

**Perkins School for the Blind**  
**Consolidated Financial Statements**  
**June 30, 2014 and 2013**

# Perkins School for the Blind

## Index

June 30, 2014 and 2013

---

	<b>Page(s)</b>
<b>Independent Auditor's Report</b> .....	2
<b>Consolidated Financial Statements</b>	
Statements of Financial Position.....	3
Statements of Activities and Changes in Net Assets.....	4-5
Statements of Cash Flows .....	6
Notes to the Consolidated Financial Statements .....	7-24
<b>Additional Information</b>	
Consolidated Statement of Functional Expenses.....	25



## Independent Auditor's Report

To the Board of Trustees of  
Perkins School for the Blind

We have audited the accompanying consolidated financial statements of Perkins School for the Blind and its subsidiaries (the "School"), which comprise the consolidated statements of financial position as of June 30, 2014 and 2013, and the related consolidated statements of activities and changes in net assets and of cash flows for the years then ended.

### ***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.

### ***Auditor's 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. 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 School'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 School'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 financial position of the School and its subsidiaries at June 30, 2014 and 2013, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### ***Other Matter***

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying consolidated statement of functional expenses is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and has not been subject to the audit procedures applied in the audit of the consolidated financial statements and, accordingly, we do not express an opinion on it.

*PricewaterhouseCoopers LLP*

October 30, 2014

**Perkins School for the Blind**  
**Consolidated Statements of Financial Position**  
**June 30, 2014 and 2013**

	2014	2013
<b>Assets</b>		
Cash	\$ 3,268,271	\$ 2,514,926
Accounts receivable, net of reserve of \$430,577 and \$459,723 for 2014 and 2013, respectively	4,885,383	5,776,593
Interest and dividends receivable	75	76
Grants receivable	1,176,688	1,504,108
Pledges receivable, net (Note 2)	3,618,759	6,099,119
Other assets	1,441,062	1,334,482
Inventory, net (Note 3)	4,584,337	4,982,112
Investments, at market (Note 4)	278,664,249	249,084,292
Assets held by outside trusts (Note 4, 6)	12,260,632	10,755,044
Land, buildings and equipment, net (Note 7)	72,071,198	72,167,027
Total assets	<u>\$ 381,970,654</u>	<u>\$ 354,217,779</u>
<b>Liabilities and Net Assets</b>		
Accounts payable	\$ 1,713,758	\$ 2,043,071
Accrued payroll and other liabilities	5,197,190	5,892,178
Other long-term liability	669,182	848,180
Short-term note and bond payable (Notes 10 and 11)	549,391	11,036,856
Long-term note and bond payable (Note 11)	27,948,478	29,905,948
Asset retirement obligation	1,547,743	1,477,803
Total liabilities	<u>37,625,742</u>	<u>51,204,036</u>
Commitments and contingencies (Note 12)		
Unrestricted net assets		
Undesignated	147,228,996	132,688,083
Net investment in plant	43,573,329	41,224,223
	<u>190,802,325</u>	<u>173,912,306</u>
Temporarily restricted net assets		
Designated for special purposes	79,082,382	66,545,456
Assets held by outside trusts	558,535	567,449
	<u>79,640,917</u>	<u>67,112,905</u>
Permanently restricted net assets		
Assets held by the School	62,199,573	51,800,937
Assets held by outside trusts	11,702,097	10,187,595
	<u>73,901,670</u>	<u>61,988,532</u>
Total net assets	<u>344,344,912</u>	<u>303,013,743</u>
Total liabilities and net assets	<u>\$ 381,970,654</u>	<u>\$ 354,217,779</u>

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

**Perkins School for the Blind**  
**Consolidated Statements of Activities and Changes in Net Assets**  
**Years Ended June 30, 2014 and 2013**

	Unrestricted	Temporarily Restricted	Permanently Restricted	2014 Total	2013 Total
<b>Operating</b>					
Revenues and other support					
Tuition	\$ 32,522,391	\$ -	\$ -	\$ 32,522,391	\$ 32,381,741
Income from outside trusts	380,616	-	-	380,616	358,451
Library services	2,672,568	-	-	2,672,568	2,613,512
Private grants	3,529,928	-	-	3,529,928	2,835,407
Government grants	2,710,334	-	-	2,710,334	2,147,976
Annual donations	3,414,115	2,377,943	-	5,792,058	5,435,779
Sale of materials for the blind	11,822,808	-	-	11,822,808	8,571,871
Other governmental revenues	2,604,726	-	-	2,604,726	2,890,350
Other private revenues	1,122,406	-	-	1,122,406	1,044,040
Total operating revenues	60,779,892	2,377,943	-	63,157,835	58,279,127
Nonoperating assets transferred for operations	-	9,568,240	-	9,568,240	9,441,191
Net assets released and reclassified from restrictions	9,568,240	(9,568,240)	-	-	-
Total operating revenues and other support	70,348,132	2,377,943	-	72,726,075	67,720,318
<b>Expenses</b>					
Administration (Note 11)	8,802,957	-	-	8,802,957	8,015,902
Development	4,204,750	-	-	4,204,750	3,966,703
Total educational programs	38,746,193	-	-	38,746,193	38,233,528
Supporting services	24,236,643	-	-	24,236,643	20,422,765
Total operating expenses	75,990,543	-	-	75,990,543	70,638,898
Change in net (deficit) assets from operating activities	(5,642,411)	2,377,943	-	(3,264,468)	(2,918,580)
<b>Nonoperating</b>					
Net investment income	1,799,504	532,839	30,237	2,362,580	1,762,476
Gifts and legacies	1,343,156	-	10,706,892	12,050,048	3,985,683
Realized investment gains	6,438,934	6,316,765	162,029	12,917,728	3,827,442
Unrealized investment gains	12,873,380	12,801,487	14,205	25,689,072	22,446,419
Change in value of split interest	77,456	67,218	999,775	1,144,449	380,135
Other nonoperating revenue	-	-	-	-	2,064,000
Nonoperating assets used for operations	-	(9,568,240)	-	(9,568,240)	(9,441,191)
Change in net assets from nonoperating activities	22,532,430	10,150,069	11,913,138	44,595,637	25,024,964
Total change in net assets	16,890,019	12,528,012	11,913,138	41,331,169	22,106,384
<b>Net assets</b>					
Beginning of year	173,912,306	67,112,905	61,988,532	303,013,743	280,907,359
End of year	\$ 190,802,325	\$ 79,640,917	\$ 73,901,670	\$ 344,344,912	\$ 303,013,743

