

# **Babson College**

**Report on Federal Awards in Accordance with the  
Uniform Guidance**

**June 30, 2020**

**EIN 04-2103544**

**Babson College**  
**Report on Federal Awards in Accordance with the Uniform Guidance**  
**Index**  
**June 30, 2020**

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**Part I**

**Financial Statements and  
Schedule of Expenditures of Federal Awards**



## Report of Independent Auditors

To the Board of Trustees of  
Babson College:

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

We have audited the accompanying consolidated financial statements of Babson College and its subsidiary, which comprise the consolidated statements of financial position as of June 30, 2020 and 2019, and the related consolidated statements of activities for the year ended June 30, 2020 and of cash flows for the years ended June 30, 2020 and 2019, and the related notes to the financial statements.

### ***Management's Responsibility for the Consolidated Financial Statements***

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

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on the consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the College's preparation and fair presentation of the consolidated 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 College'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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Babson College and its subsidiary as of June 30, 2020 and 2019, and the changes in their net assets for the year ended June 30, 2020 and their cash flows for the years ended June 30, 2020 and 2019 in accordance with accounting principles generally accepted in the United States of America.

### ***Emphasis of Matter***

As discussed in Note 2 to the consolidated financial statements, the College changed the manner in which it presents restricted cash within the statements of cash flows. Our opinion is not modified with respect to this matter.

### ***Other Matters***

We previously audited the consolidated statement of financial position as of June 30, 2019, and the related consolidated statement of activities and cash flows for the year then ended (the statement of activities is not presented herein), and in our report dated November 11, 2019, we expressed an unmodified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying summarized financial information as of June 30, 2019 and for the year then ended is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

### ***Other Information***

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards for the year ended June 30, 2020 is presented for purposes of additional analysis as required by Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance) and is not a required part of the consolidated financial statements. The information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures, in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of expenditures of federal awards is fairly stated, in all material respects, in relation to the consolidated financial statements taken as a whole.



**Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated October 15, 2020 on our consideration of the College's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters for the year ended June 30, 2020. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the effectiveness of internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the College's internal control over financial reporting and compliance.

A handwritten signature in black ink that reads "PricewaterhouseCoopers LLP". The signature is written in a cursive, flowing style.

Boston, Massachusetts  
October 15, 2020

**Babson College**  
**Consolidated Statements of Financial Position**  
**June 30, 2020 and 2019**

	2020	2019
<b>Assets</b>		
Cash and cash equivalents	\$ 26,423,524	\$ 22,778,854
Working capital investments	9,874,616	9,495,043
Accounts receivable, net of allowance of \$1,001,938 and \$555,487 at June 30, 2020 and 2019, respectively	3,479,560	5,012,435
Prepaid expenses and other assets	7,934,418	8,206,574
Contributions receivable, net	53,123,360	47,199,860
Loans receivable, net of allowance of \$847,105 and \$851,000 at June 30, 2020 and 2019	1,792,627	2,228,358
Bond deposits with trustee	5,638,100	11,447,112
Investments, at fair value	489,737,817	459,393,515
Land, buildings, equipment and software, net	274,185,292	265,232,580
Total assets	<u>\$ 872,189,314</u>	<u>\$ 830,994,331</u>
<b>Liabilities and Net Assets</b>		
Liabilities		
Accounts payable and accrued expenses	\$ 30,038,685	\$ 28,629,559
Deposits and advance payments	17,630,870	18,261,681
Government advances for student loans	1,748,920	2,294,913
Interest rate swap liability	12,752,576	10,677,136
Bonds payable, net	170,235,540	177,914,180
Total liabilities	<u>232,406,591</u>	<u>237,777,469</u>
Net assets		
Without donor restrictions	244,287,250	240,796,871
With donor restrictions	395,495,473	352,419,991
Total net assets	<u>639,782,723</u>	<u>593,216,862</u>
Total liabilities and net assets	<u>\$ 872,189,314</u>	<u>\$ 830,994,331</u>

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

**Babson College**  
**Consolidated Statements of Activities**  
**Years Ended June 30, 2020 and 2019**  
**(With Summarized Financial Information for the Year Ended June 30, 2019)**

	2020			2019
	Without Donor Restrictions	With Donor Restrictions	Total	Total
<b>Operating activities</b>				
Operating revenues and support				
Tuition, fees, room and board net of discount of \$48,901,017 in 2020 and \$49,293,154 in 2019	\$ 154,985,152	\$ -	\$ 154,985,152	\$ 157,286,015
Educational programs	1,554,283		1,554,283	2,921,834
Other programs and auxiliary activities	18,732,275		18,732,275	25,654,185
Total program service fees	175,271,710	-	175,271,710	185,862,034
Contributions and grants	7,542,860		7,542,860	7,241,581
Investment income used in operations	615,061		615,061	1,466,982
Endowment spending used in operations	17,428,799		17,428,799	14,795,163
Net assets released from restrictions	11,275,536		11,275,536	10,833,472
Total operating revenues and support	212,133,966	-	212,133,966	220,199,232
Operating expenses				
Instruction	56,840,539		56,840,539	58,652,864
Academic support	37,708,586		37,708,586	41,622,713
Student services	34,318,405		34,318,405	33,246,221
Auxiliary activities	40,457,267		40,457,267	44,127,074
Institutional support	40,570,149		40,570,149	39,431,941
Total operating expenses	209,894,946	-	209,894,946	217,080,813
Increase in net assets from operations	2,239,020	-	2,239,020	3,118,419
<b>Nonoperating activities</b>				
Contributions and grants		41,537,443	41,537,443	30,333,454
Net assets released from restrictions	10,315,773	(21,591,309)	(11,275,536)	(10,833,472)
Investment return	10,520,370	23,129,348	33,649,718	45,459,603
Unrealized losses on interest rate swap agreements	(2,075,440)		(2,075,440)	(1,702,282)
Other nonoperating net expenses	(80,545)		(80,545)	(139,512)
	18,680,158	43,075,482	61,755,640	63,117,791
Less: Endowment spending draw	(17,428,799)		(17,428,799)	(14,795,163)
Total nonoperating activities	1,251,359	43,075,482	44,326,841	48,322,628
Total increase in net assets	3,490,379	43,075,482	46,565,861	51,441,047
<b>Net assets</b>				
Beginning of year	240,796,871	352,419,991	593,216,862	541,775,815
End of year	\$ 244,287,250	\$ 395,495,473	\$ 639,782,723	\$ 593,216,862

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

# Babson College

## Consolidated Statements of Cash Flows

### Years Ended June 30, 2020 and 2019

	2020	2019
<b>Cash flows from operating activities</b>		
Net tuition and fees received	\$ 157,632,295	\$ 156,425,643
Other educational and noneducational receipts	18,325,007	27,241,801
Contributions and grants received, net of amounts restricted for long-term purposes	22,755,871	18,486,652
Proceeds from stock gifts received for operations	1,347,984	693,783
Interest and dividends received	1,191,410	1,796,213
Payments to employees and suppliers	(179,250,168)	(196,396,136)
Proceeds from bond premium issuance	-	-
Interest paid	(4,917,919)	(3,564,912)
Net cash and restricted cash provided by operating activities	<u>17,084,480</u>	<u>4,683,044</u>
<b>Cash flows from investing activities</b>		
Purchases of investments	(96,397,554)	(161,614,167)
Sales of investments	99,039,840	168,979,100
Acquisition and construction of property and equipment	(31,085,779)	(69,017,551)
Student loans repaid	476,476	699,589
Student loans issued	(40,745)	(42,150)
Net cash and restricted cash used in investing activities	<u>(28,007,762)</u>	<u>(60,995,179)</u>
<b>Cash flows from financing activities</b>		
Payment of bond issuance costs	-	-
Repayments of bonds and notes	(7,492,986)	(7,102,338)
Proceeds from new debt issued	-	-
Payments on split interest agreements	(82,573)	(130,690)
(Decrease) increase for refundable U.S. government grants	(545,993)	31,560
Permanently restricted contributions	8,528,903	7,186,856
Proceeds from stock gifts received for long-term purposes	10,024,565	714,286
Payments on interest rate swap contracts	(1,672,976)	(1,457,684)
Net cash and restricted cash provided by (used in) financing activities	<u>8,758,940</u>	<u>(758,010)</u>
Net decrease in cash and restricted cash	(2,164,342)	(57,070,145)
<b>Cash, cash equivalents, and restricted cash</b>		
Beginning of year	<u>34,225,966</u>	<u>91,296,111</u>
End of year	<u>\$ 32,061,624</u>	<u>\$ 34,225,966</u>
<b>Reconciliation of increase in net assets to net cash and restricted cash provided by operating activities</b>		
Cash flows from operating activities	\$ 46,565,861	\$ 51,441,047
Increase in net assets	-	-
Adjustments to reconcile increase in net assets to net cash provided by operating activities	-	-
Realized and unrealized net gains on investments	(32,693,868)	(44,657,499)
Depreciation and amortization	17,868,559	14,872,056
Loss on disposal of building, equipment and software	72,095	155,002
Permanently restricted contributions	(8,528,903)	(7,186,856)
Increase in contributions receivable	(5,618,574)	(9,830,386)
(Decrease) increase in allowances	(304,926)	663,905
Proceeds from bond issuance premium	-	-
Increase in interest rate swap liability	2,075,440	1,702,282
Payments on interest rate swap contracts	1,672,976	1,457,684
Changes in working capital assets and liabilities, net	(4,024,180)	(3,934,191)
Net cash and restricted cash provided by operating activities	<u>\$ 17,084,480</u>	<u>\$ 4,683,044</u>

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

# Babson College

## Notes to Consolidated Financial Statements

### June 30, 2020 and 2019

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#### 1. Organization

Founded in 1919 and located in Wellesley, Massachusetts, Babson College (the “College”) enrolls approximately 2,350 undergraduate and nearly 1,000 graduate students from the United States and more than 80 countries worldwide. The College offers education in business and liberal arts, and it grants the Bachelor of Science degree through its undergraduate program. The College also grants Master of Business Administration degrees and custom Master of Science degrees through the F.W. Olin Graduate School of Business at the College. Additionally, the College offers distinct executive education programs to help companies reach their strategic goals.

