



REPORT OF INDEPENDENT AUDITORS
AND CONSOLIDATED FINANCIAL STATEMENTS

**SANTA FE COMMUNITY FOUNDATION
AND SUBSIDIARIES**

December 31, 2020 and 2019

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Report of Independent Auditors

To the Board of Directors of the
Santa Fe Community Foundation and Subsidiaries
Santa Fe, New Mexico

We have audited the accompanying consolidated financial statements of the Santa Fe Community Foundation and Subsidiaries, which comprise the consolidated statements of financial position as of December 31, 2020 and 2019 and the related consolidated statements of activities and changes in net assets, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 controls. 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Santa Fe Community Foundation and Subsidiaries as of December 31, 2020 and 2019 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.

Mess Adams LLP

Albuquerque, New Mexico
August 13, 2021

Santa Fe Community Foundation and Subsidiaries
Consolidated Statements of Financial Position

	December 31	
	2020	2019
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 16,338,862	\$ 9,058,500
Interest Receivable	-	13,485
Rent Receivable	14,174	4,725
Promises to give	2,040	117,480
Program related investments, net	2,146,129	1,993,539
Investments		
Charitable gift annuities	434,857	406,327
Endowment and other	86,207,114	83,892,550
Total investments	86,641,971	84,298,877
Property and equipment, net	2,269,477	2,325,782
Prepaid expenses	95,250	6,720
Other assets	107,604	109,736
TOTAL ASSETS	\$ 107,615,507	\$ 97,928,844
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accrued expenses	\$ 415,988	\$ 207,331
Charitable gift annuities payable	123,791	133,290
Funds held for agencies	4,423,809	4,022,842
Total liabilities	4,963,588	4,363,463
NET ASSETS		
Without donor restrictions		
Undesignated	1,384,716	2,627,614
Board designated	9,557,840	9,874,603
With donor restrictions		
Split interest agreements	302,018	266,419
Special Projects	7,949,783	4,879,802
Endowments	83,457,562	75,916,943
Total net assets	102,651,919	93,565,381
TOTAL LIABILITIES AND NET ASSETS	\$ 107,615,507	\$ 97,928,844

See accompanying notes to these consolidated financial statements.

Santa Fe Community Foundation and Subsidiaries
Consolidated Statements of Activities and Changes in Net Assets

	For the Year Ended December 31, 2020		
	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE, GAINS AND OTHER INCOME			
Contributions	\$ 1,887,318	\$ 18,845,897	\$ 20,733,215
Event income	13,260	-	13,260
Interest and dividends	329,938	1,967,188	2,297,126
Net realized and unrealized gain	120,933	6,964,316	7,085,249
Other income	1,750	-	1,750
Program income	238,494	-	238,494
Rental income from tenants	56,698	-	56,698
Change in split interest agreements	-	(4,401)	(4,401)
Net assets released from restriction	17,126,801	(17,126,801)	-
	<u>19,775,192</u>	<u>10,646,199</u>	<u>30,421,391</u>
 Contributed goods and services	<u>31,689</u>	<u>-</u>	<u>31,689</u>
 Total revenue, gains and other income	<u>19,806,881</u>	<u>10,646,199</u>	<u>30,453,080</u>
 EXPENSES			
Program services			
Grants	17,156,334	-	17,156,334
Program expenses	3,145,011	-	3,145,011
	<u>20,301,345</u>	<u>-</u>	<u>20,301,345</u>
 SUPPORTING SERVICES			
General and administrative	597,514	-	597,514
Development and donor services	467,683	-	467,683
	<u>1,065,197</u>	<u>-</u>	<u>1,065,197</u>
 Total expenses	<u>21,366,542</u>	<u>-</u>	<u>21,366,542</u>
 CHANGE IN NET ASSETS	<u>(1,559,661)</u>	<u>10,646,199</u>	<u>9,086,538</u>
 NET ASSETS, beginning of year	<u>12,502,217</u>	<u>81,063,164</u>	<u>93,565,381</u>
 NET ASSETS, end of year	<u>\$ 10,942,556</u>	<u>\$ 91,709,363</u>	<u>\$ 102,651,919</u>

See accompanying notes to these consolidated financial statements.

Santa Fe Community Foundation and Subsidiaries
Consolidated Statements of Activities and Changes in Net Assets

	For the Year Ended December 31, 2019		
	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE, GAINS AND OTHER INCOME			
Contributions	\$ 7,097,233	\$ 13,785,984	\$ 20,883,217
Federal grants	-	87,146	87,146
Event income	57,300	-	57,300
Interest and dividends	280,683	1,447,118	1,727,801
Net realized and unrealized gain	446,101	9,695,631	10,141,732
Other income	4,250	7,235	11,485
Program income	196,925	-	196,925
Rental income from tenants	57,643	-	57,643
Change in split interest agreements	-	(4,693)	(4,693)
Net assets released from restriction	12,779,729	(12,779,729)	-
	<u>20,919,864</u>	<u>12,238,692</u>	<u>33,158,556</u>
 Contributed goods and services	<u>-</u>	<u>-</u>	<u>-</u>
 Total revenue, gains and other income	<u>20,919,864</u>	<u>12,238,692</u>	<u>33,158,556</u>
 EXPENSES			
Program services			
Grants	9,819,096	-	9,819,096
Program expenses	3,063,404	-	3,063,404
	<u>12,882,500</u>	<u>-</u>	<u>12,882,500</u>
 SUPPORTING SERVICES			
General and administrative	539,939	-	539,939
Development and donor services	454,827	-	454,827
	<u>994,766</u>	<u>-</u>	<u>994,766</u>
 Total expenses	<u>13,877,266</u>	<u>-</u>	<u>13,877,266</u>
 CHANGE IN NET ASSETS	<u>7,042,598</u>	<u>12,238,692</u>	<u>19,281,290</u>
 NET ASSETS, beginning of year	<u>5,459,619</u>	<u>68,824,472</u>	<u>74,284,091</u>
 NET ASSETS, end of year	<u>\$ 12,502,217</u>	<u>\$ 81,063,164</u>	<u>\$ 93,565,381</u>

See accompanying notes to these consolidated financial statements.

