

LAWRENCE UNIVERSITY OF WISCONSIN

Appleton, Wisconsin

FINANCIAL STATEMENTS

Including Independent Auditors' Report

As of and for the Years Ended June 30, 2018 and 2017

LAWRENCE UNIVERSITY OF WISCONSIN

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees
Lawrence University of Wisconsin
Appleton, Wisconsin

We have audited the accompanying financial statements of Lawrence University of Wisconsin (the "University"), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits 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 the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Lawrence University of Wisconsin as of June 30, 2018 and 2017, 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.

Baker Tilly Virchow Krause, LLP

Milwaukee, Wisconsin
November 2, 2018

LAWRENCE UNIVERSITY OF WISCONSIN

STATEMENTS OF FINANCIAL POSITION
As of June 30, 2018 and 2017

	2018	2017
ASSETS		
Cash and cash equivalents	\$ 7,082,400	\$ 6,560,152
Restricted cash and cash equivalents	761,384	726,882
Receivables:		
Contributions, net of allowance for doubtful accounts of \$122,425 and \$62,615	19,450,169	20,682,299
Student loans receivable, net of allowance for doubtful loans of \$847,000 and \$844,000	5,232,380	5,360,860
Students accounts, net of allowance for doubtful accounts of \$161,000 and \$130,000	305,469	279,478
Government grants	185,448	136,415
Accrued interest	133,655	132,338
Other	60,036	65,878
Inventories	197,184	242,518
Cash surrender value of life insurance and other assets	1,766,628	1,357,473
Investments	339,598,433	320,104,691
Property and equipment, net	109,289,555	110,679,310
TOTAL ASSETS	\$ 484,062,741	\$ 466,328,294
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable	\$ 1,375,227	\$ 1,051,474
Accrued liabilities	5,616,139	6,294,348
Deferred income and deposits	947,111	1,038,071
Due to student organizations	363,640	318,738
Line of credit	2,139,471	-
Postretirement obligation	3,053,736	3,162,189
Asset retirement obligation	3,569,758	3,535,002
Annuities payable	2,254,880	1,894,532
Long-term debt, net	41,673,312	42,807,773
U.S. government grants refundable	1,698,776	1,771,969
Total Liabilities	62,692,050	61,874,096
NET ASSETS		
Unrestricted	97,969,986	101,310,467
Temporarily restricted	91,241,391	76,506,491
Permanently restricted	232,159,314	226,637,240
Total Net Assets	421,370,691	404,454,198
TOTAL LIABILITIES AND NET ASSETS	\$ 484,062,741	\$ 466,328,294

See accompanying notes to financial statements.

LAWRENCE UNIVERSITY OF WISCONSIN

STATEMENT OF ACTIVITIES
For the Year Ended June 30, 2018

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
OPERATING REVENUES				
Tuition and fees	\$ 65,126,661	\$ -	\$ -	\$ 65,126,661
Room and board	12,892,582	-	-	12,892,582
Less: tuition discounts	(37,434,126)	-	-	(37,434,126)
Net Student Revenue	40,585,117	-	-	40,585,117
Auxiliary enterprises	1,858,579	-	-	1,858,579
Investment return designated for current operations	4,246,071	11,427,603	236,536	15,910,210
Government grants	668,707	-	-	668,707
Contribution revenue	2,908,149	-	-	2,908,149
Other income	395,106	184,695	-	579,801
	50,661,729	11,612,298	236,536	62,510,563
Net assets released from restrictions	16,750,940	(16,750,940)	-	-
Total Operating Revenues	67,412,669	(5,138,642)	236,536	62,510,563
OPERATING EXPENSES				
Instruction	21,123,162	-	-	21,123,162
Research	570,570	-	-	570,570
Public service	1,503,319	-	-	1,503,319
Academic support	4,555,939	-	-	4,555,939
Student services	7,867,741	-	-	7,867,741
Institutional administration	15,365,198	-	-	15,365,198
Physical plant operations	6,594,795	-	-	6,594,795
Auxiliary enterprises	4,884,287	-	-	4,884,287
Interest expense	1,338,837	-	-	1,338,837
Depreciation	7,312,794	-	-	7,312,794
Total Operating Expenses	71,116,642	-	-	71,116,642
Operating Revenues in Excess (Deficit) of Operating Expenses	(3,703,973)	(5,138,642)	236,536	(8,606,079)
NONOPERATING INCOME				
Investment return in excess of amounts designated for current operations	189,335	12,315,395	98,742	12,603,472
Contributions for long-term purposes	-	7,714,738	4,891,095	12,605,833
Change in beneficial interests in trusts	-	21,368	3,029	24,397
Change in value of split interest agreements	(839)	(66,660)	(377,008)	(444,507)
Other nonoperating items, net	174,996	(111,299)	669,680	733,377
Total Nonoperating Income	363,492	19,873,542	5,285,538	25,522,572
Change in Net Assets	(3,340,481)	14,734,900	5,522,074	16,916,493
NET ASSETS - Beginning of Year	101,310,467	76,506,491	226,637,240	404,454,198
NET ASSETS - END OF YEAR	\$ 97,969,986	\$ 91,241,391	\$ 232,159,314	\$ 421,370,691

See accompanying notes to financial statements.

LAWRENCE UNIVERSITY OF WISCONSIN

STATEMENT OF ACTIVITIES
For the Year Ended June 30, 2017

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
OPERATING REVENUES				
Tuition and fees	\$ 65,897,978	\$ -	\$ -	\$ 65,897,978
Room and board	13,074,189	-	-	13,074,189
Less: tuition discounts	(36,481,513)	-	-	(36,481,513)
Net Student Revenue	42,490,654	-	-	42,490,654
Auxiliary enterprises	1,820,041	-	-	1,820,041
Investment return designated for current operations	2,320,614	10,500,287	197,900	13,018,801
Government grants	700,846	-	-	700,846
Contribution revenue	4,566,469	-	-	4,566,469
Other income	405,065	296,606	-	701,671
	52,303,689	10,796,893	197,900	63,298,482
Net assets released from restrictions	14,075,422	(14,075,422)	-	-
Total Operating Revenues	66,379,111	(3,278,529)	197,900	63,298,482
OPERATING EXPENSES				
Instruction	20,863,338	-	-	20,863,338
Research	520,361	-	-	520,361
Public service	1,362,295	-	-	1,362,295
Academic support	4,514,852	-	-	4,514,852
Student services	7,122,978	-	-	7,122,978
Institutional administration	14,710,353	-	-	14,710,353
Physical plant operations	6,255,441	-	-	6,255,441
Auxiliary enterprises	4,995,518	-	-	4,995,518
Interest expense	1,325,617	-	-	1,325,617
Depreciation	7,238,907	-	-	7,238,907
Total Operating Expenses	68,909,660	-	-	68,909,660
Operating Revenues in Excess (Deficit) of Operating Expenses	(2,530,549)	(3,278,529)	197,900	(5,611,178)
NONOPERATING INCOME				
Investment return in excess of amounts designated for current operations	6,382,306	15,847,117	110,760	22,340,183
Contributions for long-term purposes	-	5,735,060	11,950,915	17,685,975
Change in beneficial interests in trusts	-	33,606	45,078	78,684
Change in value of split interest agreements	10,888	39,266	(148,547)	(98,393)
Other nonoperating items, net	1,586,722	(25,371)	(141,868)	1,419,483
Total Nonoperating Income	7,979,916	21,629,678	11,816,338	41,425,932
Change in Net Assets	5,449,367	18,351,149	12,014,238	35,814,754
NET ASSETS - Beginning of Year	95,861,100	58,155,342	214,623,002	368,639,444
NET ASSETS - END OF YEAR	\$ 101,310,467	\$ 76,506,491	\$ 226,637,240	\$ 404,454,198

See accompanying notes to financial statements.

