

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**

**FINANCIAL STATEMENTS  
AND SUPPLEMENTARY SCHEDULE**

**YEARS ENDED DECEMBER 31, 2014 AND 2013**

**MINNEAPOLIS HEART INSTITUTE FOUNDATION  
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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Minneapolis Heart Institute Foundation  
Minneapolis, Minnesota

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

We have audited the accompanying financial statements of Minneapolis Heart Institute Foundation (the Foundation), which comprise the statements of financial position as of December 31, 2014 and 2013, and the related statements of activities, functional expenses, 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.

### ***Auditors' 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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

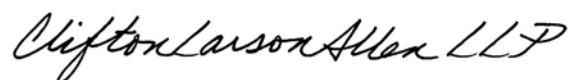
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Minneapolis Heart Institute Foundation as of December 31, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

**Report on Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary schedule, statement of operations, 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.



**CliftonLarsonAllen LLP**

Minneapolis, Minnesota  
March 17, 2015

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**STATEMENTS OF FINANCIAL POSITION**  
**DECEMBER 31, 2014 AND 2013**

	2014	2013
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 2,030,440	\$ 1,447,014
Investments (Note 3)	22,671,630	21,444,982
Contributions Receivable	1,002,048	2,983,772
Pledges Receivable (Net of Allowance of \$117,000 and \$317,000 in 2014 and 2013, Respectively) (Notes 5 and 7)	542,668	1,321,711
Other Receivables	1,572,484	1,238,239
Other Assets	32,049	83,319
Furniture and Equipment, Net (Note 6)	215,248	324,270
Total Assets	\$ 28,066,567	\$ 28,843,307
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable	\$ 170,400	\$ 411,841
Accrued Payroll Costs	351,396	347,771
Accrued Pension and Deferred Compensation	438,052	448,734
Accrued Research and Study Costs	514,692	268,800
Annuity Payment Liability	-	127,354
Deferred Rent	150,423	177,590
Deferred Research Study Revenues	181,661	168,600
Total Liabilities	1,806,624	1,950,690
<b>NET ASSETS</b>		
Unrestricted:		
Designated - Other (Note 9)	5,959,668	1,016,506
Designated - Endowments (Note 9)	-	4,085,757
Net Assets - Unrestricted	5,959,668	5,102,263
Temporarily Restricted (Note 10):		
General Support	22,419	116,629
Charitable Trusts	125,945	116,355
Restricted Endowment Income	4,036,190	3,627,207
Research and Education Projects	2,945,549	5,068,316
Net Assets - Temporarily Restricted	7,130,103	8,928,507
Permanently Restricted:		
Endowments (Note 11)	13,170,172	12,861,847
Total Net Assets	26,259,943	26,892,617
Total Liabilities and Net Assets	\$ 28,066,567	\$ 28,843,307

See accompanying Notes to Financial Statements.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**STATEMENTS OF ACTIVITIES**  
**YEARS ENDED DECEMBER 31, 2014 AND 2013**

	2014				2013			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>SUPPORT AND REVENUES</b>								
Contributions	\$ 1,848,503	\$ 663,734	\$ 306,555	\$ 2,818,792	\$ 1,453,495	\$ 602,669	\$ 69,936	\$ 2,126,100
Special Events, Net of Expenses of \$230,499 and \$264,172 in 2014 and 2013, Respectively	368,633	-	-	368,633	263,673	-	-	263,673
Grants	677,762	85,494	-	763,256	1,216,024	2,385,506	-	3,601,530
Sublicense Revenue	809,743	-	-	809,743	800,833	-	-	800,833
Research Study Revenues	3,423,083	-	-	3,423,083	3,814,850	-	-	3,814,850
Income from Services	211,812	31,050	-	242,862	299,864	-	-	299,864
Investment Gain (Note 3)	228,624	910,770	-	1,139,394	633,946	2,504,586	-	3,138,532
Change in Value of Split-Interest Agreements	109,205	9,590	-	118,795	(15,477)	(501)	-	(15,978)
Contribution (Loss) Gain	-	(715,200)	1,770	(713,430)	(5,500)	-	(58,066)	(63,566)
Net Assets Released from Restrictions	2,783,842	(2,783,842)	-	-	1,889,045	(1,889,045)	-	-
Total Support and Revenues	<u>10,461,207</u>	<u>(1,798,404)</u>	<u>308,325</u>	<u>8,971,128</u>	<u>10,350,753</u>	<u>3,603,215</u>	<u>11,870</u>	<u>13,965,838</u>
<b>EXPENSES</b>								
Program Services:								
Education	2,183,693	-	-	2,183,693	2,262,865	-	-	2,262,865
Research	5,259,662	-	-	5,259,662	5,691,335	-	-	5,691,335
Total Program Services	<u>7,443,355</u>	<u>-</u>	<u>-</u>	<u>7,443,355</u>	<u>7,954,200</u>	<u>-</u>	<u>-</u>	<u>7,954,200</u>
Supporting Services:								
Fund Raising	564,860	-	-	564,860	801,671	-	-	801,671
General and Administrative	1,595,587	-	-	1,595,587	1,367,333	-	-	1,367,333
Total Supporting Services	<u>2,160,447</u>	<u>-</u>	<u>-</u>	<u>2,160,447</u>	<u>2,169,004</u>	<u>-</u>	<u>-</u>	<u>2,169,004</u>
Total Expenses	<u>9,603,802</u>	<u>-</u>	<u>-</u>	<u>9,603,802</u>	<u>10,123,204</u>	<u>-</u>	<u>-</u>	<u>10,123,204</u>
<b>CHANGE IN NET ASSETS</b>	857,405	(1,798,404)	308,325	(632,674)	227,549	3,603,215	11,870	3,842,634
Net Assets - Beginning of Year	<u>5,102,263</u>	<u>8,928,507</u>	<u>12,861,847</u>	<u>26,892,617</u>	<u>4,874,714</u>	<u>5,325,292</u>	<u>12,849,977</u>	<u>23,049,983</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 5,959,668</u>	<u>\$ 7,130,103</u>	<u>\$ 13,170,172</u>	<u>\$ 26,259,943</u>	<u>\$ 5,102,263</u>	<u>\$ 8,928,507</u>	<u>\$ 12,861,847</u>	<u>\$ 26,892,617</u>