Santa Fe Community Foundation and Subsidiaries
Consolidated Statements of Cash Flows

	Years Ended December 31	
	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 9,086,538	\$ 19,281,290
Adjustments to reconcile change in net assets to net cash used by operating activities		
Depreciation	87,216	91,755
Net realized and unrealized gain on investments	(7,085,249)	(10,141,732)
Change in split interest agreements	4,401	4,693
Contributions restricted for endowment	(2,540,780)	(2,405,613)
Changes in assets and liabilities		
Interest receivable	13,485	(13,485)
Rent receivable	(9,449)	(4,725)
Promises to give	115,440	50,976
Other assets	2,132	(8,488)
Prepaid expenses	(88,530)	1,389
Accrued expenses	208,657	98,102
Funds held for agencies	400,967	507,302
	<u>194,828</u>	<u>7,461,464</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sales of investments	65,492,220	5,941,325
Purchases of investments	(60,750,065)	(15,448,338)
Payments to program related investments	(152,590)	(181,738)
Acquisition of property and equipment	(30,911)	(129,398)
	<u>4,558,654</u>	<u>(9,818,149)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Contributions restricted for endowment	2,540,780	2,405,613
Payments on charitable gift annuities	(13,900)	(16,027)
	<u>2,526,880</u>	<u>2,389,586</u>
CHANGE IN CASH AND CASH EQUIVALENTS	7,280,362	32,901
CASH AND CASH EQUIVALENTS, beginning of year	<u>9,058,500</u>	<u>9,025,599</u>
CASH AND CASH EQUIVALENTS, end of year	<u>\$ 16,338,862</u>	<u>\$ 9,058,500</u>

See accompanying notes to these consolidated financial statements.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 1 – Nature of the Organization

The Santa Fe Community Foundation (Foundation), formed in 1981, is a philanthropic organization deeply rooted in the multiple cultures and values of New Mexico, applying our diverse resources strategically and economically to advance equitable access to opportunities in Santa Fe and our surrounding communities.

We believe that by building a culture of philanthropy, the Foundation can make a difference in the following five areas of impact:

- Health and Wellbeing
- Educational Success and Career Pathways
- Economic Security and Opportunity
- Sustainable Agriculture and Stewardship of Resources
- Cultural Vibrancy

We recognize the many connections between these areas and strive for an organic approach to the complex challenges we face in working toward these ends.

The Foundation is both a leader in strategic philanthropy and an advocate for purposeful giving in our communities. The Foundation's discretionary grants are made to 501(c)(3) organizations who primarily provide programs within the counties of Mora, Rio Arriba, San Miguel, and Santa Fe that serve our five areas of impact, as noted above. Additionally, the Foundation offers a comprehensive philanthropic platform to accomplish positive change in our communities that includes:

- Building and managing endowment funds, to award grants;
- Helping nonprofits operate more effectively;
- Convening area residents to discuss issues of critical importance to the community; and
- Providing leadership for key community initiatives

While the Foundation's ultimate goal is systemic change, we recognize that it will be achieved through incremental progress.

Throughout our work, the Foundation acknowledges and seeks to address the historical/inter-generational trauma experienced in many of our communities.

If unique or pressing community needs arise, beyond our five areas of impact or outside our traditional regional focus, the Foundation may respond with appropriate leadership efforts, programmatic activities, or investment initiatives.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 2 – Summary of Significant Accounting Policies

Principles of Consolidation and Basis of Accounting

The consolidated financial statements of the Foundation and its four, wholly owned, single-member LLCs (SFCF, LLC, SFCF Pinon Legacy, LLC, SFCF Special Projects, LLC, and Las Vegas NM Impact, LLC) have been prepared on the accrual basis of accounting and, accordingly, reflect all significant receivables, payables, and other liabilities. All significant inter-entity accounts and transactions have been eliminated in the consolidation. SFCF, LLC holds the building on Halona Street in which the Foundation resides (See Note 11). SFCF Pinon Legacy, LLC holds real estate contributed to the Foundation. SFCF Special Projects, LLC holds the equipment and the activity of the MoGro program (See Note 12). Las Vegas NM Impact, LLC is a for-profit entity that owns a 5% membership interest in Historic Hotels of Las Vegas, New Mexico, LLC—an entity that restored and manages the Plaza Hotel and the Castaneda Hotel in Las Vegas, New Mexico. The membership interest is accounted for at cost.

Basis of Presentation and Net Asset Classification

The Foundation's consolidated financial statements are prepared in accordance with accounting principles generally accepted in the United States of America for not-for-profit organizations (GAAP). The Financial Accounting Standards Board (FASB) has established the Accounting Standards Codification (ASC), as the source of authoritative accounting principles to be applied in the preparation of financial statements in accordance with GAAP. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets, and changes therein, are classified and reported as follows:

Net Assets without Donor Restrictions – Net assets available for general use and not subject to donor restrictions. Net assets without donor restrictions include the investment in property and equipment, net of depreciation. The Foundation's board of directors may designate donor gifts without restrictions at its discretion. The Board of Directors has designated net assets without donor restrictions for use in its grant-making and in its administrative support.

Net Assets with Donor Restrictions – Net assets that consist of contributions and endowment investment earnings subject to donor restrictions. Some donor-imposed restrictions are temporary in nature that may or will be met, either by actions of the Foundation and/or the passage of time. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that the resources be maintained in perpetuity.