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

**Perkins School for the Blind**  
**Statement of Activities and Changes in Net Assets**  
**Year Ended June 30, 2013**

	Unrestricted	Temporarily Restricted	Permanently Restricted	2013 Total
<b>Operating</b>				
Revenues and other support				
Tuition	\$ 32,381,741	\$ -	\$ -	\$ 32,381,741
Income from outside trusts	358,451	-	-	358,451
Library services	2,613,512	-	-	2,613,512
Private grants	2,835,407	-	-	2,835,407
Government grants	2,147,976	-	-	2,147,976
Annual donations	3,472,447	1,963,332	-	5,435,779
Sale of materials for the blind	8,571,871	-	-	8,571,871
Other governmental revenues	2,890,350	-	-	2,890,350
Other private revenues	1,044,040	-	-	1,044,040
Total operating revenues	56,315,795	1,963,332	-	58,279,127
Nonoperating assets transferred for operations	-	9,441,191	-	9,441,191
Net assets released and reclassified from restrictions	9,292,530	(9,441,191)	148,661	-
Total operating revenues and other support	65,608,325	1,963,332	148,661	67,720,318
<b>Expenses</b>				
Administration (Note 11)	8,015,902	-	-	8,015,902
Development	3,966,703	-	-	3,966,703
Total educational programs	38,233,528	-	-	38,233,528
Supporting services	20,422,765	-	-	20,422,765
Total operating expenses	70,638,898	-	-	70,638,898
Change in net (deficit) assets from operating activities	(5,030,573)	1,963,332	148,661	(2,918,580)
<b>Nonoperating</b>				
Net investment income	1,350,512	389,414	22,550	1,762,476
Gifts and legacies	1,231,427	114,275	2,639,981	3,985,683
Realized investment gains	1,900,337	1,878,615	48,490	3,827,442
Unrealized investment gains	11,164,579	11,270,156	11,684	22,446,419
Change in value of split interest	(134,171)	33,817	480,489	380,135
Other nonoperating revenue	2,064,000	-	-	2,064,000
Nonoperating assets used for operations	-	(9,441,191)	-	(9,441,191)
Change in net assets from nonoperating activities	17,576,684	4,245,086	3,203,194	25,024,964
Total change in net assets	12,546,111	6,208,418	3,351,855	22,106,384
<b>Net assets</b>				
Beginning of year	161,366,195	60,904,487	58,636,677	280,907,359
End of year	\$ 173,912,306	\$ 67,112,905	\$ 61,988,532	\$ 303,013,743

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

**Perkins School for the Blind**  
**Statements of Cash Flows**  
**Years Ended June 30, 2014 and 2013**

	<b>2014</b>	<b>2013</b>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 41,331,169	\$ 22,106,384
Adjustments to reconcile total change in net assets to net cash used by operations		
Depreciation expense	4,842,914	5,329,946
Contributed securities	(32,842)	(73,519)
Contributed property	(650,000)	-
Proceeds restricted for long-term investment	(706,892)	(2,639,981)
Forgiven Conrad N. Hilton Foundation Loan	(10,000,000)	-
Interest and dividends restricted for long-term investment	(30,237)	(22,550)
Realized investment gains	(12,917,728)	(3,827,442)
Unrealized investment gains	(25,689,072)	(22,446,419)
Change in value of outside trusts	(1,505,588)	(884,334)
Change in operating assets and liabilities:		
Accounts receivable	891,210	(44,306)
Interest and dividends receivable	1	2,485
Grants receivable	327,420	(1,356,514)
Pledges receivable	2,480,360	1,615,621
Other assets	(106,580)	(336,785)
Inventory	397,775	1,172,500
Accounts payable	(529,375)	687,339
Asset retirement obligation	69,940	60,544
Accrued payroll and other liabilities	(688,231)	(255,713)
Net cash (used in) operating activities	<u>(2,515,756)</u>	<u>(912,744)</u>
<b>Cash flows from investing activities</b>		
Purchases of land, buildings and equipment	(3,867,448)	(2,089,946)
Proceeds from sales of investments	67,037,985	37,994,758
Purchase of investments	<u>(58,007,875)</u>	<u>(34,062,730)</u>
Net cash provided by investing activities	<u>5,162,662</u>	<u>1,842,082</u>
<b>Cash flows from financing activities</b>		
Contributions restricted for long-term investment	706,892	2,639,981
Interest and dividends restricted for long-term investment	30,237	22,550
Payments to annuitants	(185,755)	(210,089)
Payments of debt	<u>(2,444,935)</u>	<u>(2,581,564)</u>
Net cash (used in) financing activities	<u>(1,893,561)</u>	<u>(129,122)</u>
Net increase in cash	753,345	800,216
<b>Cash</b>		
Beginning of year	<u>2,514,926</u>	<u>1,714,710</u>
End of year	<u>\$ 3,268,271</u>	<u>\$ 2,514,926</u>
<b>Supplemental data</b>		
Net interest paid	\$ 839,136	\$ 1,254,675
Capitalized interest	-	110,875
Total interest paid	839,136	1,365,550
Property and equipment included in accounts payable	264,609	64,547
Contributed securities	32,842	73,519
Contributed property	650,000	-
Forgiven Conrad N. Hilton Foundation Loan	10,000,000	-

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

# Perkins School for the Blind

## Notes to the Consolidated Financial Statements

### June 30, 2014 and 2013

---

#### 1. Significant Accounting Policies

Perkins School for the Blind (the "School") provides educational programs and services to individuals who are blind, deafblind or multi-impaired, and their parents and teachers. These services include the manufacture and distribution of educational products for individuals who are blind, deafblind or multi-impaired. This manufacture and distribution function is an integral part of the School's operations. The School's consolidated financial statements include two separate subsidiaries: The John Milton Society for the Blind and the Kilimanjaro Blind Trust, Inc., refer to Note 13 and 14, respectively.

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

The financial statements have been prepared on the accrual basis of accounting and present net assets and revenues, expenses, and gains and losses based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes in net assets are classified as follows:

##### ***Unrestricted***

Net assets which are not subject to donor-imposed stipulations. Unrestricted net assets may be designated for specific purposes by action of the Board of Trustees.

##### ***Temporarily Restricted***

Net assets whose use is limited by law or donor-imposed stipulations that will either expire with the passage of time or be fulfilled or removed by actions of the School.

##### ***Permanently Restricted***

Reflects the historical amount of gifts (and in certain circumstances, the earnings from those gifts), subject to donor-imposed stipulations, which require the corpus to be invested in perpetuity to produce income for general or specific purposes.

