

***COMMUNITY FOUNDATION
OF WESTERN MASSACHUSETTS***

FINANCIAL STATEMENTS

MARCH 31, 2021

***WITH COMPARATIVE TOTALS
FOR THE YEAR ENDED MARCH 31, 2020***

**COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS
FINANCIAL STATEMENTS**

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Independent Auditor's Report

To the Trustees of Community Foundation of Western Massachusetts

We have audited the accompanying financial statements of Community Foundation of Western Massachusetts (a nonprofit organization), which comprise the statement of financial position as of March 31, 2021, and the related statements of activities, functional expenses and cash flows for the year 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 audit. We conducted our audit 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 entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Community Foundation of Western Massachusetts as of March 31, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Community Foundation of Western Massachusetts' 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 26, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended March 31, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

CohnReznick LLP

Hartford, Connecticut
August 20, 2021

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

**STATEMENTS OF FINANCIAL POSITION
MARCH 31, 2021 AND 2020**

ASSETS

	<u>2021</u>	<u>2020</u>
Cash and money market funds	\$ 7,270,904	\$ 6,981,633
Investments	217,255,840	149,570,884
Assets held under charitable trusts	3,379,184	3,028,041
Notes receivable	271,751	331,751
Loans receivable, net	2,884,385	2,999,943
Prepaid expenses	51,315	59,078
Property and equipment, net	<u>165,324</u>	<u>138,929</u>
Total assets	<u><u>\$ 231,278,703</u></u>	<u><u>\$ 163,110,259</u></u>

LIABILITIES AND NET ASSETS

Liabilities

Accounts payable and accrued expenses	\$ 202,501	\$ 193,759
Grants payable	8,000	864,280
Liabilities under unitrust agreements	1,585,465	1,551,356
Agency funds	<u>21,811,516</u>	<u>16,356,542</u>
	<u>23,607,482</u>	<u>18,965,937</u>

Net assets

Without donor restrictions - undesignated	51,562,628	34,600,563
Without donor restrictions - Board designated	1,627,537	1,250,231
With donor restrictions	<u>154,481,057</u>	<u>108,293,528</u>
	<u>207,671,221</u>	<u>144,144,322</u>

Total liabilities and net assets	<u><u>\$ 231,278,703</u></u>	<u><u>\$ 163,110,259</u></u>
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The accompanying notes are an integral part of these financial statements.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

STATEMENTS OF ACTIVITIES

**FOR THE YEAR ENDED MARCH 31, 2021
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED MARCH 31, 2020**

	Without Donor Restrictions	With Donor Restrictions	2021 Total	2020 Total
Support and revenues				
Contributions	\$ 18,389,529	\$ 6,013,183	\$ 24,402,712	\$ 32,125,371
Less amounts received from agency funds	(376,841)	-	(376,841)	(1,818,764)
Net contributions	18,012,688	6,013,183	24,025,871	30,306,607
Investment gains and other investment activity				
Interest and dividend income	48,368	1,963,835	2,012,203	3,672,386
Realized and unrealized gains (losses)	19,398,879	43,799,848	63,198,727	(13,229,278)
Less amounts received from agency funds	(6,002,183)	-	(6,002,183)	795,695
Net investment activity	13,445,064	45,763,683	59,208,747	(8,761,197)
Administrative revenue	220,456	-	220,456	300,203
Change in split interest agreements	-	317,033	317,033	(230,969)
Net assets released from restrictions	5,906,371	(5,906,371)	-	-
Total support and revenues	37,584,579	46,187,528	83,772,107	21,614,644
Expenses				
Disbursements for grants and scholarships	17,955,213	-	17,955,213	9,944,621
Less amounts distributed to agency funds	(717,682)	-	(717,682)	(390,479)
Total disbursements for grants and scholarships	17,237,531	-	17,237,531	9,554,142
Operating expenses	3,007,677	-	3,007,677	3,277,723
Total expenses	20,245,208	-	20,245,208	12,831,865
Change in net assets	17,339,371	46,187,528	63,526,899	8,782,779
Net assets, beginning of year	35,850,794	108,293,529	144,144,322	135,361,543
Net assets, end of year	<u>\$ 53,190,165</u>	<u>\$ 154,481,057</u>	<u>\$ 207,671,221</u>	<u>\$ 144,144,322</u>