LAWRENCE UNIVERSITY OF WISCONSIN

STATEMENTS OF CASH FLOWS
For the Years Ended June 30, 2018 and 2017

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 16,916,493	\$ 35,814,754
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation and amortization	7,343,332	7,269,445
Loss on sale of fixed assets	120,329	60,000
Asset retirement obligation accretion/abatement	35,635	147,239
Bad debts	84,392	115,611
Noncash contributions	(417,353)	(235,000)
Realized and unrealized (gains) losses on investments	(24,479,928)	(34,631,850)
Change in beneficial interest in trusts	(24,397)	(95,736)
Change in cash surrender value of life insurance	(64,587)	(43,312)
Income reinvested	(4,152,036)	(879,487)
Investment return restricted for long-term investment	(335,278)	(308,660)
Contributions restricted for long-term purposes	(12,644,598)	(17,478,651)
Actuarial adjustment of annuities payable	492,486	113,546
Loan cancellations and reinstatements	29,965	33,797
Change in certain assets and liabilities:		
Receivables:		
Student accounts	(81,181)	(89,631)
Contributions	(2,011,885)	(151,790)
Government grants	(49,033)	(22,271)
Accrued interest	(1,317)	(5,376)
Other	50,744	(6,857)
Inventories	45,334	(14,732)
Other assets	(294,043)	35,326
Accounts payable	(144,026)	(609,536)
Accrued liabilities	(678,209)	(3,924,199)
Deferred income, deposits and funds held for student organizations	(90,960)	(86,351)
Postretirement obligation	(108,453)	218,045
Net Cash Flows from Operating Activities	(20,458,574)	(14,775,676)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of investments	(73,918,785)	(21,782,417)
Proceeds from sales of investments	83,428,175	22,436,307
Proceeds from cash surrender value of life insurance	20,058	2,106,323
Purchases of property and equipment	(5,691,139)	(6,116,484)
Proceeds from sale of fixed assets	114,671	165,000
Disbursements of loans to students	(761,905)	(795,356)
Repayments of loans from students	831,218	840,038
Net Cash Flows from Investing Activities	4,022,293	(3,146,589)
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on line of credit	(36,082,211)	(13,703,212)
Proceeds on line of credit	38,221,682	13,703,212
Repayment of principal on debt	(1,165,000)	(945,000)
Investment return restricted for long-term investment	335,278	308,660
Contributions received restricted for long-term purposes	15,970,437	14,672,215
Changes in U.S. government grants refundable	(73,193)	9,375
Payments to annuitants	(213,962)	(225,325)
Net Cash Flows from Financing Activities	16,993,031	13,819,925
Net Change in Cash and Cash Equivalents	556,750	(4,102,340)
CASH AND CASH EQUIVALENTS - Beginning of Year	7,287,034	11,389,374
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 7,843,784	\$ 7,287,034

See accompanying notes to financial statements.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES

Lawrence University of Wisconsin (the "University"), which formally opened in 1847, is an independent, nonsectarian, coeducational institution of higher learning with an enrollment of approximately 1,500 students located in Appleton, Wisconsin. The University, through its undergraduate University and conservatory, educates men and women in the liberal arts and sciences and music. Committed to the development of intellect and talent, the acquisition of knowledge and understanding, and the cultivation of judgment and values, the University prepares students for lives of service, achievement, leadership and personal fulfillment. The accounting policies of the University reflect practices common to universities and conform to accounting principles generally accepted ("GAAP") in the United States of America. The more significant accounting policies are summarized below:

Net Asset Classifications – For the purposes of financial reporting, the University classifies resources into three net asset categories pursuant to any donor-imposed restrictions and applicable law. Accordingly, the net assets of the University are classified in the accompanying financial statements in the categories that follow:

Permanently Restricted Net Assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by the University. Generally, the donors of these assets permit the University to use all or part of the income earned on related investments for general or specific purposes.

Temporarily Restricted Net Assets – Net assets subject to donor-imposed stipulations that will be met by action of the University and/or the passage of time.

Unrestricted Net Assets – Net assets not subject to donor-imposed stipulations.

Revenues from sources other than contributions are generally reported as increases in unrestricted net assets. Expenses are reported as decreases in unrestricted net assets. Income earned on donor restricted funds is initially classified as temporarily restricted net assets and is reclassified as unrestricted net assets when expenses are incurred for their intended purpose.

Contributions, including unconditional promises to give, are recognized as revenues in the period received and are reported as increases in the appropriate categories of net assets in accordance with donor restrictions. For restrictions that are met in the same year as received contributions are either classified as unrestricted net assets immediately or are reported as revenues of the temporarily restricted net asset class depending on the nature of the restriction. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met.

Contributions of assets other than cash are recorded at their estimated fair value at the date of the gift. Estimates of fair value involve assumptions and estimation methods that are uncertain and, therefore, the estimates could differ from actual results.

Contributions of property and equipment without donor stipulations concerning the use of such long-lived assets are reported as unrestricted revenues. Contributions of cash or other assets to be used to acquire property and equipment are reported as temporarily restricted revenues.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES (cont.)

In the absence of donor stipulations or law to the contrary, losses on the investments of a donor-restricted endowment fund reduce temporarily restricted net assets to the extent that donor-imposed temporary restrictions on net appreciation of the fund have not been met before the loss occurs. Any remaining loss reduces unrestricted net assets. If losses reduce the assets of a donor-restricted endowment fund below the level required by the donor stipulations or law, gains that restore the fair value of the assets of the endowment fund to the required level are classified as increases in unrestricted net assets.

Gains and losses on investments of endowment funds created by a board designation of unrestricted funds are included in changes in unrestricted net assets.

Non-operating activities reflect transactions affecting the net assets associated with endowment and capital campaign contributions, gains or losses on investments, change in value of split interest agreements, and other activities of a non-operating nature.

Temporarily Restricted Net Assets – With respect to temporarily restricted net assets, the University has adopted the following accounting policies:

Reporting as Temporarily Restricted Revenues – Contributions received with donor-imposed restrictions that are met in the same year as received are either classified as unrestricted net assets immediately or are reported as revenues of the temporarily restricted net asset class depending on the nature of the restriction. Contributions restricted for purposes that the University would normally fulfill are immediately recorded in the unrestricted net asset class. For those contributions recorded as revenues of the temporarily restricted net asset class, a reclassification to unrestricted net assets is made to reflect the expiration of contribution restrictions.

Release of Restrictions on Net Assets for Acquisition of Land, Buildings and Equipment – Contributions for property and equipment additions are classified as temporarily restricted net assets and released from restriction as assets are capitalized.

Tuition and Fees and Auxiliary Revenues – Tuition revenue is recognized in the period the classes are provided. Revenue from auxiliary enterprises is recognized when goods or services are provided. Financial assistance in the form of scholarships and grants that cover a portion of tuition, living and other costs is reflected as a reduction of tuition and fees revenues.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES (cont.)

Cash and Cash Equivalents and Restricted Cash and Cash Equivalents – The University considers all highly liquid investments, except for those held for long-term investment, with a maturity of three months or less when purchased to be cash equivalents. Certain cash held by the University is restricted for the Federal Perkins Loan Fund.

Receivables – Student accounts receivable are carried at the unpaid balance of the original amount billed to students and student notes receivable are carried at the amount of unpaid principal. Both receivables are less an estimate made for doubtful accounts based on a review of all outstanding amounts. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using historical experience applied to an aging of accounts. Student accounts and loans receivable are written off when deemed uncollectible. Recoveries of student accounts and loans receivable previously written off are recorded when received. Receivables are generally unsecured.