##### **Revenues**

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Realized and unrealized gains and losses on investments are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. It is the School's current policy that realized and unrealized gains and losses, which have been restricted and classified as temporarily restricted net assets, are regarded as endowment. Expirations of temporary restrictions on net assets are classified as "net assets released from restrictions" in the Statement of Activities.

Revenue is recognized in accordance with the provisions of generally accepted accounting principles (GAAP) when the following criteria are met: (1) persuasive evidence of an arrangement exists; (2) delivery has occurred and/or services have been rendered; (3) the seller's price to the buyer is fixed or determinable; (4) ownership has transferred and (5) collectability is reasonably assured. The operating and non-operating revenues on the Statement of Activity meet the criteria.

Nonoperating revenues include gifts and legacies, investment income, and realized and unrealized gains on investments, changes in value of split interests and other nonoperating revenues during the year that are classified as unrestricted, temporarily restricted and permanently restricted. To the extent the restrictions on temporarily restricted gifts, legacies, investment income, and gains are not met within the year, they are classified as temporarily restricted. Subsequently, as the restrictions are met and used for operations, they are reclassified as "nonoperating assets used for

# Perkins School for the Blind

## Notes to the Consolidated Financial Statements

### June 30, 2014 and 2013

---

operations” on the Statement of Activities. During fiscal year 2013 other non-operating revenue of \$2,064,000 was from the sale of historical tax credits issued by the Massachusetts Secretary of State’s Office for renovations in prior years to the School’s building. All other activity is classified as operating revenue.

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

Cash equivalents consist of short-term highly liquid investments with maturities of 90 days or less at date of purchase and are included in the investment section of the Statement of Financial Position. The School maintains its cash at one institution.

#### **Concentration of Credit Risk for Cash**

The School maintains its cash in deposit accounts which, at times, may exceed federally insured limits. The School has not experienced any losses in such accounts. The School believes it is not exposed to any significant credit risk on cash.

#### **Contributions**

Contributions, including assets held by outside trusts and unconditional pledges, are recognized as revenues in the period received. Conditional promises to give are not recorded until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions received with donor-imposed restrictions that are met in the same year as received are reported as unrestricted revenues.

Contributions of land, buildings and equipment without donor stipulations concerning the use of such long-lived assets are reported as revenues of the unrestricted net asset class. Contributions of cash or other assets which a donor has stipulated be used to acquire land, building and equipment are reported as revenues of the temporarily restricted net asset class. The temporary restrictions are considered to be released at the time such long-lived assets are placed in service.

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

Land, buildings and equipment are recorded at cost if purchased or constructed, at replacement cost appraisal value for assets acquired prior to September 1, 1985 (except for land that was not valued), or at fair market or appraised value on the date of donation in the case of gifts.

Depreciation expense is computed on the straight-line basis using the following useful lives:

Automobiles	5 years
Furniture and equipment	3–7 years
Machinery and equipment	10 years
Building improvements	20 years
Building	27.5–40 years

Maintenance and repairs are expensed as incurred, and improvements are capitalized. When assets are retired or disposed of, the cost and accumulated depreciation thereon are removed from the accounts, and gains or losses are included in operations.

#### **Contracts and Grants**

Revenues associated with exchange contracts and grants are recognized as the related costs are incurred. Expenses consist of direct costs incurred and related indirect costs as reimbursed under the terms and conditions of such agreements. During fiscal years 2014 and 2013, the School had a contract that allowed some expenses to be reimbursed at market values.

# Perkins School for the Blind

## Notes to the Consolidated Financial Statements

### June 30, 2014 and 2013

---

#### **Donated Services**

Revenues and expenses include the value of donated services which otherwise would have been performed by salaried personnel. The total donated services were valued at \$624,637 and \$623,803 in 2014 and 2013, respectively, and are classified as unrestricted revenue.

#### **Tuition Revenue**

The School receives tuition income from state and local agencies including cities and towns in the Commonwealth of Massachusetts based on established rates. These cities and towns are partially dependent on the Commonwealth of Massachusetts to provide sufficient local aid to assist them in supporting such educational programs. Tuition received from The Commonwealth of Massachusetts, Massachusetts local agencies, out of state agencies and private payers totaled \$18,719, \$21,033,338, \$11,183,315 and \$287,018 in 2014 and \$80,880, \$21,656,450, \$10,541,575, and \$102,836 in 2013, respectively.

#### **Expenses**

##### ***Educational Program Expenses***

Educational program expenses include expenses for education and services to individuals who are blind, deafblind or multi-impaired, severely impaired, early intervention and their parents and teachers.

##### ***Supporting Services Expenses***

Supporting services expenses include expenses for the manufacture and distribution of educational products as well as for the library, outreach services, and certain grant expenses.

##### **Functional Allocation of Expenses**

The School used several different methods to allocate costs to the programs, administrative, supporting services and fundraising functions. Time and expense reports and after-the-fact determinations of effort were used to distribute salary and wage expenses. Other expenses were allocated using one of the following bases: salary and wages; student full-time equivalents; square footage, or some other appropriate base.

##### **Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Estimates are used in the allowance for doubtful accounts and reserve for inventory excess and obsolescence. Actual results could differ from those estimates.

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

Asset retirement obligations ("ARO") are legal obligations associated with the retirement of long lived assets. These liabilities are initially recorded at fair value and the related asset retirement costs are capitalized by increasing the carrying amount of the related assets by the same amount as the liability. Asset retirement costs are subsequently depreciated over the useful lives of the related assets. Subsequent to the initial recognition, the School records period-to-period changes in the ARO liability resulting from the passage of time and revisions to either the timing or the amount of the original estimate of undiscounted cash flows. The School adjusts the ARO liabilities when the related obligations are settled. The asset retirement obligations were reported for the following amounts \$1,547,743 and \$1,477,803 for 2014 and 2013, respectively, in the Statement of Financial Position.

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

---

**Fair Value of Financial Instruments**

The fair value of the School's student accounts receivable, accounts payable and accrued expenses approximates the carrying value due to their short maturities.

**Tax Status**

The school is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code.

**2. Pledges Receivable**

Pledges receivable as of June 30, 2014 and 2013 are expected to be realized in the following time frame:

	<b>2014</b>	<b>2013</b>
One year or less	\$ 1,671,555	\$ 3,778,659
Between one year and seven	2,042,896	2,468,316
Less: Discount	<u>(95,692)</u>	<u>(147,856)</u>
Pledges receivables, net	<u>\$ 3,618,759</u>	<u>\$ 6,099,119</u>

Pledges are recorded after discounting to the present value of future cash flows with discount rates ranging from 0.83% to 3.23% depending upon the anticipated pledge fulfillment date. Included in pledge receivable are two donor pledges that total \$1,200,000.