The accompanying notes are an integral part of these financial statements.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

STATEMENTS OF FUNCTIONAL EXPENSES

**FOR THE YEAR ENDED MARCH 31, 2021
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED MARCH 31, 2020**

	Program expenses	Management and general	Fundraising	2021 Total	2020 Total
Disbursements for grants and scholarships	\$ 17,955,213	\$ -	\$ -	\$ 17,955,213	\$ 9,944,621
Less amounts distributed to agency funds	(717,682)	-	-	(717,682)	(390,479)
Net distributions for grants and scholarships	17,237,531	-	-	17,237,531	9,554,142
Salaries	527,460	578,775	526,962	1,633,197	1,712,431
Employee benefits and payroll taxes	125,346	137,541	125,228	388,115	461,649
Professional services	179,358	165,317	148,698	493,373	627,938
Information technology	64,835	59,760	53,752	178,347	129,721
Office expense	30,114	27,757	24,966	82,837	90,533
Occupancy	57,209	52,730	47,429	157,368	145,413
Publications	12,847	11,841	10,651	35,339	30,475
Conferences and meetings	717	661	594	1,972	30,466
Travel	-	-	-	-	12,495
Advertising and marketing	8,948	8,247	7,418	24,613	31,639
Bad debt	12,516	-	-	12,516	4,962
Total expenses	<u>\$ 18,256,881</u>	<u>\$ 1,042,629</u>	<u>\$ 945,698</u>	<u>\$ 20,245,208</u>	<u>\$ 12,831,865</u>

The accompanying notes are an integral part of these financial statements.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED MARCH 31, 2021 AND 2020

	<u>2021</u>	<u>2020</u>
Cash flows from operating activities		
Change in net assets	\$ 63,526,899	\$ 8,782,779
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	29,506	17,937
Bad debt	12,516	4,962
Net realized and unrealized (gains) losses on investments	(63,198,727)	13,229,278
Net changes in operating assets and liabilities:		
Fees receivable	-	2,125
Prepaid expenses	7,763	11,020
Donated investments immediately liquidated	3,732,139	2,398,522
Accounts payable and accrued expenses	8,742	26,360
Grants payable	(856,280)	859,280
Liability under unitrust agreements	34,109	(232,093)
Agency funds	5,454,974	476,745
Net cash provided by operating activities	<u>8,751,641</u>	<u>25,576,915</u>
Cash flows from investing activities		
Purchases of investments	(32,089,746)	(74,574,929)
Proceeds from the sales and maturities of investments	23,520,235	50,799,667
Notes Receivable	60,000	(5,000)
Purchases of property and equipment	(55,901)	(22,506)
Loan Proceeds	445,042	402,723
Loan Disbursements	(342,000)	(579,000)
Net cash used in investing activities	<u>(8,462,370)</u>	<u>(23,979,045)</u>
Net increase in cash and money market funds	289,271	1,597,870
Cash and money market funds, beginning of year	<u>6,981,633</u>	<u>5,383,763</u>
Cash and money market funds, end of year	<u>\$ 7,270,904</u>	<u>\$ 6,981,633</u>
Supplemental disclosure of cash flow information		
Cash paid for taxes	\$ 1,843	\$ 2,394

The accompanying notes are an integral part of these financial statements.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

1. NATURE OF OPERATIONS:

The Community Foundation of Western Massachusetts (the "Foundation") was established by a trust instrument effective November 15, 1990. The Foundation is a nonprofit Foundation, which administers and distributes funds to worthy organizations, students and causes throughout Hampden, Hampshire and Franklin Counties. The Foundation's programs are supported primarily by contributions and investment returns.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Comparative information

The financial statements include certain prior year summarized comparative information shown in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended March 31, 2020, from which the summarized information was derived.

