

**NEW MEXICO MILITARY
INSTITUTE FOUNDATION, INC.**

FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2016 AND 2015

**NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
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JUNE 30, 2016 AND 2015**

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**NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
 (A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
 BOARD OF TRUSTEES
 JUNE 30, 2015**

New Mexico Military Institute Foundation, Inc.

Executive Committee		Term Expires
James A. Solomon	Chairman	2016
Jesus Salazar	Vice-Chairman	2017
Harris Kerr	Treasurer	2016
Dick Waggoner	Secretary	2017
Steve Elliott	Immediate Past Chairman	2018

Trustees

Kevin O. Butler	Member	2017
Jesse F. Eckel	Member	N/A
Phillip C. Ingram	Member	N/A
Rick F. Galles	Member	2016
Earl A "Tres" Latimer, III	Member	2016
Joe M. Vicente	Member	N/A
David R. Vandiver	Member	2018

Ex-Officio Member

MG Jerry W. Grizzle

Superintendent

President and Chief Executive Officer

Jimmy L. Barnes, CPA

FINANCIAL STATEMENTS

INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees of
New Mexico Military Institute Foundation, Inc.
and
Mr. Tim Keller
New Mexico State Auditor:

Report on the Financial Statements

We have audited the accompanying financial statements of the New Mexico Military Institute Foundation, Inc. (Foundation) (a nonprofit organization and component unit of the New Mexico Military Institute), which comprise the statements of financial position as of June 30, 2016 and 2015, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the New Mexico Military Institute Foundation, Inc. as of June 30, 2016 and 2015, and the respective changes in financial position and where applicable, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Management has omitted management's discussion and analysis that accounting principles generally accepted in the United States of America require to be presented to supplement the basic financial statements. Such missing information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. Our opinion on the basic financial statements is not affected by this missing information.

Supplementary and Other Information

Our audit was conducted for the purpose of forming opinions on the Foundation's financial statements as a whole. The Supplementary Information identified in the table of contents is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

The Schedule of Vendor Information required by 2.2.2.10(A)(2)(g) NMAC has not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide any assurance on them.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 7, 2016, on our consideration of New Mexico Military Institute Foundation, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contract, and grant agreements and other matters. The purpose of that report is 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 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 New Mexico Military Institute Foundation, Inc.'s internal control over financial reporting and compliance.

The logo for Axiom, featuring the word "Axiom" in a stylized, blue, cursive font.

Axiom CPAs and Business Advisors, LLC
Albuquerque, New Mexico
November 7, 2016

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT UNIT OF THE NEW MEXICO MILITARY INSTITUTE)
STATEMENT OF FINANCIAL POSITION
AS OF JUNE 30, 2016 AND 2015

	Unrestricted		Temporarily Restricted	
	2016	2015	2016	2015
Assets				
Current assets:				
Cash and cash equivalents	\$ 75,580	54,549	27,795	757,818
Accounts receivable	14,582	8,035	9,704	-
Pledges receivable, net of allowance	-	-	49,341	47,893
Investment sales receivable	-	-	-	-
Other receivable	-	16,660	-	-
Prepaid expenses	4,556	11,533	1,000	1,000
Total current assets	<u>94,718</u>	<u>90,777</u>	<u>87,840</u>	<u>806,711</u>
Noncurrent assets:				
Investments	10,476,274	10,590,694	9,588,977	10,704,389
Land and buildings held for investment	5,876,851	6,357,662	-	-
Pledges receivable, net of allowance	-	-	342,270	371,650
Furniture and equipment, net	-	99	-	-
Surrender value of life insurance policies	726,090	663,347	-	-
Beneficial interest in perpetual trust	-	-	-	-
Other assets	-	-	-	-
Total noncurrent assets	<u>17,079,215</u>	<u>17,611,802</u>	<u>9,931,247</u>	<u>11,076,039</u>
Total assets	<u><u>17,173,933</u></u>	<u><u>17,702,579</u></u>	<u><u>10,019,087</u></u>	<u><u>11,882,750</u></u>
Liabilities and Net Assets				
Current liabilities:				
Accounts payable	344	2,801	5,625	-
Due to NMMI	159,437	171,269	223,995	210,229
Accrued employee leave	17,872	17,251	-	-
Other payables	-	-	-	16,660
Unearned revenues	-	3,250	-	8,276
Annuity obligations	-	-	362,139	394,518
Total current liabilities	<u>177,653</u>	<u>194,571</u>	<u>591,759</u>	<u>629,683</u>
Total liabilities	<u>177,653</u>	<u>194,571</u>	<u>591,759</u>	<u>629,683</u>
Net Asset:				
Unrestricted	16,996,280	17,508,008	-	-
Temporarily restricted	-	-	9,427,328	11,253,067
Permanently restricted	-	-	-	-
Total net assets	<u>16,996,280</u>	<u>17,508,008</u>	<u>9,427,328</u>	<u>11,253,067</u>
Total liabilities and net assets	<u><u>\$ 17,173,933</u></u>	<u><u>17,702,579</u></u>	<u><u>10,019,087</u></u>	<u><u>11,882,750</u></u>

