

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**

**FINANCIAL STATEMENTS**

**June 30, 2019**



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**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
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# REPORT





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## **INDEPENDENT AUDITORS' REPORT**

Board of Directors and Management  
Stanley G. Tate  
Florida Prepaid College Foundation, Inc.  
Tallahassee, Florida

### **Report on the Financial Statements**

We have audited the accompanying financial statements of the Stanley G. Tate Florida Prepaid College Foundation, Inc. (the Foundation), which comprise the statement of financial position as of June 30, 2019, and the related statements of activities 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 these financial statements 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 statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements 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 statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, 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 statements 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 statements.

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 the Stanley G. Tate Florida Prepaid College Foundation, Inc. as of June 30, 2019, 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

## Emphasis of Matter

As discussed in Note 6 to the financial statements, management has adopted Financial Accounting Standards Board *ASU 2016-14, Not-for-Profit Entities (Topic 958)*; this new standard requires changes to be made in how net assets are classified based on donor restrictions and has added multiple new disclosures. Our opinion is not modified with respect to this matter.

*Carr, Riggs & Ingram, L.L.C.*

CARR, RIGGS & INGRAM, LLC

Tallahassee, Florida

December 9, 2019



# FINANCIAL STATEMENTS

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Statement of Financial Position**

<i>June 30, 2019</i>	<b>Unrestricted General Operating</b>	<b>Scholarship Matching Program</b>	<b>Other Programs</b>	<b>Total All Funds</b>
<b>Assets</b>				
Current assets				
Cash and cash equivalents	\$ 94,259	\$ -	\$ -	\$ 94,259
Restricted cash	-	3,100,270	-	3,100,270
Investments	1,589,514	-	-	1,589,514
Restricted investments	-	11,543,644	8,671,983	20,215,627
Due from other funds	176,758	335,110	3,404,626	3,916,494
<b>Total assets</b>	<b>\$ 1,860,531</b>	<b>\$ 14,979,024</b>	<b>\$ 12,076,609</b>	<b>\$ 28,916,164</b>
<b>Liabilities and Net Assets</b>				
Current liabilities				
Accounts payable	\$ 12,895	\$ -	\$ -	\$ 12,895
Due to other funds	54,100	3,100,270	-	3,154,370
Due to beneficiaries	-	11,878,754	12,076,609	23,955,363
<b>Total liabilities</b>	<b>66,995</b>	<b>14,979,024</b>	<b>12,076,609</b>	<b>27,122,628</b>
Net assets				
Net assets without donor restrictions	1,793,536	-	-	1,793,536
<b>Total liabilities and net assets</b>	<b>\$ 1,860,531</b>	<b>\$ 14,979,024</b>	<b>\$ 12,076,609</b>	<b>\$ 28,916,164</b>

*The accompanying notes are an integral part of these financial statements.*

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Statement of Activities**

<i>Year ended June 30, 2019</i>	Unrestricted General Operating	Scholarship Matching Program	Other Programs	Total All Funds
<b>Revenues and other support</b>				
Administration fees	61,850	\$ -	\$ -	\$ 61,850
Other income	1,804	-	-	1,804
Donations	3,595	-	-	3,595
Contributed salaries and services	395,000	-	-	395,000
Investment income	654,923	-	-	654,923
Total revenues and other support	1,117,172	-	-	1,117,172
<b>Expenses</b>				
Program services - scholarships	192,750	-	-	192,750
Supporting services - general and administrative	531,253	-	-	531,253
Total expenses	724,003	-	-	724,003
Change in net assets	393,169	-	-	393,169
Net assets, beginning of year	1,400,367	-	-	1,400,367
Net assets, end of year	\$ 1,793,536	\$ -	\$ -	\$ 1,793,536

*The accompanying notes are an integral part of these financial statements.*



**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Statement of Functional Expenses**

<i>Year ended June 30, 2019</i>	<u>Program Services</u>	<u>Supporting Services</u>	<u>Total</u>
	Scholarships	General and Administrative	
Contributed salaries and services	\$ -	\$ 395,000	\$ 395,000
Scholarships	192,750	-	192,750
Legal/court reporting	-	60,180	60,180
Travel	-	8,207	8,207
Office supplies	-	13,621	13,621
Marketing agent	-	53,711	53,711
Freight	-	159	159
Banking charges	-	375	375
<b>Total expenses</b>	<b>\$ 192,750</b>	<b>\$ 531,253</b>	<b>\$ 724,003</b>

