



**INDIANA UNIVERSITY
FOUNDATION**

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Independent Auditor's Report

RSM US LLP

Board of Directors of the
Indiana University Foundation
Bloomington, Indiana

Report on the Financial Statements

We have audited the accompanying financial statements of the Indiana University Foundation (the Foundation), which comprise the statements of financial position as of June 30, 2017 and 2016, 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.

Auditor's 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 audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's 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 Foundation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Indiana University Foundation as of June 30, 2017 and 2016, 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.

RSM US LLP

Indianapolis, Indiana
October 2, 2017

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Indiana University Foundation

Statements of Financial Position
June 30, 2017 and 2016
(In thousands)

	2017	2016
Assets		
Cash and cash equivalents	\$ 98,367	\$ 65,214
Collateral under securities lending agreement	98,059	99,083
Receivables and other assets	22,438	21,978
Due from brokers	60,381	74,628
Promises to give, net	176,233	196,358
Investments	2,347,969	2,099,995
Property, plant, and equipment, net	57,932	43,900
	<u>2,861,379</u>	<u>2,601,156</u>
Total assets	\$ 2,861,379	\$ 2,601,156
Liabilities and Net Assets		
Liabilities:		
Accounts payable and other	\$ 7,755	\$ 8,957
Due to brokers	87,751	86,577
Collateral under securities lending agreement	98,059	99,083
Split interest agreement obligations	34,766	33,172
Assets held for the University	230,266	209,925
Assets held for University affiliates	39,937	38,194
	<u>498,534</u>	<u>475,908</u>
Total liabilities	498,534	475,908
Net assets:		
Unrestricted	65,679	50,762
Temporarily restricted	890,671	831,736
Permanently restricted	1,406,495	1,242,750
Total net assets	<u>2,362,845</u>	<u>2,125,248</u>
Total liabilities and net assets	\$ 2,861,379	\$ 2,601,156

See notes to financial statements.

Indiana University Foundation

Statement of Activities
Year Ended June 30, 2017
(In thousands)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Support and other revenue:				
Contributions	\$ 2,139	\$ 109,081	\$ 80,892	\$ 192,112
Investment income, net	17,748	123,098	85,071	225,917
Management/administrative fees	19,866	(16,691)	(30)	3,145
Grants	-	956	-	956
Other income	10,920	2,999	691	14,610
Development service fees from the University	4,730	-	-	4,730
Change in value of split interest agreements	88	720	3,322	4,130
Net assets released from restrictions	167,429	(161,228)	(6,201)	-
Total support and other revenue	222,920	58,935	163,745	445,600
Expenses:				
Grants and aid to the University	167,574	-	-	167,574
Management and general	19,428	-	-	19,428
Fundraising	21,001	-	-	21,001
Total expenses	208,003	-	-	208,003
Change in net assets	14,917	58,935	163,745	237,597
Net assets, beginning of year	50,762	831,736	1,242,750	2,125,248
Net assets, end of year	\$ 65,679	\$ 890,671	\$ 1,406,495	\$ 2,362,845

See notes to financial statements.

Indiana University Foundation

Statement of Activities
Year Ended June 30, 2016
(In thousands)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Support and other revenue:				
Contributions	\$ 2,279	\$ 105,380	\$ 83,228	\$ 190,887
Investment income (loss), net	643	43,596	(126,996)	(82,757)
Management/administrative fees	18,860	(15,753)	(39)	3,068
Grants	-	1,780	-	1,780
Other income	8,603	4,388	1,337	14,328
Development service fees from the University	4,923	-	-	4,923
Change in value of split interest agreements	(193)	(112)	(2,396)	(2,701)
Net assets released from restrictions	151,289	(146,734)	(4,555)	-
Total support and other revenue	186,404	(7,455)	(49,421)	129,528
Expenses:				
Grants and aid to the University	140,173	-	-	140,173
Management and general	27,626	-	-	27,626
Fundraising	22,457	-	-	22,457
Total expenses	190,256	-	-	190,256
Change in net assets	(3,852)	(7,455)	(49,421)	(60,728)
Net assets, beginning of year	54,614	839,191	1,292,171	2,185,976
Net assets, end of year	\$ 50,762	\$ 831,736	\$ 1,242,750	\$ 2,125,248

See notes to financial statements.

Indiana University Foundation
Statements of Cash Flows
Years Ended June 30, 2017 and 2016
(In thousands)

	2017	2016
Cash flows from operating activities:		
Change in net assets	\$ 237,597	\$ (60,728)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	3,052	2,649
Change in discount on promises to give	198	(689)
Change in allowance on promises to give	2,378	3,452
(Gain) loss on investments	(252,614)	109,045
Change in split interest agreements	2,296	(246)
Loss on sale of property, plant, and equipment	51	6
Contributions restricted for long-term purposes including permanent endowments, charitable remainder trusts, and annuities	(138,934)	(98,571)
(Increase) decrease in:		
Receivables, other assets, and due from brokers	13,787	(43,807)
Promises to give	70,778	(1,918)
Increase (decrease) in:		
Accounts payable, other, and due to brokers	23	57,786
Assets held for the University and University affiliates	22,084	(23,280)
Net cash used in operating activities	(39,304)	(56,301)
Cash flows from investing activities:		
Proceeds from sales of investments	2,157,395	2,111,233
Purchase of investments	(2,159,866)	(2,129,728)
Proceeds from sales of property, plant, and equipment	2,142	44
Purchase of property, plant, and equipment	(12,166)	(1,649)
Net cash used in investing activities	(12,495)	(20,100)
Cash flows from financing activities:		
Proceeds from contributions restricted for long-term purposes including:		
Permanent endowments	83,062	53,179
Charitable remainder trusts and annuities	2,643	3,009
Proceeds from split interest agreement obligations	3,247	1,984
Payments on split interest agreement obligations	(3,949)	(3,950)
Principal payments on debt	(51)	(3)
Net cash provided by financing activities	84,952	54,219
Net increase (decrease) in cash and cash equivalents	33,153	(22,182)
Cash and cash equivalents, beginning of year	65,214	87,396
Cash and cash equivalents, end of year	\$ 98,367	\$ 65,214

See notes to financial statements.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 1. Organization and Operations and Significant Accounting Policies

The Indiana University Foundation, Inc. (Foundation) is a not-for-profit corporation organized under the laws of the state of Indiana. The corporate purposes of the Foundation are to raise, receive, hold, invest and administer assets and to make expenditures to or for the benefit of Indiana University, including its regional campuses and associated entities (such as the Purdue University schools housed at the Indiana University-Purdue University Indianapolis campus, the Indiana University Building Corporation, Riley Children's Foundation, the Indiana University Research & Technology Corporation, Indiana University Health, the Indiana University Alumni Association, and certain medical practice plans), herein referred to as the University.