**3. Inventory**

Inventories consist of raw materials, work in progress and finished goods related to the production of braille, appliances and other products of Perkins Products Division and are stated at the lower of cost (first-in, first-out method) or market.

The components of inventory at June 30, 2014 and 2013 include the following:

	<b>2014</b>	<b>2013</b>
Raw material	\$ 1,836,054	\$ 1,769,205
Work in progress	2,400,680	2,414,527
Finished goods	546,667	999,648
Inventory reserve	<u>(199,064)</u>	<u>(201,268)</u>
Net inventory	<u>\$ 4,584,337</u>	<u>\$ 4,982,112</u>

**4. Investments**

Effective July 1, 2008, the School adopted Accounting Standards Codification 820, Fair Value Measurements ("ASC 820"). ASC 820 defines fair value, establishes a framework for measuring fair value under generally accepted accounting principles and enhances disclosures about fair value measurements. Fair value is defined under ASC 820 as the exchange price that would be received for an asset or paid to transfer a liability (at exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date.

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

ASC 820 establishes a hierarchy of valuation inputs based on the extent to which the inputs are observable in the marketplace. Observable inputs reflect market data obtained from sources independent of the reporting entity and unobservable inputs reflect the entities own assumptions about how market participants would value an asset or liability based on the best information available. Valuation techniques used to measure fair value under ASC 820 must maximize the use of observable inputs and minimize the use of unobservable inputs. The standard describes a fair value hierarchy based on three levels of inputs, of which the first two are considered observable and the last unobservable, that may be used to measure fair value.

The following describes the hierarchy of inputs used to measure fair value and the primary valuation methodologies used by the School 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 or 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 table presents the financial instruments carried at fair value as of June 30, 2014, by caption on the Statement of Financial Position by the ASC 820 valuation hierarchy defined above:

	<b>Quotes Prices in Active Markets (Level 1)</b>	<b>Significant Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>	<b>Total Fair Value</b>
<b>Investments</b>				
Cash and cash equivalents	\$ 7,789,680	\$ -	\$ -	\$ 7,789,680
Domestic bond funds	1,111,660	-	-	1,111,660
International bond funds	8,430,160	9,154,918	-	17,585,078
Domestic equity	55,036,036	-	-	55,036,036
International equity	19,904,495	-	-	19,904,495
Commodities	-	-	-	-
Real estate	-	-	10,972,759	10,972,759
Private equity	-	76,085,542	23,971,141	100,056,683
Hedge	-	28,834,371	37,373,487	66,207,858
Investment Receivable	-	-	-	-
Total investments	92,272,031	114,074,831	72,317,387	278,664,249
Assets held by outside trusts	-	-	12,260,632	12,260,632
Total assets at fair value	\$ 92,272,031	\$ 114,074,831	\$ 84,578,019	\$ 290,924,881

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

The following table presents the financial instruments carried at fair value as of June 30, 2013, by caption on the Statement of Financial Position by the ASC 820 valuation hierarchy defined above:

	<b>Quotes Prices in Active Markets (Level 1)</b>	<b>Significant Other Observable Inputs (Level 2)</b>	<b>Significant Unobservable Inputs (Level 3)</b>	<b>Total Fair Value</b>
<b>Investments</b>				
Cash and cash equivalents	\$ 5,755,183	\$ -	\$ -	\$ 5,755,183
Domestic bond funds	2,003,776	-	-	2,003,776
International bond funds	5,696,575	6,189,292	-	11,885,867
Domestic equity	43,439,933	-	-	43,439,933
International equity	17,903,893	-	-	17,903,893
Commodities	-	-	-	-
Real estate	-	-	11,381,362	11,381,362
Private equity	-	68,147,099	21,710,114	89,857,213
Hedge	-	30,794,186	36,042,786	66,836,972
Investment Receivable	20,093	-	-	20,093
Total investments	74,819,453	105,130,577	69,134,262	249,084,292
Assets held by outside trusts	-	-	10,755,044	10,755,044
Total assets at fair value	\$ 74,819,453	\$ 105,130,577	\$ 79,889,306	\$ 259,839,336

Following is a description of the School's valuation methodologies for assets and liabilities measured at fair value.

- Level 1 Quoted prices in active markets that the School has the ability to access for identical assets and liabilities. Market price data is generally obtained from exchange or dealer markets. The School does not adjust the quoted price for such assets and liabilities.
- Level 2 Quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active and model-based valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the assets. Inputs are obtained from various sources including market participants, dealers, and brokers.
- Level 3 Valuation techniques that use significant inputs that are unobservable as they trade infrequently or not at all.

Investments included in Level 3 primarily consist of the School's ownership in alternative investments (principally limited partnership interests in hedge funds, private equity, real estate, and other similar funds). The value of certain alternative investments (as defined on the American Institute of Certified Public Accountants' document, *A Practice Guide for Auditors: Alternative Investments- Audit Consideration*) represents the ownership interest in the net asset value (NAV) of the respective partnership. Approximately 62% of investments held by the partnerships consist of marketable securities and 38% are securities that do not have readily determinable fair values. 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

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

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 School has performed significant due diligence around these investments to ensure NAV is an appropriate measure of fair value as of June 30, 2014.

Beneficial and perpetual trusts held by third parties are valued at the present value of the future distributions expected to be received over the term of the agreement.

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 School 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 are rollforwards of the Statement of Financial Position amounts for financial instruments classified by the School within Level 3 of the fair value hierarchy defined above as of June 30, 2014 and 2013:

	Fair Value July 1, 2013	Realized Gains	Unrealized Gains (Losses)	Purchases	Sales	Fair Value June 30, 2014
Real estate	\$ 11,381,362	\$ -	\$ 987,534	\$ -	\$ (1,396,137)	\$ 10,972,759
Private equity	21,710,113	666,116	3,309,238	3,782,414	(5,496,740)	23,971,141
Hedge Funds	36,042,787	6,272,047	(1,958,300)	12,000,000	(14,983,047)	37,373,487
Total investments	69,134,262	6,938,163	2,338,472	15,782,414	(21,875,924)	72,317,387
Assets held by outside trusts	10,755,044	1,646,987	(141,399)	-	-	12,260,632
Total investments	\$ 79,889,306	\$ 8,585,150	\$ 2,197,073	\$ 15,782,414	\$ (21,875,924)	\$ 84,578,019