Method of accounting

The financial statements of the Foundation have been prepared on the accrual basis of accounting. Accordingly, assets are recorded when the Foundation obtains the rights of ownership or is entitled to claims for receipt and liabilities are recorded when the obligation is incurred.

Net assets

The Foundation presents information regarding its financial position and activities according to two classifications of net assets described as follows:

Net assets without donor restrictions - Resources include donor-advised funds and all resources over which the governing board has discretionary control. The governing board of the Foundation may elect to designate such resources for specific purposes. This designation may be removed at the board's discretion.

Net assets with donor restrictions - Resources accumulated through donations or grants for specific operating or capital purposes. Such resources will become unrestricted when the requirements of the donor or grantee have been satisfied through expenditure for the specified purpose or program or by the passage of time. This category includes those funds which allow the Foundation to adhere to its current spending policy. Net assets with donor restrictions also include assets which are intended to be held in perpetuity, and the related accumulated unspent appreciation and earnings on such funds. Investment income may be either a without donor restriction or with donor restriction resource when earned, determined according to the gift instruments.

Cash and money market funds

The Foundation considers all short-term investments with an original maturity date of 90 days or less to be cash and money market funds (a cash equivalent).

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS MARCH 31, 20201 AND 2020

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Loans receivable

As part of their mission, the Foundation advances loans to eligible students. These loans are unsecured and recorded at amortized cost less a reserve for uncollectible balances. The collection of these loans begins 90 days after the student has graduated, at which time regular payments are made for up to five years. These loans are non-interest bearing. An allowance for doubtful accounts is recorded based upon management's evaluation of the collectability of individual student accounts (Note 7). The Foundation considers any account which has stopped regular payment as past due and is written off only after all methods of collection have been exhausted. Bad debts, including the change in the allowance for doubtful accounts, for the years ending March 31, 2021 and 2020 were \$12,516 and \$4,962, respectively. The Foundation paid fees to assist with the administration of these loans of \$52,175 in 2021 and \$35,058 in 2020.

Investments

Investments are stated at fair value using methodologies discussed in Notes 4 and 5. Gains and losses that result from market fluctuations are recognized in the period such fluctuations occur. Realized gains and losses resulting from sales or maturities are calculated on a specific identification basis. Investment activity is reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law.

Investment securities are exposed to various risks, such as interest rate, market and credit risk. Due to the level of uncertainty related to changes in interest rates, market volatility and credit risks, it is at least reasonably possible that changes in these risks could materially affect the fair value of investments and related activity reported on the financial statements.

The Foundation's investments also include limited partnership interests in private equity hedge funds and certain other funds ("Funds") whose underlying investments are comprised of other funds and partnerships. These Funds make investments that include both publicly traded investments as well as others that do not have readily ascertainable market values. Certain interests may be subject to withdrawal restrictions. The underlying investments within these funds primarily include private equity, venture capital, long/short equity positions, distressed companies, oil and gas, timber and real estate.

The managers of the Funds that hold certain non-marketable investments initially value these investments at cost. They require that changes in value be established by meaningful third party transaction or a significant development in the financial condition or operating performance of the issuer. To the extent that the Funds hold marketable securities in the underlying partnerships or funds, the managers of the Funds value the investments in these funds based upon the quoted market values as provided by the managers or fund managers of the underlying funds. The Foundation values its investments in such Funds in accordance with valuations provided by the managers of the Funds. The Foundation's management may, in addition, consider other factors in assessing the fair value of these investments.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Investments (continued)

The Foundation manages its investment portfolio in a manner consistent with the Massachusetts Prudent Management of Institutional Funds Act ("MPMIFA"). MPMIFA allows prudent appropriation of the total return on donor restricted endowment funds taking into consideration the Foundation's long and short-term needs, present and anticipated financial requirements, expected future total return on its investments, price level trends and general economic conditions. The Trustees have authorized a spending policy based on 4.25% of a trailing thirteen quarter rolling market value of these funds. This policy is designed to preserve the value of donor restricted endowment funds in real terms (after inflation) and provide a predictable flow of funds to support operations. Although not required by state law, the same spending policy is followed for the donor restricted purpose funds. For the years ended March 31, 2021 and 2020, the Foundation had approximately \$5,175,900 and \$5,229,250, respectively, of this return available for spending, of which the Foundation utilized \$4,733,268 and \$4,247,875, respectively.

