(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
FINANCIAL STATEMENTS
FOR THE YEAR ENDED
JUNE 30, 2006

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
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June 30, 2006

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To the Board of Directors

**UCLA Alumni Association** 

Los Angeles, California

# SINGER LEWAK GREENBAUM & GOLDSTEIN LLP Certified Public Accountants & Management Consultants

#### INDEPENDENT AUDITOR'S REPORT

PARINERS

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DONALD G LEVE

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RICHARD S POLEF

MARC I.

DAVID KAMATH

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FREE

DAVID W. KRAJANOWSKI

WILLIAM D. SIMON

HARVEY A.

NORMAN L. GREENBAUM We have audited the accompanying statement of financial position of the UCLA Alumni Association (a nonprofit organization affiliated with UCLA) (the "Association") as of June 30, 2006, and the related statements of activities, changes in net assets and cash flows for the year then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year's summarized comparative information has been derived from the Association's June 30, 2005 financial statements and, in our report dated August 30, 2005, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the 2006 financial statements referred to above present fairly, in all material respects, the financial position of the Association as of June 30, 2006, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

SINGER LEWAK GREENBAUM & GOLDSTEIN LLP

Singer Towards Greenbaum a Goldstan LAP

Los Angeles, California August 30, 2006



(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
STATEMENT OF FINANCIAL POSITION
June 30, 2006
(with Comparative Totals for 2005)

ASSETS						
		2006		2005		
Assets						
Cash and cash equivalents	\$	171,226	\$	118,647		
Accounts and interest receivable	•	179,565	·	166,579		
Prepaid expenses and other assets		184,665		181,869		
Investments, at fair value (cost, \$12,498,225		·		-		
and \$11,233,718 for 2006 and 2005, respectively)		14,206,369		12,999,086		
Total assets \$ 14,741,825				<b>\$ 13,466,181</b>		
LIABILITIES AND NET ASSE	ETS					
Liabilities						
University of California, Los Angeles	\$	493,486	\$	358,010		
Accounts payable and accrued expenses		2,008		29,433		
Grant payable, net		463,304		-		
Deferred revenue		64,508		1,033,730		
		-				
Total liabilities		1,023,306	_	1,421,173		
Net assets						
Unrestricted						
Working Capital		327,103		385,905		
Long-Term Fund		13,203,916		11,556,603		
Opportunity Fund		187,500		102,500		
Opportunity i und	_	,				
Total net assets		13,718,519		12,045,008		
	_	<u> </u>				
Total liabilities and net assets	<u>\$</u>	14,741,825	<u>\$</u>	13,466,181		

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
STATEMENT OF ACTIVITIES

For the Year Ended June 30, 2006 (with Comparative Totals for 2005)

	Unrestricted				
		2006	2005		
Revenues, support and gains					
Membership dues	\$	1,470,261	\$	1,559,649	
Royalties and corporate sponsorship		2,241,458	•	917,127	
Investment income		596,090		593,221	
Net realized and unrealized gain on investments		668,718		729,453	
Travel commissions		394,600		369,276	
Bruin Woods		292,000		280,530	
UCLA Foundation support		210,000		90,000	
Program income		77,729		160,270	
University support		110,000		100,000	
Total revenues, support and gains		6,060,856		4,799,526	
•					
Expenses					
Program expenses					
Advocacy		10,313		10,631	
Alumni relations		39,021		129,503	
Chapters and clubs		78,119		51,255	
Fundraising		34,416		26,468	
Scholarships		46,421		45,833	
Student activities and development		171,424		160,270	
Travel		113,903		137,205	
Volunteer relations		37,017		61,727	
Support services					
Administration		298,394		186,643	
Donor wall		463,304		-	
Marketing		294,211		385,660	
Membership		542,978		456,199	
Salaries and benefits, full-time employees		2,143,347		2,377,963	
Salaries and benefits, student staff		114,477		158,774	
Total expenses		4,387,345		4,188,131	

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
STATEMENT OF ACTIVITIES
For the Year Ended June 30, 2006
(with Comparative Totals for 2005)

		Unrestricted				
	2006			2005		
Change in net assets	\$	1,673,511	\$	611,395		
Net assets, beginning of year	_	12,045,008		11,433,613		
Net assets, end of year	<u>\$</u>	13,718,519	<u>\$</u>	12,045,008		

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
STATEMENT OF CHANGES IN NET ASSETS
For the Year Ended June 30, 2006
(with Comparative Totals for 2005)

