



EAST TENNESSEE STATE
UNIVERSITY

2017-2018 Financial Report



EAST TENNESSEE STATE UNIVERSITY

Financial Report

For Year Ended June 30, 2018

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EAST TENNESSEE STATE
UNIVERSITY
Office of the President

December 6, 2018

Mr. Scott Niswonger, Chair
East Tennessee State University Board of Trustees
P.O. Box 70734
Johnson City, TN 37614

Dear Mr. Niswonger:

Enclosed herewith is the Annual Financial Report of East Tennessee State University for the fiscal year ending June 30, 2018.

Sincerely,

A handwritten signature in black ink that reads "Brian E. Noland".

Dr. Brian E. Noland
President



December 6, 2018

Dr. Brian E. Noland, President
East Tennessee State University
Box 70734
Johnson City, TN 37614

Dear Dr. Noland:

Transmitted herewith is the Annual Financial Report of East Tennessee State University for the fiscal year ending June 30, 2018.

This report has been prepared in accordance with the generally accepted accounting principles as provided by the Governmental Accounting Standards Board with other appropriate agencies.

The financial report is unaudited. The most recent audit covered the year ending June 30, 2017, for which an audit report has been issued. The University received an unqualified opinion on that report.

Sincerely,



B. J. King, CFO

enclosure

EAST TENNESSEE STATE UNIVERSITY

2018 Management's Discussion and Analysis

This section of East Tennessee State University's annual financial report presents a discussion and analysis of the financial performance of the university during the fiscal year ended June 30, 2018, with comparative information presented for the fiscal year ended June 30, 2017. This discussion has been prepared by management along with the financial statements and related note disclosures and should be read in conjunction with the financial statements and notes. The financial statements, notes, and this discussion are the responsibility of management.

The university has two discretely presented component units, the East Tennessee State University Foundation and the Medical Education Assistance Corporation (MEAC). More detailed information about the university's component units is presented in Note 24 to the financial statements. This discussion and analysis focuses on the university and does not include the foundation or MEAC.

Overview of the Financial Statements

The financial statements have been prepared in accordance with generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board (GASB), which establishes standards for external financial reporting for public colleges and universities. The financial statements are presented on a consolidated basis to focus on the university as a whole. The full scope of the university's activities is considered to be a single business-type activity, and accordingly, is reported within a single column in the basic financial statements.

The university's financial report includes the statement of net position, the statement of revenues, expenses, and changes in net position, and the statement of cash flows. Notes to the financial statements are also presented to provide additional information that is essential to a full understanding of the financial statements.

The Statement of Net Position

The statement of net position is a point in time financial statement. The statement of net position presents the financial position of the university at the end of the fiscal year. To aid the reader in determining the university's ability to meet immediate and future obligations, the statement includes all assets, liabilities, deferred outflows/inflows of resources, and net position of the university and segregates the assets and liabilities into current and noncurrent components. Current assets are those that are available to satisfy current liabilities, inclusive of assets that will be converted to cash within one year. Current liabilities are those that will be paid within one year. The statement of net position is prepared under the accrual basis of accounting; assets and liabilities are recognized when goods or services are provided or received despite when cash is actually exchanged.

From the data presented, readers of the statement are able to determine the assets available to continue the operations of the university. They are also able to determine how much the university

owes vendors, lenders, and others. Net position represents the difference between the university's assets and liabilities, along with the difference between deferred outflows and deferred inflows of resources, and is one indicator of the university's current financial condition.

The statement of net position also indicates the availability of net position for expenditure by the university. Net position is divided into three major categories. The first category, net investment in capital assets, represents the university's total investment in property, plant, and equipment, net of outstanding debt obligations related to these capital assets. To the extent debt or deferred inflows of resources has been incurred but not yet expended for capital assets, such amounts are not included. The next category is restricted net position, which is sub-divided into two categories, nonexpendable and expendable. Nonexpendable restricted net position includes endowment and similar resources whose use is limited by donors or other outside sources and, as a condition of the gift, the principal is to be maintained in perpetuity. Expendable restricted net position is available for expenditure by the university but must be spent for purposes as determined by donors and/or external entities that have placed time or purpose restrictions on the use of the resources. The final category is unrestricted net position. Unrestricted net position is available to the university for any lawful purpose of the university.

The following table summarizes the university's assets, liabilities, deferred outflows/inflows, and net position at June 30, 2018, and June 30, 2017.

	Summary of Net Position (in thousands of dollars)	
	2018	2017
Assets:		
Current assets	\$ 52,370	\$ 44,012
Capital assets, net	327,309	310,444
Other assets	142,401	140,369
Total Assets	522,080	494,825
 Deferred Outflows of Resources		
Deferred loss on debt refunding	6,129	6,240
Deferred outflows related to pensions	20,355	20,457
Deferred outflows related to OPEB	1,830	-
Total Deferred Outflows	28,314	26,697
 Liabilities:		
Current liabilities	49,238	50,609
Noncurrent liabilities	231,202	217,293
Total Liabilities	280,440	267,902

Deferred Inflows of Resources		
Deferred gain on debt refunding	88	-
Deferred inflows related to pensions	1,226	2,075
Deferred inflows related to OPEB	1,061	-
Total Deferred Inflows	2,375	2,075

Net Position:

Net investment in capital assets	181,256	168,704
Restricted – expendable	24,389	8,773
Unrestricted	61,934	74,068
Total Net Position	\$267,579	\$251,545

Comparison of fiscal year 2018 to fiscal year 2017

- ◆ Current assets increased from 2017 to 2018 due to an increase in accounts receivable related to the construction of the Martin Fine Arts Center.
- ◆ Capital assets, net of depreciation, increased due to the completion of the data center as well as construction of the William B. Greene Jr. Stadium.
- ◆ Current liabilities decreased from 2017 to 2018 due to decreases in accrued liabilities for ongoing construction projects including the new Football Stadium.
- ◆ In 2018, noncurrent liabilities increased due to an increase in net OPEB obligation.
- ◆ Net invested in capital assets increased due to the completion of the football stadium and beginning construction of the Martin Fine Arts Center in 2018.
- ◆ Unrestricted net assets decreased due to a change of accounting principle for the reporting of OPEB.
- ◆ Restricted expendable net position increased with increases in balances held for capital projects, primarily the fine arts center.

The Statement of Revenues, Expenses, and Changes in Net Position

The statement of revenues, expenses, and changes in net position presents the results of operations for the fiscal year. Revenues and expenses are recognized when earned or incurred, regardless of when cash is received. The statement indicates whether the university's financial condition has improved or deteriorated during the fiscal year. The statement presents the revenues received by the university, both operating and nonoperating, and the expenses paid by the university, operating and nonoperating, and any other revenues, expenses, gains, or losses received or spent by the university.

Generally speaking, operating revenues are received for providing goods and services to the various customers and constituencies of the university. Operating expenses are those expenses paid to acquire or produce the goods and services provided in return for the operating revenues, and to carry out the mission of the university. Nonoperating revenues are revenues received for which goods and services are not provided directly to the payor. Although East Tennessee State University is dependent upon state appropriations and gifts to fund educational and general operations, under GASB standards these funding sources are reported as nonoperating revenues, as is investment income. As a result, the university has historically reported an excess of operating expenses over operating revenues, resulting in an operating loss. Therefore, the “increase in net position” is more indicative of overall financial results for the year.

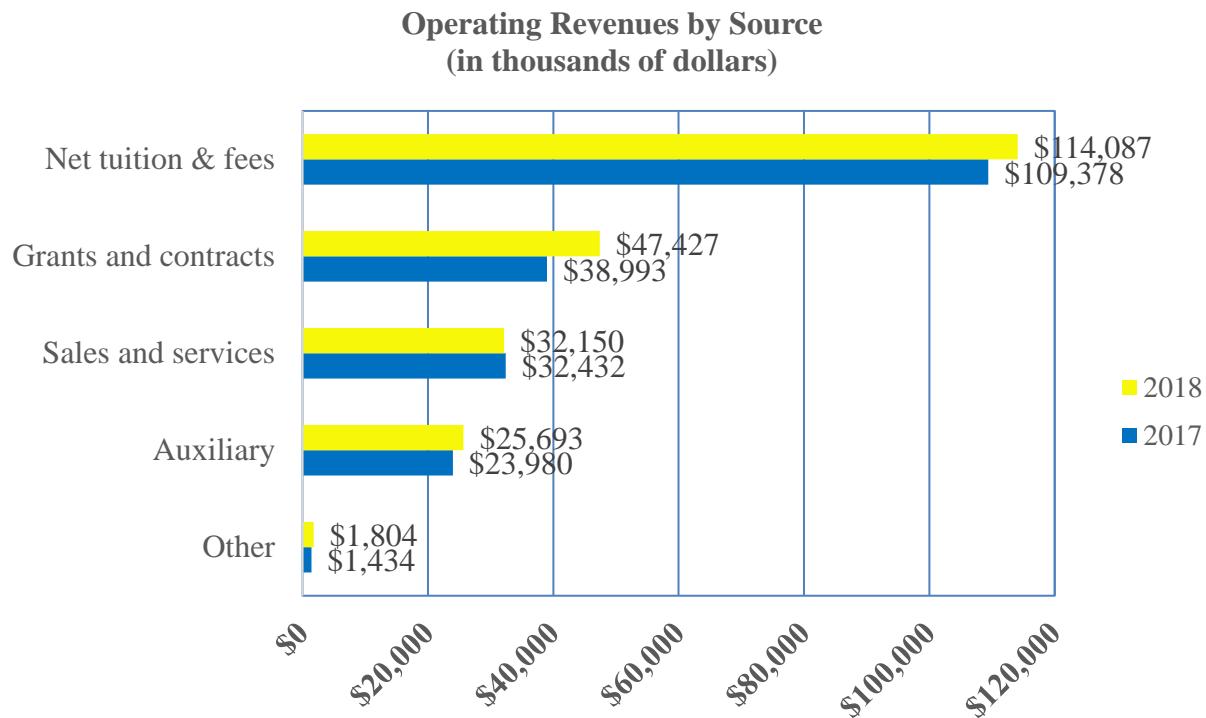
A summary of the university’s revenues, expenses, and changes in net position for the year ended June 30, 2018, and June 30, 2017, follows.

**Summary of Revenues, Expenses, and Changes in Net Position
(in thousands of dollars)**

	<u>2018</u>	<u>2017</u>
Operating revenues	\$ 221,161	\$ 206,218
<u>Operating expenses</u>	<u>365,927</u>	<u>342,235</u>
Operating loss	(144,766)	(136,017)
<u>Nonoperating revenues and expenses</u>	<u>156,597</u>	<u>142,620</u>
Income (loss) before other revenues, expenses, gains, or losses	11,831	6,603
Other revenues, expenses, gains, or losses	18,478	13,322
Increase (decrease) in net position	30,309	19,925
Net position at beginning of year	251,544	231,619
Cumulative effect of change in accounting principle	(13,323)	-
Prior Period Adjustment	(951)	-
Net position at beginning of year restated	237,270	-
Net position at end of year	\$ 267,579	\$ 251,544

Operating Revenues

The following summarizes the operating revenues by source that were used to fund operating activities for the last two fiscal years:



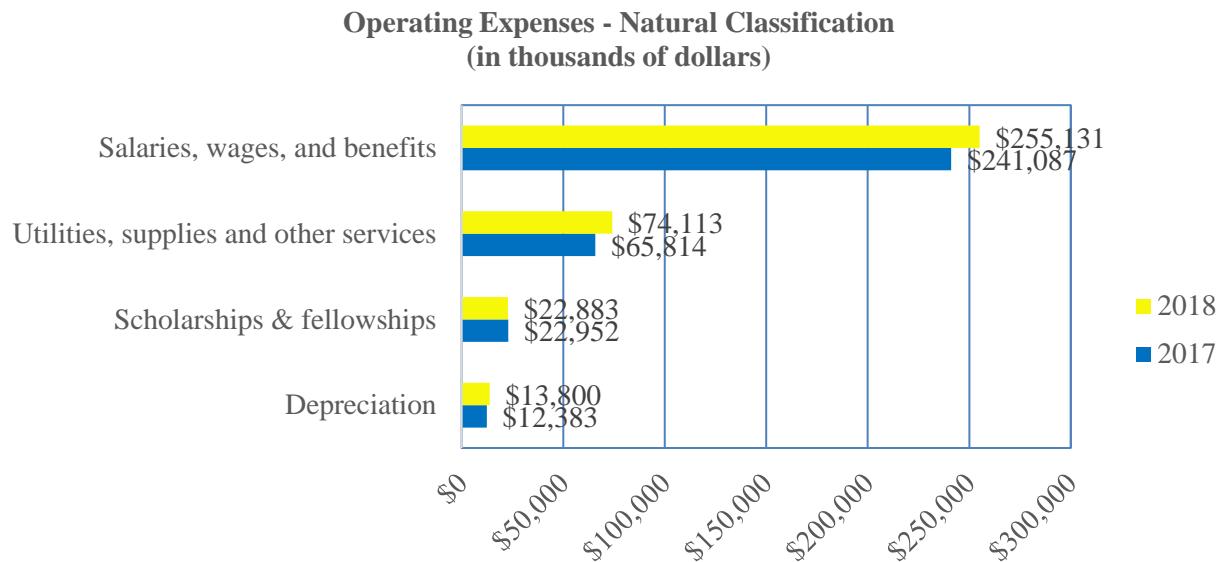
Comparison of FY 2018 to FY 2017

- ◆ Tuition and fees increased in 2018 due to an average 3.97% maintenance and mandatory fee increase and increases in other non-mandatory fees, less discounts for tuition and fees offered to eligible students and reported as a scholarship allowance in the financial statements.
- ◆ Grants and contracts increased due to increases in non-governmental grants and contracts including a grant for outpatient drug programs.
- ◆ Sales and services decreased slightly from 2017 to 2018 due to a slight decrease in athletic ticket sales.
- ◆ Auxiliaries and other operating revenues increased due to an increase in campus housing and food service revenue.

Operating Expenses

Operating expenses may be reported by nature or function. The university has chosen to report the expenses in their natural classification on the statement of revenues, expenses, and changes in

net position and has displayed the functional classification in the notes to the financial statements. The following summarizes the operating expenses by natural classifications for the last two fiscal years:



Comparison of FY 2018 to FY 2017

- ◆ Salaries, wages and benefits increased in fiscal year 2018 due to a 2% across the board pay increase, 1% equity pay increase, and 7% increase in cost for health insurance and other employee benefits.
- ◆ Operating expenses increased with maintenance and repairs services as well as increases in professional and administrative services.
- ◆ Scholarships remained relatively unchanged from 2017 to 2018.
- ◆ Depreciation increased due to the completion of the football stadium.

