BT & Co. P.A.

Certified Public Accountants

GCSAA FOUNDATION

FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2021 AND 2020

GCSAA FOUNDATION
FINANCIAL STATEMENTS
Years Ended December 31, 2021 and 2020

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Certified Public Accountants

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees
GCSAA Foundation
Lawrence, Kansas

Opinion

We have audited the financial statements of GCSAA Foundation (the Foundation), which comprise the statements of financial position as of December 31, 2021 and 2020, the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Foundation as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the 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 Financial Statements

Management is responsible for the preparation and fair presentation of the 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 financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' 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 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 financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.

- Identify and assess the risks of material misstatement of the 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 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 the 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 financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the 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.

BT + Co., P.A.

May 24, 2022
Topeka, Kansas

GCSAA FOUNDATION
STATEMENTS OF FINANCIAL POSITION
December 31, 2021 and 2020

	2021	2020
ASSETS		
Cash	$ 31,928	$ -
Accounts receivable, net	750	11,186
Due from related parties	255	19,605
Prepaid expenses	57,212	1,842
Pledges receivable, net	553,249	390,920
Investments	12,918,763	11,833,884
Intangible assets, net	3,750	11,250
Total assets	$ 13,565,907	$ 12,268,687
LIABILITIES AND NET ASSETS		
Accounts payable and accrued expenses	$ 107,016	$ 109,351
Due to related parties	42,723	-
Deferred revenue	56,070	50,974
Total liabilities	205,809	160,325
Net assets without donor restrictions - board designated	12,806,849	11,717,442
Net assets with donor restrictions	553,249	390,920
Total net assets	13,360,098	12,108,362
Total liabilities and net assets	$ 13,565,907	$ 12,268,687

See accompanying notes to financial statements.

GCSAA FOUNDATION
STATEMENTS OF ACTIVITIES
Years Ended December 31, 2021 and 2020

	2021	2020
Net assets without donor restrictions - board designated:		
Revenues:		
Individual contributions	$ 176,430	$ 165,431
Facility and chapter contributions	35,725	35,836
Industry contributions	85,476	58,151
Silent auction income	136,210	143,366
Scholarship and grant contributions	112,479	90,050
Online auction	427,535	326,613
Disaster relief	9,300	25,562
Investment income	1,801,880	1,698,930
Net assets released from restrictions - time	187,671	84,513
Total revenues	2,972,706	2,628,452
Expenses:		
Program services:		
Program activities	1,671,077	1,557,896
Supporting services:		
Management and general	41,350	39,697
Fundraising	170,872	194,969
Total expenses	1,883,299	1,792,562
Change in net assets without donor restrictions	1,089,407	835,890
Net assets with donor restrictions:		
Restricted contributions - major gifts	350,000	289,341
Net assets released from restrictions - time	(187,671)	(84,513)
Change in net assets with donor restrictions	162,329	204,828
Change in net assets	1,251,736	1,040,718
Net assets, beginning of year	12,108,362	11,067,644
Net assets, end of year	$ 13,360,098	$ 12,108,362

See accompanying notes to financial statements.

GCSAA FOUNDATION
STATEMENTS OF FUNCTIONAL EXPENSES
Years Ended December 31, 2021 and 2020

	2021			
	Program Activities	Management and General	Fundraising	Total Expenses
Salaries, benefits and related expenses	$ 38,299	$ 38,299	$ 76,598	$ 153,196
Research	225,000	-	-	225,000
Education	400,305	-	-	400,305
Environmental programs	270,000	-	-	270,000
Advocacy	360,000	-	-	360,000
Board of trustees and other support	2,552	2,552	20,324	25,428
Travel	499	499	998	1,996
Marketing and promotion	-	-	14,508	14,508
Silent auction	-	-	11,122	11,122
Online auction	269,967	-	47,322	317,289
Disaster relief	18,255	-	-	18,255
Scholarships	86,200	-	-	86,200
Total	$ 1,671,077	$ 41,350	$ 170,872	$ 1,883,299

	2020			
	Program Activities	Management and General	Fundraising	Total Expenses
Salaries, benefits and related expenses	$ 37,572	$ 37,572	$ 75,144	$ 150,288
Research	145,000	-	-	145,000
Education	421,926	-	-	421,926
Environmental programs	270,000	-	-	270,000
Advocacy	360,000	-	-	360,000
Board of trustees and other support	1,653	1,653	22,694	26,000
Travel	472	472	944	1,888
Marketing and promotion	-	-	31,493	31,493
Silent auction	-	-	12,551	12,551
Online auction	201,792	-	52,143	253,935
Disaster relief	25,562	-	-	25,562
Scholarships	93,919	-	-	93,919
Total	$ 1,557,896	$ 39,697	$ 194,969	$ 1,792,562

See accompanying notes to financial statements.