After a student is no longer enrolled in an institution of higher education and after a grace period, interest is charged on Perkins student loans receivable and is recognized as it is charged. Perkins student loans receivable are considered to be past due if a payment is not made within 30 days of the payment due date, at which time, late fees are charged and recognized. The Perkins Loan Program receivables may be assigned to the U.S. Department of Education. Students may be granted a deferment, forbearance or cancellation of their student loan receivable based on eligibility requirements defined by the U.S. Department of Education.

Inventories – Inventories are valued at the lower of cost or market and consist primarily of janitorial, logo store merchandise and art supplies.

Property and Equipment, net – Property and equipment is stated at cost less accumulated depreciation. The University depreciates its assets on the straight-line basis over estimated useful lives as follows: buildings 30 to 40 years, land improvements 20 years and equipment/library books 3 to 20 years. The University has a policy of capitalizing all items \$1,000 or more or any group of items totaling \$2,500 or more. Normal repair and maintenance expenses are charged to operations as incurred.

Art and Other Collections – The University does not assign or record a value for art and other collections received as gifts. Accordingly, the value of certain art and other collections has been excluded from the statements of financial position. All art and other collections are insured at a value of approximately \$9,130,000 and \$8,450,000 as of June 30, 2018 and 2017, respectively.

Deferred Revenue – Certain revenue related to summer education programs is deferred and recognized as revenue in the same period expenses are recognized. Students are generally billed for courses prior to the start of the course.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS
As of and for the Year Ended June 30, 2018 and 2017

NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES (cont.)

Asset Retirement Obligations – Asset retirement obligations are estimated costs and obligations associated with the retirement of long-lived assets. These liabilities were initially recorded at fair value and the related asset retirement costs were recorded as decreases in unrestricted net assets. Asset retirement costs are subsequently accreted over the useful lives of the related assets. Changes in the accrual for asset retirement obligations, which is included in the liabilities on the statement of financial position, during the years ended June 30, 2018 and 2017 are as follows:

	2018	2017
Balance, Beginning of the year	\$ 3,535,002	\$ 3,388,642
Accretion expense	64,882	155,320
Reduction in liability due to renovations	(30,126)	(8,960)
Balance, End of the year	\$ 3,569,758	\$ 3,535,002

The estimate of the losses that are probable for asbestos removal was calculated using the expected cash flow approach and based on an inventory of the University's long-lived assets combined with an estimate of the current market prices to remove the asbestos. The University utilized a credit-adjusted risk-free rate to discount the asset retirement obligation.

Self-Funded Insurance – The University maintains a self-funded health plan. Specific and aggregate stop loss coverage on the health plan is provided to limit the ultimate exposure of the University. A liability is provided for claims incurred but not reported. Management reviews this accrual on an on-going basis and believes it is adequate to cover such claims. The liability for self-funded insurance claims incurred but not reported is shown in accrued liabilities on the statement of financial position.

Grants to Specified Students – Amounts received from state and federal agencies designated for the benefit of specified students are considered agency transactions and, therefore, are not reflected as revenues and expenses of the University. The amount of such grants totaled \$553,243 and \$1,760,451, respectively, during the year ended June 30, 2018 and \$549,565 and \$1,630,879, respectively, during the year ended June 30, 2017.

U.S. Government Grants Refundable – Funds provided by the United States Government under the Federal Perkins Loan Program are loaned to qualified students and may be re-loaned after collections. These funds are ultimately refundable to the government and are included as liabilities in the statements of financial position. Revenues from other government grants are recognized as they are earned in accordance with the agreement. Any funding received before it is earned is recorded as a refundable advance. Expenses incurred before cash is received are recorded as receivables.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES (cont.)

Income Tax Status – The Internal Revenue Service has determined that the University is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The University is also exempt from state income taxes. Accordingly, the University is not subject to Federal income taxes except to the extent it derives income from certain activities not substantially related to its tax exempt purpose (unrelated trade or business activities).

The University follows the accounting standards for contingencies in evaluating uncertain tax positions. This guidance prescribes recognition threshold principles for the financial statement recognition of tax positions taken or expected to be taken on a tax return that are not certain to be realized. No liability has been recognized by the University regarding uncertain tax positions as of June 30, 2018 and 2017. The University's tax returns are subject to review and examination by federal and state authorities.

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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Interest Rate Exchange Agreements – The University uses interest rate exchange agreements as part of its risk management strategy to manage exposure to fluctuations in interest rates and to manage the overall cost of its debt. The interest rate exchange agreements were not entered into for trading or speculative purposes. The interest rate exchange agreements are recognized as either an asset or liability on the statement of financial position and are measured at fair value. Because the interest rate exchange agreements are often held for the life of the strategy, they may reflect significant unrealized gains or losses depending on the change in value since the inception of the contracts. All unrealized and realized gains and losses from the interest rate exchange agreements are reflected in the statements of activities.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 1 – SIGNIFICANT ACCOUNTING POLICIES (cont.)

Fund Raising and Advertising Expenses – For the years ended June 30, 2018 and 2017, fund raising expenses totaled \$3,240,256 and \$3,045,065, respectively. Advertising expenses totaled \$180,379 and \$204,856, respectively. The University expenses advertising costs at the time incurred.

Functional Allocation of Expenses – The costs of providing the various programs and other activities have been summarized on a functional basis as shown in Note 18.

NOTE 2 – FAIR VALUE MEASUREMENTS

Fair value is defined in the accounting guidance as the exchange price that would be received to sell an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the assets or liability in an orderly transaction between market participants at the measurement date. Under this guidance, a three-level hierarchy is used for fair value measurements, which is based on the transparency of information, such as the pricing source, used in the valuation of an asset or liability as of the measurement date.

Financial instruments received and reported at fair value are classified and disclosed in one of the following three categories.

- Level 1 – Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity can access at the measurement date.
- Level 2 – Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. This includes quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, or market-corroborated inputs.
- Level 3 – Inputs are unobservable for the asset or liability. Unobservable inputs reflect the assumptions that market participants would use in pricing the asset or liability (including assumptions about risk) using the best information available in the circumstance, which may include using the reporting entity's own data.

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement. While the University 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 estimate of fair value at the reporting date. There have been no changes in the techniques and inputs used at June 30, 2018 and 2017.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS
As of and for the Year Ended June 30, 2018 and 2017

NOTE 2 – FAIR VALUE MEASUREMENTS (cont.)

The following table summarized financial instruments measured at fair value on a recurring basis by the fair value hierarchy as of June 30, 2018:

	Total	Level 1	Level 2	Level 3
ASSETS				
Short-term investments	\$ 426,753	\$ 426,753	\$ -	\$ -
Equity securities				
Domestic	72,097,903	72,097,903	-	-
Foreign	70,735,615	70,735,615	-	-
Fixed income securities				
Domestic	32,174,169	24,091,095	8,083,074	-
Foreign	1,048,381	-	1,048,381	-
Beneficial interest in funds held in trust	3,188,225	-	-	3,188,225
Subtotal assets by valuation hierarchy	179,671,046	<u>\$ 167,351,366</u>	<u>\$ 9,131,455</u>	<u>\$ 3,188,225</u>
Investments measured using NAV				
Alternative investments				
Hedge fund	78,878,657			
Private equity funds	38,364,457			
Real estate funds	32,390,468			
Insurance linked securities	10,293,805			
Subtotal assets by NAV	159,927,387			
Total assets at fair value	<u>\$ 339,598,433</u>			
LIABILITIES				
Interest rate exchange agreements	<u>\$ (151,183)</u>	<u>\$ -</u>	<u>\$ (151,183)</u>	<u>\$ -</u>

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 2 – FAIR VALUE MEASUREMENTS (cont.)