The mission of the Foundation is to maximize private support for Indiana University by fostering lifelong relationships with key stakeholders and providing advancement leadership and fundraising services for campuses and units across the University.

The Foundation was originally incorporated in 1936 and is empowered to perform a wide range of services and conduct a variety of activities that support the University as it carries out its missions of teaching, research, and public service. The Foundation conducts general and special purpose fundraising programs, receives and acknowledges gifts for the benefit of the University, administers those gifts to ensure that they are used as specified by the donor, invests those gifts, serves as trustee for certain types of planned gift arrangements, and provides other services for the benefit of the University as requested from time to time.

Summary of significant accounting policies:

Basis of accounting: The accompanying financial statements have been prepared on the accrual basis of accounting and in conformity with accounting principles generally accepted in the United States of America.

Basis of presentation: The Foundation follows the accounting guidance on financial statements of not-for-profit organizations, which establishes standards for general-purpose external financial statements issued by not-for-profit organizations. It requires that net assets and related support and revenue, expenses, gains and losses be classified into three classes of net assets - unrestricted, temporarily restricted and permanently restricted, based upon the existence or absence of donor-imposed restrictions. A definition and description of each net asset class follows:

Unrestricted net assets: The unrestricted net asset class includes the general and board designated assets and liabilities of the Foundation. Support and other revenue received by the Foundation, without explicit donor restrictions, are reported as unrestricted. Certain fees and other income earned by the Foundation are also reported as unrestricted.

Temporarily restricted net assets: Temporarily restricted net assets relate to donor gifts and assets held in trust with explicit time or purpose restrictions. When donor restrictions are met, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restriction and expended from unrestricted net assets.

Permanently restricted net assets: The permanently restricted net asset class includes the fair value of nonexpendable assets and certain related liabilities where the donor has restricted the gift in perpetuity.

Note 1. Organization and Operations and Significant Accounting Policies (Continued)

Cash and cash equivalents: The Foundation considers investments in marketable securities and other highly liquid investments with an original maturity of three months or less to be cash equivalents. Cash and cash equivalents managed by outside investment managers are included in investments. For these short-term instruments, cost approximates the fair market value. The cash balance exceeds federally insured limits. However, the Foundation has not experienced any losses in such accounts and management does not believe that it is exposed to any significant credit risk.

Receivables and other assets: Receivables and other assets primarily consist of life insurance receivables and other miscellaneous receivables. Based on historical experience and an analysis of specific accounts, management has determined that no allowance for doubtful accounts is necessary for receivables and other assets.

Due from brokers: The amount shown as due from broker represents a receivable from the broker for unsettled sales of securities as of June 30, 2017 and 2016.

Promises to give: Promises to give are recorded at present value, less an allowance for uncollectible amounts, to reserve against future bad debt losses. Management utilizes a rate consistent with the level of risk associated with a donor to discount promises to give. Management estimates the uncollectible reserve annually based on past due pledge installments and evaluates the estimate against actual results to determine reliability of the estimate.

Investments: Investments, are carried at fair value. Purchases and sales of securities are recorded on trade dates, and realized gains and losses are determined on the basis of the average cost of securities sold.

In connection with its investing and hedging activities, the Foundation enters into transactions, directly and indirectly through positions held by the underlying investment entities, with a variety of securities and derivative financial instruments. These derivative financial instruments may have market and/or credit risk in excess of the amounts recorded in the statements of financial position.

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

Market risk: Market risk arises primarily from changes in the market value of financial instruments. Exposure to market risk is influenced by a number of factors, including the relationships between financial instruments, and the volatility and liquidity in the markets in which the financial instruments are traded. In many cases, the use of financial instruments serves to modify or offset market risk associated with other transactions and, accordingly, serves to decrease the Foundation's overall exposure to market risk. The Foundation attempts to control its exposure to market risk through various analytical monitoring techniques.

Credit risk: Credit risk arises primarily from the potential inability of counterparties to perform in accordance with the terms of a contract. The Foundation's exposure to credit risk associated with counterparty nonperformance is limited to the current cost to replace all contracts in which the Foundation has a gain. Exchange-traded financial instruments generally do not give rise to significant counterparty exposure due to the cash settlement procedures for daily market movements and the margin requirements of individual exchanges. The Foundation seeks to mitigate its exposure to this credit risk by placing its cash with major institutions.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 1. Organization and Operations and Significant Accounting Policies (Continued)

Concentration of credit risk: The Foundation's managers currently invest with various managers and clearing brokers. In the event these counterparties do not fulfill their obligations, the Foundation may be exposed to risk. This risk of default depends on the creditworthiness of the counterparty to these transactions. The Foundation attempts to minimize this credit risk by monitoring the creditworthiness of the managers and clearing brokers.

Alternative investments: The managers of underlying investment entities in which the Foundation invests, may utilize derivative instruments with off-balance-sheet risk. The Foundation's exposure to risk is limited to the amount of its investment.

Property, plant and equipment: Property, plant and equipment are recorded at cost at the date of acquisition. Depreciation is computed using the straight-line method over the assets' estimated useful lives. Purchased real estate held to benefit the University is recorded as property, plant and equipment and is depreciated over its estimated useful life, generally 20 years.