Revenues are reported as increases in net assets without donor restrictions, unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without restrictions unless their use is restricted by explicit donor stipulation or by law. Expirations of donor-imposed restrictions on net assets, that is, the donor-imposed stipulated purpose has been accomplished and/or the stipulated period has elapsed, are reported as reclassifications between the applicable classes of net assets.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 2 – Summary of Significant Accounting Policies (continued)

The State of New Mexico adopted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) effective July 1, 2009. As required by UPMIFA, and on the advice of legal counsel, the Board of Directors has determined most of the Foundation's contributions are subject to the terms of its governing documents. Certain contributions are received subject to other gift instruments or are subject to specific agreements with the Foundation.

Under the terms of the governing documents, the Board of Directors can distribute as much of the corpus of any trust or separate gift, devise, bequest, or fund as the Board of Directors, in its sole discretion, shall determine. As a result of the ability to distribute corpus, all contributions not classified as donor restricted are classified as without donor restrictions for consolidated financial statement purposes.

Endowment Investment and Spending Policies

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funds for programs supported by its endowments, while seeking long-term growth of the endowment assets. The Foundation's spending and investment policies work together to achieve this objective. The investment policy establishes an achievable return objective through diversification of asset classes.

To satisfy its long-term rate-of-return objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current income (interest and dividends). The Foundation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk parameters.

The spending policy calculates the amount of money annually distributed from the Foundation's various endowed funds for grant making and administration. During 2018, the Foundation's Board of Directors approved a distribution policy of 4%, which remains in effect through 2020. This is consistent with the Foundation's objective for long-term growth of endowment assets, as well as to provide additional real growth through new gifts and investment return. Certain endowments are not subject to the Foundation's spending policy. They are subject to the gift instruments or specific agreements with the Foundation.

From time to time, the fair value of assets associated with endowed funds may fall below the level of the contribution value of that fund that is classified with donor restrictions for a perpetual duration. The Foundation's spending policy permits spending from underwater funds, unless otherwise precluded by donor intent, relevant laws, or regulations. If the market value is less than 85% of the contribution value at the time the spendable amounts are calculated, no distributions may be made from the endowment. The Board of Directors may reconsider this policy.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 2 – Summary of Significant Accounting Policies (continued)

Program Related Investing

The Foundation has adopted a local impact investing initiative. The managing principles for these investments require both social impact and financial return, alignment with the Foundation's Ends Policy, and must create an impact in New Mexico. Initially, investments will be made through intermediaries, but may be made directly should the investment meet a pre-determined set of criteria. Investments may be made to both nonprofit and for-profit entities. The Board of Directors established the initial amount for investment at \$1.5 million with the intention of increasing the amount to 10% of the Foundation's managed funds within the next ten years. During 2017, the Board of Directors agreed to increase the amount to \$4.5 million. An allowance account for a loan loss reserve is established for each loan investment.

Funds Held for Agencies

GAAP established standards for transactions in which a community foundation accepts a contribution from a donor and agrees to transfer those assets, the return on investment of those assets, or both to another entity that is specified by the donor. These standards specifically require that if a Not-for-Profit Organization (NPO) establishes a fund at a community foundation with its own funds and specifies itself as the beneficiary of that fund, the community foundation must account for the transfer of such assets as a liability. The Foundation refers to such funds as agency endowments.

The Foundation maintains variance power and legal ownership of agency endowment funds, and as such, continues to report the funds as assets of the Foundation. However, a liability has been established for the fair value of the funds.

Use of Estimates

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

Cash and Cash Equivalents

For purposes of the consolidated statement of cash flows, cash and cash equivalents include cash in financial institutions and highly liquid investments with maturity dates of three months or less.

Promises to Give and Contributions

Contributions and unconditional promises to give are recorded as revenues in the period when the donor makes the commitment. Conditional promises 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 market value at the date of donation.

Contributions received are recorded as increases in net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor restrictions.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 2 – Summary of Significant Accounting Policies (continued)

Investments

The Foundation carries its investments in marketable securities with readily determinable fair values and all investments in debt securities at their fair values in the consolidated statements of financial position. Investment transactions, including transfers between the levels of fair value inputs, are recognized as of the date of the event. The absolute return fund investments and other complementary strategies, which are not readily marketable, are valued using the net asset value (NAV)-practical expedient (See Note 6 for definition). The Foundation reviews and evaluates the values provided by the investment managers and agrees with the valuation methods and assumptions used in determining the fair value of these investments. These estimated fair values may differ significantly from the values that would have been used had a ready market for these investments existed. Unrealized gains and losses are included in the change in net assets in the accompanying consolidated statements of activities.

Investment income and gains restricted by a donor are reported as increases in net assets without donor restrictions if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

Property and Equipment

Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the respective assets. Estimated useful lives for furniture and equipment range from three to seven years and building and improvements range from seven to thirty-nine years.

Long-Lived Assets

The Foundation reviews long-lived assets, including property and equipment, for impairment whenever events or changes in business circumstances indicate that the carrying amount of an asset may not be fully recoverable. An impairment loss would be recognized when the estimated future cash flows from the use of the asset and its fair value are less than the carrying amount of that asset. The Foundation has not recognized any impairment of long-lived assets during 2020 or 2019.

Donated Assets

Donated marketable securities and other noncash donations are recorded as contributions at their estimated fair values at the date of donation.

Other Assets

Other assets can include donated land, buildings, and other property which are recorded at fair value at the date of donation and will be sold when feasible. Other assets may also consist of inventory, which is recorded at cost and consists of the food products available for sale in the MoGro program. Inventory counts are taken monthly. Cost of goods sold is computed using the FIFO method (first-in, first-out).

