



APPLICATION FOR CONTRIBUTION

NAME OF ORGANIZATION: Utah Foundation
ADDRESS: 150 S. State St.
CITY: Salt Lake City STATE: UT ZIP CODE: 84111
CONTACT PERSON: Peter Reichard PHONE NUMBER: 801-355-1400 EMAIL: peter@utahfoun

ORGANIZATION OVERVIEW (which could include mission, history, and demographics served):

Founded in 1945, the mission of Utah Foundation is to promote a thriving economy, a well-prepared workforce, and a high quality of life for Utahns at the state and local levels by performing thorough, well-supported research that helps policymakers, business and community leaders and citizens better understand complex issues. When appropriate, we offer practical, well-reasoned recommendations for policy change.

TYPE OF REQUEST: Money ☒ In-Kind ☐

Have you previously requested money from SLCo? Yes

If yes, when and how much (previous three years)? 10,000 (2018) 12,500 (2017) 10,000 (2016)

What is the amount of your request? \$ 2,500.00

The amount you are requesting is 0.40% of your annual agency budget.

What is the purpose of the money you are requesting?:

This is for a premium table sponsorship (table of 10) for our Annual Luncheon, Utah Foundation's sole fund-raising event of the year.

PLEASE ATTACH:

☒ Copy of 501(c)(3)

☒ Copy of independent audit. If you do not have one, please enclose a copy of current financial statements.

You will be expected to report to the Salt Lake County Mayor on how the money was used and the success of the project.

The undersigned hereby acknowledges that he or she has authority to bind the organization listed in the application. The applicant accepts the following terms and conditions as a condition of receiving and using County funds or the waiver of fees: County funds will be used solely for the purposes approved by the Mayor of Salt Lake County as applied for in this application. Any expenditure for purposes other than those approved will require a return of the entire grant amount and may disqualify the grantee from receiving any additional County funds. It is further understood that no grant fund will be made available to any County officer or employee or in violation of the requirements of the Public Employees Ethics Act (67-16-1 et seq.). No grant funds will be used for political or campaign purposes. As a further condition of the grant, all County funds may be subject to an audit as required by Salt Lake County. The applicant is required to complete the Disbursement of Funds Report Form for contributions more than \$2,500.

Dated this 27th day of August, 2018

Applicant [Signature]

Internal Revenue Service

P.O. Box 2508
Cincinnati, OH 45201

Department of the Treasury

Date: MAR 25 2013

Utah Foundation
10 West Broadway Street Suite 307
Salt Lake City, UT 84101-2002

Employer Identification Number:

87-0199245

Person to Contact - ID Number:

Harold J. Fodor - 1011002

Contact Telephone Number:

877-829-5500 Toll-Free

Form 990 Required:

Yes

Dear Sir or Madam:

In your letter dated August 28, 2012, you requested classification as a public charity described in section 509(a)(2) of the Internal Revenue Code.

In our letter dated November 1946, we determined that you were exempt under section 501(c)(3) of the Code. We further determined that you weren't a private foundation and you were classified as a public charity described in section 509(a)(3) of the Code.

Based on the information you provided, we determined you meet the requirements for classification as a public charity described in section 509(a)(2) of the Code.

Accordingly, we have updated your public charity status in our records as you requested.

Since your exempt status wasn't under consideration, you continue to be classified as an organization exempt from federal income tax under section 501(c)(3) of the Code.

Grantors and contributors may generally rely on this determination of your foundation status unless the Internal Revenue Service publishes notice that you are no longer recognized as tax exempt or classified as a public charity in the Internal Revenue Bulletin. However, if a grantor or contributor takes any action, or fails to take any action, which causes you to lose your exempt status or causes you to be reclassified as a private foundation, that party cannot rely on this determination. Furthermore, a contributor or grantor who knows that the Internal Revenue Service has notified you of any change in your exempt status or foundation status cannot rely on this determination.