The following table presents financial instruments that are measured at fair value on a recurring basis by the fair value hierarchy as of June 30, 2017:

	Total	Level 1	Level 2	Level 3
ASSETS				
Short-term investments	\$ 424,421	\$ 424,421	\$ -	\$ -
Equity securities				
Domestic	88,795,501	88,795,501	-	-
Foreign	86,719,053	86,719,053	-	-
Fixed income securities				
Domestic	32,731,615	24,329,283	8,402,332	-
Foreign	711,043	-	711,043	-
Beneficial interest in funds held in trust	2,817,058	-	-	2,817,058
Subtotal assets by valuation hierarchy	212,198,691	\$ 200,268,258	\$ 9,113,375	\$ 2,817,058
Investments measured using NAV				
Alternative investments				
Hedge fund	50,274,615			
Private equity funds	30,899,772			
Real estate funds	26,731,613			
Subtotal assets by NAV	107,906,000			
Total assets at fair value	\$ 320,104,691			
LIABILITIES				
Interest rate exchange agreements	\$ 702,528	\$ -	\$ 702,528	\$ -

The following methods and assumptions were used to estimate the fair value for each class of financial instrument measured at fair value:

Short-term investments – The fair value of short-term investments, consisting of a 12 month certificate of deposit is classified as Level 1 as these funds are traded on a regular basis.

Equity securities – Investments in equity securities are measured at fair value using quoted market prices. They are classified as Level 1 as they are traded in an active market for which closing prices are readily available.

Fixed income securities – Investments in fixed income securities are comprised of government and municipal bonds and notes, corporate bonds and assets, mortgage backed securities, and floating rate bank loans. The majority of the fixed income securities are classified as Level 1 as the underlying securities are traded in an active market for which closing prices are readily available. Some of the fixed income securities are Level 2 since fair value is based on multiple sources of information, which may include market data and/or quoted market prices from either markets that are not active or are for the same or similar assets in active markets.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 2 – FAIR VALUE MEASUREMENTS (cont.)

Beneficial interest in trusts – The University’s beneficial interest in trusts administered by third parties are classified as Level 3 as the fair values are based on a combination of Level 2 inputs (interest rates and yield curves) and significant unobservable inputs (entity specific estimates of cash flows). Since the University has an irrevocable right to receive the income earned from the trust’s assets or is an irrevocable beneficiary of the trust’s remainder at death, the fair value of the University’s beneficial interest is estimated to approximate the fair value of the trusts’ assets.

Interest rate exchange agreements – Interest rate exchange agreements are classified as Level 2 as the fair value is based on observable inputs to a valuation model (interest rates, credit spreads, etc.) which take into account the present value of the estimated future cash flows and credit valuation adjustments.

The following table presents a reconciliation of statement of financial position amounts for financial instruments measured at fair value on a recurring basis using significant unobservable inputs (Level 3) for the year ended June 30, 2018:

	Balances June 30, 2017	Net Realized and Unrealized Gains (Losses) Included in Change in Net Assets	Purchases	Sales	Transfers	Balances June 30, 2018
Beneficial interest in funds in held trust	\$ 2,817,058	\$ 24,397	\$ 346,770	\$ -	\$ -	\$ 3,188,225

The amount of total gains (losses) for the period included in change in net assets attributable to the change in unrealized gains or losses relating to financial instruments still held at June 30, 2018:

	\$ 24,397
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The following table presents a reconciliation of statement of financial position amounts for financial instruments measured at fair value on a recurring basis using significant unobservable inputs (Level 3) for the year ended June 30, 2017:

	Balances June 30, 2016	Net Realized and Unrealized Gains (Losses) Included in Change in Net Assets	Purchases	Sales	Transfers	Balances June 30, 2017
Beneficial interest in funds in held trust	\$ 2,738,373	\$ 78,685	\$ -	\$ -	\$ -	\$ 2,817,058

The amount of total gains (losses) for the period included in change in net assets attributable to the change in unrealized gains or losses relating to financial instruments still held at June 30, 2017:

	\$ 78,685
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LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 2 – FAIR VALUE MEASUREMENTS (cont.)

The University's interests in many of its partnership investments represent commitments that are not subject to redemption; instead the University is a limited partner in funds that invest in private companies or properties, or pursue specific investment strategies. The nature of these investments is that distributions are received through the liquidation of the underlying assets of the partnership. The "NAV" reported by each fund is used as a "practical expedient" to estimate the fair value of the University's interest therein, unless management has deemed the "NAV" to be an inappropriate representation of the fair value under the University's valuation policy.

A summary of the significant categories of such investments and their attributes is as follows:

	Private Equity Funds	Real Estate Funds	Hedge Funds	Insurance Linked Securities
Fair Value as of June 30, 2018	\$38,364,457	\$32,390,468	\$78,878,657	\$10,293,805
Fair Value as of June 30, 2017	\$30,899,772	\$26,731,613	\$50,274,615	\$0
Significant Investment Strategy	Venture, Buyout, and Distressed in the US and international	Core and some value added, primarily in the US	Long/short stocks, convertible arbitrage, volatility arbitrage, distressed credit, relative value fixed income, special situations, global macro, commodities	Invests primarily in assets which carry exposure to insurance risk, in particular, insurance linked securities
Remaining Life	1 to 13 years	1 to 10 years	N.A.	Securis Opportunities Fund: Indefinite. Securis II Fund: Life ends 12/31/2018
Dollar Amount of Unfunded Commitments as of June 30, 2018	\$10,886,314	\$0	\$0	\$0
Timing to Draw Down Commitments	1 to 13 years	1 to 5 years	N.A.	NA
Redemption Terms	N.A.	30 day notice for core	60-90 days notice	Securis Opportunities Fund: 180 days notice; 1st day in March and 1st day in September in each fiscal year. Securis II Fund: Single redemption date on 12/31/2018
Redemption Restrictions	N.A.	Value added real estate is closed end fund	N.A.	Securis II Fund: Single redemption date on 12/31/2018
Redemption Restrictions in Place at Year End	N.A.	N.A.	N.A.	Securis II Fund: Single redemption date on 12/31/2018

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 3 – NET ASSETS

Temporarily restricted net assets are comprised of the following at June 30:

	2018	2017
Restricted for capital additions	\$ 2,385,040	\$ 2,040,656
Restricted to future periods	7,366,746	4,483,694
Split-interest agreements, net	2,156,289	2,203,810
Restricted for other donor designated purposes	79,333,316	67,778,331
Totals	\$ 91,241,391	\$ 76,506,491

Permanently restricted net assets are comprised of the following:

	2018	2017
Endowment investments, the income from which is expendable to support:		
Faculty chairs	\$ 30,928,970	\$ 29,678,870
Scholarships	123,592,066	118,109,189
Other donor imposed restrictions	56,196,012	53,924,896
General operations	7,605,401	7,488,411
	218,322,449	209,201,366
Contributions receivable, net	10,573,491	14,481,283
Split-interest agreements, net	3,263,374	2,954,591
Totals	\$ 232,159,314	\$ 226,637,240

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 4 – NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from donor restrictions during the years ended June 30, 2018 and 2017 by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

	2018	2017
Purpose restrictions accomplished:		
Funded endowment restrictions	\$ 1,143,120	\$ 899,942
Other donor imposed restrictions	3,013,923	2,435,453
Investment return designated for current purposes	10,128,367	9,311,372
Gift-funded capital additions	1,428,064	750,207
	<u>15,713,474</u>	<u>13,396,974</u>
Unrestricted pledge payments received	1,037,466	678,448
	<u>\$ 16,750,940</u>	<u>\$ 14,075,422</u>

These assets were reclassified to unrestricted net assets.