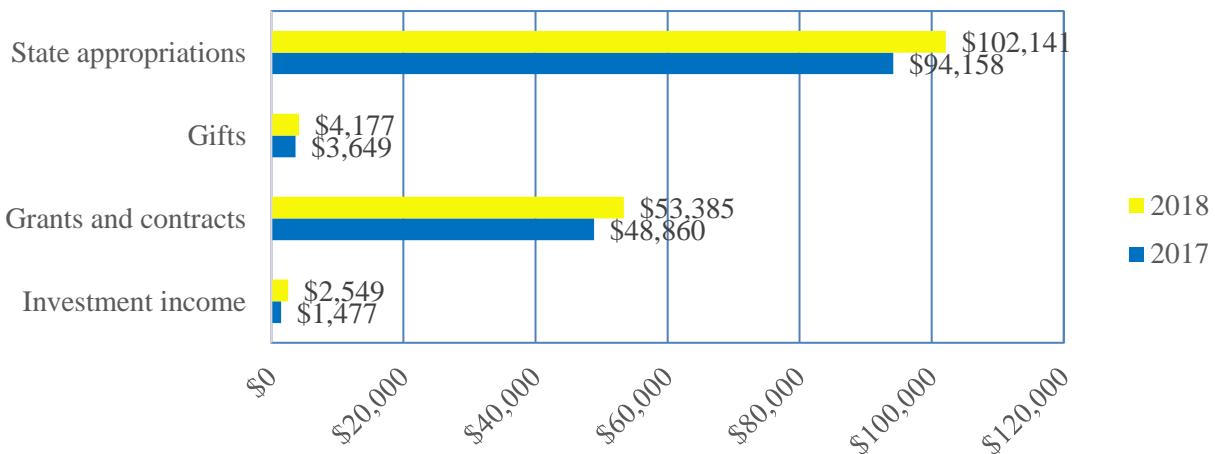
Nonoperating Revenues and Expenses

Certain revenue sources that the university relies on to provide funding for operations, including state noncapital appropriations, certain gifts and grants, and investment income, are defined by the GASB as nonoperating. Nonoperating expenses include capital financing costs and other costs related to capital assets. The following summarizes the university's nonoperating revenues and expenses for the last two fiscal years:

Nonoperating Revenues (Expenses)
(in thousands of dollars)

	2018	2017
State appropriations	\$ 102,141	\$ 94,158
Gifts	4,177	3,649
Grants and contracts	53,385	48,860
Investment income	2,549	1,477
Interest on capital asset-related debt	(5,300)	(5,481)
Bond issuance costs	(121)	(40)
Other non-operating expenses	(234)	(3)
Total nonoperating revenues/(expenses)	\$ 156,597	\$ 142,620

Nonoperating Revenues (Expenses)
(in thousands of dollars)



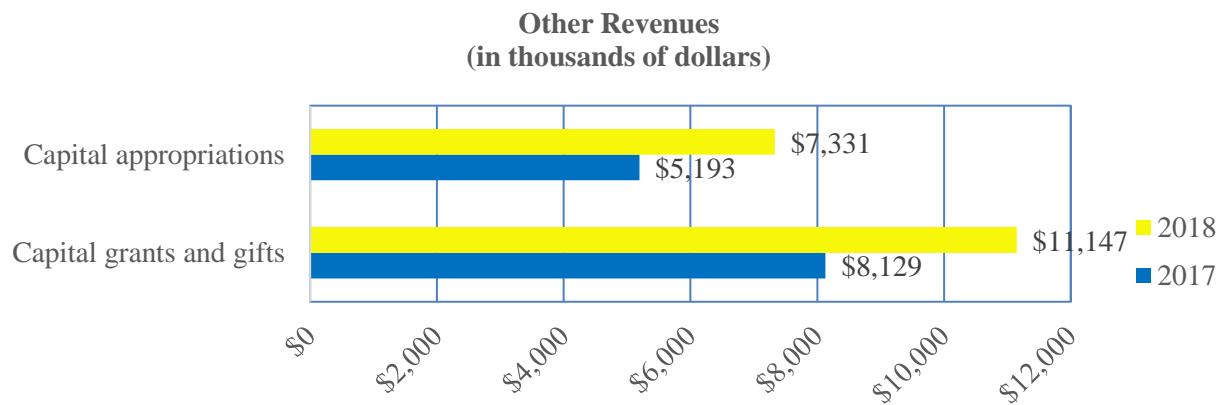
Comparison of FY 2018 to FY 2017

- ◆ State appropriations increased in fiscal year 2018 as state government revenues continue to trend up.
- ◆ Nonoperating gifts increased slightly from 2017 to 2018 due to an increase in gifts from the ETSU Foundation.
- ◆ Nonoperating grants and contracts increased from 2017 to 2018 in federal and state grants.
- ◆ Investment income increased due to increases in rates of return for investments.

Other Revenues

This category is composed of State appropriations for capital purposes, capital grants and gifts, and additions to permanent endowments. These amounts were as follows for the last two fiscal years:

Other Revenues (in thousands of dollars)	2018	2017
Capital appropriations	\$ 7,331	\$ 5,193
Capital grants and gifts	11,147	8,129
Total other revenues	\$ 18,478	\$ 13,322



Comparison of FY 2017 to FY 2018

- ◆ Capital appropriations increased from 2017 to 2018 due to an increase in unexpended state appropriations for capital projects including powerhouse boiler and roof replacements.
- ◆ Capital gifts and grants increased due to gift for the Martin Find Arts Center that was recorded during 2018.

Capital Assets and Debt Administration

Capital Assets

East Tennessee State University had \$327 million invested in capital assets, net of accumulated depreciation of \$245 million at June 30, 2018; and \$310 million invested in capital assets, net of accumulated depreciation of \$232 million at June 30, 2017. Depreciation charges totaled \$13.8 million for the year ended June 30, 2018, and \$12.4 million for year ended June 30, 2017.

Summary of Capital Assets, Net of Depreciation (in thousands of dollars)

	2018	2017
Land	\$ 18,021	\$ 18,021
Land improvements & infrastructure	43,091	22,076
Buildings	223,833	228,420
Equipment	11,642	12,531
Library holdings	326	269
Intangible assets	-	36
Art and historical collections	24	24
Projects in progress	30,372	29,067
Total	\$327,309	\$310,444

- ◆ Capital assets, net of depreciation, increased from 2017 to 2018 due to the completion of the football stadium and Johnson City Day Center.

At June 30, 2018, outstanding commitments under construction contracts totaled \$123 million for various renovations and repairs of buildings and infrastructure including commitments for Fine Arts Building, D.P Culp renovation and Lamb Hall renovations. Future state capital outlay appropriations will fund \$52 million of these costs including \$25 million for Fine Arts Building.

More detailed information about the university's capital assets is presented in Note 6 to the financial statements.

Debt

The university had \$156 and \$152 million in debt outstanding at June 30, 2018, and June 30, 2017, respectively. The table below summarizes these amounts by type of debt instrument.

Schedule of Outstanding Debt
(in thousands of dollars)

	2018	2017
Revolving Credit Facility	\$ 9,362	\$ 16,085
Bonds	129,040	121,863
Unamortized Bond Premiums	17,572	14,716
Total	\$155,974	\$152,664

The TSSBA has issued bonds with interest rates ranging from .65% to 5% due 2047 on behalf of East Tennessee State University. The university is responsible for the debt service of these bonds. The current portion of the \$129 million bonds outstanding at June 30, 2018, is \$6 million.

The ratings on debt issued by the Tennessee State School Bond Authority at June 30, 2018, were as follows:

Fitch	AA+
Moody's Investor Service	Aa1
Standard & Poor's	AA

More information about the university's long-term liabilities is presented in Note 9 to the financial statements.

Economic Factors That Will Affect the Future

The economic outlook for the State of Tennessee continued to improve for fiscal year 2018. There are concerns at the state that economic factors may decline in the next year or two. ETSU administration continues to look for areas to generate additional revenue or reduce cost.

The university continues the process of implementing compliance with the Focus on College and University Success (Focus) Act. The local board has been established and is meeting routinely. The Tennessee Higher Education Commission has established procedures for coordination of budget and capital management. The university has begun the formal severance process from the Board of Regents for capital projects and completed severance for procurement management.

We are not aware of any other factors, decisions, or conditions that are expected to have a significant impact on the financial position or results of operations during the fiscal year.

East Tennessee State University
Unaudited Statement of Net Position
June 30, 2018

	ETSU	ETSU Foundation	MEAC
ASSETS			
Current assets:			
Cash and cash equivalents (Notes 2 and 24)	\$ 19,626,304.76	\$ 1,590,053.04	\$ 8,234,967.00
Short-term investments (Note 24)	26,440,686.30	-	7,133,101.00
Accounts, notes, and grants receivable (net) (Notes 5 and 24)	3,871,665.54	-	4,062,442.00
Due from primary government	226,229.92	-	-
Due from component unit	174,636.30	-	-
Inventories (at lower of cost or market)	752,645.05	-	411,211.00
Prepaid expenses	1,260,155.94	48,855.22	-
Accrued interest receivable	17,561.70	-	-
Other assets	52,369,885.51	1,638,908.26	19,841,721.00
Total current assets	<u>52,369,885.51</u>	<u>1,638,908.26</u>	<u>19,841,721.00</u>
Noncurrent assets:			
Cash and cash equivalents (Notes 2 and 24)	75,663,367.09	7,272,742.52	-
Investments (Notes 3, 4 and 24)	62,353,910.00	91,145,837.05	4,128,937.00
Accounts, notes, and grants receivable (net) (Note 5)	3,949,479.15	-	-
Net pension asset (Note 11)	434,336.00	-	-
Pledges receivable (net) (Notes 24)	-	5,021,773.76	-
Capital assets (net) (Notes 6 and 24)	327,308,903.73	12,000.00	5,329,168.00
Other assets	-	12,117.66	7,450.00
Total noncurrent assets	<u>469,709,995.97</u>	<u>103,464,470.99</u>	<u>9,465,555.00</u>
Total assets	<u>\$ 522,079,881.48</u>	<u>\$ 105,103,379.25</u>	<u>\$ 29,307,276.00</u>
DEFERRED OUTFLOWS OF RESOURCES			
Deferred loss on debt refunding	\$ 6,129,009.31	\$ -	\$ -
Deferred outflows related to OPEB (Note 12)	1,829,831.00	-	-
Deferred outflows related to pensions (Note 11)	20,355,000.00	-	-
Total deferred outflows of resources	<u>\$ 28,313,840.31</u>	<u>\$ -</u>	<u>\$ -</u>
LIABILITIES			
Current liabilities:			
Accounts payable (Notes 8 and 24)	\$ 5,354,039.61	\$ 65,531.93	\$ 532,705.00
Accrued liabilities	10,550,685.44	-	2,874,585.00
Due to primary government	655,362.46	71,169.92	155,060.00
Student deposits	484,753.51	-	-
Unearned revenue	18,690,062.59	-	-
Compensated absences (Notes 9 and 24)	3,560,541.64	-	139,273.00
Accrued interest payable	1,076,743.71	-	-
Long-term liabilities, current portion (Note 9)	4,816,438.68	-	-
Deposits held in custody for others	2,219,846.32	-	215,828.00
Other liabilities	-	-	629,659.00
Total current liabilities	<u>47,408,473.96</u>	<u>136,701.85</u>	<u>4,547,110.00</u>
Noncurrent liabilities:			
Net OPEB obligation (Note 12)	27,614,178.00	-	-
Net pension liability (Note 11)	37,826,081.00	-	-
Compensated absences (Notes 9 and 24)	10,229,851.62	-	557,092.00
Long-term liabilities (Note 9)	151,158,567.81	-	-
Due to grantors (Note 9)	6,203,051.13	-	-
Total noncurrent liabilities	<u>233,031,729.56</u>	<u>-</u>	<u>557,092.00</u>
Total liabilities	<u>\$ 280,440,203.52</u>	<u>\$ 136,701.85</u>	<u>\$ 5,104,202.00</u>
DEFERRED INFLOWS OF RESOURCES			
Deferred gain on debt refunding	\$ 87,690.01	\$ -	\$ -
Deferred inflows related to OPEB (Note 12)	1,061,117.00	-	-
Deferred inflows related to pensions (Note 11)	1,225,963.00	-	-
Total deferred inflows of resources	<u>\$ 2,374,770.01</u>	<u>\$ -</u>	<u>\$ -</u>
NET POSITION			
Net investment in capital assets	\$ 181,256,391.97	\$ 12,000.00	\$ 5,329,168.00
Restricted for:			
Nonexpendable:			
Scholarships and fellowships	-	46,514,302.06	-
Research	-	718,016.37	-
Instructional department uses	-	5,902,769.59	-
Other	-	3,716,319.08	-
Expendable:			
Scholarships and fellowships	272,128.26	17,802,618.39	-
Research	394,925.82	443,814.76	-
Instructional department uses	347,884.56	5,305,786.88	-
Loans	614,160.11	-	-
Capital projects	10,026,924.68	3,460,376.32	-
Debt service	9,677,469.67	-	-
Pensions	434,336.00	-	-
Other	2,620,987.16	17,143,744.27	-
Unrestricted	61,933,540.03	3,946,929.68	18,873,906.00
Total net position	<u>\$ 267,578,748.26</u>	<u>\$ 104,966,677.40</u>	<u>\$ 24,203,074.00</u>

The notes to the financial statements are integral part of this statement.

East Tennessee State University
Unaudited Statement of Revenues, Expenses, and Changes in Net Position
For the Year Ended June 30, 2018

	ETSU	ETSU Foundation	MEAC
REVENUES			
Operating revenues:			
Student tuition and fees (Note 13)	\$ 114,086,647.40	\$ -	\$ -
Gifts and contributions	- -	4,693,511.84	- -
Governmental grants and contracts	28,302,520.82	- -	317,072.00
Non-governmental grants and contracts	19,124,801.40	- -	- -
Sales and services of educational activities	21,822,581.68	- -	- -
Sales and services of other activities	10,327,258.68	- -	- -
Patient Charges	- -	- -	40,548,235.00
Auxiliary enterprises:			
Residential life (net of scholarship allowance of \$271,477.72; all residential life revenues are used as security for revenue bonds, see Note 10)	14,537,691.72	- -	- -
Bookstore	295,510.95	- -	- -
Food service (all food service revenues are	6,783,960.96	- -	- -
Wellness facility (all wellness facility revenues are	1,612,005.68	- -	- -
Other auxiliaries	2,464,090.84	- -	- -
Interest earned on loans to students	213,412.29	- -	- -
Other operating revenues, foundation revenues including \$777,565.00 from MEAC	1,590,959.94	4,446,340.25	851,747.00
Total operating revenues	<u>221,161,442.36</u>	<u>9,139,852.09</u>	<u>41,717,054.00</u>
EXPENSES			
Operating Expenses (Note 17)			
Salaries and wages	184,439,575.46	- -	28,556,656.00
Benefits	70,691,062.08	- -	2,626,048.00
Utilities, supplies, and other services	74,113,283.79	3,304,226.36	6,754,216.00
Scholarships and fellowships	22,883,001.15	2,518,593.09	- -
Depreciation expense	13,800,368.14	49,400.00	435,918.00
Payments to or on behalf of ETSU (Note 20)	- -	3,571,470.72	- -
Total operating expenses	<u>365,927,290.62</u>	<u>9,443,690.17</u>	<u>38,372,838.00</u>
Operating income (loss)	<u>(144,765,848.26)</u>	<u>(303,838.08)</u>	<u>3,344,216.00</u>
NONOPERATING REVENUES (EXPENSES)			
State appropriations	102,141,245.01	- -	- -
Gifts, including \$2,128,000.51 from ETSU Foundation and \$2,529,865.00 from MEAC	4,176,513.81	- -	- -
Grants and contracts	53,385,386.30	- -	- -
Investment income (net of investment expense for the component units of \$244,647.00)	2,549,330.59	5,387,558.04	95,145.00
Interest on capital asset-related debt	(5,139,338.39)	- -	- -
Interest on noncapital debt	(161,500.30)	- -	- -
Bond issuance costs	(120,933.97)	- -	- -
Payments to or on behalf of ETSU or ETSU Foundation	- -	- -	(3,307,430.00)
Other non-operating revenues/(expenses)	<u>(234,040.69)</u>	<u>- -</u>	<u>123,060.00</u>
Net nonoperating revenues	<u>156,596,662.36</u>	<u>5,387,558.04</u>	<u>(3,089,225.00)</u>
Income before other revenues, expenses gains, or losses	11,830,814.10	5,083,719.96	254,991.00
Capital appropriations	7,330,653.98	- -	- -
Capital grants and gifts, including \$1,443,470.21 from ETSU Foundation	11,147,847.47	- -	- -
Additions to permanent endowments	- -	1,666,334.43	- -
Total other revenues	18,478,501.45	1,666,334.43	- -
Increase (decrease) in net position	<u>30,309,315.55</u>	<u>6,750,054.39</u>	<u>254,991.00</u>
NET POSITION			
Net position -beginning of year	\$ 251,544,503.19	\$ 98,216,623.01	\$ 23,948,083.00
Cumulative effect of change in accounting principle (Note 22)	<u>(13,324,216.35)</u>	<u>- -</u>	<u>- -</u>
Net position -beginning of year restated	238,220,286.84	98,216,623.01	23,948,083.00
Prior period adjustment (Note 21)	<u>(950,854.13)</u>	<u>- -</u>	<u>- -</u>
Net position - end of year	<u>\$ 267,578,748.26</u>	<u>\$ 104,966,677.40</u>	<u>\$ 24,203,074.00</u>

The notes to the financial statements are integral part of this statement.