Babson Global, Inc. (“Babson Global”) is a 501(c)(3) supporting organization of the College. Babson Global was created to carry out certain educational purposes of the College and to advance and support the educational objectives of the College by providing consulting, technical services and educational products to organizations.

#### 2. Summary of Significant Accounting Policies

##### **Basis of Consolidation**

The accompanying consolidated financial statements include the accounts of the College and its wholly owned subsidiary, Babson Global. All significant inter-entity balances and transactions have been eliminated in consolidation.

##### **Basis of Presentation**

The accompanying consolidated financial statements have been prepared on the accrual basis of accounting, in accordance with accounting principles generally accepted in the United States of America which requires the College to classify its net assets into two categories based on the existence or absence of donor-imposed restrictions.

Accordingly, net assets and changes herein are classified as follows:

##### **Net Assets Without Donor Restrictions**

Net assets without donor restrictions are net assets which the College may use at its discretion. Funds invested in fixed assets, unrestricted endowment and other unrestricted current funds comprise the majority of the College’s net assets without donor restrictions.

##### **Net Assets With Donor Restrictions**

Net assets with donor restrictions are net assets subject to donor-imposed restrictions that will be met, either by the passage of time or the events specified by the donor. Other donor imposed restrictions are perpetual in nature, whereby the donor stipulates that resources be maintained in perpetuity. In these instances, the donors of these assets generally permit the College to use all or part of the related investment income and appreciation earned for general or specific purposes.

The College has defined its primary activities as operating and nonoperating. Operating activities consist primarily of activities supporting the educational mission and purpose of the College. Nonoperating activities represent transactions of a capital and investing nature including realized and unrealized gains on investments that are invested by the College to generate a return that will support operations, endowment gifts, gifts restricted to future periods, capital gifts, and unrealized gains and losses on interest rate swap agreements.

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

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Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions, including time restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulations or by law. Expirations of donor imposed restrictions on net assets are reported as released from restrictions. Expirations of donor imposed restrictions occur when donor-imposed stipulated purposes have been accomplished and/or the stipulated time period has elapsed. If an expense is incurred for a purpose for which both net assets without donor restrictions and net assets with donor imposed restrictions are available, a donor-imposed restriction is fulfilled to the extent of the expense incurred unless the expense is for a purpose that is directly attributable to another specific external source of revenue. Changes or clarifications to donor-imposed restrictions subsequent to the period of contribution are reported as reclassifications within the appropriate net asset class.

**Contributions**

Contributions are recognized as revenues in the period received or when an unconditional promise to give has been made. Contributions and investment income subject to donor-imposed stipulations that are met in the same reporting period are reported as revenues without donor restrictions. Unconditional promises to give with due dates scheduled after the statement of financial position date are shown as increases in net assets with donor imposed restrictions, depending on the nature of the restrictions involved. Conditional contributions received are accounted for as a liability within deposits and advance payments or are unrecognized initially, until the barriers to entitlement are overcome, at which point the transaction is recognized as an unconditional contribution and classified as either net assets with donor restrictions or net assets without donor restrictions. Contributions of assets other than cash are recorded at their estimated fair value at the date of the gift. Contributions scheduled to be received after one year are discounted at rates commensurate with the risks involved. An allowance for uncollectible contributions receivable is provided based upon management's judgment including such factors as prior collection history, type of contribution, past due amounts and the nature of fund-raising activity.

The College reports contributions of land, buildings, equipment and software as increases in net assets without donor restrictions unless the donor places restrictions on their use. Contributions of cash or other assets that must be used to acquire or construct long-lived assets are reported as increases in net assets with donor restrictions and are reclassified to increases in net assets without donor restrictions upon the later of the asset being placed into service or when a time restriction expires.

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

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**Revenue Recognition**

Revenue is recognized when control of the promised goods or services is transferred to customers, in an amount that reflects the consideration the College expects to be entitled to in exchange for those goods or services.

Tuition and fees are derived from degree programs as well as certain executive education programs and are recognized ratably over the academic period of the course or program offered based on time elapsed and aid awarded to students reduces the amount of revenue recognized. The majority of the College's programs are designed to be completed within the fiscal year. Discounts in the form of scholarships and financial aid grants, including those funded by the endowment, restricted specific-purpose gifts and government grants, are reported as a reduction of tuition and fees. A discount represents the difference between the stated charge for the academic (living/learning) program and the amount that is billed to the student and/or third parties making payments on behalf of the student. The academic programs are delivered in the Fall (late-August to mid-December), Winter (mid-December to mid-January) and Spring (mid-January to mid-May) terms, as well as summer terms spanning from June to August. Payments for the fall term are due by August 1st and recorded as deposits and advance payments until the performance obligations are met and totaled \$818,266 and \$1,105,896, respectively, for the years ended June 30, 2020 and 2019.

Total tuition and fees and room and board amounted to the following for the years ended June 30, 2020 and June 30, 2019 respectively.

	<b>2020</b>	<b>2019</b>
Tuition and fees	\$ 178,723,252	\$ 176,052,737
Room and board	25,162,917	30,526,432

Educational revenue is derived from various sources across the campus including Centers and Institutes, Global Programs Office, and Athletics (excluding the Skating Rink) and is recognized ratably over the academic period of the course or program offered based on the time elapsed.

Other programs and auxiliary revenue includes revenues from the Babson Executive Conference Center, Babson Global, Summer Camps and Conferences, Skating Rink, facility rentals and other miscellaneous activities. These revenues are subject to ASC 606, *Revenue from Contracts with Customers* and, except for Babson Global (Note 16), are recognized at the point in time goods or services are provided, with the exception of lease rental and interest income, which are accounting for under other standards. Advance payments of \$6,442,781 and \$7,924,559 were recorded at June 30, 2020 and 2019, which are primarily related to Babson Global and will be recognized as performance obligations under the contract are met.

The College receives sponsored support from governmental and private sources. Certain sponsored arrangements are considered exchange arrangements, and revenue under these agreements is recognized based on the College's fulfillment of the contract, which is typically based on costs incurred or the achievement of milestones. Other sponsored support is considered contribution revenue in accordance with ASU 2018-08, *Contributions Received and Contributions Made*, which is recognized when any donor-imposed conditions (if any) have been met.

# **Babson College**

## **Notes to Consolidated Financial Statements**

### **June 30, 2020 and 2019**

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In February 2020, the College received a \$50M grant from a private foundation to establish the Arthur M Blank School of Entrepreneurial Leadership. This grant, besides establishing the School of Entrepreneurial Leadership, will also be used to increase accessibility and affordability for students in need, provide new experiential learning opportunities, and create an 'entrepreneurial village' to create growth opportunities and allow community members space to create solutions through collaborative learning and experimentation. The College has determined that this arrangement is a nonexchange, conditional transaction and has recorded it in accordance with the guidance presented in ASU 2018-08. In the current fiscal year, the College has recognized \$6.5M of revenue associated with this agreement. The College will continue to recognize revenue as barriers and milestones identified within the grant agreement are met.

There were no significant conditional contributions or advance payments from sponsored support at June 30, 2019.

#### **Works of Art and Special Collections**

Works of art, historical treasures, literary works and artifacts, which are preserved and protected for educational, research and public exhibition purposes, are not capitalized. They are neither disposed of for financial gain nor encumbered in any manner. Accordingly, such collection items are not recorded for financial statement purposes.

#### **Dividends, Interest and Net Gains**

Dividends, interest and net gains on investments are reported as follows:

- As increases or decreases in net assets with donor restrictions if the terms of the underlying gift require that they be added to the principal of a permanent endowment fund;
- As increases or decreases in net assets with donor restrictions if the terms of the underlying gift or relevant state law impose restrictions on the current use of the income or net gains; and
- As increases or decreases in net assets without donor restrictions in all other cases.

The College employs an endowment spending policy that establishes the amount of investment return made available for expenditure each year. This amount is up to 5% of the previous 20 quarter average market value of the Endowment Fund as of June 30 of the preceding year, plus additional spending for endowment management, excluding amounts internally designated for use in Master Plan projects (Note 15). The approved spending rate was 5.0% and 4.5% for the fiscal years ending June 30, 2020 and 2019. Investment return earned in excess of the amount distributed annually is reinvested in the fund, but can be distributed in future years in accordance with the endowment spending policy.