*The accompanying notes are an integral part of these financial statements.*

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Statement of Cash Flows**

<i>Year ended June 30, 2019</i>	<b>Unrestricted General Operating</b>	<b>Scholarship Matching Program</b>	<b>Other Programs</b>	<b>Total All Funds</b>
<b>Cash flows from operating activities</b>				
Change in net assets	\$ 393,169	\$ -	\$ -	\$ 393,169
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:				
(Increase) decrease in:				
Due from other funds	(142,646)	(335,110)	(3,404,626)	(3,882,382)
Increase (decrease) in:				
Accounts payable	(13,114)	-	-	(13,114)
Due to other funds	22,911	3,100,270	-	3,123,181
Due to beneficiaries	-	2,797,037	2,111,733	4,908,770
Net cash provided by (used in) operating activities	260,320	5,562,197	(1,292,893)	4,529,624
<b>Cash flows from investing activities</b>				
Net change in restricted cash	-	(3,100,270)	-	(3,100,270)
Net change in investments	(478,619)	(2,461,927)	1,292,893	(1,647,653)
Net cash provided by (used in) investing activities	(478,619)	(5,562,197)	1,292,893	(4,747,923)
Net change in cash and cash equivalents	(218,299)	-	-	(218,299)
Cash and cash equivalents, beginning of year	312,558	-	-	312,558
Cash and cash equivalents end of year	\$ 94,259	\$ -	\$ -	\$ 94,259

*The accompanying notes are an integral part of these financial statements.*

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Notes to Financial Statements**

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

***Organization***

The Stanley G. Tate Florida Prepaid College Foundation, Inc. (the Foundation) was created in 1989 and administers the Stanley Tate Project STARS Scholarship Program (formerly the Florida Prepaid Tuition Scholarship Program) and other scholarship programs, on behalf of the Florida Prepaid College Board (the Board). The Board administers the Florida Prepaid College Plan and the Florida 529 Savings Plan. The Stanley Tate Project STARS Scholarship Program provides prepaid scholarships to economically disadvantaged, at-risk students. The Foundation is a direct-support organization of the Board, authorized by section 1009.984 of the Florida Statutes, incorporated under the provisions of chapter 617 and approved by the Secretary of State.

***Basis of Accounting***

The accounts of the Foundation are maintained in accordance with the principles of not-for-profit accounting. Resources are reported for accounting purposes into separate classes of net assets based on the existence or absence of donor-imposed restrictions. In the accompanying financial statements, net assets that have similar characteristics have been combined into similar categories as follows:

Net Assets without Donor Restrictions – Net assets that are not subject to or are no longer subject to donor-imposed stipulations.

Net Assets with Donor Restrictions – Net assets whose use is limited by donor-imposed time and/or purpose restrictions. The Foundation maintains no net assets with Donor Restrictions at June 30, 2019.

The Foundation receives donations from donor organizations with instructions to purchase Florida Prepaid College Plans for specified third-party beneficiaries. The Foundation has no discretion in determining the parties to be benefited and it must deliver the Florida Prepaid College Plans to the specified beneficiaries. Receipt of those donations is not a contribution to the Foundation, nor is the delivery of the Florida Prepaid College Plans an expense of the Foundation. The unexpended funds from the donors are classified as amounts due to beneficiaries. The Foundation also receives unsolicited, unrestricted donations from various sources, which it records as other support. These funds are used for general operating purposes.

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Notes to Financial Statements**

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

***Cash and Cash Equivalents***

Cash and cash equivalents include certain investments in highly liquid instruments with original maturities of three months or less when purchased. The Foundation routinely invests its surplus operating funds in money market funds.

***Investments***

The Foundation's investments include funds held by the State Board of Administration within the Florida PRIME account. These investments are recorded at cost which approximates fair value.

***Contributed Salaries and Services***

The Florida Prepaid College Board provides support to the Foundation in the form of contributed personnel costs and services. The recorded value of the contributed salaries and services are accounted for and determined by Florida Prepaid College Board's management.

***Functional Allocation of Expenses***

Directly identifiable expenses are charged to programs and supporting services. 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.

***Estimates***

The preparation of financial statements in conformity with 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.