East Tennessee State University
Unaudited Statement of Cash Flows
for the Year Ended June 30, 2018

CASH FLOWS FROM OPERATING ACTIVITIES

Tuition and fees	\$ 114,390,106.27
Grants and contracts	38,626,030.58
Sales and services of educational activities	20,436,302.89
Sales and services of other activities	10,327,258.68
Payments to suppliers and vendors	(71,732,125.19)
Payments to employees	(181,260,520.72)
Payments for benefits	(71,603,207.29)
Payments for scholarships and fellowships	(22,890,635.03)
Loans issued to students	(207,284.40)
Collection of loans from students	1,177,822.54
Interest earned on loans to students	127,273.18
Funds received for deposits held for others	5,875,728.18
Funds dispersed for deposits held for others	(5,942,091.72)
Auxiliary enterprise charges:	
Residence halls	14,341,352.84
Bookstore	301,286.78
Food services	6,756,346.12
Wellness facility	1,612,005.68
Other auxiliaries	2,501,484.89
Other receipts (payments)	(8,149.06)
Net cash provided (used) by operating activities	<u>\$ (137,171,014.78)</u>

CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES

State appropriations	\$ 101,976,200.00
Gifts and grants received for other than capital including \$4,657,865.51 from ETSU Foundation	57,561,900.11
from MEAC to the ETSU Foundation)	94,146,603.00
Federal/state student loan receipts	(94,162,266.00)
Federal/state student loan disbursements	(683,379.25)
Principal paid on noncapital debt	(287,042.80)
Interest paid on noncapital debt	11,308.49
Other non-capital financing receipts (payments) financing activities	<u>\$ 158,563,323.55</u>

CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES

Proceeds from capital debt	\$ 30,579,961.59
Capital grants and gifts received, including \$1,443,470.21 from ETSU Foundation	10,738,498.77
Purchase of capital assets and construction	(23,312,244.32)
Principal paid on capital debt and lease	(33,353,108.76)
Interest paid on capital debt and lease	(7,138,751.15)
Bond issue costs paid on new debt issue	(120,933.97)
Net cash provided (used) by capital and related financing activities	<u>\$ (22,606,577.84)</u>

CASH FLOWS FROM INVESTING ACTIVITIES

Proceeds from sales and maturities of investments	\$ 13,998,569.44
Income on investments	2,797,883.07
Purchase of investments	(14,013,859.73)
Net cash provided (used) by investing activities	<u>\$ 2,782,592.78</u>
Net increase (decrease) in cash and cash equivalents	1,568,323.71
Cash and cash equivalents - beginning of year	93,721,348.14
Cash and cash equivalents - end of year (Note 2)	<u>\$ 95,289,671.85</u>

RECONCILIATION OF OPERATING INCOME/(LOSS) TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES

Operating income/(loss)	\$	(144,765,848.26)
Adjustments to reconcile operating loss to net cash provided (used) by operating activities:		
Noncash operating expenses		13,958,713.15
Other adjustments		1,894,822.16
Change in assets, liabilities, and deferrals:		
Receivables, net		(10,512,985.75)
Inventories		(31,142.00)
Prepaid items		872,830.57
Net pension asset		(261,233.00)
Other assets		(86,139.11)
Deferred outflows of resources		102,177.00
Accounts payable		1,434,260.99
Accrued liabilities		3,041,990.29
Unearned revenues		(1,341,890.54)
Deposits		(44,450.76)
Compensated absences		706,244.88
Net pension liability		(880,428.00)
Net OPEB obligation		286,346.00
Due to grantors		(1,599,109.00)
Loans to students		970,538.14
Deferred inflows of resources		(849,348.00)
Other		(66,363.54)
Net cash provided (used) by operating activities	\$	<u>(137,171,014.78)</u>

Non-cash investing, capital, and financing transactions

Gifts in-kind - capital	409,348.00
Unrealized gains/(losses) on investments	(309,800.29)
Gain/(loss) on disposal of capital assets	(252,174.19)
Purchase and construction of capital assets	14,200,724.31

The notes to the financial statements are integral part of this statement.

TENNESSEE BOARD OF REGENTS
EAST TENNESSEE STATE UNIVERSITY
Notes to the Financial Statements
June 30, 2018

Note 1. Summary of Significant Accounting Policies

Reporting Entity

The university is a part of the State University and Community College System of Tennessee (the System). The Focus on College and University Success Act of 2016 removed the six universities from the governance of the Tennessee Board of Regents but they remain part of the System. The universities have their own local governing boards that provide governance, approve policies, set tuition and fee rates, and hire presidents. The System has limited oversight responsibilities during the transition period and continuing oversight responsibilities in the areas of budget approval and institutional debt. The System is a component unit of the State of Tennessee because the state appoints a majority of the System's governing body and provides significant financial support; the System are discretely presented in the *Tennessee Comprehensive Annual Financial Report*.

The financial statements present only that portion of the System's activities that is attributable to the transactions of East Tennessee State University

The East Tennessee State University Foundation and the Medical Education Assistance Corporation are considered component units of the university. Although the university does not control the timing or amount of receipts from these organizations, the majority of resources, or income thereon, which these organizations hold and invest are restricted to the activities of the university by the donors. Because these restricted resources held by the foundation and corporation can only be used by, or for the benefit of, the university, these organizations are considered component units of the university and is discretely presented in the university's financial statements. See Note 24 for more detailed information about the component units and how to obtain the report.

Basis of Presentation

The university and its component units' financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America applicable to governmental colleges and universities engaged in business-type activities as prescribed by the Governmental Accounting Standards Board (GASB).

Basis of Accounting

For financial statement purposes, the university is considered a special-purpose government engaged only in business-type activities. Accordingly, the financial statements have been prepared using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met. All significant interfund transactions have been eliminated.

Notes to Financial Statements (Continued)

The university has classified its revenues and expenses as either operating or nonoperating according to the following criteria: Operating revenues and expenses are those that have the characteristics of exchange and exchange-like transactions. Operating revenues include (1) tuition and fees, net of scholarship discounts and allowances; (2) certain federal, state, local and private grants and contracts; (3) sales and services of auxiliary enterprises, net of scholarship discounts and allowances; and (4) interest on institutional loans. Operating expenses include (1) salaries and wages; (2) employee benefits; (3) utilities, supplies and other services; (4) scholarships and fellowships; and (5) depreciation.

Nonoperating revenues and expenses include activities that have the characteristics of nonexchange transactions, such as gifts and contributions, and other activities that are defined as nonoperating by GASB Statement 9, *Reporting Cash Flows of Proprietary and Nonexpendable Trust Funds and Governmental Entities that Use Proprietary Fund Accounting*, and GASB Statement 34, *Basic Financial Statements – and Management’s Discussion and Analysis – for State and Local Governments*, such as state appropriations and investment income.

When both restricted and unrestricted resources are available for use, it is the university’s policy to determine which to use first, depending upon existing facts and circumstances.

Inventories

Inventories are valued at the lower of cost or market. Items are maintained on an average cost or first-in, first-out basis.

Compensated Absences

The university’s employees accrue annual and sick leave at varying rates, depending upon length of service or classification. Some employees also earn compensatory time.

The amount of the liabilities for annual leave and compensatory time and their related benefits are reported in the statement of net position. There is no liability for unpaid accumulated sick leave since the university’s policy is to pay this only if the employee is sick or upon death.

Capital Assets

Capital assets, which include property, plant, equipment, library holdings, works of art, historical treasures/collections, and intangible assets, are reported in the statement of net position at historical cost or at acquisition value at date of donation, less accumulated depreciation. The costs of normal maintenance and repairs that do not add to the value of the asset or materially extend the assets’ useful lives are not capitalized.

A capitalization threshold of \$100,000 is used for buildings and \$50,000 is used for infrastructure. Equipment is capitalized when the unit acquisition cost is \$5,000 or greater. The capitalization threshold for additions and improvements to buildings and land is set at \$50,000. The capitalization threshold for intangible assets is set at \$100,000. The capitalization threshold for art, historical treasures/collections, and similar assets is set at \$5,000.

Notes to Financial Statements (Continued)

These assets, with the exception of works of art and historical treasures/collections deemed inexhaustible and land, are depreciated/amortized using the straight-line method over the estimated useful lives of the assets, which range from 5 to 60 years.

Pensions

For purposes of measuring the net pension liability (asset), deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the Closed State and Higher Education Employee Pension Plan and the State and Higher Education Employee Retirement Plan in the Tennessee Consolidated Retirement System (TCRS) and additions to/deductions from the plan's fiduciary net positions have been determined on the same basis as they are reported by the TCRS. For this purpose, benefits (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms of the Closed State and Higher Education Employee Pension Plan and the State and Higher Education Employee Retirement Plan. Investments are reported at fair value.

Net Position

The university's net position is classified as follows:

Net investment in capital assets - This represents the university's total investment in capital assets, net of accumulated depreciation and net of outstanding debt obligations related to those capital assets and deferred outflows/inflows of resources related to those capital assets. To the extent debt has been incurred but not yet expended for capital assets, such amounts are not included as a component of net investment in capital assets.

Nonexpendable restricted net position - Nonexpendable restricted net position consists of endowment and similar type funds in which donors or other outside sources have stipulated, as a condition of the gift instrument, that the principal is to be maintained inviolate and in perpetuity, and invested for the purpose of producing present and future income, which may be expendable or added to principal.

Expendable restricted net position - Expendable restricted net position includes resources that the university is legally or contractually obligated to spend in accordance with restrictions imposed by external third parties.

Unrestricted net position - Unrestricted net position represents resources derived from student tuition and fees; state appropriations; sales and services of educational departments; sales and services of other activities; and auxiliary enterprises. These resources are used for transactions relating to the educational and general operations of the university, and may be used at the university's discretion to meet current expenses for any purpose. The auxiliary enterprises are substantially self-supporting activities that provide services for students, faculty, and staff.

Notes to Financial Statements (Continued)

Scholarship Discounts and Allowances

Student tuition and fee revenues, and certain other revenues from students, are reported net of scholarship discount and allowances in the statement of revenues, expenses, and changes in net position. Scholarship discounts and allowances are the difference between the stated charge for goods and services provided by the university and the amount that is paid by the student and/or third parties making payments on the students' behalf. Certain governmental grants, such as Pell grants, and other federal, state or nongovernmental programs are recorded as either operating or nonoperating revenues in the university's financial statements. To the extent that revenues from such programs are used to satisfy tuition and fees and other student charges, the university has recorded a scholarship discount and allowance.

Note 2. Cash

This classification includes demand deposits and petty cash on hand. At June 30, 2018, cash consists of \$4,014,496.33 in bank accounts, \$55,000.00 of petty cash on hand, \$89,374,749.14 in the State of Tennessee Local Government Investment Pool (LGIP) administered by the State Treasurer, and \$1,845,426.38 in the LGIP deposits for capital projects account.

The LGIP is part of the State Pooled Investment Fund. There are no minimum or maximum limitations on withdrawals with the exception of a 24-hour notification period for withdrawals of \$5 million or more. The fund's required risks disclosures are presented in the *State of Tennessee's Treasurer's Report*. That report is available on the state's website at www.treasury.tn.gov.

LGIP deposits for capital projects - Payments related to the university's capital projects are made by the State of Tennessee's Department of Finance and Administration. The university's estimated local share of the cost of each project is held in a separate Local Government Investment Pool (LGIP) account. As expenses are incurred, funds are withdrawn from the LGIP account by the System and transferred to the Department of Finance and Administration. The funds in the account are not available to the university for any other purpose until the project is completed and the System releases any remaining funds.

Note 3. Investments

In accordance with GASB Statement 31, *Accounting and Financial Reporting for Certain Investments and External Investment Pools*, as amended, and GASB Statement 72 Fair Value Measurement and Application, as amended, investments are reported at fair value, including those with a maturity date of one year or less at the time of purchase, unless otherwise noted.

Interest Rate Risk

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of a debt investment. The university does not have a formal investment policy that limits investment maturities as a means of managing its exposure to fair value losses arising from increasing interest rates.

Notes to Financial Statements (Continued)

As of June 30, 2018, the university had the following investments and maturities.

<u>Investment Type</u>	<u>Fair Value</u>	<u>Investment Maturities (In Years)</u>	
		<u>Less than 1</u>	<u>1 to 5</u>
United States Agencies	\$62,353,910.00	\$24,889,940.00	\$37,463,970.00

Credit Risk

Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. The university is authorized by statute to invest funds in accordance with the policy of its governing board. Under the current policy, funds other than endowments may be invested only in obligations of the United States or its agencies which are backed by the full faith and credit of the United States, repurchase agreements for United States securities, certificates of deposit in banks and savings and loan associations, banker's acceptances, commercial paper, money market mutual funds and the State of Tennessee Local Government Investment Pool. Securities are rated using Standard and Poor's, Moody's, and/or Fitch's and are presented below using the Standard and Poor's rating scale.

Tennessee Board of Regents policy restricts investments in banker's acceptances and commercial paper. The policy requires that prime banker's acceptances must be issued by domestic banks with a minimum AA rating or foreign banks with a AAA long-term debt rating by a majority of the rating services that have rated the issuer. Prime banker's acceptances are required to be eligible for purchase by the Federal Reserve System. To be eligible, the original maturity must not be more than 270 days, and it must (1) arise out of the current shipment of goods between countries or with the United States, or (2) arise out of storage within the United States of goods under contract of sale or expected to move into the channel or trade within a reasonable time and that are secured throughout their life by a warehouse receipt or similar document conveying title to the underlying goods.

The policy requires that prime commercial paper shall be limited to that of corporations that meet the following criteria: (1) Senior long-term debt, if any, should have a minimum rating of A1 or equivalent, and short-term debt should have a minimum rating of A1 or equivalent, as provided by a majority of the rating services that rate the issuer. If there is no long-term debt rating, the short-term debt rating must be A1 by all rating services (minimum of two). (2) The rating should be based on the merits of the issuer or guarantee by a nonbank. (3) A financial review should be made to ascertain the issuer's financial strength to cover the debt. (4) Commercial paper of a banking institution should not be purchased. Prime commercial paper shall not have a maturity that exceeds 270 days.

Notes to Financial Statements (Continued)

As of June 30, 2018, the university's investments were rated as follows:

<u>Investment Type</u>	<u>Carrying Value</u>	<u>Credit Quality Rating</u>	
		<u>AA</u>	<u>Unrated</u>
LGIP (amortized cost)	\$91,220,175.52	\$ -	\$91,220,175.52
U.S. agency obligations	62,353,910.00	62,353,910.00	-
Total	\$153,574,085.52	\$62,353,910.00	\$91,220,175.52

Concentration of Credit Risk

Concentration of credit risk is the risk of loss attributed to the magnitude of the university's investment in a single issuer. Tennessee Board of Regents policy restricts investments in banker's acceptances, commercial paper, and money market mutual funds. The policy limits banker's acceptances to not exceed 20% of total investments on the date of acquisition and limits the combined amount of banker's acceptances and commercial paper to not exceed 35% of total investments at the date of acquisition. The amount invested in any one bank shall not exceed 5% of total investments on the date of acquisition. Additionally, no more than 5% of total investments at the date of acquisition may be invested in the commercial paper of a single issuer. The policy further limits the total holdings of an issuer's commercial paper to not more than 2% of the issuing corporation's total outstanding commercial paper. Tennessee Board of Regents policy limits investments in money market mutual funds to not exceed 10% of total investments on the date of acquisition.

More than 5% of the university's investments were invested in the following single issuers at June 30, 2018.

<u>Issuer</u>	<u>Percentage of Total Investments</u>
	<u>June 30, 2018</u>
Federal Home Loan Mortgage Corp (FHLMC) obligations	33%
Federal Farm Credit Bank (FFCB) Obligations	30%
Federal National Mortgage Association (FNMA) obligations	24%
Federal Home Loan Bank (FHLB) Obligations	13%

Notes to Financial Statements (Continued)

Note 4. Fair Value Measurement

The university categorizes its fair value measurements within the fair value hierarchy established by accounting principles generally accepted in the United States of America. The university has the following recurring fair value measurements as of June 30, 2018.