GCSAA FOUNDATION
STATEMENTS OF CASH FLOWS
Years Ended December 31, 2021 and 2020

	2021	2020
Cash flows from operating activities:		
Change in net assets	$ 1,251,736	$ 1,040,718
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Amortization expense	7,500	7,500
Unrealized/realized gain on investments	(1,780,148)	(1,662,737)
Changes in assets and liabilities:		
Accounts receivable	29,786	9,857
Pledges receivable	(184,600)	100,000
Change in allowance for uncollectible contributions	11,076	(6,000)
Change in unamortized discount	11,195	(9,487)
Prepaid expenses	(55,370)	43,636
Due to related parties	42,723	-
Accounts payable and accrued expenses	(2,335)	22,298
Deferred revenue	5,096	(139,601)
Net cash from operating activities	(663,341)	(593,816)
Cash flows from investing activities:		
Purchase of investments	(46,646)	(219,575)
Proceeds from sale of investments	741,915	683,181
Net cash from investing activities	695,269	463,606
Net change in cash	31,928	(130,210)
Cash, beginning of year	-	130,210
Cash, end of year	$ 31,928	$ -

See accompanying notes to financial statements.

1 - Organization and Summary of Significant Accounting Policies

Organization

GCSAA Foundation (the Foundation) focuses on providing funding and financial support for programs and services involving information collection, scientific research, education and outreach that communicate the best management practices of environmental stewardship of the golf course. As part of its focus on education, the Foundation also funds a collegiate scholarship program. The Foundation is supported primarily through contributions from organizations and individual donors.

Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents consists of checking accounts.

Concentrations of Credit Risk

The Foundation manages deposit concentration risk by placing cash with financial institutions believed by management to be creditworthy. At times, amounts on deposit may exceed insured limits. To date, the Foundation has not experienced losses in any of these accounts.

Accounts Receivable

Accounts receivable are stated at the amounts billed to customers. The majority of the Foundation's accounts receivable are due from corporate sponsors for activities related to the Foundation's mission. The Foundation records an allowance for doubtful accounts, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions. Accounts receivable are written off when management believes all collection efforts have been exhausted. No material amounts were considered uncollectible based on past collectability experience for the years ended December 31, 2021 and 2020.

Pledges Receivable

Pledges receivable are for receivables that are generally due within one to three years of the date of the pledge. Pledges receivable are stated at the pledged amount. The carrying amount of pledges receivable is reduced by the amount of the unamortized discount related to promises to give that are to be collected over a period longer than one year. Management has established a valuation allowance that reflects management's best estimate of amounts that will not be collected based on specific donors' pledges and the aging of pledges receivable. All pledges or portions thereof deemed to be uncollectible are written off to the allowance for uncollectible pledges. Management has established an allowance of $ 38,196 and $ 27,120 as of December 31, 2021 and 2020.

Investments

The Foundation's investments are reported at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Foundation invests in mutual funds, corporate bonds and exchange traded funds.

Investment return that is initially restricted by donor stipulation and for which the restriction will be satisfied in the same year is included in net assets without donor restrictions. Other investment return is reflected in the statements of activities as net assets without donor restrictions or net assets with donor restrictions based upon the existence and nature of any donor or legally imposed restrictions.

Intangible Assets

The intangible asset resulted from the acquisition of the name and program rights for “Rounds 4 Research” during 2012 in the amount of $ 75,000. The agreement allows the Foundation to provide a national online auction that solicits and sells donated golf tee times to raise funds on behalf of the Foundation in support of the environmental programs for Golf Course Superintendents Association of America (the Association). These costs are being amortized over 10 years using the straight-line method half-year convention.

Deferred Revenue

Deferred revenue represents amounts received which have not been earned at the end of the year.

Net Assets

The financial statements report net assets and changes in net assets in two classes that are based upon the existence or absence of restrictions on use that are placed by its donors, as follows:

Net Assets Without Donor Restrictions-Board Designated

Net assets without donor restrictions are resources available to support operations. The only limits on the use of these net assets are the broad limits resulting for the nature of the Foundation, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations. For the Foundation, all net assets without donor restrictions have been designated by the Board. All amounts are included as a board designated endowment.

