

SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED FINANCIAL STATEMENTS AND
SINGLE AUDIT COMPLIANCE REPORTS
YEARS ENDED JUNE 30, 2023 AND 2022



CPAs | CONSULTANTS | WEALTH ADVISORS

CLAcconnect.com

**SOUTHWEST INITIATIVE FOUNDATION
TABLE OF CONTENTS
YEARS ENDED JUNE 30, 2023 AND 2022**

INDEPENDENT AUDITORS' REPORT	1
CONSOLIDATED FINANCIAL STATEMENTS	
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION	4
CONSOLIDATED STATEMENTS OF ACTIVITIES	5
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES	7
CONSOLIDATED STATEMENTS OF CASH FLOWS	9
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS	11
INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH <i>GOVERNMENT AUDITING STANDARDS</i>	40
INDEPENDENT AUDITORS REPORT ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM AND REPORT ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE	42
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS	45
NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS	46
SCHEDULE OF FINDINGS AND QUESTIONED COSTS	47



INDEPENDENT AUDITORS' REPORT

Board of Directors
Southwest Initiative Foundation
Hutchinson, Minnesota

Report on the Audit of the Consolidated Financial Statements

Opinion

We have audited the accompanying consolidated financial statements of Southwest Initiative Foundation (the Foundation), which comprise the consolidated statements of financial position as of June 30, 2023 and 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the accompanying consolidated financial statements referred to above present fairly, in all material respects, the financial position of Southwest Initiative Foundation as of June 30, 2023 and 2022, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of Southwest Initiative Foundation, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

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

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Southwest Initiative Foundation's ability to continue as a going concern for one year after the date the consolidated financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Southwest Initiative Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Southwest Initiative Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, the schedule of expenditures of federal awards is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 28, 2023 on our consideration of Southwest Initiative Foundation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Southwest Initiative Foundation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Southwest Initiative Foundation's internal control over financial reporting and compliance.



CliftonLarsonAllen LLP

St. Cloud, Minnesota
November 28, 2023

SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2023 AND 2022

	2023	2022
ASSETS		
Cash and Cash Equivalents	\$ 847,829	\$ 747,896
Restricted Cash	671,816	435,422
Loans Receivable, Net	9,524,791	9,542,235
Pledges Receivable	264,500	-
Due from McKnight Foundation	1,500,000	2,500,000
Other Receivables	752,264	783,285
Prepaid Expenses	75,749	88,959
Investments	92,187,492	83,793,796
Property and Equipment, Net	2,351,218	2,543,756
Total Assets	\$ 108,175,659	\$ 100,435,349
LIABILITIES AND NET ASSETS		
LIABILITIES		
Grants and Other Payables	\$ 2,681,194	\$ 2,706,907
Accrued Liabilities	1,106,061	1,195,459
Assets Held on Donor's Behalf	1,796,720	1,575,410
Obligations of Split-Interest Agreements	199,295	193,250
Life Estate Liability	3,198,270	3,298,705
Investment Trust Liability	380,999	406,245
Notes Payable	1,239,321	967,004
Bonds Payable, Net	-	445,320
Total Liabilities	10,601,860	10,788,300
NET ASSETS		
Without Donor Restrictions:		
Board-Designated	21,075,646	19,772,005
Undesignated	10,283,602	9,061,215
Total Net Assets Without Donor Restrictions	31,359,248	28,833,220
With Donor Restrictions:		
Purpose and Time Restricted	20,795,780	19,335,709
Held in Perpetuity	45,418,771	41,478,120
Total Net Assets With Donor Restrictions	66,214,551	60,813,829
Total Net Assets	97,573,799	89,647,049
Total Liabilities and Net Assets	\$ 108,175,659	\$ 100,435,349

See accompanying Notes to Consolidated Financial Statements.

**SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2023**

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE			
McKnight Foundation Grants	\$ 345,570	\$ -	\$ 345,570
Other Grants	1,080,556	5,965,315	7,045,871
Contributions	123,302	3,250,125	3,373,427
Investment Income	3,931,119	2,143,592	6,074,711
Loan Interest Income	-	459,103	459,103
Discount on Below Market Loans	-	72,415	72,415
Rental Income	65,305	15,700	81,005
Change in Split Interest Agreement	-	121,238	121,238
Miscellaneous Income	26,565	116,318	142,883
Subtotal Revenue	<u>5,572,417</u>	<u>12,143,806</u>	<u>17,716,223</u>
Net Assets Released from Restrictions and Transfers	<u>6,743,084</u>	<u>(6,743,084)</u>	<u>-</u>
Total Revenue	<u>12,315,501</u>	<u>5,400,722</u>	<u>17,716,223</u>
EXPENSE			
Program Expenses:			
Grant Programs	4,502,769	-	4,502,769
Economic Development Programs	1,528,694	-	1,528,694
Affiliate Funds	2,216,537	-	2,216,537
Total Program Expenses	<u>8,248,000</u>	<u>-</u>	<u>8,248,000</u>
General and Administrative	891,647	-	891,647
Fund Development	649,826	-	649,826
Total Expense	<u>9,789,473</u>	<u>-</u>	<u>9,789,473</u>
CHANGE IN NET ASSETS	<u>2,526,028</u>	<u>5,400,722</u>	<u>7,926,750</u>
Net Assets - Beginning of Year	<u>28,833,220</u>	<u>60,813,829</u>	<u>89,647,049</u>
NET ASSETS - END OF YEAR	<u>\$ 31,359,248</u>	<u>\$ 66,214,551</u>	<u>\$ 97,573,799</u>

See accompanying Notes to Consolidated Financial Statements.

**SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2022**

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE			
McKnight Foundation Grants	\$ 277,093	\$ 2,500,000	\$ 2,777,093
Other Grants	5,533,586	132,520	5,666,106
Contributions	141,092	2,463,712	2,604,804
PPP Loan Forgiveness	385,458	-	385,458
Investment Loss	(6,239,535)	(3,330,927)	(9,570,462)
Loan Interest Income	-	430,382	430,382
Discount on Below Market Loans	-	232,360	232,360
Rental Income	68,901	6,280	75,181
Change in Split Interest Agreement	-	69,518	69,518
Miscellaneous Income	23,655	33,898	57,553
Subtotal Revenue	<u>190,250</u>	<u>2,537,743</u>	<u>2,727,993</u>
Net Assets Released from Restrictions and Transfers	3,057,605	(3,057,605)	-
Total Revenue	<u>3,247,855</u>	<u>(519,862)</u>	<u>2,727,993</u>
EXPENSE			
Program Expenses:			
Grant Programs	1,780,963	-	1,780,963
Economic Development Programs	5,342,138	-	5,342,138
Affiliate Funds	1,640,557	-	1,640,557
Total Program Expenses	<u>8,763,658</u>	<u>-</u>	<u>8,763,658</u>
General and Administrative	824,862	-	824,862
Fund Development	635,895	-	635,895
Total Expense	<u>10,224,415</u>	<u>-</u>	<u>10,224,415</u>
CHANGE IN NET ASSETS	(6,976,560)	(519,862)	(7,496,422)
Net Assets - Beginning of Year	<u>35,809,780</u>	<u>61,333,691</u>	<u>97,143,471</u>
NET ASSETS - END OF YEAR	<u>\$ 28,833,220</u>	<u>\$ 60,813,829</u>	<u>\$ 89,647,049</u>

See accompanying Notes to Consolidated Financial Statements.

**SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2023**

	Program Expenses			General and Administrative	Fund Development	Total
	Programs	Economic Development	Affiliate Funds			
Provision for Loan Losses	\$ -	\$ (171,558)	\$ -	\$ (171,558)	\$ -	\$ (171,558)
Grants Made	2,889,000	230,718	2,159,119	5,278,837	-	5,278,837
Salaries	575,995	489,408	-	1,065,403	473,999	1,858,382
Payroll Taxes	39,806	34,033	-	73,839	32,989	129,017
Fringe Benefits	103,987	88,676	-	192,663	86,174	336,086
Staff Travel	60,519	56,053	-	116,572	6,487	137,904
Board Expense	6,471	4,437	-	10,908	5,945	20,300
Staff and Board Development	14,537	8,846	-	23,383	3,778	33,115
Meetings	21,443	11,052	-	32,495	3,367	37,922
Contracted Services	82,693	81,576	-	164,269	70,950	287,728
Rent	251	158	-	409	213	750
Advertising	21,680	15,415	-	37,095	13,493	58,714
Printing	13,322	7,729	-	21,051	10,954	55,476
Telephone	12,846	10,637	-	23,483	3,502	31,098
Postage	9,312	6,808	-	16,120	7,799	32,000
Office Supplies	3,358	2,711	-	6,069	2,326	9,994
Subscriptions and Dues	18,100	17,173	-	35,273	3,339	41,979
Professional Fees	160,684	195,935	-	356,619	48,608	441,838
Insurance	12,035	8,216	-	20,251	10,499	37,090
Repairs and Maintenance	1,577	1,005	-	2,582	1,376	4,781
Depreciation	64,598	44,825	-	109,423	57,157	201,269
Public Relations	17,389	10,631	-	28,020	6,137	38,540
Strategic Planning	2,752	1,595	-	4,347	2,348	8,100
Utilities	16,206	10,744	-	26,950	14,108	49,583
Component Fund Fees	-	785	-	785	-	785
Interest Expense	10,688	30,539	-	41,227	9,206	55,958
Fundraising Costs	-	-	51,813	51,813	-	71,549
Website	14,668	4,760	-	19,428	6,993	31,073
Miscellaneous Expense	328,852	325,787	5,605	660,244	9,900	671,163
Total Expenses	\$ 4,502,769	\$ 1,528,694	\$ 2,216,537	\$ 8,248,000	\$ 891,647	\$ 649,826

See accompanying Notes to Consolidated Financial Statements.

**SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2022**

	Program Expenses			General and Administrative	Fund Development	Total
	Programs	Economic Development	Affiliate Funds			
Provision for Loan Losses	\$ -	\$ (642,182)	\$ -	\$ (642,182)	\$ -	\$ (642,182)
Grants Made	471,789	4,555,000	1,593,503	6,620,292	-	6,620,292
Salaries	477,937	514,122	-	992,059	438,794	1,747,116
Payroll Taxes	32,153	36,439	-	68,592	30,337	120,791
Fringe Benefits	77,211	81,547	-	158,758	69,763	278,789
Staff Travel	34,283	45,944	-	80,227	2,874	95,068
Board Expense	6,797	6,184	-	12,981	7,479	25,037
Staff and Board Development	10,630	6,205	-	16,835	3,885	28,444
Meetings	20,677	26,069	600	47,346	118	47,537
Contracted Services	63,476	94,914	-	158,390	72,210	279,633
Rent	193	174	-	367	210	706
Advertising	15,458	17,507	-	32,965	15,532	59,402
Printing	9,119	10,108	-	19,227	14,323	59,858
Telephone	12,448	14,133	-	26,581	5,702	38,164
Postage	6,578	7,392	57	14,027	7,370	29,184
Office Supplies	2,860	9,706	-	12,566	2,560	17,430
Subscriptions and Dues	18,433	21,170	-	39,603	1,913	44,038
Professional Fees	82,745	251,951	-	334,696	24,471	375,680
Insurance	7,820	7,502	-	15,322	8,870	29,452
Repairs and Maintenance	4,212	3,895	-	8,107	4,722	15,659
Depreciation	72,055	67,119	-	139,174	81,973	269,989
Public Relations	11,671	9,974	-	21,645	3,892	31,011
Strategic Planning	1,398	1,323	-	2,721	1,609	5,273
Utilities	11,245	10,530	-	21,775	12,866	42,254
Component Fund Fees	-	785	-	785	-	785
Interest Expense	6,280	26,625	-	32,905	7,118	44,247
Fundraising Costs	-	-	42,555	42,555	-	64,730
Website	4,785	3,417	-	8,202	4,148	15,364
Miscellaneous Expense	318,710	154,585	3,842	477,137	2,123	480,664
Total Expenses	\$ 1,780,963	\$ 5,342,138	\$ 1,640,557	\$ 8,763,658	\$ 824,862	\$ 635,895
	\$ 10,224,415					

See accompanying Notes to Consolidated Financial Statements.

**SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED STATEMENTS OF CASH FLOWS
YEARS ENDED JUNE 30, 2023 AND 2022**

	2023	2022
CASH FLOW FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 7,926,750	\$ (7,496,422)
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation	201,269	269,989
Amortization of Discount on Bonds Payable and Issuance Costs	24,680	13,462
Gain on Sale of Fixed Assets	(7,876)	(1,747)
Paycheck Protection Program Loan Forgiveness	-	(385,458)
Net Unrealized (Gain) Loss on Investments	(4,802,020)	16,412,609
Net Realized (Gain) Loss on Sale of Investments	1,112,917	(463,353)
Loan Loss Provisions	(170,794)	(579,804)
Loan Charge Offs	(764)	(62,378)
Change in Present Value of Loans Receivable	(72,415)	(232,360)
SBEL Loan Forgiveness	859,807	-
Change in Value of Life Estate Liability	(115,193)	(116,561)
Contributions Restricted for Endowment Funds	(3,715,585)	(1,101,944)
(Increase) Decrease in:		
Due from McKnight Foundation	1,000,000	(1,500,000)
Pledges Receivable	(264,500)	5,000
Other Receivables	31,021	(589,181)
Prepaid Expenses	13,210	21,975
Increase (Decrease) in:		
Grants and Other Payables	(9,945)	255,458
Accrued Liabilities	(89,398)	206,970
Investment Trust Liability	(25,246)	(24,773)
Assets Held on Donor's Behalf	221,310	(250,648)
Net Cash Provided by Operating Activities	2,117,228	4,380,834
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments on Loans Receivable	2,522,809	1,727,438
Issuance of Loans Receivable	(3,121,199)	(2,351,458)
Proceeds from Sale of Investments	31,556,853	27,737,522
Purchase of Investments	(36,261,446)	(32,267,153)
Purchase of Property and Equipment	(23,705)	(128,489)
Proceeds from Sale of Property and Equipment	57,962	-
Net Cash Used by Investing Activities	(5,268,726)	(5,282,140)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from Long-Term Debt	500,000	-
Principal Payments on Long-Term Debt	(227,683)	(264,112)
Principal Payments on Bonds Payable	(470,000)	(230,000)
Principal Payments on Financing Lease	(50,880)	(18,267)
Contributions to Endowment Funds	3,736,388	1,126,717
Net Cash Provided by Financing Activities	3,487,825	614,338
NET CHANGE IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH	336,327	(286,968)
Cash, Cash Equivalents, and Restricted Cash - Beginning of Year	1,183,318	1,470,286
CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - END OF YEAR	\$ 1,519,645	\$ 1,183,318

See accompanying Notes to Consolidated Financial Statements.

**SOUTHWEST INITIATIVE FOUNDATION
CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)
YEARS ENDED JUNE 30, 2023 AND 2022**

	2023	2022
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION		
Cash Paid for Interest	\$ 23,683	\$ 25,617
Acquisition of Financing Lease	\$ 35,112	\$ 51,115
Pay-Off of Prior Financing Lease Obligation through Purchase of New Financing Lease Obligation	\$ -	\$ 9,148
RECONCILIATION OF CASH, CASH EQUIVALENTS, AND RESTRICTED CASH PER THE CONSOLIDATED STATEMENTS OF CASH FLOWS TO CASH, CASH EQUIVALENTS, AND RESTRICTED CASH PER THE CONSOLIDATED STATEMENTS OF FINANCIAL POSITION		
Cash and Cash Equivalents	\$ 847,829	\$ 747,896
Restricted Cash	671,816	435,422
Cash, Cash Equivalents, and Restricted Cash per Consolidated Statements of Cash Flows	\$ 1,519,645	\$ 1,183,318

See accompanying Notes to Consolidated Financial Statements.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of the Foundation

Southwest Initiative Foundation (the Foundation) is a nonprofit community foundation connecting people, investing in ideas, and building communities to create a southwest Minnesota where all people thrive. Working across 18 counties and two Native Nations, the Foundation has distributed more than \$115 million through grant-making and business financing. The Foundation is supported by individuals, families, businesses, and organizations who want to keep this rural region going strong for the next generation.

Basis of Presentation

The accompanying consolidated financial statements include the accounts and operations of SWIF Real Estate Holdings LLC. There are no transactions within SWIF Real Estate Holdings, LLC.

Net assets and revenues, gains, and losses are classified based on donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Resources over which the board of directors has discretionary control. Designated amounts represent those revenues which the board has set aside for a particular purpose.

Net Assets With Donor Restrictions – Those resources subject to donor-imposed restrictions which will be satisfied by actions of the Foundation or passage of time. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates those resources be maintained in perpetuity. The Foundation uses the income earned, including capital appreciation on related investments, for the purpose restricted by the donor.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements. Estimates also affect the reported amounts of revenue and expense during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

The Foundation considers highly liquid investments with an original maturity date of three months or less to be cash equivalents. Restricted cash, money market funds, and certificates of deposit included in investments are not intended to be available for current use and are not considered cash and cash equivalents for financial reporting purposes.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Investments

Money market funds held for investment purposes are considered cash and cash equivalents within investments and are carried at deposit value. Donated real estate held for investments consist primarily of farmland and is recorded at fair value at the time of the donation. Equity and debt securities are reported at fair value based on quoted market prices in the consolidated statements of financial position. Realized and unrealized gains and losses are recognized in the period in which they occur and are included in the Change in Net Assets in the accompanying consolidated statements of activities.

Obligations of Split-Interest Agreements

The Foundation has entered into an irrevocable charitable unitrust agreement with a certain donor. Under this contract, the annuitant transfers assets to the Foundation, and the Foundation makes periodic, fixed payments to the annuitants for life. The value of the assets transferred to the Foundation along with the age of the annuitant determines the amount of the periodic payments to the annuitant.

Split interest obligations are recorded using the present value of the estimated future obligations based on mortality rates derived from ordinary life annuity tables and amounts that may be payable to third-party beneficiaries including other nonprofits.

Life Estate Liability

The Foundation holds land that is retained in donor's life estates. These are recorded at fair market value at the time of the donation. The liability is adjusted annually based on the value of the land and the life expectancy of the donor.

Investment Trust Liability

The Foundation is the beneficiary of investments held within a trust agreement with a certain donor. Under this agreement, the trust assets transfer to the Foundation upon the death of the donor. The value of the assets was recorded at the fair market value at the time of the donation. The donor receives the income and appreciation on the investments on an annual basis. The liability is adjusted annually based on the present value discount rate and the life expectancy of the donor.

Loans

Loans are stated at the amount of unpaid principal, reduced by an allowance for loan losses. Loans that management has the intent and ability to hold for the foreseeable future or until maturity or pay-off generally are reported at their outstanding unpaid principal balances adjusted for charge-offs and the allowance for loan losses. The Foundation has determined accounting for nonrefundable fees and costs associated with originating or acquiring loans does not have a material effect on its consolidated financial statements. As such, these fees and costs have been recognized during the period they are collected and incurred, respectively. Interest income is accrued on the unpaid principal balance.

SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Loans (Continued)

The accrual of interest on loans is discontinued when a significant lapse in payment is identified, typically at the time the loan is 90 days past due unless staff believes the credit is well secured and is reasonably sure that all or part of the loan will be paid during the process of collection. Loans may be charged off at 120 days past due but are reviewed and charged off on individual circumstances. Past due status is based on contractual terms of the loan. Loans are generally placed on nonaccrual or charged-off at an earlier date if collection of principal or interest is considered doubtful.

All interest accrued but not collected for loans that are placed on nonaccrual is reversed against interest income if the loan is charged off. The interest on these loans is accounted for on the cash-basis or cost-recovery method, until qualifying for return to accrual. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.

Allowance for Loan Losses

The allowance for loan losses (allowance) is an estimate of loan losses inherent in the Foundation's loan portfolio. The allowance is established through a provision for loan losses which is charged to expense. Additions to the allowance are expected to maintain the adequacy of the total allowance after loan losses and loan growth. Loan losses are charged off against the allowance when the Foundation determines the loan balance proves to be uncollectible. Cash received on previously charged off amounts is recorded as a recovery to charged off loans.

The allowance calculation consists of five levels for the Business Finance Program and three levels for the Microenterprise Loan Program and individual loan reserves are adjusted periodically for economic factors based on the risks present for each loan. These economic factors include consideration of the following: changes in the lending policies and underwriting practices, national and local economic conditions, changes in portfolio volume, changes in staff experience, changes in past due and nonaccrual loans, changes in credit quality, change in payment history, changes in loan review and oversight, impact and effects of concentrations, and impact of competition. These factors are inherently subjective and are driven by the repayment risk associated with each loan.