See accompanying Notes to Financial Statements.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**STATEMENTS OF FUNCTIONAL EXPENSES**  
**YEARS ENDED DECEMBER 31, 2014 AND 2013**

	2014				2013			
	Program Services	Fund Raising	General and Administrative	Total	Program Services	Fund Raising	General and Administrative	Total
Salaries and Wages	\$ 3,740,857	\$ 323,588	\$ 868,748	\$ 4,933,193	\$ 4,020,682	\$ 508,828	\$ 773,565	\$ 5,303,075
Payroll Taxes and Employee Benefits	825,662	81,577	172,730	1,079,969	853,721	102,030	167,415	1,123,166
Outside Services	1,843,244	42,002	168,199	2,053,445	1,846,025	34,513	137,691	2,018,229
Community Relations	52,434	12,943	7,905	73,282	59,808	15,548	3,258	78,614
Rent	440,066	45,149	66,962	552,177	429,553	51,750	76,278	557,581
Equipment Maintenance	60,567	7,364	4,713	72,644	63,360	9,198	4,495	77,053
Legal and Accounting	18,820	-	108,841	127,661	-	-	33,281	33,281
Insurance	28,770	-	20,218	48,988	32,926	-	10,740	43,666
Printing and Publication	25,930	19,826	409	46,165	25,002	30,851	698	56,551
Travel	170,502	7,042	49,064	226,608	351,990	5,924	30,126	388,040
Telephone	50,703	2,965	3,881	57,549	51,370	3,644	2,492	57,506
Office and Supplies	67,410	9,377	5,014	81,801	83,979	18,517	6,559	109,055
Audio Visual	4,703	-	-	4,703	4,026	680	300	5,006
Depreciation	46,218	6,726	67,531	120,475	54,090	11,379	69,780	135,249
Miscellaneous	67,469	6,301	21,372	95,142	77,668	8,809	22,270	108,747
Provision for Bad Debts	-	-	30,000	30,000	-	-	28,385	28,385
<b>Total Functional Expenses</b>	<b>\$ 7,443,355</b>	<b>\$ 564,860</b>	<b>\$ 1,595,587</b>	<b>\$ 9,603,802</b>	<b>\$ 7,954,200</b>	<b>\$ 801,671</b>	<b>\$ 1,367,333</b>	<b>\$ 10,123,204</b>

See accompanying Notes to Financial Statements.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED DECEMBER 31, 2014 AND 2013**

	2014	2013
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ (632,674)	\$ 3,842,634
Adjustments to Reconcile Changes in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Permanently Restricted Contributions	(306,555)	(69,936)
Net Realized Gain on Investments	(293,935)	(873,168)
Net Unrealized Gain on Investments	(500,277)	(2,030,322)
Depreciation	120,472	135,248
Change in Value of Split-Interest Agreements	(109,205)	15,477
Changes in Assets and Liabilities:		
Contributions Receivable	1,981,724	(2,813,487)
Unrestricted and Temporarily Restricted Pledges Receivable	709,278	437,505
Other Receivables	(334,245)	374,252
Other Assets	51,270	(22,448)
Accounts Payable	(241,441)	80,602
Accrued Payroll Costs	3,625	23,362
Accrued Pension and Deferred Compensation	(10,682)	52,849
Accrued Research Study Costs	245,892	(52,966)
Accrued Rent	(27,167)	(15,008)
Deferred Research Study Revenue	13,061	12,958
Net Cash Provided (Used) by Operating Activities	669,141	(902,448)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of Furniture and Equipment	(11,450)	(47,782)
Purchase of Investments	(3,139,123)	(6,111,258)
Proceeds from Sale of Investments	2,706,687	5,780,318
Net Cash Used by Investing Activities	(443,886)	(378,722)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Payments to Annuitants	(18,149)	(24,197)
Change in Permanently Restricted Pledges Receivable	69,765	80,043
Permanently Restricted Contributions	306,555	69,936
Net Cash Provided by Financing Activities	358,171	125,782
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	583,426	(1,155,388)
Cash and Cash Equivalents - Beginning of Year	1,447,014	2,602,402
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	\$ 2,030,440	\$ 1,447,014

See accompanying Notes to Financial Statements.