Included in the net assets without donor restrictions-board designated funds are the Robert Trent Jones Fund, the Investing in the Beauty of Golf Fund, the Scotts Company Fund, the Michael Hurdzan Fund, the R.A. Moore Fund, the Melrose endowments, the O.J. Noer Fund and the Williams Leadership Fund. These funds have been designated by the Board of Trustees for environmental programs including education, research, and related activities.

Net Assets With Donor Restrictions

Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

Donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. The Foundation has no net assets that are perpetual in nature or must be maintained in perpetuity.

As of December 31, 2021 and 2020, the Foundation had $ 553,249 and $ 390,920, respectively, in net assets with donor restriction due to time. Time restricted net assets of $ 187,671 and $ 84,513, respectively, were released from restrictions during 2021 and 2020 for fulfillment of time.

Revenue Recognition Policy

The Foundation recognizes revenue from auction sales when the products are transferred, and the services are provided. The Foundation records auction revenue equal to the cost of direct benefits to donors, and contribution revenue for the difference. Significant judgements are made in determining the value of the exchange and contribution element of the auction.

The Foundation recognizes contributions when cash, securities, or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met.

Contributions

Gifts of cash and other assets received without donor stipulations are reported as increases in net assets without donor restrictions. Gifts received with a donor stipulation that limits their use are reported as increases in net assets with donor restrictions.

Unconditional gifts expected to be collected within one year are reported at their net realizable value. Unconditional gifts expected to be collected in future years are initially reported at fair value determined using the discounted present value of estimated future cash flows technique. The resulting discount is amortized using the interest method and is reported as contribution revenue.

Conditional gifts depend on the occurrence of a specified future and uncertain event to bind the potential donor and are recognized as assets and revenue when the conditions are substantially met and the gift becomes unconditional.

Income Taxes

The Foundation is a not-for-profit corporation as described in Section 501(c)(3) of the Internal Revenue Code (the Code), is exempt from federal income taxes pursuant to Section 501(a) of the Code and has not been classified as a private foundation under Section 509(a) of the Code.

The Foundation’s policy is to evaluate uncertain tax positions annually. Management has evaluated the Foundation’s tax positions and concluded that the Foundation had taken no uncertain tax positions that require adjustment to the financial statements.

Form 990 filed by the Foundation is subject to examination by the Internal Revenue Service up to three years from the extended due date of each return. Forms 990 filed by the Foundation are no longer subject to examination for the fiscal years ended December 31, 2017 and prior.

Functional Allocation of Expenses

Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are charged to programs and supporting services based on management's estimates. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Foundation.

Risks and Uncertainties

The Foundation maintains a significant portion of its total assets in mutual funds, corporate bonds and exchange traded funds. Investment securities are exposed to various risks, such as interest rate, market fluctuation and credit risk. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in risks in the near term would materially affect investments and the amounts reported in the statement of financial position.

On January 30, 2020, the World Health Organization declared the coronavirus outbreak a "Public Health Emergency of International Concern" and, on March 11, 2020, declared it to be a pandemic. Actions taken around the world to help mitigate the spread of the coronavirus include restrictions on travel, quarantines in certain areas, and forced closures for certain types of public places and businesses. The coronavirus and actions taken to mitigate the spread of it have had and are expected to continue to have an adverse impact on the economies and financial markets of many countries, including the geographical area in which the Foundation operates. On March 27, 2020, the *Coronavirus Aid, Relief, and Economic Security Act* (CARES Act) was enacted to, amongst other provisions, provide emergency assistance for individuals, families and businesses affected by the pandemic.

It is unknown how long the adverse conditions associated with the pandemic will last and what the complete financial effect will be to the Foundation. Accordingly, while management cannot quantify the financial and other impacts to the Foundation as of the report date, management believes that a material impact on the Foundation's financial position, investments held, and results of future operations is reasonably possible.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and 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.

Advertising

The Foundation incurs costs for promoting its programs and activities in various publications and media. These costs are expensed as incurred and amounted to $ 10,523 and $ 11,367 for the years ended December 31, 2021 and 2020, respectively.