See accompanying notes to the financial statements

Permanently Restricted		Totals	
2016	2015	2016	2015
-	-	103,375	812,367
-	-	24,286	8,035
-	-	49,341	47,893
-	-	-	-
-	-	-	16,660
-	-	5,556	12,533
-	-	182,558	897,488
19,067,022	18,754,681	39,132,273	40,049,764
-	-	5,876,851	6,357,662
-	-	342,270	371,650
-	-	-	99
-	-	726,090	663,347
659,338	715,849	659,338	715,849
50,000	50,000	50,000	50,000
19,776,360	19,520,530	46,786,822	48,208,371
19,776,360	19,520,530	46,969,380	49,105,859
-	-	5,969	2,801
-	-	383,432	381,498
-	-	17,872	17,251
-	-	-	16,660
-	-	-	11,526
-	-	362,139	394,518
-	-	769,412	824,254
-	-	769,412	824,254
-	-	16,996,280	17,508,008
-	-	9,427,328	11,253,067
19,776,360	19,520,530	19,776,360	19,520,530
19,776,360	19,520,530	46,199,968	48,281,605
19,776,360	19,520,530	46,969,380	49,105,859

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT UNIT OF THE NEW MEXICO MILITARY INSTITUTE)
STATEMENT OF ACTIVITIES
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	Unrestricted		Temporarily Restricted	
	2016	2015	2016	2015
Support and revenue:				
Contributions	\$ 10,000	-	386,224	385,878
In-kind donations	4,000	4,000	-	-
Rental Income	376,903	368,886	-	-
Investment income	(245,781)	313,944	(671,816)	908,850
Change in cash value of life insurance	62,743	(13,101)	-	-
Gain (loss) on sale of real estate	(5,010)	(7,373)	-	-
Fundraising support	-	-	-	-
Miscellaneous	7,741	12,703	-	-
	<u>210,596</u>	<u>679,059</u>	<u>(285,592)</u>	<u>1,294,728</u>
Total support and revenue before net assets reclassifications				
Net assets released from restrictions	1,540,147	1,401,928	(1,540,147)	(1,401,928)
Restrictions imposed on net assets	-	-	-	(593)
Total support and revenue	<u>1,750,743</u>	<u>2,080,987</u>	<u>(1,825,739)</u>	<u>(107,793)</u>
Expenses:				
Program services:				
NMMI Support	363,352	242,270	-	-
Alumni relations support	45,000	64,730	-	-
Scholarships	764,339	724,163	-	-
Activities and projects	726,956	714,622	-	-
Professorships and awards	48,852	49,592	-	-
Total program services	<u>1,948,499</u>	<u>1,795,377</u>	<u>-</u>	<u>-</u>
Support services:				
Management and general	257,077	254,290	-	-
Real Estate	51,748	44,875	-	-
Total supporting services	<u>308,825</u>	<u>299,165</u>	<u>-</u>	<u>-</u>
Fundraising	5,147	16,308	-	-
Total expenses	<u>2,262,471</u>	<u>2,110,850</u>	<u>-</u>	<u>-</u>
Change in net assets	(511,728)	(29,863)	(1,825,739)	(107,793)
Net assets, beginning of year	<u>17,508,008</u>	<u>17,537,871</u>	<u>11,253,067</u>	<u>11,360,860</u>
Net assets, end of year	<u>\$ 16,996,280</u>	<u>17,508,008</u>	<u>9,427,328</u>	<u>11,253,067</u>

See accompanying notes to the financial statements

Permanently Restricted		Totals	
2016	2015	2016	2015
312,341	784,928	708,565	1,170,806
-	-	4,000	4,000
-	-	376,903	368,886
(56,511)	(24,794)	(974,108)	1,198,000
-	-	62,743	(13,101)
-	-	(5,010)	(7,373)
-	-	-	-
-	-	7,741	12,703
<u>255,830</u>	<u>760,134</u>	<u>180,834</u>	<u>2,733,921</u>
-	-	-	-
-	593	-	-
<u>255,830</u>	<u>760,727</u>	<u>180,834</u>	<u>2,733,921</u>
-	-	363,352	242,270
-	-	45,000	64,730
-	-	764,339	724,163
-	-	726,956	714,622
-	-	48,852	49,592
-	-	<u>1,948,499</u>	<u>1,795,377</u>
-	-	257,077	254,290
-	-	51,748	44,875
-	-	<u>308,825</u>	<u>299,165</u>
-	-	5,147	16,308
-	-	<u>2,262,471</u>	<u>2,110,850</u>
255,830	760,727	(2,081,637)	623,071
<u>19,520,530</u>	<u>18,759,803</u>	<u>48,281,605</u>	<u>47,658,534</u>
<u>19,776,360</u>	<u>19,520,530</u>	<u>46,199,968</u>	<u>48,281,605</u>

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT UNIT OF THE NEW MEXICO MILITARY INSTITUTE)
STATEMENT OF CASH FLOWS
FOR THE YEARS ENDED JUND 30, 2016 AND 2015