**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**NOTE 1 ORGANIZATION**

The Minneapolis Heart Institute Foundation (the Foundation) is a not-for-profit corporation organized under the laws of the State of Minnesota. The Foundation seeks to improve cardiovascular health through education and clinical research. The principal focus of the Foundation's work is in the following areas:

- Developing new clinical knowledge about prevention, diagnosis, and treatment of cardiovascular diseases;
- Translating new knowledge and technology into effective practice in healthcare systems;
- Educating health professionals about advances in managing cardiovascular health; and
- Educating individuals, families, and communities about promoting health and preventing disease.

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies of the Foundation conform to U.S. generally accepted accounting principles (GAAP). The following is a summary of the more significant accounting policies:

**Basis of Presentation**

The financial statements of the Foundation have been prepared on the accrual basis of accounting.

Net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

**Unrestricted Net Assets**

This classification contains net assets that are not subject to donor-imposed stipulations and are available for support of the operations of the Foundation. As reflected in the statement of financial position the Foundation's Board has designated unrestricted net assets for research and other purposes.

**Temporarily Restricted Net Assets**

This category includes net assets subject to donor-imposed stipulations that may or will be met either by actions of the Foundation and/or the passage of time.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2014 AND 2013**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Basis of Presentation (Continued)**

**Permanently Restricted Net Assets**

These are net assets subject to donor-imposed stipulations that they be maintained permanently by the Foundation. The permanently restricted net assets include the Founders, T. Peterson, Education, Gobel/Van Tassel, Nicoloff, Kiser, Giel, Ireland, and Patient Safety and Advocacy endowments. The earnings from the Founders, T. Peterson and Ireland endowments are unrestricted and available for research or education programs. The earnings from the Education endowment are restricted to education programs. The earnings from the Gobel/Van Tassel endowment are restricted to cardiology research. The earnings from the Nicoloff endowment are restricted to cardiac surgery research. The earnings from the Kiser endowment are restricted to collaborative projects with Children's Heart Link, a Minnesota not-for-profit organization. The Giel endowment earnings support research chairs and physician research. The Patient Safety and Advocacy endowment earnings support patient safety and advocacy programs.

**Cash and Cash Equivalents**

For purposes of the statement of cash flows, the Foundation considers all highly liquid securities purchased with an original maturity of three months or less to be cash equivalents.

**Investments**

The Foundation's investments include mutual funds, index funds, limited partnership investments, and a multi-strategy fund of funds. Investments in mutual funds and index funds are reported at fair value based on quoted market prices at year-end. The investments in the limited partnerships are reported at fair value, using net asset value as a practical expedient, as determined by the partnership's general partner. Using net asset value as a practical expedient, the multi-strategy fund of funds is recorded as estimated fair value of the underlying assets. The estimated fair value as determined by the general partners or the fund manager may differ from the value that would have been used had ready markets for the investment existed and the differences could be significantly higher or lower for any specific holding.

**Contributions**

Contributions, which include unconditional promises to give, are recognized as revenues in the period received. All contributions are available for unrestricted use unless specifically restricted by the donor. Contributions to be received after one year are discounted using a rate ranging from 0.13% to 4.78%. Amortization of discounts is included in contribution revenue.

Contributed materials, fixed assets, or investments are recorded at fair value when received.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Contributions (Continued)**

Contributions with donor-imposed restrictions that are met in the same year as they are received are reported as unrestricted revenues. Contributions with donor-imposed restrictions that are not met in the same year as they are received are reported as temporarily restricted revenues and are reclassified to unrestricted net assets when the donor-imposed condition is met.

Contributions receivable are current contributions anticipated to be collected within the following year. Pledges receivable are multi-year contributions that are expected to be received over several years.

**Grants**

Grants represent contributions provided by donors to support various education and research projects.

**Other Receivables**

Other receivables include amounts earned under research agreements prior to year-end that have been invoiced to the sponsor and remained outstanding at year-end and amounts related to a charitable remainder unitrust for which the Foundation does not serve as the trustee.

**Furniture and Equipment**

All expenditures over \$500 for furniture and equipment are capitalized at cost and recorded at cost less accumulated depreciation. Depreciation is provided using the straight-line method. Estimated useful lives of furniture and equipment range from 4 to 10 years.