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 2 – Summary of Significant Accounting Policies (continued)

Donated Services

Donated services are recognized as contributions if the services (a) create or enhance non-financial assets or (b) require specialized skills that are performed by people with those skills and would otherwise be purchased by the Foundation. Volunteers provided valuable services throughout the year that are not recognized as contributions in the consolidated financial statements because the recognition criteria were not met.

Allocation of Functional Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The consolidated financial statements report expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. All expenses, excluding grant disbursements, are allocated based on estimates from an extensive business model analysis.

Income Taxes

The Foundation is a non-profit corporation exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Foundation is subject to the accounting standard on accounting for uncertainty in income taxes that addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the consolidated financial statements. Under this guidance, the Foundation may recognize the tax benefit from an uncertain position only if it is more-likely-than-not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. The tax benefits recognized in the consolidated financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. The guidance on accounting for uncertainty in income taxes also addresses de-recognition, classification, interest and penalties on income taxes, and accounting in interim periods.

Management evaluated the tax positions for the Foundation and concluded that the Foundation had taken no uncertain income tax positions that require adjustments to the consolidated financial statements to comply with the provisions of this guidance.

Cash Concentrations

The Foundation's deposits with two of its banks, Enterprise Bank and Trust and New Mexico Bank and Trust, exceeded the Federal Deposit Insurance Corporation (FDIC) limit of \$250,000 at times during the year. At December 31, 2020, and 2019, approximately \$15 million and \$8 million of the Foundation's cash deposits were uninsured based on FDIC insurance limits. The Foundation minimizes this risk by maintaining cash and equivalent with high credit quality institutions.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 2 – Summary of Significant Accounting Policies (continued)

Recent Accounting Pronouncements

FASB Accounting Standards Update (ASU) 2016-02, *Leases*: Changes the way lessees will recognize leases, as they will recognize most leases on-balance sheet and will increase reported assets and liabilities. Lessor accounting remains substantially similar to current GAAP. Per ASU 2020-05, it is effective for annual periods beginning after December 15, 2021 with early adoption permitted. The ASU mandates a modified retrospective transition method for all entities. Management is currently evaluating the impact of this ASU but does not anticipate a significant impact on the consolidated financial statements upon adoption.

FASB ASU 2018-13, *Fair Value Measurement (Topic 820: Disclosure Framework - Changes to the Disclosure Requirements for Fair Value Measurement)*: Modifies the disclosure requirements for fair value measurements in Topic 820. The amendments in ASU 2018-13 are effective for all entities for fiscal years beginning after December 15, 2019. Changes in unrealized gains and losses, the range and weighted average of significant unobservable inputs used to develop Level 3 fair value measurements and the narrative description of measurement uncertainty should be applied prospectively for only the most recent interim or annual period presented in the initial fiscal year of adoption. All other amendments should be applied retrospectively to all periods presented upon their effective date. The Foundation adopted this ASU as of the date of the initial application of January 1, 2020. However, the adoption of the new standard did not have a significant effect on net assets or on the timing of the Foundation's most significant types of transactions. There was no adjustment to activities or net assets for the year ending December 31, 2020 and 2019.

Evaluation of Subsequent Events

Subsequent events are events or transactions that occur after the consolidated statement of financial position date, but before the consolidated financial statements are issued. The Foundation recognizes in the consolidated financial statements the effects of all subsequent events that provide additional evidence about conditions that existed at the date of the consolidated statement of financial position, including the estimates inherent in the process of preparing the consolidated financial statements. The Foundation's consolidated financial statements do not recognize subsequent events that provide evidence about conditions that did not exist at the date of the consolidated statement of financial position but arose after that date and before the consolidated financial statements are available to be issued. The Foundation has evaluated subsequent events through August 13, 2021, the date the consolidated financial statements were available to be issued.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 3 – Liquidity

Financial assets available for operations and other expenses within one year of the dates of the consolidated statements of financial position are as follows at December 31, 2020 and 2019.

	2020	2019
Financial assets:		
Cash and cash equivalents	\$ 16,338,862	\$ 9,058,500
Interest receivable	-	13,485
Rent receivable	14,174	4,725
Promises to give	2,040	117,480
Investments		
Charitable gift annuities	434,857	406,327
Endowment and other	86,207,114	83,892,550
Total financial assets at year-end	102,997,047	93,493,067
Less financial assets unavailable for general expenditure within one year due to:		
Perpetual endowments and accumulated earnings subject to appropriation beyond one year	(78,942,672)	(76,771,049)
Board-designated endowments	(9,557,840)	(9,874,603)
Funds subject to donor recommendations or specific purposes	(9,967,031)	(766,420)
Financial assets and liquidity resources available to meet cash needs and general expenditures within one year	\$ 4,529,504	\$ 6,080,995

As part of the Foundation's liquidity management, financial assets are structured to be available as general expenses, liabilities and other obligations become due. The Foundation invests cash in excess of daily requirements in short-term investments and money market funds.

Funds with donor restrictions are not available for general operating expenses. Those funds include permanently endowed funds and funds restricted for a specific purpose. Amounts for expenses and grants for these funds are calculated based upon the individual fund agreements.

As described in Note 2, the Foundation's Board of Directors approved a spending policy of 4%. The spendable amount from the Foundation's endowments is calculated on a quarterly or yearly basis depending upon the terms of the endowment. During the first quarter of 2021 and the first quarter of 2020, calculations were completed to appropriate the spendable amount for 2021 and 2020 grants, which totaled \$1,203,350 and \$937,979, respectively, and the amount available for administrative support for 2021 and 2020 of \$90,785 and \$74,717, respectively.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 3 – Liquidity (continued)

Fees from the management of funds are calculated on a quarterly basis. The first quarter of 2021 and the first quarter of 2020 calculations resulted in quarterly fees of approximately \$361,000 and \$288,000, respectively, to be used to support the operations of the Foundation. Fees charged on the management of funds are netted against the income that the Foundation receives in the consolidated financial statements.