#### **Cash and Cash Equivalents**

Operating cash invested with original maturities of less than three months at the date of purchase are considered cash equivalents. The College may use cash to post collateral related to interest rate swap agreements with an investment banker. Any cash posted as collateral is not available for use (Note 7). No collateral was required to be posted as of June 30, 2020 and 2019.

#### **Working Capital Investments**

The College has certain investments for working capital purposes that are intended to be used to cover immediate cash needs of the College. These are comprised of cash, money market funds, and fixed income securities. The balance of these funds for the fiscal years ended June 30, 2020 and 2019 was \$9,874,616 and \$9,495,043, respectively.

# Babson College

## Notes to Consolidated Financial Statements

### June 30, 2020 and 2019

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#### **Investments**

The College's investments are recorded at fair value. The fair value of publicly-traded fixed income and equity securities is based upon quoted market prices and exchange rates, if applicable. In addition, the College invests in certain limited partnerships where the value of the investment is based on the fair value of the underlying investments within these partnerships. The funds are reported as equity, fixed income or alternative investments based on the nature of the underlying investments.

Fair values for certain private equity investments held through limited partnerships and alternative investments are estimated by the respective external investment managers if market values are not readily ascertainable. These valuations necessarily involve assumptions and methods that are reviewed by the College's Investment Committee and management. Because the investments in private equity investments are not readily marketable, the estimated value is subject to uncertainty and, therefore, may differ significantly from the value that would have been used had a market for such investments existed.

Purchases and sales of investments are recorded on the trade date. The gain or loss on the sale of investments is determined using average cost.

Investment return is reported in the statements of activities and consists of interest and dividend income, realized and unrealized gains and losses, less external and direct internal investment expenses.

See Note 4 for additional fair value disclosures.

See Note 15 for endowment disclosure in accordance with an act providing for the Uniform Prudent Management of Institutional Funds ("UPMIFA").

#### **Derivative Instruments**

The College accounts for its interest rate swap agreements in accordance with ASC 815, *Accounting for Derivative Instruments and Hedging Activities*. Fair values of interest rate swap agreements are the estimated amounts that the College would have received or paid, including accrued interest, to terminate the agreements on the date of the statements of financial position, taking into account the creditworthiness of the underlying party. The estimated fair values of the agreements are recorded as assets or liabilities within the consolidated statements of financial position. Changes in the estimated fair values are recorded in the nonoperating section of the consolidated statement of activities.

#### **Land, Buildings, Equipment and Software**

Land, buildings, equipment and software are reported at cost at the date of acquisition or fair value at the date of donation in the case of gifts. For assets placed in service, depreciation is provided using the straight-line method over the estimated useful lives of the assets. The cost of normal maintenance and repairs that do not add to the value of an asset or materially extend its estimated useful life is not capitalized.

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

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Depreciation is provided on a straight-line basis over the following estimated useful lives:

	<b>Years</b>
Buildings	40 to 50
Building improvements	10 to 30
Land improvements	10 to 50
Equipment and software	3 to 10

**Bond Discounts/Premiums and Origination Costs**

Bond discounts/premiums and origination costs are capitalized in the period of issuance and amortized over the period of the related debt. The College uses the straight-line method to amortize the bond discounts/premiums and origination costs. This approximates the effective interest method.

All costs incurred to issue debt are presented in the statement of financial position as a direct deduction from the carrying value of the associated debt liability in accordance with ASU 2015-03 *Interest - Imputation of Interest: Simplifying the Presentation of Debt Issuance Costs*.

**Functional Reporting of Expenses**

The costs of providing the College's activities have been summarized on a functional basis in the consolidated statements of activities. Expenses associated with the College's land, buildings, equipment and software, including interest, depreciation, and operations and maintenance expenses, are functionally allocated based on square footage utilization. (Note 13).

**Fair Value of Financial Instruments**

The estimated fair values of the College's financial instruments have been determined, where practicable, by using appropriate valuation methodologies. The College has further determined that the carrying values of its financial assets and liabilities approximate fair value.

**Related Parties**

The College may procure certain banking, investment management and construction services from business organizations that employ individuals that are also members of the College's Board of Trustees. The procurement of these services is performed in accordance with the College's established policies and procedures, and management and the Board of Trustees report and monitor related party transactions in accordance with a formally adopted Conflict of Interest Policy.

**Income Tax Status**

The College is an organization described under Internal Revenue Code ("IRC") section 501(c)(3) and is generally exempt from federal and state income taxes under the provisions of IRC section 501(a).

**Use of Estimates**

The preparation of the accompanying consolidated 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 materially from these estimates.

# Babson College

## Notes to Consolidated Financial Statements

### June 30, 2020 and 2019

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#### **Conditional Asset Retirement Obligations**

*Accounting for Conditional Asset Retirement Obligations* defines a conditional asset retirement obligation as a legal obligation to perform an asset retirement activity in which the timing and/or method of settlement are conditional on a future event that may or may not be within the control of the College. Uncertainty with respect to the timing and/or method of settlement of the asset retirement obligation does not defer recognition of a liability. The obligation to perform the asset retirement activity is unconditional, and accordingly, a liability should be recognized. Management provides reasonable estimates of certain known retirement obligations.

\$18,003 and \$21,004 of asset retirement costs, net of accumulated depreciation, has been included in land, buildings, equipment and software, net and \$1,347,752 and \$1,283,573 of conditional retirement asset obligations are included within accounts payable and accrued expenses in the consolidated statements of financial position as of June 30, 2020 and 2019, respectively.

#### **Summarized Comparative Information**

The consolidated financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the College's financial statements for the year ended June 30, 2019, from which the summarized information is derived.

#### **Reclassifications**

Certain 2019 financial information has been reclassified to conform with the 2020 presentation.

#### **New Accounting Pronouncements**

On July 1, 2018, the College adopted ASU 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities*, which made targeted changes to the not-for-profit financial reporting model and applied these changes retroactively. The new ASU marks the completion of the first phase of a larger project aimed at improving not-for-profit financial reporting. Under the new ASU, net asset reporting has been streamlined and clarified. The existing three category classification of net assets has been replaced with a simplified model that combines temporarily restricted and permanently restricted into a single category called "net assets with donor restrictions." The guidance for classifying deficiencies in endowment funds and on accounting for the lapsing of restrictions on gifts to acquire land, buildings, equipment and software have also been simplified and clarified. New disclosures have been incorporated to highlight restrictions on the use of resources that make otherwise liquid assets unavailable for meeting near-term financial requirements (Note 17). The ASU also imposes several new requirements related to reporting expenses (Note 13).

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (ASC 606) which outlines a single comprehensive revenue model for entities to use in accounting for revenue arising from contracts with customers. The guidance supersedes most current revenue recognition guidance, including industry-specific guidance, and ensures that entities appropriately reflect the consideration to which they expect to be entitled in exchange for goods and services, by allocating transaction price to identified performance obligations, and recognizing that revenue as performance obligations are satisfied. The College adopted ASC 606 as of July 1, 2018 using the modified retrospective transition method. The guidance did not have a significant impact on the College's consolidated financial statements.

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In June 2018, the FASB issued ASU 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The new guidance clarifies the definition of an exchange transaction and the criteria for evaluation whether contributions are unconditional or conditional. Effective July 1, 2018, the College adopted ASU 2018-08 simultaneously with adoption of the new revenue standard, using the modified prospective transition method. The guidance did not have a significant impact on the College's consolidated financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases*, which, for operating leases, requires a lessee to recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments, in its balance sheet. The standard also requires a lessee to recognize a single lease cost, calculated so that the cost of the lease is allocated over the lease term, on a generally straight-line basis. The guidance also expands the required quantitative and qualitative disclosures surrounding leases. The ASU is effective for fiscal years beginning after December 15, 2020, or fiscal year 2021 for the College. The College will continue to evaluate the impact of the new guidance on the consolidated financial statements and has procured lease tracking software to assist with implementing the new standard.

In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement (Topic 820) Disclosure Framework-Changes to the Disclosure Requirements for Fair Value Measurement*, which simplifies fair value measurement disclosures through the removal and modification of a number of investment related disclosure requirements. Certain disclosures are no longer required including amount of and reasons for transfers between Level 1 and 2; policy for timing of transfers between levels; valuation processes for Level 3 investments and a Level 3 investment rollforward. The ASU is effective for fiscal years beginning after December 15, 2019 or fiscal year 2021 for the College. Early adoption is permitted.

In November 2016, the FASB issued ASU No. 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash*, which requires presentation of the total change in cash, cash equivalents, restricted cash, and restricted cash equivalents for the period in the statement of cash flows. The beginning and ending balance of cash, cash equivalents, restricted cash, and restricted cash equivalents shown on the statement of cash flows should agree to the total of similarly titled line items on the statement of financial position. The College has evaluated and applied this guidance on a retrospective basis and included all applicable cash balances within the Statements of Cash Flows.