**Split-Interest Agreements**

The split-interest agreements include charitable remainder trusts and charitable gift annuities. The Foundation recognizes the contribution from charitable trusts when the trust is established and recognizes the contribution from the charitable annuity gifts when the agreement is executed. The contribution amount when the Foundation is not the trustee is the present value of expected future cash flows from the trust. Assets related to charitable remainder trusts are included in other receivables on the statement of financial position. Under a charitable gift annuity, the Foundation recognizes a liability based on the net present value of estimated future cash disbursements to be paid to the beneficiary using discount rates reflecting market conditions when the agreement is executed and current mortality rate assumptions. The annuity liability, which no longer exists in 2014, was included in annuity payment liability on the statement of financial position.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Sublicense Revenue**

The Foundation has a license agreement with a related party, which grants the Foundation the right to use certain service and trademarks royalty-free and sublicense such trademarks to other affiliated medical professional associations. The Foundation has also entered into a sublicense agreement with another related party granting use of the subject service and trademarks. Sublicense revenue is recognized upon receipt. Accordingly, no receivable has been recognized by the Foundation for amounts due under the sublicense agreement through the conclusion of its term.

The initial term of the sublicense agreement expired on December 31, 2009. The Foundation entered into a new sublicense agreement effective January 1, 2010 through December 31, 2019 at terms substantially similar to the agreement in place during 2009.

**Research Study Revenues and Deferred Research Study Revenue**

The Foundation conducts research activities and programs under various agreements. Revenue is recognized as the activities are conducted and related research expenses are incurred. Deferred research study revenue represents revenue received for research studies to be completed within future periods.

**Volunteers**

A number of volunteers have made significant contributions of time to the Foundation's policymaking, program, and support functions. The value of this contributed time does not meet the criteria for recognition as contributed service revenue and, accordingly, is not reflected in the accompanying financial statements.

**Functional Allocation of Expenses**

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited, based on a percentage of direct labor hours expended or a percentage of the total number of Foundation employees.

**Income Taxes**

The Foundation has received a determination letter from the Internal Revenue Service indicating it is classified as a tax-exempt organization under Section 501(c)(3) and is not a private foundation under Sections 509(a)(1) and 170(b)(1)(A)(iii) of the Internal Revenue Code. The Foundation is also exempt from Minnesota income taxes under Minnesota Statute Chapter 290.05. The Foundation is subject to federal and state income taxes only on any unrelated business income under the provisions of Section 511 of the Internal Revenue Code.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2014 AND 2013**

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Income Taxes (Continued)**

The Foundation follows accounting standards for uncertain tax positions and files as a tax-exempt organization. The Foundation has no uncertain income tax positions and no liability has been recognized by the Foundation under this standard. The Foundation's 2011 through 2013 tax years are open for examination by the IRS.

**Use of Estimates in the Preparation of Financial Statements**

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Subsequent Events**

In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through March 17, 2015, the date the financial statements were available to be issued.

**NOTE 3 INVESTMENTS**

Investments consist of the following at December 31, 2014 and 2013:

	<u>2014</u>	<u>2013</u>
US Large Cap Equity	\$ 7,136,917	\$ 6,284,062
US Small/Mid Cap Equity	2,916,013	2,828,597
International Equity	4,286,375	4,363,324
Fixed Income	5,729,054	5,501,263
Real Estate	55,561	66,987
Hedge Fund of Funds	2,547,710	2,400,749
Total	<u>\$ 22,671,630</u>	<u>\$ 21,444,982</u>

Investment gain consists of the following for the years ended December 31, 2014 and 2013:

	<u>2014</u>	<u>2013</u>
Interest and Dividends Net of Investment Expenses of \$74,459 and \$66,791 in 2014 and 2013, Respectively	\$ 345,182	\$ 235,042
Net Realized Gains	293,935	873,168
Net Unrealized Gains	500,277	2,030,322
Total	<u>\$ 1,139,394</u>	<u>\$ 3,138,532</u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**NOTE 4 FAIR VALUE MEASUREMENTS**

The Foundation uses Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC 820), *Fair Value Measurements*, which established a three-level 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 lowest priority to unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy under ASC 820 are described below:

*Level 1* – Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities.

*Level 2* – Pricing inputs other than identical quoted prices in active markets that are observable for the financial instrument, such as similar instruments, interest rates, and yield curves that are observable at commonly quoted intervals.

*Level 3* – Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable. Level 3 inputs include situations where there is little, if any, market activity for the financial instrument.