NOTE 5 – CONTRIBUTIONS RECEIVABLE, NET

Contributions receivable include the following unconditional promises to give at June 30:

	2018	2017
Unrestricted	\$ 1,051,012	\$ 1,353,401
Temporarily restricted - operations	6,224,406	3,092,352
Temporarily restricted - capital projects	2,119,500	2,000,000
Permanently restricted - endowment	10,901,998	15,022,843
Gross unconditional promises to give	<u>20,296,916</u>	<u>21,468,596</u>
Less:		
Discount to net present value	(724,322)	(723,682)
Allowance for uncollectible promises	<u>(122,425)</u>	<u>(62,615)</u>
Net Unconditional Promises to Give	<u>\$ 19,450,169</u>	<u>\$ 20,682,299</u>

At June 30, 2018, contributions receivable of \$7,776,574 are due in less than one year and \$11,578,156 are due in one to five years and \$942,186 is due in more than five years. Contributions due in more than one year were discounted at interest rates ranging from 1.2% to 3.4%. Contributions due in less than one year were not discounted.

Conditional contributions of \$1,000,000 were not recorded as of June 30, 2018. The contributions will be recognized as revenue when the conditions are met.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 6 – STUDENT LOANS RECEIVABLE, NET

The University issues uncollateralized loans to students based on financial need. New student loans are funded through the Federal Perkins government loan program. Lawrence University no longer funds new student loans through institutional resources. Allowances for doubtful accounts are established based on prior collection experience and current economic factors which, in management's judgment, could influence the ability of loan recipients to repay the amounts per the loan terms.

Student loans are comprised of the following as of June 30:

	2018	2017
Student loans:		
Lawrence University Loans	\$ 429,141	\$ 556,275
Perkins Student Loans	5,650,239	5,648,585
	6,079,380	6,204,860
Less: Allowance for uncollectible accounts		
Beginning of year	(844,000)	(908,000)
Write-offs/(recoveries)	(3,000)	64,000
End of year	(847,000)	(844,000)
Student Loans Receivable, Net	\$ 5,232,380	\$ 5,360,860

Funds advanced by the Federal government of \$2,472,968 at June 30, 2018 and 2017 are ultimately refundable to the government and are classified as liabilities in the statement of financial position.

The aging of the student loan portfolio by classes of loans as of June 30, 2018 and 2017 is presented as follows:

Classes of Loans	2018						Total
	Not in Repayment	Current Balance	Less than 240 Days Past Due	240 Days to 2 Years Past Due	2 Years to 5 Years Past Due	More than 5 Years Past Due	
Federal Perkins Loans	\$ 2,575,823	\$ 2,067,971	\$ 401,785	\$ 264,167	\$ 97,332	\$ 243,161	5,650,239
Lawrence University Loans	98,271	192,041	26,913	41,989	68,661	1,266	429,141
							\$ 6,079,380

Classes of Loans	2017						Total
	Not in Repayment	Current Balance	Less than 240 Days Past Due	240 Days to 2 Years Past Due	2 Years to 5 Years Past Due	More than 5 Years Past Due	
Federal Perkins Loans	\$ 2,638,233	\$ 2,264,872	\$ 320,538	\$ 73,923	\$ 113,039	\$ 237,980	5,648,585
Lawrence University Loans	89,601	246,825	12,000	50,764	157,085	-	556,275
							\$ 6,204,860

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 7 – INVESTMENTS

Investments are stated at market value and consist of the following at June 30:

	2018	2017
Cash and short-term investments	\$ 1,439	\$ 1,439
Certificates of deposits	425,314	422,982
Equity securities		
Domestic	72,097,903	88,795,501
Foreign	70,735,615	86,719,053
Fixed income securities		
Domestic	32,174,169	32,731,615
Foreign	1,048,381	711,043
Alternative investments	159,927,387	107,906,000
Beneficial interests in funds held in trust	3,188,225	2,817,058
 Total Investments	 <u>\$ 339,598,433</u>	 <u>\$ 320,104,691</u>

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS
As of and for the Year Ended June 30, 2018 and 2017

NOTE 7 – INVESTMENTS (cont.)

Investment returns are comprised of the following for the years ended June 30:

	2018			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Dividends and interest	\$ -	\$ 4,195,750	\$ -	\$ 4,195,750
Net realized and unrealized gains	4,435,406	19,547,248	335,278	24,317,932
Return on investments	4,435,406	23,742,998	335,278	28,513,682
Investment return designated for current operations	(4,246,071)	(11,427,603)	(236,536)	(15,910,210)
Investment return in excess (deficit) of amounts designated for current operations	\$ 189,335	\$ 12,315,395	\$ 98,742	\$ 12,603,472

	2017			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Dividends and interest	\$ -	\$ 1,027,506	\$ -	\$ 1,027,506
Net realized and unrealized gains	8,702,920	25,319,898	308,660	34,331,478
Return on investments	8,702,920	26,347,404	308,660	35,358,984
Investment return designated for current operations	(2,320,614)	(10,500,287)	(197,900)	(13,018,801)
Investment return in excess (deficit) of amounts designated for current operations	\$ 6,382,306	\$ 15,847,117	\$ 110,760	\$ 22,340,183

Investment fees of \$277,274 and \$414,546 for fiscal years 2018 and 2017, respectively, are included in the above investment income.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 8 – PROPERTY AND EQUIPMENT, NET

Property and equipment consists of the following at June 30:

	2018	2017
Land and land improvements	\$ 11,308,917	\$ 10,812,440
Buildings	181,455,027	179,139,883
Equipment/Library Books	70,585,461	68,863,301
Construction in progress	1,232,282	321,061
	<u>264,581,687</u>	<u>259,136,685</u>
Less: Accumulated depreciation	<u>(155,292,132)</u>	<u>(148,457,375)</u>
Totals	<u>\$ 109,289,555</u>	<u>\$ 110,679,310</u>

NOTE 9 – LINE OF CREDIT

The University has a 12-month revolving unsecured line of credit with a bank under which it may borrow up to \$8,000,000 (for general operating purposes). At June 30, 2018 and 2017, outstanding borrowings on the line of credit were \$2,139,471 and \$0, respectively. The line of credit accrues interest at a variable rate which was 5.00% and 4.25% at June 30, 2018 and June 30, 2017, respectively.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 10 – LONG-TERM DEBT, NET

The University has the following long-term debt outstanding at June 30:

Wisconsin Health and Educational Facilities Authority, Revenue Bonds	2018	2017
<p>Series 2014 - variable rate (currently 2.695812%). The series 2014 bonds are variable rate direct purchase bonds and can be called. The bonds were purchased by DNT Asset Trust (JPMorgan Chase Bank). The University had two interest rate exchange agreements in place during a portion of the year ended June 30, 2018. One agreement expired during the year. These agreements fix the rate on \$25.505 million of this debt. Under the agreement, the University either pays additional interest or receives an interest credit depending on the relationship between the variable rate and the fixed rate. See footnote 17 for details regarding statement of financial position and statement of activities impact related to these agreements. The interest rate exchange agreements have the following rates and maturities:</p> <p style="margin-left: 20px;">\$6 million maturing August 13, 2017 at 4.307%.</p> <p style="margin-left: 20px;">\$19.505 million maturing November 1, 2024 at 1.79%</p> <p>Series 2012 - fixed rate (ranging from 1.4% to 3.5%), unsecured, payable in annual installments, maturing on February 1, 2023.</p> <p style="margin-left: 20px;">Less: Unamortized bond discounts and bond issuance costs</p> <p style="margin-left: 40px;">Totals</p>	<p style="margin-left: 20px;">\$ 35,505,000</p> <p style="margin-left: 20px;">\$ 35,505,000</p> <p style="margin-left: 20px;"><u>6,420,000</u></p> <p style="margin-left: 20px;"><u>41,925,000</u></p> <p style="margin-left: 20px;"><u>(251,688)</u></p> <p style="margin-left: 20px;"><u>\$ 41,673,312</u></p>	<p style="margin-left: 20px;">\$ 35,505,000</p> <p style="margin-left: 20px;"><u>7,585,000</u></p> <p style="margin-left: 20px;"><u>43,090,000</u></p> <p style="margin-left: 20px;"><u>(282,227)</u></p> <p style="margin-left: 20px;"><u>\$ 42,807,773</u></p>

Costs associated with outstanding debt are deferred and amortized on a straight-line basis over the term of the loan.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 10 – LONG-TERM DEBT, NET (cont.)

The Series 2012 and 2014 Revenue Bonds have restrictive financial covenants. The University is in compliance with these covenants as of June 30, 2018 and 2017.

Maturities of long-term debt are as follows:

2019	\$	1,195,000
2020		1,430,000
2021		1,475,000
2022		1,520,000
2023		1,440,000
Thereafter		<u>34,865,000</u>
	\$	<u>41,925,000</u>

For the years ended June 30, 2018 and 2017, interest expense on long-term debt approximated \$1,185,000 and \$1,220,000, respectively. There was no capitalized interest in 2018 or 2017.

NOTE 11 – EXECUTIVE RETIREMENT PLAN

The University is providing the estate of a retired executive with monthly cash payments of approximately \$7,500. These monthly payments started when the executive retired in June 2004 and will continue until June 30, 2022. The payments are discounted at a rate of 3.38% for 2018 and 3.26% for 2017. The present value of these payments at June 30, 2018 and 2017 was \$327,395 and \$404,040, respectively, and are included in accrued liabilities on the statements of financial position. Payments during the years ended June 30, 2018 and 2017 were \$88,880, and retirement expense was \$12,235 and \$29,265, respectively.

NOTE 12 – POSTRETIREMENT OBLIGATION

During the year ended June 30, 2016 and through December 31, 2016, the University provided retired employees over age 65 and their respective spouses, if applicable, with monthly cash payments, which were to be utilized toward the payment of postretirement health benefits. Beginning January 1, 2017, retirees and spouses under age 65 continue to participate in the University's health plan on a cost-sharing basis.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 12 – POSTRETIREMENT OBLIGATION (cont.)

The following table shows the reconciliation of the accrued postretirement cost for the fiscal years ending June 30:

	2018	2017
Accrued postretirement benefit cost at July 1	\$ (3,162,189)	\$ (2,944,144)
Net periodic postretirement benefit cost	37,318	(257,967)
Actual retiree benefit payments	71,135	39,922
Accrued postretirement benefit cost at June 30	\$ (3,053,736)	\$ (3,162,189)

Benefits expected to be paid for each of the five years subsequent to June 30, 2018 are estimated to be \$91,528, \$137,235, \$145,197, \$141,211 and \$155,529, respectively. Benefits expected to be paid 2024 through 2028 are estimated to be \$703,672. Contributions from the University expected to be paid to the plan for the year ended June 30, 2019 are estimated to be \$(45,825).

The following table shows the reconciliation of the funded status to the accrued postretirement benefit cost as of June 30:

	2018	2017
Accumulated postretirement benefit obligation (APBO):		
(a) Retirees	\$ (616,027)	\$ (684,859)
(b) Active employees eligible to retire	(531,098)	(570,326)
(c) Active employees not eligible to retire	(665,244)	(648,135)
(d) Total APBO	(1,812,369)	(1,903,320)
Fair value of plan assets	-	-
Unfunded status	(1,812,369)	(1,903,320)
Prior service cost	(837,226)	(1,012,012)
Unrecognized net gain (loss)	(404,141)	(246,857)
Accrued Postretirement Benefit Obligation	\$ (3,053,736)	\$ (3,162,189)

The June 30, 2018 APBO is based on June 30, 2018 participant data. For 2018 and 2017, the weighted average discount rate used in determining the actuarial present value of the projected benefit obligation was 3.87% and 3.38%, respectively. The assumed health care trend rate was 9% for fiscal year 2018 and gradually declines to 5% in the year 2028.

The effect of a 1.0% increase in each future health care trend rate would change the APBO by approximately \$151,473 or 8.4%. The effect of a 1.0% decrease in each future health care trend rate would change the APBO by approximately (\$134,397) or (7.4%).

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 12 – POSTRETIREMENT OBLIGATION (cont.)

The following table shows the components of the net periodic postretirement benefit cost (NPPBC):

	2018	2017
Service cost	\$ 79,116	\$ 150,653
Interest cost	62,690	105,612
Amortization of Prior Service Cost	(174,786)	-
Amortization of loss	<u>(4,338)</u>	<u>1,702</u>
Net Periodic Postretirement Benefit Cost	<u>\$ (37,318)</u>	<u>\$ 257,967</u>

The above 2018 service cost and interest cost are based on June 30, 2018 participant data. For 2018 and 2017, the weighted average discount rate used in determining the actuarial present value of the projected benefit obligation was 3.87% and 3.38%, respectively. The assumed health care trend rate was 9% for fiscal year 2018 and gradually declines to 5% in the year 2028.

The effect of a 1.0% increase in each future health care trend rate would change the combined service cost and interest cost by approximately \$18,229 or 12.9%. The effect of a 1.0% decrease in each future health care trend rate would change the combined service cost and interest cost by approximately (\$15,700) or (11.1%).

NOTE 13 – 403(b) RETIREMENT PLAN

Employees are immediately eligible to participate in the University's 403(b) plan. After two years of service, employees are required to participate in the plan and to contribute 4% of their salary to the 403(b) plan. The University will match employee contributions at 8% of the first \$70,000 of salary after one year of service if they contribute at least 4%. A year of service is equal to working 1,000 or more hours a year. All participants are always 100% vested in the portion of their account balances that were contributed by them and after three years are 100% vested in the portion of their account balance that was contributed by the University.

Total retirement expense for the years ended June 30, 2018 and 2017 was approximately \$1,976,000 and \$2,063,000, respectively.

Effective June 1, 2018, the University merged its 403(b) plan into the Wisconsin Association of Independent Colleges and Universities (WAICU) Retirement Readiness Plan, a multi-employer retirement plan. All provisions of the new plan are the same as the old plan.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 14 – DEFERRED COMPENSATION PLAN

The University started a discretionary deferred compensation plan in July 2013 designed to promote the retention of a key management employee. Under the terms of the plan, a fixed liability, as defined in the plan, is accrued by the University at the end of each calendar year. The accrual and related interest vest over a period defined in the plan document and payment is contingent upon the participant's employment with the University at the end of the vesting period. Expense recorded for the plan was \$30,000 in each of the years ended June 30, 2018 and 2017. At June 30, 2018 and 2017, the deferred compensation liability was \$191,818 and \$142,844, respectively. A liability representing the amount owed under this plan is included in the accrued liabilities line on the statements of financial position.