Property and equipment

Property and equipment are stated at cost less accumulated depreciation. Depreciation is computed on a straight-line basis over the estimated useful lives of the respective assets ranging from 3-10 years. Maintenance and repairs are charged to expense as incurred.

The Foundation follows the policy of capitalizing property that costs more than \$5,000.

Liabilities under unitrust agreements

Assets held in charitable trusts and charitable gift annuities are recorded as follows:

Charitable trusts - The Foundation serves as trustee for various charitable remainder trusts. Under the terms of these agreements, the Foundation makes distributions to income beneficiaries for a given term or the life of the beneficiaries. At the end of the term, or upon the death of the income beneficiaries, assets remaining in the trust will be transferred to the Foundation. The Foundation records the assets held in these trusts at their fair value based on current quoted market values and records a liability for the respective agreements at the estimated discounted value of the amounts due to the income beneficiaries based on Internal Revenue Service group annuity tables. The present value of payments to beneficiaries under these agreements is calculated using discount rates representing risk-free rates in existence at the date of the gift. Gains or losses resulting from changes in the value of split interest agreements are recorded in the statement of activities.

Charitable gift annuities - Donors have contributed assets to the Foundation in exchange for a promise by the Foundation to pay a fixed amount for a specified period of time to the donor or to individuals designated by the donor. Under the terms of such agreements, no trust exists, as the assets received are held by and the liability is an obligation of the Foundation. The present value of payments to beneficiaries under these agreements is calculated using discount rates representing risk-free rates in existence at the date of the gift.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Agency funds

The Foundation accepts contributions 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. If a not-for-profit organization establishes a fund at a community foundation with its own funds and specifies itself as the beneficiary of that fund, that the community foundation must account for the transfer of such assets as a liability rather than as a contribution.

Contributions

The Foundation reports unconditional promises to give as revenue when the promise is received. Conditional promises to give are recognized as revenue when the condition is met. Contributions received are recorded as with or without donor restrictions depending on the existence and/or nature of any donor restrictions. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same reporting period have been reported as support increasing net assets without donor restrictions in the statement of activities. Contributions of assets other than cash are recorded at their fair value on the date of the gift.

Grants paid

Grants are recorded as expense and accrued as a liability when approved by the Distribution Committee. Conditional grants are expensed when the specific conditions are met. Grants payable were \$8,000 and \$864,280 at March 31, 2021 and 2020, respectively. There are no conditional grants at March 31, 2021.

Income taxes

The Foundation is a nonprofit organization exempt from income tax under Section 501(c)(3) of the Internal Revenue Code and is classified as an organization that is not a private foundation as defined in Section 509(a) of the Internal Revenue Code. The Foundation monitors its activities and it considers the potential for income taxes if any activities are not related to its exempt purpose.

Uncertain tax positions

Professional accounting standards provide detailed guidance for the financial statement recognition, measurement and disclosure of uncertain tax positions recognized in an enterprise's financial statements. They require an entity to recognize the financial statement impact of a tax position when it is more likely than not that the position will be sustained upon examination. A tax position is deemed to include such things as the Foundation's tax exempt status.

Management has evaluated significant tax positions against the criteria established by professional standards and believes there are no such tax positions requiring accounting recognition. The Foundation's tax returns are subject to examination by taxing authorities for all years ended on or after March 31, 2018.

Contributed services

The Foundation pays for most services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Foundation with specific programs, gift solicitations, and various committee assignments. The value of this contributed time and service is not reflected in these statements since it is not susceptible to objective measurement or valuation.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED)

Accounting 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 disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reported period. Actual results could differ from those estimates.