Management reviews long-lived assets for possible impairment if there is a significant event that detrimentally affects operations. The primary financial indicator used by the Foundation to assess the recoverability of its long-lived assets held and used is undiscounted future cash flows from operations. The amount of impairment, if any, is measured based on estimated fair value or projected future cash flows using a discount rate reflecting the Foundation's average cost of funds. Management has not identified any triggering events during the years ended June 30, 2017 and 2016.

Due to brokers: The amount shown as due to broker represents a payable to the broker for unsettled purchases of securities as of June 30, 2017 and 2016.

Split interest agreement obligations: The Foundation has entered into split interest agreements, including charitable remainder trusts and gift annuities which provide that the Foundation, as trustee, make payments to designated beneficiaries in accordance with the applicable donor's trust or contractual agreement. The Foundation records a split interest agreement obligation to life beneficiaries based on the present value of the estimated payments to designated life beneficiaries.

Assets held for the University and University affiliates: The Foundation invests and administers net assets owned by the University and its affiliates under a management and custodial agreement. These are reflected as liabilities on the Statement of Financial Position.

Reclassification of donor intent: At times, the Foundation receives requests by donors or their designees to change the use for which their original gift was intended. These requests are reviewed by the Foundation for approval. Approved changes, depending on the donors' requests, may result in the reclassification of net assets between unrestricted, temporarily restricted, or permanently restricted net asset classes. Reclassifications of donor intent of \$6,201 and \$4,632 are reflected in the Statements of Activities as net assets released from restriction for the years ended June 30, 2017 and 2016, respectively.

Contributions: Contributions, including unconditional promises to give, are recognized as revenue in the period received. Conditional promises to give are not recognized until the conditions upon which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 1. Organization and Operations and Significant Accounting Policies (Continued)

Grants: Private research grants are received from donors to support the University's research programs. Research grants are distributed in accordance with the grant by the account manager. Grants recorded as contributions are irrevocable, voluntary nonreciprocal transfers of assets held, administered, and maintained for investment purposes at the Foundation.

Management/administrative fees: A fee is charged to accounts within each net asset class for which the Foundation manages investments and other assets. This management fee is charged based on the market value and type of investments and other assets managed. These fees are used for the administration of the Foundation's management and fundraising operations.

Other income: Unrestricted other income is comprised primarily of the following: reimbursements from the University for the cost of direct support of certain fundraising activities; receipts from various program operations, including real estate, air services, the Student Foundation, women's programs, and other miscellaneous programs; and the change in the cash surrender value of life insurance policies. Temporarily and permanently restricted other income is comprised primarily of amounts received from the University with donor related restrictions for activities and events, the change in the cash surrender value of life insurance policies, and departmental support to the IU School of Medicine from medical practice plans. These plans, which are associated with the University, operate as separate legal entities. The income received from these plans support the related University medical departments as specified.

Functional allocation of expenditures: The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Program expenditures include grants and aid to the University, real estate, air services, the Student Foundation, women's programs, and other miscellaneous programs.

Income taxes: The Foundation is a not-for-profit corporation and is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the "Code"), except for income taxes on unrelated business income that are not significant. Contributions to the Foundation are deductible under Section 170(b)(1)(A)(iv) of the Code.

Accounting Standards Codification (ASC) 740-10, *Accounting for Uncertainty in Income Taxes*, prescribes a comprehensive model for how an organization should measure, recognize, present, and disclose in its financial statements uncertain tax positions that an organization has taken or expects to take on a tax return. The Foundation is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Foundation believes it is no longer subject to income tax examinations for years prior to 2014. As of June 30, 2017 and 2016, the Foundation has no uncertain tax positions.

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

Note 1. Organization and Operations and Significant Accounting Policies (Continued)

Recently issued accounting standards: In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. Key elements of the ASU include a reduction in the number of net asset categories from three to two, conforming requirements on releases of capital restrictions, several new requirements related to expense presentation and disclosure (including investment expenses), and new required disclosures communicating information useful in assessing liquidity. The new standard is effective for the Foundation in the fiscal year ending June 30, 2019, early adoption is allowed. The Foundation is currently evaluating the impact of the adoption of the standard on its financial statements.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. In August 2015, the FASB issued ASU 2015-14 which defers the effective date of ASU 2014-09 one year making it effective for the Foundation's June 30, 2020 financial statements. Earlier application is permitted only as of annual reporting periods beginning after December 15, 2016, including interim reporting periods within that period. The Foundation has not yet selected a transition method and is currently evaluating the impact of the adoption of the standard on its financial statements.

In January 2016, the FASB issued ASU 2016-01, *Financial Instruments-Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities*, which updates certain aspects of recognition, measurement, presentation and disclosure of financial instruments. The new standard is effective for fiscal years beginning after December 15, 2018, making it effective for the Foundation's June 30, 2020 financial statements. The Foundation is currently evaluating the impact of the adoption of this standard on its financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the statement of financial position for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the statement of activities. The new standard is effective for the Foundation's June 30, 2021 financial statements. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Foundation is currently evaluating the impact of the adoption of the standard on its financial statements.

Subsequent events: The Foundation has evaluated subsequent events for partial recognition and/or disclosure through October 2, 2017, the date the financial statements were available to be issued.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 2. Promises to Give

A summary of promises to give as of June 30, 2017 and 2016, follows:

	2017	2016
Promises to give	\$ 217,994	\$ 235,543
Allowance	(15,877)	(13,500)
Discount	(25,884)	(25,685)
	<u>\$ 176,233</u>	<u>\$ 196,358</u>

Promises to give are due in the following periods:

	2017	2016
Promises to give, due in:		
One year or less	\$ 4,152	\$ 28,023
Between one year and five years	100,281	94,920
More than five years	71,800	73,415
	<u>\$ 176,233</u>	<u>\$ 196,358</u>

Discount rates used to present value promises to give, range between 1.2% and 6.0%.

Note 3. Fair Value Measurement and Investments

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Foundation utilizes valuation techniques to maximize the use of observable inputs and minimize the use of unobservable inputs. Inputs are broadly defined as assumptions market participants would use in pricing an asset or liability. Assets and liabilities recorded at fair value are categorized within the fair value hierarchy based upon the level of judgment associated with the inputs used to measure their value. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are described below.