Cash flows from operating activities:	2016	2015
Change in net assets	\$ (2,081,637)	623,071
Adjustments to reconcile change in net assets to net cash provided by (used for) operating activities		
Depreciation	99	566
Realized gain on sale of investments	(524,649)	(350,331)
Unrealized gain on investments	(875,274)	(491,014)
Change in cash value of life insurance policies	62,743	13,101
Change in cash value of perpetual trust	56,511	24,794
Loss on sale of real estate	(5,010)	7,373
Property transferred to NMMI	-	44,243
Changes in operating assets:		
Decrease in accounts and other receivables	409	26,196
Decrease in pledges receivable	27,932	25,290
(Increase) decrease in prepaid assets	6,977	(8,301)
Changes in operating liabilities:		
Increase (Decrease) in payables	(11,558)	156,136
Increase (decrease) in accrued employee leave	(621)	4,096
Increase in deferred support	11,526	19,147
Increase in annuity obligations	32,379	11,850
Net cash from (used for) operating activities	(3,300,173)	106,217
Cash flows from investing activities:		
Net proceeds from sale of real estate	475,801	66,794
Purchase of real estate	-	(9,162)
Purchase of investments	(2,257,044)	(7,382,982)
Proceeds from sale of investments	4,372,424	6,712,296
Net cash from (used for) investing activities	2,591,181	(613,054)
Net decrease in cash and cash equivalents	(708,992)	(506,837)
Cash and cash equivalents, beginning of year	812,367	1,319,204
Cash and cash equivalents, end of year	\$ 103,375	812,367

See accompanying notes to financial statements

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 1 – ORGANIZATION

The New Mexico Military Institute Foundation, Inc. (Foundation) is a not-for-profit corporation, which was incorporated in the State of New Mexico on October 9, 1945. The Foundation receives support from contributions, earnings on investments, and rental of real estate.

The purpose of the Foundation is to create, maintain and administer assets for the benefit of the New Mexico Military Institute (NMMI), a state educational institution, located in Roswell, New Mexico. The earnings from these assets are to be used for research, scientific and literacy purposes; for increasing the buildings, equipment and other facilities of the Institute; to provide for scholarships for Institute cadets and to promote general growth, welfare and maintenance of the Institute. The Foundation is considered a component unit of the Institute in accordance with government auditing standards generally accepted in the United States of America and these financial statements include all activities over which the Foundation has responsibility.

The Foundation receives, and is dependent on, contributions and on rental income from ground leases and commercial buildings located in Chaves County, New Mexico. For the years ended June 30, 2016 and 2015, the Foundation received \$708,565 and \$1,170,806, respectively, in restricted contributions. For the years ended June 30, 2016 and 2015, the Foundation received \$376,903 and \$368,886, respectively, in rental income.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting and Basis of Presentation

The financial statements of the Foundation have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities. The Foundation is required to report information regarding its financial position and activities according to the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Foundation and changes therein are classified and reported as follows.

- *Unrestricted net assets* – net assets that are not subject to donor-imposed restrictions. Unrestricted net assets may be designated for specific purposes, such as quasi-endowments, by action of the Board of Trustees or may otherwise be limited by contractual agreements with outside parties. Unless otherwise designated, unrestricted net assets are used for the support of NMMI programs.
- *Temporarily restricted net assets* – net assets subject to donor-imposed restrictions that may or will be met either by actions of the Foundation and/or the passage of time.
- *Permanently restricted net assets* – net assets subject to donor-imposed restrictions that must be maintained permanently by the Foundation.

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

Temporarily restricted net assets are those whose use by the Foundation have been limited by donors to a specific time period or purpose. When a donor restriction expires, either when the stipulated time restriction ends or the purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions. Donor-restricted contributions whose restrictions are met within the same year as received are reported as restricted contributions and subsequently released from restriction in the accompanying financial statements.

Restricted and Unrestricted Revenue

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

Unconditional promises to give cash and other assets are reported at fair value at the date the promise is received. Unconditional promises and other gifts are reported as either temporarily or permanently restricted support if they are received with donor stipulations that limit the use of the donated assets. Conditional promises to give are not recognized until they become unconditional; that is, when the conditions on which they depend are substantially met.

Expense Allocation

Directly identifiable expenses of the Foundation's programs are charged to program expenses. Supporting services expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Foundation.

Estimates

In preparing financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the Statement of Cash Flows, the Foundation considers all cash on hand, demand deposits, and unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Investments

The Foundation carries investments in marketable securities with readily determinable fair values and all investments in debt and equity securities at their fair value in the Statement of Financial Position. Investment income or loss (including unrealized gains and losses on investments, interest, and dividends) is included in the Statement of Activities as increases or decreases in unrestricted net assets unless the income or loss is restricted by donor or law.

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

Additionally, for the years ended June 30, 2016 and 2015, the Foundation had non-cash investing activities relating to the contributions of stock in the amount of \$5,982 and \$6,747 respectively. For the years ended June 30, 2016 and 2015, the Foundation did not pay any income tax or interest expense.

Fair Value of Assets and Liabilities The Foundation has adopted Financial Accounting Standards Board (FASB) Accounting Standards Codification Topic 820 (ASC 820), *Fair Value Measurements*. ASC 820 defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements.

ASC 820 defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. ASC 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value.