NOTE 15 – DEFERRED GIFT AGREEMENTS

The University has arrangements with donors classified as charitable lead trusts, charitable remainder trusts, and charitable gift annuities. In general, under these arrangements the University receives a gift from a donor in which it has a remainder interest and with certain arrangements agrees to pay the donor stipulated amounts over the life of the donor. The arrangement may cover one or more lives. The University invests and administers the related assets for its charitable gift annuities and makes distributions to the beneficiaries as required. When the various agreements reaches the end of its term, the remaining assets retained by the University are shown as unrestricted, temporarily restricted or permanently restricted net assets.

When a gift is received under one of these arrangements, it is split into the amount representing the actuarial present value of future distributions back to the donor and the remaining gift value to be retained for the benefit of the University. The actuarial liability is adjusted annually using actuarial tables appropriate for the type of arrangement, number of lives covered and age and sex characteristics of the donor.

During the years ended June 30, 2018 and 2017, the University received gift income of approximately \$385,500 and \$28,000, respectively, relating to deferred gift agreements. Total assets held by the University under deferred gift agreements and liabilities related to these agreements totaled approximately \$7,815,000 and \$2,255,000, respectively, at June 30, 2018 and \$7,435,000 and \$1,895,000, respectively, at June 30, 2017.

NOTE 16 – ENDOWMENT

The University's endowment consists of approximately 900 individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the governing board to function as endowments. As required by GAAP, net assets associated with endowment funds, including funds designated by the governing board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The following tables exclude contributions receivable and therefore there will be a variance between permanently restricted net assets shown on the statement of activities and the tables.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 16 – ENDOWMENT (cont.)

Endowment net asset composition by type of fund consists of the following as of June 30, 2018:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ (23,339)	\$ 76,064,746	\$ 218,322,449	\$ 294,363,856
Board-designated endowment funds	45,467,309	-	-	45,467,309
Total Endowment Net Assets	\$ 45,443,970	\$ 76,064,746	\$ 218,322,449	\$ 339,831,165

Endowment net asset composition by type of fund consists of the following as of June 30, 2017:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ (460,697)	\$ 63,775,413	\$ 209,201,366	\$ 272,516,082
Board-designated endowment funds	45,688,098	-	-	45,688,098
Total Endowment Net Assets	\$ 45,227,401	\$ 63,775,413	\$ 209,201,366	\$ 318,204,180

Changes in endowment net assets for the year ended June 30, 2018 are as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, June 30, 2017	\$ 45,227,401	\$ 63,775,413	\$ 209,201,366	\$ 318,204,180
Investment return:				
Investment income	-	4,195,750	-	4,195,750
Net appreciation (depreciation) - realized and unrealized	4,296,991	19,521,187	236,536	24,054,713
Total investment return	4,296,991	23,716,936	236,536	28,250,463
Contributions	165,649	-	9,064,981	9,230,630
Liquidation of split interest agreements to endowment	-	-	56,102	56,102
Appropriation of endowment assets for expenditure	(4,246,071)	(11,427,603)	(236,536)	(15,910,210)
Endowment Net Assets, June 30, 2018	\$ 45,443,970	\$ 76,064,746	\$ 218,322,449	\$ 339,831,165

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 16 – ENDOWMENT (cont.)

Changes in endowment net assets for the year ended June 30, 2017 are as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, June 30, 2016	\$ 38,653,023	\$ 46,943,391	\$ 197,879,385	\$ 283,475,799
Investment return:				
Investment income	-	1,027,506	-	1,027,506
Net appreciation (depreciation) - realized and unrealized	8,475,954	26,304,803	197,900	34,978,657
Total investment return	8,475,954	27,332,309	197,900	36,006,163
Contributions	419,038	-	9,159,407	9,578,445
Liquidation of split interest agreements to endowment	-	-	56,251	56,251
Liquidation of life insurance to endowment	-	-	2,106,323	2,106,323
Appropriation of endowment assets for expenditure	(2,320,614)	(10,500,287)	(197,900)	(13,018,801)
Endowment Net Assets, June 30, 2017	<u>\$ 45,227,401</u>	<u>\$ 63,775,413</u>	<u>\$ 209,201,366</u>	<u>\$ 318,204,180</u>

Funds with Deficiencies – From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or Uniform Prudent Management of Institutional Funds Act (UPMIFA) requires the University to retain as a fund of perpetual duration. In accordance with GAAP, deficiencies of this nature that are reported in unrestricted net assets were \$23,339 and \$460,697 as of June 30, 2018 and 2017, respectively. These deficiencies resulted from unfavorable market fluctuations that occurred shortly after the investment of new permanently restricted contributions and continued appropriation for certain programs that was deemed prudent by the governing board. Subsequent gains that restore the fair value of the assets of the endowment fund to the required level will be classified as an increase in unrestricted net assets.

Return Objectives and Risk Parameters – The University has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the University must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds. Under this policy, as approved by the governing board, the endowment assets are invested in a manner that is intended to produce a real rate of return over inflation sufficient to support, in perpetuity, the mission of the University. It is particularly important to preserve the value of the assets in real terms to enable the Endowment to maintain the purchase power of its support of the University without eroding the real, long-term value of the corpus of the Endowment.

Strategies Employed for Achieving Objectives – The University's investment strategy incorporates a diversified asset allocation approach and maintains, within defined limits, exposure to the world equity, fixed-income, commodities, real estate and private equity markets. This strategy provides the University with a long-term asset mix that is intended to meet the University's long-term return goals with the appropriate level of risk.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 16 – ENDOWMENT (cont.)

The alternative investments were entered into to diversify the University's portfolio, to provide predictability in overall earnings and to provide market neutral holdings. The University's management, the investment committee of the Board of Trustees and the University's external investment consultants review reports provided by the general partners, and the University's external investment consultants attend meetings of the various general partners in order to evaluate the risk associated with these investments. In addition, the University monitors its portfolio mix to ensure that it is in accordance with Board policy.

Spending Policy and How the Investment Objectives Relate to Spending Policy – The University provides endowment income for general institutional purposes through the application of a budgeted endowment income plan. This plan provides the University with a rational and systematic means of determining the portion of investment income available to support current operations. The long-term endowment payout goal stipulated in the Statement of Investment Policy adopted in January, 2008 is computed by applying a formula of 5% of the 12-quarter moving average market value of invested endowment assets as of December 31 each year. The budgeted payout percentage is approved annually by the Board of Trustees and is used to compute the investment return designated for current operations; the difference between total return and return designated for current operations is reflected as a non-operating change in net assets. In 2018 and 2017, the Board of Trustees approved the endowment payout of \$15,910,210 and \$13,018,801, respectively.

Interpretation of Relevant Law – The University's governing board has interpreted the Wisconsin enacted version of UPMIFA as allowing the University to appropriate for expenditure or accumulate so much of an endowment fund as the University determines is prudent for the uses, benefits, purposes and duration for which the endowment fund is established, subject to the intent of the donor as expressed in the gift instrument. Unless stated otherwise in the gift instrument, the assets in an endowment fund shall be donor-restricted assets until appropriated for expenditure by the Board of Trustees. See Note 1 for further information on net asset classifications.

The remaining portion of the donor-restricted endowment fund that is not classified as permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the University in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the University 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 University 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 University
7. The investment policies of the University

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 17 – DERIVATIVE INSTRUMENTS

The University uses interest rate exchange agreements as part of its risk management strategy to manage exposure to fluctuations in interest rates and to manage the overall cost of its debt (See Note 10). Interest rate exchange agreements are used to manage identified and approved exposures and are not used for speculative purposes. The interest rate exchange agreements are recognized as either assets or liabilities on the statements of financial position and are measured at fair value. Interest rate exchange agreements are often held for the life of the strategy, but may reflect significant interim unrealized gains or losses depending on the change in value since the inception of the contract. All unrealized and realized gains and losses from the interest rate exchange agreements are reflected in the statements of activities.