**3. Contributions Receivable**

Contributions receivable at June 30 have the following donor-imposed restrictions:

	<b>2020</b>	<b>2019</b>
<b>Donor-imposed restrictions</b>		
Capital construction and maintenance	\$ 2,648,968	\$ 2,692,161
Scholarships and fellowships	16,319,351	18,562,767
Instruction and academic support	18,550,833	14,950,977
Student programs	4,610,637	5,026,167
Other	16,555,891	12,512,678
	<u>\$ 58,685,680</u>	<u>\$ 53,744,750</u>

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	<b>2020</b>	<b>2019</b>
<b>Unconditional promises due within</b>		
Less than one year	\$ 20,563,908	\$ 14,425,767
One year to five years	33,181,542	35,486,503
More than five years	<u>4,940,230</u>	<u>3,832,480</u>
	58,685,680	53,744,750
<b>Less</b>		
Unamortized discount	(3,354,146)	(4,031,790)
Allowance for uncollectibles	<u>(2,208,174)</u>	<u>(2,513,100)</u>
	<u>\$ 53,123,360</u>	<u>\$ 47,199,860</u>

In addition, at June 30, 2020 and 2019, the College had \$48,116,415 and \$12,140,000, respectively, of conditional promises from donors that are not recognized as assets in the consolidated statements of financial position. These conditional promises consisted of pledges and matching pledges for scholarships, professorships, endowment, the creation of an Entrepreneurial Village, and other purposes that depend on the occurrence of specified future and uncertain events.

Also, at June 30, 2020, the College is named as the beneficiary of several charitable remainder trusts which, because of their terms, have not been recognized as assets in the consolidated statement of financial position. As the benefits from these trusts are shared with the donor or a designated beneficiary, the College will recognize contribution revenue only after the amount of beneficial interest is known and estimable after considering the trusts' obligations to other beneficiaries.

**4. Investments**

Investments, stated at fair value, consisted of the following at June 30:

	<b>2020</b>	<b>2019</b>
Equity securities and funds	\$ 122,685,273	\$ 121,935,227
Fixed income securities and funds	28,498,026	29,944,364
Alternative investments		
Equity securities and funds	136,056,696	137,318,724
Private equity and venture capital funds	133,466,980	108,785,718
Fixed income securities and funds	50,215,606	46,250,047
Hedge funds	13,081,661	12,645,367
Real estate funds	<u>5,733,575</u>	<u>2,514,068</u>
	<u>\$ 489,737,817</u>	<u>\$ 459,393,515</u>

Equity securities and funds includes net unsettled sales of \$594,999 and \$84,779 at June 30, 2020 and 2019, respectively.

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The College incurred investment management fees of \$4,572,886 and \$4,322,471 during the years ended June 30, 2020 and 2019, respectively. These fees are reported as a reduction of investment earnings. In addition, the College incurred investment consulting fees of \$575,993 and \$556,929 during the years ended June 30, 2020 and 2019, respectively, which are reported as a separate component of expenses in the nonoperating section of the consolidated statement of activities.

The following describes the hierarchy used to measure fair value and the primary valuation methodologies used by the College for financial instruments measured at fair value on a recurring basis. The three levels of inputs are as follows:

- Level 1 Quoted prices in active markets for identical assets or liabilities.
- Level 2 Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the same term of the assets or liabilities
- Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets and liabilities. A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

The following tables present the financial instruments carried at fair value as of June 30, 2020 and 2019, by caption on the consolidated statement of financial position and by the fair value valuation hierarchy defined above:

Type	Fair Values as of June 30, 2020			
	Level 1	Level 2	Level 3	Total
<b>Investments</b>				
Equity securities and funds	\$ 122,685,273	\$ -	\$ -	\$ 122,685,273
Fixed income securities and funds	28,498,026		12,000	28,510,026
Total Leveled Investments	<u>\$ 151,183,299</u>	<u>\$ -</u>	<u>\$ 12,000</u>	151,195,299
Investments at NAV				338,542,518
Investment totals				<u>\$ 489,737,817</u>
<b>Working Capital Investments</b>				
Fixed income securities	\$ 9,874,616	\$ -	\$ -	\$ 9,874,616
<b>Liabilities</b>				
Interest rate swaps	\$ -	\$ 12,752,576	\$ -	\$ 12,752,576

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Type	Fair Values as of June 30, 2019			
	Level 1	Level 2	Level 3	Total
<b>Investments</b>				
Equity securities and funds	\$ 121,935,227	\$ -	\$ -	\$ 121,935,227
Fixed income securities and funds	29,944,364	-	12,000	29,956,364
Total Leveled Investments	<u>\$ 151,879,591</u>	<u>\$ -</u>	<u>\$ 12,000</u>	151,891,591
Investments at NAV				307,501,924
Investment totals				<u>\$ 459,393,515</u>
<b>Working Capital Investments</b>				
Fixed income securities	\$ 9,495,043	\$ -	\$ -	\$ 9,495,043
<b>Liabilities</b>				
Interest rate swaps	\$ -	\$ 10,677,136	\$ -	\$ 10,677,136

There were no transfers between Level 1 and Level 2 of the fair value hierarchy during the year. The College recognizes transfers at the end of the reporting period.

The tables below present rollforwards of investments classified by the College within Level 3 of the fair value hierarchy at June 30, 2020 and 2019:

	Rollforward of Investments Classified as Level 3 as of June 30, 2020					Value at June 30, 2020
	Value at June 30, 2019	Realized Gains	Unrealized Gains/ (Losses)	Interest & Dividends Net	Sales	
Fixed income securities and funds	\$ 12,000	\$ -	\$ -	\$ -	\$ -	\$ 12,000
Private equity and venture capital funds	471	-	-	(15)	(456)	-
	<u>\$ 12,471</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (15)</u>	<u>\$ (456)</u>	<u>\$ 12,000</u>

	Rollforward of Investments Classified as Level 3 as of June 30, 2019					Value at June 30, 2019
	Value at June 30, 2018	Realized Gains	Unrealized Gains/ (Losses)	Interest & Dividends Net	Purchases	
Fixed income securities and funds	\$ 12,000	\$ -	\$ -	\$ -	\$ -	\$ 12,000
Private equity and venture capital funds	-	-	471	-	-	471
	<u>\$ 12,000</u>	<u>\$ -</u>	<u>\$ 471</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 12,471</u>

The value of certain investments represent the ownership interest in net asset value (“NAV”) of the respective partnership. The fair values (NAV) of the securities held by limited partnerships that do not have readily determinable fair values are determined by the general partner and are based on appraisals, or other estimates that require varying degrees of judgment. If no public market exists for the investment securities, the fair value is determined by the general partner taking into consideration, among other things, the cost of the securities, prices of recent significant placements of securities of the same issuer, and subsequent developments concerning the companies to which the securities relate. The College has performed due diligence around these investments to ensure NAV is an appropriate measure of fair value as of June 30 and has assessed whether it is probable that any of these investments would be sold at amounts different from NAV. The College has assessed factors including, but not limited to, managers’ compliance with ASC 820 *Fair Value Measurement* standard, price transparency and valuation procedures in place, the ability to redeem at NAV at the measurement date and existence of certain redemption restrictions at the measurement date. While not part of a leveling category, fair values for certain investments held are based on the net asset value (NAV) of such investments as determined by the respective external investment managers if market values are not readily ascertainable.

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These valuations necessarily involve assumptions and methods that are reviewed by the College's external investment advisors. Investment at NAV as of June 30 include:

	<b>2020</b>	<b>2019</b>
Private equity funds and venture capital funds	\$ 133,466,980	\$ 108,785,718
Domestic equity funds	71,987,103	64,337,445
Fixed income funds	50,203,606	46,238,047
Global asset allocation funds	24,313,766	29,500,546
International equity funds	24,220,189	27,028,823
Emerging market funds	15,535,638	16,451,910
Hedge funds	13,081,661	12,645,367
Real estate funds	5,733,575	2,514,068
	<u>\$ 338,542,518</u>	<u>\$ 307,501,924</u>

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the College believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

The following tables present liquidity information for the investments carried at fair value at June 30, 2020 and 2019, respectively:

	<b>Investments Asset Value as of June 30, 2020</b>			
<b>Investment type</b>	<b>Fair Value</b>	<b>Unfunded Commitments</b>	<b>Redemption Frequency</b>	<b>Notice Period</b>
Equity securities and funds	\$ 258,741,969	\$ -	Daily - Quarterly	1-60 Days
Fixed income securities and funds	78,713,632		Daily - Monthly	3-30 Days
Hedge funds	13,081,661		Quarterly - Annually	45-60 Days
Private equity and venture capital funds	133,466,980	50,142,287	N/A	N/A
Real estate funds	5,733,575	6,891,558	Quarterly	N/A
	<u>\$ 489,737,817</u>	<u>\$ 57,033,845</u>		

	<b>Investments Asset Value as of June 30, 2019</b>			
<b>Investment type</b>	<b>Fair Value</b>	<b>Unfunded Commitments</b>	<b>Redemption Frequency</b>	<b>Notice Period</b>
Equity securities and funds	\$ 259,253,951	\$ -	Daily - Quarterly	1-60 Days
Fixed income securities and funds	76,194,411		Daily - Monthly	3-30 Days
Hedge funds	12,645,367		Quarterly - Annually	45-60 Days
Private equity and venture capital funds	108,785,718	38,840,045	N/A	N/A
Real estate funds	2,514,068	10,941,602	Quarterly	N/A
	<u>\$ 459,393,515</u>	<u>\$ 49,781,647</u>		

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**5. Land, Buildings, Equipment and Software**

Land, buildings, equipment and software consisted of the following at June 30:

	<b>2020</b>	<b>2019</b>
Land	\$ 1,600,545	\$ 1,600,545
Land improvements	43,566,150	42,599,641
Buildings and improvements	431,414,296	358,798,037
Equipment and software	55,674,882	40,211,325
Construction in progress	6,936,429	69,258,917
	<u>539,192,302</u>	<u>512,468,465</u>
Less: Accumulated depreciation	<u>(265,007,010)</u>	<u>(247,235,885)</u>
	<u>\$ 274,185,292</u>	<u>\$ 265,232,580</u>

Depreciation expense was \$18,192,045 and \$15,195,540 for the years ended June 30, 2020 and 2019, respectively.