The following tables summarize the Foundation's assets that were accounted for at fair value hierarchy of ASC 820, as of December 31:

<u>Description</u>	2014			<u>Total</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Investments:				
US Large Cap Equity	\$ 7,136,917	\$ -	\$ -	\$ 7,136,917
US Small/Mid Cap Equity	1,524,340	1,391,673	-	2,916,013
International Equity	4,286,375	-	-	4,286,375
Fixed Income	3,424,646	2,304,408	-	5,729,054
Real Estate	-	-	55,561	55,561
Multi-Strategy Fund of Funds	-	-	2,547,710	2,547,710
Remainder Unitrust	-	-	125,945	125,945
Total	<u>\$ 16,372,278</u>	<u>\$ 3,696,081</u>	<u>\$ 2,729,216</u>	<u>\$ 22,797,575</u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)**

Description	2013			Total
	Level 1	Level 2	Level 3	
Investments:				
US Large Cap Equity	\$ 6,284,062	\$ -	\$ -	\$ 6,284,062
US Small/Mid Cap Equity	1,536,269	1,292,328	-	2,828,597
International Equity	4,363,324	-	-	4,363,324
Fixed Income	4,362,026	1,139,237	-	5,501,263
Real Estate	-	-	66,987	66,987
Multi-Strategy Fund of Funds	-	-	2,400,749	2,400,749
Remainder Unitrust	-	-	116,355	116,355
Total	<u>\$ 16,545,681</u>	<u>\$ 2,431,565</u>	<u>\$ 2,584,091</u>	<u>\$ 21,561,337</u>

The following table is a roll forward of the Level 3 investments during the years ended December 31, 2014 and 2013:

	Real Estate Funds	Interest in Charitable Remainder Unitrust	Multi-Strategy Fund of Funds	Total
Beginning Balance at January 1, 2013	\$ 103,259	\$ 116,856	\$ 1,692,959	\$ 1,913,074
Total Realized and Unrealized Gains (Losses)	(36,272)	(501)	207,790	171,017
Purchases, Sales, Issuance, and Settlement (Net)	-	-	500,000	500,000
Ending Balance at December 31, 2013	66,987	116,355	2,400,749	2,584,091
Total Realized and Unrealized Gains (Losses)	(11,426)	9,590	146,961	145,125
Ending Balance at December 31, 2014	<u>\$ 55,561</u>	<u>\$ 125,945</u>	<u>\$ 2,547,710</u>	<u>\$ 2,729,216</u>

Due to the nature of the investments held by the funds, changes in market conditions and the economic environment may significantly impact the net asset value of the funds and, consequently, the fair value of the Foundation's interests in the funds. Although a secondary market exists for these investments, it is not active and individual transactions are typically not observable. When transactions do occur in this limited secondary market, they may occur at discounts to the reported net asset value. It is, therefore, reasonably possible that if the Foundation were to settle these investments in the secondary market, a buyer may require a discount to the reported net assets value, and the discount could be significant.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION  
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**NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)**

**Quantitative Information about Level 3 Fair Value Measurements**

The unobservable inputs used to determine the fair value of Real Estate Funds has been estimated using external and internal appraisals of property investments. The unobservable inputs used to determine the fair value of the Interest in Charitable Remainder Unitrust are the underlying assets controlled by the trustee. The underlying assets consist of marketable securities that are either classified as Level 1 or Level 2 assets and the Foundation's fair value is determined by taking the trust's total value multiplied by their interest in the trust, as stated in the trust document. The unobservable inputs used to determine the fair value of the Multi-Strategy Fund of funds is the net asset value (NAV) of the Fund. The NAV is determined monthly using the fair value of the Master Fund's investment in underlying managers.

**Investments in Certain Entities That Calculate Net Asset per Share (or Its Equivalent)**

Fair value measurements of Levels 2 and 3 investments funds at December 31, 2014 and 2013 are as follows:

	2014			
	Net Asset Value	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Multi-Strategy Fund of Funds (1)	\$ 2,547,710	\$ -	Not Applicable	Not Applicable
Real Estate Funds (2)	55,561	-	Not Applicable	Not Applicable
Small-Midcap Funds (3)	1,391,673	-	Monthly	10 to 30 Days
Fixed Income Funds (4)	2,304,408	-	Monthly	60 Days
Total	<u>\$ 3,994,944</u>	<u>\$ -</u>		

	2013			
	Net Asset Value	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Multi-Strategy Fund of Funds (1)	\$ 2,400,749	\$ -	Not Applicable	Not Applicable
Real Estate Funds (2)	66,987	-	Not Applicable	Not Applicable
Small-Midcap Funds (3)	1,292,328	-	Monthly	10 to 30 Days
Fixed Income Funds (4)	1,139,237	-	Monthly	60 Days
Total	<u>\$ 3,760,064</u>	<u>\$ -</u>		

- (1) Multi-Strategy Fund of Funds – This fund invests in hedge funds, private equity, real estate and natural resources. The portfolio will typically include 15% - 35% opportunistic equity, 15% - 35% enhanced fixed income, 10% - 30% absolute return, 5% - 15% real estate, 5% - 15% private equity, and 5% - 15% energy and natural resources focused strategies. The net asset value (NAV) of the Fund is determined monthly using the fair value of the Master Fund's investment in underlying managers. These values may be subject to later adjustment or revision.

If all units owned by a Partner are repurchased, the Partner will receive an initial payment equal to 95% of the estimated value of the units approximately 90 days after the valuation date, subject to audit adjustment, and the balance due will be determined and paid within 45 days after completion of the Fund's annual audit.