Please see enclosed Publication 4221-PC, *Compliance Guide for 501(c)(3) Public Charities*, for helpful information about your responsibilities as an exempt organization.

Because this letter could help resolve any questions about your exempt status and/or foundation status, you should keep it with your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Name Utah Foundation
EIN 87-0199245

Sincerely,

A handwritten signature in black ink that reads "Holly O Paz". The signature is written in a cursive, flowing style.

Holly O. Paz
Director, Exempt Organizations
Rulings and Agreements

Enclosure:
Publication 4221-PC

Internal Revenue Service

District
Director

UTAH FOUNDATION
10 W 100 S., #323
SALT LAKE CITY, UTAH 94101-1575

Department of the Treasury

300 N. Los Angeles Street, MS 7043
Los Angeles, CA 90012

Person to Contact:
L BARRAGAN
Telephone Number:
(213) 894-2336
Refer/Reply to:
EO(1007)98
Date:
OCTOBER 15, 1998
EIN: 87-0199245

Dear Taxpayer:

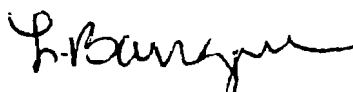
This letter is in response to your request for a copy of the determination letter for the above named organization.

Our records indicate that this organization was recognized to be exempt from Federal income tax in NOVEMBER 1946 as described in Internal Revenue Code Section 501(c)(3). It is further classified as an organization that is not a private foundation as defined in Section 509(a) of the Code, because it is an organization described in Section 509(a)(3).

The exempt status for the determination letter issued in NOVEMBER 1946 continues to be in effect.

If you need further assistance, please contact our office at the above address or telephone number.

Sincerely,


Disclosure Assistant

Utah Foundation

Year Ended December 31, 2016

Financial Statements

And

Independent Auditor's Report



Utah Foundation

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Utah Foundation
Salt Lake City, Utah

Financial Statements

We have audited the accompanying financial statements of Utah Foundation (a nonprofit organization) which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on this financial statement based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statement.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Utah Foundation as of December 31, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited Utah Foundation's December 31, 2015 financial statements, and our report dated August 12, 2016, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Shaw & Co., P.C.

Bountiful, Utah
July 20, 2017

Utah Foundation
Statement of Financial Position
December 31, 2016
With Comparative Totals For December 31, 2015

	<u>12/31/2016</u>	<u>12/31/2015</u>
ASSETS		
Current assets		
Cash and cash equivalents	\$ 96,825	\$ 133,152
Accounts receivable, including promises to give	16,001	30,650
Prepaid expenses	-	821
Deposits	<u>2,050</u>	<u>1,853</u>
Total current assets	<u>114,876</u>	<u>166,476</u>
Fixed assets, at cost		
Furniture and equipment	55,697	53,618
Less: accumulated depreciation	<u>(52,052)</u>	<u>(49,951)</u>
Net fixed assets	<u>3,645</u>	<u>3,667</u>
Total assets	<u>\$ 118,521</u>	<u>\$ 170,143</u>
 LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable	\$ 1,297	\$ 4,250
Accrued liabilities	<u>12,677</u>	<u>12,928</u>
Total current liabilities	<u>13,974</u>	<u>17,178</u>
Net assets		
Unrestricted	99,127	144,465
Temporarily restricted	5,420	8,500
Permanently restricted	<u>-</u>	<u>-</u>
Total net assets	<u>104,547</u>	<u>152,965</u>
Total liabilities and net assets	<u>\$ 118,521</u>	<u>\$ 170,143</u>

See accompanying notes to financial statements.