- Level 1 Unadjusted quoted prices in active markets for identical assets or liabilities that the Foundation has the ability to access at the measurement date.
- Level 2 Inputs other than quoted prices within Level 1 that are observable for the asset or liability, either directly or indirectly, and fair value is determined through the use of models or other valuation methodologies. A significant adjustment to a Level 2 input could result in the Level 2 measurement becoming a Level 3 measurement.
- Level 3 Inputs are unobservable for the asset or liability and include situations where there is little, if any, market activity for the asset or liability. The inputs into the determination of fair value are based upon the best information in the circumstances and may require significant management judgment or estimation.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, for disclosure purposes, the level in the fair value hierarchy within which the fair value measurement falls in its entirety is determined by the lowest level input that is significant to the fair value measurement.

Note 3. Fair Value Measurement and Investments (Continued)

The availability of observable inputs can vary from investment to investment and is affected by a wide variety of factors, including the type of investment, whether the investment is new and not yet established in the marketplace, the liquidity of markets, and other characteristics particular to the transaction. To the extent that valuation is based on models or inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment. Those estimated values do not necessarily represent the amounts that may be ultimately realized due to future circumstances that cannot be reasonably determined. Because of the inherent uncertainty of valuation, those estimated values might be materially higher or lower than the values that would have been used had a readily available market for the securities existed. Accordingly, the degree of judgment exercised by the Foundation in determining fair value is greatest for securities categorized in Level 3.

The inputs or methodology used for valuing financial instruments are not necessarily an indication of the risks associated with investing in those instruments.

The Foundation assesses the levels of the investments at each measurement date, and transfers between levels are recognized on the actual date of the event or change in circumstances that caused the transfer in accordance with the Foundation's accounting policies regarding the recognition of transfers between levels of the fair value hierarchy. During the fiscal years ended June 30, 2017 and 2016, no such transfers were made.

Investments in money market funds, mutual funds, exchange-traded funds, and securities traded on a national securities exchange, or reported on the NASDAQ national market, are stated at the last reported sales price on the day of valuation. These financial instruments are classified as Level 1 in the fair value hierarchy.

Preferred stock and other equities traded on inactive markets or valued by reference to similar instruments are categorized as Level 2 in the fair value hierarchy. Investments in government securities, bonds, corporate notes and debt securities which are traded on a national securities exchange or market are valued at the mean between the current "bid" and "asked" quotations on that day. If a reliable bid and asked quotation cannot be obtained from a national securities exchange, the security is priced at the mean between the bid and asked quotation of a reliable market maker. These financial instruments are classified as Level 2 in the fair value hierarchy.

Investments in real estate are valued by the Foundation using independent appraisals and statements provided by the management companies of the properties. These financial instruments are classified as Level 3 in the fair value hierarchy.

Net asset value (NAV): Investments in non-registered investment companies consisting of certain hedged equity funds, absolute return funds, venture capital funds, buyout funds, distressed, special situation funds, real estate funds, alternative fixed income funds, national resource funds, and public inflation funds are valued at fair value based on the applicable percentage ownership of the underlying investment entities' net assets as of the measurement date as determined by the Foundation, commonly referred to as the practical expedient. In determining fair value, the Foundation utilizes valuations provided by the underlying investment entities. The underlying investment entities value securities and other financial instruments on a fair value based upon market price, when possible, or at fair value determined by the respective entities' investment manager when no market price is determinable. Although the Foundation uses their best judgment in estimating the fair value of alternative investments, there are inherent limitations in any estimation technique. The estimated fair values of certain of the investments of the underlying investment entities, which may include derivatives, securities and other designated or side pocketed investments for which prices are not readily available, may not reflect amounts that could be realized upon immediate sale, nor amounts that may be ultimately realized. Accordingly, the estimated fair values may differ significantly from the values that would have been used had a ready market existed for these investments, and differences could be material.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 3. Fair Value Measurement and Investments (Continued)

The practical expedient allows for investments in non-registered investment companies, to be valued at the net asset value (NAV) which represents fair value.

Charitable trusts and gift annuities: Assets received from charitable trusts and gift annuities are recorded at fair value based on donor restriction until the Foundation's obligations to the annuitants have been met. The difference between the fair value of assets contributed and the split interest obligations recorded is recognized as contribution revenue. The Foundation records a split interest agreement obligation to life beneficiaries based on the present value of the estimated payments to designated life beneficiaries.

Liabilities for charitable gift annuities are recorded in an amount equal to the present value of the estimated future obligations based on mortality rates derived from ordinary life annuity tables. In computing the liability, management considers the estimated return on the invested assets and the contractual payment obligation during the expected term of each respective annuity agreement. Fair value estimates are classified as Level 3.

The following table presents the Foundation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of June 30, 2017:

	Quoted Prices for Identical Assets in Active Markets Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3	Valued Using Net Asset Value **	Total
Assets:					
Investments:					
Domestic equities	\$ 449,509	\$ 11,472	\$ -	\$ 109,336	\$ 570,317
International equities	290,887	-	-	108,929	399,816
Domestic fixed income	108,425	145,616	-	87,642	341,683
International fixed income	3,649	15,280	-	7,427	26,356
Real estate	-	-	19,005	-	19,005
Cash equivalents	41,995	2,627	-	-	44,622
Alternative investments:					
Hedged equity funds	-	-	-	83,204	83,204
Absolute return funds	-	-	-	323,463	323,463
Venture capital	-	-	-	152,858	152,858
Buyouts	-	-	-	105,413	105,413
Distressed / special situations	-	-	-	33,451	33,451
Real estate	-	-	-	78,534	78,534
Alternative fixed income	-	-	-	52,685	52,685
Natural resources	-	-	-	116,562	116,562
	<u>\$ 894,465</u>	<u>\$ 174,995</u>	<u>\$ 19,005</u>	<u>\$ 1,259,504</u>	<u>\$ 2,347,969</u>
Liabilities:					
Split interest agreement obligations	\$ -	\$ -	\$ 34,766	\$ -	\$ 34,766