Functional allocation of expenses

The statement of functional expenses presents the nature and function of expenses. Expenses that can be identified with a specific program or supporting function are charged directly to that program or support function. Expenses that are attributed to multiple functions are allocated using a reasonable allocation method that is consistently applied. Salaries and related costs are allocated based on staff functions. Non-personnel costs are allocated based on full-time equivalents for each program and supporting function.

3. LIQUIDITY:

Financial assets available for use by the Foundation within one year from March 31, 2021 and 2020 are as follows:

	<u>2021</u>	<u>2020</u>
Financial assets at year end:		
Cash and money market funds	\$ 7,270,904	\$ 6,981,633
Investments	220,635,024	152,598,925
Notes receivable	271,751	331,751
Loans receivable	<u>2,884,385</u>	<u>2,999,943</u>
Total financial assets	231,062,064	162,912,252
Less amounts not available to be used within one year:		
Long-Term portion of notes receivable	(271,751)	(271,751)
Loans receivable	(2,884,385)	(2,999,943)
Assets held under charitable trusts	(3,379,184)	(3,028,041)
Agency funds	(21,811,516)	(16,356,542)
Donor restricted funds (temp/perm)	(154,481,057)	(108,293,528)
Board Designated	(1,406,158)	(1,029,424)
Donor/Agency Advised funds	<u>(41,305,906)</u>	<u>(26,684,331)</u>
Financial assets available to meet general expenditures within one year	<u>\$ 5,522,107</u>	<u>\$ 4,248,692</u>

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

3. LIQUIDITY: (CONTINUED)

The above table reflects board designated funds as unavailable because it is the Foundation's intention to invest these resources for long-term support of the Foundation. However, in the case of need, the Trustees could make these board designated funds available for general use. The Foundation has no outstanding debt and has no plan to incur any debt.

4. INVESTMENTS AND ASSETS HELD UNDER CHARITABLE TRUSTS:

The Foundation Trustees, as the governing board, are responsible for oversight of the Foundation's investments. Implementation of investment policy, including the selection of investment managers, has been delegated by the Foundation Trustees to its Investment Committee. Investments authorized by the Investment Committee include high quality, readily marketable equity and fixed income securities; other types of investments may be made with the prior approval of the Foundation Trustees.

The Foundation's investment portfolio consists of a number of investment pools in which a large number of individual funds (donor restricted endowment funds and funds functioning as endowment funds) participate in order to benefit from the diversification and economies of scale. The primary investment objective of the long-term investment portfolios is growth of principal sufficient to preserve purchasing power and to provide income to support current and future activities of the Foundation.

The Trustees have authorized a spending policy based on 4.25% of a thirteen quarter rolling market value of the funds, as discussed in Note 2.

Investments, including assets held under charitable trusts (collectively "Investments"), at March 31 are as follows:

	2021	2020
	Fair Value	Fair Value
Mutual funds	\$ 217,579,589	\$ 148,148,918
U.S. Government obligations	-	125,103
Municipal and corporate bonds	9,030	366,712
Common stocks	1,024,830	1,387,893
Limited partnerships	2,021,574	2,570,300
Total investments and assets held under charitable trusts	<u>\$ 220,635,024</u>	<u>\$ 152,598,925</u>

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

4. INVESTMENTS AND ASSETS HELD UNDER CHARITABLE TRUSTS: (CONTINUED)

At March 31, 2021 and 2020, approximately 99% and 98%, respectively, of investments are reported at fair value based on quoted market prices (level 1 investments - see Note 5). The remaining investments are reported at estimated fair value as determined by management based upon various valuation techniques developed by the general partners or investment managers. Because these investments are not readily marketable, their reported values are subject to additional uncertainty, and therefore values realized upon disposition may vary significantly from the currently reported amounts.

Investments are carried at fair value and are based on quoted market prices, except for certain alternative investments such as limited partnership interests, for which quoted market prices are not available (see Note 5).