Construction in progress consists of costs associated with Master Plan projects and other facilities projects that have not been completed and placed in service as of June 30, 2020 and 2019 respectively.

During the years ended June 30, 2020 and 2019, the College capitalized interest of \$976,954 and \$2,611,510, respectively.

At June 30, 2020 and 2019, construction costs of \$6,850,255 and \$10,719,182 respectively, were included in the accounts payable and accrued expenses balance.

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**6. Bonds Payable**

Bonds payable consisted of the following at June 30:

	2020	2019
Revenue bonds payable to Massachusetts Development Finance Agency ("MDFA"), Series 2008A, bearing interest at variable rates (0.10% at June 30, 2020) and due through 2032 (par value \$36,475,000)	\$ 24,635,000	\$ 26,085,000
Revenue bonds payable to Massachusetts Development Finance Agency ("MDFA"), Series 2008B, bearing interest at variable rates (0.15% at June 30, 2020) and due through 2031 (par value \$28,840,000)	19,710,000	20,875,000
Revenue bonds payable to Massachusetts Development Finance Agency ("MDFA"), Series 2011, bearing interest at fixed rate of 3.00% to 5.00% and due through 2025 (par value \$13,680,000)	4,435,000	5,615,000
Revenue bonds payable to Massachusetts Development Finance Agency ("MDFA"), Series 2013, bearing interest at fixed rate of 3.59% and due through 2043 (par value \$35,000,000)	29,891,940	30,701,395
Revenue bonds payable to Massachusetts Development Finance Agency ("MDFA"), Series 2015A, bearing interest at fixed rate of 4.00% to 5.00% and due through 2035 (par value \$23,285,000)	19,875,000	21,290,000
Revenue bonds payable to Massachusetts Development Finance Agency ("MDFA"), Series 2015B, bearing interest at fixed rate of 3.45% and due through 2045 (par value \$37,000,000)	33,378,902	34,189,603
Revenue bonds payable to Massachusetts Development Finance Agency ("MDFA"), Series 2017, bearing interest at fixed rate of 4.00% to 5.00% and due through 2047 (par value \$33,000,000)	31,970,000	32,495,000
	<u>163,895,842</u>	<u>171,250,998</u>
Unamortized premium	7,602,232	8,001,111
Unamortized bond issuance costs	<u>(1,262,534)</u>	<u>(1,337,929)</u>
	<u>\$ 170,235,540</u>	<u>\$ 177,914,180</u>

The bond agreements contain certain restrictive covenants which, among other restrictions, require the pledge of certain revenues as collateral for repayment, the maintenance of a minimum level of aggregate expendable funds and a maximum level of debt service. In addition, for certain bonds, the College is required to maintain deposits with an outside trustee for the purpose of meeting scheduled debt service requirements of the respective outstanding bonds until they become due.

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Bond deposits with trustee as of June 30, 2020 and 2019 were \$5,638,100 and \$11,447,112, respectively, which represent unexpended proceeds for the College's Master Plan projects and funds held to pay debt service, and are included in restricted cash on the statement of cash flows. Scheduled aggregate principal payments on bonds payable are as follows:

<b>Fiscal Years</b>	<b>Principal Amount</b>
2021	\$ 7,565,223
2022	7,941,360
2023	8,309,717
2024	7,484,775
2025	7,838,208
Thereafter	124,756,559
	<u>\$ 163,895,842</u>

In the event that the College receives notice of any optional tender on its Series 2008A and 2008B variable-rate bonds, or if these bonds become subject to mandatory tender, the purchase price of the bonds will be paid from the remarketing of such bonds. However, if the remarketing proceeds are insufficient, the College will be obligated to purchase the bonds tendered and has secured a standby letter-of-credit for an amount up to an aggregate of \$44,345,000. The repayment schedule under the letter-of-credit commences on the 90th day subsequent to the borrowing and requires 6 equal semi-annual payments. The amounts noted above in the schedule of maturities would be adjusted if the maximum amount of the letter of credit were utilized. In October of 2016, the College replaced the previous standby letter-of-credit with a new financial institution and the remarketed bonds. The letter-of-credit expires on October 15, 2021.

Drawings on the letter of credit for bonds tendered that are not remarketed are payable in 6 equal, semi-annual principal installments over a period ending no later than the letter of credit expiration date, which may be extended from time to time. Based on the existing repayment and maturity terms of the underlying letters of credit, the maximum principal payments under the variable-rate bonds related letters of credit, given 6 semi-annual payments, would be as follows: \$19,717,000 in fiscal year 2021, \$19,943,000 in fiscal year 2022, \$20,181,000 in fiscal 2023, \$4,430,000 in fiscal 2024; \$4,633,000 in fiscal 2025 and \$94,992,000 thereafter.

Interest expense, net of capitalized interest, was \$7,085,412 and \$4,985,265 for the years ended June 30, 2020 and 2019, respectively.

**7. Interest Rate Swaps**

The College has two interest rate swap agreements with financial institution counterparties. The purpose of the agreements is to effectively convert the variable rates on both the MDFA, Series 2008A and Series 2008B Revenue Bonds to fixed rates of 4.089% and 6.175% respectively. The swap agreements expire at the maturity of each bond and the notional principal amount will decrease as the bonds mature.

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Interest rate swaps are valued using both observable and unobservable inputs, such as quotations received from the counterparty, dealers or brokers, whenever available and considered reliable. In instances where models are used, the value of the interest rate swap depends upon the contractual terms of, and specific risks inherent in the instrument, as well as the availability and reliability of observable inputs. Such inputs include market prices for reference securities, yield curves, credit curves, measures of volatility, prepayment rates, assumptions for nonperformance risk, and correlations of such inputs. Certain of the interest rate swap arrangements have inputs which can generally be corroborated by market data and are therefore classified within Level 2.

Although these financial instruments involve counterparty credit exposure, the counterparties for the agreements are major financial institutions that meet the College's criteria for financial stability and creditworthiness at June 30, 2020. The College entered into these agreements to manage the cash flows attributable to interest payments and does not use such instruments for speculative purposes.

The swap agreements' fair value and changes therein, are reported in the consolidated financial statements. The fair value of the swap agreements represent the estimated cost to the College to cancel the agreement as of the reporting date, and is based on option pricing models that consider risks and other market factors. If the valuation of the swap agreements exceeds certain thresholds, the College is required to post collateral for the amount of the excess. At June 30, 2020 and 2019, no collateral was required to be posted.

The following tables summarize the College's derivative activity as presented in the consolidated financial statements as of June 30:

<b>Derivatives not designated as hedging instruments</b>	<b>Consolidated Statements of Position Location</b>	<b>Fair Value of Derivatives</b>	
		<b>2020</b>	<b>2019</b>
Interest rate swap contracts	Interest rate swap liability	\$ 12,752,576	\$ 10,677,136
<b>Derivatives not designated as hedging instruments</b>	<b>Consolidated Statements of Position Location</b>	<b>Fair Value of Derivatives</b>	
		<b>2020</b>	<b>2019</b>
Interest rate swap contracts	Unrealized (losses) gains on interest rate swap agreements	\$ (2,075,440)	\$ (1,702,282)
	Less: Operating expenses	<u>(1,672,976)</u>	<u>(1,457,684)</u>
	Net impact	<u>\$ (3,748,416)</u>	<u>\$ (3,159,966)</u>

Activity reflected in operating expenses is monthly swap payments to counterparties. The payments are allocated across each operating expense line item.

Interest rate swap contracts open at June 30, 2020 and 2019 accounted for all swap activity for the year.