Assets by Fair Value Level	<u>June 30, 2018</u>	<u>Quoted Prices in Active Markets for Identical Assets (Level 1)</u>
Debt securities		
U.S. agency obligations	\$62,353,910.00	\$62,353,910.00
Total debt securities	\$62,353,910.00	\$62,353,910.00
Total assets at fair value	\$62,353,910.00	\$62,353,910.00

Assets and liabilities classified in Level 1 of the fair value hierarchy are valued using prices quoted in active markets for those securities

Note 5. Receivables

Receivables at June 30, 2018 included the following:

Student accounts receivable	\$6,844,963.44
Grants receivable	14,299,579.44
Notes receivable	591,805.01
Clinic receivables	705,722.94
Medical Resident Participation Agreement receivable	4,299,998.25
Other receivables	<u>3,154,322.15</u>
Subtotal	29,896,391.23
Less allowance for doubtful account	<u>2,874,401.55</u>
 Total receivables	 <u>\$27,021,989.68</u>

Federal Perkins Loan Program funds at June 30, 2018 include the following:

Perkins loans receivable	\$6,057,997.23
Less allowance for doubtful accounts	2,689,821.46
 Total	 <u>\$3,368,175.77</u>

Notes to Financial Statements (Continued)

Note 6. Capital Assets

Capital asset activity for the year ended June 30, 2018, was as follows:

	Beginning Balance	Additions	Transfers	Reductions	Ending Balance
Land	\$18,021,320.07	\$ -	\$ -	\$ -	\$18,021,320.07
Land improvements & infrastructure	49,424,763.46	-	24,473,680.14		73,898,443.60
Buildings	397,220,567.21	-	3,149,289.16	(150,200.00)	400,219,656.37
Equipment	43,493,215.14	2,789,379.12	-	(1,379,761.02)	44,902,833.24
Library holdings	1,014,488.26	143,944.92	-	(289,551.82)	868,881.36
Intangible assets	4,433,400.78	-	-	-	4,433,400.78
Works of Art					
Historical Treasures	23,500.00	-	-	-	23,500.00
Projects in progress	29,067,267.71	28,927,912.35	(27,622,969.30)	(1,819,512.84)	30,372,210.76
Total	542,698,522.63	31,861,236.39		(1,819,512.84)	572,740,246.18
Less accumulated depreciation/amortization:					
Land improvements & infrastructure.	27,348,425.38	3,459,242.28	-	-	30,807,667.66
Buildings	168,800,857.96	7,588,082.24	-	(2,503.33)	176,386,436.87
Equipment	30,962,556.89	3,573,628.01	-	(1,275,283.50)	33,260,901.40
Library holdings	745,599.43	86,888.13	-	(289,551.82)	542,935.74
Intangible assets	4,396,844.18	36,556.60	-	-	4,433,400.78
Total	232,254,283.84	14,744,397.26		(1,567,338.65)	245,431,342.45
Capital assets, net	\$310,444,238.79	\$17,116,839.13	\$ -	\$ (252,174.19)	\$327,308,903.73

Note 7. Capital Leases

The university has entered into an Enhanced Use Lease Agreement with the United States Department of Veterans Affairs (VA) for certain real property, including land and several buildings, at the Veterans Affairs Medical Center in Johnson City, Tennessee. The lease is for a period of 35 years. In lieu of lease payments, the university has assumed responsibility for all capital and recurring costs of maintaining the property covered by the agreements.

In conjunction with the lease, the university entered into a memorandum of agreement with the department of Veterans Affairs to construct a building (the Basic Science Building) with joint funding from the State of Tennessee and the federal government. In accordance with the memorandum of agreement, the state provided \$18 million to the federal government for its share of the total construction costs (\$34,195,153.41). The Basic Science Building is included under the provisions of the Enhanced Use Lease Agreement. The university is renovating several other buildings on the VA campus as funds become available.

Notes to Financial Statements (Continued)

The university's leasing of the Basic Science Building and the other buildings on the VA campus will constitute a capital lease agreement. The lease term is substantially equal to the estimated useful life of the lease property. Accordingly, the university has capitalized the cost of the buildings at \$64,738,171.26. At June 30, 2018, the buildings are reported at \$37,585,236.20, net of accumulated depreciation of \$27,152,935.06

Note 8. Accounts Payable

Accounts payable at June 30, 2018 included the following:

Vendors payable		\$3,858,863.00
Unapplied student payments		280,580.12
Other payables		1,214,596.49
Total		\$5,354,039.61

Note 9. Long-term Liabilities

Long term liability activity for the year ended June 30, 2018, was as follows:

"	<u>Beginning Balance</u>	<u>Additions</u>	<u>Reductions</u>	<u>Ending Balance</u>	<u>Current Portion</u>
Payables:					
TSSBA debt:					
Bonds	\$121,863,204.75	\$25,313,512.10	\$18,136,488.01	\$129,040,228.84	\$4,816,438.68
Unamortized bond premium	14,716,270.97	5,266,449.49	2,410,276.39	17,572,444.07	-
Revolving credit facility	16,085,409.04	9,176,924.54	15,900,000.00	9,362,333.58	-
Subtotal	152,664,884.76	39,756,886.13	36,446,764.40	155,975,006.49	4,816,438.68
Other Liabilities					
Compensated absences	13,084,148.38	8,130,777.93	7,424,533.05	13,790,393.26	3,560,541.64
Due to grantor	7,802,160.13		1,599,109.00	6,203,051.13	
Subtotal	20,886,308.51	8,130,777.93	9,023,642.05	19,993,444.39	3,560,541.64
Total long-term liabilities	\$173,551,193.27	\$47,887,664.06	\$45,470,406.45	\$175,968,450.88	\$8,376,980.32

TSSBA Debt - Bonds

Bonds, with interest rates ranging from .65% to 5.0%, were issued by the Tennessee State School Bond Authority (TSSBA). The bonds are due serially until 2048 and are secured by pledges of the facilities' revenues to which they relate and certain other revenues and fees of the university, including state appropriations, see Note 10 for further details. The bonded indebtedness with the TSSBA included in long-term liabilities on the statement of net position is shown net of assets held by the authority in the debt service reserve and net of unexpended debt proceeds. The reserve amount was \$1,245,538.06 at June 30, 2018.

Notes to Financial Statements (Continued)

Debt service requirements to maturity for the university's portion of TSSBA bonds at June 30, 2018, are as follows:

<u>Year Ending June 30</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2019	\$4,816,438.68	\$6,087,140.25	\$10,903,578.93
2020	6,257,674.33	5,787,231.65	12,044,905.98
2021	6,482,822.73	5,507,959.82	11,990,782.55
2022	6,561,492.51	5,222,050.17	11,783,542.68
2023	6,817,540.95	4,916,451.50	11,733,992.45
2024–2028	31,571,736.02	19,975,337.02	51,547,073.04
2029–2033	24,830,807.31	13,223,168.83	38,053,976.14
2034–2038	22,917,508.27	7,337,668.40	30,255,176.67
2039–2043	13,984,185.68	2,709,092.81	16,693,278.49
2044–2048	4,800,022.36	479,348.94	5,279,371.30
Total	\$129,040,228.84	\$71,245,449.39	\$200,285,678.23

TSSBA Debt – Revolving Credit Facility

The Tennessee State School Bond Authority (TSSBA) receives loans from the revolving credit facility to finance the costs of various capital projects during the construction phase. When projects are placed in service, TSSBA issues long-term, fixed-rate debt to finance the project over its useful payback period and repays the revolving credit facility debt. The total outstanding loans from the revolving credit facility was \$9,362,333.58 at June 30, 2018.

More detailed information regarding the bonds and the revolving credit facility can be found in the notes to the financial statements in the financial report for the TSSBA. That report is available on the state's website at www.comptroller.tn.gov/tssba/cafr.asp.

Refunding of Debt

On September 14, 2017, the State issued \$12,071,835.70 in revenue bonds with interest rates ranging from 1.29 to 5.00 percent to advance refund \$13,376,929.18 of outstanding 2007C, 2010B, 2012A, and 2013A Series bonds with interest rates ranging from 2.50 to 5.00 percent. The net proceeds of \$14,799,815.54 (after payment of \$32,527.22 in underwriter's fees and issuance costs) were deposited with an escrow agent to provide for all future debt service payments on the bonds. As a result, the 2007C, 2010B, 2012A, and 2013A Series bonds are considered to be defeased and the liability for those bonds has been removed from the university's long-term liabilities.

Although the advance refunding resulted in the recognition of a net deferred loss of \$348,202.73 to be amortized over the next 3 to 14 years, the university in effect reduced its aggregate debt service payments by \$2,672,322.04 over the next 14 years and obtained an economic gain (difference between the present values of the old and new debt service payments) of \$1,944,848.12.

Notes to Financial Statements (Continued)

Note 10. Pledged Revenues

The university has pledged certain revenues and fees, including state appropriations, to repay \$129,040,228.84 in revenue bonds issued from August 2012 to September 2017 (see Note 9 for further detail). Proceeds from the bonds provided financing for construction and renovation projects. The bonds are payable through 2048. Annual principal and interest payments on the bonds are expected to require 3.17% of available revenues. The total principal and interest remaining to be paid on the bonds is \$200,285,678.23. Principal and interest paid for the current year, and total available revenues were \$10,784,290.84 and \$340,101,406.51, respectively. The amount of principal and interest paid for the current year does not include debt of \$13,376,929.18 defeased through a bond refunding in 2018.

Note 11. Pension Plans

Defined Benefit Plan

Closed State and Higher Education Employee Pension Plan

General Information about the Pension Plan

Plan Description – State employees and higher education employees with membership in the Tennessee Consolidated Retirement System (TCRS) before July 1, 2014 are provided with pensions through the Closed State and Higher Education Employee Pension Plan. This plan is a component of the Public Employee Retirement Plan, an agent, multiple-employer defined benefit pension plan. The Closed State and Higher Education Employee Pension Plan stopped accepting new membership on June 30, 2014, but will continue providing benefits to existing members and retirees. Beginning July 1, 2014, a new agent defined benefit retirement plan, the State and Higher Education Employee Retirement Plan, became effective for state employees and higher education employees hired on or after July 1, 2014.

The TCRS was created by state statute under Title 8, Chapters 34-37, *Tennessee Code Annotated*. The TCRS Board of Trustees is responsible for the proper operation and administration of all employer pension plans in the TCRS. The Tennessee Treasury Department, an agency in the legislative branch of state government, administers the plans of the TCRS. The TCRS issues a publically available financial report that can be obtained at www.treasury.tn.gov/tcrs.

Benefits Provided - Title 8, Chapters 34-37, *Tennessee Code Annotated* establishes the benefit terms and can be amended only by the Tennessee General Assembly. Members of the Closed State and Higher Education Employee Pension Plan are eligible to retire with an unreduced benefit at age 60 with 5 years of service credit or after 30 years of service credit regardless of age. Benefits are determined using the following formula:

Notes to Financial Statements (Continued)

Average of member's highest compensation for 5 consecutive years (up to Social Security integration level)	x	1.50%	x	Years of Service Credit	x	105%
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Plus:

Average of member's highest compensation for 5 consecutive years (over the Social Security integration level)	x	1.75%	x	Years of Service Credit	x	105%
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A reduced early retirement benefit is available at age 55 and vested. Members are vested with five years of service credit. Service related disability benefits are provided regardless of length of service. Five years of service is required for non-service related disability eligibility. The service related and non-service related disability benefits are determined in the same manner as a service retirement benefit but are reduced 10% and include projected service credits. A variety of death benefits are available under various eligibility criteria. Member and beneficiary annuitants are entitled to automatic cost of living adjustments (COLAs) after retirement. A COLA is granted each July for annuitants retired prior to the 2nd of July of the previous year. The COLA is based on the change in the consumer price index (CPI) during the prior calendar year, capped at 3%, and applied to the current benefit. No COLA is granted if the change in the CPI is less than 0.5%. A 1% COLA is granted if the CPI change is between 0.5% and 1%. A member who leaves employment may withdraw their employee contributions, plus any accumulated interest.

Contributions - Contributions for state employees and higher education employees are established in the statutes governing the TCRS and may only be changed by the Tennessee General Assembly. The university's employees are non-contributory, as are most members in the Closed State and Higher Education Employee Pension Plan. State and higher education agencies make employer contributions at the rate set by the Board of Trustees as determined by actuarial valuation. By law, employer contributions for the Closed State and Higher Education Employee Pension Plan are required to be paid. Employer contributions by the university for the year ended June 30, 2018 to the Closed State and Higher Education Employee Pension Plan were \$9,540,014 which is 18.87% of covered payroll. The employer rate, when combined with member contributions, is expected to finance the costs of benefits earned by members during the year, the cost of administration, as well as an amortized portion of any unfunded liability.

Pension Liabilities, Pension Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions

Pension liability – At June 30, 2018, the university reported a liability of \$37,826,081 for its proportionate share of the net pension liability. The net pension liability was measured as of June 30, 2017, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of that date. The university's proportion of the net pension liability was based on a projection of the university's contributions during the year ended June 30, 2017 to the pension plan relative to the contributions of all participating state and higher education

Notes to Financial Statements (Continued)

agencies. At June 30, 2017 measurement date, the university's proportion was 2.113662%. The proportionate share from the prior year's measurement date of June 30, 2016 was 2.12141%.

Pension expense – For the year ended June 30, 2018, the university recognized a pension expense of \$8,102,629.

Deferred outflows of resources and deferred inflows of resources – For the year ended June 30, 2018, the university reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	<u>Deferred Outflows of Resources</u>	<u>Deferred Inflows of Resources</u>
Differences between expected and actual experience	\$2,993,817	\$1,103,962
Net difference between projected and actual earnings on pension plan investments	138,251	-
Changes in assumptions	6,441,315	
Changes in proportion of net pension liability	562,205	80,073
University's contributions subsequent to the measurement date of June 30, 2017	9,540,014	(not applicable)
 Total	 \$19,675,602	 \$1,184,035

Deferred outflows of resources, resulting from the university's employer contributions of \$9,540,014 subsequent to the measurement date will be recognized as a decrease in net pension liability in the year ended June 30, 2019. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions will be recognized in pension expense as follows:

Year Ended June 30:

2019	\$ 1,293,594
2020	6,546,619
2021	3,229,252
2022	(2,117,913)
2023	-
Thereafter	-

In the table above, positive amounts will increase pension expense, while negative amounts will decrease pension expense.

Actuarial assumptions - The total pension liability as of June 30, 2017 actuarial valuation was determined using the following actuarial assumptions, applied to all periods included in the measurement:

Notes to Financial Statements (Continued)

Inflation	2.5%
Salary increases	Graded salary ranges from 8.75% to 3.45% based on age, including inflation, averaging 4.00%
Investment rate of return	7.25%, net of pension plan investment expenses, including inflation
Cost-of-Living Adjustment	2.25%

Mortality rates were based on actual experience including an adjustment for some anticipated improvement.

The actuarial assumptions used in the June 30, 2017 actuarial valuation were based on the results of an actuarial experience study performed for the period July 1, 2012 through June 30, 2016. The demographic assumptions were adjusted to more closely reflect actual and expected future experience.

Changes of assumptions – In 2017, the following assumptions were changed: decreased inflation rate from 3.0% to 2.5%; decreased the investment rate of return from 7.5% to 7.25%; decreased the cost-of-living adjustment from 2.5% to 2.25%; decreased salary growth graded ranges from an average of 4.25% to an average of 4.0%; and modified mortality assumptions.

The long-term expected rate of return on pension plan investments was established by the TCRS Board of Trustees in conjunction with the June 30, 2016 actuarial experience study. A blend of future capital market projections and historical market returns was used in a building-block method in which a best-estimate of expected future real rates of return (expected returns, net of pension plan investment expense and inflation) is developed for each major asset class. These best-estimates are combined to produce the long-term expected rate of return by weighting the expected future real rates of return by the target asset allocation percentage and by adding expected inflation of 2.5%. The best-estimates of geometric real rates of return and the TCRS investment policy target asset allocation for each major asset class are summarized in the following table:

<u>Asset Class</u>	<u>Long-Term Expected Real Rate of Return</u>	<u>Target Allocation</u>
U.S. equity	5.69%	31%
Developed market international equity	5.29%	14%
Emerging market international equity	6.36%	4%
Private equity and strategic lending	5.79%	20%
U.S. fixed income	2.01%	20%
Real estate	4.32%	10%
Short-term securities	0.00%	1%
		100%

The long-term expected rate of return on pension plan investments was established by the TCRS Board of Trustees as 7.25% based on a blending of the factors described above.