2 - Availability and Liquidity

Financial assets available for general expenditures, that is, without donor or other restrictions limiting their use, within one year of December 31, 2021 and 2020 are:

	2021	2020
Financial assets:		
Cash	$ 31,928	$ -
Accounts receivable, net	750	11,186
Pledges receivable, net	553,249	390,920
Due from related parties	255	19,605
Investments	12,918,763	11,833,884
Total financial assets	13,504,945	12,255,595
Less financial assets held to meet donor-imposed restrictions:		
Donor-restricted funds (see Note 1)	(553,249)	(390,920)
Less board designated net assets (see Notes 1 and 7)	(12,806,849)	(11,717,442)
Amount available for general expenditures within one year	$ 144,847	$ 147,233

The above table reflects donor-restricted and board-designated endowment funds as unavailable because it is the Foundation's intention to invest those resources for the long-term support of the Foundation. However, in the case of need, the Board of Directors could appropriate resources from the board-designated funds available for general use. Note 7 provides more information about those funds and about the spending policies for all endowment funds.

As part of the Foundation's liquidity management plan, the Foundation has established a promissory note with a local bank that provides a commercial line of credit of up to $ 1,000,000. Additionally, a service agreement is in place with the Golf Course Superintendents Association of America (the Association) to provide a working capital loan when needed. In addition to the working capital loan, any surplus funds over the long-term goals of the endowment can also be utilized as a source of liquidity for the Foundation. Any loan interest due to the Association is based on the available variable interest rate referenced in the promissory note for the Association's commercial line of credit. The Association's promissory note is updated on an annual basis with the bank/lender. Any interest owed to the Association is accrued on a monthly basis and is reconciled with any balance due between the two entities. Cash needs for the Foundation are monitored by staff on a daily basis.

3 - Investments

The fair values of investments were as follows at December 31:

	2021	2020
Cash	$ 216,274	$ 35,826
Mutual funds	2,182,460	2,042,898
Exchange traded funds	9,329,048	8,370,818
Corporate bonds	1,190,981	1,384,342
	$ 12,918,763	$ 11,833,884

Investment income consisted of the following for the years ended December 31:

	2021	2020
Interest and dividend income	$ 21,732	$ 36,193
Net realized and unrealized gain	1,780,148	1,662,737
Total investment income	$ 1,801,880	$ 1,698,930

4 - Fair Value Measurements

The disclosure provisions of the Fair Value Measurements and Disclosures Topic of the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC 820) establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value.

The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820 are described below:

- Level 1 — Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;
- Level 2 — Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly;
- Level 3 — Prices or valuations that require inputs that are both significant to fair value measurement and unobservable.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in methodologies used at December 31, 2021 and 2020.

Mutual funds: Valued at the daily closing price as reported by the fund. Mutual funds held by the Company are open-end mutual funds that are registered with the Securities and Exchange Commission. The funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by the Foundation are deemed to be actively traded.

Corporate bonds: Valued at the daily closing price reported on the active market on which the individual corporate bonds are traded.

Exchange traded funds: Valued at the daily closing price reported on the active market on which the individual exchange traded fund is traded.

Fair values of assets measured on a recurring basis at December 31, 2021 and 2020 are as follows:

	Year Ended December 31, 2021			
	Level 1	Level 2	Level 3	Total
Mutual funds:				
Large blend	$ 966,565	$ -	$ -	$ 966,565
Large cap value	1,215,895	-	-	1,215,895
Total mutual funds	2,182,460	-	-	2,182,460
Exchange traded funds:				
Intermediate-term bond	627,387	-	-	627,387
Small cap value	670,261	-	-	670,261
Short-term government	255,490	-	-	255,490
Corporate bond	253,253	-	-	253,253
Large blend	4,554,035	-	-	4,554,035
Foreign large blend	2,968,622	-	-	2,968,622
Total exchange traded funds	9,329,048	-	-	9,329,048
Corporate bonds	1,190,981	-	-	1,190,981
	$ 12,702,489	$ -	$ -	$ 12,702,489

	Year Ended December 31, 2020			
	Level 1	Level 2	Level 3	Total
Mutual funds:				
Large blend	$ 980,127	$ -	$ -	$ 980,127
Large cap value	1,062,771	-	-	1,062,771
Total mutual funds	2,042,898	-	-	2,042,898
Exchange traded funds:				
Intermediate-term bond	519,209	-	-	519,209
Small cap value	584,973	-	-	584,973
Short-term government	182,582	-	-	182,582
Corporate bond	185,343	-	-	185,343
Large blend	4,043,886	-	-	4,043,886
Foreign large blend	2,854,825	-	-	2,854,825
Total exchange traded funds	8,370,818	-	-	8,370,818
Corporate bonds	1,384,342	-	-	1,384,342
	$ 11,798,058	$ -	$ -	$ 11,798,058

5 - Pledges Receivable, Net

Pledges receivable, net consisted of the following:

	2021	2020
Due within one year	$ 160,400	$ 200,400
Due in one to five years	476,200	251,600
	636,600	452,000
Less:		
Allowance for uncollectible contributions	(38,196)	(27,120)
Unamortized discount	(45,155)	(33,960)
Net pledges receivable	$ 553,249	$ 390,920

The discount rate used in valuing pledges receivable ranged from 2.00% - 4.50% for the years ended December 31, 2021 and 2020, respectively. Pledges receivable are restricted due to a time restriction.

