,442
Total net position	\$ <u>3,147,283</u>	\$ <u>2,693,752</u>

## THE UCLA FOUNDATION

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

Years ended June 30, 2018 and 2017

*(in thousands of dollars)*

	<b>2018</b>	<b>2017</b>
Operating revenues:		
Contributions	\$ 508,986	\$ 284,585
Total operating revenues	508,986	284,585
Operating expenses:		
Gift fund distributions	301,579	243,176
Gift administration fees	15,410	14,612
Endowment cost recovery	9,557	9,448
UCLA Chancellor's priorities	4,317	6,000
UCLA Investment Company management fees	5,659	5,025
General expenditures	751	796
Total operating expenses	337,273	279,057
Operating income	171,713	5,528
Non-operating revenues and expenses:		
Interest, dividends and distributions, net	17,392	17,420
Realized gains and change in fair value of investments, net	184,531	241,802
Total non-operating revenues (expenses), net	201,923	259,222
Income before other changes in net position	373,636	264,750
Other changes in net position:		
Private gifts of permanent endowments	79,895	69,673
Increase in net position	453,531	334,423
Net position:		
Beginning of year	2,693,752	2,388,102
Cumulative effect of change in accounting principle	-	(28,773)
End of year	\$ 3,147,283	\$ 2,693,752

## THE UCLA FOUNDATION

### Statements of Cash Flows

Years ended June 30, 2018 and 2017

*(in thousands of dollars)*

	<u>2018</u>	<u>2017</u>
Cash flows from operating activities:		
Contributions	\$ 440,247	\$ 248,402
Gift fund distributions and operating expenses	(338,684)	(277,241)
Beneficiary payments	(4,190)	(3,968)
Other operating receipts/(payments), net	17,924	(6,402)
Net cash provided by (used in) operating activities	<u>115,297</u>	<u>(39,209)</u>
Cash flows from non-capital financing activities:		
Private gifts for endowment purposes	67,443	51,395
Net cash provided by non-capital financing activities	<u>67,443</u>	<u>51,395</u>
Cash flows from investing activities:		
Proceeds from sales and maturities of investments	427,558	363,017
Purchases of investments	(628,473)	(392,066)
Interest, dividends and distributions, net	17,480	17,179
Net cash used in investing activities	<u>(183,435)</u>	<u>(11,870)</u>
Net (decrease) increase in cash	(695)	316
Cash:		
Beginning of year	5,110	4,794
End of year	<u>\$ 4,415</u>	<u>\$ 5,110</u>
Reconciliation of operating income to net cash provided by (used in) operating activities:		
Operating income	\$ 171,713	\$ 5,528
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:		
Non-cash gifts	(26,497)	(62,966)
Provision for uncollectible pledges receivable	6,495	9,812
Changes in operating assets and liabilities:		
Investments	(1,186)	8,314
Accounts and other receivables	6,308	(653)
Pledges receivable, net	(56,492)	17,649
Accounts and grants payable	(1,254)	1,649
Annuities payable	(432)	(2,202)
Liabilities to life beneficiaries	(349)	(1,766)
Amount held for others	11,434	(14,837)
Deferred inflows	641	263
Unearned revenue	4,916	-
Net cash provided by (used in) operating activities	<u>\$ 115,297</u>	<u>\$ (39,209)</u>
Supplemental non-cash activities information:		
Gifts of securities and real property – operating	\$ 26,497	\$ 62,966
Gifts of securities and real property – for endowment purposes	12,452	18,282
Noncash gifts for Foundation-administered irrevocable split interest agreements	245	4,214
Beneficial interests in irrevocable split interest agreements administered by third parties	1,404	-

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

### **(1) Organization**

The UCLA Foundation, formerly the UCLA Progress Fund, Inc., was established in 1945. The purpose of The UCLA Foundation is to encourage financial support for the University of California, Los Angeles (UCLA) through private gifts. In addition, The UCLA Foundation provides a vehicle for accepting all types of private donations and gifts as an adjunct to money raised for UCLA through The Regents of the University of California. The UCLA Foundation is a component unit of the University of California.

The Foundation is governed by an independent Board of Directors, the membership of which includes the Chancellor of UCLA. The Foundation was established solely to support the mission of UCLA. Upon dissolution, liquidation or winding up of the Foundation, the assets remaining after payment, or provision for payment, of all debts and liabilities of the Foundation shall be distributed to the Regents for the benefit of UCLA, provided the Regents of the University have maintained tax-exempt status under the Internal Revenue Code and relevant California laws. The Foundation is considered a governmental not-for-profit organization, subject to reporting under the Governmental Accounting Standards Board (the GASB).

Under an agreement formalized on May 16, 1983, The UCLA Foundation transfers monies to UCLA to be spent in accordance with the donor's request. UCLA assumes responsibility for actual disbursement; therefore, The UCLA Foundation's net position does not include any monies held but not yet expended by UCLA.

In 2011, The UCLA Foundation's Board of Directors formed The UCLA Investment Company, a nonprofit organization, to assume oversight and management of the UCLA endowment and other assets under management by The UCLA Foundation. The UCLA Investment Company is led by the Chief Investment Officer of The UCLA Foundation. The UCLA Foundation appoints the board that governs the UCLA Investment Company. The UCLA Foundation Board Chair and UCLA Chief Financial Officer serve as Directors on the UCLA Investment Company Board. The UCLA Foundation controls The UCLA Investment Company by appointing all members of the board, and accordingly, The UCLA Investment Company is presented as a blended component unit within The UCLA Foundation's financial statements.

### **(2) Summary of Significant Accounting Policies**

A summary of the significant accounting policies applied in the preparation of these financial statements is presented below:

#### ***(a) Basis of Accounting***

The accompanying financial statements include the accounts of The UCLA Foundation, The UCLA Foundation Trusts, The UCLA Foundation Pooled Income Fund, and The UCLA Investment Company (together The UCLA Foundation). The statements have been prepared in accordance with U.S. generally accepted accounting principles, including all applicable effective standards of the GASB. The statements are prepared using the economic resources measurement focus and the accrual basis of accounting. All intercompany balances and transactions have been eliminated.