Utah Foundation
Statement of Activities
Year Ended December 31, 2016
With Comparative Totals For The Year Ended December 31, 2015

	12/31/2016				12/31/2015
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>Total</u>
REVENUES AND SUPPORT					
Membership dues	\$ 307,235	\$ 5,420	\$ -	\$ 312,655	\$ 332,337
Consulting revenue	139,275	-	-	139,275	60,900
Grants	120,200	-	-	120,200	132,500
In-kind donations	48,000	-	-	48,000	48,000
Events revenue	37,180	-	-	37,180	55,395
Other revenue	1,543	-	-	1,543	-
Interest income	49	-	-	49	138
Net assets released from restrictions	<u>8,500</u>	<u>(8,500)</u>	<u>-</u>	<u>-</u>	<u>-</u>
 Total revenues and support	<u>661,982</u>	<u>(3,080)</u>	<u>-</u>	<u>658,902</u>	<u>629,270</u>
EXPENSES					
Program services	570,075	-	-	570,075	619,870
Management and general	74,791	-	-	74,791	76,257
Fundraising	<u>62,454</u>	<u>-</u>	<u>-</u>	<u>62,454</u>	<u>62,429</u>
 Total expenses	<u>707,320</u>	<u>-</u>	<u>-</u>	<u>707,320</u>	<u>758,556</u>
 Change in net assets	(45,338)	(3,080)	-	(48,418)	(129,286)
 Net assets, beginning of year	<u>144,465</u>	<u>8,500</u>	<u>-</u>	<u>152,965</u>	<u>282,251</u>
 Net assets, end of year	<u>\$ 99,127</u>	<u>\$ 5,420</u>	<u>\$ -</u>	<u>\$ 104,547</u>	<u>\$ 152,965</u>

See accompanying notes to financial statements.

Utah Foundation
Statement of Functional Expenses
Year Ended December 31, 2016
With Comparative Totals For The Year Ended December 31, 2015

	12/31/2016				12/31/2015
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>	<u>Total</u>
Salaries and wages	\$ 299,418	\$ 45,897	\$ 42,985	\$ 388,300	\$ 440,244
Payroll taxes	20,788	3,187	2,984	26,959	31,139
Employee benefits	<u>90,487</u>	<u>13,871</u>	<u>12,991</u>	<u>117,349</u>	<u>102,199</u>
 Total salaries and related expenses	 410,693	 62,955	 58,960	 532,608	 573,582
 Professional services	 108,741	 5,500	 -	 114,241	 99,173
Occupancy	15,067	2,098	1,907	19,072	26,048
Events expenses	17,797	-	-	17,797	24,710
Travel	5,247	649	-	5,896	12,646
Telephone	4,084	569	517	5,170	4,973
Miscellaneous	2,533	353	321	3,207	2,057
Supplies	2,275	317	288	2,880	5,893
Bank charges	-	1,284	-	1,284	1,170
Printing	993	138	126	1,257	2,969
Library	759	106	96	961	799
Insurance	-	475	-	475	571
Postage	226	31	29	286	1,734
License and permits	<u>-</u>	<u>85</u>	<u>-</u>	<u>85</u>	<u>10</u>
 Total expenses before depreciation	 568,415	 74,560	 62,244	 705,219	 756,335
 Depreciation	 <u>1,660</u>	 <u>231</u>	 <u>210</u>	 <u>2,101</u>	 <u>2,221</u>
 Total expenses	 <u>\$ 570,075</u>	 <u>\$ 74,791</u>	 <u>\$ 62,454</u>	 <u>\$ 707,320</u>	 <u>\$ 758,556</u>

See accompanying notes to financial statements.

Utah Foundation
Statement of Cash Flows
Year Ended December 31, 2016
With Comparative Totals For The Year Ended December 31, 2015

	<u>12/31/2016</u>	<u>12/31/2015</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (48,418)	\$ (129,286)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	2,101	2,221
Changes in current assets and liabilities:		
Accounts receivable	14,649	(3,700)
Accounts payable	(2,953)	(3,591)
Accrued liabilities	<u>(251)</u>	<u>5,224</u>
Net cash used in operating activities	<u>(34,248)</u>	<u>(129,953)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Cash purchases of fixed assets	<u>(2,079)</u>	<u>-</u>
Net cash used in investing activities	<u>(2,079)</u>	<u>-</u>
CASH FLOWS FROM FINANCING ACTIVITIES	<u>-</u>	<u>-</u>
Net change in cash and cash equivalents	(36,327)	(129,953)
Cash and cash equivalents, beginning of year	<u>133,152</u>	<u>263,105</u>
Cash and cash equivalents, end of year	<u>\$ 96,825</u>	<u>\$ 133,152</u>
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Cash paid for interest	<u>\$ -</u>	<u>\$ -</u>
Cash paid for income taxes	<u>\$ -</u>	<u>\$ -</u>

See accompanying notes to financial statements.