The limited partnership agreements associated with the limited partnership investments have original termination dates ranging from December 2012 through December 2016 with extensions available at the discretion of the General Partner or consent of a majority of limited partners with transfers approved only by the discretion of these same parties. During the year ending March 31, 2020, Metropolitan Real Estate Partners was redeemed.

5. FAIR VALUE MEASUREMENTS:

A fair value hierarchy that prioritizes the inputs is used to measure fair value. An asset or liability's classification within the hierarchy is determined based on the lowest level input that is significant to the fair value measurement. This hierarchy prioritizes the inputs into three broad levels as follows:

- | | |
|---------|---|
| Level 1 | Quoted prices (unadjusted) in active markets for identical assets or liabilities. |
| Level 2 | Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. |
| Level 3 | Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. |

There were no changes in the valuation techniques during 2021.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

5. FAIR VALUE MEASUREMENTS: (CONTINUED)

Assets measured at fair value on a recurring basis at March 31 were as follows:

	Total 2021	Quoted Prices in Active Markets for Identical Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3
Mutual Funds				
Equity Index Funds	\$ 146,277,743	\$ 146,277,743	\$ -	\$ -
Bond Index Funds	30,866,080	30,866,080	-	-
Balanced Funds	195,492	195,492	-	-
Income Funds	27,342,892	27,342,892	-	-
Bond Funds	12,897,384	12,897,384	-	-
Bonds				
Corporate	9,030	-	9,030	-
Common Stocks				
Financial Services	157,211	157,211	-	-
Consumer Goods	186,370	186,370	-	-
Industrials	190,454	190,454	-	-
Health Care	158,589	158,589	-	-
Materials	52,784	52,784	-	-
Technology	184,879	184,879	-	-
Telecommunications	74,364	74,364	-	-
Utilities	20,179	20,179	-	-
Alternative Investments				
Private Equity Venture Capital	1,280,345	-	-	1,280,345
Natural Resources	644,204	-	-	644,204
Real Estate	97,025	-	-	97,025
TOTALS	\$ 220,635,024	\$ 218,604,420	\$ 9,030	\$ 2,021,574
Liabilities				
Liabilities under unitrust agreement	\$ 1,585,465	\$ -	\$ -	\$ 1,585,465

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

5. FAIR VALUE MEASUREMENTS: (CONTINUED)

	Total 2020	Quoted Prices in Active Markets for Identical Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3
Mutual Funds				
Equity Index Funds	\$ 84,039,067	\$ 84,039,067	\$ -	\$ -
Bond Index Funds	33,905,486	33,905,486	-	-
Growth Funds	2,880,550	2,880,550	-	-
Balanced Funds	159,514	159,514	-	-
Income Funds	18,021,030	18,021,030	-	-
Bond Funds	9,143,271	9,143,271	-	-
US Government Obligations	125,103	125,103	-	-
Municipal and Corporate Bonds				
Municipal	25,279	25,279	-	-
Corporate	341,434	341,434	-	-
Common Stocks				
Energy	7,305	7,305	-	-
Financial Services	124,252	124,252	-	-
Consumer Goods	304,056	304,056	-	-
Industrials	126,818	126,818	-	-
Health Care	178,898	178,898	-	-
Materials	74,334	74,334	-	-
Technology	325,934	325,934	-	-
Telecommunications	176,772	176,772	-	-
Utilities	42,608	42,608	-	-
Real Estate	26,915	26,915	-	-
Limited Partnerships				
Private Equity Venture Capital	1,203,336	38,821	-	1,164,515
Natural Resources	816,739	88,637	-	728,102
Real Estate	550,224	25,797	-	524,427
TOTALS	<u>\$ 152,598,925</u>	<u>\$ 150,181,881</u>	<u>\$ -</u>	<u>\$ 2,417,044</u>
Liabilities				
Liabilities under unitrust agreement	<u>\$ 1,551,356</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,551,356</u>

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

5. FAIR VALUE MEASUREMENTS: (CONTINUED)

Mutual funds, common stocks, and U.S. Government obligations

Valued at closing price reported on the active market on which the individual securities are traded.