Level 1	Quoted prices in active markets for identical assets or liabilities.
Level 2	Observable inputs other than Level 1 prices, 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 full 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.

Investment Pools

The Foundation maintains master investment accounts for its donor-restricted and board-designated endowments. Realized and unrealized gains and losses from securities in the master investment accounts are allocated monthly to the individual endowments based on the relationship of the market value of each endowment to the total market value of the master investment accounts, as adjusted for additions to or deductions from those accounts.

Income Tax Status

The Foundation is exempt from federal income tax under Section 501(c) (3) of the Internal Revenue Code. In addition, the Foundation qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2). Accordingly, no provision for income taxes has been provided in the financial statements. As of year-end, the Foundation has no uncertain tax positions that qualify for either recognition or disclosure in the financial statements. The Foundation's Form 990, Return of Organization Exempt from Income Taxes, is generally subject to examination by the Internal Revenue Service for three years after the date filed.

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

Contributions and Pledges

The Foundation recognizes contributions as revenue when they are received or unconditionally pledged. The Foundation reports gifts of cash and other asset as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from donor restrictions.

Unconditional promises to give are reported at net realizable value if at the time the promise is made payment is expected to be received in one year or less. Unconditional promises that are expected to be collected in more than one year are reported at fair value initially and in subsequent periods. Management believes that the use of fair value reduces the cost of measuring unconditional promises to give in periods subsequent to their receipt and provides equal or better information to users of its financial statements than if those promises were measured using present value techniques. When estimating the fair value of unconditional promises to give, management considers the relationship with the donor, the donor's past history of making timely payments, and the donor's overall creditworthiness which represent level 3 inputs.

Donated Services and Facilities

Donated services are recognized in the financial statements as contributions if the services:

- Create or enhance nonfinancial assets or
- Require specialized skills, are provided by individuals possessing those skills, and would otherwise be purchased if not donated.

Office space donated by the New Mexico Military Institute (including building maintenance, utilities, and janitorial services) is valued and described in Note 9.

Life Insurance

The Foundation is the owner and beneficiary of numerous life insurance policies gifted to it by donors. The policies are presented at their aggregate cash value at June 30, 2016 and 2015. Increases in cash value during the year are recognized as earned revenue.

Furniture and Equipment

All acquisitions of furniture and equipment with a cost in excess of \$1,000 and all expenses for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Furniture and equipment are carried at cost or, if donated, at the approximate fair market value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the respective assets, which is three to ten years for all assets.

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

Budget

The operating budget of the Foundation is prepared for unrestricted activities and is subject to the approval of the Board of Trustees, but is not legally adopted or subject to any other proceedings. The adopted budget of the Foundation is prepared on a basis consistent with accounting principles generally accepted in the United States of America except expenses from net assets released from restriction are not included in the budget; therefore, the related expenses are excluded from the actual expenses reported on the budget comparison.

Subsequent Events

Subsequent events have been evaluated through November 7, 2015, which is the date the financial statements were available to be issued.

NOTE 3 – CASH AND INVESTMENTS

At year end, the Foundation's deposits were \$2,164,813, and the bank balance was \$2,205,582.

Fair Value Measurements. ASC 820, *Fair Value Measurements and Disclosures*, provides the framework for measuring fair value. The framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under ASC 820 are described as follows.

Level 1	Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.
Level 2	Inputs to the valuation methodology include: <ul style="list-style-type: none">• Quoted prices for similar assets or liabilities in active markets;• Quoted prices for identical or similar assets or liabilities in inactive markets;• Inputs other than quoted prices that are observable for the assets or liability;• Inputs that are derived principally from or corroborated by observable market data by correlation or other means. If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.
Level 3	Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 3 – CASH AND INVESTMENTS (Cont'd)

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

The Foundation's Investments are carried at fair value. The estimated fair value of Investments is based on quoted market prices, except for certain alternative investments for which quoted market prices are not available. The estimated fair value of these alternative investments is based on the most recent valuations provided by the external investment managers.

The Foundation believes the carrying amount of these financial instruments is a reasonable estimate of the fair value. Because alternative investments are not readily marketable, their estimated value is subject to uncertainty and therefore may differ from the value that would have been used had a ready market for such investments existed.

The Foundation places no limit on the amount the Foundation may invest in any one issuer. The investments as a percentage of the Foundation's total investments are noted in the tables below. Investments at June 30, 2016 and 2015 were comprised of the following.