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**8. Net Assets Released From Restrictions**

Net assets released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of events specified by the donors were as follows for the years ended June 30:

	<b>2020</b>	<b>2019</b>
Capital construction and maintenance	\$ 1,872,655	\$ 3,183,755
Instruction and academic support	8,859,377	6,137,852
Scholarships and fellowships	6,836,296	6,325,333
Other	4,022,981	4,980,339
	<u>\$ 21,591,309</u>	<u>\$ 20,627,279</u>

**9. Fund-Raising and Alumni Relations Expenses**

Fund-raising and alumni relations expenses, which are included in institutional support expenses were as follows for the years ended June 30:

	<b>2020</b>	<b>2019</b>
Fund-raising	\$ 9,220,037	\$ 10,042,626
Alumni relations	3,868,637	2,053,543
	<u>\$ 13,088,674</u>	<u>\$ 12,096,169</u>

In addition to the direct fundraising costs shown above, bad debt expense for the uncollectible pledges was \$1,108,296 and \$747,075 for the years ended June 30, 2020 and 2019, respectively.

**10. Retirement Plans**

**Defined Contribution Plan**

The College has a defined contribution retirement plan for eligible full-time academic, administrative and service personnel. This plan is designed in accordance with the provisions of section 403(b) of the Internal Revenue Code. The College's expense under this plan was \$8,150,029 and \$7,905,499 as of June 30, 2020 and 2019, respectively. The College has no liability for benefits paid under this plan.

**Deferred Compensation Plan**

The College has a deferred compensation plan for a select group of management which is designed in accordance with the provisions of Section 457 of the Internal Revenue Code. This plan allows participants to defer a portion of their compensation until after employment termination. This plan does not currently provide for any employer matching of amounts deferred by employees. Deferred amounts are invested with a third-party administrator and included in prepaid expenses and other assets of the College. A corresponding liability is recorded in accounts payable and accrued expenses reflecting the College's obligation to the employees. The total amount of deferred compensation included in the assets and liabilities of the College was \$1,581,059 and \$1,466,354 as of June 30, 2020 and 2019, respectively.

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**11. Loans Receivable and Credit Loss Disclosures**

Loans receivable are the result of loans to students of funds advanced to the College by the U.S. government under the Federal Perkins Loan Program. Under federal law, the authority for the College to make new Federal Perkins Loans to graduate and undergraduate students expired on September 30, 2016 and 2017, respectively, and final disbursements were permitted through June 30, 2018. As such, students are no longer eligible to receive these loans. The College continues to service the outstanding loans and the federal government's portion of these student loans at June 30, 2020 and 2019 was \$1,748,920 and \$2,294,913, respectively. Loans receivable under the Program are subject to significant restrictions. Accordingly, it is not practicable to determine the fair value of such amounts.

The College records an allowance for doubtful accounts (credit losses) for the following loans receivable:

	June 30, 2020		June 30, 2019	
	Receivable Balance	Related Allowance	Receivable Balance	Related Allowance
Perkins loans	\$ 1,447,983	\$ (37,105)	\$ 1,874,464	\$ (41,000)
Other student loans	<u>1,191,749</u>	<u>(810,000)</u>	<u>1,204,894</u>	<u>(810,000)</u>
	<u>\$ 2,639,732</u>	<u>\$ (847,105)</u>	<u>\$ 3,079,358</u>	<u>\$ (851,000)</u>

The College's Perkins Loan receivable represents the amounts due from current and former students under the Federal Perkins Loan program. The loans disbursed under the Federal Perkins Loan Program are able to be assigned to the Federal Government in certain nonpayment situations. In these situations, the Federal portion of the loan balance is guaranteed.

Management performs on-going reviews to assess the adequacy of the allowance for credit losses. This includes evaluating the student loan portfolio, including economic risks associated with each loan category, the financial condition of specific borrowers, the economic environment in which borrowers operate, and the level of delinquent loans. Also included in the evaluation is a detailed review of the aging of student loans and a review of the default rate by loan category in comparison to prior years.

In accordance with the College's policy, the loan allowance is adjusted at the end of each fiscal year based on a review of loan balances delinquent in excess of 120 days and/or currently in collections.

Changes in the allowance for credit losses for the year ended June 30, 2020 were as follows:

	Perkin Loans	Other Student Loans
<b>Beginning Balances June 30, 2019</b>	\$ (41,000)	\$ (810,000)
Provisions for credit losses	3,895	
Net charge-offs		
Recoveries		
<b>Ending Balances June 30, 2020</b>	<u>\$ (37,105)</u>	<u>\$ (810,000)</u>

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

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Management considers the allowance for credit losses at June 30, 2020 to be prudent and reasonable.

**12. Lease Commitments**

The College leases certain equipment, computers and facilities under operating leases expiring at various dates. The College is committed to minimum annual rent payments under these operating leases as follows:

<b>Fiscal Years</b>	
2021	\$ 2,400,728
2022	1,559,590
2023	732,403
2024	694,196
2025	530,875
Thereafter	832,796

Expenses incurred on leased computers, facilities and equipment amounted to \$3,270,962 and \$3,634,974 for the years ended June 30, 2020 and 2019, respectively.

Under operating lease agreements, the College rents to third parties certain athletic facilities known as The Wellesley Center and a 59 acre parcel of land located in Needham in which the tenant operates a senior living facility. The total of future minimum payments to be received by the College under the noncancelable component of these leases are as follows:

<b>Fiscal Years</b>	
2021	\$ 3,043,115
2022	1,361,168
2023	1,361,168
2024	1,361,168
2025	1,361,168
Thereafter	5,324,360

Rental income for building leases amounted to \$2,563,463 and \$2,889,745 for the years ended June 30, 2020 and 2019, respectively.

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

**13. Functional Expenses**

The financial statements report certain categories of expenses that are attributable to one or more program or supporting functions of the College. Expenses reported by functional categories include allocations of costs for operation and maintenance of plant, interest on indebtedness and depreciation and amortization expense. The College allocates costs among the program and support functions by the amount of building space utilized based on square footage. Plant operations and maintenance related expenditures allocated across functional expense classifications amounted to \$16,161,522 and \$17,755,878 as of June 30, 2020 and 2019, respectively. General and Administrative expenses, along with Fundraising expenses (Note 9), are the components in the Institutional Support functional expense classification. Operating and nonoperating expenses by functional and natural classification were as follows for the years ended June 30:

	<b>2020</b>			
	<b>Academic &amp; Student Services</b>	<b>Auxiliary Activities</b>	<b>Institutional Support</b>	<b>Total Expenses</b>
Salaries and wages	\$ 72,801,273	\$ 6,134,202	\$ 21,181,264	\$ 100,116,739
Benefits	19,210,404	1,642,978	5,714,484	26,567,866
Depreciation	6,631,714	10,677,344	882,987	18,192,045
Interest	2,582,910	4,158,597	343,905	7,085,412
Supplies, services, and other	27,641,229	17,844,146	12,447,509	57,932,884
	<u>\$ 128,867,530</u>	<u>\$ 40,457,267</u>	<u>\$ 40,570,149</u>	<u>\$ 209,894,946</u>

  

	<b>2019</b>			
	<b>Academic &amp; Student Services</b>	<b>Auxiliary Activities</b>	<b>Institutional Support</b>	<b>Total Expenses</b>
Salaries and wages	\$ 73,331,716	\$ 6,031,571	\$ 19,806,579	\$ 99,169,866
Benefits	18,943,066	1,549,048	5,758,102	26,250,216
Depreciation	5,004,019	9,414,695	776,826	15,195,540
Interest	1,643,971	3,086,083	255,211	4,985,265
Supplies, services, and other	34,599,026	24,045,677	12,835,223	71,479,926
	<u>\$ 133,521,798</u>	<u>\$ 44,127,074</u>	<u>\$ 39,431,941</u>	<u>\$ 217,080,813</u>

**14. Commitments**

At June 30, 2020, the College had approximately \$7 million in contractual commitments on capital projects involving construction and renovation of certain facilities, equipment purchases, and land improvements. The College also has unfunded commitments with limited partnerships of \$57,033,845. (Note 4). It is expected that the resources to satisfy these commitments will come from bond proceeds, anticipated gifts, unexpended plant funds, and unrestricted funds.

From time to time, various claims and suits generally incident to the conduct of normal business are pending or may rise against the College. In the opinion of counsel and management of the College, losses, if any, from the resolution of pending litigation should not have a material effect on the College's financial position or results of operations.

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

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**15. Babson College Endowment Funds and Net Assets**

Net assets are categorized as without donor restrictions and with donor restrictions. Net assets without donor restrictions are derived from gifts and other institutional resources that are not subject to explicit donor-imposed restrictions. This category also includes income and gains on these funds. Included in the total is the net investment in plant and equipment. Certain net assets classified as without donor restrictions for external reporting purposes are board-designated for specific purposes or uses under the internal operating budget practices of the College. Net assets with donor restrictions are generally established by donors in support of various programs and initiatives of the College, often for specific purposes such as professorships, research, faculty support, scholarships and fellowships, athletics, building construction, and other specific purposes. This category includes gifts, pledges, and income and gains that can be expended but for which restrictions have not yet been met. Such restrictions include purpose restrictions and time restrictions imposed by donors or implied by the nature of the gift, or by the interpretations of law. Donor restrictions are normally released upon the passage of time or the incurrence of expenditures that fulfill the donor-specified purpose. Certain donor restrictions are perpetual in nature and may include gifts and pledges that are required to be permanently retained.