	Unrestricted										
		Working Capital		Long-Term Fund		Opportunity Fund		Capital Project Reserve		Total	
Net assets, June 30, 2004	\$	755,279	\$	9,653,334	\$	-	\$	1,025,000	\$	11,433,613	
Change in net assets		611,395		-		-		-		611,395	
Net assets transferred from Working Capital to											
Long-Term Fund		(258,095)		258,095		-		-		-	
Investment income transferred from Long-Term Fund		(722,674)		722,674		-		-		-	
Capital Project Reserve transfer to Long-Term Fund		-		922,500				(922,500)		-	
Capital Project Reserve transfer to Opportunity Fund		<u>•</u>	_	<del></del>		102,500		(102,500)		<u> </u>	
Net assets, June 30, 2005		385,905		11,556,603		102,500				12,045,008	
Change in net assets		1,673,511						-		1,673,511	
Net assets transferred from Working Capital to											
Long-Term Fund		(295,905)		295,905				-		-	
Investment income transferred to Long-Term Fund		(671,408)		671,408		-		-		-	
Net assets transferred from Working Capital to										-	
Long-Term Fund - Credit Card		(680,000)		680,000		-		•		-	
Net assets transferred from Working Capital to											
Opportunity Fund - Credit Card		(85,000)	_	<u> </u>		85,000	_		_	<u>-</u>	
Net assets, June 30, 2006	\$	327,103	\$	13,203,916	\$	187,500	\$	<u>-</u>	\$	13,718,519	

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
STATEMENT OF CASH FLOWS
For the Year Ended June 30, 2006
(with Comparative Totals for 2005)

	2006			2005
Cash flows from operating activities				
Change in net assets	\$	1,673,511	\$	611,395
Adjustments to reconcile change in net assets to net cash				•
provided by (used in) operating activities				
Net realized and unrealized gain on investments		(668,718)		(729,453)
Decrease (increase) in accounts and interest receivable		(12,986)		318,939
Decrease (increase) in prepaid expenses and other assets Increase (decrease) in liability to University of California,		(2,795)		45,245
Los Angeles		135,476		(94,329)
Decrease in accounts payable and				
accrued expenses		(27,425)		(78,634)
Increase in grant payable		463,304		-
Decrease in deferred revenue		(969,222)	_	(754,548)
Net cash provided by (used in) operating activities		591,145		(681,385)
Cash flows from investing activities				
Purchase of investments		(3,648,679)		(3,673,168)
Proceeds from sales of investments		3,110,113	_	4,308,118
Net cash provided by (used in) investing activities		(538,566)		634,950
Net increase (decrease) in cash		52,579		(46,435)
Cash and cash equivalents, beginning of year		118,647	_	165,082
Cash and cash equivalents, end of year	\$	171,226	<u>\$</u>	118,647

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
NOTES TO FINANCIAL STATEMENTS
June 30, 2006

#### **NOTE 1 – ORGANIZATION**

The mission of the UCLA Alumni Association (the "Association"), the campus alumni association of the University of California at Los Angeles ("UCLA"), is to enrich the lives of alumni and involve them in the future of UCLA. The Association, established in 1934, is a separately incorporated, tax-exempt membership organization that provides services and benefits to members. The Association's activities, which involve alumni and student volunteers, include providing professional networking opportunities and career assistance, awarding scholarships to new and continuing UCLA students, informing alumni and friends of legislative issues in California that directly impact UCLA and the University of California, and engaging UCLA students through a Student Alumni Association. The Association's Alumni Awards program recognizes distinguished members of the UCLA community. The Association also supports approximately 70 UCLA alumni groups, regional clubs and professional school organizations that promote the general welfare of UCLA.

#### **NOTE 2 – BASIS OF PRESENTATION**

The Association and certain other support groups of UCLA are closely connected operationally and financially. As such, the Association is required to adhere to rules and guidelines contained in the University of California Policy on Support Groups, Campus Foundations and Alumni Associations. For example, the Association occupies a facility on the UCLA campus, the employees of the Association are employees of UCLA but are charged back to the Association by UCLA; and UCLA makes payment of certain expenses on behalf of the Association, which are later reimbursed by the Association. These financial statements include only those transactions either incurred directly by or charged by UCLA to the Association.

However, both UCLA and the Association are engaged in alumni relations. The efforts made by the Association to UCLA alumni relations are not charged directly to UCLA. In turn, in pursuit of its comprehensive effort to serve the alumni of UCLA, UCLA and other support groups provide the use of personnel, facilities and assets to the Association and do not charge for said services. Accordingly, these financial statements do not reflect either the benefits provided to or received from UCLA to serve the alumni relations program as each group, including the Association, bear the expense for these costs. Furthermore, in their effort to manage alumni relations, certain key officials of UCLA have ex-officio positions on the Association's Board of Directors.

On behalf of UCLA, the Association administers approximately \$16.7 million in endowments held at the UCLA Foundation, which are mostly funded by private philanthropy. In that effort, the Association awarded 776 scholarships providing approximately \$1.1 million in scholarships and grants during the year ended June 30, 2006.

The scholarships are funded through the UCLA Foundation to UCLA students, and as such are not reflected on the Association's financial statements.