Based on current information and events, a loan is considered impaired when it is probable that the Foundation will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. When a loan is impaired, the Foundation measures impairment based on an observable market price or the fair value of the collateral if collateral dependent. A loan is collateral dependent if the repayment is expected to be provided solely by the underlying collateral. When a loan does become uncollectible, it will be charged directly to the allowance in the current year.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Allowance for Loan Losses (Continued)

The risk ratings can be grouped into the following categories for Business Finance and Microenterprise loans, respectively:

Business Finance Program:

Risk Classification (Reserve Level 6% of Principal Balance)

The loan is current. There are no violations of loan covenants. The borrower's financial condition is exceptional or strong. There are no liens against the company.

Risk Classification (Reserve Level 8% of Principal Balance)

The loan is current. The borrower's financial condition is adequate and all items of the Risk Classification apply.

Risk Classification (Reserve Level 10% of Principal Balance)

The loan is current. Either the borrower's financial condition is marginal or the financial condition is adequate or strong and there are liens against the company; or the borrower has violated a loan covenant. Staff will meet to discuss the status of the loan and additional servicing attention is needed.

Risk Classification (Reserve Level 25% of Principal Balance)

The loan is current, but payments are spotty. Financial condition of the company is substandard. There are violations of loan covenants.

Risk Classification (Reserve Level 100% of Principal Balance)

The loan is 30 days or more past due. The financial condition is Liquidate. There are violations of loan covenants. The Foundation has a secured interest in the company.

Microenterprise Loan Program:

Risk Classification (Reserve Levels 5% and 10% of Principal Balance)

The loan is current. Borrower's financial condition is adequate for the business. There are no violations of the loan covenants. Technical Assistance is accepted by client and working well. Two columns are represented due to the USDA RMAP micro-lending program requiring a 5% loan loss reserve for these conditions, where SBA micro-lending program requires a 10% loan loss reserve.

Risk Classification (Reserve Level 25% of Principal Balance)

The loan is current, but payments may have been missed in the past. Borrower's financial condition is weakened. Borrower's personal or business capacity/capability has deteriorated. There are minor violations of loan covenants. Technical Assistance is accepted, but client does not always follow through. Foundation's collateral position is still adequate.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Allowance for Loan Losses (Continued)

Microenterprise Loan Program (Continued):

Risk Classification (Reserve Levels 75% and 100% of Principal Balance)

Loan is 30 days or more past due, with little chance of becoming current. Borrower's financial condition is seriously deteriorated; cannot currently meet financial obligations to lenders or vendors. Borrower's personal or business capacity is inadequate to handle the needs of the business. There are violations of loan covenants. Technical Assistance directives are not adequately being followed through. Foundation's collateral position is weak.

Recognizing that economic trends in the industry as well as specific indicators are closely correlated to the credit quality of the loans, the Foundation factors this in and maintains a separate general valuation allowance for various portfolio segments. These portfolio segments are described as follows:

Agriculture: The Agriculture portfolio consists of 22 loans split between Business Finance (20) and Microenterprise (2) lending scheduled to be amortized over various lengths of time.

Childcare Providers: The Childcare Providers segment consists of 7 loans split between Business Finance (4) and Microenterprise (3) lending scheduled to be amortized over various lengths of time.

Construction: The Construction segment consists of 1 loan in Microenterprise (1) lending scheduled to be amortized over a certain length of time.

Consulting: The Consulting segment consists of -0- loans at this time.

Education: The Education segment consists of 1 loan in Business Finance (1) lending scheduled to be amortized over a certain length of time.

Government: The Government segment consists of -0- loans at this time.

Healthcare: The Healthcare portfolio consists of 7 loans split between Business Finance (5) and Microenterprise (2) lending scheduled to be amortized over various lengths of time.

Hospitality: The Hospitality portfolio consists of 17 loans split between Business Finance (16) and Microenterprise (1) lending scheduled to be amortized over various lengths of time.

Manufacturing: The Manufacturing portfolio consists of 26 loans split between Business Finance (20) and Microenterprise (6) lending scheduled to be amortized over various lengths of time.

Nonprofit: The Nonprofit segment consists of 3 loans in Business Finance (3) lending scheduled to be amortized over various lengths of time.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Allowance for Loan Losses (Continued)

Real Estate: The Real Estate portfolio consists of 13 loans split between Business Finance (12) and Microenterprise (1) lending scheduled to be amortized over various lengths of time.

Retail: The Retail portfolio consists of 47 loans split between Business Finance (24) and Microenterprise (23) lending scheduled to be amortized over various lengths of time.

Service: The Service portfolio consists of 169 loans split between Business Finance (117) and Microenterprise (52) lending scheduled to be amortized over various lengths of time.

Technology: The Technology segment consists of 2 loans in Microenterprise (2) lending scheduled to be amortized over various lengths of time.

Utilities: The Utilities segment consists of -0- loans at this time.

Although management believes the allowance to be adequate, losses may vary from its estimates.

Small Business Emergency Loan Forgiveness (SBEL)

In fiscal year 2020, the State of Minnesota, Department of Employment and Economic Development (DEED), partnered with Southwest Initiative Foundation to provide due diligence and loan issuance for loan applicants. This State of Minnesota program is titled Small Business Emergency Loans (SBEL). The terms of the loans were set by DEED. During the year ended June 30, 2023, certain loan applicants qualified for 50% loan forgiveness based on specific criteria as determined by DEED, which amounted to \$859,807.

Pledges Receivable

Pledges to give are recorded at their net realizable value. Conditional pledges are not included as support until such time as the conditions are substantially met. At June 30, 2023 and 2022, the Foundation has not recorded a reserve for uncollectible pledges.

Due from McKnight Foundation

McKnight Foundation has granted \$2,500,000 during the year ended June 30, 2022 to support the general operations of the Foundation. As of June 30, 2023 and 2022, \$1,500,000 and \$2,500,000, respectively, were outstanding and is expected to be received in \$500,000/year installments through year ended June 30, 2027.

Contributions

The Foundation records contributions in accordance with applicable accounting standards, which require unconditional promises to give (pledges) be recorded as receivables and revenues and requires the organization to distinguish between contributions received for each net asset category in accordance with donor-imposed restrictions. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition

Grant revenue is recognized in the period the grant was awarded, provided it is unconditional, and is recorded as with or without donor restrictions, depending on the grantor's intent. Grant amounts awarded and in which the conditions have been met, but not received, are reported as Other Receivables in the consolidated statements of financial position. Grant revenue for which donor restrictions are met in the year the revenue is received, is considered without donor restrictions.

A portion of the Organization's revenue is derived from cost-reimbursable contracts and grants. Amounts received are recognized as earned and are reported as revenue when the Organization has incurred expenditures in compliance with specific contract or grant provisions. Amounts received but not yet earned are reported as Grants and Other Payables in the consolidated statements of financial position. Conditional promises to give amount to \$674,217 and \$809,330 as of June 30, 2023 and 2022, respectively. Conditional promises to give are recognized as revenue when the conditions on which they depend are substantially met. Conditions are met when the qualifying expenses based on specific criteria are incurred. The Organization was awarded cost-reimbursable grants of \$4,020,127 and \$306,210, respectively, for which qualifying expenditures have not yet been incurred and therefore have not been recognized. Unconditional promises to give due in subsequent years are recorded at their net realizable value.

Investment earnings on contributions and grants are recorded in with or without donor restrictive net assets when earned.

Property and Equipment

Property and equipment are stated at cost. Donated property is stated at fair value at the time of the donation. Major renewals and improvements are charged to the property and equipment accounts, while replacements, maintenance, and repairs, which do not improve or extend the lives of the assets, are expensed currently. Depreciation of physical plant and equipment has been recorded using the straight-line method over estimated useful lives ranging from 3 to 40 years. It is the Foundation's policy to capitalize property and equipment that has a unit cost equal to or greater than \$1,000.

Annuities Payable

Annuities payable consists of two gift annuity agreements, which provide for payments to the grantors for life. Assets received under these agreements are recorded at fair value. A liability related to future payments under these agreements has been recorded at the present value at June 30, 2023 and 2022, using discount rates of 4.4% in both years. Contribution income is recognized for the difference between the initial contributed asset and related liability.

The liability related to split-interest agreements is recalculated annually, with the amortization of discounts and adjustments for changes to life expectancies recognized as actuarial liability adjustments on the consolidated statements of activities. Annuities Payable is combined with Grants and Other Payables on the consolidated statements of financial position.

SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Assets Held on Donor's Behalf

Assets held on donor's behalf at June 30, 2023 and 2022 consist of 22 and 21 funds, respectively, in which the beneficiaries were designated by the donor at the time the funds were established. Therefore, the Foundation is obligated to specific beneficiaries with regard to the distribution of these funds.

Advertising

The Foundation follows the policy of charging the cost of advertising to expense as incurred. Advertising expense was \$58,714 and \$59,402 for the years ended June 30, 2023 and 2022, respectively.

Functional Allocation of Expense

Salaries and related expenses are allocated based on the best estimates of management. Expenses, other than salaries and related expenses, which are not directly identifiable by program or supporting service, are allocated based on the best estimates of management and follow a pre-established allocation plan based on job descriptions of each employee.

Fair Value Measurements

The Foundation categorizes its assets and liabilities measured at fair value into a three-level hierarchy based on the priority of the inputs to the valuation technique used to determine fair value. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used in the determination of the fair value measurement fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement. Assets and liabilities valued at fair value are categorized based on the inputs to the valuation techniques as follows:

Level 1 – Inputs that utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the Foundation has the ability to access.

Level 2 – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

Level 3 – Inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

Subsequent to initial recognition, the Foundation may remeasure the carrying value of assets and liabilities measured on a nonrecurring basis to fair value. Adjustments to fair value usually result when certain assets are impaired. Such assets are written down from their carrying amounts to their fair value.

SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Fair Value Measurements (Continued)

Professional standards allow entities the irrevocable option to elect to measure certain financial instruments and other items at fair value for the initial and subsequent measurement on an instrument-by-instrument basis.

The Foundation has not elected to measure any existing financial instruments at fair value. However, it may elect to measure newly acquired financial instruments at fair value in the future.

Program Grants

Program grants are recorded as expense when approved and the conditions on which they depend are substantially met. Cancellations of grants occur when the grantees do not meet the grant terms or when grant program needs are less than the appropriated amount.