Utah Foundation
Notes to Financial Statements
December 31, 2016

1. ORGANIZATION

Utah Foundation (the "Organization") was incorporated under the laws of the State of Utah as a nonprofit corporation on September 20, 1945. The mission of the Organization is to promote a thriving economy, a well-prepared workforce, and a high quality of life for Utahns by performing thorough, well-supported research that helps policymakers, business and community leaders, and citizens better understand complex issues and providing practical, well-reasoned recommendations for policy change.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the Association have been prepared on the accrual basis. The Association follows the provisions of Accounting Standards Codification (ASC) 958, Not-for Profit Entities.

The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

Date of Management's Review

Subsequent events were evaluated through July 20, 2017, which is the date the financial statements were available to be issued. From their review, management has determined that there were no significant recognizable or unrecognizable subsequent events that were not properly disclosed.

Estimates in the Financial Statements

The preparation of financial statements in conformity with U.S. generally accepted accounting principles 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 financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Classes of Net Assets

Revenues and gains are classified based on the presence or absence of donor restrictions and reported in the following net asset categories:

- a. Unrestricted net assets represent the portion of net assets not subject to donor restrictions.
- b. Temporarily restricted net assets arise from contributions that are restricted by the donor for specific purposes or time periods.
- c. Permanently restricted net assets arise from contributions that are restricted by the donor in perpetuity.

All contributions are considered available for unrestricted use, unless specifically restricted by the donors. All expenses are reported as changes in unrestricted net assets.

Cash and Cash Equivalents

For purposes of the statement of cash flows, cash equivalents include time deposits, certificates of deposit, and all highly liquid debt instruments with original maturities of three months or less.

Accounts Receivable and Allowance for Doubtful Accounts

Accounts receivable are carried at their estimated collectible amounts. The Organization's accounts receivable are generally short-term in nature; thus, the Organization does not accrue finance or interest charges.

Accounts receivable are periodically evaluated for collectability based on past credit history with customers and their current financial condition. An allowance for doubtful accounts has not been established because management believes that all accounts receivable will be fully collected.

Fixed Assets

Fixed assets are recorded at acquisition cost, or if donated, at the fair market value at the date donated. The Organization capitalizes additions that exceed \$1,000. Depreciation expense is provided on a straight-line basis over the estimated useful lives of the respective assets, which ranges from three to ten years. Depreciation expense for the year ended December 31, 2016 was \$2,101.

Contributions

Unconditional promises to give are recognized as contributions when received at the net present value of the amounts expected to be collected. Contributions are considered available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted for future periods or by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes.

When a donor-imposed time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying statements of activities and changes in net assets as net assets released from restriction. Donor-restricted contributions whose restrictions are met in the same year the contribution is received are reported as unrestricted. Capital campaign contributions are considered temporarily restricted until the asset is placed into service.

Promises to give

Promises to give are recorded at their estimated fair value. Amounts due later than one year, if any, are recorded at the present value of estimated future cash flows. The Organization estimates the allowance based on analysis of specific donors, taking into consideration the age of past due pledges and an assessment of the donor's ability to pay. At December 31, 2016, management of the Organization considers all promises to be collectible; therefore, no allowance has been recorded.

Concentrations of Credit Risks

The Organization maintains its cash in bank deposit accounts, which at times, may exceed federally insured limits. At December 31, 2016, no amount exceeded the FDIC limit of \$250,000. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash.