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
NOTES TO FINANCIAL STATEMENTS
June 30, 2006

#### NOTE 3 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Investments

In order to maximize investment income, the Association's investments are pooled with other investments of UCLA affiliated entities, and are held in trust under the UCLA Foundation. The Association's interest in its own investments is determined through a unitization process based on the market value of the cash and securities placed in the pool by each participant. Investment income and net realized and unrealized gains and losses are allocated equitably based on the number of units assigned to each participant.

#### Deferred Revenue

Advances received under long-term contractual agreements are recognized as earned based on the terms of the agreement.

#### Membership Revenues

Membership dues, which include annual memberships, life memberships and installments on life memberships, are recorded as revenue when received.

## Concentrations of Credit and Market Risk

Financial instruments which potentially subject the Association to concentrations of credit risk consist of cash and cash equivalents, and investments. The Association places its cash and cash equivalents with high credit, quality financial institutions. At times, the Association maintains balances in excess of the Federal Deposit Insurance Corporation insurance limit of \$100,000. The Association has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk with respect to cash and cash equivalents.

The Association holds significant investments in the form of short-term and long-term investment pools held by the UCLA Foundation, a related party. Credit risk is the failure of another party to perform in accordance with the contract terms. The Association is exposed to credit risk for the amount of the investments. The Association has never sustained a loss on any investment due to non-performance and does not anticipate any non-performance by the users of the securities.

As investments accounted for 96% of the Association's assets at June 30, 2006, the Association is exposed to significant market risk, which is the risk of changes in value of a financial instrument caused by fluctuations in interest rates, foreign exchange rates, and equity prices. The Association's investments are professionally managed.

#### **Income Taxes**

The Association is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code; however, certain activities of the Association are subject to unrelated business income taxes. Accordingly, a provision for federal or state income taxes has not been made in the accompanying financial statements.

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
NOTES TO FINANCIAL STATEMENTS
June 30, 2006

## NOTE 3 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **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 for the reporting period. Actual results could differ from those estimates.

### Reclassification

Certain prior year amounts have been reclassified to conform to current year presentation.

#### **NOTE 4 - INVESTMENTS**

The Long-Term Fund was established to provide investment income for the Association. Allocations to the Long-Term Fund are made pursuant to the bylaws and standing rules of the Association. Certain investments have been designated by the Board of Directors for the Long-Term Fund. Assets allocated to the Long-Term Fund and other investments have been placed in the UCLA Foundation Endowed and Unendowed Investment Pools.

The Endowed Investment Pool consists principally of equity securities, bonds, mutual funds and limited partnerships. The Unendowed Investment Pool consists principally of corporate and government bonds, secured mortgages and a U.C. Regents Short-Term Investment Pool. Investments comprised the following at June 30:

	2006	2005
Long-Term Fund Endowed Investment Pool, at fair value (cost, \$11,801,663 and \$10,107,132 for 2006 and 2005, respectively) Other investments Endowed Investment Pool, at fair value (cost, \$128,257, and \$424,042 for 2006 and 2005)	<u>\$ 13,203,916</u>	<u>\$ 11,556,603</u>
\$428,357 and \$421,042 for 2006 and 2005, respectively)	734,248	736,939
Unendowed Investment Pool, at cost, which approximates fair value	268,205	705,544
Total other investments	1,002,453	1,442,483
Total investments	<u>\$14,206,369</u>	<u>\$ 12,999,086</u>

(A NONPROFIT ORGANIZATION AFFILIATED WITH UCLA)
NOTES TO FINANCIAL STATEMENTS
June 30, 2006

#### NOTE 5 – GRANT PAYABLE

In 2006, the Association made an irrevocable pledge in the amount of \$600,000 to the Regents of University of California on behalf of UCLA to support construction of the UCLA Donor Wall in the Court of Philanthropy. The irrevocable pledge is to be paid over a ten year period, in annual installments of \$60,000, with the first payment due in June 2007. The \$600,000, 10 year commitment was discounted at 5%. The present value of the future payments at the applied discount rate at June 30, 2006 was \$463,304.

#### **NOTE 6 - ROYALTY AGREEMENT**

In 2006, the Association and its largest corporate sponsor terminated its agreement and executed a new agreement. The new agreement has several elements that are significantly different than the original contract, including the elimination of minimum guarantees, computation of royalties earned and the term of the contract. Upon execution of the new agreement, the Association recognized all deferred revenue pursuant to the original contract. The Association recognized approximately \$1,074,000 revenue under the old agreement at June 30, 2006.

## **NOTE 7 - RELATED PARTY TRANSACTIONS**

The Association routinely transacts with UCLA, which generally includes expense chargebacks for expenses paid by UCLA on behalf of the Association. As further described in Note 2, such transactions resulted in a payable to UCLA at June 30, 2006 of \$493,486.