6 - Intangible Assets

The purchase of the name and program rights to "Rounds 4 Research" as described in Note 1 is being amortized over 10 years using the straight-line method half-year convention.

	2021	2020
"Rounds 4 Research"	$ 75,000	$ 75,000
Accumulated amortization	(71,250)	(63,750)
Net carrying value	$ 3,750	$ 11,250

Amortization expense was $ 7,500 for the years ended December 31, 2021 and 2020 and is expected to be $ 3,750 in the following and final year.

7 - Endowment

The Foundation's endowment consists of eight individual funds established for a variety of purposes. The endowment includes funds designated by the governing body to function as endowments (board-designated endowment funds). As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Foundation's governing body has interpreted the State of Kansas Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original board-designated endowment. The board-designated endowment fund is classified as board-designated until amounts are appropriated for expenditure by the Board in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Board considers the following factors in making a determination to appropriate for expenditure or accumulate endowment funds:

(1) The duration and preservation of the fund
(2) The purposes of the Foundation and the board-designated 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 Foundation
(7) The investment policies of the Foundation

The composition of net assets without donor restrictions – board designated by type of endowment fund at December 31, 2021 and 2020 was:

	2021	2020
Board-designated endowment funds	$ 12,806,849	$ 11,717,442

Changes in endowment net assets for the years ended December 31, 2021 and 2020 were:

	2021	2020
Endowment net assets, beginning of year	$ 11,717,442	$ 10,592,211
Investment return:		
Interest and dividends	21,732	36,193
Net appreciation	1,780,148	1,662,737
Total investment return	1,801,880	1,698,930
Contributions	1,170,826	1,218,863
Endowment expenditures	(1,785,599)	(1,638,209)
Appropriation of endowment assets for expenditures	(97,700)	(154,353)
Subtotal	(712,473)	(573,699)
Endowment net assets, end of year	$ 12,806,849	$ 11,717,442

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and other items supported by its endowment. Under the Foundation's policies, the primary investment goal is to maintain the level of initial assets contributed while providing for the generation of investment income to fund programs. The Foundation's investment policy details other guidelines for investment assets. The Foundation expects its endowment funds to provide an average rate of return of approximately 6.7% annually over time. Actual returns in any given year may vary from this amount.

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

The Foundation has a spending policy of appropriating for expenditures each year 4.50% - 5.00% of the funds in the investment portfolio. In establishing this policy, the Foundation considered the long-term expected return on its endowment.

8 - Related Party Transactions

The Foundation is related by common management to the Association. The Foundation paid salaries amounting to approximately $ 153,000 and $ 150,000 for the years ended December 31, 2021 and 2020, respectively, for certain services provided by the Association. The Foundation provided grants of $ 1,192,500 and $ 1,035,000 to the Association during the years ended December 31, 2021 and 2020, respectively. The grants were used specifically to fund environmental programs including research, continuing education, environmental outreach, advocacy, and information collection efforts. The Foundation's scholarship efforts are funded directly through the Foundation. The Association incurs certain indirect costs on behalf of the Foundation. These indirect costs have been recorded within the financial statements as in-kind contributions and expenses.

The Foundation had accounts receivable of $ 0 and $ 16,972 due from the Association at December 31, 2021 and 2020, respectively.

The Foundation had accounts payable of $ 42,723 and $ 0 due to the Association at December 31, 2021 and 2020, respectively.

The Foundation is related by common management to Golf Course Superintendents Association of America Communications, Inc. (Communications). The Foundation had accounts receivable of $ 255 and $ 2,633 due from Communications at December 31, 2021 and 2020, respectively.

9 - Line of Credit

The Foundation established a line of credit with a bank in 2021 in the amount of $ 1,000,000. No money was borrowed against the line at December 31, 2021. The line is secured by investments and the interest rate at December 31, 2021 was 1.75%. The line of credit expires on June 30, 2022.

10 - Subsequent Events

The Foundation has evaluated subsequent events through the date of the independent auditors' report, which is the date that the financial statements are available to be issued.