Although the Foundation does not intend to spend from its board-designated endowments (other than the amounts appropriated per the spending policy), these amounts could be made available, if necessary.

Note 4 – Promises to Give

Unconditional promises to give at December 31, 2020, and 2019 totaled \$2,040 and \$117,480, respectively, and are expected to be received within one year. Management believes these amounts are fully collectible; therefore, no allowance has been recorded.

Note 5 – Charitable Gift Annuities (Split Interest Agreements)

The Foundation is the recipient of various charitable gift annuities from donors. A charitable gift annuity is an arrangement in which a donor contributes assets to the Foundation in exchange for distributions of a fixed amount for a specified period to a donor-designated annuitant(s).

After satisfying the Foundation's annuity obligations, any net remaining value shall be directed to the charitable fund(s) selected by the donor. Assets are reported at fair market value in the Foundation's consolidated statement of financial position and included in the Foundation's investment account balances. The present value of estimated future payments is calculated using discount rates ranging from 2.2% to 4.2%.

Note 6 – Fair Value Measurements

In determining fair value, the Foundation uses various valuation approaches within the fair value measurement framework of accounting standards. Fair value measurements are determined based on the assumptions that market participants would use in pricing an asset or liability.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 6 – Fair Value Measurements (continued)

Accounting standards establish a hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring that the observable inputs be used when available. The standards define levels within the hierarchy based on the reliability of inputs as follows:

Level 1 – Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities.

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 inputs that are derived principally from or corroborated by observable market data.

Level 3 – Inputs are unobservable for the asset or liability. Unobservable inputs reflect the reporting entity's own assumptions about the assumptions that market participants would use in pricing the asset or liability developed based on the best information available in the circumstances.

The following is a description of the valuation methodologies used for assets measured at fair value on a recurring basis and recognized in the accompanying consolidated statement of financial position, as well as the general classification of such instruments pursuant to the valuation hierarchy. There have been no changes in the methodologies used at December 31, 2020, and 2019.

Equities (common stocks) and real estate investment trusts (REITs) are valued at the closing price reported on the major market on which the individual securities are traded. Common stocks, REITs, money market annuities, certificates of deposit, and U.S. treasury notes are generally classified within Level 1 of the valuation.

The corporate bonds, government agency bonds, taxable municipal bonds, preferred securities, and bond and equity mutual funds are valued at market rates such as quoted prices for similar assets or liabilities. They may also be valued by quoted prices in markets that are not active. These have been classified within Level 2 of the valuation hierarchy.

The estimated shares of hedge funds, managed futures and commodities, global alternatives funds, active income funds, absolute return funds, and long/short equity funds, and long/short term equity funds are based on fund net asset value. The use of net asset value as fair value is deemed appropriate, as the investments do not have finite lives, unfunded commitments, or significant restrictions on redemptions.

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 6 – Fair Value Measurements (continued)

The following table sets forth by level, within the fair value hierarchy, the Foundation's assets at fair value as of December 31, 2020 and 2019:

	December 31, 2020			
	Fair Value Measurements Using			
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ 368,346	\$ -	\$ -	\$ 368,346
Money market - annuities	156,090	-	-	156,090
U.S. treasury notes	1,099,499	-	-	1,099,499
Equities	43,795,210	-	-	43,795,210
Real estate investments	2,121,933	-	-	2,121,933
Government agency bonds	-	3,516,891	-	3,516,891
Taxable municipal bonds	-	70,142	-	70,142
Corporate bonds	-	5,635,249	-	5,635,249
Preferred securities	-	9,067,096	-	9,067,096
Bond mutual funds	-	5,115,888	-	5,115,888
Equity mutual funds	-	12,764,661	-	12,764,661
Total assets in the fair value hierarchy	<u>\$ 47,541,078</u>	<u>\$ 36,169,927</u>	<u>\$ -</u>	83,711,005
Investments measured at NAV-practical expedient				<u>2,930,966</u>
Investments at fair value				<u>\$ 86,641,971</u>

	December 31, 2019			
	Fair Value Measurements Using			
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ 737,235	\$ -	\$ -	\$ 737,235
Money market - annuities	165,677	-	-	165,677
U.S. treasury notes	7,918,916	-	-	7,918,916
Equities	48,265,526	-	-	48,265,526
Real estate investments	961,879	-	-	961,879
Government agency bonds	-	1,250,179	-	1,250,179
Corporate bond	-	2,218,911	-	2,218,911
Preferred securities	-	6,821,065	-	6,821,065
Bond mutual funds	-	3,738,241	-	3,738,241
Equity mutual funds	-	6,490,757	-	6,490,757
Total assets in the fair value hierarchy	<u>\$ 58,049,233</u>	<u>\$ 20,519,153</u>	<u>\$ -</u>	78,568,386
Investments measured at NAV-practical expedient				<u>5,730,491</u>
Investments at fair value				<u>\$ 84,298,877</u>

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 6 – Fair Value Measurements (continued)

The following summarizes information related to the investment whose fair value is determined based upon NAV-practical expedient and has redemption restrictions as of December 31, 2020:

	<u>Estimated Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency</u>	<u>Redemption Notice Period</u>
Hedge Funds (a)				
Complementary Strategies (b)	\$ 2,930,966	None	Quarterly	90 days

The following summarizes information related to the investment whose fair value is determined based upon NAV-practical expedient and has redemption restrictions as of December 31, 2019:

	<u>Estimated Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency</u>	<u>Redemption Notice Period</u>
Hedge Funds (a)	\$ 4,397,193	None	Yearly	100 days
Complementary Strategies (b)	\$ 1,333,298	None	Quarterly	90 days

(a) This class represents an investment in capital structure arbitrage, event arbitrage, fixed income and equity arbitrage, and special situation investing. From time to time, the fund may directly invest in a broad range of derivatives, as well as purchasing and selling securities for hedging purposes.