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

***(b) Recently Adopted New Accounting Pronouncement***

In March 2016, the GASB issued statement No. 81, *Irrevocable Split-Interest Agreements*, effective for The UCLA Foundation's fiscal year beginning July 1, 2017. This statement establishes standards for accounting and financial reporting of irrevocable split-interest agreements. Split-interest agreements are a type of giving agreement used by donors to provide resources to two or more beneficiaries, including governments. Split-interest agreements can be created through trusts – or other legally enforceable agreements with characteristics that are equivalent to split-interest agreements – in which a donor transfers resources to an intermediary to hold and administer for the benefit of a government and at least one other beneficiary. Examples of these types of agreements include charitable lead trusts, charitable remainder trusts, and life-interests in real estate. This statement requires the Foundation to recognize assets, liabilities and deferred inflows of resources at the inception of the agreement. This statement also requires the Foundation to recognize assets and deferred inflows representing its beneficial interests in irrevocable split-interest agreements that are administered by third parties. This statement requires the Foundation to recognize revenue when the resources become available to spend.

The effects of reporting Statement No. 81 in the UCLA Foundation's financial statements for the year ended June 30, 2017 were as follows:

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

	As Previously Reported	Effect of Adoption of Statement No. 81	As Restated
<b>Statement of Net Position</b>			
Beneficial interest in irrevocable split interest agreements	\$ -	\$ 8,182	\$ 8,182
Noncurrent assets	2,551,451	8,182	\$ 2,559,633
Total assets	3,034,872	8,182	\$ 3,043,054
Deferred inflows of resources	1,723	43,328	\$ 45,051
Net Position: Restricted for:			
Nonexpendable: Annuity and life income funds	12,661	(12,661)	-
Expendable: Annuity and life income funds	22,485	(22,485)	-
Total net position	2,728,898	(35,146)	2,693,752
<b>Statement of Revenues, Expenses and Changes in Net Position</b>			
Operating revenues:			
Contributions	287,297	(2,712)	284,585
Total operating revenues	287,297	(2,712)	284,585
Gift fund distributions	243,231	(55)	243,176
Total operating expenses	279,112	(55)	279,057
Operating income	8,185	(2,657)	5,528
Non-operating revenues and expenses:			
Interest, dividends and distributions, net	17,343	77	17,420
Realized gains (losses) and change in fair value of investments, net	246,288	(4,486)	241,802
Change in value of split interest agreements	(1,739)	1,739	-
Total non-operating revenues, net	261,892	(2,670)	259,222
Income before other changes in net position	270,077	(5,327)	264,750
Other changes in net position:			
Private gifts of permanent endowments	70,719	(1,046)	69,673
Decrease in net position	\$ 340,796	\$ (6,373)	\$ 334,423

**(c) Cash**

The UCLA Foundation considers all operating demand deposit and money market accounts as cash. At June 30, 2018 and 2017, the carrying amount of The UCLA Foundation's general ledger cash held was approximately \$4.4 million and \$5.1 million, respectively. At June 30, 2018 and 2017, The UCLA Foundation had cash in banks in excess of the Federal Deposit Insurance Corporation (FDIC) insurance limits of approximately \$2.7 million and \$1.7 million, respectively. To mitigate custodial credit risk, The UCLA Foundation conducts business with fiscally sound banks with national recognition.

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

#### *(d) Investments*

Investments are reported at fair value. The basis of determining the fair value of investments is the readily determinable sales price or current exchange rate of the investments based on prices or quotations from actively traded markets, where available. Generally, mutual funds and pooled funds are valued at the net asset value (NAV) of the shares held. Alternative investments are primarily based on final or estimated NAV reported by the general partners and fund managers as of the balance sheet date. Due to the timing of the close, some investments are reported based on the most recent NAV adjusted for any subsequent cash flows through June 30, 2018 and 2017. NAV reported by the general partners or fund managers is based on the fair value of the alternative investments' underlying assets in accordance with policies established by each general partner or fund manager. Management reviews and evaluates the valuations received from fund managers by comparing the valuations to expectations based on market performance. Management believes that NAV is a practical expedient to estimating fair value. As limited partnership investments are not readily marketable, their estimated value is subject to uncertainty and therefore may differ from the value that would have been used had a ready market for such investments existed.

Investment income is comprised of dividends, interest, and other investment income and is shown net of external investment management and custody fees.

#### *Endowed Investment Pool*

The UCLA Foundation's endowment and certain other balances are managed in a unitized investment pool called the Endowed Investment Pool (EIP). Other balances include affiliated entities who invest in the EIP and certain unrestricted funds. All EIP assets are classified as non-current regardless of maturity due to the long term nature of the intended use of gifts or affiliated entity funds invested in this pool. Transactions within each individual account within the EIP pool are based on the unit market value at the end of the quarter during which the transaction takes place. The mission of the EIP is to support the educational mission of UCLA by providing a reliable source of funds for current and future use. The EIP has two primary goals. First, the purchasing power of the assets must be maintained in perpetuity, and second, the EIP must achieve investment returns sufficient to sustain the level of spending necessary to support ongoing UCLA operations.

The UCLA Foundation follows the Uniform Prudent Management of Institutional Funds Act (UPMIFA) adopted by the state of California in January 2009. UPMIFA does not set specific expenditure limits; instead, a charity can spend the amount the charity deems prudent after considering the donor's intent that the endowment continue permanently, the purpose of the fund, and relevant economic factors. The UCLA Foundation's fiscal year 2018 spending rate is set at 4.30% of a 12-quarter rolling average market value while the spending rate for fiscal year 2017 was 4.50%. The Board of Directors of The UCLA Foundation reviews and approves this rate annually. Payout is distributed to individual funds quarterly based on the number of units in each fund at the beginning of the quarter.

## **THE UCLA FOUNDATION**

### Notes to Financial Statements

June 30, 2018 and 2017

#### ***Unendowed Investment Pool***

The UCLA Foundation maintains an Unendowed Investment Pool (UIP). This pool is primarily invested in the Regent's Short-term Investment Pool (Regent's STIP). All gifts intended for current expenditure as well as unspent endowed pool payout and affiliated entity short-term accounts are invested in the UIP. UIP investments are reported at fair value.