Indiana University Foundation

Notes to Financial Statements
(In thousands)

Note 3. Fair Value Measurement and Investments (Continued)

The following table presents the Foundation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of June 30, 2016:

	Quoted Prices for Identical Assets in Active Markets Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3	Valued Using Net Asset Value **	Total
Assets:					
Investments:					
Domestic equities	\$ 376,586	\$ 12,018	\$ -	\$ 122,813	\$ 511,417
International equities	255,311	-	-	57,266	312,577
Domestic fixed income	73,780	144,047	-	78,988	296,815
International fixed income	1,774	13,285	-	10,780	25,839
Real estate	-	-	25,452	-	25,452
Cash equivalents	28,017	1,490	-	-	29,507
Alternative investments:					
Hedged equity funds	-	-	-	98,493	98,493
Absolute return funds	-	-	-	253,399	253,399
Venture capital	-	-	-	141,908	141,908
Buyouts	-	-	-	112,539	112,539
Distressed / special situations	-	-	-	39,457	39,457
Real estate	-	-	-	75,914	75,914
Alternative fixed income	-	-	-	44,811	44,811
Natural resources	-	-	-	102,245	102,245
Public inflation hedge	-	-	-	29,622	29,622
	<u>\$ 735,468</u>	<u>\$ 170,840</u>	<u>\$ 25,452</u>	<u>\$ 1,168,235</u>	<u>\$ 2,099,995</u>
Liabilities:					
Split interest agreement obligations	\$ -	\$ -	\$ 33,172	\$ -	\$ 33,172

** Certain investments that are measured at fair value using the net asset value per share (or its equivalent) practical expedient have not been categorized in the fair value hierarchy. The fair value amounts presented in the tables above are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statements of financial position.

As of June 30, 2017 and June 30, 2016 the Foundation had approximately \$493,971 and \$408,965, respectively, of unfunded capital commitments to various alternative investments, which have no specific capital call dates and such capital calls are at the discretion of the alternative investment fund managers. Management believes most of the commitments will be called sometime in the next one to five years.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 3. Fair Value Measurement and Investments (Continued)

Financial instruments classified as Level 3 in the fair value hierarchy represent the Foundation's investments in financial instruments in which at least one significant unobservable input is used in the valuation model. The following table presents a reconciliation of activity for the Level 3 financial instruments as of June 30, 2017 and 2016:

	2017	2016
Beginning balance (real estate)	\$ 25,452	\$ 21,842
Realized and unrealized gains (losses)	(7,496)	774
Purchases	3,105	4,295
Sales and settlements	(2,056)	(1,459)
	<u>\$ 19,005</u>	<u>\$ 25,452</u>

The following presents a reconciliation for the changes in the Foundation's liability for charitable remainder and annuity trusts, which is deemed a Level 3 liability:

	2017	2016
Beginning balance	\$ 33,172	\$ 35,384
Liability portion of charitable gifts received	3,247	1,984
Payments to annuitants	(3,949)	(3,950)
Change in the present value of split interest obligations	2,296	(246)
	<u>\$ 34,766</u>	<u>\$ 33,172</u>

The table below presents the Foundation's ability to redeem investments valued at net asset value or its equivalent as of June 30, 2017 and 2016, and includes the underlying investment entities' redemption frequency and redemption notice period. The tables also include a summary of the significant categories of such investments measured at net asset value, their attributes and investment strategies as of June 30, 2017 and 2016:

Investment Category and Strategy	2017 Fair Value	2016 Fair Value	Redemption Frequency (If Currently Eligible)	Redemption Notice Period
Domestic equities ^(a)	\$ 109,336	\$ 122,813	quarterly, annually	30-60 days
International equities ^(b)	108,929	57,266	weekly, monthly	7-30 days
Domestic fixed income ^(c)	87,642	78,988	monthly, bimonthly, quarterly	30-45 days
International fixed income ^(d)	7,427	10,780	monthly, bimonthly, quarterly	30-45 days
Hedge equity funds ^(e)	83,204	98,493	monthly, quarterly, ****	3-95 days
Absolute return funds ^(f)	323,463	253,399	semi-annually, annually monthly, quarterly, ****	3-95 days
Venture capital funds ^(g)	152,858	141,908	semi-annually, annually	none
Buyout funds ^(h)	105,413	112,539	Long-term commitment ***	none
Distressed/special situation funds ⁽ⁱ⁾	33,451	39,457	Long-term commitment ***	none
Real estate funds ^(j)	78,534	75,914	Long-term commitment ***	none
Alternative fixed income ^(k)	52,685	44,811	Long-term commitment ***	none
Natural resources funds ^(l)	116,562	102,245	Long-term commitment ***	none
Public inflation hedge ^(m)	-	29,622	monthly	10 days
	<u>\$ 1,259,504</u>	<u>\$ 1,168,235</u>		

Note 3. Fair Value Measurement and Investments (Continued)

*** The nature of this investment class is that distributions are received through liquidations of the underlying assets of the underlying investment fund and expected to occur over the remaining life (ranging from one to ten years). These underlying funds generally hold investments that are illiquid in the short term but are expected to be liquid over the long run. Distributions from these underlying funds are at the discretion of the underlying fund manager.

**** As of June 30, 2017, 53% of the total Marketable Alternative Investments (Hedged equity funds and Absolute return funds) could be redeemed in 0-6 months, an additional 25% could be redeemed between 7-12 months, another 15% could be redeemed between 13-24 months, and 4% could be redeemed between 25-36 months. The remaining 3% is designated as illiquid investments.