	Fair Value July 1, 2012	Realized Gains	Unrealized Gains (Losses)	Purchases	Sales	Fair Value June 30, 2013
Real estate	\$ 11,302,238	\$ -	\$ 594,238	\$ 200,000	\$ (715,114)	\$ 11,381,362
Private equity	20,968,177	930,171	1,126,393	2,913,286	(4,227,913)	21,710,114
Hedge Funds	39,675,270	2,022,777	2,802,375	-	(8,457,636)	36,042,786
Total investments	71,945,685	2,952,948	4,523,005	3,113,286	(13,400,663)	69,134,262
Assets held by outside trusts	9,870,710	924,233	(39,899)	-	-	10,755,044
Total investments	\$ 81,816,395	\$ 3,877,181	\$ 4,483,106	\$ 3,113,286	\$ (13,400,663)	\$ 79,889,306

All net realized and unrealized gains (losses) in the previous table are reflected in the accompanying Statement of Activities. Net unrealized gains (losses) relate to those financial instruments held by the School at June 30, 2014 and 2013.

For purposes of recording realized and unrealized gains and losses, the cost of securities sold is determined on a specific identification basis. Special investments are investments that due to donor intentions must be invested separately from the general funds. The general fund is a pooled investment fund.

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

As of June 30, 2014 investments and investment returns were as follows:

	<b>General</b>	<b>Special</b>	<b>Total</b>
<b>Cost</b>			
Cash equivalents	\$ 7,041,828	\$ 747,852	\$ 7,789,680
Stocks and mutual funds	58,265,178	-	58,265,178
Bonds	8,557,344	1,109,640	9,666,984
Alternative investments	113,386,814	-	113,386,814
	<u>\$ 187,251,164</u>	<u>\$ 1,857,492</u>	<u>\$ 189,108,656</u>
<b>Market</b>			
Cash equivalents	\$ 7,041,828	\$ 747,852	\$ 7,789,680
Stocks and mutual funds	74,940,531	-	74,940,531
Bonds	8,432,180	1,109,640	9,541,820
Alternative investments	186,392,218	-	186,392,218
	<u>\$ 276,806,757</u>	<u>\$ 1,857,492</u>	<u>\$ 278,664,249</u>
<b>Investment return</b>			
Unrealized appreciation	\$ 25,679,725	\$ 9,347	\$ 25,689,072
Net realized gains (losses)	12,918,577	(849)	12,917,728
Investment income	2,347,212	15,368	2,362,580
Total investment return	<u>\$ 40,945,514</u>	<u>\$ 23,866</u>	<u>\$ 40,969,380</u>

As of June 30, 2013 investments and investment returns were as follows:

	<b>General</b>	<b>Special</b>	<b>Total</b>
<b>Cost</b>			
Cash equivalents	\$ 4,899,795	\$ 855,388	\$ 5,755,183
Stocks and mutual funds	51,971,751	-	51,971,751
Bonds	6,256,228	1,728,796	7,985,024
Alternative investments	119,505,813	-	119,505,813
	<u>\$ 182,633,587</u>	<u>\$ 2,584,184</u>	<u>\$ 185,217,771</u>
<b>Market</b>			
Cash equivalents	\$ 4,899,795	\$ 855,388	\$ 5,755,183
Stocks and mutual funds	61,343,826	-	61,343,826
Bonds	5,987,448	1,732,996	7,720,444
Alternative investments	174,264,839	-	174,264,839
	<u>\$ 246,495,908</u>	<u>\$ 2,588,384</u>	<u>\$ 249,084,292</u>
<b>Investment return</b>			
Unrealized appreciation (depreciation)	\$ 22,448,623	\$ (2,204)	\$ 22,446,419
Net realized gains	3,819,467	7,975	3,827,442
Investment income	1,735,438	27,038	1,762,476
Total investment return	<u>\$ 28,003,528</u>	<u>\$ 32,809</u>	<u>\$ 28,036,337</u>

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

The fair values of alternative investments are represented by the net asset value (NAV) of the partnership. The objective of these investments is to generate long term returns significantly higher than public equity markets on a risk adjusted basis. Redemption terms for those investments in Level 2 and Level 3 valued at NAV consist of the following as of June 30, 2014:

	Bond Fund	Real Estate	Private Equity	Hedge	Total Investments
<b>Redemption terms</b>					
Monthly (30–60 days written notice)	\$ 9,154,918	\$ -	\$ 25,196,650	\$ -	\$ 34,351,568
Quarterly (30–90 days written notice)	-	-	50,888,892	28,834,371	79,723,263
Semi-annually/annually (30–180 days written notice)	-	-	288	18,368,176	18,368,464
1–5 years	-	2,774,110	-	12,602,298	15,376,408
6–10 years	-	3,345,982	16,774,461	6,403,013	26,523,456
11–15 years	-	4,852,667	7,196,392	-	12,049,059
Fair value June 30, 2014	<u>\$ 9,154,918</u>	<u>\$ 10,972,759</u>	<u>\$ 100,056,683</u>	<u>\$ 66,207,858</u>	<u>\$ 186,392,218</u>

Redemption terms for those investments in Level 2 and Level 3 valued at net asset value consist of the following as of June 30, 2013:

	Bond Fund	Real Estate	Private Equity	Hedge	Total Investments
<b>Redemption terms</b>					
Monthly (30–60 days written notice)	\$ 6,189,292	\$ -	\$ 20,255,346	\$ 3,578,710	\$ 30,023,348
Quarterly (30–90 days written notice)	-	-	47,891,753	27,215,476	75,107,229
Semi-annually/annually (30–180 days written notice)	-	-	290	24,450,915	24,451,205
1–5 years	-	2,709,147	-	11,591,871	14,301,018
6–10 years	-	3,493,139	15,313,775	-	18,806,914
11–15 years	-	5,179,076	6,396,049	-	11,575,125
Fair value June 30, 2013	<u>\$ 6,189,292</u>	<u>\$ 11,381,362</u>	<u>\$ 89,857,213</u>	<u>\$ 66,836,972</u>	<u>\$ 174,264,839</u>

In connection with the investments in certain limited partnership agreements, the School has an additional \$10,712,694 and \$8,770,156 committed for calls as of June 30, 2014 and 2013, respectively that are scheduled to be funded over a number of years.

The School may have exposure to derivative financial instruments through its mutual fund investments and alternative investments. Derivatives, such as forward foreign currency and future contracts, are used by the funds to hedge against risk.

Investment management fees of \$4,132,353 and \$3,652,705 are offset against realized and unrealized gains for fiscal years 2014 and 2013, respectively.