#### ***Annuity and Life Income Funds***

The UCLA Foundation's Annuity and Life Income Funds consist of The UCLA Foundation Trusts, Pooled Income Fund, and Gift Annuity Fund. These investments are reported at fair value and classified as non-current regardless of maturity due to donor and/or time restrictions limiting The UCLA Foundation's ability to use these investments except for cash held to service immediate cash flow needs.

#### ***The UCLA Foundation Trusts***

Trusts are established by donors to provide income, generally for life, to designated beneficiaries, except for a lead trust, which pays its income for a term of years to The UCLA Foundation.

Upon termination of each trust, its assets generally will be distributed to The UCLA Foundation, or individuals named by the donor in the case of the lead trust, for the purposes designated in the trust agreements. Each year, beneficiaries receive payments as specified in the trust agreement: a fixed payment (annuity trusts) or a percentage of the trust's fair market value (standard unitrust), which may be limited to the net income (net-income-with-make-up unitrusts).

The trusts are separate legal entities, created under the provisions of the Internal Revenue Code and applicable California law.

Each trust has a calendar year-end as required by the Internal Revenue Code. The charitable remainder trusts are exempt from federal and California income taxes, except in any year in which they receive unrelated business taxable income.

#### ***Pooled Income Fund***

The UCLA Foundation serves as trustee of The UCLA Foundation Pooled Income Fund (the Pooled Fund). The Pooled Fund was created on June 8, 1983, under the provisions of Section 642 of the Internal Revenue Code, and received its first gift on November 1, 1985. The Pooled Fund has a calendar year-end as required by the Internal Revenue Code. The Pooled Fund is exempt from federal and California income taxes except on short-term capital gains and unrelated business taxable income.

Gifts to the Pooled Fund are commingled for investment and administration purposes. Each donor retains a life income interest in the Pooled Fund for one or more beneficiaries. Each donor is assigned units of participation at the time of contribution.

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

Income is distributed on a quarterly basis according to each beneficiary's units of participation. Upon termination of the life income interest, the donor's pro rata share of the Pooled Fund balance is distributed to The UCLA Foundation for purposes designated in the trust agreements.

#### ***Gift Annuity Fund***

Gift annuities are planned giving vehicles, whereby donors gift assets in exchange for annuity payments over their lifetime or that of their beneficiaries. Assets contributed are separately invested and are used to fund payments to the annuitants. Annuities that mature are used to fulfill the purposes that were set forth in the original annuity agreement.

#### ***(e) Land and Buildings***

The UCLA Foundation periodically receives real estate either as an outright gift or in accordance with a planned gift arrangement. These properties are recorded at fair value on the date of the gift. At fiscal year-end, the fair values of land and buildings are updated based on recent market conditions and are based on the current sales price for comparable properties.

#### ***(f) Pledges Receivable***

Pledges are written unconditional promises 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, probable of collection, and meets all applicable eligibility requirements. Pledges extending beyond one year are discounted to recognize the present value of the future cash flows. In subsequent years, this discount is accreted and reported as additional contribution revenue in accordance with donor imposed restrictions, if any. In addition, pledges are reported net of an allowance, which includes specific reserves for items that are past due in payments as well as a general reserve which is based on The UCLA Foundation's 3-year rolling average loss experience.

Conditional pledges, which depend on the occurrence of a specified future or uncertain event such as matching gifts from other donors or time restrictions on expenditure, plus all pledges for endowment purposes, are recognized when the conditions are substantially met.

#### ***(g) Donated Assets***

Securities and other non-monetary items donated to The UCLA Foundation are recorded at fair value on the date of the gift. Fair values are updated as of the balance sheet date for any unsold donated assets. Fair value is based on the current sales price for comparable assets.

#### ***(h) Annuities Payable and Liabilities to Life Beneficiaries***

Annuities payable and liabilities to life beneficiaries represent gifts made to The UCLA Foundation in which a designated beneficiary retains an interest in the gift as specified in the trust or gift agreement. For these funds, liability for beneficiary payments is established representing the present value of the estimated future beneficiary payments over the expected life of the life beneficiary. The liability is calculated using standard gift annuity tables and applicable IRS

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

guidelines. The difference between the fair value of the trust assets and the liability for beneficiary payments is recorded as contribution revenue at the date of gift.

For the year ended June 30, 2018 and 2017, liabilities for gift annuities and trusts are discounted based on the discount rate as of the date of the gifts, which ranged from 1% to 10.6%.

#### *(i) Amounts Held For Others*

Amounts held for others as of June 30, 2018 and 2017, of \$294.8 million and \$259.4 million, respectively, represent amounts held by The UCLA Foundation under agency relationships with various support groups and other affiliated entities of UCLA. Such amounts are not assets owned by or contributed to The UCLA Foundation and, accordingly, are recorded as liabilities and not as revenue. As of June 30, 2018, the offsetting assets are reported in investments and include \$49.2 million in the UIP, \$240.1 million in the EIP, and \$5.5 million in various annuity, life income funds, and real estate. At June 30, 2017, \$36.0 million were invested in the UIP, \$221.6 million in the EIP, and \$1.8 million in various annuity and life income funds.

#### *(j) Deferred Inflows*

Deferred inflows of resources represent an acquisition of net position that applies to a future period. The Foundation classifies changes in irrevocable split-interest agreements as deferred inflows of resources. These amounts will be recognized as revenue at the termination of the split-interest agreements. Deferred inflows also include contributions received from donors which do not yet meet the time requirements to be recorded as revenue under government accounting standards. These amounts will be reclassified to gift revenue when all time requirements have been met.

#### *(k) Net Position*

When possible, The UCLA Foundation uses restricted resources when an expense is incurred for which both restricted and unrestricted resources are available. Net position comprises the following:

**Restricted – non-expendable** includes permanent endowments. Such funds are generally subject to donor restrictions requiring that the principal be invested in perpetuity for the purpose of producing income and appreciation that may be expended or added to principal in accordance with the donor's wishes. Trust resources that are not expendable upon maturity are also classified as restricted non-expendable net position.

**Restricted – expendable** relates to contributions designated by donors for use by particular entities or programs or for specific purposes or functions of UCLA. Included within restricted expendable net position are endowment earnings, funds functioning as endowments and gifts.

*Endowment earnings* – Endowment earnings consist of income and change in fair value of endowment investments and are classified as restricted-expendable net position unless otherwise specified by the donor.