Managed Funds/Bonds	Category	Level 1	Level 2	Level 3	Balance as of June 30, 2016	Percent of Total
Archstone Absolute Return Strategies Fund	Absolute Return	\$	1,697,668		1,697,668	5%
Select Energy Opportunities Fund	Domestic Equity		1,009,884		1,009,884	3%
Indus Select Fund LTD	International Equity		1,108,880		1,108,880	3%
Dodge & Cox International Stock Fund	International Equity	3,340,607			3,340,607	9%
Fortress Partners Offshore Fund	Absolute Return			161,692	161,692	0%
Longleaf Partners Small Cap Fund	Small Cap Equity	929,778			929,778	3%
Maverick Stable Fund LTD	Hedged Equity		1,944,534		1,944,534	5%
Newport Asia Institutional Fund	International Equity		1,229,975		1,229,975	3%
Rock Springs	Domestic Equity			1,303,846	1,303,846	3%
IR&M Core Bond Fund II LLC	Fixed Income		1,769,137		1,769,137	5%
Vanguard Dividend Growth Fund	Large Cap Equity	7,705,609			7,705,609	21%
Vanguard Short Term Bond Fund	Fixed Income	982,538			982,538	3%
Archipelago Holdings LTD	Hedged Equity		3,012,090		3,012,090	8%
CTF Micro Cap Equity	Small Cap Equity		1,449,747		1,449,747	4%
CTF Research Equity	Large Cap Equity		9,424,850		9,424,850	25%
		\$ 12,958,532	22,646,765	1,465,538	37,070,835	

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 3 – CASH AND INVESTMENTS (Cont'd)

Managed Funds/Bonds	Category	Level 1	Level 2	Level 3	Balance as of June 30, 2015	Percent of Total
Archstone Absolute Return Strategies Fund	Absolute Return	\$	3,417,954		3,417,954	9%
CamCap Resources Offshore Fund	Hedged Equity		932,297		932,297	2%
Capital Group Emerging Markets Fund	International Equity	1,307,287			1,307,287	3%
Dodge & Cox International Stock Fund	International Equity	4,117,271			4,117,271	10%
Fortress Partners Offshore Fund	Absolute Return			225,976	225,976	1%
Longleaf Partners Small Cap Fund	Small Cap Equity	940,075			940,075	2%
Maverick Stable Fund LTD	Hedged Equity		2,125,147		2,125,147	5%
Newport Asia Institutional Fund	International Equity		1,367,079		1,367,079	3%
Rock Springs	Domestic Equity			1,353,354	1,353,354	3%
IR&M Core Bond Fund II LLC	Fixed Income		1,667,081		1,667,081	4%
Vanguard Dividend Growth Fund	Large Cap Equity	7,060,819			7,060,819	18%
Vanguard Short Term Bond Fund	Fixed Income	1,697,885			1,697,885	4%
Archipelago Holdings LTD	Hedged Equity			3,212,522	3,212,522	8%
CTF Micro Cap Equity	Small Cap Equity		1,386,844		1,386,844	3%
CTF Research Equity	Large Cap Equity		9,238,173		9,238,173	23%
		\$ 15,123,337	20,134,575	4,791,852	40,049,764	

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 3 – CASH AND INVESTMENTS (Cont'd)

Investment income consisted of the following for the years ended June 30, 2016 and 2015.

	2016	2015
Interest and dividends	\$ 548,353	464,319
Net unrealized gains (losses)	(875,274)	491,013
Net realized gains (losses)	(524,649)	350,331
Investment expenses	(122,538)	(107,663)
Total investment income (loss)	\$ (974,108)	1,198,000

Changes in the fair value of Level 3 investments at June 30, 2016 and 2015 were comprised of the following.

	2016	2015
Balance, beginning of year	\$ 4,791,852	4,058,865
Total gains (unrealized and realized)	(3,326,314)	150,941
Additions to level 3 investments	-	4,000,000
Transfer (to) from level 2 investments	-	(3,417,954)
Balance, end of year	\$ 1,465,538	4,791,852

The investments held that are valued at Net Asset Valuations had the following investment strategies per the Foundation's investment committee:

Hedge fund investments, including equity long/short are defined as private investment vehicles that utilize non-traditional investing techniques in pursuit of superior risk-adjusted returns. These are specialist investment managers with various strategies across the spectrum of event driven, opportunistic, or value driven styles. The funds may employ leverage and may employ short position in order to implement their strategy. The Fund may utilize direct investment into individual hedge funds or a fund of funds with a minimum of five different core hedge fund strategies.

Hedge funds are unregulated by the SEC, therefore, the Committee must rely on detailed third party preliminary and ongoing due diligence. Through Monticello Associates, the Committee ensures that due diligence will take place. Each fund is evaluated against peer groups and passive indices that best compare the investment manager's value added over those bench marks. Value added is defined as the fund's absolute performance, relative performance, standard deviation, and its correlation value to the total Fund portfolio.

NOTE 4 – ENDOWMENTS

The Foundation's endowment consists of approximately 140 individual funds established for a variety of purposes. As required by generally accepted accounting principles (GAAP), net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Foundation has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 4 – ENDOWMENTS (Cont'd)

As a result of this interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, and (b) the original value of subsequent gifts to the permanent endowment. 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 expense by the Institute in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purpose of 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 organization
- The investment policies of the organization

Endowment Net Asset Composition by Type of Fund as of current fiscal year end:

	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ 9,427,328	19,776,360	29,203,688
Total funds	\$ 9,427,328	19,776,360	29,203,688

Changes in Endowment Net Assets for the current fiscal year:

	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, beginning of year	\$ 11,253,067	19,520,530	30,773,597
Contributions	386,224	312,341	698,565
Investment earnings	(66,637)	-	(66,637)
Net appreciation (depreciation)	(605,179)	(56,511)	(661,690)
Amounts appropriated for expenditure	(1,540,147)	-	(1,540,147)
Restrictions imposed on net assets	-	-	-
Endowment net assets, end of year	\$ 9,427,328	19,776,360	29,203,688

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 4 – ENDOWMENTS (Cont'd)

Investment Return Objectives, Risk Parameters, and Strategies

The Foundation has adopted investment and spending policies, approved by the Board, for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk. Endowment assets are invested in a well-diversified asset mix, which includes equity and debt securities, that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to make an annual distribution of 5%, while growing the funds if possible. Therefore, the Foundation expects its endowment assets, over time, to produce an average rate of return of approximately 8% annually. Actual returns in any given year may vary from this amount. Investment risk is measured in terms of the total endowment fund; investment assets and allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk.