Tax-Exempt Status

The Foundation is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and similar state income tax laws. The Foundation is a nonprivate foundation and contributions to the organization qualify as a charitable tax deduction by the contributor. SWIF Real Estate Holdings LLC is a 100% owned LLC and is considered a disregarded entity for tax purposes. It is the policy of the Foundation, in accordance with GAAP, to assess any uncertain tax provisions and, if necessary, record a tax asset or liability, and the related income tax expense, for any uncertain tax provisions. The Foundation does not have any uncertain tax positions or unrelated business income.

The Foundation follows the accounting standards for contingencies in evaluating uncertain tax positions. This guidance prescribes recognition threshold principles for the financial statement recognition of tax positions taken or expected to be taken on a tax return that are not certain to be realized. The Foundation's tax returns are subject to review and examination by federal and state authorities.

Subsequent Events

In preparing these consolidated financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through November 28, 2023, the date the consolidated financial statements were available to be issued.

NOTE 2 PPP LOAN FORGIVENESS

The Foundation was following ASC 470, *Debt*, to account for the initial receipts related to the PPP Loan. On February 10, 2022, the SBA processed the Foundation's PPP Loan forgiveness application for the second draw PPP Loan and notified Citizens Bank & Trust Co. that the PPP Loan qualified for full forgiveness. Loan proceeds were received by the bank from the SBA on this date. Therefore, the Foundation was legally released from the debt and loan forgiveness had been recorded as PPP Loan Forgiveness, which is included in revenue during the year ended June 30, 2022.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 2 PPP LOAN FORGIVENESS (CONTINUED)

The SBA may review funding eligibility and usage of funds for compliance with program requirements based on dollar thresholds and other factors. The amount of liability, if any, from potential noncompliance cannot be determined with certainty; however, management is of the opinion that any review will not have a material adverse impact on the Foundation's financial position.

NOTE 3 CONCENTRATIONS

Financial instruments that potentially subject the Foundation to concentrations of credit risk consist primarily of cash, receivables, and investments in marketable securities.

Cash on deposit with financial institutions in excess of \$250,000 is collateralized by the depository, to mitigate any losses.

The Foundation's fundraising efforts and economic loan activity exists primarily in the 18 counties of southwest Minnesota. In the event of any economic downturns, it could have an impact on the organization.

The grants from the McKnight Foundation are considered a significant source of operating revenue. The McKnight Foundation awarded a five-year unconditional grant of \$2,500,000 at the end of June 30, 2022 which was intended to cover \$500,000 each year for FY2023, FY2024, FY2025, FY2026, and FY2027. In FY2023, the McKnight Foundation paid an additional \$500,000 early for a total of \$1,000,000 in FY2023.

For the year ending June 30, 2023, 34% of the Foundation's revenue were derived from two major contributors.

NOTE 4 INVESTMENTS

The carrying value of investments is comprised of the following at June 30:

	2023		2022	
	Amount	Percent	Amount	Percent
Cash and Cash Equivalents	\$ 11,028,854	12 %	\$ 8,000,317	10 %
U.S. Government Obligations	2,228,929	2	2,663,300	3
Corporate Bonds	7,004,063	8	6,784,680	8
Stock Mutual Funds	35,248,514	38	31,597,193	38
Equity Securities	537,410	1	531,947	1
Taxable Bond Mutual Funds	10,249,017	11	9,603,236	10
Foreign Bonds, Notes, and Debentures	3,738	-	2,848	-
Alternative Investments	15,949,096	17	14,678,449	18
Charitable Remainder				
Trust Investments	199,295	-	193,250	-
Donated Real Estate Held as Investments	8,009,085	9	8,009,085	10
Investment Held in Trust	1,729,491	2	1,729,491	2
Totals	<u>\$ 92,187,492</u>	<u>100 %</u>	<u>\$ 83,793,796</u>	<u>100 %</u>

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 4 INVESTMENTS (CONTINUED)

The composition of investment income (loss) is as follows for the years ended June 30:

	2023	2022
Interest and Dividends on Investments	\$ 2,684,933	\$ 6,705,989
Realized Gain (Loss) on Investments	(1,112,917)	463,353
Unrealized Gain (Loss) on Investments	4,802,020	(16,412,609)
Investment Fees	(299,325)	(327,195)
Total	\$ 6,074,711	\$ (9,570,462)

Donated Real Estate Held as Investments

The Foundation holds contributed land as investment at the lower of fair value when land was received and current net realizable value. The carrying amount is \$8,009,085 as of both June 30, 2023 and 2022. The Foundation obtains rental income from the parcels without life estate beneficiaries and does not plan to sell the land.

Investment Held in Trust

The Foundation is the beneficiary in a trust administered by another trustee. A fund has been created to follow donor intent and a receivable was recorded at the fair market value of the assets invested and held by the trustee. The Foundation will receive the funds upon the death of the donor.

NOTE 5 LOANS RECEIVABLE, NET OF ALLOWANCE FOR DOUBTFUL ACCOUNTS

Low interest loans are discounted at a current market rate at the date of inception and recorded at their net present value.

Interest income is recognized on loans receivable at the rate stated in each loan agreement and is accrued through each period. Interest rates range from 0% - 8% for both 2023 and 2022. The Foundation has commitments on loans approved but not disbursed as of June 30, 2023 and 2022 of \$609,675 and \$836,500, respectively. A loan is considered past due once a payment date has been missed. As of June 30, 2023 and 2022, ten and eleven loans, respectively, were greater than 90 days past due. Any loans greater than 90 days past due may start the process of being added to nonaccrual. Once a loan is determined to be nonaccrual, it is removed from the greater than 90-day category and maintained separately as a nonaccrual loan. Southwest Initiative Foundation has \$418,696 and \$401,322 on nonaccrual at June 30, 2023 and 2022, respectively.

For the years 2023 and 2022, \$852,640 and \$830,295, respectively, of loans receivable were pledged as security to the underlying notes payable.

SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022

NOTE 5 LOANS RECEIVABLE, NET OF ALLOWANCE FOR DOUBTFUL ACCOUNTS
(CONTINUED)

Loans receivable maturities, and related discounts and allowances consisted of the following at June 30:

	2023	2022
Loans Receivable Maturities:		
Current	\$ 2,106,522	\$ 1,965,166
Long-Term	9,243,726	9,681,777
Total Loans Receivable Maturities	11,350,248	11,646,943
Discount for Below Market Interest Rates	(58,885)	(131,300)
Allowance for Uncollectible Loan	(1,766,572)	(1,938,894)
Loan Participation	-	(34,514)
Net Loans Receivable	\$ 9,524,791	\$ 9,542,235

Loans receivable and the allowance for loan losses at June 30 consist of the following:

	2023	2022
Agriculture	\$ 1,416,664	\$ 1,384,680
Childcare Providers	403,456	90,423
Construction	16,709	19,604
Education	40,240	-
Government	-	240,000
Healthcare	674,585	652,838
Hospitality	694,219	710,649
Manufacturing	2,293,741	2,527,481
Nonprofit	139,538	178,323
Real Estate	1,323,571	654,992
Retail	1,293,712	1,431,354
Service	3,022,504	3,756,599
Technology	31,309	-
Less: Allowance, Discount, and Participation	(1,825,457)	(2,104,708)
Net Loans Receivable	\$ 9,524,791	\$ 9,542,235

Transactions in the allowance for loan losses during the years ended June 30 are summarized as follows:

	2023	2022
Balance at Beginning of Year	\$ 1,938,894	\$ 2,643,454
Provision	(171,558)	(642,182)
Loans Charged Off	(764)	(62,378)
Balance at End of Year	\$ 1,766,572	\$ 1,938,894

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 5 LOANS RECEIVABLE, NET OF ALLOWANCE FOR DOUBTFUL ACCOUNTS (CONTINUED)

The allowance for loan losses and recorded investment in loans at June 30, 2023 is as follows:

	Business Finance Change in Loan Loss Reserve					Micro Loan Change in Loan Loss Reserve					Total
	06/30/22	Provision	Charged Off	Recovered	06/30/23	06/30/22	Provision	Charged Off	Recovered	06/30/23	
Agriculture	\$ 170,647	\$ (1,575)	\$ -	\$ -	\$ 169,072	\$ 7,371	\$ (3,910)	\$ -	\$ -	\$ 3,461	\$ 172,533
Childcare Providers	72,487	(29,298)	-	-	43,189	4,143	2,532	-	-	6,675	49,864
Construction	-	-	-	-	-	2,941	(434)	-	-	2,507	2,507
Education	-	4,024	-	-	4,024	-	-	-	-	-	4,024
Government	24,000	(24,000)	-	-	-	-	-	-	-	-	-
Healthcare	64,784	(4,955)	-	-	59,829	750	(648)	-	-	102	59,931
Hospitality	116,535	(28,754)	-	-	87,781	747	(164)	-	-	583	88,364
Manufacturing	422,068	(59,913)	-	-	362,155	25,323	(11,915)	-	-	13,408	375,563
Nonprofit	17,832	(5,032)	-	-	12,800	-	-	-	-	-	12,800
Real Estate	83,758	68,453	-	-	152,211	4,098	(493)	-	-	3,605	155,816
Retail	267,356	(48,836)	-	-	218,520	57,608	18,359	(764)	-	75,203	293,723
Service	510,920	(65,173)	-	-	445,747	85,526	15,478	-	-	101,004	546,751
Technology	-	-	-	-	-	-	4,696	-	-	4,696	4,696
Total	<u>\$ 1,750,387</u>	<u>\$ (195,059)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,555,328</u>	<u>\$ 188,507</u>	<u>\$ 23,501</u>	<u>\$ (764)</u>	<u>\$ -</u>	<u>\$ 211,244</u>	<u>\$ 1,766,572</u>

The allowance for loan losses and recorded investment in loans at June 30, 2022 is as follows:

	Business Finance Change in Loan Loss Reserve					Micro Loan Change in Loan Loss Reserve					Total
	06/30/21	Provision	Charged Off	Recovered	06/30/22	06/30/21	Provision	Charged Off	Recovered	06/30/22	
Agriculture	\$ 405,407	\$ (234,760)	\$ -	\$ -	\$ 170,647	\$ 8,653	\$ (1,282)	\$ -	\$ -	\$ 7,371	\$ 178,018
Childcare Providers	78,568	(6,081)	-	-	72,487	4,595	(452)	-	-	4,143	76,630
Construction	-	-	-	-	-	-	2,941	-	-	2,941	2,941
Consulting	24,000	(24,000)	-	-	-	-	-	-	-	-	-
Government	47,602	(23,602)	-	-	24,000	-	-	-	-	-	24,000
Healthcare	86,498	(21,714)	-	-	64,784	759	(9)	-	-	750	65,534
Hospitality	894	115,641	-	-	116,535	143	604	-	-	747	117,282
Manufacturing	605,002	(182,934)	-	-	422,068	28,538	(3,215)	-	-	25,323	447,391
Nonprofit	34,378	(16,546)	-	-	17,832	-	-	-	-	-	17,832
Real Estate	202,069	(118,311)	-	-	83,758	-	4,098	-	-	4,098	87,856
Retail	453,405	(123,671)	(62,378)	-	267,356	50,997	6,611	-	-	57,608	324,964
Service	519,487	(8,567)	-	-	510,920	92,459	(6,933)	-	-	85,526	596,446
Total	<u>\$ 2,457,310</u>	<u>\$ (644,545)</u>	<u>\$ (62,378)</u>	<u>\$ -</u>	<u>\$ 1,750,387</u>	<u>\$ 186,144</u>	<u>\$ 2,363</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 188,507</u>	<u>\$ 1,938,894</u>

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 5 LOANS RECEIVABLE, NET OF ALLOWANCE FOR DOUBTFUL ACCOUNTS (CONTINUED)

The following table shows the loans at June 30, 2023 allocated by management's internal risk ratings:

<u>Risk Rate % Range</u>	Business Finance Loans					Total Loans Receivable	Microenterprise Loans				Total Loans Receivable	
	6.0%	8.0%	10.0%	25.0%	100.0%		5.0%	10.0%	25.0%	100.0%		
FY23 Loans Receivable												
Credit Risk Profile by												
Risk Rating:												
Agriculture	\$ 639,360	\$ 152,146	\$ 475,302	\$ 81,544	\$ 50,622	\$ 1,398,974	\$ -	\$ 6,406	\$ 11,284	\$ -	\$ 17,690	
Childcare Providers	-	-	385,904	-	6,132	392,036	-	1,968	3,498	5,954	11,420	
Construction	-	-	-	-	-	-	-	-	16,709	-	16,709	
Education	-	-	40,240	-	-	40,240	-	-	-	-	-	
Healthcare	189,044	-	484,863	-	-	673,907	-	-	678	-	678	
Hospitality	123,781	-	436,232	124,784	5,534	690,331	-	-	3,888	-	3,888	
Manufacturing	493,202	614,847	729,747	257,601	146,000	2,241,397	-	24,992	19,346	8,006	52,344	
Nonprofit	-	57,694	81,844	-	-	139,538	-	-	-	-	-	
Real Estate	499,697	-	694,229	-	105,612	1,299,538	-	-	24,033	-	24,033	
Retail	-	33,089	683,447	41,247	187,003	944,786	-	3,218	293,492	52,216	348,926	
Service	47,585	213,368	1,933,001	193,110	203,379	2,590,443	-	30,113	343,741	58,207	432,061	
Technology	-	-	-	-	-	-	-	-	31,309	-	31,309	
Total	\$ 1,992,669	\$ 1,071,144	\$ 5,944,809	\$ 698,286	\$ 704,282	\$ 10,411,190	\$ -	\$ 66,697	\$ 747,978	\$ 124,383	\$ 939,058	

The following table shows the loans at June 30, 2022 allocated by management's internal risk ratings:

<u>Risk Rate % Range</u>	Business Finance Loans					Total Loans Receivable	Microenterprise Loans				Total Loans Receivable	
	6.0%	8.0%	10.0%	25.0%	100.0%		5.0%	10.0%	25.0%	100.0%		
FY22 Loans Receivable												
Credit Risk Profile by												
Risk Rating:												
Agriculture	\$ -	\$ -	\$ 1,224,460	\$ 85,558	\$ 53,622	\$ 1,363,640	\$ -	\$ -	\$ 12,594	\$ 8,446	\$ 21,040	
Childcare Providers	-	-	-	-	74,256	74,256	-	-	13,304	2,863	16,167	
Construction	-	-	-	-	-	-	-	-	19,604	-	19,604	
Government	-	-	240,000	-	-	240,000	-	-	-	-	-	
Healthcare	-	-	647,843	-	-	647,843	-	-	4,995	-	4,995	
Hospitality	-	-	479,469	210,150	16,051	705,670	-	-	4,979	-	4,979	
Manufacturing	-	-	1,491,830	799,539	146,000	2,437,369	-	27,994	43,811	18,307	90,112	
Nonprofit	-	-	178,323	-	-	178,323	-	-	-	-	-	
Real Estate	-	84,415	392,064	151,192	-	627,671	-	-	27,321	-	27,321	
Retail	-	-	733,374	213,233	182,245	1,128,852	-	-	284,587	17,915	302,502	
Service	-	-	2,615,275	581,352	185,235	3,381,862	-	6,722	322,782	45,233	374,737	
Total	\$ -	\$ 84,415	\$ 8,002,638	\$ 2,041,024	\$ 657,409	\$ 10,785,486	\$ -	\$ 34,716	\$ 733,977	\$ 92,764	\$ 861,457	

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 5 LOANS RECEIVABLE, NET OF ALLOWANCE FOR DOUBTFUL ACCOUNTS (CONTINUED)

The following table shows an aging at June 30, 2023 analysis of loan portfolio by time past due:

FY23 Loans Receivable	Business Finance Loans					Microenterprise Loans				
	Current Balance	Accruing Interest		Total on Nonaccrual	Total Loans Receivable	Current Balance	Accruing Interest		Total on Nonaccrual	Total Loans Receivable
		30-89 Days Past Due	More Than 90 Days Past Due				30-89 Days Past Due	More Than 90 Days Past Due		
Agriculture	\$ 1,398,974	\$ -	\$ -	\$ -	\$ 1,398,974	\$ 17,690	\$ -	\$ -	\$ -	\$ 17,690
Childcare Providers	392,036	-	-	-	392,036	11,420	-	-	-	11,420
Construction	-	-	-	-	-	16,709	-	-	-	16,709
Education	40,240	-	-	-	40,240	-	-	-	-	-
Healthcare	673,907	-	-	-	673,907	678	-	-	-	678
Hospitality	690,331	-	-	-	690,331	3,888	-	-	-	3,888
Manufacturing	2,095,397	-	146,000	-	2,241,397	44,338	-	8,006	8,006	52,344
Nonprofit	139,538	-	-	-	139,538	-	-	-	-	-
Real Estate	1,299,538	-	-	-	1,299,538	24,033	-	-	-	24,033
Retail	832,598	-	112,188	112,188	944,786	342,020	-	6,906	6,906	348,926
Service	2,466,491	88,952	35,000	35,000	2,590,443	398,372	-	33,689	4,258	432,061
Technology	-	-	-	-	-	31,309	-	-	-	31,309
Total	\$ 10,029,050	\$ 88,952	\$ 293,188	\$ 147,188	\$ 10,411,190	\$ 890,457	\$ -	\$ 48,601	\$ 19,170	\$ 939,058

The following table shows an aging at June 30, 2022 analysis of loan portfolio by time past due:

FY22 Loans Receivable	Business Finance Loans					Microenterprise Loans				
	Current Balance	Accruing Interest		Total on Nonaccrual	Total Loans Receivable	Current Balance	Accruing Interest		Total on Nonaccrual	Total Loans Receivable
		30-89 Days Past Due	More Than 90 Days Past Due				30-89 Days Past Due	More Than 90 Days Past Due		
Agriculture	\$ 1,363,640	\$ -	\$ -	\$ -	\$ 1,363,640	\$ 21,040	\$ -	\$ -	\$ -	\$ 21,040
Childcare Providers	7,073	-	67,183	-	74,256	16,167	-	-	-	16,167
Construction	-	-	-	-	-	19,604	-	-	-	19,604
Government	240,000	-	-	-	240,000	-	-	-	-	-
Healthcare	647,843	-	-	-	647,843	4,995	-	-	-	4,995
Hospitality	705,670	-	-	-	705,670	4,979	-	-	-	4,979
Manufacturing	2,291,369	-	146,000	-	2,437,369	81,731	-	8,381	8,381	90,112
Nonprofit	178,323	-	-	-	178,323	-	-	-	-	-
Real Estate	627,671	-	-	-	627,671	27,321	-	-	-	27,321
Retail	1,067,841	-	61,011	19,722	1,128,852	301,737	-	765	7,897	302,502
Service	3,346,862	-	35,000	-	3,381,862	374,737	-	-	4,958	374,737
Total	\$ 10,476,292	\$ -	\$ 309,194	\$ 19,722	\$ 10,785,486	\$ 852,311	\$ -	\$ 9,146	\$ 21,236	\$ 861,457

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

**NOTE 5 LOANS RECEIVABLE, NET OF ALLOWANCE FOR DOUBTFUL ACCOUNTS
(CONTINUED)**

Interest income foregone on nonaccrual loans approximated \$18,147 and \$8,232 for the years ended June 30, 2023 and 2022, respectively.

There were 13 impaired loans with a loan loss reserve of 100% in the amount of \$446,731 as of June 30, 2023, and six impaired loans with a loan loss reserve of 100% in the amount of \$193,063 as of June 30, 2022.

The Foundation does not have material commitments to lend additional funds to borrowers with loans whose terms have been modified in troubled debt restructurings or whose loans are on nonaccrual.

NOTE 6 PLEDGES RECEIVABLE

Pledges receivable are due to be collected as follows:

	<u>2023</u>	<u>2022</u>
Pledges Expected to be Collected in:		
Less than One Year	\$ 45,500	\$ -
One to Five Years	219,000	-
Total	<u>\$ 264,500</u>	<u>\$ -</u>

All pledges receivable is considered collectible and there is no allowance for uncollectible amounts.

NOTE 7 PROPERTY AND EQUIPMENT

The Foundation's property, furniture, and equipment is as follows:

	<u>2023</u>	<u>2022</u>
Land and Land Improvements	\$ 1,227,467	\$ 1,227,467
Buildings	1,655,624	1,655,624
Furniture and Equipment	1,423,390	1,457,646
Subtotal	<u>4,306,481</u>	<u>4,340,737</u>
Accumulated Depreciation	(1,955,263)	(1,796,981)
Net Investment in Property and Equipment	<u>\$ 2,351,218</u>	<u>\$ 2,543,756</u>

SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022

NOTE 8 FINANCING LEASES

The Foundation determines if an arrangement is a lease at inception. Financing leases are included as a right-of-use (“ROU”) asset (in Property and Equipment, Net), and as a lease liability (in Grants and Other Payables) on the consolidated statements of financial position. ROU assets represent the Foundation’s right to use an underlying asset for the lease term and lease liabilities represent the Foundation’s obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at a commencement date based on the present value of lease payments over the lease term. Lease terms may include options to extend or terminate the lease when it is reasonably certain that the Foundation will exercise that option.