*Funds functioning as endowment* – Funds functioning as endowments are gifts which are restricted for a specific purpose by the donor, yet, unlike endowments, the principal is not

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

permanently restricted. However, it is management's intent to invest these funds on a long-term basis for future use.

*Gifts* – Gifts are donations to The UCLA Foundation that are restricted by the donor for a specific purpose or pledges receivable net of discount and allowance.

**Unrestricted** is the net position of The UCLA Foundation that is not subject to donor-imposed restrictions, including donor-advised funds.

#### *(l) Classification of Revenues and Expenses*

Operating revenues include contributions from various donors and includes donor-advised fund donations. Operating expenses primarily include gift fund distributions, gift fund administration fees, endowed cost recovery, and a grant for the UCLA Chancellor's priorities. Gift fund distributions are disbursements to UCLA in support of activities consistent with the donor's wishes as well as donor-advised fund disbursements. The gift administration fee is a 6.5% fee charged to most gifts for the development and related program costs of The UCLA Foundation. The endowed cost recovery is an annual charge The UCLA Foundation incurs to partially defray the costs to operate an endowment. The UCLA Foundation funded a grant to the Chancellor in the amount of \$4.3 million in fiscal year 2018 and \$6 million in fiscal year 2017. These grants are reported as UCLA Chancellor's priorities in the Statements of Revenue, Expenses, and Changes in Net Position.

Non-operating revenues and expenses primarily include interest, dividends, distributions, and net realized gains (losses) on the sale of investments as well as the net change in fair value of investments held at the end of the period. Non-operating expenses are presented net of external custody and investment management fees.

Gifts for permanent endowment purposes are classified under other changes in net position and are new gifts received during the fiscal year for The UCLA Foundation's endowment.

#### *(m) Use of Estimates*

The preparation of financial statements in accordance with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the dates of the financial statements, and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates.

#### *(n) Income Taxes*

The UCLA Foundation is exempt from taxation under Section 501(c)(3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code and is generally not subject to federal or state income taxes. However, The UCLA Foundation is subject to income taxes on any net income that is derived from a trade or business, regularly carried on, and not in furtherance of the purpose for which it is granted exemption. No income tax provision has been recorded as the net income, if any, from any unrelated trade or business, in the opinion of management, and is not material to the basic financial statements taken as a whole.

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

### *(o) Reclassification*

Certain prior year amounts have been reclassified to conform to the current year presentation.

### **(3) Investments**

The UCLA Foundation holds significant investments in the form of domestic, international and global equity funds. In addition, The UCLA Foundation invests in private equity funds, multi-strategy funds, as well as credit, real asset, and real estate investment funds. The investment guidelines permit alternative investments primarily in partnerships where The UCLA Foundation is a limited partner relying upon the expertise of experienced general partners. All limited partnerships in which The UCLA Foundation invests are subject to annual audits. The investment guidelines also permit direct investments in equity or other instruments.

The following table provides the composition of investments at June 30, 2018 and 2017:

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

	<b>2018</b>	<b>2017</b>
	<i>(in thousands of dollars)</i>	
<b>Equity securities</b>		
Domestic	\$ 12,837	\$ 11,590
Foreign	16,420	16,465
Subtotal equity securities	29,257	28,055
<b>Fixed income securities</b>		
U.S. Government guaranteed		
U.S. Treasury bills	2,081	1,430
U.S. Treasury notes	36,139	31,192
Subtotal U.S. Treasury	38,220	32,622
U.S. Government backed – asset-backed securities	1,397	968
Subtotal U.S. government guaranteed	39,617	33,590
Other U.S. dollar denominated		
U.S. Agencies – asset-backed securities	8,310	9,533
Corporate – asset-backed securities	33,636	35,125
Corporate structured financial instruments	54	55
Supranational/foreign	2,135	2,715
Other	125	-
Subtotal Other U.S. dollar denominated	44,260	47,428
<b>Commingled funds and others</b>		
Commingled funds – absolute return and hedge funds	1,487,885	1,253,489
Commingled funds – balanced funds	6,270	5,794
Commingled funds – U.S. equity funds	18,347	18,273
Commingled funds – non-U.S. equity funds	10,584	11,474
Commingled funds – U.S. bond funds	13,844	14,378
Commingled funds – non-U.S. bond funds	4,091	3,772
Commingled funds – real estate investment trusts	31,372	48,106
Commingled funds – money market funds	699,697	560,102
Commingled funds – private equity	309,976	243,366
Subtotal commingled funds	2,582,066	2,158,754
Investment derivatives	-	1,988
Real estate	108,648	93,619
Commodities and other investments	224,232	189,473
Total investments	\$ 3,028,080	\$ 2,552,907

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

Investments are exposed to several risks, such as market, credit, custodial, foreign currency, and interest rate risks, which can affect the value of the investments. Market risk is the possibility that the investments experience losses due to factors that affect the overall performance of the financial markets such as economic conditions, individual company earnings, and market liquidity.

#### *(a) Credit Risk*

Fixed income securities are subject to credit risk, which is the chance that a bond 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 credit portfolio is diversified across credit asset classes and holds a mixture of investment grade and high yield securities of performing and nonperforming debt. Liquidity and volatility will vary by strategy. The portfolio will focus on capital appreciation rather than current income and will not be managed to specific duration guidelines. The credit risk profile of investments schedule summarizes the fair value of fixed income securities subject to credit risk.

	<b>2018</b>	<b>2017</b>
	<i>(in thousands of dollars)</i>	
<b>Fixed or variable income securities</b>		
<b>U.S. government guaranteed</b>	\$ 39,617	\$ 33,590
<b>Other U.S. dollar denominated</b>		
AAA	346	496
AA	193	77
BBB	654	878
BB	592	738
B	1,242	1,684
CCC or below	19,629	19,898
Not rated	21,604	23,657
Total other U.S. dollar denominated	44,260	47,428
<b>Commingled funds</b>		
U.S. bond funds: Not rated	13,844	14,378
Non-U.S. bond funds: Not rated	4,091	3,772
Money market funds: Not rated	699,697	560,102
Total commingled funds subject to credit risk	717,632	578,252
<b>Investment derivatives</b>		
Not rated	-	1,988
Total investment derivatives	-	1,988
<b>Total funds subject to credit risk</b>	<b>\$ 801,509</b>	<b>\$ 661,258</b>

#### *(b) Concentration of Credit Risk*

Concentration of credit risk is the risk associated with a lack of diversification or having too much invested in a few individual shares. The UCLA Foundation's allocation to the credit portfolio is

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

diversified across credit asset classes and holds a mixture of investment grade and high yield securities of performing and non-performing debt. Accordingly, there are no investments in any one issuer that represents 5% or more of total fixed income investments.