Spending Policy

The Foundation has a policy of appropriating for distribution each year 5% of its endowment fund's average fair value of the prior 12 quarters through the calendar year-end preceding the fiscal year in which the distribution is planned. In establishing this policy, the Foundation considered the long-term expected return on its investment assets, the nature and duration of the individual endowment funds, many of which must be maintained in perpetuity because of donor-restrictions, and the possible effects of inflation. The Foundation expects the current spending policy to allow its endowment funds to grow at a nominal average rate of 4% annually.

NOTE 5 – PLEDGES RECEIVABLE

Pledges receivable are unconditional and due in varying amounts and periods. Unconditional pledges receivable at year end totaled \$494,971, excluding a present value discount of \$103,360 measured at a discount rate approximately 4 percent. When estimating the fair value of unconditional promises to give, management considers the relationship with the donor, the donor's past history of making timely payments, and the donor's overall creditworthiness which represent level 3 inputs.

	2016	2015
Receivable in less than one year	\$ 49,341	47,839
Receivable in one to five years	269,255	260,488
Receivable in more than five years	<u>176,375</u>	<u>234,583</u>
Total pledges receivable	494,971	542,910
Less discounts to net present value	<u>(103,360)</u>	<u>(123,367)</u>
Net pledges receivable at year end	<u>\$ 391,611</u>	<u>419,543</u>

**NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015**

NOTE 6 – LAND AND BUILDINGS HELD FOR INVESTMENTS

Land held for investment consists of various developed and undeveloped lots, primarily in the area of Roswell, New Mexico. All land held for investment is reported at market value using recent comparative sales, inquiries of appraisers, and actual appraisals to estimate the fair market value which represent level 3 inputs. Land is sold at the direction of the Board of Trustees.

NOTE 7 – ANNUITY OBLIGATIONS

The principal amount of life gifts, charitable remainder unitrusts and accumulated earnings, which are temporarily restricted, are included in investments in the Statements of Financial Position and will be reflected as support in the Statements of Activities when the term of the life income gifts have been met and the income is no longer restricted. At June 30, 2016 and 2015 the Ralph R. Connor charitable remainder unitrusts was recorded as annuity obligations in the amount of \$362,139 and \$394,518, respectively.

NOTE 8 – LEASE AGREEMENTS

Lease agreements between the Foundation and tenants of its property are for terms up to 60 years and generally included provisions for escalation based upon the Consumer Price Index, as well as, renewal options at the end of the primary term.

Minimum future rental income on leases as of year end:

Year End:

2017	\$	311,448
2018		311,448
2019		286,348
2020		236,654
2021		217,659
Later Years		<u>4,725,821</u>
Total	\$	<u><u>6,089,378</u></u>

NOTE 9 – RELATED PARTY TRANSACTIONS

The New Mexico Military Institute provides office space (including building maintenance, utilities, and janitorial services) to the Foundation at no charge. For the years ended June 30, 2016 and 2015, \$4,000 and \$4,000, respectively, was recorded each year as a contribution for the use of office space with a corresponding amount recorded as rent expense.

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2016 AND 2015

NOTE 9 – RELATED PARTY TRANSACTIONS (Cont'd)

For the years ended June 30, 2016 and 2015, various expenses were paid by the New Mexico Military Institute on behalf of the Foundation, which have been reimbursed. At June 30, 2016 and 2015, \$383,432 and \$381,498, respectively, were due to the NMMI for operating expenses and support. For the years ended June 30, 2016 and 2015, the Foundation provided \$1,948,499 and \$1,795,377, respectively, in scholarships and awards for the benefit of institute cadets and faculty and alumni relations support.

NOTE 10 – INVESTMENT VOLATILITY

The investment markets experienced fluctuations as changes in the global economy affect the U.S. market. It is expected that this volatility will continue to impact the value of investments reported in the statement of financial position in the subsequent fiscal year.