- (a) This category includes investments held in mutual funds, exchange-traded funds, public equities, partnerships, and limited liability companies located in the United States.
- (b) This category includes investments held in mutual funds, exchange-traded funds, partnerships, and limited liability companies located in economies outside of the United States.
- (c) This category includes investments that are primarily in both long and short term fixed income securities located in the United States. Management of the investments has the ability to make individual short positions however the overall fund position is net long. There were no restricted investments as of June 30, 2017.
- (d) This category includes investments that are primarily in both long and short term fixed income securities located in economies outside of the United States. Management of the investments has the ability to make individual short positions however the overall fund position is net long. There were no restricted investments as of June 30, 2017.
- (e) This category includes investments in hedge funds that invest globally in both long and short common stocks across all market capitalizations. Management of the hedge funds may opportunistically shift investments across sectors, geographies, and net market exposures.
- (f) This category includes investments in hedge funds that invest opportunistically across various strategies including long/short equity, fixed income, distressed credit, merger arbitrage, convertible arbitrage, etc.
- (g) This category includes investments that are primarily in early-stage companies in the technology and life science sectors. The nature of investments in this category is that money is distributed as underlying companies are exited via acquisition or Initial Public Offering (IPO). The typical life of a partnership is 10 years but is subject to extensions.
- (h) This category includes private equity funds that invest across sectors primarily in the United States, but also internationally. The nature of investments in this category is that money is distributed as underlying companies are recapitalized or exited via acquisition or IPO. The typical life of a partnership is 10 years but is subject to extensions.
- (i) This category includes investments that are focused on distressed or secondary investments. The typical life of a partnership is 10 years but is subject to extensions.
- (j) This category includes investments that are primarily in U.S. commercial real estate, but also includes real estate funds focused on Europe and Asia. The real estate exposure can include both publicly traded Real Estate Investment Trust funds and private partnerships. The typical life of a partnership is 10 years but is subject to extensions.
- (k) This category includes investments that are focused primarily on direct lending across the corporate and real estate sectors. The investments are structured to provide a steady stream of income to the Foundation based on floating interest rate loans. The typical life of a partnership is 5 years but is subject to extensions.
- (l) This category includes investments that are focused on private energy, mining and minerals, and timber. The typical life of a partnership is 10 years but is subject to extensions. Certain funds in this category may provide an income stream as the underlying commodity is harvested/sold.
- (m) This category includes investments that are in equity and equity-related securities, commodity derivatives, fixed income obligations, and derivatives related to equity, fixed income, and commodity securities.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 3. Fair Value Measurement and Investments (Continued)

In instances in which an underlying investment fund has invested in securities that have less liquidity, such investments may be held in a "side pocket". Generally side pockets are illiquid with no active market. The fair value of the Foundation's investment in underlying funds which are designated as side pocketed were \$11,617 and \$8,574 as of June 30, 2017 and 2016, respectively.

The following table summarizes the qualitative information about certain of the Foundation's Level 3 inputs as of June 30, 2017 and 2016:

	Fair Value	Valuation Techniques	Unobservable Inputs	Ranges
Real estate investments, 2017	\$ 19,005	Market approach	Comparable transactions	N/A
Real estate investments, 2016	\$ 25,452	Market approach	Comparable transactions	N/A

A summary of total investment income (loss) for the years ended June 30, 2017 and 2016, is as follows:

	2017	2016
Dividend, interest, and other investment income	\$ 20,916	\$ 14,098
Net realized and unrealized gains (losses) on investments	214,233	(92,480)
Outside investment management fees	(9,232)	(4,375)
	<u>\$ 225,917</u>	<u>\$ (82,757)</u>

Note 4. Securities Lending

The Foundation has a securities lending agreement and guaranty agreement with The Bank of New York Mellon Corporation (BNY). BNY may lend, up to \$110,000 of the stocks and bonds for which it holds as custodian, to borrowers under terms of participation in a securities lending program and acts as agent and administrator for the program. The securities lending agreement requires that loans are collateralized at all times in an amount equal to at least 102% of the market value of any loaned securities at the time of the loan, plus accrued interest.

The Foundation receives compensation in the form of fees and earns interest on the cash collateral. The amount of fees depends on a number of factors including the type of security and length of the loan. The Foundation continues to receive interest payments or dividends on the securities loaned during the borrowing period. The Foundation has the right under the terms of the securities lending agreement to recall the securities from the borrower on demand.

As of June 30, 2017 and 2016, the Foundation had loaned securities that were collateralized by cash equivalents and short duration fixed income instruments. The cash collateral is invested by BNY in accordance with approved investment guidelines. Those guidelines require the cash collateral to be invested in readily marketable, high quality, short-term obligations; however, such investments are subject to risk of payment delays or default on the part of the issuer or counterparty or otherwise may not generate sufficient interest to support the costs associated with securities lending. The Foundation could also experience delays in recovering its securities and possible loss of income or value if the borrower fails to return the borrowed securities, although the Foundation is indemnified from this risk by contract with the securities lending agent. As of June 30, 2017 and 2016, the market value of the securities on loan and payable on collateral due to broker totaled \$98,059 and \$99,083, respectively.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 4. Securities Lending (Continued)

The Foundation receives cash as collateral in return for securities lent as part of the securities lending program. The collateral is invested in the Collateral Portfolio (a securities lending trust subject to Rule 2a-7 under the 1940 Act). The schedules of investments for the Foundation include the particular cash collateral holdings as of June 30, 2017 and 2016. The interest income earned by the Foundation on investments of cash collateral received from borrowers for the securities loaned to them ("securities lending income") is reflected in the Foundation's statement of activities. Interest income earned on collateral investments and recognized by the Foundation during the year ended June 30, 2017 and 2016 was \$283 and \$287, respectively.

The table below outlines the gross obligations for secured borrowings by the type of collateral pledged at June 30.