**5. Endowments and Net Assets**

The School's endowment consists of approximately 100 individual donor restricted endowment funds and undesignated funds functioning as endowment funds. These funds are for a variety of purposes plus the following where the assets have been designated for endowment: pledges receivables, split interest agreements, and other net assets. The net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowments, are classified and reported based on the existence or absence of donor imposed restrictions and are reported on the Statement of Financial Position as undesignated.

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

---

The Board of Trustees of the School 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 School classifies as permanently restricted net assets, (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure of the School in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the School considers the following factors in making a determination to appropriate or accumulate endowment funds:

- The duration and preservation of the fund.
- The purposes of the School and the donor restricted endowment fund.
- General economic conditions.
- The possible effect of inflation and deflation.
- The expected total return from income and the appreciation of investments.
- Other resources of the School.
- The investment policies of the School.

The School had the following endowment activities during the years ended June 30, 2014 and 2013 delineated by net asset class and donor-restricted versus undesignated funds:

Endowment and net asset composition by type of fund as of June 30, 2014:

	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Permanently Restricted</b>	<b>Total</b>
Donor funds and earnings	\$ 1,837,556	\$ 79,082,382	\$ 62,199,573	\$ 143,119,511
Assets held by outside trusts	-	558,535	11,702,097	12,260,632
Net investment in plant	43,573,329	-	-	43,573,329
Undesignated funds	145,391,440	-	-	145,391,440
	<hr/>	<hr/>	<hr/>	<hr/>
Total endowment and net asset funds	<b>\$ 190,802,325</b>	<b>\$ 79,640,917</b>	<b>\$ 73,901,670</b>	<b>\$ 344,344,912</b>

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

---

Endowment and net asset composition by type of fund as of June 30, 2013:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor funds and earnings	\$ 10,558,728	\$ 68,068,088	\$ 51,800,937	\$ 130,427,753
Loan fund	600,000	(1,522,632)	-	(922,632)
Assets held by outside trusts	-	567,449	10,187,595	10,755,044
Net investment in plant	41,224,223	-	-	41,224,223
Undesignated funds	121,529,355	-	-	121,529,355
	<u>173,912,306</u>	<u>67,112,905</u>	<u>61,988,532</u>	<u>303,013,743</u>
Total endowment and net asset funds	\$ 173,912,306	\$ 67,112,905	\$ 61,988,532	\$ 303,013,743

Changes in endowment and net assets for the year ended June 30, 2014 were as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Endowment and net assets, beginning of year</b>	\$ 173,912,306	\$ 67,112,905	\$ 61,988,532	\$ 303,013,743
Investment return				
Investment income	1,799,504	532,839	30,237	2,362,580
Net realized	6,438,934	6,316,765	162,029	12,917,728
Net unrealized	12,873,380	12,801,487	14,205	25,689,072
Total investment return	21,111,818	19,651,091	206,471	40,969,380
Gifts	1,343,156	-	10,706,892	12,050,048
Restricted annual donations	-	2,377,943	-	2,377,943
Change in value of split interest	77,456	67,218	999,775	1,144,449
Appropriation of net assets for expenditure	(15,210,651)	-	-	(15,210,651)
Net assets released and reclassification from restriction	9,568,240	(9,568,240)	-	-
	<u>190,802,325</u>	<u>79,640,917</u>	<u>73,901,670</u>	<u>344,344,912</u>
<b>Endowment and net assets, end of year</b>	\$ 190,802,325	\$ 79,640,917	\$ 73,901,670	\$ 344,344,912

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

Changes in endowment and net assets for the year ended June 30, 2013 were as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Endowment and net assets, beginning of year</b>	\$ 161,366,195	\$ 60,904,487	\$ 58,636,677	\$ 280,907,359
Investment return				
Investment income	1,350,512	389,414	22,550	1,762,476
Net realized	1,900,337	1,878,615	48,490	3,827,442
Net unrealized	11,164,579	11,270,156	11,684	22,446,419
Total investment return	14,415,428	13,538,185	82,724	28,036,337
Gifts	1,231,427	114,275	2,639,981	3,985,683
Restricted annual donations	-	1,963,332	-	1,963,332
Change in value of split interest	(134,171)	33,817	480,489	380,135
Appropriation of net assets for expenditure	(14,323,103)	-	-	(14,323,103)
Other non-operating revenue	2,064,000	-	-	2,064,000
Net assets released and reclassification from restriction	9,292,530	(9,441,191)	148,661	-
<b>Endowment and net assets, end of year</b>	<b>\$ 173,912,306</b>	<b>\$ 67,112,905</b>	<b>\$ 61,988,532</b>	<b>\$ 303,013,743</b>

**Description of Amounts Classified as Permanently Restricted Net Assets and Temporarily Restricted Net Assets**

***Permanently Restricted Net Assets***

The portion of perpetual endowment funds that is required to be retained permanently either by explicit donor stipulation or by Massachusetts UPMIFA:

	2014	2013
<b>Endowment permanently restricted net assets</b>		
Faculty	\$ 2,910,618	\$ 2,607,618
General (including program)	58,867,109	48,771,912
Students	421,846	421,407
Endowment permanently restricted net assets	62,199,573	51,800,937
Outside trust	11,702,097	10,187,595
Total endowment and net assets classified as permanently restricted net assets	<b>\$ 73,901,670</b>	<b>\$ 61,988,532</b>

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

---

**Temporarily Restricted Net Assets**

	<b>2014</b>	<b>2013</b>
<b>Endowment temporarily restricted net assets</b>		
Facilities	\$ 5,351,921	\$ 4,677,612
Faculty	1,540,227	1,129,089
General (including program)	64,170,018	52,948,773
Students	<u>2,951,389</u>	<u>2,568,945</u>
Endowment temporarily restricted net assets	74,013,555	61,324,419
Loan - Program	-	(1,522,632)
Gifts - Donor specified	5,068,827	6,743,669
Outside trust - General	<u>558,535</u>	<u>567,449</u>
Total endowment and net assets classified as temporarily restricted net assets	<u>\$ 79,640,917</u>	<u>\$ 67,112,905</u>

**Endowment Funds with Deficits**

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the value of the initial and subsequent donor gift amounts (deficit). When donor endowment deficits exist, they are classified as a reduction of temporarily restricted net assets. Deficits of this nature reported in temporarily restricted net assets were \$0 and (\$2,628) as of June 30, 2014 and 2013, respectively. These deficits resulted from unfavorable market fluctuations.