***Subsequent Events***

The Foundation evaluates subsequent events through the date of the independent auditors' report, which is the date the financial statements were available to be issued.

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Notes to Financial Statements**

**NOTE 2 – CONCENTRATION OF CREDIT RISK**

Custodial credit risk for deposits is the risk that in the event of a bank failure, the Foundation's deposits may not be returned to them. Cash deposits consisted of interest bearing demand accounts at one financial institution which is entirely insured by collateral pursuant to The Florida Security for Public Deposits Act (the Act). The Act establishes guidelines for qualification and participation by banks and savings associations, procedures for the administration of the collateral requirements and characteristics of eligible collateral. Under the Act, the Foundation's deposits in qualified public depositories are totally insured. The Foundation had \$77,679 on deposit with SunTrust Banks, Inc. at June 30, 2019.

At June 30, 2019, the Foundation also had \$21,805,141 on deposit with the Florida State Board of Administration held in the Florida PRIME account, shown as investments and restricted investments on the face of the financial statements. Florida PRIME represents a pool of investments whereby the Foundation owns a share of the respective pool, not the underlying securities. Cost approximates fair market value. While Florida PRIME is not registered under the 1940 Act or regulated by the SEC, the Foundation believes the credit risk related to these balances is minimal. The Florida PRIME is rated by Standard and Poor's as AAAm, and provides the Foundation with daily liquidity.

**NOTE 3 – DUE TO BENEFICIARIES**

The Foundation receives donations from donors and purchases Florida Prepaid College Plans for the donor's designated beneficiaries. The unexpended funds from these donors are classified as due to beneficiaries. The receipts and disbursements of the funds received are as follows:

Balance, June 30, 2018	\$ 19,046,593
Donations	18,961,707
Payments on behalf of donors	(14,052,937)
<u>Balance, June 30, 2019</u>	<u>\$ 23,955,363</u>

**NOTE 4 – RELATED-PARTY TRANSACTIONS**

The Foundation purchases Florida Prepaid College Plans on behalf of selected scholarship recipients. Florida Prepaid College Plans at a cost of \$14,052,937 were purchased during the year ended June 30, 2019. In accordance with 1009.983(5), Florida Statutes, the chair of the Florida Prepaid College Board serves on the Board of Directors of the Foundation.

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Notes to Financial Statements**

**NOTE 4 – RELATED-PARTY TRANSACTIONS (CONTINUED)**

The Florida Prepaid College Board provides certain administrative expenses to the Foundation under a contractual agreement expiring December 2021. For the year ended June 30, 2019, contributed salaries and services were valued at \$395,000.

**NOTE 5 – INCOME TAXES**

The Foundation is a non-profit organization, exempt from federal and state income taxes under Section 501(c) (3) of the Internal Revenue Code. Accordingly, no provision for income taxes is shown in the accompanying financial statements.

The Foundation follows accounting requirements associated with uncertainty in income taxes using the provisions of Financial Accounting Standards Board (FASB) ASC 740, *Income Taxes*. Using that guidance, tax positions initially need to be recognized in the financial statements when it is more likely-than-not the positions will be sustained upon examination by the tax authorities. It also provides guidance for derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition. As of June 30, 2019, the Foundation has no uncertain tax provisions that qualify for recognition or disclosure in the financial statements. Management and legal counsel determined federal income tax returns were not required to be filed.

**NOTE 6 – ACCOUNTING STANDARDS UPDATE 2016-14**

In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*, which addresses financial reporting for not-for-profit organizations. Management has implemented ASU 2016-14 for the year ended June 30, 2019. The key elements of the ASU are as follows:

- Net asset classifications have been reduced from three to two categories: with donor restrictions and without donor restrictions. Expanded disclosures about the nature and amount of any donor restrictions and on any board designations of net assets without donor restrictions have been included as required.
- The placed-in-service approach is required for determining when restrictions have been met for all capital gifts, eliminating the over-time option for expirations of capital restrictions.
- Additional disclosures, both qualitative and quantitative, have been included as required to communicate information useful in assessing liquidity within one year of the statement of financial position date.