The Organization has 51%, 31%, and 15% of its accounts receivable balance at December 31, 2016 from three organizations.

Functional Allocation of Expenses

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

Income taxes

The Organization is exempt from federal income taxes under section 501(c)(3) of the Internal Revenue Code and therefore has made no provision for federal income taxes in the accompanying financial statements. In addition, the Organization has been determined by the Internal Revenue Service not to be a “private foundation” within the meaning of Section 509(a) of the Internal Revenue Code. There was no unrelated business income for the year ended December 31, 2016.

The Organization's Forms 990, *Return of Organization Exempt from Income Tax*, for the years ending December 31, 2016, 2015, 2014, and 2013 are subject to examination by the IRS, generally for three years after they were filed. Generally accepted accounting principles require tax effects from an uncertain tax position to be recognized in the financial statements only if the position is more likely than not to be sustained if the position were to be challenged by a taxing authority. The assessment of the tax position is based solely on the technical merits of the position, without regard to the likelihood that the tax position may be challenged. If an uncertain tax position meets the more-likely-than-not threshold, the largest amount of tax benefit that is greater than 50% likely to be recognized upon ultimate settlement with the taxing authority is recorded. The Organization's primary tax positions relate to its status as a not-for-profit entity exempt from income taxes and classification of activities related to its exempt purpose. Management has evaluated the tax positions reflected in the Organization's tax filings and does not believe that any material uncertain tax positions exist.

Fair Value of Financial Instruments

The Organization has a number of financial instruments, none of which are held for trading purposes. The Organization estimates that the fair value of all financial instruments at December 31, 2016, does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying statement of financial position.

Reclassifications

Certain items from December 31, 2015 have been reclassified to conform to the December 31, 2016 presentation.

3. ACCOUNTS RECEIVABLE, INCLUDING PROMISES TO GIVE

Accounts receivable, including promises to give, consisted of the following at December 31, 2016:

Private donors (promises to give)	\$ 5,420
Fee for service accounts receivable	<u>10,581</u>
	<u>\$ 16,001</u>

The Organization expects to receive the entire amounts of the promises to give; therefore, no allowance is necessary.

4. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of the following at December 31, 2016:

Promises to give	\$ <u>5,420</u>
	<u>\$ 5,420</u>

5. RETIREMENT PLAN

The Organization maintains a retirement plan with the Fidelity for qualifying employees who meet eligibility requirements of employment and hours of service. Organization contributions are determined annually by the Plan's trustees and are subject to limitations imposed by the Internal Revenue Code. The contribution rate for the year ended December 31, 2016 was 12% of the gross salary of eligible employees. Employees may elect to treat a portion of their salary as deferred compensation under Section 403(b) of the Internal Revenue Code. The Organization retirement plan expense was \$41,952 for the year ended December 31, 2016 and is included in the Employee Benefits shown on the accompanying Statement of Functional Expenses.

6. OPERATING LEASE COMMITMENTS

The Organization entered into a lease agreement in August 2016. The lease agreement begins on August 15, 2016 and expires on July 31, 2021. The lease requires monthly payments of \$2,050. Future minimum operating lease payments are based on remaining terms of the agreements. The required future minimum lease payments are as follows:

<u>Year ending</u>	
12/31/2017	\$ 24,754
12/31/2018	25,125
12/31/2019	25,502
12/31/2020	25,884
12/31/2021	<u>15,231</u>
	<u>\$ 116,496</u>

Total rent expense, including parking, for the year ended December 31, 2016 was \$15,400.

7. COMMITMENTS AND CONTINGENCIES

The Organization may be involved in certain claims arising from the ordinary course of operations and has purchased insurance policies to cover these risks.

8. PRIOR YEAR INFORMATION

The accompanying financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles in the United States of America. The financial statements for the year ended December 31, 2015 are presented for comparative purposes only. The notes presented herein contain information relating to December 31, 2016 only. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2015 from which the summarized information was derived.