	2017	2016
Cash collateral:		
U.S. equities	\$ 77,000	\$ 82,819
U.S. corporate	4,499	11,105
Non U.S. equities	1,091	2,576
Non-cash collateral:		
U.S. equities	14,899	2,038
U.S. corporate	570	545
	<u>\$ 98,059</u>	<u>\$ 99,083</u>

Note 5. Split Interest Agreements

A summary of assets held and the obligations related to split interest agreements as of June 30, 2017 and 2016, follows:

	2017	2016
Assets (included in investments):		
Charitable remainder trusts and other	\$ 34,101	\$ 34,239
Charitable gift annuities	34,562	30,021
	<u>\$ 68,663</u>	<u>\$ 64,260</u>
Liabilities - split interest agreement obligations	<u>\$ 34,766</u>	<u>\$ 33,172</u>

Charitable gift annuity assets are separate and distinct funds, managed as independent accounts of the Foundation. The Foundation maintains reserves and a surplus of such reserves in an amount at least equal to the designated beneficiary payments on all the outstanding gift annuity contracts. These reserves shall not be applied for the payment of debts and obligations of the Foundation or for any purpose other than payment of the annuity benefits.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 6. Property, Plant, and Equipment

A summary of property, plant, and equipment as of June 30, 2017 and 2016, follows:

	2017	2016
Land and buildings	\$ 79,523	\$ 63,569
Information and technology equipment	2,924	2,953
Other	2,878	2,797
	85,325	69,319
Less accumulated depreciation	(27,393)	(25,419)
	<u>\$ 57,932</u>	<u>\$ 43,900</u>

Note 7. Endowments

The Foundation's endowment consists of both donor-restricted endowment funds and funds designated by the Board to function as endowments and consists of 5,750 and 5,556 individual funds as of June 30, 2017 and 2016, respectively. Net assets associated with endowment funds, including funds designated by the Board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board has interpreted the state of Indiana's "Uniform Prudent Management of Institutional Funds Act" (UPMIFA) as requiring the preservation of the fair value providing for intergenerational equity. The fair value of a donor's permanent endowment classified as permanently restricted net assets is its market value. Market value includes the original gift value of the assets held in perpetuity, the original value of subsequent gifts to the permanent endowment, and net realized and unrealized gains absent explicit donor stipulations to the contrary. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate endowment funds:

- The duration and preservation of the fund
- The purpose of the Foundation and the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Foundation
- The investment policies of the Foundation

Indiana University Foundation

**Notes to Financial Statements
(In thousands)**

Note 7. Endowments (Continued)

The following tables present the Foundation's endowment composition, changes, and net asset classifications as of and for the years ended June 30, 2017 and 2016:

	2017			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ -	\$ 664,458	\$ 1,291,688	\$ 1,956,146
Board-designated endowment	27,075	-	-	27,075
	<u>\$ 27,075</u>	<u>\$ 664,458</u>	<u>\$ 1,291,688</u>	<u>\$ 1,983,221</u>

	2016			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ -	\$ 608,003	\$ 1,128,786	\$ 1,736,789
Board-designated endowment	27,715	-	-	27,715
	<u>\$ 27,715</u>	<u>\$ 608,003</u>	<u>\$ 1,128,786</u>	<u>\$ 1,764,504</u>

	2017			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Beginning of the year	\$ 27,715	\$ 608,003	\$ 1,128,786	\$ 1,764,504
Investment income	4,061	104,621	85,566	194,248
Contributions and other revenue	813	49,501	75,099	125,413
Appropriation of endowment assets for expenditure	(5,514)	(97,667)	2,237	(100,944)
	<u>\$ 27,075</u>	<u>\$ 664,458</u>	<u>\$ 1,291,688</u>	<u>\$ 1,983,221</u>

	2016			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Beginning of the year	\$ 29,212	\$ 628,597	\$ 1,204,381	\$ 1,862,190
Investment income (loss)	(616)	28,975	(126,834)	(98,475)
Contributions and other revenue	337	38,143	51,239	89,719
Appropriation of endowment assets for expenditure	(1,218)	(87,712)	-	(88,930)
	<u>\$ 27,715</u>	<u>\$ 608,003</u>	<u>\$ 1,128,786</u>	<u>\$ 1,764,504</u>

Net assets include nonexpendable and expendable assets related to donor gifts and assets held in perpetuity or held in trust with explicit time or purpose restrictions. These can be held either for the benefit of the Foundation or for the benefit of the University.

Note 7. Endowments (Continued)

Return objectives and risk parameters: The primary investment objective of the Foundation's asset management program is to achieve an annualized total return (net of fees and expenses) equal to or greater than the rate of inflation, in order to maintain the purchasing power of those assets. The assets are managed in a manner that will not only meet the primary investment objective, but also seek growth above the objective and attempt to limit volatility for year-to-year spending.

The Foundation has adopted endowment investment and spending policies that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of endowment assets. Under this policy endowment assets are invested in a manner that is intended to yield a long-term rate of return that exceeds the distribution rate, inflation, and administrative fees of the endowment, while assuming a prudent level of investment risk. Actual results may not be sufficient to achieve this over some shorter time frames.

Strategies employed for achieving investment objectives: To achieve 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 gains) and current yield (interest and dividends). The Foundation targets a diversified asset allocation that places greater emphasis on equity-based investments to achieve its long-term objectives within prudent risk constraints. Endowment assets will be invested in the Foundation's Pooled Long-Term Fund. Operating funds will typically be invested in the Pooled Short-Term Fund. An additional option is the Pooled Intermediate-Term Fund, which will fill a need for those operating funds that are due to be spent 6 months to 2 years from the time the cash is received. The Foundation's Investment Committee understands the long-term nature of the endowment assets and believes that investing in assets with higher return expectations outweighs their short-term volatility risk. As a result, the majority of assets will be invested in equity or equity-like securities, including real assets (real estate and natural resources). Real assets provide the added benefit of inflation protection. Fixed income and absolute return strategies will be used to lower short-term volatility and provide stability, especially during periods of deflation and negative equity markets. Cash is not a strategic asset of the Pooled Long-Term Fund, but is a residual to the investment process and used to meet the short-term liquidity needs.