**Stanley G. Tate**  
**Florida Prepaid College Foundation, Inc.**  
**Notes to Financial Statements**

**NOTE 6 – ACCOUNTING STANDARDS UPDATE 2016-14 (CONTINUED)**

- The indirect or direct method of presenting the statement of cash flows is allowed. However, the presentation or disclosure of indirect method reconciliation is not required when using the direct method.
- When an organization derives net investment return from several different sources, such as donor endowments and unrestricted operating endowments, it may present the net investment return in multiple line items in the statement of activities.

Several reporting requirements related to expenses are included, as follows:

- Disclosure of expenses by both nature and function (excluding investment expenses that have been netted with investment return)
- Disclosure of expenses netted with investment return
- Enhanced disclosures regarding cost allocations

ASU 2016-14 eliminates the requirement to disclose the unrealized gains and losses for the period related to equity securities held at the report date.

**NOTE 7 – FINANCIAL ASSET AVAILABILITY**

The Foundation maintains its financial assets primarily in cash and cash equivalents or Florida PRIME accounts to provide liquidity to ensure funds are available as the Foundation's expenditures come due. The following reflects the Foundation's financial assets as of the statement of financial position date, reduced by amounts not available for general use within one year of the statement of financial position date because of contractual or donor-imposed restrictions.

Financial assets at year-end	\$ 28,916,164
Less those unavailable for general expenditures within one year, due to:	
Restricted for Scholarship Matching Program	14,979,024
Restricted for other programs	12,076,609
<hr/>	
Financial assets available to meet cash needs for general expenditure within one year	<u>\$ 1,860,531</u>



**REQUIRED COMMUNICATIONS**



## Required Communications

As discussed with the Board of Directors and management during our planning process, our audit plan represented an approach responsive to the assessment of risk for the Foundation. Specifically, we planned and performed our audit to:

- Perform audit services, as requested by the Board of Directors, in accordance with auditing standards generally accepted in the United States of America, in order to express an opinion on the Foundation's financial statements for the year ended June 30, 2019;
- Communicate directly with the Board of Directors and management regarding the results of our procedures;
- Address with the Board of Directors and management any accounting and financial reporting issues;
- Anticipate and respond to concerns of the Board of Directors and management; and
- Other audit-related projects as they arise and upon request.

## Required Communications

We have audited the financial statements of Stanley G. Tate Florida Prepaid College Foundation, Inc. for the year ended June 30, 2019, and have issued our report thereon dated December 9, 2019. Professional standards require that we provide you with the following information related to our audit:

MATTER TO BE COMMUNICATED	AUDITORS' RESPONSE
<p><b>Auditors' responsibility under Generally Accepted Auditing Standards</b></p>	<p>As stated in our engagement letter dated <b>September 11, 2019</b>, our responsibility, as described by professional standards, is to express an opinion about whether the financial statements prepared by management with your oversight are fairly presented, in all material respects, in conformity with accounting principles generally accepted in the United States of America (GAAP). Our audit of the financial statements does not relieve you or management of your responsibilities.</p> <p>As part of our audit, we considered the internal control of the Foundation. Such considerations were solely for the purpose of determining our audit procedures and not to provide any assurance concerning such internal control.</p>
<p><b>Client's responsibility</b></p>	<p>Management, with oversight from those charged with governance, is responsible for establishing and maintaining internal controls, including monitoring ongoing activities; for the selection and application of accounting principles; and for the fair presentation in the financial statements of financial position, results of operations, and cash flows in conformity with the applicable framework. Management is responsible for the design and implementation of programs and controls to prevent and detect fraud.</p>
<p><b>Planned scope and timing of the audit</b></p>	<p>Our initial audit plan was not significantly altered during our fieldwork.</p>
<p><b>Management judgments and accounting estimates</b>  <i>The process used by management in forming particularly sensitive accounting estimates and the basis for the auditors' conclusion regarding the reasonableness of those estimates.</i></p>	<p>Please see the following section titled "Accounting Policies, Judgments and Sensitive Estimates &amp; CRI Comments on Quality."</p>
<p><b>Potential effect on the financial statements of any significant risks and exposures</b>  <i>Major risks and exposures facing the Foundation and how they are disclosed.</i></p>	<p>No such risks or exposures were noted.</p>