Municipal and corporate bonds

Valued using pricing models maximizing the use of observable inputs for similar securities. This includes basing value on yields currently available on comparable securities of issuers with similar credit ratings. When quoted prices are not available for identical or similar bonds, those corporate bonds are valued under a discounted cash flow approach that maximizes observable inputs, such as current yields or similar instruments, but includes adjustments for certain risks that may not be observable, such as credit and liquidity risks.

Limited partnerships

Underlying investments are valued at the closing prices reported on the active market on which the individual securities are traded. Included in the portfolios are securities that are not actively or frequently traded, and for which public information can be minimal or not available. When market quotations are not readily available, portfolio securities are valued at their net asset value as determined in good faith under procedures established by and under the general supervision of the trustee or the investment manager.

Level 3 fair value measurements

There were no limited partnership purchases for the years ended March 31, 2021 and 2020. Settlements for the years ended March 31, 2021 and 2020 were \$0 and \$1,330, respectively. New agreements for liabilities under unitrust agreements were \$118,101 and \$0 for the years ended March 31, 2021 and 2020, respectively. Terminations of agreements for liabilities under unitrust agreements were \$259,226 and \$30,596 for the years ended March 31, 2021 and 2020, respectively.

The following table describes the valuation techniques used for fair value measurements for liabilities in Level 3 of the fair value hierarchy.

Quantitative Information about Level 3 Fair Value Measurements

	<u>Fair Value at March 31, 2021</u>	<u>Valuation Techniques</u>	<u>Unobservable Inputs</u>	<u>Range (Weighted Average)</u>
Liabilities under Unitrust Agreements	\$ 1,585,465	Present value based on life expectancies	Present value	4.5% - 9.9%

Quantitative Information about Level 3 Fair Value Measurements

	<u>Fair Value at March 31, 2020</u>	<u>Valuation Techniques</u>	<u>Unobservable Inputs</u>	<u>Range (Weighted Average)</u>
Liabilities under Unitrust Agreements	\$ 1,551,356	Present value based on life expectancies	Present value	4.5% - 9.9%

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

6. NOTES RECEIVABLE:

The Foundation has a note receivable of \$271,751 at March 31, 2021 and 2020 due for collection on January 15, 2024. Interest only is receivable quarterly at 6%.

A note receivable in the amount of \$60,000 was owed to the Foundation from the Franklin Land Trust. The note accrued interest at 1.8% for the first six months, prime less ½% for the following 12 months and prime thereafter. The balance of the note was \$0 and \$60,000 at March 31, 2021 and 2020, respectively.

7. LOANS RECEIVABLE:

Loans receivable at March 31 are as follows:

	<u>2021</u>	<u>2020</u>
Loans receivable	\$ 3,233,615	\$ 3,336,978
Less: Reserve for uncollectable loans	<u>(349,230)</u>	<u>(337,035)</u>
	<u>\$ 2,884,385</u>	<u>\$ 2,999,943</u>

The loans, primarily advances to students, are unsecured and non-interest bearing with collection periods of up to five years.

8. PROPERTY AND EQUIPMENT:

Property and equipment at March 31 are as follows:

	<u>2021</u>	<u>2020</u>
Computer, equipment and furniture	\$ 196,698	\$ 140,797
Leasehold improvements	<u>61,632</u>	<u>61,632</u>
	258,330	202,429
Less: Accumulated depreciation	<u>(93,006)</u>	<u>(63,500)</u>
	<u>\$ 165,324</u>	<u>\$ 138,929</u>

Depreciation expense was \$29,505 and \$17,937 for the years ended March 31, 2021 and 2020, respectively.

9. LEASE COMMITMENT:

The Foundation leases office space under an agreement which expires on March 31, 2027. Rent expense was \$101,540 and \$102,375 for the years ended March 31, 2021 and 2020, respectively.