**MINNEAPOLIS HEART INSTITUTE FOUNDATION  
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**NOTE 4 FAIR VALUE MEASUREMENTS (CONTINUED)**

**Investments in Certain Entities That Calculate Net Asset per Share (or Its Equivalent)  
(Continued)**

- (2) Real Estate Funds – This category invests primarily in US real estate. The fund has diversified investments across the following property types: residential condominiums and apartments, office, warehouse, land, hotel and R&D/Flex. The fair value of the investment is estimated using estimated values of the underlying properties. Properties are appraised internally each year and externally at the time of acquisition and at the time of re-financing. This investment cannot be redeemed. Distributions will be received as the underlying investments of the Fund are liquidated. It is estimated that the underlying assets of the Fund will be liquidated over the next 7 to 10 years, with possible extensions.
- (3) Small-Midcap Funds – This category employs a long-only, fundamental, value-oriented approach to equity management focusing primarily on U.S. small-cap and mid-cap stocks, with market capitalizations generally between \$100 million and \$10 billion. The net asset value (NAV) of the Fund is determined monthly using the market value, or fair value if market data is unavailable, of the underlying securities.
- (4) Fixed Income Funds – This category consists of two funds. One invests primarily in closed-end registered investment companies that invest in fixed-income Securities and directly in fixed-income securities. The net asset value (NAV) of the Fund is determined monthly using the market value, or fair value if market data is unavailable, of the underlying funds. Subsequent to the first 6 months of the initial investment, upon 60 days' prior written notice, all or any portion of interest in the Fund as of the last day of any month can be withdrawn. Redemptions will be paid within 30 days after the date of withdrawal, and may be paid either in cash, in-kind or a combination of both. The second fund is an absolute return bond fund which invests in a wide range of fixed income sectors and securities. The fund is valued daily and has daily liquidity.

**NOTE 5 PLEDGES RECEIVABLE**

Pledges receivable at December 31 are expected to be collected as follows:

	2014	2013
Due Within One Year	\$ 212,268	\$ 316,540
Two Through Five Years	326,439	684,291
More Than Five Years	27,087	395,435
	565,794	1,396,266
Discount	(23,126)	(74,555)
Total	<u>\$ 542,668</u>	<u>\$ 1,321,711</u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION  
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**NOTE 6 FURNITURE AND EQUIPMENT, NET**

Furniture and equipment, net, is as follows at December 31, 2014 and 2013:

	<u>2014</u>	<u>2013</u>
Furniture and Equipment	\$ 1,019,854	\$ 1,021,959
Less: Accumulated Depreciation	(804,606)	(697,689)
Total	<u>\$ 215,248</u>	<u>\$ 324,270</u>

**NOTE 7 RELATED-PARTY TRANSACTIONS**

Contributions received from board members of the Foundation during 2014 and 2013 totaled \$135,223 and \$121,827, respectively. Pledges receivable from board members of the Foundation totaled \$135,862 and \$165,538 at December 31, 2014 and 2013, respectively.

**NOTE 8 COMMITMENTS**

On August 15, 2008, the Foundation entered into a lease with Health Care Property Investors, Inc. for space within the Minneapolis Heart Institute building which commenced on January 1, 2009. During 2012, the lease was amended to increase the square footage under lease. The non-cancelable operating lease extends through March 31, 2019. Rent expense in 2014 and 2013 was \$336,924 and \$332,913, respectively.

Future minimum lease payments as of December 31, 2014 are as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2015	\$ 340,935
2016	344,946
2017	348,957
2018	352,968
2019	88,242
Total	<u>\$ 1,476,048</u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
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**NOTE 9 UNRESTRICTED NET ASSETS**

Unrestricted net assets are designated for the following purposes at December 31:

	<u>2014</u>	<u>2013</u>
Designated - Other:		
Physician Research	\$ 217,945	\$ 389,559
Projects/Reserves	5,539,308	318,512
Board Designated	<u>202,415</u>	<u>308,435</u>
Total Designated - Other	5,959,668	1,016,506
Designated - Endowments	-	4,085,757
Total Unrestricted	<u><u>\$ 5,959,668</u></u>	<u><u>\$ 5,102,263</u></u>

**NOTE 10 TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets are available for the following purposes at December 31:

	<u>2014</u>	<u>2013</u>
General Support	\$ 22,419	\$ 116,629
Charitable Trusts:		
R. Peterson Charitable Remainder Unitrust	125,945	116,355
Restricted Endowment Income	4,036,190	3,627,207
Research and Education Projects:		
Education Projects	1,675,351	2,924,025
Research Projects	259,969	403,919
Complementary Therapies Research	-	20,265
Hypertrophic Cardiomyopathy Research	195,000	150,000
International Outreach	92,366	53,193
Optimist and Stem Cell Research	16,584	624,111
Lead Registry Research	240,692	421,300
Electrophysiology Research	88,248	123,241
Imaging Research	78,850	88,734
Women's Research	5,935	5,935
Structural Research	53,107	3,486
Transplant Research	<u>239,447</u>	<u>250,107</u>
Total Research and Education Projects	<u>2,945,549</u>	<u>5,068,316</u>
Total Temporarily Restricted	<u><u>\$ 7,130,103</u></u>	<u><u>\$ 8,928,507</u></u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
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**NOTE 11 FOUNDATION ENDOWMENT FUNDS**