## Required Communications

MATTER TO BE COMMUNICATED	AUDITORS' RESPONSE
<p><b>Significant accounting policies, including critical accounting policies and alternative treatments within generally accepted accounting principles and the auditors' judgment about the quality of accounting principles</b></p> <ul style="list-style-type: none"> <li>• <i>The initial selection of and changes in significant accounting policies or their application; methods used to account for significant unusual transactions; and effect of significant policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.</i></li> <li>• <i>The auditor should also discuss the auditors' judgment about the quality, not just the acceptability, of the Foundation's accounting policies as applied in its financial reporting. The discussion should include such matters as consistency of accounting policies and their application, and clarity and completeness of the financial statements, including disclosures. Critical accounting policies and practices applied by the Foundation in its financial statements and our assessment of management's disclosures regarding such policies and practices (including any significant modifications to such disclosures proposed by us but rejected by management), the reasons why certain policies and practices are or are not considered critical, and how current and anticipated future events impact those determinations;</i></li> <li>• <i>Alternative treatments within GAAP for accounting policies and practices related to material items, including recognition, measurement, presentation and disclosure alternatives, that have been discussed with client management during the current audit period, the ramifications of the use of such alternative disclosures and treatments, and the treatment preferred by the auditor. Furthermore, if the accounting policy selected by management is not the policy preferred by us, discuss the reasons why management selected that policy, the policy preferred by us, and the reason we preferred the other policy.</i></li> </ul>	<p>Please see Note 1 in the Notes to Financial Statements.</p>

## Required Communications

MATTER TO BE COMMUNICATED	AUDITORS' RESPONSE
<p><b>Significant difficulties encountered in the audit</b>  <i>Any significant difficulties, for example, unreasonable logistical constraints or lack of cooperation by management.</i></p>	None.
<p><b>Disagreements with management</b>  <i>Disagreements, whether or not subsequently resolved, about matters significant to the financial statements or auditors' report. This does not include those that came about based on incomplete facts or preliminary information.</i></p>	None.
<p><b>Other findings or issues</b>  <i>Matters significant to oversight of the financial reporting practices by those charged with governance. For example, an entity's failure to obtain the necessary type of audit, such as one under Government Auditing Standards, in addition to GAAS.</i></p>	None.
<p><b>Matters arising from the audit that were discussed with, or the subject of correspondence with, management</b>  <i>Business conditions that might affect risk or discussions regarding accounting practices or application of auditing standards.</i></p>	None.
<p><b>Corrected and uncorrected misstatements</b>  <i>All significant audit adjustments arising from the audit, whether or not recorded by the Foundation, that could individually or in the aggregate have a significant effect on the financial statements. We should also inform the Foundation about uncorrected misstatements aggregated by us during the current engagement and pertaining to the latest period presented, that were determined by management to be immaterial, both individually and in the aggregate, to the financial statements taken as a whole. Any internal control deficiencies that could have prevented the misstatements.</i></p>	None.

## Required Communications

MATTER TO BE COMMUNICATED	AUDITORS' RESPONSE
<p><b>Major issues discussed with management prior to retention</b>  <i>Any major accounting, auditing or reporting issues discussed with management in connection with our initial or recurring retention.</i></p>	None.
<p><b>Consultations with other accountants</b>  <i>When management has consulted with other accountants about significant accounting or auditing matters.</i></p>	None of which we are aware.
<p><b>Written representations</b>  <i>A description of the written representations the auditor requested (or a copy of the representation letter).</i></p>	See "Management Representation Letter" section.
<p><b>Internal control deficiencies</b>  <i>Any significant deficiencies or material weaknesses in the design or operation of internal control that came to the auditors' attention during the audit.</i></p>	See "Internal Control Findings" section.
<p><b>Fraud and illegal acts</b>  <i>Fraud involving the Foundation's management, or those responsible for internal controls, or causing a material misstatement of the financial statements, where the auditor determines there is evidence that such fraud may exist. Any illegal acts coming to the auditors' attention involving the Foundation's management and any other illegal acts, unless clearly inconsequential.</i></p>	We are unaware of any fraud or illegal acts involving management or causing material misstatement of the financial statements.
<p><b>Other information in documents containing audited financial statements</b>  <i>The external auditors' responsibility for information in a document containing audited financial statements, as well as any procedures performed and the results.</i></p>	<p>Our responsibility related to documents (including annual reports, websites, etc.) containing the financial statements is to read the other information to consider whether:</p> <ul style="list-style-type: none"> <li>• Such information is materially inconsistent with the financial statements; and</li> <li>• We believe such information represents a material misstatement of fact.</li> </ul> <p>We have not been provided any such items to date and are unaware of any other documents that contain the audited financial statements.</p>

## Accounting Policies, Judgments and Sensitive Estimates & CRI Comments on Quality

We are required to communicate our judgments about the quality, not just the acceptability, of the Foundation's accounting principles as applied in its financial reporting. We are also required to communicate critical accounting policies and sensitive accounting estimates. The Foundation may wish to monitor throughout the year the process used to compute and record these accounting estimates. The table below summarizes our communications regarding these matters.