#### (c) *Custodial Risk*

Custodial risk is the risk that in the event of the failure of the custodian, the investments may not be returned. Many of The UCLA Foundation's investments represent ownership interest that do not exist in physical or book entry form. Other investments are issued, registered, or held in the name of The UCLA Foundation by its master custodian bank, as its agent. Certain private securities are held in FY18 via transfer agents. As a result, management believes that custodial risk is remote.

#### (d) *Interest Rate Risk*

Interest rate risk is the risk that fixed income securities will decline because of rising interest rates. The UCLA Foundation measures interest rate risk using the effective duration method. The portfolio will be diversified across credit strategies and hold a mixture of investment grade and high yield securities of performing and non-performing debt. Liquidity and volatility will vary by strategy. The portfolio will focus on capital appreciation rather than current income and will not be managed to specific duration guidelines. The interest rate risk schedule below summarizes the average effective duration of its fixed income investments.

	2018	2017
<b>Fixed or variable income securities</b>	<i>(effective duration in years)</i>	
<b>U.S. Government</b>		
U.S. Treasury bills	.2	-
U.S. Treasury notes	.7	.7
U.S. Government backed – asset backed securities	19.7	10.3
<b>Other U.S. dollar denominated</b>		
U.S. agencies – asset-backed securities	13.0	12.1
Corporate - asset-backed securities	3.0	2.2
Supranational/foreign	5.9	6.9
<b>Commingled funds:</b>		
U.S. bond funds	4.4	4.9
Non-U.S. bond funds	6.9	7.3
Money market funds	2.0	1.5
 <b>Investments highly sensitive to changes in interest rates</b>		
<i>(in thousands of dollars)</i>		
Mortgage backed securities	\$ 30,511	\$ 34,630
Collateralized mortgage obligations	11,406	10,498
Other asset-backed securities	1,424	496

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

### (e) Foreign Currency Risk

Foreign currency risk results from investments in foreign currency denominated equity or fixed income investments. The UCLA Foundation may utilize derivatives, exchange-traded funds or other instruments in order to manage the risk. The UCLA Foundation holds equity and other investments denominated in foreign currency that are summarized at fair value on the following foreign currency risk schedule.

	<u>2018</u>	<u>2017</u>
	<i>(in thousands of dollars)</i>	
<b>Equity securities</b>		
South Korean Won	\$ 16,337	\$ 16,356
Miscellaneous	83	109
Total equity securities subject to foreign currency risk	<u>\$ 16,420</u>	<u>\$ 16,465</u>
<b>Commingled funds and others</b>		
Various currency denominations		
Commingled funds - Non-U.S. equity	\$ 10,584	\$ 11,474
Commingled funds - Non-U.S. bond funds	4,091	3,772
Commingled funds - Real estate investment trusts	2,927	2,951
Commingled funds - Real assets	67,946	49,514
Commingled funds - Absolute return	600,281	599,353
Real estate	12,941	7,283
Total commingled funds and others subject to foreign currency risk	<u>\$ 698,770</u>	<u>\$ 674,347</u>
Total exposure to foreign currency risk	<u>\$ 715,190</u>	<u>\$ 690,812</u>

### (4) Fair Value

Fair value is defined in the accounting standards as 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. Assets and liabilities reported at fair value are organized into a hierarchy based on the levels of inputs observable in the marketplace that are used to measure fair value. Inputs are used in applying the various valuation techniques and take into account the assumptions that market participants use to make valuation decisions. Inputs may include price information, credit data, liquidity statistics, and other factors specific to the financial instrument. Observable inputs reflect market data obtained from independent sources. In contrast, unobservable inputs reflect the entity's assumptions about how market participants would value the financial instrument.

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. The following describes the hierarchy of inputs used to measure fair value and the primary valuation methodologies used for financial instruments measured at fair value on a recurring basis:

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

Level 1 – Prices based on unadjusted quoted prices in active markets that are accessible for identical assets or liabilities are classified as Level 1. Level 1 investments include exchange traded funds, mutual funds, and other publicly traded securities.

Level 2 – Quoted prices in the markets that are not considered to be active, dealer quotations, or alternative pricing sources for similar assets or liabilities for which all significant inputs are observable, either directly or indirectly are classified as Level 2. Level 2 investments include fixed- or variable-income securities, certain derivatives and other assets that are valued using market information.

Level 3 – Investments and beneficial interest in irrevocable split interest agreements classified as Level 3 have significant unobservable inputs, as they trade infrequently or not at all. The inputs into the determination of fair value of these investments and beneficial interest in irrevocable split interest agreements are based upon the best information in the circumstance and may require significant management judgment. Level 3 financial instruments include investments in privately held companies, real estate, and beneficial interest in irrevocable split interest agreements. The UCLA Foundation uses a combination of the market and income approaches to fair value the privately held companies and beneficial interest in split interest agreements. Real estate is fair valued using the market approach to valuation.

Not Leveled – Insurance policies where The UCLA Foundation is beneficiary are not measured at fair value, instead, these are recorded at cash surrender value.

Net Asset Value (NAV) – Investments which use NAV as a practical expedient to determine fair value are excluded from the fair value hierarchy. Investments in non-governmental entities that do not have a readily determinable fair value may be valued at NAV provided that the underlying investment operates under Generally Accepted Accounting Principles. Investments measured at NAV include hedge funds, private equity investments, and commingled funds. In addition, The UCLA Foundation's investments include investments in certain pools managed by the University of California (UC) (principally the STIP as discussed in Note 2). The UC investment pools transact at share value or NAV as determined by the University of California based upon the underlying fair values of the pooled investments. These investment pools are not registered with the Securities and Exchange Commission. The UC's Chief Investment Officer manages the pools and the Regents, as the governing board, are responsible for the oversight. Additional information on the UC investment pools can be obtained from the 2018 Annual Financial Report of the University of California.