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2021 AND 2020

The following is a schedule of future minimum lease payments excluding building and maintenance costs:

Year ending March 31,	
2022	\$ 100,581
2023	108,318
2024	108,318
2025	108,318
2026	108,318
Thereafter	<u>108,318</u>
Total future minimum lease payments	<u>\$ 642,171</u>

10. EMPLOYEE BENEFIT PLAN:

The Foundation has a defined contribution 401(k) Profit Sharing Plan. All full time employees completing one year of service are eligible to participate through voluntary tax deferred contributions. The Foundation contributes 7% of each eligible participant's annual gross salary and matches up to 2% of any voluntary contributions. The plan expense was \$110,323 and \$132,237 for the years ended March 31, 2021 and 2020, respectively.

11. RELATED PARTY TRANSACTION:

Certain Trustees are distribution advisors to various funds held by the Foundation. The Foundation also receives contributions from Trustees. Total donations from Trustees were \$695,649 and \$482,737 in 2021 and 2020, respectively.

12. NET ASSETS:

Net assets without donor restrictions include certain amounts that the Trustees have designated as a reserve for operations. Net assets without donor restrictions as of March 31 are comprised of the following:

	<u>2021</u>	<u>2020</u>
Designated by the Trustees for:		
Operating reserves	\$ 221,379	\$ 220,807
Quasi-endowment	1,406,158	1,029,424
Undesignated	<u>51,079,816</u>	<u>34,600,562</u>
	<u>\$ 52,707,353</u>	<u>\$ 35,850,793</u>

Net assets with donor restrictions as of March 31 are comprised of the following:

	<u>2021</u>	<u>2020</u>
Colgan and Sutton Annen loan funds	\$ 10,828,101	\$ 8,202,639
Gifts restricted to particular purposes	137,436,881	93,874,815
Funds held in perpetuity	<u>6,216,075</u>	<u>6,216,075</u>
	<u>\$ 154,481,057</u>	<u>\$ 108,293,529</u>

COMMUNITY FOUNDATION OF WESTERN MASSACHUSETTS

NOTES TO FINANCIAL STATEMENTS MARCH 31, 2021 AND 2020

During the years ended March 31, 2021 and 2020 net assets released from restrictions to support the Foundation's activities, as follows:

	<u>2021</u>		<u>2020</u>
Qualifying grant expenditures	\$ 5,906,371	\$	5,549,449

13. CONCENTRATIONS AND CREDIT RISKS:

During 2021, there were two donors who made 34% of total contributions. During 2020, there was one donor who made 73% of total contributions.

The Foundation maintains its cash balances at various banks and other financial institutions. Cash balances at banks are insured by the Federal Deposit Insurance Corporation ("FDIC") up to \$250,000. At various times during the year, the cash balances may exceed the insured amount. At March 31, 2021 and 2020, the Foundation had \$3,892,818 and \$2,149,481 in excess of the FDIC insurance limit, respectively. The Foundation has not experienced any losses on these accounts. The Foundation believes it is not exposed to any significant credit risk on cash and money market accounts.

14. SUBSEQUENT EVENTS:

Management has evaluated subsequent events through August 20, 2021, the date which the financial statements were available to be issued.

15. CONDITIONAL GRANT:

The Foundation was awarded a conditional grant to implement the ValleyCreates Initiative which promotes better connections among artists and art organizations. At March 31, 2021, the Foundation has \$302,379 remaining for this grant award. Revenue from this grant will be recorded when the conditions are met.

16. COMMITMENTS AND CONTINGENCIES:

In early 2020, an outbreak of a novel strain of coronavirus (COVID-19) emerged globally. As a result, events have occurred including mandates from federal, state and local authorities leading to an overall decline in economic activity. As of March 31, 2021, there was no significant impact to the Foundation's operations. However, the Foundation is not able to reliably estimate the length or severity of this outbreak. If the length of the outbreak and related effects on the Foundation's operations continues for an extended period of time, there could be a loss of revenue and other material adverse effects to the Foundation's financial position, results of operations and cash flows.



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