AREA	ACCOUNTING POLICY	CRITICAL POLICY?	JUDGMENTS & SENSITIVE ESTIMATES	COMMENTS ON QUALITY OF ACCOUNTING POLICY & APPLICATION
Investments	Management follows the provisions of ASC 820, <i>Fair Value Measurements</i> , when reporting investments.	Yes	The Foundation relies on valuations from the custodian for 100% of the asset values.  The allocation between levels 1-3 under ASC 820 is based on management's review of the underlying investments.	Policy appears to be in accordance with U.S. GAAP.
Contributed Salaries and Services	Management records support provided by the Florida Prepaid College Board as revenue and offsetting expenses.	Yes	The Foundation relies on the valuation of services provided from the Florida Prepaid College Board's management. The valuation is based on an estimate of time spent on Foundation activities.	Policy appears to be in accordance with U.S. GAAP.

During the course of our audit, we accumulate differences between amounts recorded by the Foundation and amounts that we believe are required to be recorded under GAAP. Those adjustments are either recorded (corrected) by the Foundation or passed (uncorrected).

There were no adjustments, either corrected or uncorrected, as a result of our audit procedures.

### QUALITATIVE MATERIALITY CONSIDERATIONS

In evaluating the materiality of audit differences when they do arise, we consider both quantitative and qualitative factors, for example:

- Whether the difference arises from an item capable of precise measurement of whether it arises from an estimate, and, if so, the degree of imprecision inherent in the estimate.
- Whether the difference masks a change in earnings or other trends.
- Whether the difference changes a net decrease in assets to addition, or vice versa.
- Whether the difference concerns an area of the Foundation's operating environment that has been identified as playing a significant role in the Foundation's operations or viability.
- Whether the difference affects compliance with regulatory requirements.
- Whether the difference has the effect of increasing management's compensation – for example, by satisfying requirements for the award of bonuses or other forms of incentive compensation.
- Whether the difference involves concealment of an unlawful transaction.

# Management Representation Letter



The Honorable John D. Rood  
Chairman

Christyne Hamilton  
Educator

Representative Sandra Murman  
Commissioner  
Hillsborough County

Madeline Pumariega  
Executive Vice President  
and Provost  
Tallahassee Community College

Executive Director  
Kevin Thompson

Foundation Director  
Cynthia F. O'Connell

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December 9, 2019

Carr, Riggs & Ingram, LLC  
2633 Centennial Boulevard  
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Tallahassee, Florida 32308

This representation letter is provided in connection with your audit of the financial statements of the Stanley G. Tate Florida Prepaid College Foundation, Inc., which comprise the statement of financial position as of June 30, 2019, and the related statement of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, for the purpose of expressing an opinion as to whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States (U.S. GAAP).

Certain representations in this letter are described as being limited to matters that are material. Items are considered material, regardless of size, if they involve an omission or misstatement of accounting information that, in light of surrounding circumstances, makes it probable that the judgment of a reasonable person relying on the information would be changed or influenced by the omission or misstatement. An omission or misstatement that is monetarily small in amount could be considered material as a result of qualitative factors.

We confirm, to the best of our knowledge and belief, as of December 9, 2019, the following representations made to you during your audit.

#### Financial Statements

- 1) We have fulfilled our responsibilities, as set out in the terms of the audit engagement letter dated September 11, 2019, including our responsibility for the preparation and fair presentation of the financial statements in accordance with U.S. GAAP.
- 2) The financial statements referred to above are fairly presented in conformity with U.S. GAAP.
- 3) We acknowledge our responsibility 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.
- 4) We acknowledge our responsibility for the design, implementation, and maintenance of internal control to prevent and detect fraud.
- 5) Significant assumptions we used in making accounting estimates, including those measured at fair value, are reasonable.
- 6) Related-party relationships and transactions have been appropriately accounted for and disclosed in accordance with U.S. GAAP.
- 7) All events subsequent to the date of the financial statements and for which U.S. GAAP requires adjustment or disclosure have been adjusted or disclosed.
- 8) The effects of all known actual or possible litigation, claims, and assessments have been accounted for and disclosed in accordance with U.S. GAAP.