The following tables summarize the investments and other assets reported at fair value within the fair value hierarchy as of June 30, 2018, and June 30, 2017:

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

**As of 6/30/2018**

*(in thousands of dollars)*

### Fair Value Measurements Using

	Quoted Prices					Total
	in Active Markets for Identical Assets	Significant Other Observable Inputs	Significant Unobservable Inputs	Net Asset Value	Not Leveled	
	(Level 1)	(Level 2)	(Level 3)	(NAV)		
Equity securities	19,163		10,094			29,257
Fixed or variable income securities						
U.S. government guaranteed		39,617	54			39,671
Other U.S. dollar denominated		44,206				44,206
Commingled funds	92,054			2,490,012		2,582,066
Investment derivatives						-
Real Estate			30,850	77,798		108,648
Commodities and other investments	63		32,404	190,598	1,167	224,232
Total investments	111,280	83,823	73,402	2,758,408	1,167	3,028,080
Beneficial interests in irrevocable split interest agreements			10,149			

**As of 6/30/2017**

*(in thousands of dollars)*

### Fair Value Measurements Using

	Quoted Prices					Total
	in Active Markets for Identical Assets	Significant Other Observable Inputs	Significant Unobservable Inputs	Net Asset Value	Not Leveled	
	(Level 1)	(Level 2)	(Level 3)	(NAV)		
Equity securities	17,651		10,404			28,055
Fixed or variable income securities						
U.S. government guaranteed		33,590				33,590
Other U.S. dollar denominated		47,373	55			47,428
Commingled funds	104,342			2,054,412		2,158,754
Investment derivatives		1,988				1,988
Real Estate			27,491	66,128		93,619
Commodities and other investments	31		35,318	152,973	1,151	189,473
Total investments	122,024	82,951	73,268	2,273,513	1,151	2,552,907
Beneficial interests in irrevocable split interest agreements			8,182			

The UCLA Foundation uses the NAV as a practical expedient to determine the fair value of all the underlying investments which (a) do not have a readily determinable fair value and (b) prepare their financial statements consistent with the measurement principles of an investment company or have the attributes of an investment company. The following tables list investments utilizing NAV as a practical expedient by major category for the years ending June 30, 2018, and June 30, 2017.

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

**As of 6/30/2018**

*(In thousands of dollars)*

Category of Investment	Investment Strategy	Fair Value Determined Using NAV	Unfunded Commitments	Remaining Life	Redemption Terms	Redemption Restrictions and Terms
<b>Commingled funds - absolute return and hedge funds</b>	US and non-US investments in absolute return, distressed securities, long-only, long/short, and developed and emerging markets	\$ 1,487,885	\$ 38,000	Funds will be liquidated as determined by the CIO.	Ranges between monthly, quarterly, semi-annually, and annual redemptions with notice periods ranging between 30, 45, 60, 65, 75, 90, and 180 days.	Approximately 54% of NAV is locked up for 6 months. 17% of NAV is locked up for 1 year and the remaining is locked up for more than 1 year.
<b>Commingled funds - balanced funds</b>	Investments in external commingled funds that have an asset allocation to equity securities, alternative investments and fixed income instruments	6,211	-	Not Applicable	Requires 10 days written notice per quasi-withdrawal policy	Not Applicable
<b>Commingled funds - money market funds</b>	High quality money market and fixed income instruments with the objective to maximize returns consistent with safety of principal, liquidity, and cash flow requirements	685,940	-	Not Applicable	Daily	Not Applicable
<b>Commingled funds - private equity</b>	Investments in private equity funds that invest both domestically and internationally across venture capital, buyouts, high yields and subordinated debt	309,976	218,544	Approximately 12 years remaining	Redemptions are not permitted during the life of the fund	Not Applicable
<b>Real estate</b>	US and non-US real estate investment funds	77,798	49,589	Approximately 9 years remaining	Redemptions are not permitted during the life of the fund	Not Applicable
<b>Commodities and other investments</b>	Investment in funds comprised of oil and gas, commodities, and timber	190,598	40,458	Approximately 10 years remaining	Redemptions are not permitted during the life of the fund	Not Applicable
<b>Total</b>		<b>\$ 2,758,408</b>	<b>\$ 346,591</b>			

The table above discloses all of The UCLA Foundation's unfunded commitments as of June 30, 2018.

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

**As of 6/30/2017**

*(In thousands of dollars)*

Category of Investment	Investment Strategy	Fair Value Determined Using NAV	Unfunded Commitments	Remaining Life	Redemption Terms	Redemption Restrictions and Terms
<b>Commingled funds - absolute return and hedge funds</b>	US and non-US investments in absolute return, distressed securities, long-only, long/short, and developed and emerging markets	\$ 1,253,489	\$ -	Funds will be liquidated as determined by the CIO.	Ranges between monthly, quarterly, semi-annually, and annual redemptions with notice periods ranging between 30, 45, 60, 65, 75, 90, and 180 days.	Approximately 26% of NAV is locked up for 6 months. 39% of NAV is locked up for 1 year and the remaining is locked up for more than one year.
<b>Commingled funds - balanced funds</b>	Investments in external commingled funds that have an asset allocation to equity securities, alternative investments and fixed income instruments	5,736	-	Not Applicable	Requires 10 days written notice	Not Applicable
<b>Commingled funds - money market funds</b>	High quality money market and fixed income instruments with the objective to maximize returns consistent with safety of principal, liquidity, and cash flow requirements	551,821	-	Not Applicable	Daily	Not Applicable
<b>Commingled funds - private equity</b>	Investments in private equity funds that invest both domestically and internationally across venture capital, buyouts, high yields and subordinated debt	243,366	142,382	Approximately 13 years remaining	Redemptions are not permitted during the life of the fund	Not Applicable
<b>Real estate</b>	US and non-US real estate investment funds	66,128	36,311	Approximately 10 years remaining	Redemptions are not permitted during the life of the fund	Not Applicable
<b>Commodities and other investments</b>	Investment in funds comprised of oil and gas, commodities, and timber	152,973	35,386	Approximately 10 years remaining	Redemptions are not permitted during the life of the fund	Not Applicable
<b>Total</b>		<b>\$ 2,273,513</b>	<b>\$ 214,079</b>			

The table above discloses all of The UCLA Foundation's unfunded commitments as of June 30, 2017.