Relationship of spending policy to investment objectives: The Foundation determines the method to be used to make endowment distributions to the University. In establishing a method, the Foundation considers the expected long-term rate of return on the investment of the Foundation's endowment funds. Over the long-term, the Foundation expects the spending policy to allow the endowment to grow at a sufficient rate to maintain the purchasing power of the endowment assets over time, sometimes referred to as intergenerational equity, as well as to provide additional real growth through new gifts. Effective July 1, 2011, the Foundation determined that distributions will continue to be based upon a 12-quarter rolling average of the market value of the Pooled Long-Term Fund, but constrained by inflation bands that will limit the distributions to fall within 2 times inflation on the growth side and 1 times inflation on the down side, based on what was distributed in the previous year. The inflation factor is calculated as a rolling 5 year average of the Consumer Price Index. Additionally, the distribution rate is 4.5% in fiscal year 2016–2017. The expectation is that these inflation bands will prevent distributions from fluctuating widely. Depending upon market conditions and the needs and available resources of the Foundation, appropriations for expenditure from individual endowments may be temporarily suspended to facilitate preservation of the endowment.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 8. Restricted Net Assets

The income generated from restricted net assets is used in accordance with the donors' time and/or purpose restrictions. Foundation operations and University programs permanently restricted assets are held in perpetuity. A summary of restricted net assets and the related donor imposed restrictions as of June 30, 2017 and 2016, are as follows:

	2017		2016	
	Temporarily Restricted	Permanently Restricted	Temporarily Restricted	Permanently Restricted
Foundation operations	\$ 8,712	\$ 24,911	\$ 8,478	\$ 23,085
University programs:				
Awards	6,138	17,302	5,721	16,005
Capital and capital improvements	134,676	2,495	135,923	2,320
Fellowships / lectureships	25,700	102,108	24,366	90,084
General endowments	295,526	299,067	261,362	273,892
Medical practice plans	33,662	-	32,532	-
Operations	70,412	5,907	75,218	4,992
Professorships / chairs	108,367	398,391	100,710	331,979
Research	45,541	58,973	41,931	52,777
Scholarships	161,937	497,341	145,495	447,616
	<u>\$ 890,671</u>	<u>\$ 1,406,495</u>	<u>\$ 831,736</u>	<u>\$ 1,242,750</u>

Note 9. Retirement Plan

The Foundation maintains the Indiana University Foundation Section 403(b) Annuity Plan (Plan), a defined contribution retirement plan available to all eligible employees. The Foundation Investment Retirement Committee administers the operation of the Plan. Benefits to retired participants are based on the value of the individual retirement account at the date of retirement. The total contribution is 10% of the participant's annual salary up to the social security wage base and 15% on annual salary in excess of the social security wage base. The Foundation's policy is to fund retirement costs related to this plan as incurred. Retirement expense related to this plan amounted to \$2,037 and \$1,987 for the years ended June 30, 2017 and 2016, respectively.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 10. Grants and Aid to the University

Program expenditures include support for Foundation and University programs. For the years ended June 30, 2017 and 2016, a summary of these expenditures is as follows:

	2017	2016
Program expenditures		
Foundation programs		
Real estate	\$ 3,059	\$ 1,885
Student foundation	565	485
Air services	867	908
Women's programs	16	21
Miscellaneous	93	18
Total Foundation programs	<u>4,600</u>	<u>3,317</u>
Grants and aid to the University		
Grants and aid - operating support		
University support	31,440	32,437
Student scholarship and financial aid	48,306	44,247
Faculty support	35,578	27,407
Faculty research	6,991	8,859
	<u>122,315</u>	<u>112,950</u>
Grants - endowment, capital, land, building and equipment purchases	40,659	23,906
Total University grants and aid	<u>162,974</u>	<u>136,856</u>
	<u>\$ 167,574</u>	<u>\$ 140,173</u>

Note 11. Related Party Transactions

In addition to amounts and transactions disclosed in the preceding notes and financial statements, the following is a summary of related party transactions. These transactions have been summarized below by financial statement classification as reported in the Statements of Activities. Related parties include affiliates, board of directors, management, and members of their immediate families.

Support and other revenue:

Fees and other income: Included in unrestricted other income is direct support from the University for certain fundraising efforts as well as income from its program operations. For the years ended June 30, 2017 and 2016, the University provided development services support to the Foundation in the amount of \$4,730 for 2017 and \$4,923 for 2016, and reimbursed the Foundation for its direct support of campaign fundraising efforts in the amount of \$1,353 and \$1,200, respectively. As a part of the Foundation program operations, the Foundation received support from the University for each of the years ended June 30, 2017 and 2016, respectively, as follows: \$4,482 and \$3,805 of rental income for the lease of certain real estate; \$101 and \$375 for Telefund service fees related to its telephone fundraising operations; \$859 and \$907 for charter services; and \$19,866 and \$18,860 in management/administrative fees, of which \$2,591 and \$2,562 were received on custodial assets held for the University or University affiliates.

Indiana University Foundation

Notes to Financial Statements (In thousands)

Note 11. Related Party Transactions (Continued)

Contributions and promises to give: The Foundation includes related party contributions in the Statements of Activities and outstanding related party promises to give in the Statements of Financial Position.

A summary of related party Contributions and Promises to Give as of and for the years ended June 30, 2017 and 2016, follows:

	2017	2016
Contributions	\$ 11,380	\$ 11,140
Promises to give	99,781	103,290

Expenditures:

Investment management fees and investments: As of June 30, 2017 and 2016, the Foundation owns partnership interests of \$1,320 and \$1,475, respectively, where a related party is a general partner. Management fees are outlined in individual partnership agreements and range from 1% to 2.5% of the annual capital commitments.

Program expenditures: The Foundation operates a program to acquire on behalf of, lease to, and/or grant real estate to the University. Included in University support are the net book values of properties granted to the University totaling \$2,118 and none for the years ended June 30, 2017 and 2016, respectively. In addition, program costs include maintenance and repair, utilities, insurance and taxes. Income received by the Foundation related to these operations is recorded in other income.

Note 12. Cash Flows Information

Supplemental information relative to the statement of cash flows for the years ended June 30, 2017 and 2016, is as follows:

	2017	2016
Supplemental disclosure of cash flow information:		
Cash payments for interest	\$ 63	\$ 362
Non cash investing and financing activities:		
Gifts of securities, life insurance, and real and personal property at fair value	\$ 57,826	\$ 12,113
Promissory note issued on real estate	\$ -	\$ 500
Transfer of real estate investments to fixed assets	\$ 7,111	\$ -