Notes to Financial Statements (Continued)

Discount rate - The discount rate used to measure the total pension liability was 7.25%. The projection of cash flows used to determine the discount rate assumed that employee contributions will be made at the current rate and that contributions from the university will be made at the actuarially determined contribution rate pursuant to an actuarial valuation in accordance with the funding policy of the TCRS Board of Trustees and as required to be paid by state statute. Based on those assumptions, the pension plan's fiduciary net position was projected to be available to make projected future benefit payments of current active and inactive members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability.

Sensitivity of the net pension liability (asset) to changes in the discount rate - The following presents the university's proportionate share of the net pension liability (asset) calculated using the discount rate of 7.25%, as well as what the university's proportionate share of the net pension liability (asset) would be if it were calculated using a discount rate that is 1 percentage-point lower (6.25%) or 1 percentage-point higher (8.25%) than the current rate:

	Current		
	1% Decrease <u>(6.25%)</u>	Discount Rate <u>(7.25%)</u>	1% Increase <u>(8.25%)</u>
University's net pension liability (asset)	\$77,930,146	\$37,826,081	\$ 4,108,125

Pension plan fiduciary net position – Detailed information about the pension plan's fiduciary net position is available in a separately issued TCRS financial report at www.treasury.tn.gov/tcrs.

Payable to the Pension Plan

At June 30, 2018, the university had no payable for the outstanding amount of legally required contributions to the pension plan required.

State and Higher Education Employee Pension Plan

General Information about the Pension Plan

Plan description - State and higher education employees with membership in the Tennessee Consolidated Retirement System (TCRS) before July 1, 2014 are provided with pensions through the Closed State and Higher Education Employee Pension Plan, an agent plan within the Public Employee Retirement Plan administered by the TCRS. TCRS is a multiple-employer pension plan. The Closed State and Higher Education Employee Pension Plan was closed effective June 30, 2014 and covers employees hired before July 1, 2014. Employees hired after June 30, 2014 are provided with pensions through a legally separate plan referred to as the State and Higher Education Employee Retirement Plan, an agent plan within the Public Employee Retirement Plan administered by the TCRS. The TCRS was created by state statute under Title 8, Chapters 34-37, Tennessee Code Annotated.

Notes to Financial Statements (Continued)

Benefits provided – title 8, Chapters 34-37, Tennessee Code Annotated establishes the benefit terms and can be amended only by the Tennessee General Assembly. Members of the State and Higher Education Employee Retirement Plan are eligible to retire at age 65 with 5 years of service credit or pursuant to the rule of 90 in which the member's age and service credit total 90. Members are entitled to receive unreduced service retirement benefits, which are determined by a formula multiplying the member's highest five consecutive year average compensation by 1% multiplied by the member's years of service credit. A reduced early retirement benefit is available at age 60 with 5 years of service credit or pursuant to the rule of 80 in which the member's age and service credit total 80. Service related disability benefits are provided regardless of length of service. Five years of service is required for non-service related disability eligibility. The service related and non-service related disability benefits are determined in the same manner as a service retirement benefit but are reduced 10% and include projected service credits. A variety of death benefits are available under various eligibility criteria.

Member and beneficiary annuitants are entitled to automatic cost of living adjustments (COLAs) after retirement. A COLA is granted each July for annuitants retired prior to the July 2 of the previous year. The COLA is based on the change in the consumer price index (CPI) during the prior calendar year, capped at 3%, and applied to the current benefit. No COLA is granted if the change in the CPI is less than 0.5%. A 1% COLA is granted if the CPI change is between 0.5% and 1%. A member who leaves employment may withdraw their employee contributions, plus any accumulated interest.

Contributions - Contributions for state and higher education employees are established in the statutes governing the TCRS and may only be changed by the Tennessee General Assembly. Employees contribute 5% of their salary. The higher education institutions make employer contributions at the rate set by the Board of Trustees as determined by an actuarial valuation. By law, the employer contributions for the State and Higher Education Employee Retirement Plan are required to be paid. Employer contributions by the university for the year ended June 30, 2018 to the State and Higher Education Employee Retirement Plan were \$630,229, which is 3.84% of covered payroll. The employer rate, when combined with member contributions, is expected to finance the costs of benefits earned by members during the year, the cost of administration, as well as an amortized portion of any unfunded liability.

Pension Assets, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions

Pension asset – At June 30, 2018, the university reported an asset of \$434,336 for its proportionate share of the net pension asset. The net pension asset was measured as of June 30, 2016, and the total pension asset used to calculate the net pension asset was determined by an actuarial valuation as of that date. The university's proportion of the net pension asset was based on a projection of the university's contributions during the year ended June 30, 2017 to the pension plan relative to the contributions of all participating state and higher education agencies. At June 30, 2017 measurement date, the university's proportion was 2.09434%. The proportionate share from the prior year's measurement date of June 30, 2016 was 2.054754%.

Notes to Financial Statements (Continued)

Pension expense – For the year ended June 30, 2018, the university recognized a pension expense of \$176,174.

Deferred outflows of resources and deferred inflows of resources - For the year ended June 30, 2017, the university reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	<u>Deferred Outflows of Resources</u>	<u>Deferred Inflows of Resources</u>
Differences between expected and actual experience	\$ 16,367	\$ 16,252
Net difference between projected and actual earnings on pension plan investments		22,425
Change in Assumptions	30,873	
Changes in proportion of net pension liability (asset)	1,929	3,247
University's contributions subsequent to the measurement date of June 30, 2017	630,229	-
Total	\$679,398	\$41,924

Deferred outflow of resources, resulting from the university's employer contributions of \$630,229 subsequent to the measurement date will be recognized as a decrease in net pension liability in the year ended June 30, 2019. Other amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions will be recognized in pension expense as follows:

Year Ended June 30:

2019	(\$1,245)
2020	(1,245)
2021	(2,089)
2022	(6,600)
2023	2,812
Thereafter	15,612

In the table above, positive amounts will increase pension expense, while negative amounts will decrease pension expense

Actuarial assumptions - The total pension liability (asset) as of June 30, 2017 actuarial valuation was determined using the following actuarial assumptions, applied to all periods included in the measurement:

Notes to Financial Statements (Continued)

Inflation	2.5%
Salary increases	Graded salary ranges from 8.75% to 3.45% based on age, including inflation, averaging 4.0%
Investment rate of return	7.25%, net of pension plan investment expenses, including inflation
Cost-of-Living Adjustment	2.25%

Mortality rates were based on actual experience including an adjustment for some anticipated improvement.

The actuarial assumptions used in the June 30, 2017 actuarial valuation were based on the results of an actuarial experience study performed for the period July 1, 2012 through June 30, 2016. The demographic assumptions were adjusted to more closely reflect actual and expected future experience.

Changes in assumptions – In 2017, the following assumptions were changed: decreased inflation rate from 3.0% to 2.5%; decreased the investment rate of return from 7.5% to 7.25%; decreased the cost-of-living adjustment from 2.5% to 2.25%; and decreased salary growth graded ranges from an average of 4.25% to an average of 4.0%

The long-term expected rate of return on pension plan investments was established by the TCRS Board of Trustees in conjunction with the June 30, 2016 actuarial experience study. A blend of future capital market projections and historical market returns was used in a building-block method in which a best-estimate of expected future real rates of return (expected returns, net of pension plan investment expense and inflation) is developed for each major asset class. These best-estimates are combined to produce the long-term expected rate of return by weighting the expected future real rates of return by the target asset allocation percentage and by adding expected inflation of 2.5%. The best-estimates of geometric real rates of return and the TCRS investment policy target asset allocation for each major asset class are summarized in the following table.

<u>Asset Class</u>	<u>Long-Term Expected Real Rate of Return</u>	<u>Target Allocation</u>
U.S. equity	5.69%	31%
Developed market international equity	5.29%	14%
Emerging market international equity	6.39%	4%
Private equity and strategic lending	5.79%	20%
U.S. fixed income	2.01%	20%
Real estate	4.32%	10%
Short-term securities	0.00%	1%
		<u>100%</u>

The long-term expected rate of return on pension plan investments was established by the TCRS Board of Trustees as 7.25% based on a blending of the three factors described above.

Notes to Financial Statements (Continued)

Discount rate - The discount rate used to measure the total pension asset was 7.25%. The projection of cash flows used to determine the discount rate assumed that employee contributions will be made at the current rate and that contributions from all state and higher education agencies will be made at the actuarially determined contribution rate pursuant to an actuarial valuation in accordance with the funding policy of the TCRS Board of Trustees and as required to be paid by state statute. Based on those assumptions, the pension plan's fiduciary net position was projected to be available to make projected future benefit payments of current active and inactive members. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension asset.

Sensitivity of the net pension liability (asset) to changes in the discount rate - The following presents the university's proportionate share of the net pension liability (asset) calculated using the discount rate of 7.25%, as well as what the university's proportionate share of the net pension liability (asset) would be if it were calculated using a discount rate that is 1 percentage-point lower (6.25%) or 1 percentage-point higher (8.25%) than the current rate:

	Current	1% Decrease <u>(6.25%)</u>	Discount Rate <u>(7.25%)</u>	1% Increase <u>(8.25%)</u>
University's net pension asset	\$ 54,319	\$434,336	\$ 717,770	

Pension plan fiduciary net position – Detailed information about the pension plan's fiduciary net position is available in a separately issued TCRS financial report at www.treasury.tn.gov/tcrs.

Payable to the Pension Plan

At June 30, 2018, the university had no payable for the outstanding amount of legally required contributions to the pension plan required.

Total defined benefit pension expense – The total pension expense for the year ended June 30, 2018, for all state government defined benefit pension plans was \$8,278,803.

Defined Contribution Plans

Optional Retirement Plan

Plan Description – The university contributes to the Optional Retirement Plan (ORP). The ORP, administered by the Tennessee Treasury Department, is a defined contribution plan. The ORP was established by state statute in Title 8, Chapter 35, Part 4 of the TCA. This statute also sets out the plan provisions. The plan provisions are amended by the Tennessee General Assembly. The ORP was designed to provide benefits at retirement to faculty and staff who are exempt from the overtime provision of the Fair Labor Standards Act and who waive membership in the TCRS. In a defined contribution plan, benefits depend solely on amounts contributed to the plan plus investment earnings.

Notes to Financial Statements (Continued)

Funding Policy - For employees employed prior to July 1, 2014, plan members are noncontributory. The university contributes 10% of the employee's base salary up to the social security wage base and 11% above the social security wage base. For employees hired after June 30, 2014, plan members will contribute 5% to the ORP and the university will contribute 9% of the employee's base salary. The required contributions made to the ORP were \$8,280,810.56 for the year ended June 30, 2018, and \$8,100,973.48 for the year ended June 30, 2017. Contributions met the requirements for each year.

Members are immediately 100% vested in the employer contributions made pursuant to the ORP. The Treasury Department has selected three investment vendors who offer a variety of investment products in which members are responsible for selecting how the contributions are invested. Each member makes the decision when to reallocate future contributions or when to transfer funds from one investment product to another. Funds are held by the investment vendor in the name of the member, not in the name of the State of Tennessee. The State of Tennessee has no discretion over these funds other than to make the initial contributions. Accordingly, the State of Tennessee is not acting in a trustee capacity nor does it have a fiduciary responsibility for the funds held by the investment vendors.

Deferred Compensation Plans

Employees are offered three deferred compensation plans. The university, through the state of Tennessee, provides two plans, one established pursuant to IRC Section 457 and the other pursuant to IRC Section 401(k). The third plan is administered by the university and was established in accordance with IRC, Section 403(b). The plans are outsourced to third-party vendors, and the administrative costs assessed by the vendors of these plans are the responsibility of plan participants. Section 401(k), 403(b), and 457 establish participation, contribution, and withdrawal provisions for the plans. The university provides up to a \$50 monthly employer match for employees who participate in the state's 401(k) plan. Employees hired before July 1, 2014, voluntarily participate in the state's 401(k) plan. Pursuant to Public Chapter No. 259 of Public Acts of 2013, employees hired after June 30, 2014, are automatically enrolled in the state's 401(k) plan and contribute 2% of their salary, with the employer contributing an additional non-matching 5%. Employees may opt out of the 2% auto enrollment. Such contribution rates may only be amended by the Tennessee General Assembly. There are certain automatic cost controls and unfunded liability controls in the defined benefit plan where the employees participate that may impact the non-matching 5% employer contribution to the 401(k) plan. Employees will vest immediately to both the employee and employer contributions. During the year ended June 30, 2018, contributions totaling \$3,806,712.55 were made by employees participating in the plan, with a related match of \$1,860,885.27 made by the university. During the year ended June 30, 2017, contributions totaling \$3,385,723.27 were made by employees participating in the 401(k) plan, with a related match of \$1,533,077.70 made by the university.

Notes to Financial Statements (Continued)

Note 12. Other Postemployment Benefits

Closed State Employee Group OPEB Plan

General information about the OPEB plan

Plan description - Employees of the university, who were hired prior to July 1, 2015 and choose coverage, are provided with pre-65 retiree health insurance benefits through the closed State Employee Group OPEB Plan (EGOP) administered by the Tennessee Department of Finance and Administration. This plan is considered to be single-employer defined benefit plan that is used to provide postemployment benefits other than pensions (OPEB). This plan is closed to the employees of all participating employers that were hired on or after July 1, 2015. The employers participating in this plan includes the primary government, the Tennessee Student Assistance Corporation, the Tennessee Housing Development Agency, the University of Tennessee and the institutions that make up the State University and Community College System.

Benefits provided - The EGOP is offered to provide health insurance coverage to eligible retired and disabled participants and is the only postemployment benefit provided to eligible pre-65 participants. Benefits are established and amended by an insurance committee created by *Tennessee Code Annotated 8-27-201*. All retirees and disabled employees of the primary government and certain component units, who are eligible and choose coverage, and who have not yet reached the age of 65 are enrolled in this plan. All members have the option of choosing between the partnership promise, no partnership promise, standard preferred provider organization (PPO) plan or the wellness health savings consumer-driven health plan (CDHP) for healthcare benefits. Retired plan members receive the same plan benefits, as active employees, at a blended premium rate that considers the cost of active employees. This creates an implicit subsidy for the retirees. The retirees' cost is then directly subsidized, by the employers, based on years of service. Therefore, retirees with 30 years of service are subsidized 80%; 20 but less than 30 years, 70%; and less than 20 years, 60%. No subsidy is provided to retirees in the health savings CDHP plan. This plan is funded on a pay-as-you-go basis and there are no assets accumulating in a trust that meets the criteria of paragraph 4 of GASB Statement No. 75.

Annually, an insurance committee, created in accordance with *Tennessee Code Annotated 8-27-201*, establishes the required payments to the plan by member employers and employees. Active members of the Employee Group Insurance Plan and pre-age 65 retired members of the EGOP pay the same rate. Claims liabilities of the plans are periodically computed using actuarial and statistical techniques to establish premium rates.

Total OPEB Liability

Proportionate share - The university's proportion and proportionate share of the collective total OPEB liability, related to the EGOP, is 2.0568595285% and \$27,614,178, respectively. The proportion existing at the prior measurement date was 2.0568595285%. The university's proportion of the collective total OPEB liability was based on a projection of its long-term share of contributions to the OPEB plan relative to the projected share of contributions of all participating employers, actuarially determined. The collective total OPEB liability was

Notes to Financial Statements (Continued)

determined by an actuarial valuation with a valuation date of June 30, 2017 and measurement date of June 30, 2017.