**Return Objectives and Risk Parameters**

The School's endowment investment and spending activities attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of endowment assets. Under this policy, the return objective for the endowment assets, measured over a full market cycle, shall be to maximize the return against a blended index, based on the endowment's target allocation applied to the appropriate individual benchmarks. The School expects its endowment funds over time, to provide an average rate of return of approximately 6.0 percent annually. Actual returns in any given year may vary from this amount.

**Strategies Employed for Achieving Investment Objectives**

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

**Endowment Spending Allocation and Relationship to the School's Budget Process and Investment Objectives**

The Board of Trustees of the School determines the method to be used to appropriate endowment funds for expenditure. The School determines its endowment allocation for its Budget in May for the following fiscal year. Calculations are performed for the endowment funds at a rate determined by the Board of the rolling 12 quarter average market values. The corresponding calculated spending allocations are distributed in equal quarterly installments on the first day of each quarter from the current net total or accumulated net total investment returns from the endowment funds. In establishing the budget, the Board considered the expected long term rate of return on its endowment.

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

---

**6. Assets Held by Outside Trusts**

Assets held by outside trusts are funds designated to continue in trust with income to be received by the School as beneficiary. During the fiscal years 2014 and 2013, the School recorded approximately \$380,616 and \$358,451 of interest income and \$847,998 and \$404,539 of unrealized gains and losses, respectively, from these outside trusts. The value of split interest agreements held by outside trust increased \$657,590 and \$479,794 for the fiscal years 2014 and 2013, respectively. The changes represent realized and unrealized gains and losses, as well as additions and dissolutions. The current market value of the School's share of these trusts as reported by the outside trustees, at the latest market valuation dates, was \$12,260,632 and \$10,755,044 as of June 30, 2014 and 2013, respectively.

**7. Land, Buildings and Equipment**

Land, buildings and equipment consist of the following as of June 30, 2014 and 2013:

	<b>2014</b>	<b>2013</b>
Land and buildings	\$ 59,636,487	\$ 57,939,351
Building improvements	86,922,918	83,926,121
Furniture and equipment	18,055,398	17,622,029
Construction in progress	262,901	921,958
Machinery	4,202,395	4,132,248
Automobiles	1,366,286	1,312,884
	<u>170,446,385</u>	<u>165,854,591</u>
Less: Accumulated depreciation	<u>(98,375,187)</u>	<u>(93,687,564)</u>
	<u>\$ 72,071,198</u>	<u>\$ 72,167,027</u>

Depreciation expense for the years ended June 30, 2014 and 2013 was \$4,842,914 and \$5,329,946, respectively.

On September 12, 2013, the School acquired a building valued at \$1,350,000. A donor contributed \$650,000 while the School purchased the remaining value of the asset for \$700,000.

Interest expense capitalized was \$0 and \$110,875 for the years ended June 30, 2014 and 2013, respectively.

**8. Retirement Plan**

The Retirement Plan (the "Plan") qualifies under code Sections 401(a), 501(a), and 404(c) of the Internal Revenue Code. The Plan has discretionary basic contributions and supplemental discretionary contributions.

Employees with a year of continuous service who work 500 or more hours qualify for the discretionary basic contributions of the Plan. Contributions are determined annually by the Board of Trustees based on a percentage of eligible gross salary. The School contributed 3.5% of eligible employees' salaries to the Plan in 2014 and 2013. Total pension expense for the years ended June 30, 2014 and 2013 was \$985,686 and \$861,333, respectively, for the discretionary basic portion of the Plan.

# **Perkins School for the Blind**

## **Notes to the Consolidated Financial Statements**

### **June 30, 2014 and 2013**

---

The supplemental discretionary contributions of the Plan are made by the School based on employees' years of service. Total pension expense under this portion of the Plan for the years ended June 30, 2014 and 2013 was \$1,294,274 and \$1,204,514, respectively.

#### **9. Conrad N. Hilton Foundation Grant**

In 1989, the Hilton/Perkins Program (the "Program") was established with a five-year grant from the Conrad N. Hilton Foundation (the "Foundation"). The purpose of the Program is to develop programs for the multi-handicapped blind individuals and their parents and teachers. In 1994, 1999, 2004 and 2009, the Foundation approved additional five-year grants for the purpose of continuing the Program and establishing the Conrad N. Hilton Endowment Fund at the School. In 2009, a five-year grant of \$5,000,000 was approved and payments of \$250,000 and \$500,000 were received in fiscal year 2014 and 2013, respectively.

#### **10. Conrad N. Hilton Foundation Loan**

The Foundation approved a \$15,000,000 loan in support of the Hilton/Perkins Program (the "Program"). The terms of the agreement initially included payment in three installments of \$5,000,000 every five years beginning March 1, 1994. The loan, which proceeds are to be invested, was originally set to mature March 1, 2009. The terms of the loan agreement were modified on September 24, 2008 to repay \$5,000,000 of the loan on March 1, 2009 and to extend the remaining balance of the loan until March 1, 2014. The total Conrad N. Hilton Foundation loan as of June 30, 2014 and 2013 was \$0 and \$10,000,000 respectively. The Foundation agreed to forgive the loan on its due date of March 1, 2014.

Interest is payable quarterly to the Foundation at a rate of 2% per annum. A total of \$133,333 and \$200,000 was expensed for each of the years ended June 30, 2014 and 2013. According to the terms of the loan agreement, net investment returns between 2% and 6% should be distributed to the Program to meet operating expenses. Returns above the 6% (on a five-year cumulative basis) are required to be added to the Hilton Endowment.

The Foundation modified the terms of the agreement in 1998 such that the accumulated return above 6% at November 1, 1998 from the initial \$5,000,000 loan could be used for the Hilton/Perkins Braille Subsidy Program. The purpose of the Hilton/Perkins Braille Subsidy Program is to subsidize the cost of braille to individuals in developing countries.