SUPPLEMENTARY INFORMATION

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT UNIT OF THE NEW MEXICO MILITARY INSTITUTE)
BUDGET COMPARISON - UNRESTRICTED NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2016
(WITH COMPARATIVE TOTALS OF 2015 ACTUAL)

	<u>Original and Final Budget</u>	<u>2016 Actual</u>	<u>Variance</u>	<u>2015 Actual</u>
Revenues				
Rents:				
1900 North Main / Dairy Queen	\$ 31,637	37,094	5,457	36,037
2200 North Main / Denny's	37,992	38,000	8	36,905
College and Main / F&H Investments	54,694	54,695	1	54,694
2000 North Main / Sally Port Inn	131,328	131,329	1	131,329
401 West College / Community Homecare	-	5,830	5,830	7,750
2110 North Main / Whataburger	60,000	109,955	49,955	102,171
Total Rents	<u>315,651</u>	<u>376,903</u>	<u>61,252</u>	<u>368,886</u>
Other revenues:				
Contributions	-	10,000	10,000	-
In-kind revenues	4,000	4,000	-	4,000
Earnings from unrestricted investments	420,000	(32,198)	(452,198)	179,410
Unrealized gain on investments	-	(213,583)	(213,583)	134,534
Change in cash value of life insurance	-	62,743	62,743	(13,101)
Gain (loss) on sale of real estate	-	(5,010)	(5,010)	(7,373)
Fundraising support	3,300	4,396	1,096	4,371
Other income or fund transfers	2,000	3,345	1,345	8,332
Total other revenues	<u>429,300</u>	<u>(166,307)</u>	<u>(595,607)</u>	<u>310,173</u>
Total rents and other revenues	<u>744,951</u>	<u>210,596</u>	<u>(534,355)</u>	<u>679,059</u>
Expenses:				
Foundation expenses				
Accounting and auditing	8,000	8,894	(894)	15,289
Auto allowance	600	224	376	239
Columbarium expense	1,000	2,223	(1,223)	1,055
Computer hardware and software	3,300	3,394	(94)	3,232
Depreciation	-	99	(99)	566
Executive committee contingency	3,500	2,326	1,174	884
Executive director professional development	2,000	1,801	199	1,863
Director's insurance	12,000	11,007	993	10,675
Legal service	10,000	188	9,812	265
Miscellaneous	2,000	-	2,000	-
Office supplies	12,000	10,151	1,849	10,534
Rent Expense	4,600	4,540	60	4,595
Salaries, taxes and benefits	218,000	212,230	5,770	205,092
Travel	1,500	-	1,500	-
Total Foundation expenses	<u>\$ 278,500</u>	<u>257,077</u>	<u>21,423</u>	<u>254,289</u>

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT UNIT OF THE NEW MEXICO MILITARY INSTITUTE)
BUDGET COMPARISON - UNRESTRICTED NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2016
(WITH COMPARATIVE TOTALS OF 2015 ACTUAL)

	<u>Original and Final Budget</u>	<u>2016 Actual</u>	<u>Variance</u>	<u>2015 Actual</u>
Expenses				
NMMI Support				
Cadet activities	\$ 20,000	20,000	-	20,000
Miscellaneous	25,000	7,130	17,870	45,818
Scholarships	260,000	127,469	132,531	86,448
Superintendent	35,000	34,586	414	41,452
Total NMMI Support	<u>340,000</u>	<u>189,185</u>	<u>150,815</u>	<u>193,718</u>
Alumni Support:				
Alumni relations support	45,000	64,730	(19,730)	64,730
Real Estate:				
Grounds maintenance	6,000	9,245	(3,245)	5,929
Miscellaneous real estate expense	1,500	2,202	(702)	1,493
Property insurance	5,600	6,767	(1,167)	5,318
Property tax	28,000	32,277	(4,277)	27,494
Repairs and maintenance	1,800	1,257	543	4,641
Total real estate	<u>42,900</u>	<u>51,748</u>	<u>(8,848)</u>	<u>44,875</u>
Fundraising:				
Salary & benefits	129,200	5,147	124,053	86,308
Operations	55,000	54,167	833	65,000
Total fundraising	<u>184,200</u>	<u>59,314</u>	<u>124,886</u>	<u>151,308</u>
Total Expenses	<u>\$ 890,600</u>	<u>622,054</u>	<u>268,546</u>	<u>708,920</u>

NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT UNIT OF THE NEW MEXICO MILITARY INSTITUTE)
SCHEDULE OF DEPOSIT AND INVESTMENT ACCOUNTS
JUNE 30, 2016

<u>Institution</u>	<u>Account Name</u>	<u>Account Type</u>	<u>Book Balance</u>	<u>Bank Balance</u>
Cash and equivalents:				
Wells Fargo	Operating	Checking - noninterest	\$ 75,580	84,882
Wells Fargo	Restricted	Checking - noninterest	27,795	59,262
Wells Fargo	Wells Fargo Treasury Fund	Money Market - interest	2,061,438	2,061,438
			<u>2,164,813</u>	<u>2,205,582</u>
Investments:				
SS&C Fund Services	Archstone Absolute Returns Strategies	Investment	1,697,668	1,697,668
Indus Capital	Indus Select Fund	Investment	1,108,880	1,108,880
Dodge & Cox	Dodge & Cox International Stock Fund	Investment	3,340,607	3,340,607
Fortress Investment Group	Fortress Partners Offshore Fund	Investment	161,692	161,692
Longleaf Partners	Longleaf Partners Small Cap Fund	Investment	929,778	929,778
Citco	Maverick Stable Fund LTD	Investment	1,944,534	1,944,534
Newport Asia	Newport Asia International Fund	Investment	1,229,975	1,229,975
Rock Springs	Capital Fund LP	Investment	1,303,846	1,303,846
IR&M	Core Bond Fund II LLC	Investment	1,769,137	1,769,137
Vanguard	Vanguard Dividend Growth Fund	Investment	7,705,609	7,705,609
Vanguard	Vanguard Short Term Bond Fund	Investment	982,538	982,538
Wellington Management	Select Energy Opportunities	Investment	1,009,884	1,009,884
Wellington Management	Archipelago Holdings LTD	Investment	3,012,090	3,012,090
Wellington Management	CTF Micro Cap Equity	Investment	1,449,747	1,449,747
Wellington Management	CTF Research Equity	Investment	9,424,850	9,424,850
			<u>\$ 37,070,835</u>	<u>37,070,835</u>