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

### (5) Derivative Financial Instruments

Investments are exposed to several risks, such as market, credit, custodial, foreign currency, and interest rate risks, which can affect the value of the investments. In order to manage the risks and the directionality of the portfolio, The UCLA Foundation investment policy allows for investing in derivatives or other instruments.

#### Total return equity swaps

The UCLA Foundation entered into total return swaps with financial institutions for investment purposes. The total return swaps are traded on the over-the-counter market. Total return swap contracts involve the receipt of income on a referenced asset, plus any capital gains or losses over the payment period. The other party to the swap receives a specified fixed or floating cash flow unrelated to the credit worthiness of the referenced asset. The UCLA Foundation's total return swap contracts are scheduled to terminate in 2019.

#### Put options written

In 2017, The UCLA Foundation appointed an investment manager to pursue a collateralized put-write option strategy. When options are written, an amount equal to the premium received by The UCLA Foundation is recorded as a liability and subsequently adjusted to the current fair value of the option written. Premiums received from writing options that expire unexercised are treated by The UCLA Foundation on the expiration date as realized gains from investments. The difference between the premium and amount paid on effecting a closing purchase transaction, including brokerage commissions, is also treated as a realized gain or, if the premium is less than the amount paid for the closing purchase transaction, as a realized loss. For put options that are exercised, the premium reduces the cost basis of the underlying securities purchased by The UCLA Foundation. The UCLA Foundation as a writer of an option bears the market risk of an unfavorable change in the price of the equity index underlying the written option. Written options are valued at the mid-price at the close of trading in the market where such options are principally traded.

The fair value balances and notional amounts of the derivative instruments outstanding at June 30, 2018, and June 30, 2017, respectively, and the changes in the fair value of such investment derivatives for the years then ended are as follows:

	Notional Amount		Fair Value			Changes in Fair Value		
	2018	2017	Classification	2018	2017	Classification	2018	2017
<i>(in thousands of dollars)</i>								
<b>Business-type activities</b>								
Total return swaps equity	\$ 250,603	\$ 226,752	Long-term investments	\$ -	\$ 1,988	Realized gains (losses) and change in fair value of investments, net	\$ 16,090	\$ 32,340
Written options	\$ 54,224	\$ 50,658	Current liabilities Accounts and grants payable	\$ (362)	\$ (409)	Realized gains (losses) and change in fair value of investments, net	\$ 3,168	\$ 692

# THE UCLA FOUNDATION

## Notes to Financial Statements

June 30, 2018 and 2017

### (6) Approved Endowment Payout

The approved endowment payout allocated to donor-restricted endowment funds was comprised of the following at June 30:

	<u>2018</u>	<u>2017</u>
	<i>(in thousands of dollars)</i>	
Investment income, net	\$ 8,483	\$ 11,685
Net accumulated gains and principal	<u>68,469</u>	<u>64,113</u>
	<u>\$ 76,952</u>	<u>\$ 75,798</u>

In addition to the above, The UCLA Foundation allocated payout to affiliated entities and unrestricted funds of \$10.8 million in fiscal year 2018 and \$10.9 million in fiscal year 2017, bringing the total endowed investment pool approved payout to \$87.7 million in fiscal 2018 and \$86.7 million in fiscal year 2017.

### (7) External Investment Pool

The EIP is an external investment pool and participants include The UCLA Foundation as well as organizations that are associated with The UCLA Foundation and UCLA, although not financially accountable to The UCLA Foundation. These organizations are not required to invest in the EIP.

The EIP is fair valued quarterly. Participants may purchase or redeem shares quarterly at the unitized value of the portfolio at the time of purchase or redemption. Payout and investment earnings are allocated quarterly to all participants based on the number of shares held at the beginning of the quarter.

The EIP is not registered with the SEC and is not subject to any formal oversight other than that provided by the UCLA Investment Company and The UCLA Foundation boards of directors.

The EIP investments authorized by The UCLA Foundation board of directors include equity, private equity/venture capital, multi-strategy, credit, real assets, real estate, and cash. The portfolio may utilize derivatives, exchange-traded funds or other instruments to manage risk.

Since a separate annual financial report of the EIP has not been and is not planned to be issued, the following additional disclosures are being provided in The UCLA Foundation's financial statements.

The following are schedules of the EIP's Condensed Statements of Net Position and Statements of Operations and Changes in Net Position as of and for the years ended June 30, 2018, and June 30, 2017. The EIP represents the majority of The UCLA Foundation's total investments. As of June 30, 2018, in addition to the EIP, total investments also include \$591.1 million held in the UIP, \$59.5 million in Annuity and Life Income Funds, \$36.0 million in separately held special purpose funds, and \$30.8 million in gifts of real estate. As of June 30, 2017, total investments also include \$380 million held in the UIP, \$57 million in Annuity and Life Income Funds, \$27 million in gifts of real estate, and \$51 million of separately held special purpose funds.

**THE UCLA FOUNDATION**

Notes to Financial Statements

June 30, 2018 and 2017

**Endowed Investment Pool  
Condensed Statement of Net Position**

*(in thousands of dollars)*

	<u>2018</u>	<u>2017</u>
<b>Assets</b>		
Investments	\$2,310,699	\$2,037,651
Accounts and other receivables	977	24,054
Due from pool sponsor	211,471	1,490
<b>Total assets</b>	<u>\$2,523,147</u>	<u>\$2,063,195</u>
<b>Liabilities</b>		
Accounts and other payables	501	674
<b>Total liabilities</b>	<u>\$ 501</u>	<u>\$ 674</u>
<b>Net position as held for all pool participants</b>		
Internal portion	\$2,282,572	\$1,840,969
External portion	240,074	221,552
<b>Total net position</b>	<u>\$2,522,646</u>	<u>\$2,062,521</u>