Interest rate exchange agreements between the University and a third party (counterparty) provide for periodic exchange of payments between the parties based on changes in a defined index and a fixed rate and include counterparty credit risk. Counterparty credit risk is the risk that contractual obligations of the counterparties will not be fulfilled. Concentrations of credit risk relate to groups of counterparties that have similar economic or industry characteristics that would cause their ability to meet contractual obligations to be similarly affected by changes in economic or other conditions. Counterparty credit risk is managed by requiring high credit standards for the University's counterparties. The counterparties to these contracts are financial institutions that carry investment-grade credit ratings. The interest rate exchange agreements contain collateral provisions applicable to both parties to mitigate credit risk. The University does not anticipate non-performance by its counterparties.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 17 – DERIVATIVE INSTRUMENTS (cont.)

In fiscal 2018, the University paid \$204,500 more than it received in interest under the swap agreements. In fiscal 2017, the University paid \$485,584 more than it received in interest under the swap agreements. The difference between interest received and interest paid under the swap agreements is recorded as interest expense in the statements of activities.

The following is a summary of the outstanding positions under these interest rate exchange agreements as of June 30, 2018:

Instrument Type	Notional Amount	Maturity Date	Rate Paid	Rate Received
Floating to fixed rate swap	\$ 6,000,000	August 13, 2017	4.307%	IM-USD-LIBOR-BBA
Floating to fixed rate swap	\$ 19,505,000	November 1, 2024	1.79%	IM-USD-LIBOR-BBA

Derivative instruments are reported in the statements of financial position at fair value as of June 30, 2018 and 2017 as follows:

Derivatives Not Designated as Hedging Instruments	Statement of Financial Position Location	Liabilities Derivative	
		Fair Value	
		2018	2017
Interest rate swap	Accrued Liabilities	\$ (151,183)	\$ 702,529

The effect of derivative instruments is reported in the statements of activities as follows:

Derivatives Not Designated as Hedging Instruments	Location of Gain (Loss) on Derivatives Recognized in the Statement of Activities	Amount of Gain (Loss) on Derivatives Recognized in the Statement of Activities	
		2018	2017
		Interest rate swap	Other Non-operating Items

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 18 – FUNCTIONAL CLASSIFICATION OF EXPENSES

Expenses by function for the years ended June 30 were as follows:

	<u>2018</u>	<u>2017</u>
Program Expenses		
Instruction	\$ 25,726,056	\$ 25,293,996
Research	570,570	520,361
Public service	1,990,083	1,823,730
Academic support	5,486,476	5,426,318
Student services	10,449,956	9,648,467
Auxiliary expenses	<u>10,541,980</u>	<u>10,563,844</u>
	54,765,121	53,276,716
Support Expenses		
Institutional administration	<u>16,351,521</u>	<u>15,632,944</u>
Totals	<u>\$ 71,116,642</u>	<u>\$ 68,909,660</u>

NOTE 19 – SUPPLEMENTAL CASH FLOW & NONCASH INVESTING AND FINANCING INFORMATION

	<u>2018</u>	<u>2017</u>
Supplemental Cash Flow Information		
Cash paid for interest	\$ 1,276,073	\$ 1,263,056
Property and equipment financed with accounts payable	467,779	207,019
Noncash Investing and Financing Information		
Student account converted to student loan receivable	35,975	-
Donation of beneficial interest in trusts	346,770	-
Donation of cash surrender of life insurance	70,583	-
Noncash donation of land	-	235,000

NOTE 20 – RELATED PARTY TRANSACTIONS

The University received \$2.28 million and \$5.96 million of gifts and contributions during fiscal years 2018 and 2017, respectively, from board of trustee members and employees. As of June 30, 2018 and 2017, \$6.43 million and \$6.25 million of contributions, respectively, were recorded as receivables.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 21 – CONCENTRATIONS OF CREDIT RISK

Financial instruments that potentially subject the University to concentrations of credit risk consist principally of cash and cash equivalents, short-term investments, marketable securities and other investments and accounts receivable and notes. The University places substantially all of its cash and liquid investments with high-quality financial institutions and limits the amount of credit exposure to any one financial institution; however, cash balances periodically exceed federally insured limits. Marketable securities, consisting of both debt and equity instruments, are generally placed in a variety of managed funds administered by different investment managers in order to limit credit risk. Student notes and receivables and other receivables are due from a variety of sources concentrated primarily in the Midwestern United States. In addition, the University's students receive a substantial amount of support from state and federal student financial assistance programs which are subject to audit by governmental agencies. A significant reduction in the level of this support, if this were to occur, could have an adverse effect on the University's programs and activities.

NOTE 22 – RECLASSIFICATIONS

For comparability, certain 2017 amounts have been reclassified to conform to classification adopted in 2018. The reclassifications have no effect on reported amounts of net assets or change in net assets.

NOTE 23 – SUBSEQUENT EVENTS

The University has evaluated subsequent events through November 2, 2018, which is the date that the financial statements were issued.

NOTE 24 – NEW PRONOUNCEMENTS NOT YET EFFECTIVE

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2014-09, *Revenue from Contracts with Customers*. This new accounting guidance outlines a single comprehensive model for entities to use in accounting for revenue from contracts with customers. ASU No. 2014-09 is effective for fiscal years beginning after December 15, 2017 (fiscal year 2019).

In February 2016, FASB issued ASU No. 2016-02, *Leases*. ASU No. 2016-02 was issued to increase transparency and comparability among entities. Lessees will need to recognize nearly all lease transactions (other than leases that meet the definition of a short-term lease) on the statement of financial position as a lease liability and a right-of-use asset (as defined). Lessor accounting under the new guidance will be similar to the current model. ASU No. 2016-02 is effective for fiscal years beginning after December 15, 2018 (fiscal year 2020). Early application is permitted. Upon adoption, lessees and lessors will be required to recognize and measure leases at the beginning of the earliest period presented using a modified retrospective approach, which includes a number of optional practical expedients that entities may elect to apply.

LAWRENCE UNIVERSITY OF WISCONSIN

NOTES TO FINANCIAL STATEMENTS As of and for the Year Ended June 30, 2018 and 2017

NOTE 24 – NEW PRONOUNCEMENTS NOT YET EFFECTIVE (cont.)

In August 2016, FASB issued ASU 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. The new guidance improves and simplifies the current net asset classification requirements and information presented in financial statements and notes that is useful in assessing a not-for-profit's liquidity, financial performance and cash flows. ASU 2016-14 is effective for fiscal years beginning after December 15, 2017 (fiscal year 2019), with early adoption permitted. ASU 2016-14 is to be applied retroactively with transition provisions.

In November 2016, FASB issued ASU 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash*. The amendments in this update require that a statement of cash flows explain the change during the period in the total of cash, cash equivalents and amounts generally described as restricted cash or restricted cash equivalents. Amounts generally described as restricted cash and restricted cash equivalents should be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period amounts shown on the combining statement of cash flows. ASU 2016-18 is effective for non-public entities for fiscal years beginning after December 15, 2018 (fiscal year 2020), with early adoption permitted. ASU 2016-18 is to be applied retroactively with transition provisions.

During June 2018, the FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The new guidance is intended to clarify and improve accounting guidance for contributions received and contributions made. The amendments in this ASU should assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional. ASU 2018-08 should be applied on a modified retrospective basis and is effective concurrently with ASU 2014-09, which for the University is the fiscal year beginning after June 15, 2018 (fiscal year 2019).

The University is currently evaluating the impact these standards will have on its financial statements.