Actuarial assumptions - The collective total OPEB liability in the June 30, 2017 actuarial valuation was determined using the following actuarial assumptions, applied to all periods included in the measurement, unless otherwise specified:

Inflation	2.25%
Salary increases	Graded salary ranges from 3.44 to 8.72 percent based on age, including inflation, averaging 4 percent
Healthcare cost trend rates	7.5% for 2018, decreasing annually to an ultimate rate of 3.83% for 2050 and later years.
Retiree's share of benefit-related costs	Members are required to make monthly contributions in order to maintain their coverage. For the purpose of this valuation a weighted average has been used with weights derived from the current distribution of members among plans offered.

Unless noted otherwise, the actuarial demographic assumptions used in the June 30, 2017, valuations were the same as those employed in the July 1, 2017 Pension Actuarial Valuation of the Tennessee Consolidated Retirement System (TCRS). These assumptions were developed by TCRS based on the results of an actuarial experience study for the period July 1, 2012 - June 30, 2016. The demographic assumptions were adjusted to more closely reflect actual and expected future experience. Mortality tables are used to measure the probabilities of participants dying before and after retirement. The mortality rates employed in this valuation are taken from the RP-2014 Healthy Participant Mortality Table for Annuitants for non-disabled post-retirement mortality, with mortality improvement projected to all future years using Scale MP-2016. Post-retirement tables are Blue Collar and adjusted with a 2% load for males and a -3% load for females. Mortality rates for impaired lives are the same as those used by TCRS and are taken from a gender distinct table published in the IRS Ruling 96-7 for disabled lives with a 10% load.

Discount rate - The discount rate used to measure the total OPEB liability was 3.56%. This rate reflects the interest rate derived from yields on 20-year, tax-exempt general obligation municipal bonds, prevailing on the measurement date, with an average rating of AA/Aa as shown on the Fidelity 20-Year Municipal GO AA index.

Changes in assumptions - The discount rate was changed from 2.92% as of the beginning of the measurement period to 3.56% as of June 30, 2017. This change in assumption decreased the total OPEB liability.

Sensitivity of proportionate share of the collective total OPEB liability to changes in the discount rate - The following presents primary governments proportionate share of the university's related collective total OPEB liability, as well as what the proportionate share of the collective total OPEB

Notes to Financial Statements (Continued)

liability would be if it were calculated using a discount rate that is 1-percentage-point lower (2.56%) or 1-percentage-point higher (4.56%) than the current discount rate. The university does not report a proportionate share of the OPEB liability for employees in the TNP.

	1% Decrease <u>(2.56%)</u>	Discount Rate <u>(3.56%)</u>	1% Increase <u>(4.56%)</u>
Proportionate share of the collective total OPEB liability	\$29,530,000	\$27,614,178	\$25,818,000

Sensitivity of proportionate share of the collective total OPEB liability to changes in the healthcare cost trend rate - The following presents the university's proportionate share of the collective total OPEB liability of the EGOP, as well as what the proportionate share of the collective total OPEB liability would be if it were calculated using a healthcare cost trend rate that is 1-percentage-point lower (6.50% decreasing to 2.83%) or 1-percentage-point higher (8.50% decreasing to 4.83%) than the current healthcare cost trend rate.

	1% Decrease <u>(6.50%)</u> <u>decreasing to</u> <u>2.83%)</u>	Healthcare Cost Trend Rates <u>(7.50%)</u> <u>decreasing to</u> <u>3.83%)</u>	1% Increase <u>(8.50%)</u> <u>decreasing to</u> <u>4.83%)</u>
Proportionate share of the collective total OPEB liability	\$24,859,000	\$27,614,178	\$30,845,000

OPEB Expense and Deferred Outflows of Resources and Deferred Inflows of Resources Related to OPEB

OPEB expense - For the fiscal year ended June, 30, 2018, the university recognized OPEB expense of \$2,116,177.

Deferred outflows of resources and deferred inflows of resources - For the fiscal year ended June, 30, 2018, the university reported deferred outflows of resources and deferred inflows of resources related to OPEB paid by the EGOP from the following sources:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between actual and expected Experience	\$ -	\$ -
Changes of assumptions	-	1,061,117
Changes in proportion and differences between benefits paid and proportionate share of benefits paid.	-	-
Payments subsequent to the measurement Date	<u>1,829,831</u>	<u>-</u>
Total	<u><u>\$1,829,831</u></u>	<u><u>\$1,061,117</u></u>

Notes to Financial Statements (Continued)

The amounts shown above for "payments subsequent to the measurement date" will be recognized as a reduction to the collective total OPEB liability in the following measurement period.

Amounts reported as deferred outflows of resources and deferred inflows of resources related to OPEB paid by the EGOP will be recognized in OPEB expense as follows:

Year Ended June 30:

2019	(\$151,588)
2020	(151,588)
2021	(151,588)
2022	(151,588)
2023	(151,588)
Thereafter	(303,177)

In the tables above, positive amounts will increase OPEB expense while negative amounts will decrease OPEB expense.

Closed Tennessee Plan

General information about the OPEB plan

Plan description - Employees of the university, who were hired prior to July 1, 2015 and choose coverage, are provided with post-65 retiree health insurance benefits through the closed Tennessee Plan (TNP) administered by the Tennessee Department of Finance and Administration. This plan is considered to be multiple-employer defined benefit plan that is used to provide postemployment benefits other than pensions (OPEB). However, for accounting purposes, this plan will be treated as a single-employer plan. This plan is closed to the employees of all participating employers that were hired on or after July 1, 2015. The primary government as well as the Tennessee Student Assistance Corporation, the Tennessee Housing Development Agency, the University of Tennessee and the other institutions that make up the State University and Community College System also participates in this plan. This plan also serves eligible post-65 retirees of employers who participate in the state administered Teacher Group Insurance and Local Government Insurance Plans.

Benefits provided - The TNP is offered to help fill most of the coverage gaps created by Medicare and is the only postemployment benefit provided to eligible post-65 retired and disabled employees of participating employers. This plan does not include pharmacy. In accordance with *Tennessee Code Annotated 8-27-209*, benefits are established and amended by cooperation of insurance committees created by *Tennessee Code Annotated 8-27-201, 8-27-301 and 8-27-701*. Retirees and disabled employees of the state, component units, local education agencies, and certain local governments who have reached the age of 65, are Medicare eligible and also receive a benefit from the Tennessee Consolidated Retirement System may participate in this plan. All plan members receive the same plan benefits at the same premium rates. Many retirees receive direct subsidies toward their premium cost, however, participating employers determine their own policy in this

Notes to Financial Statements (Continued)

regard. The primary government contributes to the premiums of component unit retirees based on years of service. Therefore, retirees with 30 years of service receive \$50 per month; 20 but less than 30 years, \$37.50; and 15 but less than 20 years, \$25. The university does not provide any subsidies for retirees in the TNP. The primary government paid \$158,345.01 for OPEB as the benefits came due during the reporting period. This plan is funded on a pay-as-you-go basis and there are no assets accumulating in a trust that meets the criteria of paragraph 4 of GASB Statement No. 75.

In accordance with *Tennessee Code Annotated* 8-27-209, the state insurance committees established by *Tennessee Code Annotated* 8-27-201, 8-27-301 and 8-27-701 determine the required payments to the plan by member employers and employees. Claims liabilities of the plan are periodically computed using actuarial and statistical techniques to establish premium rates. Administrative costs are allocated to plan participants. Employers contribute towards employee costs based on their own developed policies.

Total OPEB Liability and OPEB Expense

Proportionate share - The primary governments proportion and proportionate share of the OPEB liability related to the university's retirees participating in the TNP is 100% and \$4,092,142, respectively. The university's proportion of the collective total OPEB liability was based on a projection of its long-term share of contributions to the OPEB plan relative to the projected share of contributions of all participating employers, actuarially determined. There has been no change in the university's proportion since the prior measurement date. The collective total OPEB liability was determined by an actuarial valuation with a valuation date of June 30, 2017 and measurement date of June 30, 2017.

Actuarial assumptions - The collective total OPEB liability in the June 30, 2017 actuarial valuation was determined using the following actuarial assumptions, applied to all periods included in the measurement, unless otherwise specified:

Inflation	2.25%
Salary increases	Graded salary ranges from 3.44 to 8.72 percent based on age, including inflation, averaging 4 percent
Healthcare cost trend rates	The premium subsidies provided to retirees in the Tennessee Plan are assumed to remain unchanged for the entire projection; therefore trend rates are not applicable.

Unless noted otherwise, the actuarial demographic assumptions used in the June 30, 2017, valuations were the same as those employed in the July 1, 2017 Pension Actuarial Valuation of the Tennessee Consolidated Retirement System (TCRS). These assumptions were developed by TCRS based on the results of an actuarial experience study for the period July 1, 2012 - June 30, 2016. The demographic assumptions were adjusted to more closely reflect actual and expected future experience. Mortality tables are used to measure the probabilities of participants dying

Notes to Financial Statements (Continued)

before and after retirement. The mortality rates employed in this valuation are taken from the RP-2014 Healthy Participant Mortality Table for Annuitants for non-disabled post-retirement mortality, with mortality improvement projected to all future years using Scale MP-2016. Post-retirement tables are Blue Collar and adjusted with a 2% load for males and a -3% load for females. Mortality rates for impaired lives are the same as those used by TCRS and are taken from a gender distinct table published in the IRS Ruling 96-7 for disabled lives with a 10% load.

Discount rate - The discount rate used to measure the total OPEB liability was 3.56 percent. This rate reflects the interest rate derived from yields on 20-year, tax-exempt general obligation municipal bonds, prevailing on the measurement date, with an average rating of AA/Aa as shown on the Fidelity 20-Year Municipal GO AA index.

Changes in assumptions - The discount rate was changed from 2.92% as of the beginning of the measurement period to 3.56% as of June 30, 2017. This change in assumption decreased the total OPEB liability.

Sensitivity of proportionate share of the collective total OPEB liability to changes in the discount rate - The following presents the university's proportionate share of the collective total OPEB liability of the EGOP, as well as what the proportionate share of the collective total OPEB liability would be if it were calculated using a discount rate that is 1-percentage-point lower (2.56%) or 1-percentage-point higher (4.56%) than the current discount rate. (expressed in thousands)

	1% Decrease <u>(2.56%)</u>	Discount Rate <u>(3.56%)</u>	1% Increase <u>(4.56%)</u>
Primary government share of the collective total OPEB liability	\$4,633,097	\$4,092,142	\$3,632,387

OPEB expense - For the fiscal year ended June, 30, 2018, the primary government recognized OPEB expense of \$175,509 for employees of the university participating in the TNP.

Note 13. Revenues

A summary of adjustments and allowances by revenue classification is presented as follows:

Revenue Source	Gross Revenue	Less Scholarship Allowance	Less Uncollectible Debts	Net Revenue
Tuition and Fees	\$170,515,368.80	\$55,901,823.65	\$526,897.75	\$114,086,647.40
Nongovernmental grants				
and contracts	19,504,002.91		379,201.51	19,124,801.40
Sales/Svcs Edu Dept	21,947,736.34	-	125,154.66	21,822,581.68
Residential Life	14,972,931.86	271,477.72	163,762.42	14,537,691.72
Food Service	6,811,255.24	-	27,294.28	6,783,960.96
Other Auxiliaries	2,471,687.65	-	7,596.81	2,464,090.84
Total	<u>\$236,222,982.80</u>	<u>\$56,173,301.37</u>	<u>\$1,229,907.43</u>	<u>\$178,819,774.00</u>

Notes to Financial Statements (Continued)

Note 14. Chairs of Excellence

The university had \$29,442,305.73 on deposit at June 30, 2018, with the State Treasurer for its Chairs of Excellence program. These funds are held in trust by the state and are not included in these financial statements.

Note 15. Insurance-Related Activities

It is the policy of the state not to purchase commercial insurance for the risks associated with casualty losses for general liability, automobile liability, professional medical malpractice liability, and workers' compensation. By statute, the maximum liability for general liability, automobile liability, and medical malpractice liability is \$300,000 per person and \$1 million per occurrence. The state's management believes it is more economical to manage these risks internally and set aside assets for claim settlement in its internal service fund, the Risk Management Fund (RMF). The state purchases commercial insurance for real property, crime and fidelity coverage on the state's officials and employees, and cyber liability coverage. For property coverage, the deductible for an individual state agency is the first \$25,000 of losses. The RMF is responsible for property losses for the annual aggregate deductible of \$7.5 million for perils other than earthquake and flood. Purchased insurance coverage is responsible for losses exceeding the \$7.5 million annual aggregate deductible. For earthquake and flood, there is a deductible of \$10 million per occurrence. The maximum insurance coverage is \$750 million per year for perils other than earthquake and flood. The maximum flood insurance coverage is \$50 million per occurrence, except there is only \$25 million of coverage in flood zones A and V. The maximum earthquake insurance coverage is \$50 million per occurrence. The amounts of settlements have not exceeded insurance coverage for each of the past three fiscal years.

The university participates in the Risk Management Fund. The fund allocates the cost of providing claims servicing and claims payment by charging a premium to the university based on a percentage of the university's expected loss costs, which include both experience and exposures. This charge considers recent trends in actual claims experience of the state as a whole. An actuarial valuation is performed as of fiscal year-end to determine the fund liability and premium allocation. Information regarding the determination of the claims liabilities and the changes in the balances of the claims liabilities for the years ended June 30, 2018, is presented in the *Tennessee Comprehensive Annual Financial Report* (CAFR). The CAFR is available on the state's website at www.tn.gov/finance/act/cafr.shtml. Since the university participates in the Risk Management Fund, it is subject to the liability limitations under the provisions of the Tennessee Claims Commission Act, *Tennessee Code Annotated*, Section 9-8-101 et seq. Liability for negligence of the university for bodily injury and property damage is limited to \$300,000 per person and \$1,000,000 per occurrence. The limits of liability under workers' compensation are set forth in *Tennessee Code Annotated*, Section 50-6-101 et seq. Claims are paid through the state's Risk Management Fund. The amount of cash and cash equivalents designated for payment of claims held by the Risk Management Fund at June 30, 2018, was not available.

At June 30, 2018, the scheduled coverage for the university was \$892,145,980.00 for buildings and \$177,230,600.00 for contents.

Notes to Financial Statements (Continued)

The state has also set aside assets in the Employee Group Insurance Fund, an internal service fund, to provide a program of health insurance coverage for the employees of the state with the risk retained by the state. The university participates in the Employee Group Insurance Fund. The fund allocates the cost of providing claims servicing and claims payment by charging a premium to the university based on estimates of the ultimate cost of claims, including the costs of claims that have been reported but not settled and of claims that have been incurred but not reported. Employees and providers have 13 months to file medical claims.

Note 16. Commitments and Contingencies

Sick Leave

The university records the cost of sick leave when paid. Generally, since sick leave (earned one day per month with unlimited accumulation) is paid only when an employee dies or is absent because of illness, injury, or related family death, there is no liability for sick leave at June 30. The dollar amount of unused sick leave was \$63,652,843.39 at June 30, 2018.

Operating Leases

The university has entered into various operating leases for buildings and equipment. Such leases will probably continue to be required. Expenses under operating leases for real property were \$710,238.74 for the year ended June 30, 2018. All operating leases are cancelable at the lessee's option.

Construction in Progress

At June 30, 2018, outstanding commitments under construction contracts totaled \$122,602,144.71 for construction and renovation projects of which \$51,771,218.18 will be funded by future state capital outlay appropriations

Litigation

The university is involved in several lawsuits, none of which are expected to have a material effect on the accompanying financial statements.