Giving is Believing



## Management Representation Letter



- 9) Material concentrations have been appropriately disclosed in accordance with U.S. GAAP.
- 10) Guarantees, whether written or oral, under which the Organization is contingently liable, have been properly recorded or disclosed in accordance with U.S. GAAP.

### Information Provided

- 11) We have provided you with:
  - a) Access to all information, of which we are aware, that is relevant to the preparation and fair presentation of the financial statements, such as records, documentation, and other matters.
  - b) Additional information that you have requested from us for the purpose of the audit.
  - c) Unrestricted access to persons within the Organization from whom you determined it necessary to obtain audit evidence.
  - d) Minutes of the meetings of the governing board or summaries of actions of recent meetings for which minutes have not yet been prepared.
- 12) All material transactions have been recorded in the accounting records and are reflected in the financial statements.
- 13) We have disclosed to you the results of our assessment of the risk that the financial statements may be materially misstated as a result of fraud.
- 14) We have no knowledge of any fraud or suspected fraud that affects the Organization and involves:
  - a) Management,
  - b) Employees who have significant roles in internal control, or
  - c) Others where the fraud could have a material effect on the financial statements.
- 15) We have no knowledge of any allegations of fraud or suspected fraud affecting the Organization's financial statements communicated by employees, former employees, grantors, regulators, or others.
- 16) We have no knowledge of any instances of noncompliance or suspected noncompliance with laws and regulations whose effects should be considered when preparing financial statements.
- 17) We are not aware of any pending or threatened litigation, claims, or assessments or unasserted claims or assessments that are required to be accrued or disclosed in the financial statements in accordance with U.S. GAAP, and we have not consulted a lawyer concerning litigation, claims, or assessments.
- 18) We have disclosed to you the identity of the Organization's related parties and all the related-party relationships and transactions of which we are aware.
- 19) The Organization has satisfactory title to all owned assets, and there are no liens or encumbrances on such assets nor has any asset been pledged as collateral.
- 20) We are responsible for compliance with the laws, regulations, and provisions of contracts and grant agreements applicable to us.
- 21) The Stanley G. Tate Florida Prepaid College Foundation, Inc. is an exempt organization under Section 501(c)(3) of the Internal Revenue Code. Any activities of which we are aware that would jeopardize the Organization's tax-exempt status, and all activities subject to tax on unrelated business income or excise or other tax, have been disclosed to you. All required filings with tax authorities are up-to-date.

# Management Representation Letter



22) In regard to the financial statement preparation services performed by you, we have—

- a) Assumed all management responsibilities.
- b) Designated Bert Wilkerson who has suitable skill, knowledge, or experience to oversee the services.
- c) Evaluated the adequacy and results of the services performed.
- d) Accepted responsibility for the results of the services.

Signature: [Signature] Signature: Bert Wilkerson  
Title: Exec. Dir. Title: DIRECTOR OF FINANCE AND INVESTMENTS



**INTERNAL CONTROL  
RECOMMENDATIONS**

The Board of Directors and Management of  
Stanley G. Tate  
Florida Prepaid College Foundation, Inc.

In planning and performing our audit of the financial statements of the Stanley G. Tate Florida Prepaid College Foundation, Inc. as of and for the year ended June 30, 2019 in accordance with auditing standards generally accepted in the United States of America, we considered the Stanley G. Tate Florida Prepaid College Foundation, Inc.'s internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Stanley G. Tate Florida Prepaid College Foundation, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of Stanley G. Tate Florida Prepaid College Foundation, Inc.'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 financial statements will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses. 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.

This communication is intended solely for the information and use of management, Board of Directors, others within Stanley G. Tate Florida Prepaid College Foundation, Inc., and is not intended to be, and should not be, used by anyone other than these specified parties.

*Carr, Riggs & Ingram, L.L.C.*

CARR, RIGGS & INGRAM, LLC

Tallahassee, Florida

December 9, 2019