The components of net assets with donor restriction and by purpose at June 30, 2020 and 2019 were as follows:

	<b>2020</b>	<b>2019</b>
<b>Donor stipulations</b>		
Capital construction and maintenance	\$ 28,994,952	\$ 27,478,429
Instruction and academic support	148,544,976	127,667,821
Scholarships and fellowships	90,581,199	86,950,277
Other	74,186,438	62,752,822
Annuity	64,548	370,782
	<u>342,372,113</u>	<u>305,220,131</u>
Contributions receivable, net (Note 3)	<u>53,123,360</u>	<u>47,199,860</u>
	<u>\$ 395,495,473</u>	<u>\$ 352,419,991</u>

The College's endowment consists of over 260 individual funds which have been established over time for various purposes, including scholarships, chairs and professorships, facilities, athletics and other educational services. The College's endowment consists of both donor-restricted funds as well as board-designated endowment funds. The classification of funds is based on the existence or absence of donor-imposed restrictions.

The Board has interpreted the Uniform Prudent Management of Institutional Funds Act ("UPMIFA") as requiring the preservation of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the College retains in perpetuity: (a) the original value of gifts donated to the permanent endowment and (b) the original value of subsequent gifts to the permanent endowment fund. Donor restricted amounts not retained in perpetuity are subject to appropriation for expenditure by the College in a manner consistent with the standard of prudence prescribed by UPMIFA.

# **Babson College**

## **Notes to Consolidated Financial Statements**

### **June 30, 2020 and 2019**

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In accordance with UPMIFA, the College considers the following factors in making a determination to appropriate endowment funds:

- (1) The duration and preservation of the fund;
- (2) The purposes of the College and the donor-restricted endowment fund;
- (3) General economic conditions;
- (4) The possible effect of inflation and deflation;
- (5) The expected total return from income and the appreciation of investments;
- (6) Other resources of the College; and
- (7) The investment policies of the College.

#### **Underwater Endowment Funds**

Periodically, the fair value of individual endowment funds may fall below the original gift amount "corpus". These deficiencies may be the result of significant market fluctuations in conjunction with prudent appropriations against the funds. When donor-restricted endowment fund deficits exist, they are classified as a reduction of donor-restricted net assets. If an individual endowment fund does not have sufficient earnings within a particular year to support the annual spending draw based upon the approved spending rate, either (a) no payment will be made, or (b) a reduced payment will be made based upon the amount of actual returns. It is the College's policy to not spend from underwater endowments funds.

As of June 30, 2020, there was one endowment fund that was underwater. The balance fell below the corpus by \$100. In 2019, there were no endowment funds that were deemed underwater, where the fair value had declined below the corpus.

#### **Return Objectives and Strategies for Achieving Objectives**

The College has approved and adopted investment and endowment spending policies with the expectation of capital preservation of principal over time, while at the same time providing a dependable source of income for current operations and programs. The College relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). Total return with prudent investment management is the primary goal.

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

**Endowment Net Asset Composition**

Endowment net asset composition by type of funds are as follows for the years ended June 30, 2020 and 2019, respectively:

	<b>Fiscal Year 2020</b>		
	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Board-designated endowment funds			
Board designated unrestricted purposes	\$ 73,147,380	\$ -	\$ 73,147,380
Board designated for Master Plan projects	24,473,123	-	24,473,123
Board designated for scholarships	5,563,039	-	5,563,039
Board designated for Babson Global	7,021,993	-	7,021,993
Total Board-designated endowment funds	<u>110,205,535</u>	<u>-</u>	<u>110,205,535</u>
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor		155,822,179	155,822,179
Accumulated investment gains	59,369,075	162,280,134	221,649,209
Total Donor-restricted endowment funds	<u>59,369,075</u>	<u>318,102,313</u>	<u>377,471,388</u>
Total endowment funds	<u>\$ 169,574,610</u>	<u>\$ 318,102,313</u>	<u>\$ 487,676,923</u>
	<b>Fiscal Year 2019</b>		
	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
Board-designated endowment funds			
Board designated unrestricted purposes	\$ 74,516,825	\$ -	\$ 74,516,825
Board designated for Master Plan projects	34,473,123	-	34,473,123
Board designated for scholarships	5,518,238	-	5,518,238
Board designated for Babson Global	4,959,025	-	4,959,025
Total Board-designated endowment funds	<u>119,467,211</u>	<u>-</u>	<u>119,467,211</u>
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor	-	137,268,711	137,268,711
Accumulated investment gains	54,503,177	148,084,513	202,587,690
Total Donor-restricted endowment funds	<u>54,503,177</u>	<u>285,353,224</u>	<u>339,856,401</u>
Total endowment funds	<u>\$ 173,970,388</u>	<u>\$ 285,353,224</u>	<u>\$ 459,323,612</u>



# Babson College

## Notes to Consolidated Financial Statements

### June 30, 2020 and 2019

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#### 16. Babson Global Activities

In 2014, Babson Global, a wholly owned subsidiary of Babson College, entered into a Technical Academic Services Agreement and a Name and Intellectual Property (IP) Agreement with Lockheed Martin Corporation and EMAAR, The Economic City, to work together in furtherance of the establishment, development and operation of an institution of higher education in the King Abdullah Economic City in the Kingdom of Saudi Arabia focusing on entrepreneurship (the “New College”). These agreements will result in Babson Global receiving approximately \$52.2 million over a period of time beginning in 2014 and for ten years after the opening date of the school on September 10, 2017, for the use of Babson IP, Academic Development Services, and Technical Academic Services. In addition, there was a gift agreement entered into between Babson Global and Lockheed Martin totaling \$20 million to establish a Center for Entrepreneurial Leadership in the Kingdom of Saudi Arabia.

On July 1, 2018, the College adopted ASC 606 and as a result, transitioned to a percentage of completion revenue recognition model. The impact of adoption of ASC 606 to Babson Global was not significant. Under the Technical Academic Services Agreement, management identified specific performance obligations that make up the related transaction price. The level of effort the College puts forth each year to deliver the identified performance obligations can vary based upon the needs of the New College. As a result, the College does not have a reliable method of estimating progress based on outputs and it was determined that the most reliable method of estimating progress would be using a cost-to-cost input revenue recognition model. This model is based on measuring the College’s percentage of completion under the contract based on actual costs incurred to date divided by estimated costs expected to be incurred over the term of the Technical Academic Services Agreement. The College excludes costs that are not related to the completion of performance obligations under this arrangement, such as administrative tasks associated with operating Babson Global. Revenue under the IP agreement will continue to be recognized on a straight-line basis. Total programmatic revenues associated with Babson Global amounted to \$4.2M and \$4.3M as of June 30, 2020 and 2019, respectively.

Babson Global has invested a total of \$6,500,000 with the College’s endowment funds. These funds are board-designated and are considered unrestricted in nature. Funds will be held by the College on behalf of Babson Global in accordance with its policies and procedures governing the investment, management and distribution of endowment and other funds. The agreement may be terminated by a party if other parties fail to perform their obligations under the contract.

#### 17. Liquidity and Availability

The College regularly monitors liquidity to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. The College has various sources of liquidity at its disposal, including cash and cash equivalents and marketable debt and equity securities.

For purposes of analyzing resources available to meet general expenditures over a 12 month period, the College considers all expenditures related to its ongoing activities of teaching as well as the conduct of services undertaken to support those activities to be general expenditures. Student loans receivable are not included in the analysis as principal and interest on these loans are used solely to make new loans and are therefore, not available to meet current operating needs.

**Babson College**  
**Notes to Consolidated Financial Statements**  
**June 30, 2020 and 2019**

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In addition to the financial assets available to meet general expenditures over the next 12 months, the College operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures that are not covered by donor designated resources.

Endowment funds consist of donor-restricted endowments and board-designated endowments. Income from donor-restricted endowments that is restricted for specific purposes is not available for general expenditure. As described in Note 2, the College's board designated endowment is subject to an annual spending rate of up to 5% of the previous 20 quarter average market value of the Endowment Fund as of June 30 of the preceding year, plus additional spending for endowment management, excluding amounts internally designated for use in Master Plan projects. Although the Board does not intend to spend from this board-designated endowment (other than amounts appropriated per the Board's annual spending rate approval), these amounts could be made available if necessary.

As of June 30, 2020 the following table depicts the amount of financial assets that could be made readily available within one year of the balance sheet date to meet general expenditures:

	<b>2020</b>
Total assets at year end	\$ 872,189,314
Less:	
Accounts and loans receivable due in more than one year	(1,434,102)
Pledges receivable due in more than one year	(52,603,966)
Donor-restricted endowment funds	(318,102,313)
Board-designated endowment funds	(169,574,610)
Prepaid expenses and other assets	(3,326,082)
Bond deposits with trustee	(5,638,100)
Working Capital Investments	(4,160,359)
Endowment spending allocation for fiscal year 2021	16,753,637
Land, buildings, equipment and software, net	<u>(274,185,292)</u>
	<u>\$ 59,918,127</u>

The College also maintains a secured line of credit of \$5 million with a financial institution which was not drawn on at June 30, 2020 or 2019.

In addition, in June 2020, the College obtained an unsecured line of credit of \$20M with a financial institution to support working capital and general needs of the College. The line of credit was not drawn on at June 30, 2020.