Notes to Financial Statements (Continued)

Note 17. Natural Classifications with Functional Classifications

The university's operating expenses by functional classification for the year ended June 30, 2018, are as follows:

<u>Functional Classification</u>	<u>Natural Classification</u>						<u>Total</u>
	<u>Salaries</u>	<u>Benefits</u>	<u>Other Operating</u>	<u>Scholarship</u>	<u>Depreciation</u>		
Instruction	\$106,774,444.64	\$37,957,756.60	\$17,131,403.94	\$ -	\$ -	\$ -	\$161,863,605.18
Research	6,383,028.43	1,894,020.27	4,107,749.87	-	-	-	12,384,798.57
Public service	14,718,191.51	5,650,641.98	9,768,407.26	-	-	-	30,137,240.75
Academic support	18,947,171.76	8,289,388.80	5,356,231.09	-	-	-	32,592,791.65
Student services	13,304,096.23	6,036,717.44	8,428,347.63	-	-	-	27,769,161.30
Institutional support	14,302,609.97	5,711,687.28	1,519,807.15	-	-	-	21,534,104.40
Maintenance & operation	7,934,824.44	4,281,416.31	16,427,964.22	-	-	-	28,644,204.97
Scholarships & fellowships	-	-	-	22,883,001.15	-	-	22,883,001.15
Auxiliary	2,075,208.48	869,433.40	11,373,372.63	-	-	-	14,318,014.51
Depreciation	-	-	-	-	13,800,368.14	-	13,800,368.14
Total Expenses	\$184,439,575.46	\$70,691,062.08	\$74,113,283.79	\$22,883,001.15	\$13,800,368.14	\$365,927,290.62	

Note 18. Affiliated Entity Not Included

The East Tennessee State University Research Foundation is a private, nonprofit foundation with the university as the sole beneficiary. The Research Foundation is controlled by a board independent of the university. The financial records, investments, and other financial transactions are handled external to the university and these amounts are not included in the university's financial report. As reported in the foundation's most recently audited financial report, at June 30, 2017 the assets of the research foundation totaled \$497,409 liabilities were \$15,639 and the net position amounted to \$481,770.

Note 19. Insurance Recoveries

The university sustained damage to various building on campus and some of the equipment they contained due to several unrelated events. The impairment of all assets involved was temporary and no impairment loss was recognized. An insurance recovery for the capital damage in the amount of \$11,308.49 was recorded in fiscal year 2018. The insurance recovery is classified as other nonoperating revenue in the statement of revenues expense and changes in net position.

Note 20. On-Behalf Payments

During the year ended June 30, 2018, the State of Tennessee made payments of \$158,345.01 on behalf of the university for retirees participating in the Medicare Supplement Plan. The Medicare Supplement Plan is a postemployment benefit healthcare plan and is discussed further in Note 12. The plan is reported in the *Tennessee Comprehensive Annual Financial Report* (CAFR). The CAFR is available on the state's website at www.tn.gov/finance/act/cafr.shtml.

Notes to Financial Statements (Continued)

Note 21. Prior Period Adjustment(s)

At June 30, 2017, in calculating depreciation expense and accumulated depreciation on equipment, the university determined the Banner system was not including the entire depreciable basis in calculations. Equipment depreciation expense and accumulated depreciation had been underreported over a ten-year period of using the Banner system. Therefore, at June 30, 2017 statement of net position and capital assets net of accumulated depreciation were overstated by \$950,854.13. The errors in the Banner system were identified and corrected. The prior period adjustment for the cumulative understatement of accumulated depreciation was corrected in the university's June 30, 2018, financial statements.

Note 22. Cumulative Effect of a Change in Accounting Principle

During fiscal year 2018, the university implemented GASB Statement 75, *Accounting and Financial Reporting for Post-employment Benefits Other than Pensions*. This statement establishes standards for the measurement, recognition, and display of the net OPEB liability and related expenses, deferred inflows, deferred outflows, note disclosures, and required supplementary information. The implementation of GASB Statement 75 resulted in a cumulative adjustment to beginning net position of \$13,324,216.35.

Note 23. Subsequent Events

The university entered a contract to purchase the Millennium Center, pedestrian sky bridge and parking garage from the Public Building Authority of the City of Johnson City on October 1, 2018. The purchase was funded through \$2.1 million in plant funds for the Center and the sky bridge, and \$3.7 million in bonds for the parking garage. The university took control of the facilities on October 1 and is working on a transition plan for academic space and camps/conferences activities.

Note 24. Component Units

EAST TENNESSEE STATE UNIVERSITY FOUNDATION

The East Tennessee State University Foundation is a legally separate, tax-exempt organization supporting East Tennessee State University. The Foundation acts primarily as a fund-raising organization to supplement the resources that are available to the university in support of its programs. The 25-member board of the Foundation is self-perpetuating and consists of graduates and friends of the university. Although the university does not control the timing or amount of receipts from the Foundation, the majority of resources, or income thereon, that the Foundation holds and invests are restricted to the activities of the university by the donors. Because these restricted resources held by the Foundation can only be used by, or for the benefit of, the university, the Foundation is considered a component unit of the university and is discretely presented in the university's financial statements.

Notes to Financial Statements (Continued)

During the year ended June 30, 2018, the Foundation made distributions of \$3,571,470.72 to or on behalf of the university for both restricted and unrestricted purposes. Complete financial statements for the Foundation can be obtained from Dr. B.J. King, ETSU Chief Financial Officer, P.O. Box 70601, Johnson City, TN 37614.

Cash and Cash Equivalents – In addition to demand deposits and petty cash on hand, this classification includes instruments which are readily convertible to known amounts of cash and which have original maturities of three months or less. At June 30, 2018, cash and cash equivalents consists of \$233,681.78 in bank accounts, \$7,104,465.39 in the State of Tennessee Local Government Investment Pool administered by the State Treasurer, and \$1,524,648.39 in cash held by others.

The Foundation also has deposits in the Local Government Investment Pool (LGIP) administered by the State Treasurer. The LGIP is part of the Pooled Investment Fund. There are no minimum or maximum limitations on withdrawals with the exception of a 24-hour notification period for withdrawals of \$5 million or more. The fund's required risks disclosures are presented in the State of Tennessee's Treasurer's Report. That report is available on the state's website at <http://www.tn.gov/treasury>.

Investments – The Foundation is authorized to invest funds in accordance with its board of directors' policies. In accordance with GASB Statement 31, as amended, investments are reported at fair value, including those with a maturity date of one year or less at the time of purchase, unless otherwise noted.

As of June 30, 2018, the Foundation had the following investments and maturities.

<u>Investment Type</u>	<u>Fair Value</u>	<u>Less than 1</u>	<u>1 to 5</u>	<u>6 to 10</u>	<u>More than 10</u>
U.S. Government	\$ 1,888,722.50	\$ 796,672.00	\$ 374,640.00	\$ 717,410.50	\$ -
U.S. TIPS	2,303,276.13	478,240.69	1,825,035.44	-	-
U.S. Agencies	802,208.00	-	802,208.00	-	-
Corporate bonds	\$ 5,988,476.44	\$1,262,380.94	\$2,438,092.75	\$2,288,002.75	\$ -
Bond mutual funds	17,038,755.42	1,472,100.18	5,853,444.89	6,133,042.28	3,580,168.07
 Total	 \$28,021,438.49	 \$4,009,393.81	 \$11,293,421.08	 \$9,138,455.53	 \$3,580,168.07

Non-Fixed Income Investments

Mutual equity funds	\$60,056,733.97
Hedge funds	2,592,446.70
CSV of life insurance	475,217.89
Total	\$91,145,837.05

Interest Rate Risk - Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of a debt investment. In order to reduce the exposure to interest rate risk, the Foundation will set limits regarding the weighted average maturity for each direct investment pool.

Notes to Financial Statements (Continued)

In the case of federal securities, the weighted average of all investments should be less than three (3) years.

Credit Risk - Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. Securities are rated using Standard and Poor's, Moody's, and/or Fitch's and are presented below using the Standard and Poor's rating scale. Positions in debt securities owned by the Foundation should not be below investment grade and the Foundation's investment advisors have discretion to invest in bond funds that they deem appropriate for the Foundation's investment portfolio.

As of June 30, 2018, the Foundation's investments were rated as follows:

<u>Investment Type</u>	<u>Fair Value</u>	<u>AAA</u>	<u>AA</u>	<u>A</u>	<u>BBB or Less</u>	<u>Unrated</u>
LGIP	\$ 7,104,465.39	\$ -	\$ -	\$ -	\$ -	\$ 7,104,465.39
U.S. Government	1,888,722.50	-	1,888,722.50	-	-	-
U.S. TIPS	2,303,276.13	-	2,303,276.13	-	-	-
U.S. Agencies	802,208.00	-	802,208.00	-	-	-
Corporate bonds	5,988,476.44	366,615.00	492,513.00	3,428,421.94	1,700,926.50	-
Bond mutual funds	17,038,755.42	2,898,068.85	479,332.04	1,873,215.76	11,693,215.73	94,923.04
Total	\$35,125,903.88	\$3,264,683.85	\$5,966,051.67	\$5,301,637.70	\$13,394,142.23	\$7,199,388.43

Investments of endowment and similar funds are composed of the following:

	<u>June 30, 2018</u>
U.S. Government	\$ 1,492,090.78
U.S. TIPS	1,300,629.80
U.S. Agencies	633,744.32
Corporate bonds	4,730,896.39
Pooled Investment Vehicles	66,607,624.85
Hedge Fund	2,592,446.70
Deposits Held by Others	1,524,648.39
Total	\$78,882,081.23

Assets of endowment funds are pooled on a fair value basis, with each individual fund subscribing to or disposing of units on the basis of the value per unit fair value at the beginning of the calendar quarter within which the transaction takes place. Of the total units at March 31, 2018, each having a fair value of \$1.0709171653, 69,208,431.74 units were owned by endowment, and 3,907,911.74 units were owned by quasi-endowment.

Notes to Financial Statements (Continued)

The following tabulation summarizes changes in relationships between cost and fair values of the pooled assets for the year ended June 30, 2018:

	Pooled Assets			Fair Value
	<u>Fair Value</u>	<u>Cost</u>	<u>Net Gains (Losses)</u>	<u>per Unit</u>
End of year	\$90,670,619.16	\$89,500,225.84	\$ 1,170,393.32	\$1.0709171653
Beginning of year	72,970,339.89	68,617,731.62	4,352,608.27	1.1028820638
Unrealized net gains			(3,182,214.95)	
Realized net gains			6,825,769.14	
Total net gains			<u>\$3,643,554.19</u>	

The average annual earnings per unit, exclusive of net gains, were \$.019 for the year ended June 30, 2018.

Custodial Credit Risk - For an investment, custodial credit risk is the risk that, in the event of the failure of the counterparty, the Foundation will not be able to recover the value of its investments or collateral securities that are in the possession of an outside party. The Foundation does not have a deposit policy for custodial credit risk. At June 30, 2018, the Foundation had \$89,607,444.22 of uninsured and unregistered investments for which the securities are held by the counterparty.

Fair Value Measurement - The foundation categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The foundation has the following recurring fair value measurements as of June 30, 2018:

	<u>June 30, 2018</u>	Quoted Prices in Active Markets for Identical Assets <u>(Level 1)</u>	Significant Other Observable Inputs <u>(Level 2)</u>	Significant Unobservabl e Inputs <u>(Level 3)</u>	Investments Measured at the Net Asset Value <u>(NAV)</u>	
Assets by Fair Level Value						
Debt Securities						
U.S. Government	\$1,888,722.50	\$1,888,722.50	\$ -	\$ -	\$ -	
U.S. TIPS	2,303,276.13	2,303,276.13	-	-	-	
U.S. Agencies	802,208.00	802,208.00	-	-	-	
Corporate bonds	5,988,476.44	5,988,476.44	-	-	-	
Bond mutual funds	17,038,755.42	-	-	-	17,038,755.42	
Total debt securities	28,021,438.49	10,982,683.07	-	-	17,038,755.42	
Equity securities						
Mutual equity funds	60,056,733.97	-	-	-	60,056,733.97	
Hedge funds	2,592,446.70	-	-	-	2,592,446.70	
Total equity securities	62,649,180.67	-	-	-	62,649,180.67	
Other Investments						
Cash surrender value of life insurance	475,217.89	475,217.89	-	-	-	
Total Other Investments	475,217.89	475,217.89	-	-	-	
Total assets at fair value	\$91,145,837.05	\$11,457,900.96	\$ -	\$ -	\$79,687,936.09	

Notes to Financial Statements (Continued)

Assets and liabilities classified in Level 1 of the fair value hierarchy are valued using prices quoted in active markets for those securities. Assets and liabilities classified in Level 2 of the fair value hierarchy are valued using cash surrender value. Assets and liabilities classified in Level 3 are valued using realtor market analysis.

The valuation method for assets and liabilities measured at the net asset value per share (or its equivalent) is presented on the following table.

Assets Measured at the NAV	<u>Fair Value</u>	<u>Unfunded Commitments</u>	Redemption Frequency	Redemption Notice Period
			<u>(if currently eligible)</u>	
Bond mutual funds	\$17,038,755.42	\$ -	Daily	None
Mutual equity funds	60,056,733.97	-	Daily	None
Hedge funds	2,592,446.70	-	Quarterly	91 Days

The above assets are commingled bond/equity funds that are considered to be commingled in nature. They are valued at the net asset value of units held at the end of the period based upon the fair value of the underlying investments.

Pledges Receivable - Pledges receivable at June 30, 2018, are summarized below, net of the allowance for doubtful accounts:

Current pledges	\$1,153,655.38
Pledges due in one to five years	3,138,434.25
Pledges due after five years	1,471,425.00
Subtotal	5,763,514.63
Less discounts to net present value	(741,740.87)
Total pledges receivable, net	<u>\$5,021,773.76</u>

Capital Assets - Capital asset activity for the year ended June 30, 2018, was as follows:

	<u>Beginning Balance</u>	<u>Additions</u>	<u>Transfers</u>	<u>Reductions</u>	<u>Ending Balance</u>
Buildings	\$59,000.00	\$ -	\$ -	\$ -	\$59,000.00
Equipment	247,000.00	-	-	(247,000.00)	-
Other Assets	12,000.00	-	-	-	12,000.00
Projects in progress	-	-	-	-	-
Total	318,000.00	-	-	(247,000.00)	71,000.00

Notes to Financial Statements (Continued)

Less accumulated depreciation/amortization:						
Buildings	59,000.00	-	-	-	-	59,000.00
Equipment	49,400.00	49,400.00	-	(98,800.00)		
 Capital assets, net	 \$209,600.00	 \$49,400.00	\$	 - \$(148,200.00)	 \$12,000.00	

Endowments - The ETSU Foundation's endowment consists of 564 individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by GAAP, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law - The Board of Directors of the ETSU Foundation has interpreted the Uniform Prudent Management of Institutional Funds Act (the Act) as adopted by Tennessee as preservation of the historical dollar value of the original gift. As a result of this interpretation, the ETSU Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. 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 the Act. In accordance with the Act, the foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund
2. The purposes of the foundation and the endowment fund
3. General economic conditions
4. The possible effect of inflation or deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the foundation
7. The investment policies of the foundation

Return Objectives and Risk Parameters - The foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the organization must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds. Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner that is intended to produce results that over the long term, will achieve a total return equivalent to or greater than the Foundation's financial requirements over the time horizon. The foundation expects its endowment funds, over time, to provide an average rate of return of approximately seven percent annually. Actual returns in any given year may vary from this amount.

Notes to Financial Statements (Continued)

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

Spending Policy and How the Investment Objectives Relate - The foundation has a policy of appropriating for distribution each year 2% to 4% of the average quarterly balance for the three preceding calendar years depending on the amount of reserve for each endowment. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long-term, the foundation expects the current spending policy to allow its endowment to grow at an average of 4% annually. This is consistent with the foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

At June 30, 2018, net appreciation of \$13,757,203.08 is available to be spent, of which \$8,672,860.93 is included in restricted net position expendable for scholarships and fellowships, \$135,552.08 is included in restricted net position expendable for research, \$1,100,826.42 is included in restricted net position expendable for instructional departmental uses, and \$3,847,963.65 included in restricted net position expendable for other purposes.

Revenues

The following revenues have been adjusted for uncollectible debts:

Revenue Source	Revenue	Bad Debt	Net
Gifts and contributions	4,712,218.09	18,706.25	4,693,511.84
Other operating revenues	4,446,340.25		4,446,340.25
Other nonoperating revenues	5,387,558.04		5,387,558.04
Additions to permanent endowments	1,666,334.43		1,666,334.43
Total	16,212,450.81	18,706.25	16,193,744.56

MEDICAL EDUCATION ASSISTANCE CORPORATION

The Medical Education Assistance Corporation (MEAC) is a legally separate, tax-exempt organization supporting East Tennessee State University. MEAC acts primarily as a physicians practice group to supplement the resources that are available to the university in support of its medical education programs. The 15-member board of MEAC is self-perpetuating and consists of the department chairs from Quillen College of Medicine, a representative from East Tennessee State University's Office of the President, a representative from the Tennessee Board of Regents, and at-large faculty from the Quillen College of Medicine. Although the university does not control the timing or amount of receipts from MEAC, the residual income that MEAC earns is restricted to supporting medical education. Because these restricted resources held by MEAC can only be used by,

Notes to Financial Statements (Continued)

or for the benefit of, the university, MEAC is considered a component unit of the university and is discretely presented in the university's financial statements.