The Foundation's endowment consists of 9 individual funds established for the ongoing support of research and education activities. Endowment funds in 2013 included both donor-restricted endowment funds and funds designated by the board of directors to function as endowments. During 2014, the board designation of endowment funds was removed. As required by GAAP, net assets associated with endowment funds, including funds designated by the board of directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Foundation follows Uniform Prudent Management of Institutional Funds Act (UPMIFA). UPMIFA governs an institution's, such as the Foundation, management and investment of endowment funds. The board of directors, in consultation with legal counsel, has interpreted 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. As a result of this interpretation, the Foundation classifies as permanently restricted net assets (a) the original value of the 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 by the Foundation 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:

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

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
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**NOTE 11 FOUNDATION ENDOWMENT FUNDS (CONTINUED)**

**Endowment Net Asset Composition by Type of Fund**

	2014			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Donor-Restricted	-	\$ 4,036,190	\$ 13,170,172	\$ 17,206,362
	2013			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-Restricted	\$ -	\$ 3,627,207	\$ 12,861,847	\$ 16,489,054
Board-Designated	4,085,757	-	-	4,085,757
Total	<u>\$ 4,085,757</u>	<u>\$ 3,627,207</u>	<u>\$ 12,861,847</u>	<u>\$ 20,574,811</u>

**Changes in Endowment Net Assets for the Years Ended December 31, 2014 and 2013:**

	2014			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Endowment Net Assets -				
Beginning of Year	\$ 4,085,757	\$ 3,627,207	\$ 12,861,847	\$ 20,574,811
Investment Return:				
Income	68,714	275,032	-	343,746
Net Realized and Unrealized Gain	158,400	635,738	-	794,138
Total Investment Gain	<u>227,114</u>	<u>910,770</u>	<u>-</u>	<u>1,137,884</u>
Contributions	-	-	306,555	306,555
Contribution Loss	-	-	1,770	1,770
Appropriation of Endowment				
Assets for Expenditures	(130,508)	(501,787)	-	(632,295)
Change in Board Designation	<u>(4,182,363)</u>	<u>-</u>	<u>-</u>	<u>(4,182,363)</u>
Endowment Net Assets -				
End of Year	<u>\$ -</u>	<u>\$ 4,036,190</u>	<u>\$ 13,170,172</u>	<u>\$ 17,206,362</u>
	2013			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment Net Assets -				
Beginning of Year	\$ 3,575,066	\$ 1,588,865	\$ 12,849,977	\$ 18,013,908
Investment Return:				
Income	47,418	187,507	-	234,925
Net Realized and Unrealized Gain	<u>586,374</u>	<u>2,317,080</u>	<u>-</u>	<u>2,903,454</u>
Total Investment Gain	633,792	2,504,587	-	3,138,379
Contributions	-	-	69,936	69,936
Contribution Loss	-	-	(58,066)	(58,066)
Appropriation of Endowment				
Assets for Expenditures	<u>(123,101)</u>	<u>(466,245)</u>	<u>-</u>	<u>(589,346)</u>
Endowment Net Assets -				
End of Year	<u>\$ 4,085,757</u>	<u>\$ 3,627,207</u>	<u>\$ 12,861,847</u>	<u>\$ 20,574,811</u>

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
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**NOTE 11 FOUNDATION ENDOWMENT FUNDS (CONTINUED)**

**Description of Amounts Classified as Permanently Restricted Net Assets and Temporarily Restricted Net Assets (Endowment Only)**

Endowment funds as of December 31, 2014 and 2013 are as follows:

	2014			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Founders Endowment	\$ -	\$ 1,813,900	\$ 5,897,943	\$ 7,711,843
T. Peterson Endowment	-	18,233	34,323	52,556
Education Endowment	-	74,465	288,104	362,569
Gobel/Van Tassel Endowment	-	264,033	757,444	1,021,477
Nicoloff Endowment	-	775,775	1,003,614	1,779,389
Kiser Endowment	-	37,463	36,434	73,897
Giel Endowment	-	983,827	4,959,115	5,942,942
Thomas Ireland Endowment	-	54,945	143,195	198,140
Patient Safety and Advocacy Endowment	-	13,549	50,000	63,549
Total	<u>\$ -</u>	<u>\$ 4,036,190</u>	<u>\$ 13,170,172</u>	<u>\$ 17,206,362</u>