During the year ended June 30, 2023, the Foundation entered into a new financing lease for office equipment upon termination of the prior financing lease from the year ended June 30, 2022. At both June 30, 2023 and 2022, the financing lease cost were \$35,112 and \$51,115, respectively, and the corresponding amortization of right-of-use assets were \$4,877 and \$7,099, respectively. Amortization of the right-of-use assets is included in depreciation expense.

The following tables provide quantitative and qualitative information concerning the Foundation’s leases.

<u>Description</u>	<u>2023</u>	<u>2022</u>
Lease Liability - Office Equipment; Interest at 7.00%; Monthly Installments of \$1,224, Matures 2025. Replaced in FY2023.	\$ -	\$ 46,431
Lease Liability - Office Equipment; Interest at 7.00%; Monthly Installments of \$1,084, Matures 2026.	30,663	-
Less: Current Maturities of Lease Liability	<u>(13,010)</u>	<u>(14,688)</u>
Lease Liability, Net of Current Maturities	<u>\$ 17,653</u>	<u>\$ 31,743</u>

<u>Year Ending June 30,</u>	<u>Finance Lease</u>
2024	\$ 13,010
2025	13,010
2026	<u>7,588</u>
Total Lease Payments	33,608
Less: Interest	<u>(2,945)</u>
Present Value of Lease Liability	<u>\$ 30,663</u>

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 9 LONG-TERM DEBT

The Foundation's long-term debt at June 30 consists of the following:

<u>Description</u>	<u>2023</u>	<u>2022</u>
<u>Note Payable - U.S. Small Business Administration</u> Face Amount \$1,250,000, Interest at -0%, Due May 2023, Monthly Interest and Principal Payments, Secured by the Foundation's Microenterprise Loan Program. Paid in full in FY2023.	\$ -	\$ 141,738
<u>Note Payable - U.S. Small Business Administration</u> Face Amount \$337,000, Bears interest at -0%, Due October 2022, Monthly Interest and Principal Payments, Secured by the Foundation's Microenterprise Loan Program. Paid in full in FY2023.	-	12,482
<u>Note Payable - U.S. Department of Agriculture</u> Face Amount \$500,000, Bears Interest at 2.0%, Due 2031, Annual Interest and Principal Payments Required Starting July 2013, Secured by the Foundation's Business Finance Program, Including a Portfolio of Investments from the Proceeds of this Loan Award, Along with Real and Personal Property, and Other Rights and Interests the USDA may require.	243,510	272,307
<u>Bonds Payable - Commercial Development Revenue Bonds</u> Face Amount \$1,830,000, Original Discount \$18,300, Interest at 0.48% to 1.58%, Due March 1, 2024, Annual Principal Payments of \$225,000 to \$235,000, Secured by Foundation's Revenues. Paid in full in FY2023.	-	470,000
<u>Note Payable - Southwest Minnesota Housing Partnership</u> Face Amount \$50,000, Bears no Interest, The Loan Will be Used to Fund the Loan Loss Reserve. The Loan Will be Forgiven, Unless Not Able to Use for the Loan Loss Reserve. Unsecured by the Foundation's Microenterprise Loan Program.	50,000	50,000
<u>Note Payable - U.S. Small Business Administration</u> Face Amount \$580,000, Bears interest at 1.25%, Due June 2029, Monthly Interest and Principal Payments, Secured by the Foundation's Microenterprise Loan Program.	445,811	490,477
<u>Note Payable - U.S. Small Business Administration</u> Face Amount \$500,000, Bears interest at 1.63%, Due August 2032, Monthly Interest and Principal Payments, Secured by the Foundation's Microenterprise Loan Program.	500,000	-
Unamortized Discount	-	(4,193)
Unamortized Bond Issuance Costs	-	(20,487)
Total	1,239,321	1,412,324
Less: Current Maturities	139,550	536,052
Long-Term Debt, Net of Current Maturities	<u>\$ 1,099,771</u>	<u>\$ 876,272</u>

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 9 LONG-TERM DEBT (CONTINUED)

Maturity requirements for the next five years on long-term debt are as follows:

<u>Year Ending June 30,</u>	<u>Amount</u>
2024	\$ 139,550
2025	155,395
2026	157,782
2027	160,206
2028	162,649
Thereafter	463,739
Total	<u><u>\$ 1,239,321</u></u>

Federal Microlending Agreements and Restricted Cash

Under the Foundation's Small Business Administration (SBA) and U.S. Department of Agriculture Rural Microentrepreneur Assistance Program (USDA-RMAP) loan agreements, the Foundation is required to keep all cash in separate accounts to be used for administrative costs, debt service, and re-lending. Restricted cash under the SBA and USDA loan agreements amounted to \$671,816 and \$435,422 at June 30, 2023 and 2022, respectively.

NOTE 10 NET ASSETS

Net assets without donor restrictions that are designated by the board of directors consisted of the following at June 30:

	<u>2023</u>	<u>2022</u>
Endowment Funds	\$ 17,468,922	\$ 15,957,623
Affiliate Funds	944,742	944,865
Component Funds	2,004,930	1,978,960
Economic Development	-	55,867
Grants Program	657,052	834,690
Total	<u><u>\$ 21,075,646</u></u>	<u><u>\$ 19,772,005</u></u>

Net assets with donor restrictions for specific purposes or time restrictions consisted of the following at June 30:

	<u>2023</u>	<u>2022</u>
Affiliate Funds	\$ 2,388,943	\$ 1,895,418
Component Funds	1,342,496	1,580,136
Subject to UPMIFA Appropriations	3,303,006	2,273,023
Economic Development	11,040,112	10,892,533
Programs	956,723	194,599
Total Purpose Restricted	<u>19,031,280</u>	<u>16,835,709</u>
Operating	1,500,000	2,500,000
Affiliate Projects	264,500	-
Total Time Restricted	<u>1,764,500</u>	<u>2,500,000</u>
Total Donor Restricted Net Assets	<u><u>\$ 20,795,780</u></u>	<u><u>\$ 19,335,709</u></u>

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 10 NET ASSETS (CONTINUED)

Net assets with donor restrictions to be held in perpetuity consisted of the following at June 30:

	<u>2023</u>	<u>2022</u>
Endowment Funds	\$ 21,967,202	\$ 21,908,771
Affiliate Funds Endowed	6,581,202	5,750,664
Component Funds Endowed	13,836,314	10,880,393
Farmland Giving Program	3,034,053	2,938,292
Total	<u>\$ 45,418,771</u>	<u>\$ 41,478,120</u>

With donor restricted net assets were released from donor restrictions during 2023 and 2022 by satisfying the restrictions as follows:

	<u>2023</u>	<u>2022</u>
Purpose Restrictions Accomplished	\$ 5,743,084	\$ 2,057,605
Time Restrictions Expired	1,000,000	1,000,000
Total Net Assets Released	<u>\$ 6,743,084</u>	<u>\$ 3,057,605</u>

Endowment funds reflected as with donor restrictions represent donations received by the Foundation. Endowment funds which receive a match from the Foundation's Board are represented as board-designated in the respective fund.

Affiliate Funds and Component Funds reflected as with donor restrictions represent contributions restricted by the donors. Investment earnings on these funds are with donor restrictions unless an endowed fund is in a deficit position. Aging Trust Funds are a significant part of the component funds and the portion that is reflected as with donor restrictions represents contributions restricted by the donors and investment income restricted until the balance reached \$1,000,000. Having reached this level, investment income on contributions is reflected in with or without donor-restricted Aging Trust Funds. The without donor restrictions portion of the Aging Trust Fund represents investment income earned and satisfaction of usage restrictions on the with donor-restricted dollars. The with or without donor-restricted dollars are for projects that promote productive aging in the region.

The Keep it GrowingSM Farmland Giving Program reflects donations of farmland to the Foundation as with or without donor restricted net assets. Donations may be accompanied with a life estate. Once any life estate liability is removed, the earnings on endowed parcels are represented as with donor restrictions for the purpose chosen by the donor and earnings on parcels remain without donor restrictions.

SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022

NOTE 10 NET ASSETS (CONTINUED)

Economic Development is made up of Joint Powers Area Community Fund (JPAC), Revolving Loan Fund (RLF), United States Small Business Administration (SBA) Microloan Funds, Minnesota Department of Employment and Economic Development Grant, Minnesota Department of Employment and Economic Development Emerging Entrepreneur Loan Program (ELP), United States Department of Agriculture (RMAP) Fund, Employer Resource Network®, Career Pathways, Business Initiatives, and several Child Care Initiative funds. These funds are reflected as with donor restrictions that consist of grant dollars or loan dollars received and some investment income restricted by the grantor for loans. Other funds income is without donor restrictions within the Economic Development umbrella and used to fund administration. Some of these funds with loan dollars must be repaid.

Due to the COVID-19 pandemic, the Foundation administered funds for the Minnesota Department of Employment and Economic Development (DEED) program for their Main Street COVID relief Grant Program. These grant applications were selected through a lottery process at DEED, verified for eligibility by the Foundation, and disbursed if the application and supporting documents met the DEED grant program requirements.

Program funds reflected as with donor restrictions consist of grants and donations received which have been restricted by the grantor/donor for the Foundation to deliver programs and make grants.