(b) This class represents an investment in hedge funds, managed futures and commodities platform, a global alternatives fund, an active income fund, an absolute return fund, a private investment, and a long/short equity fund.

Note 7 – Program Related Investments

In 2020, the Foundation made a new program related investment of \$200,000 in Homewise’s Catalyst Fund. During the year the Foundation received principal payments in the amount of \$47,410.

In 2019, the Foundation made a new program related investment of \$200,000 in New Mexico Fresh Foods. The Foundation also offered the first opportunity for donor advised funds to participate in impact investing. An additional investment of \$175,000 was made to New Mexico Fresh Foods with donor advised funds.

An additional program related investment of \$193,240 was made to Rural Community Assistance Corporation in 2019.

In 2019, the Loan Fund made its final principal payment of \$250,000; the Food Depot made its final principal payment of \$117,858; and the United Way of Santa Fe County began making principal payments on its loan that totaled \$11,633.

The reserve against program related investments totaled \$33,650 at both December 31, 2020, and 2019.

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 8 – Property and Equipment

Property and equipment consist of the following at December 31:

	<u>2020</u>	<u>2019</u>
Furniture and equipment	\$ 570,627	\$ 539,716
Building and improvements	<u>2,833,690</u>	<u>2,833,690</u>
	3,404,317	3,373,406
Accumulated depreciation	<u>(1,134,840)</u>	<u>(1,047,624)</u>
Property and equipment, net	<u>\$ 2,269,477</u>	<u>\$ 2,325,782</u>

Depreciation expense totaled \$87,216 and \$91,755 for the years ended December 31, 2020, and 2019, respectively.

Note 9 – Classification of Net Assets

The change in endowment net assets for the years ended December 31, 2020 and 2019 are as follows:

	<u>2020</u>		
	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, end of year 2019	<u>\$ 9,874,603</u>	<u>\$ 75,916,943</u>	<u>\$ 85,791,546</u>
Interest and dividends, net of investment expense	101,465	1,922,156	2,023,621
Net appreciation	1,128,641	10,531,274	11,659,915
Contributions	1,088,964	4,177,900	5,266,864
Amounts appropriated for expenditures	(932,927)	(4,561,073)	(5,494,000)
Granted	(702,906)	(5,508,917)	(6,211,823)
Other changes	(1,000,000)	979,279	(20,721)
Change in endowment net assets	<u>(316,763)</u>	<u>7,540,619</u>	<u>7,223,856</u>
Endowment net assets, end of year 2020	<u>\$ 9,557,840</u>	<u>\$ 83,457,562</u>	<u>\$ 93,015,402</u>

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 9 – Classification of Net Assets (continued)

	2019		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, end of year 2018	\$ 3,035,035	\$ 64,180,257	\$ 67,215,292
Interest and dividends, net of investment expense	47,172	1,440,851	1,488,023
Net appreciation (depreciation)	693,988	12,476,069	13,170,057
Contributions	6,586,526	5,462,995	12,049,521
Amounts appropriated for expenditures	(268,077)	(3,818,521)	(4,086,598)
Granted	(240,231)	(4,023,132)	(4,263,363)
Other changes	20,190	198,424	218,614
Change in endowment net assets	<u>6,839,568</u>	<u>11,736,686</u>	<u>18,576,254</u>
Endowment net assets, end of year 2019	<u>\$ 9,874,603</u>	<u>\$ 75,916,943</u>	<u>\$ 85,791,546</u>

Endowment net assets composition by type of fund for the years ended December 31, 2020 and 2019 follows:

	2020		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor designated and agency endowment funds	\$ -	\$ 9,332,417	\$ 9,332,417
Other endowment funds			
Administrative endowments	-	1,571,249	1,571,249
Donor advised	10,929	49,076,156	49,087,085
Discretionary	-	1,328,735	1,328,735
Emergency	-	824,838	824,838
Field of interest	328	18,505,637	18,505,965
Unrestricted	1,636	2,922,740	2,924,376
Subtotal other endowment funds	<u>12,893</u>	<u>74,229,355</u>	<u>74,242,248</u>
Board-designated endowment funds	<u>9,544,947</u>	<u>(104,210)</u>	<u>9,440,737</u>
Total endowment funds	<u>\$ 9,557,840</u>	<u>\$ 83,457,562</u>	<u>\$ 93,015,402</u>

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 9 – Classification of Net Assets (continued)

	2019		
	Without Donor Restrictions	With Donor Restrictions	Total
Donor designated and agency endowment funds	\$ -	\$ 7,754,294	\$ 7,754,294
Other endowment funds			
Administrative endowments	-	1,467,477	1,467,477
Donor advised	5,394	45,001,697	45,007,091
Discretionary	-	1,254,133	1,254,133
Emergency	-	760,776	760,776
Field of interest	-	16,946,947	16,946,947
Unrestricted	-	2,731,619	2,731,619
Subtotal other endowment funds	<u>5,394</u>	<u>68,162,649</u>	<u>68,168,043</u>
Board-designated endowment funds	<u>9,869,209</u>	<u>-</u>	<u>9,869,209</u>
Total endowment funds	<u>\$ 9,874,603</u>	<u>\$ 75,916,943</u>	<u>\$ 85,791,546</u>

The addition to endowment net assets, the Foundation also manages other non-endowed funds. The following table summarizes all Foundation net assets for the years ended December 31, 2020 and 2019:

	2020		
	Without Donor Restrictions	With Donor Restrictions	Total
Endowment funds	\$ 9,557,840	\$ 83,457,562	\$ 93,015,402
Non-endowment funds			
Donor advised	-	3,572,391	3,572,391
Special projects	35,068	1,431,956	1,467,024
Discretionary	-	52,670	52,670
Emergency	-	532,745	532,745
Field of interest	-	2,335,651	2,335,651
Unrestricted	1,349,648	24,370	1,374,018
Total non-endowment funds	<u>1,384,716</u>	<u>7,949,783</u>	<u>9,334,499</u>
Split Interest agreements	<u>-</u>	<u>302,018</u>	<u>302,018</u>
Total net assets	<u>\$ 10,942,556</u>	<u>\$ 91,709,363</u>	<u>\$ 102,651,919</u>

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 9 – Classification of Net Assets (continued)

	2019		Total
	Without Donor Restrictions	With Donor Restrictions	
Endowment funds	\$ 9,874,603	\$ 75,916,943	\$ 85,791,546
Non-endowment funds			
Donor advised	-	2,501,453	2,501,453
Special projects	1,642,407	532,836	2,175,243
Discretionary	-	69,535	69,535
Emergency	-	271,499	271,499
Field of interest	-	1,504,454	1,504,454
Unrestricted	985,207	25	985,232
Total non-endowment funds	<u>2,627,614</u>	<u>4,879,802</u>	<u>7,507,416</u>
Split Interest agreements	-	266,419	266,419
Total net assets	<u>\$ 12,502,217</u>	<u>\$ 81,063,164</u>	<u>\$ 93,565,381</u>

A summary of underwater endowment funds is as follows at December 31:

	2020	2019
Fair value of underwater endowment funds	\$ 780,388	\$ 1,387,478
Original endowment gift amount	997,375	1,548,749
Deficiencies of underwater endowment funds	<u>\$ (216,987)</u>	<u>\$ (161,271)</u>

Note 10 – Retirement Plan

The Foundation maintains a 401(k)-retirement plan that covers all employees. The plan includes a provision under which eligible employee's salary deferrals of up to 10% are eligible for 50% match by the Foundation. Salary deferral is allowed after ninety days of employment, whereas the Foundation's match is effective after 12 months of employment. Matching contributions to the plan are discretionary. The Foundation's matching contributions to the plan were \$42,356 and \$46,096 for the years ended December 31, 2020, and 2019, respectively.

Note 11 – Rental Income

SFCF, LLC purchased buildings at 501 Halona and 1101 Paseo de Peralta on July 25, 2011. As part of that purchase, SFCF, LLC obtained a five-year lease for Wigley Gallery. The lease for the 2,138 square foot gallery commenced on May 19, 2011 and ended in 2016. Upon termination, the lease was extended for six-month intervals with the most recent extension through December 31, 2021. This is an operating lease. Rental income of \$56,698 and \$57,643 are recognized in the consolidated statement of activities for 2020 and 2019, respectively.

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 12 – SFCF Special Projects, LLC – MoGro Program

In March of 2013, the Foundation established an LLC, called SFCF Special Projects, LLC. The purpose of the entity is to accept property, equipment, and the operation of a program called Mobile Grocery or “MoGro.” A specially equipped trailer and inventory were donated for the program.

The purpose of the program is to deliver healthy, affordable fresh foods to rural, particularly Pueblo communities in New Mexico. During 2013, MoGro operated in five pueblos and one non-Pueblo community in New Mexico. The sustainability of the program was evaluated in 2014 and changes were made to shift to a more community supported agriculture (CSA) model. During 2014, La Familia began to participate in the program. The LLC has a contractual relationship with La Montanita Coop to provide the services for MoGro. The LLC also works closely with Johns Hopkins Center for American Indian Health and the Notah Begay Foundation.

During 2015, MoGro expanded its partnership for the CSA model with the National Dance Institute of New Mexico (which also serves children and families in need of food) in both Santa Fe and Albuquerque. Roadrunner Foodbank in Albuquerque provides services for MoGro.

In September 2016, a United States Department of Agriculture Agricultural Marketing Service grant for a maximum of \$330,000 was awarded to the Foundation for the MoGro Program. The period of this expense reimbursement grant was from September 30, 2016, through September 29, 2019.

Additional grants and contributions for the program operation have been received from other foundations and individuals.

Note 13 – Transactions in Funds Held for Agencies and Fiscal Sponsor Relationship

The Foundation had 83 and 82 designated endowment funds and 51 and 50 agency endowment funds on December 31, 2020, and 2019, respectively. The agency endowments require accounting as funds held for agencies and had a combined value of \$4,423,809 and \$4,022,842 on December 31, 2020, and December 31, 2019, respectively. The financial effects of transactions related to agency funds are recorded as changes in the funds held for agencies liability and are not included in the 2020 or 2019 consolidated statement of activities.

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 13 – Transactions in Funds Held for Agencies and Fiscal Sponsor Relationship (continued)

The changes in this liability are summarized as follows:

	2020
Funds held for agencies at December 31, 2019	\$ 4,022,842
Additions	
Contributions	81,607
Investment income	81,679
Realized gains	48,708
Unrealized gains	331,281
Total additions	543,275
Deductions	
Distributions - grants	142,308
Total deductions	142,308
Funds held for agencies at December 31, 2020	\$ 4,423,809
	2019
Funds held for agencies at December 31, 2018	\$ 3,515,540
Additions	
Contributions	88,840
Investment income	42,925
Realized gains	570,613
Total additions	702,378
Deductions	
Unrealized losses	55,687
Distributions - grants	139,389
Total deductions	195,076
Funds held for agencies at December 31, 2019	\$ 4,022,842

Santa Fe Community Foundation and Subsidiaries

Notes to Consolidated Financial Statements

Note 14 – Related Party Transactions

The Foundation established a new entity, SFCF, LLC in July of 2011. The Foundation has an intercompany operating agreement with SFCF, LLC. This entity holds the title to the building on Halona Street purchased in July of 2011, in which the Foundation and its community programs reside. The purchase price of the 11,000 square foot building was \$2,190,000. As part of its community leadership initiative, funds from the endowments held by the Foundation were used to invest in the purchase of the building. The terms of the purchase include an interest-only note at 4.5%, with an interest reset date of 2014 and interest rates with a floor of 3% and a cap of 6%. Principal payments, in amounts to be determined by the board of directors, will be made over the term of the note. The term of the note is 15 years. The related effects of these transactions are eliminated upon consolidation of the financial statements. In August 2014, the interest rate on the note was reviewed and lowered to 3.5% effective September 1, 2014.