During the year ended June 30, 2018, MEAC made distributions of \$2,690,281.00 to or on behalf of the ETSU or the ETSU Foundation for both restricted and unrestricted purposes. Complete financial statements for MEAC can be obtained from Charles Woepel, Executive Director, P.O. Box 699, Mountain Home, TN 37684.

Cash and Cash Equivalents –In addition to demand deposits and petty cash on hand, this classification includes instruments which are readily convertible to known amounts of cash and which have original maturities of three months or less. At June 30, 2018, cash and cash equivalents consists of \$8,029,927.00 in bank accounts, \$2,600.00 of petty cash on hand and \$202,440.00 in the State of Tennessee Local Government Investment Pool administered by the State Treasurer.

MEAC also has deposits in the Local Government Investment Pool (LGIP) administered by the State Treasurer. The LGIP is measured at amortized cost and is part of the Pooled Investment Fund. There are no minimum or maximum limitations on withdrawals with the exception of a 24-hour notification period for withdrawals of \$5 million or more. The fund's required risks disclosures are presented in the State of Tennessee's Treasurer's Report. That report is available on the state's website at <http://www.tn.gov/treasury>.

Investments – The corporation is authorized to invest funds in accordance with its board of directors' policies. The corporation's investments at June 30, 2018, consisted of term deposits (CDs) as well as bonds held at local financial institutions with original maturities greater than three months.

As of June 30, 2018, MEAC had the following investments and maturities.

<u>Investment Type</u>	<u>Amortized Cost</u>	<u>Fair Value</u>	<u>Investment Maturities (In Years)</u>	
			<u>Less than 1</u>	<u>1 to 5</u>
US Agency Bonds		\$4,947,179.00	\$1,984,089.00	\$2,963,090.00
Certificates of Deposit	\$6,314,859.00		\$5,149,012.00	\$1,165,847.00

Interest Rate Risk – Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of a debt investment. MEAC does not have a formal investment policy that limits investment maturities as a means of managing its exposure to fair value arising from increasing interest rates.

Credit Risk - Credit risk is the risk that an issuer or other counterpart to an investment will not fulfill its obligations. MEAC has no investment policy limiting its investment choices based on ratings issued by nationally recognized statistical rating organizations. Securities are rated using Standard and Poor's, Moody's, and/or Fitch's and are presented below using the Standard and Poor's rating Scale. As of June 30, 2018, MEAC's investments were rated as follows:

Notes to Financial Statements (Continued)

<u>Investment Type</u>	<u>Fair Value</u>	<u>Credit Quality Rating</u>	
		<u>AA</u>	<u>Unrated</u>
LGIP	\$ 202,440.00	\$ -	\$ 202,440.00
US Agency Bonds	4,947,179.00	4,947,179.00	-

Concentration of Credit Risk - Concentration of credit risk is the risk of loss attributed to the magnitude of MEAC's investment in a single issuer. MEAC places no limit on the amount it may invest in any one issuer. More than 5 percent of MEAC's investments are investing in the following single issuer at June 30, 2018.

<u>Issuer</u>	<u>Percentage of Total Investments</u>
Bank of Tennessee	37%
First Tennessee	44%
Home Trust Bank	19%

Fair Value Measurement - MEAC categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. MEAC has the following recurring fair value measurements as of June 30, 2018.

<u>Assets by Fair Level</u>	<u>June 30, 2018</u>	<u>Quoted Prices in Active Markets for Identical Assets</u>	<u>Significant Other Observable Inputs</u>
<u>Value</u>		<u>(Level 1)</u>	<u>(Level 2)</u>
Debt Securities			
US Agency	\$4,947,179.00	\$ -	\$4,947,179.00
Total assets at fair value	<u>\$4,947,179.00</u>	<u>\$ -</u>	<u>\$4,947,179.00</u>

Assets classified in Level 1 of the fair value hierarchy are valued using prices quoted in active markets for those securities. Assets classified in Level 2 of the fair value hierarchy are valued using the spread above risk-free yield curve. As the yields for the risk-free yield curve and the spreads for these securities are observable market inputs, the fair values of US government agency debt securities are included in the Level 2 hierarchy. Valuations are obtained from a third party pricing service for investment securities.

Receivables

Receivables at June 30, 2018, included the following:

Notes to Financial Statements (Continued)

Patient accounts receivable, net	\$2,649,522.00
Other receivables	<u>1,412,920.00</u>
Total	\$4,062,442.00

Capital Assets - Capital asset activity for the year ended June 30, 2018, was as follows:

	<u>Beginning</u>				<u>Ending Balance</u>
	<u>Balance</u>	<u>Additions</u>	<u>Transfers</u>	<u>Reductions</u>	
Land	\$ 408,450.00	\$ -	\$ -	\$ -	\$ 408,450.00
Buildings & improvements	5,778,698.00	-	-	-	5,778,698.00
Leasehold improvements	763,366.00	6,340.00	-	-	769,706.00
Equipment	4,459,958.00	539,688.00	-	-	4,999,646.00
Total	11,410,472.00	546,028.00	-	-	11,956,500.00
Less accumulated depreciation:					
Buildings &					
Improvements	1,375,676.00	208,765.00	-	-	1,584,441.00
Leasehold improvements	695,493.00	26,121.00	-	-	721,614.00
Equipment	4,120,245.00	201,032.00	-	-	4,321,277.00
Total	6,191,414.00	435,918.00	-	-	6,627,332.00
Capital assets, net	\$5,219,058.00	\$110,110.00	\$ -	\$ -	\$5,329,168.00

Long-term liabilities - Long term liability activity for the year ended June 30, 2018, was as follows:

	<u>Beginning</u>			<u>Ending</u>		<u>Current</u>
	<u>Balance</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance</u>		<u>Portion</u>
Compensated absences	\$909,138.00	\$ -	\$212,773.00	\$696,365.00	\$139,273.00	
Total long-term liabilities	\$909,138.00	\$ -	\$212,773.00	\$696,365.00	\$139,273.00	

Capital Lease Between MEAC and the University

In 2008, MEAC entered into an agreement to lease a clinical education building from the university for 30 years at a rate equivalent to the cost of construction of the building, which was \$2,942,254. The entire lease obligation was paid in 2009 upon the completion of construction. The agreement is currently being treated as a capital lease. Because there is no remaining obligation, no capital lease obligation has been reported by MEAC and no capital lease receivable has been reported by the university.

EAST TENNESSEE STATE UNIVERSITY
Required Supplementary Information
Schedule of East Tennessee State University's Proportionate Share of the Net
Pension Liability
Closed State and Higher Education Employee Pension Plan Within TCRS

	Proportion of the Net Pension Liability	Proportionate Share of the Net Pension Liability	Covered Payroll	Proportionate Share of the Net Pension Liability as a Percentage of Its Covered Payroll	Plan Fiduciary Net Position as a Percentage of the Total Pension Liability
2018	2.113662%	\$37,826,081	\$50,712,584	74.59%	88.88%
2017	2.121410%	\$38,706,509	\$51,794,799	74.73%	87.96%
2016	2.069473%	\$26,681,350	\$54,038,562	49.37%	91.26%
2015	2.041149%	\$14,082,883	\$55,762,565	25.26%	95.11%

- 1) To correspond with the measurement date, the amounts presented were determined as of June 30 of the prior fiscal year.

- 2) GASB 68 requires a ten-year schedule for this data to be presented starting with the implementation of GASB 68. The information in this schedule is not required to be presented retroactively. Years will be added to this schedule in future years until ten years of information are available.

EAST TENNESSEE STATE UNIVERSITY
Required Supplementary Information
Schedule of East Tennessee State University's Proportionate Share
of the Net Pension Asset
State and Higher Education Employee Pension Plan Within TCRS

	Proportion of the Net Pension Asset	Proportionate Share of the Net Pension Asset	Covered Payroll	Proportionate Share of the Net Pension Liability as a Percentage of Its Covered Payroll	Plan Fiduciary Net Position as a Percentage of the Total Pension Liability
2018	2.094340%	\$434,336	\$11,157,589	3.89%	131.51%
2017	2.054754%	\$173,103	\$6,330,672	2.72%	130.56%
2016	2.184792%	\$60,758	\$2,379,157	2.55%	142.55%

- 1) To correspond with the measurement date, the amounts presented were determined as of June 30 of the prior fiscal year.

- 2) GASB 68 requires a ten-year schedule for this data to be presented starting with the implementation of GASB 68. The information in this schedule is not required to be presented retroactively. Years will be added to this schedule in future years until ten years of information are available.

EAST TENNESSEE STATE UNIVERSITY
Required Supplementary Information
Schedule of East Tennessee State University's Contributions
Closed State and Higher Education Employee Pension Plan Within TCRS

	Contractually Determined Contributions	Contributions in Relation to Contractually Determined Contribution	Contribution Deficiency (Excess)	Covered Payroll	Contributions as a Percentage of Covered Payroll
2018	\$9,540,014	\$9,540,014	\$ -	\$50,556,513	18.87%
2017	7,616,299	7,616,299	-	50,712,584	15.02%
2016	7,784,757	7,784,757	-	51,794,799	15.03%
2015	8,121,767	8,121,767	-	54,038,562	15.03%
2014	8,381,113	8,381,113	-	55,762,565	15.03%
2013	8,044,873	8,044,873	-	53,525,437	15.03%
2012	7,674,153	7,674,153	-	51,469,841	14.91%
2011	7,186,331	7,186,331	-	48,198,060	14.91%
2010	6,074,138	6,074,138	-	46,652,366	13.02%
2009	6,187,233	6,187,233	-	47,520,989	13.02%

To correspond with the measurement date, the amounts presented were determined as of June 30 of the prior fiscal year.

EAST TENNESSEE STATE UNIVERSITY
Required Supplementary Information
Schedule of East Tennessee State University's Contributions
State and Higher Education Employee Pension Plan Within TCRS

	Contributions in Relation to Contractually Determined Contributions	Contractually Determined Contribution	Contribution Deficiency (Excess)	Covered Payroll	Contributions as a Percentage of Covered Payroll
2018	\$630,229	\$630,229	\$ -	\$16,399,694	3.84%
2017	430,143	430,143	-	11,157,589	3.86%
2016	244,997	244,997	-	6,330,672	3.87%
2015	92,133	92,133	-	2,379,157	3.87%

This is a ten-year schedule; however, contributions to this plan began in 2015. Years will be added to this schedule in future years until ten years of information are available.

EAST TENNESSEE STATE UNIVERSITY
Required Supplementary Information
Schedule of the Employer Proportionate Share of the
Collective Total OPEB Liability
Closed State Employee Group OPEB Plan
Fiscal Year Ending June 30

ETSU's proportion of the collective total OPEB liability	2.0568595285%
ETSU's proportionate share of the collective total OPEB liability	\$27,614,178
ETSU's covered payroll related to OPEB	\$101,025,263
ETSU's proportionate share of the collective total OPEB liability as a percentage of its covered payroll	27.33%

- 1) There are no assets accumulating in a trust that meets the criteria in paragraph 4 of GASB statement 75 related to this OPEB plan.
- 2) This is a ten-year schedule; however, the information in this schedule is not required to be presented retroactively. Years will be added to this schedule in future years until ten years of information is available.
- 3) The amounts reported for each fiscal year were determined as of the prior fiscal year-end.

EAST TENNESSEE STATE UNIVERSITY
Required Supplementary Information
Schedule of the Employer Proportionate Share of the
Collective Total OPEB Liability
Closed Tennessee Plan
Fiscal Year Ending June 30

ETSU's proportion of the collective total OPEB liability	0.0%
ETSU's proportionate share of the collective total OPEB liability	\$ -
Primary government's proportionate share of the collective total OPEB liability	\$ 4,092,142
Collective total OPEB liability	\$ 4,092,142
ETSU's covered payroll related to OPEB	\$119,808,196
ETSU's proportionate share of the collective total OPEB liability as a percentage of its covered payroll	3.42%

- 1) There are no assets accumulating in a trust that meets the criteria in paragraph 4 of GASB statement 75 related to this OPEB plan.
- 2) This is a ten-year schedule; however, the information in this schedule is not required to be presented retroactively. Years will be added to this schedule in future years until ten years of information is available.
- 3) The amounts reported for each fiscal year were determined as of the prior fiscal year-end.

EAST TENNESSEE STATE UNIVERSITY
Supplementary Schedule of Cash Flows
East Tennessee State University Foundation
For the Year Ended June 30, 2018

Cash flows from operating activities	
Gifts and contributions	\$ 4,039,888.63
Payments to suppliers and vendors	(2,987,917.07)
Payments for scholarships and fellowships	(2,106,884.61)
Payments to ETSU	(3,571,470.72)
Other receipts (payments)	4,446,340.25
Net cash provided by operating activities	(180,043.52)
Cash flows from noncapital financing activities	
Private gifts for endowment purposes	1,666,334.43
Net cash provided by noncapital financing activities	1,666,334.43
Cash flows from investing activities	
Proceeds from sales and maturities of investments	95,029,390.77
Income from investments	8,443,221.35
Purchase of investments	(115,909,927.83)
Net cash provided by investing activities	(12,437,315.71)
Net decrease in cash and cash equivalents	(10,951,024.80)
Cash and cash equivalents – beginning of year	19,813,820.36
Cash and cash equivalents – end of year	8,862,795.56
Reconciliation of operating loss to net cash used by operating activities:	
Operating income (loss)	(303,838.08)
Noncash operating expenses	197,600.00
Adjustments to reconcile operating loss to net cash used by operating activities	
Changes in assets and liabilities:	
Receivables	(165,716.15)
Accounts payable	91,910.71
Net cash provided (used) by operations	(180,043.52)
Noncash investing, capital, or financing transactions	
Unrealized gains/(losses) on investments	\$ (3,182,214.95)

EAST TENNESSEE STATE UNIVERSITY
Supplementary Schedule of Cash Flows - Medical Education Assistance Corporation
For the Year Ended June 30, 2018

Cash flows from operating activities	
Collections from patient charges	\$ 40,666,228.00
Payments to employees	(28,908,062.00)
Payments for benefits	(2,626,048.00)
Payments to suppliers and vendors	(6,402,519.00)
Other receipts (payments)	2,620,520.00
Net cash provided by operating activities	<u>5,350,119.00</u>
Cash flows from noncapital financing activities	
Payments to or on behalf of ETSU or ETSU Foundation	(3,834,983.00)
Net cash provided by noncapital financing activities	<u>(3,834,983.00)</u>
Cash flows from capital and related financing activities	
Purchases of capital assets and construction	(546,028.00)
Net cash used by capital and related financing activities	<u>(546,028.00)</u>
Cash flows from investing activities	
Income from investments	134,656.00
Purchase of investments	97,734.00
Other investing receipts (payments)	123,060.00
Net cash provided by investing activities	<u>355,450.00</u>
Net decrease in cash	1,324,558.00
Cash – beginning of year	6,910,409.00
Cash – end of year	<u>8,234,967.00</u>
Reconciliation of operating loss to net cash used by operating activities:	
Operating gain	3,344,216.00
Adjustments to reconcile operating loss to net cash used by operating activities	
Noncash operating expenses	435,918.00
Changes in assets and liabilities:	
Receivables	1,569,694.00
Prepaid expenses	64,149.00
Accounts payable	(179,981.00)
Accrued liabilities	(138,633.00)
Compensated absences	(212,773.00)
Other	467,529.00
Net cash provided (used) by operations	<u>5,350,119.00</u>
Noncash investing, capital, or financing transactions	
Unrealized gains/(losses) on investments	(40,411.00)