NOTE 11 FAIR VALUE MEASUREMENTS

The Foundation uses fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures. For additional information on how the Foundation measures fair value, refer to Note 1 – Summary of Significant Accounting Policies. The following table presents the fair value hierarchy for the balances of the assets of the Foundation measured at fair value on a recurring basis as of June 30, 2023:

	2023			Total
	Level 1	Level 2	Level 3	
Investments:				
U.S. Government Obligations	\$ 2,228,929	\$ -	\$ -	\$ 2,228,929
Corporate Bonds	-	7,004,063	-	7,004,063
Stock Mutual Funds	35,248,514	-	-	35,248,514
Equity Securities	-	-	537,410	537,410
Taxable Bond Mutual Funds	10,249,017	-	-	10,249,017
Foreign Bonds, Notes, and Debentures	-	3,738	-	3,738
Charitable Remainder Trust Investments	-	-	199,295	199,295
Investment Held in Trust	-	-	1,729,491	1,729,491
*Alternative Investments with Hirtle Callaghan - NAV	-	-	-	15,949,096
Total	<u>\$ 47,726,460</u>	<u>\$ 7,007,801</u>	<u>\$ 2,466,196</u>	<u>\$ 73,149,553</u>

SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022

NOTE 11 FAIR VALUE MEASUREMENTS (CONTINUED)

The following table presents the fair value hierarchy for the balances of the assets of the Foundation measured at fair value on a recurring basis as of June 30, 2022:

	2022			Total
	Level 1	Level 2	Level 3	
Investments:				
U.S. Government Obligations	\$ 2,663,300	\$ -	\$ -	\$ 2,663,300
Corporate Bonds	-	6,784,680	-	6,784,680
Stock Mutual Funds	31,597,193	-	-	31,597,193
Equity Securities	-	-	531,947	531,947
Taxable Bond Mutual Funds	9,603,236	-	-	9,603,236
Foreign Bonds, Notes, and Debentures	-	2,848	-	2,848
Charitable Remainder Trust Investments	-	-	193,250	193,250
Investment Held in Trust	-	-	1,729,491	1,729,491
*Alternative Investments with Hirtle Callaghan - NAV	-	-	-	14,678,449
Total	<u>\$ 43,863,729</u>	<u>\$ 6,787,528</u>	<u>\$ 2,454,688</u>	<u>\$ 67,784,394</u>

*In accordance with *Subtopic 820-10*, certain investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy, but are included under the total column. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the consolidated statements of financial position.

As a part of the Foundation's Investment Policy Statement (IPS), Level 2 assets are utilized. These Corporate Bonds and U.S. Government Obligations invest in United States government securities, sponsored agencies, and corporate securities. The fair value of the investments in this category is based on quoted market prices for the underlying investment.

Level 3 Assets

The following table presents the Foundation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of June 30, 2023 and 2022:

Instrument	Fair Value		Principal Valuation Technique	Unobservable Inputs	Discount Rate
	2023	2022			
Equity Securities	\$ 537,410	\$ 531,947	FMV of Investments	Value of Underlying Assets	N/A
Charitable Remainder Trust Investments	\$ 199,295	\$ 193,250	FMV of Trust Investments	Time Period of Trust	N/A
Investments Held in Trust	\$ 1,729,491	\$ 1,729,491	Discounted Cash Flows	Discount Rate Duration	3.20%

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 11 FAIR VALUE MEASUREMENTS (CONTINUED)

For the Charitable Remainder Trust Investments (CRUT), see Note 1 header Obligations of Split-Interest Agreements for further details on the valuation of this investment. In addition, for the Investments Held in Trust, see Note 4. There were no transfers in nor transfers out of Level 3 investments during both the years ended June 30, 2023 and 2022.

From time to time, the Foundation may be required to record at fair value other assets and liabilities on a nonrecurring basis in accordance with guidance in the broad transactions standard regarding fair value measurements and disclosures. These adjustments to fair value usually result from the application of the lower-of-cost-or-market accounting or write down of individual assets. Nonfinancial assets measured at fair value on a nonrecurring basis would include other real estate owned and other intangible assets measured at fair value for impairment assessment.

Certain assets are measured at fair value on a nonrecurring basis. These assets are not measured at fair value on an ongoing basis; however, they are subject to fair value adjustments in certain circumstances, such as there is evidence of impairment or a change in the amount of previously recognized impairment.

For both the years ended June 30, 2023 and 2022, there were no losses related to nonrecurring fair value measurements.

Net Asset Value

The Foundation values certain investment holdings at fair value using their net asset value and has the ability to redeem its investment with the investee at net asset value per share (or its equivalent) at the measurement date. Fair value measurements of investments in certain entities that calculate net asset value per share (or its equivalent) as of June 30, 2023:

Investment Category	NAV	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Hirtle Callaghan Total Return Offshore Fund II Limited	\$ 1,170,022	\$ -	In liquidation	N/A
Hirtle Callaghan Select Equity Fund, LP	10,007,431	-	Quarterly	90 Days
Hirtle Callaghan Alternative Credit Opportunities Offshore Portfolio Limited	2,899,582	696,545	Quarterly	90 Days
Hirtle Callaghan Private Equity Offshore Fund 2020 Limited	1,645,698	1,460,870	N/A	N/A
Hirtle Callaghan Private Equity Offshore Fund 2022 A Limited	226,363	4,234,323	N/A	N/A
Total	<u>\$ 15,949,096</u>	<u>\$ 6,391,738</u>		

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 11 FAIR VALUE MEASUREMENTS (CONTINUED)

Fair value measurements of investments in certain entities that calculate net asset value per share (or its equivalent) as of June 30, 2022:

Investment Category	NAV	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Hirtle Callaghan Total Return Offshore Fund II Limited	\$ 2,549,187	\$ -	In liquidation	N/A
Hirtle Callaghan Select Equity Fund, LP	8,589,107	-	Quarterly	90 Days
Hirtle Callaghan Alternative Credit Opportunities Offshore Portfolio Limited	2,374,511	1,248,646	Quarterly	90 Days
Hirtle Callaghan Private Equity Offshore Fund 2020 Limited	1,091,406	2,070,827	N/A	N/A
Hirtle Callaghan Private Equity Offshore Fund 2022 A Limited	74,238	4,402,938	N/A	N/A
Total	<u>\$ 14,678,449</u>	<u>\$ 7,722,411</u>		

This category includes investments in funds of limited partnerships that pursue multiple strategies intended to diversify risk, reduce volatility and/or enhance returns. The funds include investments in common stocks (Hirtle Callaghan Select Equity Fund, LP); private equity (Hirtle Callaghan Private Equity Offshore Fund 2020 Limited and Hirtle Callaghan Private Equity Offshore Fund 2022 A Limited); private credit (Hirtle Callaghan Alternative Credit Opportunities Offshore Portfolio Limited); and hedge fund vehicles (Hirtle Callaghan Total Return Offshore Fund II Limited, which is in the process of being liquidated). The fair value of the investments in each one is based on the fund's audited net asset value per share multiplied by the Foundation's units owned as of June 30, 2023 and 2022.

NOTE 12 ENDOWMENT

At June 30, 2023 and 2022, the Foundation's endowment consisted of 148 and 144 funds, respectively, which were 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 an endowment. 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 Foundation has interpreted the Minnesota Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment fund absent explicit donor stipulations to the contrary. As a result of this interpretation, the Foundation retains in perpetuity the original value of the gifts to the endowment and the value of subsequent gifts to the endowment. Donor-restricted amounts not retained in perpetuity are subject to appropriation for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 12 ENDOWMENT (CONTINUED)

Interpretation of Relevant Law (Continued)

In accordance with UPMIFA, 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 organization and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of the organization
- (7) The investment policies of the organization

Endowment composition by type and changes in endowment net assets for the year ended June 30, 2023 is as follows:

	<u>Without</u> <u>Donor Restrictions</u>	<u>With</u> <u>Donor Restrictions</u>	<u>Total</u>
Endowment Net Assets, July 1, 2022	\$ 15,815,184	\$ 40,852,213	\$ 56,667,397
Investment Return:			
Interest, Dividends and Realized Gains	581,961	351,822	933,783
Unrealized Gains	<u>2,864,485</u>	<u>1,645,588</u>	<u>4,510,073</u>
Total Investment Return	3,446,446	1,997,410	5,443,856
Contributions	-	3,736,326	3,736,326
Appropriations of Endowment Assets for Expenditure	(1,953,367)	(773,528)	(2,726,895)
Transfers	<u>-</u>	<u>(124,697)</u>	<u>(124,697)</u>
Endowment Net Assets, June 30, 2023	<u>\$ 17,308,263</u>	<u>\$ 45,687,724</u>	<u>\$ 62,995,987</u>

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 12 ENDOWMENT (CONTINUED)

Interpretation of Relevant Law (Continued)

Endowment composition by type and changes in endowment net assets for the year ended June 30, 2022 is as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment Net Assets, July 1, 2021	\$ 23,547,096	\$ 43,675,542	\$ 67,222,638
Investment Return:			
Interest, Dividends and Realized Gains	4,331,194	2,185,910	6,517,104
Unrealized Losses	<u>(10,163,985)</u>	<u>(5,259,351)</u>	<u>(15,423,336)</u>
Total Investment Return	(5,832,791)	(3,073,441)	(8,906,232)
Contributions	-	1,127,613	1,127,613
Appropriations of Endowment Assets for Expenditure	(2,616,794)	(707,324)	(3,324,118)
Transfers	<u>717,673</u>	<u>(170,177)</u>	<u>547,496</u>
Endowment Net Assets, June 30, 2022	<u>\$ 15,815,184</u>	<u>\$ 40,852,213</u>	<u>\$ 56,667,397</u>

The following is a summary of endowment funds composition for the years ended June 30:

<u>2023</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Endowment Funds	\$ -	\$ 45,687,724	\$ 45,687,724
Board-Designated Endowment Funds	17,308,263	-	17,308,263
Total Funds	<u>\$ 17,308,263</u>	<u>\$ 45,687,724</u>	<u>\$ 62,995,987</u>
<u>2022</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-Restricted Endowment Funds	\$ -	\$ 40,852,213	\$ 40,852,213
Board-Designated Endowment Funds	15,815,184	-	15,815,184
Total Funds	<u>\$ 15,815,184</u>	<u>\$ 40,852,213</u>	<u>\$ 56,667,397</u>

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 12 ENDOWMENT (CONTINUED)

Investment Objectives and Strategies

The Foundation has adopted an investment policy to provide guidelines for investing endowment assets. Under this policy, as approved by the board of directors, the endowment assets are invested in a manner that is intended to maintain the purchasing power of the current assets and all future contributions, maximize return within reasonable and prudent levels of risk, and maintain an appropriate asset allocation based on a total return policy that is compatible with a flexible spending policy. To achieve these objectives, the Foundation follows an asset diversification plan, sets performance benchmarks for investment managers, and has established various asset quality and limitations thresholds. The Foundation expects its endowment funds, over time, to provide an average rate of return of 7%. Actual returns in any given year may vary from this amount.