**Endowed Investment Pool  
Condensed Statement of Operations and Changes in Net Position**

*(in thousands of dollars)*

	<u>2018</u>	<u>2017</u>
<b>Increase in net position from operations</b>		
Revenues		
Interest, dividends and distributions, net	\$ 9,765	\$ 13,439
Expenses		
Endowment cost recovery	(9,652)	(9,497)
Investment company management fees	(5,301)	(4,845)
Custody, taxes, and other	(94)	(50)
Total expenses	(15,047)	(14,392)
Realized gains (losses) and change in fair value of investments, net	206,528	269,585
<b>Increase in net position resulting from operations</b>	201,246	268,632
<b>Distributions to participants:</b>		
Distributions paid	(87,730)	(86,689)
<b>Share transactions:</b>		
Net share transactions	346,609	76,900
<b>Total increase in net position</b>	460,125	258,843
<b>Net position:</b>		
<b>Beginning of year</b>	2,062,521	1,803,678
<b>End of year</b>	<u>\$2,522,646</u>	<u>\$2,062,521</u>

**THE UCLA FOUNDATION**

Notes to Financial Statements

June 30, 2018 and 2017

**(8) Pledges Receivable**

Pledges receivable consist of the following at June 30:

	<u>2018</u>	<u>2017</u>
	<i>(in thousands of dollars)</i>	
Pledges receivable, gross	\$ 595,481	\$ 539,694
Less		
Allowance for uncollectible pledges	(15,246)	(9,126)
Discount for future payments	<u>(92,775)</u>	<u>(93,105)</u>
Pledges receivable, net	<u>\$ 487,460</u>	<u>\$ 437,463</u>
Current pledges receivable, net	\$ 74,762	\$ 64,141
Non-current pledges receivable, net	<u>412,698</u>	<u>373,322</u>
	<u>\$ 487,460</u>	<u>\$ 437,463</u>

Management evaluates the collectability of its receivables and records an allowance for estimated uncollectible amounts. The UCLA Foundation recorded a loss provision for uncollectible pledges of \$6.5 million in fiscal year 2018 and a loss provision of \$9.8 million in fiscal year 2017. Loss provisions are recorded as adjustments to contribution revenue. In addition, The UCLA Foundation recorded an increase in contribution revenue due to present value adjustments of \$0.3 million in FY18 and \$5.3 million in FY17, respectively. Pledges due beyond one year have been discounted at an annual rate of 1.6% for pledges received in fiscal year 2018 and 1.2% for pledges received in fiscal year 2017. Fifty-three percent of the pledges receivable, net of discount, are from five donors in fiscal 2018 as compared to fifty-nine percent in fiscal year 2017.

**(9) Annuity and Life Income Funds**

Changes in annuity and life beneficiary liabilities during FY18 and FY 17 are summarized as follows:

*(in thousands of dollars)*

	<b>Balance at</b>	<b>New</b>	<b>Less: Beneficiary</b>	<b>Adjustments to</b>	<b>Existing</b>	<b>Balance at</b>
<b>Liabilities to:</b>	<b>June 30, 2017</b>	<b>Obligations</b>	<b>Payments</b>	<b>Liabilities</b>	<b>Liabilities</b>	<b>June 30, 2018</b>
Annuitants	\$ 18,504	\$ 1,088	\$ (2,312)	\$ 1,770	\$ 19,050	
Life beneficiaries	17,985	385	(1,878)	1,440	17,932	
Total	<u>\$ 36,489</u>	<u>\$ 1,473</u>	<u>\$ (4,190)</u>	<u>\$ 3,210</u>	<u>\$ 36,982</u>	

	<b>Balance at</b>	<b>New</b>	<b>Less: Beneficiary</b>	<b>Adjustments to</b>	<b>Existing</b>	<b>Balance at</b>
<b>Liabilities to:</b>	<b>June 30, 2016</b>	<b>Obligations</b>	<b>Payments</b>	<b>Liabilities</b>	<b>Liabilities</b>	<b>June 30, 2017</b>
Annuitants	\$ 16,696	\$ 2,382	\$ (2,202)	\$ 1,628	\$ 18,504	
Life beneficiaries	16,586	990	(1,766)	2,175	17,985	
Total	<u>\$ 33,282</u>	<u>\$ 3,372</u>	<u>\$ (3,968)</u>	<u>\$ 3,803</u>	<u>\$ 36,489</u>	

## THE UCLA FOUNDATION

### Notes to Financial Statements

June 30, 2018 and 2017

#### **(10) Related Parties**

The UCLA Foundation supports UCLA and has the following organizational relationship with the University:

##### ***(a) Administrative Costs***

The UCLA Foundation has a Board of Directors and designated officers; however, the UCLA Foundation does not have any employees. All functions and activities are conducted by employees of UCLA. UCLA employees serving Foundation functions are covered by the Regents' pension plan and post-retirement healthcare plan.

All of The UCLA Foundation's office space is provided by the University. Accordingly, the costs of the office space are not included in the accompanying financial statements.

##### ***(b) Gift and Endowed Cost Recovery Fees***

In accordance with relevant UCLA policies, gift and endowed cost recovery fees are paid by The UCLA Foundation to UCLA. Both fees are designed to reimburse the University for the Administration costs discussed above. The standard gift fee is computed as 6.5% of the gift amount and the endowment cost recovery fee is calculated as equal to the prior year's fee, adjusted for inflation. The inflation rate adjustment for FY18 was 1.6% and 1.0% for FY17. The gift and endowed cost recovery fees are included in operating expenses in the accompanying financial statements and totaled \$15.4 million and \$9.6 million in 2018 and \$14.6 million and \$9.4 million in 2017, respectively. The amounts due to campus for gift and endowed cost recovery fees as of June 30, 2018 were \$3.9 million and \$4.2 million as of June 30, 2017.

##### ***(c) Grants to Campus***

The primary purpose of The UCLA Foundation is to raise funds in support of UCLA. In FY18, The UCLA Foundation issued grants to UCLA in the amount of \$297.3 million and \$245.6 million in FY17. These amounts are included in operating expenses under gift fund distributions and the UCLA Chancellor's priorities.

##### ***(d) Interest on Short-term Investments***

Interest on short-term investments per UCLA policy is either credited to the benefitting fund or considered an unrestricted revenue source for the general fund of the UCLA Foundation. It is used to fund operating expenses of The UCLA Foundation and to make grants to UCLA.