Members of the Board of Directors contributed \$43,112 and \$353,511 during 2020 and 2019, respectively.

Note 15 – Uncertainties

During March 2020, the World Health Organization classified a new strain of coronavirus that was spreading globally (COVID-19) as a pandemic, triggering volatility in financial markets and a negative impact on the global and local economy. The foundation is monitoring the duration and potential impact of COVID-19 on net assets and revenues. The full impact of the COVID-19 outbreak continues to evolve as of the date of this report. As of December 31, 2020, there were no significant impacts to the Foundation due to COVID-19.

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 16 – Schedules of Functional Expenses

The following schedules present the natural classification of the summarized costs in the consolidated statement of activities and changes in net assets for 2020 and 2019.

	For the Year Ended December 31, 2020			
	Program	General Administrative, Investment Fees and Services	Development and Donor Services	Total
Grants	\$ 17,156,334	\$ -	\$ -	\$ 17,156,334
Other expenses				
Salaries and wages	988,179	410,116	258,901	1,657,196
Seminars and events	171,532	-	-	171,532
Contracted program services	737,220	21,112	30,390	788,722
Consulting services	101,888	9,359	14,038	125,285
Photography	-	-	-	-
Technology	149,734	21,333	32,077	203,144
Other employee benefits	105,992	42,757	28,550	177,299
Travel	19,925	2,657	9,244	31,826
Payroll taxes	72,840	30,191	18,368	121,399
Depreciation	83,988	1,291	1,937	87,216
Property expenses	80,312	5,283	-	85,595
Cost of goods sold	268,133	-	-	268,133
Supplies	59,607	4,130	6,463	70,200
Equipment rental and maintenance	29,598	10,967	16,450	57,015
Printing and publications	28,085	2,705	4,201	34,991
401(k) plan contributions	23,195	11,797	7,364	42,356
Insurance	12,481	2,146	3,219	17,846
Dues & subscriptions	13,612	3,098	4,647	21,357
Accounting fees	14,125	5,230	7,845	27,200
Bank charges and fees	16,180	5,236	7,853	29,269
Telephone	6,439	2,100	3,150	11,689
Occupancy	5,688	2,275	3,413	11,376
Workshop expenses	122,621	-	-	122,621
Public relations	23,894	1,316	2,240	27,450
Postage and shipping	4,955	1,700	2,596	9,251
Allowance account	-	-	-	-
Professional development	1,112	245	277	1,634
Donor development	-	-	3,571	3,571
Miscellaneous	2,743	97	330	3,170
Conferences/conventions	933	373	559	1,865
Subtotal other expenses	3,145,011	597,514	467,683	4,210,208
Total expenses	\$ 20,301,345	\$ 597,514	\$ 467,683	\$ 21,366,542

Santa Fe Community Foundation and Subsidiaries
Notes to Consolidated Financial Statements

Note 16 – Schedules of Functional Expenses (continued)

	For the Year Ended December 31, 2019			
	Program	General Administrative, Investment Fees and Services	Development and Donor Services	Total
Grants	\$ 9,819,096	\$ -	\$ -	\$ 9,819,096
Other expenses				
Salaries and wages	954,459	372,085	215,080	1,541,624
Seminars and events	284,402	-	160	284,562
Contracted program services	490,820	7,085	10,628	508,533
Consulting services	220,499	7,930	11,895	240,324
Technology	1,601	215	322	2,138
Other employee benefits	136,808	24,440	37,599	198,847
Travel	91,141	28,466	42,642	162,249
Payroll taxes	94,030	9,491	22,088	125,609
Depreciation	70,895	29,487	14,822	115,204
Property expenses	86,414	2,136	3,205	91,755
Cost of goods sold	82,380	5,303	-	87,683
Supplies	187,767	-	-	187,767
Equipment rental and maintenance	72,752	7,399	11,254	91,405
Printing and publications	34,290	12,571	18,856	65,717
401(k) plan contributions	31,503	1,657	2,486	35,646
Special event expenses	30,659	9,192	6,245	46,096
Pinon award expenses	-	-	19,701	19,701
Insurance	28,792	-	-	28,792
Dues & subscriptions	18,248	1,428	2,143	21,819
Accounting fees	13,134	3,116	4,824	21,074
Bank charges and fees	11,884	4,754	7,131	23,769
Telephone	16,763	3,925	5,887	26,575
Occupancy	9,315	3,075	4,613	17,003
Workshop expenses	6,594	2,638	3,957	13,189
Public relations	61,909	-	-	61,909
Postage and shipping	10,797	846	3,741	15,384
Allowance account	4,917	1,559	3,224	9,700
Miscellaneous	-	-	-	-
Conferences/conventions	4,000	-	-	4,000
In-kind expenses	4,361	297	1,059	5,717
Investment fees	2,270	844	1,265	4,379
Subtotal other expenses	3,063,404	539,939	454,827	4,058,170
Total expenses	\$ 12,882,500	\$ 539,939	\$ 454,827	\$ 13,877,266