	2013			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Founders Endowment	\$ 2,065,564	\$ 1,665,832	\$ 5,906,310	\$ 9,637,706
T. Peterson Endowment	-	17,222	34,323	51,545
Education Endowment	195,377	67,487	288,104	550,968
Gobel/Van Tassel Endowment	308,808	244,343	757,444	1,310,595
Nicoloff Endowment	243,906	680,441	1,003,614	1,927,961
Kiser Endowment	181,265	33,505	36,434	251,204
Transplant Endowment	667,425	-	-	667,425
Giel Endowment	423,412	863,088	4,662,423	5,948,923
Thomas Ireland Endowment	-	45,145	123,195	168,340
Patient Safety and Advocacy Endowment	-	10,144	50,000	60,144
Total	<u>\$ 4,085,757</u>	<u>\$ 3,627,207</u>	<u>\$ 12,861,847</u>	<u>\$ 20,574,811</u>

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2014 AND 2013**

**NOTE 11 FOUNDATION ENDOWMENT FUNDS (CONTINUED)**

**Description of Amounts Classified as Permanently Restricted Net Assets and Temporarily Restricted Net Assets (Endowment Only) (Continued)**

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds. Under this policy, as approved by the board of directors, the endowment assets are invested in a manner that is intended to produce a targeted investment return of 8% annually over a long-term horizon. Actual returns in any given year may vary from this amount.

In order to achieve its long-term rate-of-return objectives, the Foundation has implemented an investment strategy that focuses on capital appreciation (realized and unrealized). Generation of current income (through interest and dividends) is a secondary objective. The Foundation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives. An emphasis on equity-based investments implies a willingness by the Foundation to take on investment related risk in return for higher return potential.

The Foundation has a policy of appropriating for distribution each year 4% to 5% of its endowment fund's average fair value based on the prior 36-month rolling period. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long term, the Foundation expects the current spending policy to allow its endowment to grow at an average of 3% – 4% annually, which should exceed long-term inflation expectations in order to create real growth. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as to provide additional growth through new gifts and investment return.

**NOTE 12 PENSION PLAN**

The Foundation has a 401(k) defined contribution plan covering all employees who meet the eligibility requirements of the plan. The Foundation made voluntary annual contributions to the plan in an amount equal to 5% of base employee compensation, which includes incentive compensation. Employees may also voluntarily contribute to the plan. Employees are vested in the Employer contributions to the plan based upon years of service. The Foundation also matches, on a one-to-one basis, up to 2.5% of an employee's contribution into the 401(k). Pension expense for the plan was \$299,275 and \$328,046 in 2014 and 2013, respectively.

**MINNEAPOLIS HEART INSTITUTE FOUNDATION  
SUPPLEMENTARY SCHEDULE  
STATEMENT OF OPERATIONS  
YEAR ENDED DECEMBER 31, 2014**

	Operations	Funds with Time or Purpose Restriction	Endowments	Total
<b>SUPPORT AND REVENUES</b>				
Contributions	\$ 1,848,503	\$ 663,734	\$ 306,555	\$ 2,818,792
Special Events, Net	368,633	-	-	368,633
Grants	677,762	85,494	-	763,256
Sublicense Revenue	809,743	-	-	809,743
Research Study Revenues	3,423,083	-	-	3,423,083
Income from Services	210,512	32,350	-	242,862
Investment Gain	1,509	-	1,137,885	1,139,394
Net Assets Released from Restrictions	2,282,054	(2,282,054)	-	-
Net Assets Released - Endowment Earnings	632,297	-	(632,297)	-
Change in Value of Split-Interest Agreements	109,205	9,590	-	118,795
Contribution Gain (Loss)	-	(715,200)	1,770	(713,430)
Total Support and Revenues	<u>10,363,301</u>	<u>(2,206,086)</u>	<u>813,913</u>	<u>8,971,128</u>
<b>OPERATING EXPENSES</b>				
Payroll Costs	6,013,128	-	-	6,013,128
Professional Services	1,267,007	-	-	1,267,007
Research Study Costs	914,099	-	-	914,099
Occupancy Costs	552,178	-	-	552,178
Travel and Meetings	226,607	-	-	226,607
Office and Supplies	262,863	-	-	262,863
Community Relations	39,398	-	-	39,398
Other Expenses	208,047	-	-	208,047
Total Operating Expenses	<u>9,483,327</u>	<u>-</u>	<u>-</u>	<u>9,483,327</u>
<b>NET OPERATING INCOME (LOSS)</b>	879,974	(2,206,086)	813,913	(512,199)
<b>NONOPERATING EXPENSES</b>				
Depreciation	120,475	-	-	120,475
<b>BOARD DESIGNATED FUNDS</b>	<u>106,027</u>	<u>(106,027)</u>	<u>-</u>	<u>-</u>
<b>CHANGE IN NET ASSETS</b>	<u>\$ 865,526</u>	<u>\$ (2,312,113)</u>	<u>\$ 813,913</u>	<u>\$ (632,674)</u>