Although the College does not intend to spend from its board-designated endowment funds other than the amount appropriated for expenditure in conjunction with its annual budget approval process, amounts from its board-designated endowment could be made readily available if necessary.

**18. Subsequent Events**

Subsequent events have been evaluated through October 15, 2020, the date the consolidated financial statements were issued. The College has concluded that no other material events have occurred that are not accounted for in the accompanying consolidated financial statements or disclosed in the accompanying notes.

## **Schedule of Expenditures of Federal Awards**

**Babson College**  
**Schedule of Expenditures of Federal Awards**  
**Year Ended June 30, 2020**

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Federal Grantor/ Pass Through Grantor/ Program or Cluster Title	Federal CFDA Number	Pass-Through Entity Identification Number	Federal Expenditures
<b>Student Financial Assistance Cluster</b>			
<b>U.S. Department of Education</b>			
Federal Work-Study Program	84.033		\$ 350,000
Federal Pell Grant Program	84.063		1,587,964
Federal Supplemental Educational Opportunity Grants	84.007		213,720
Federal Perkins Loan (Note 2)			-
Outstanding Loans as of July 1, 2019	84.038		1,850,930
New loans issued during 2020	84.038		-
Administrative Cost Allowance	84.038		-
Federal Direct Student Loans (Note 2)	84.033		11,717,017
Total U.S. Department of Education	84.268		<u>15,719,631</u>
Total Student Financial Assistance Cluster			<u>15,719,631</u>
<b>Research &amp; Development Cluster</b>			
NSF Geosciences	47.050		<u>14,147</u>
Total Research & Development Cluster			<u>14,147</u>
<b>Other Programs</b>			
U.S. Department of Education			
COVID-19 - Education Stabilization Fund - Student Portion	84.425E		<u>23,133</u>
Total Other Programs			<u>23,133</u>
Total Expenditures of Federal Awards			<u>\$ 15,756,911</u>

The accompanying notes are an integral part of this schedule.

**Babson College**  
**Notes to Schedule of Expenditures of Federal Awards**  
**Year Ended June 30, 2020**

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**19. Basis of Presentation**

The accompanying Schedule of Expenditures of Federal Awards (the "Schedule") summarizes the expenditures of Babson College (the "College") under programs of the federal government for the year ended June 30, 2020. The information presented in the Schedule is presented on the accrual basis of accounting, which is in accordance with the Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only the federal award activity of the College, it is not intended to and does not present the financial position, changes in net assets and cash flows of the College. CFDA numbers and pass-through numbers are provided when available. The College does not charge indirect costs to their federal awards and as such, the 10% de minimis cost rate, as described in Section 200.414 of the Uniform Guidance, is not applicable to the College. Additionally, the College did not pass through any federal funds to subrecipients for the year ended June 30, 2020 and thus this information is not applicable to the Schedule.

**20. Federal Student Loan Programs**

The administration of the Perkins Loan Program (CFDA #84.038) is the responsibility of the College and the balances and transactions relating to this program are included in the College's consolidated financial statements. The amount of Federal Perkins loans outstanding at June 30, 2020 is \$1,421,718. Loans outstanding at the beginning of the year are included in the federal expenditures presented in the Schedule and there were no new loans made as the Perkins program has ended.

The Stafford and PLUS Loan programs are administered by outside financial institutions and balances and transactions relating to these programs are not included in the College's consolidated financial statements.

Direct loans to students processed during the year ended June 30, 2020 are summarized as follows:

	<b>CFDA</b>	<b>Total</b>
Direct Subsidized Stafford	84.268	\$ 2,474,116
Direct Unsubsidized Stafford	84.268	5,790,240
Direct Parent Plus	84.268	2,348,194
Direct Grad Plus	84.268	<u>1,104,467</u>
Total Federal Direct Student Loans		<u>\$ 11,717,017</u>

## **Part II**

### **Reports on Internal Control and Compliance**



**Report of Independent Auditors on Internal Control Over Financial Reporting and on Compliance  
and Other Matters Based on an Audit of Financial Statements Performed in Accordance with  
Government Auditing Standards**

To the Board of Trustees of  
Babson College:

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States, the consolidated financial statements of Babson College (the "College") and its subsidiary, which comprise the consolidated statement of financial position as of June 30, 2020, and the related consolidated statements of activities and of cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated October 15, 2020.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the College's internal control over financial reporting ("internal control") as a basis for designing the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the College's internal control. Accordingly, we do not express an opinion on the effectiveness of the College'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. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

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



***Compliance and Other Matters***

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

**Purpose of this Report**

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

A handwritten signature in black ink that reads "PricewaterhouseCoopers LLP". The signature is written in a cursive, flowing style.

Boston, Massachusetts  
October 15, 2020



**Report of Independent Auditors on Compliance with Requirements  
That Could Have a Direct and Material Effect on Each Major Program and on Internal Control Over  
Compliance in Accordance with the Uniform Guidance**

To the Board of Trustees of  
Babson College:

**Report on Compliance for Each Major Federal Program**

We have audited Babson College's (the "College") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of the College's major federal programs for the year ended June 30, 2020. The College's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

***Management's Responsibility***

Management is responsible for compliance with federal statutes, regulations and the terms and conditions of its federal awards applicable to its federal programs.

***Auditors' Responsibility***

Our responsibility is to express an opinion on compliance for each of the College's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the College's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of the College's compliance.



### ***Opinion on Each Major Federal Program***

In our opinion, the College complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2020.

### ***Other Matters***

As indicated in Part I to the accompanying Schedule of Findings and Questioned Costs, we have audited the Student Financial Assistance cluster as a major program. Also, as indicated in the first paragraph of this report, we performed our audit of compliance using the compliance requirements contained in the OMB Compliance Supplement, including those contained in Part V 5.3, Compliance Requirement N, Special Tests and Provisions, Section 10 “Gramm-Leach-Bliley Act-Student Information Security.” This section includes three suggested audit procedures with respect to verification that the institution (1) designated an individual to coordinate the information security program, (2) performed a risk assessment that addresses the three required areas in 16 CFR 314.4(b), and (3) documented a safeguard for each risk identified. Our procedures in relation to these three items were limited to inquiry of and obtaining written representation from management and obtaining and reading management’s documentation related to these three items. Our procedures did not include an analysis of the adequacy or completeness of the risk assessment performed or the safeguards for each risk identified by management.

### ***Report on Internal Control Over Compliance***

Management of the College is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the College’s internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the College’s internal control over compliance.

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



compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

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

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

A handwritten signature in black ink that reads "PricewaterhouseCoopers LLP". The signature is written in a cursive, flowing style.

Boston, Massachusetts  
October 15, 2020

### **Part III**

## **Audit Findings and Questioned Costs**

**Babson College**  
**Schedule of Findings and Questioned Costs**  
**Year Ended June 30, 2020**

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**I. Summary of Auditor's Results**

**Financial statements**

Type of audit report issued Unmodified opinion

Internal control over financial reporting:

- Material weaknesses identified? No
- Significant deficiency(ies) identified that are not considered to be material weaknesses? None reported
- Noncompliance which is material to the financial statements noted? No

**Federal awards**

Internal control over major programs:

- Material weaknesses identified? No
- Significant deficiency(ies) identified that are not considered to be material weaknesses? None reported

Type of auditor's report issued on compliance for student financial assistance programs: Unmodified opinion

Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)? No

**Identification of major programs**

<b>CFDA Number</b>	<b>Name of Federal Program or Cluster</b>
Various	Student Financial Assistance Cluster
Dollar threshold to distinguish between Type A and Type B programs	\$750,000
Auditee qualifies as a low-risk auditee?	Yes

**II. Financial Statement Findings**

None noted.

**III. Findings and Questioned Costs for Federal Awards**

None noted.

# Babson College

## Summary of Status of Prior Audit Findings

### Year Ended June 30, 2020

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#### **2019-001 - E-Sign Act**

**Cluster:** Student Financial Assistance

**Grantor:** Department of Education

**Award Name:** Federal Work Study Program, Federal Pell Grant Program, Federal Supplemental Educational Opportunity Grants, Federal Perkins Loan, Federal Direct Student Loans

**Award Year:** FY2019

**CFDA Numbers:** 84.033, 84.063, 84.007, 84.038, 84.268

The Electronic Signatures in Global and National Commerce Act (“E -Sign Act”) states that a school must obtain a student’s voluntary consent to participate in electronic transactions.

Through PwC’s testing of 25 student records, it was noted that the College requires each student annually agree to certain terms and conditions before they accept federal student assistance, however, a statement prompting the student to voluntarily consent to participate in electronic transactions was not included in the list of terms and conditions prior to August 2019.

PwC recommended the College add a statement that the student voluntarily consents to participating in electronic transactions to the list of terms and conditions annually agreed to by students receiving federal student financial assistance.

#### **Status Update**

We completed our corrective action as planned in August 2019 for fiscal year 2020:

- (1) The Informational Technology Services Department implemented updates within the Babson Portal so that students are prompted to consent to electronic transactions when the student logs-in to the system for the first time.
- (2) Currently enrolled students were prompted to consent to electronic transactions when they logged-in to the Babson Portal for the first time during the fall 2019 semester.