Spending Policy

The Foundation appropriates for distribution each year an additional 2% of last year's spendable allotment plus 4% of any total gifts given to the fund during the prior 12-month period. The spendable funds are an allotment of the earnings on the fund and board action is required to allow spending if the amount is less than 3% or more than 6% of the fund balance. Spending will take place only if earnings are present in the fund. For funds that are new and have no historical spendable amount, a calculation of 5% of the average daily balance will take place for the first year. The transfers in the column without donor restrictions consist of the general endowment 5% spendable calculation and transfers of match to affiliate funds. Transfers in the column with donor restrictions is made up of the 5% spendable calculations of affiliate and component funds.

Funds with Deficiencies

From time to time, the fair value of assets associated with the individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Organization to retain as a fund of perpetual duration. In accordance with GAAP, deficiencies of this nature are reported in net assets with donor restrictions which amounted to 12 and 24, underwater endowment funds with total balances of \$(36,757) and \$(143,364), for the years ended June 30, 2023 and 2022, respectively.

NOTE 13 COMMITMENTS AND CONTINGENCIES

Amounts received or receivable from grantor agencies are subject to audit and adjustment by grantor agencies, principally the federal government. Any disallowed claims, including amounts previously collected, may constitute a liability for the applicable funds. The amount, if any, of expenditures which may be disallowed by the grantor cannot be determined at this time; although the Foundation expects such amounts, if any, to be immaterial.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 14 EMPLOYEE BENEFIT PLAN

The Foundation maintains a tax-deferred annuity plan qualified under Section 403(b) of the Internal Revenue Code. The plan covers employees of the Foundation who work at least 20 hours per week. The Foundation contributes up to 5% of gross salaries for qualified employees to the Plan. Employees may make contributions to the Plan up to the maximum allowed by the Internal Revenue Code. Plan expenses were \$90,397 and \$85,402 for the years ended June 30, 2023 and 2022, respectively.

A 457(b) deferred compensation plan is maintained by the Foundation for certain members of management as defined by the plan. It is a nonqualified deferred compensation plan subject to the claims of creditors. The Foundation contributed approximately \$26,700 and \$35,000 for the years ended June 30, 2023 and 2022, respectively. No employee contributions have been made to the plan.

NOTE 15 GRANTS MADE

The Foundation made grants in the following categories during the years ended June 30:

	2023	2022
Business Initiatives	\$ 178,681	\$ 4,520,000
Community Initiatives	1,402,601	878,853
Aging	247,650	122,034
Youth	1,041,190	1,050,368
BIPOC	2,408,715	49,037
Total Grants Made	<u>\$ 5,278,837</u>	<u>\$ 6,620,292</u>

NOTE 16 RELATED PARTY TRANSACTIONS

The Foundation enters into transactions with directors and key management personnel in the ordinary course of business. For the years ended June 30, 2023 and 2022, donations from these individuals to Southwest Initiative Foundation totaled approximately \$25,000 and \$27,000, respectively.

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2023 AND 2022**

NOTE 17 LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure without donor restrictions limiting their use within one year of the consolidated statements of financial position date, consists of the following:

Description:	<u>2023</u>	<u>2022</u>
Cash and Cash Equivalents	\$ 782,712	\$ 455,854
Investments	5,004,407	6,257,782
Board-Designated - Quasi-Endowment Fund	17,454,572	15,944,087
Board-Designated - Program Use	<u>3,621,074</u>	<u>3,827,918</u>
Total	<u>\$ 26,862,765</u>	<u>\$ 26,485,641</u>

As part of the Foundation's liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The Foundation invests its without donor restricted assets in short term and income strategies, the quasi-endowment assets in a long-term strategy, and the program use assets in a mixture of strategies. The quasi-endowment assets above represent earnings on the Foundation's endowment which are subject to the annual spending policy; any additional amount would be available only by a vote of the board of directors. The Foundation has additional endowment funds and those assets are recorded as with donor restricted. These assets are not listed above due to the donor restrictions in place.

The \$17,454,572 and \$15,944,087 for the years ended June 30, 2023 and 2022, respectively, are subject to the endowment spendable calculation (see Note 12). As a part of this calculation, approximately \$1,995,040 and \$1,954,000, respectively, will be drawn into operations over the next 12 months. Although the Foundation does not intend to spend more than the spendable allotment from the quasi-endowment, the board of directors could make these funds available if necessary.

The board designated assets set aside for program use will be spent when the program restriction has been met. The board of directors has the discretion to change the program limitation but does not intend to make any changes at this time.



**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED
IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

Board of Directors
Southwest Initiative Foundation
Hutchinson, Minnesota

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Southwest Initiative Foundation, which comprise the consolidated statement of financial position as of June 30, 2023, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated November 28, 2023.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered Southwest Initiative Foundation's internal control over financial reporting (internal control) as a basis for designing the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of Southwest Initiative Foundation's internal control. Accordingly, we do not express an opinion on the effectiveness of Southwest Initiative Foundation's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's consolidated financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether Southwest Initiative Foundation's consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the consolidated financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Foundation's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Foundation's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



CliftonLarsonAllen LLP

St. Cloud, Minnesota
November 28, 2023



**INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH
MAJOR FEDERAL PROGRAM AND REPORT ON INTERNAL CONTROL
OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE**

Board of Directors
Southwest Initiative Foundation
Hutchinson, Minnesota

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited Southwest Initiative Foundation's compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Southwest Initiative Foundation's major federal programs for the year ended June 30, 2023. Southwest Initiative Foundation's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

In our opinion, Southwest Initiative Foundation complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2023.

Basis for Opinion on Each Major Federal Program

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Our responsibilities under those standards and the Uniform Guidance are further described in the *Auditors' Responsibilities for the Audit of Compliance* section of our report.

We are required to be independent of Southwest Initiative Foundation and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program. Our audit does not provide a legal determination of Southwest Initiative Foundation's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules and provisions of contracts or grant agreements applicable to Southwest Initiative Foundation's federal programs.

Auditors' Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on Southwest Initiative Foundation's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about Southwest Initiative Foundation's compliance with the requirements of each major federal program as a whole.

In performing an audit in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding Southwest Initiative Foundation's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of Southwest Initiative Foundation's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of Southwest Initiative Foundation's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on Internal Control Over Compliance

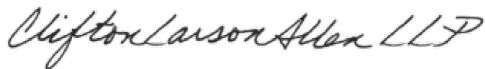
A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Board of Directors
Southwest Initiative Foundation

Our consideration of internal control over compliance was for the limited purpose described in the *Auditor's Responsibilities for the Audit of Compliance* section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.



CliftonLarsonAllen LLP

St. Cloud, Minnesota
November 28, 2023

**SOUTHWEST INITIATIVE FOUNDATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
JUNE 30, 2023**

Federal Grantor/Pass-through Grantor/Program or Cluster Title	Federal Assistance Listing Number	Pass-Through Entity Identifying Number	Passed Through to Subrecipients	Federal Expenditures
Department of Agriculture				
Direct Program:				
Rural Microentrepreneur Assistance Program - TA Grant	10.870		\$ -	\$ 45,243
Rural Microentrepreneur Assistance Program (Note 3)	10.870		-	271,196
Total Rural Microentrepreneur Assistance Program			-	316,439
Small Business Administration				
Direct Program:				
Microloan Program - Technical Assistance	59.046		-	234,770
Microloan Program (Note 3)	59.046		-	890,655
Total Microloan Program			-	1,125,425
Department of Education				
Pass-Through Program through MN Department of Education (COVID-19) Governors Emergency Education Relief Fund	84.425C		-	207,666
Total Federal Awards			\$ -	\$ 1,649,530

See accompanying Notes to Schedule of Expenditures of Federal Awards

**SOUTHWEST INITIATIVE FOUNDATION
NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
JUNE 30, 2023**

NOTE 1 BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the Schedule) includes the federal award activity of Southwest Initiative Foundation under programs of the federal government for the year ended June 30, 2023. The information in this Schedule is presented in accordance with the requirements of 2 CFR Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Southwest Initiative Foundation, it is not intended to and does not present the financial position, changes in net assets, or cash flows of Southwest Initiative Foundation.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the cash basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement. Negative amounts shown on the Schedule represent adjustments or credits made in the normal course of business to amounts reported as expenditures in prior years. Southwest Initiative Foundation has elected to use the 10% de minimis indirect cost rate as allowed under the Uniform Guidance.

NOTE 3 FEDERAL LOAN PROGRAM

The federal loan program listed subsequently is administered directly by Southwest Initiative Foundation, and balances and transactions relating to this program are included in Southwest Initiative Foundation's basic consolidated financial statements. Loans outstanding at the beginning of the year and loans made during the year are included in the federal expenditures presented in the Schedule. The balance of loans outstanding at June 30, 2023 consists of:

Program	Federal Assistance Listing Number	Balance Outstanding
Rural Microentrepreneur Assistance Program	10.870	\$ 235,326
Microloan Program	59.046	617,314
Total Federal Loans Outstanding		<u>\$ 852,640</u>

**SOUTHWEST INITIATIVE FOUNDATION
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
YEAR ENDED JUNE 30, 2023**

Section I - Summary of Auditors' Results

Consolidated Financial Statements

1. Type of auditors' report issued: Unmodified
2. Internal control over financial reporting:
- Material weakness(es) identified? Yes X No
 - Significant deficiency(ies) identified? Yes X None reported
3. Noncompliance material to financial statements noted? Yes X No

Federal Awards

1. Internal control over major federal programs:
- Material weakness(es) identified? Yes X No
 - Significant deficiency(ies) identified? Yes X None reported
2. Type of auditors' report issued on compliance for major federal programs: Unmodified
3. Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)? Yes X No

Identification of Major Federal Programs

Federal Assistance Listing Number(s)	Name of Federal Program or Cluster
59.046	Small Business Administration Microloan Program
Dollar threshold used to distinguish between type A and type B programs:	\$750,000
Auditee qualified as low-risk auditee?	<u> X </u> Yes <u> </u> No

**SOUTHWEST INITIATIVE FOUNDATION
SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)
YEAR ENDED JUNE 30, 2023**

Section II - Financial Statement Findings

Our audit did not disclose any matters required to be reported in accordance with *Government Auditing Standards*.

Section III - Findings and Questioned Costs - Major Federal Programs

Our audit did not disclose any matters required to be reported in accordance with 2 CFR 200.516(a).



CLA (CliftonLarsonAllen LLP) is a network member of CLA Global. See CLAGlobal.com/disclaimer. Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.