ADDITIONAL SUPPLEMENTARY INFORMATION

NMMI FOUNDATION, INC.
 SCHEDULE OF VENDOR INFORMATION for Purchases Exceeding \$60,000 (excluding GRT)
 For the Year Ended June 30, 2016

<i>Agency Number</i>	<i>Agency Name</i>	<i>Agency Type</i>	<i>RFB#/RFP# (If applicable)</i>	<i>Type of Procurement</i>	<i>Vendor Name</i>	<i>Did Vendor Win Contract?</i>	<i>\$ Amount of Awarded Contract</i>	<i>\$ Amount of Amended Contract</i>	<i>Physical address of vendor (City, State)</i>	<i>Did the Vendor provide documentation of eligibility for in-state preference?</i>	<i>Did the Vendor provide documentation of eligibility for veterans' preference?</i>	<i>Brief Description of the Scope of Work</i>	<i>If the procurement is attributable to a Component Unit, Name of Component Unit</i>
961-A	NMMI Foundation, Inc.	NFP	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

COMPLIANCE SECTION

**INDEPENDENT AUDITOR'S REPORT 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
New Mexico Military Institute Foundation, Inc.
and
Mr. Tim Keller
New Mexico State Auditor

We have audited, in accordance with the 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 financial statements of the New Mexico Military Institute Foundation, Inc. (the Foundation) (a nonprofit organization and a component unit of the New Mexico Military Institute), as of and for the year ended June 30, 2016, and the related notes to the financial statements, which comprise the Foundation's basic financial statements, and have issued our report thereon dated November 7, 2016.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered New Mexico Military Institute Foundation, Inc.'s internal control over financial reporting (internal control) to determine 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 New Mexico Military Institute Foundation, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of New Mexico Military Institute Foundation, Inc.'s internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. *A material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. *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 New Mexico Military Institute Foundation, Inc.'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 determination of financial statement amounts. 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 instances of noncompliance or other matters that are required to be reported under *Governmental Auditing Standards* and which are described in the accompanying schedule of findings as item 2016-001.

The Foundation's Response to Findings

The Foundation's response to the findings identified in our audit is described in the accompanying schedule of findings. The Foundation's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

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 organization'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 organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

The logo for Axiom, featuring the word "Axiom" in a blue, cursive script font.

Axiom CPAs and Business Advisors, LLC
Albuquerque, New Mexico
November 7, 2016

**NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
SCHEDULE OF FINDINGS AND RESPONSES
YEAR ENDED JUNE 30, 2016**

CURRENT YEAR FINDINGS

2016-001: JOURNAL ENTRY PROCESS (Other Matters)

CONDITION: Through testing procedures performed over internal controls, we noted that one out of five manual journal entry packets tested did not have an evidence of review or approval. The Foundation failed to document its internal control policy surrounding the posting of manual journal entries.

CRITERIA: 6-5-2C NMSA 1978 states that an entity shall implement internal accounting controls designed to prevent accounting errors and violations of state and federal law and rules related to financial matters.

EFFECT: Lack of a review and approval over manual journal entries may result in accounting errors, which could further result in unreliable financial information generated from the accounting system.

CAUSE: The Foundation did not document review and approval of manual journal entries booked to the general ledger.

RECOMMENDATION: The Foundation should take the necessary steps to ensure evidence of review and approval exists for all manual journal entries.

RESPONSE: The Foundation has implemented a procedure whereby journal entries prepared by the Administrative Specialist are approved in writing by the President & CEO and evidence of written approval is obtained prior to recording those journal entries.

**NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
SCHEDULE OF FINDINGS AND RESPONSES
YEAR ENDED JUNE 30, 2016**

PRIOR YEAR FINDINGS

None

**NEW MEXICO MILITARY INSTITUTE FOUNDATION, INC.
(A COMPONENT OF UNIT OF NEW MEXICO MILITARY INSTITUTE)
EXIT CONFERENCE
YEAR ENDED JUNE 30, 2016**

EXIT CONFERENCE

JUNE 30, 2016

An exit conference was conducted on November 7, 2016, in which the contents of this report were discussed with the following:

For the New Mexico Military Institute Foundation, Inc.

Audit Committee Members:

James A. Solomon, Chairman

Foundation Management:

Jimmy Barnes, President

For Axiom CPAs and Business Advisors, LLC.

Chris Garner, Partner