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

---

**11. Bond and Loan Payable**

**Bond Payable**

The Massachusetts Development Finance Agency issued thirty million in Revenue Bonds, Perkins School for the Blind Issue, Series 2010. On February 12, 2010, these Bonds, maturing in 2035, were issued at a fixed rate of 4.5% for 15 years with a 25 year amortization schedule. The bond is subject to mandatory tender by the Bondowner on February 1, 2025. The Bondowner is TD BANK. On September 10, 2012, the Bond was amended with a fix rate of 2.774% for the remaining years with the same amortization schedule and covenants of the original issuance on February 12, 2010. The School has covenants of banking relationships, ratios and reporting requirements during each year. The bank requires the School to maintain a liquidity ratio. It has met all of its covenants. The proceeds are for the Lower School Project and a Central Cooling Plant, (Construction Project). The Construction Project is for a new Lower School classroom building, renovation of residences at the Lower School, and renovation of areas for other uses of the School, including a new Central Chilling Plant that will have the capacity to potentially air condition the entire School. In accordance with the guidance of Accounting Standard Codification 835-20 on "Capitalized Interest", the School has capitalized its interest on the Bonds during the construction period. During the first eighteen months, the School was obligated to pay interest only on the bonds. As of June 30, 2014, the outstanding bond is \$28,497,869 of which \$549,391 is short term debt, with the following required principal payments:

<b>Year Ended June 30,</b>	
2015	\$ 549,391
2016	571,482
2017	601,614
2018	629,644
2019 and thereafter	<u>26,145,738</u>
Carrying amount of Bond	<u>\$ 28,497,869</u>
Estimated Fair Value	<u>\$ 25,081,432</u>

The estimated fair value of the School's bond payable is based on a discounted cash flow analysis based on the School's current incremental borrowing rate. The estimate is based on level 2 inputs.

**Loan Payable**

On December 1, 2010, the School entered into a two year Construction Credit Note (loan) for up to \$10,000,000 with TD BANK for the construction of the Grousbeck Center for Students and Technology with interest only payments due on the outstanding balance at a variable rate of interest 1.60% above London Interbank Offered Rate (LIBOR) each month. The loan converts to a term loan on December 1, 2012 with a maturity date of December 1, 2014, with principal and interest due monthly. The loan has the same covenants as the Bond. As of June 30, 2014, the outstanding loan amount was \$0.

For fiscal years 2014 and 2013 the bond and loan interest expense was \$831,400 and \$997,401 respectively. The interest was allocated to administrative, development and educational and supportive programs based on square footage allocated to each expense category.

# **Perkins School for the Blind**

## **Notes to the Consolidated Financial Statements**

### **June 30, 2014 and 2013**

---

#### **12. Commitments and Contingencies**

During 1992, in connection with the removal of several oil tanks, the School discovered contaminated soil. At this time, it is not possible for management to reasonably estimate the costs associated with this contamination.

#### **13. John Milton Society**

The School received \$200 and \$15,817 related to gifts and earned \$76 and \$82 in investment returns in 2014 and 2013, respectively. The John Milton Society had expenses of \$37,778 and \$34,128 during fiscal years 2014 and 2013 and had \$718,062 and \$755,564 in net assets at June 30, 2014 and 2013, respectively. According to a New York court ruling, the John Milton Society unrestricted net assets are to be used by Perkins School for the Blind and the restricted net assets should be used for the restricted purposes originally designated by the donors. Accordingly, the assets received from the John Milton Society have been recorded as a temporarily or permanently restricted contribution. There were no inter-company transactions during the fiscal year.

#### **14. Kilimanjaro Blind Trust, Inc.**

On December 12, 2006, the Kilimanjaro Blind Trust, Inc. was incorporated as a Section 501(c)(3) organization. Its mission is to raise funds to support Perkins School for the Blind. During the fiscal years ended June 30, 2014 and 2013, the Kilimanjaro Blind Trust raised \$54,102 and \$36,869, respectively, in gifts and pledges and investment returns of \$85,685 and \$56,715, respectively. The Trust had expenses of \$269,238 and \$140,093 in fiscal years 2014 and 2013, respectively. The Trust had \$903,544 and \$1,032,995 in net assets at June 30, 2014 and 2013, respectively. There were no inter-company transactions during the fiscal year.

#### **15. Related Parties**

The following related party transactions occurred during the years ended June 30, 2014 and 2013:

Choate, Hall & Stewart billed the School a total \$178,477 and \$16,149 for legal services during 2014 and 2013, respectively. During 2014 and 2013 a Board member was a partner at Choate, Hall & Stewart.

The School paid Fiduciary Trust Company \$77,476 and \$18,000 in 2014 and \$70,765 and \$18,000 in 2013 for its services as Custodian and services of the Treasurer's office. During 2014 and 2013 two Board members who are also officers of the School are Vice Presidents of Fiduciary Trust Company.

The School paid Technical Development Corporation, dba TDC, a not for profit \$330 and \$32,877 for consulting services in 2014 and 2013. The President of TDC is also a board member.

As of June 30, 2014 and 2013, \$18,676 and \$7,729, respectively, was due to Choate, Hall & Stewart, and as of June 30, 2014 and 2013, \$0 and \$3,564, respectively was due to TDC. Both are related parties.

**Perkins School for the Blind**  
**Notes to the Consolidated Financial Statements**  
**June 30, 2014 and 2013**

---

**16. Subsequent Events**

Subsequent to June 30, 2014, management evaluated all events or transactions that occurred after June 30, 2014 up through October 30, 2014, the date these audited consolidated financial statements were issued and concluded that there were no subsequent events.

## **Additional Information**

**Perkins School for the Blind  
Consolidated Statement of Functional Expenses  
For the Year Ended June 30, 2014 With Summarized Financial Information for the Year Ended June 30, 2013**

	<b>Program Expenses</b>			Administration	Fundraising	Total Expenses 2014
	Educational Programs	Support Services	Total Program Expense			
Employee Compensation & Related Benefits	\$ 28,495,311	\$ 7,919,186	\$ 36,414,497	\$ 4,996,654	\$ 2,371,353	\$ 43,782,504
Occupancy	3,915,649	856,198	4,771,847	778,003	275,956	5,825,806
Other Programs/ Operating Expenses	2,602,518	10,732,355	13,334,873	330,591	239,681	13,905,145
Subcontract Expense	2,132	1,724,770	1,726,902	0	0	1,726,902
Direct Administrative Expense	46,232	2,295,975	2,342,207	2,227,775	1,265,234	5,835,216
Other Expense	0	72,056	72,056	0	0	72,056
Depreciation of Buildings and Equipment	3,684,351	636,103	4,320,454	469,934	52,526	4,842,914
<b>Total 2014 Expenses</b>	<b>\$ 38,746,193</b>	<b>\$ 24,236,643</b>	<b>\$ 62,982,836</b>	<b>\$ 8,802,957</b>	<b>\$ 4,204,750</b>	<b>\$ 75,990,543</b>
<b>Total 2013 Expenses</b>	<b>\$ 38,233,528</b>	<b>\$ 20,422,765</b>	<b>\$ 58,656,293</b>	<b>\$ 8,015,902</b>	<b>\$ 3,966,703</b>	<b>\$ 70,638,898</b>