

# 2023

University of Florida Leadership and  
Education Foundation, Inc.

Financial Statements and  
Independent Auditor's Report

December 31, 2023

**PURVIS GRAY**  
CERTIFIED PUBLIC ACCOUNTANTS

**FINANCIAL STATEMENTS  
AND  
INDEPENDENT AUDITOR’S REPORT**

**UNIVERSITY OF FLORIDA LEADERSHIP AND  
EDUCATION FOUNDATION, INC.  
GAINESVILLE, FLORIDA**

**DECEMBER 31, 2023**

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## INDEPENDENT AUDITOR'S REPORT

Board of Directors  
University of Florida Leadership and  
Education Foundation, Inc.  
Gainesville, Florida

### Opinion

We have audited the accompanying financial statements of the University of Florida Leadership and Education Foundation, Inc. (the Foundation), as of and for the year ended December 31, 2023, and the related notes to the financial statements, which collectively comprise the Foundation's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Foundation as of December 31, 2023, and the changes in financial position and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audit 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. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Foundation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management 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, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

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Board of Directors  
University of Florida Leadership and  
Education Foundation, Inc.  
Gainesville, Florida

## INDEPENDENT AUDITOR'S REPORT

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

### **Report on Summarized Comparative Information**

We have previously audited the Foundation's 2022 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated March 30, 2023. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2022, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Board of Directors  
University of Florida Leadership and  
Education Foundation, Inc.  
Gainesville, Florida

## INDEPENDENT AUDITOR'S REPORT

### Required Supplementary Information

Accounting principles generally accepted in the United States of America require that management's discussion and analysis on pages 4-7, be presented to supplement the basic financial statements. Such information is the responsibility of management and, 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. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### Other Information

Management is responsible for the other information included in the annual report. The other information comprises the endowment fund investments held by the University of Florida Foundation but does not include the basic financial statements and our auditor's report thereon. Our opinion on the basic financial statements does not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the basic financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the basic financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

### Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated March 28, 2024, on our consideration of the Foundation's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Foundation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Foundation's internal control over financial reporting and compliance.



March 28, 2024  
Gainesville, Florida

## MANAGEMENT'S DISCUSSION AND ANALYSIS

The University of Florida Leadership and Education Foundation, Inc.'s (the Foundation) discussion and analysis is designed to assist the reader in focusing on significant issues, provide an overview of the financial activities, identify changes in financial position, identify any material deviations from the financial plan, and identify issues and concerns. Since the Management's Discussion and Analysis is intended to focus on the current year's activities, resulting changes, and currently known facts, it should be read in conjunction with the financial statements attached.

### OVERVIEW OF THE FINANCIAL STATEMENTS

The financial statements include the Statement of Net Position and the Statement of Revenues, Expenses, and Changes in Net Position, which provide information about the activities of the Foundation and present a long-range view of the Foundation's financial position. The Statement of Cash Flows provides information regarding cash used in activities of the Foundation.

The financial statements also include notes that explain some of the information in the financial statements and provide more detailed data. Since these notes are an integral part of the financial statements, they should be read in conjunction with the financial statements for the reader to have a clear understanding of the Foundation's activities and performance.

### THE STATEMENT OF NET POSITION

The Statement of Net Position reflects the assets and liabilities of the Foundation, using the accrual basis of accounting, and presents the financial position of the Foundation at a specified time. Net position, the difference between total assets and total liabilities, is one indicator of the Foundation's current financial condition. The changes in net position that occur over time indicate improvement or deterioration in the Foundation's financial condition. The following summarizes the Foundation's assets, liabilities, and net position at December 31:

	<b>Net Position</b>	
	<b>2023</b>	<b>2022</b>
Total Assets	\$ 1,991,163	\$ 1,425,145
Total Liabilities	(1,213,304)	(637,019)
<b>Net Position</b>	<u>\$ 777,859</u>	<u>\$ 788,126</u>

The Foundation ended the 2023 fiscal year with assets of \$1,991,163 and liabilities of \$1,213,304, totaling net position of \$777,859; a negative change of \$10,267 over 2022.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

While the Foundation is one entity, when comparing figures from year-to-year, there are two entities housed within the foundation - the Wedgworth Leadership Institute (WLI) and the Office of Conferences and Institutes (OCI).

#### **Wedgworth Leadership Institute (WLI)**

In 2023, WLI received \$150,043 in revenue primarily from participant registration fees and one instance of a hotel reimbursement back to WLI. This revenue was an increase of \$45,543 from our projected \$104,500 expected income in our 2023 operating budget. This increase is primarily due to a higher number of Class XII participants paying the full amount of their program tuition in year 1 than anticipated. Additionally, \$100,000 was transferred into the Foundation from the WLI endowment at the University of Florida Foundation. Our original projection for transfers was \$140,000. The transfers were less than anticipated due to the increase in revenue from participant tuition payments. Regarding expenses, we estimated \$60,300 in expenses and spent \$93,183. The reason for the expenses being higher than our 2023 estimate was the significant rate of inflation on the goods and services primarily used by the program. In our 2023 operating budget, we accounted for 10% inflation in our budget numbers, but are seeing significantly higher inflation rates on hotel rooms, food, and transportation costs.

#### **Office of Conferences and Institutes (OCI)**

Unlike the typical trend of groups booking 18-24 months out, OCI did not receive inquiries for 2023 groups during 2021 and 2022, which we believe was a result of people waiting to confirm COVID was no longer prevalent before deciding to schedule new conferences. Fortunately, we were able to secure two new groups and decrease the gap, with a year-end loss of just (\$17,302).

### STATEMENT OF CASH FLOWS

As repercussions from COVID have somewhat dissipated, several groups realized greater attendance with increased registration and sponsor revenues. The Office of Conferences and Institutes also received several advance sponsorships and registration fee payments for future groups, and Wedgworth Leadership Institute received registration fee payments in the first of its three-year cycle for Class 12. Year-end cash was \$1,902,359 with a net change in cash of \$527,101 in 2023 over 2022.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### ECONOMIC OUTLOOK

WLI - In 2024, we expect to have revenues of approximately \$62,500 that will be comprised of Class XII tuition payments and registrations for two alumni seminars. An additional \$151,250 will be transferred into UFLEF from the WLI's University of Florida Foundation Endowments. Our expenses are anticipated to be higher than average in 2024 at \$358,470, due to Class XII's national seminar and expected to begin paying deposits on the 2025 international seminar.

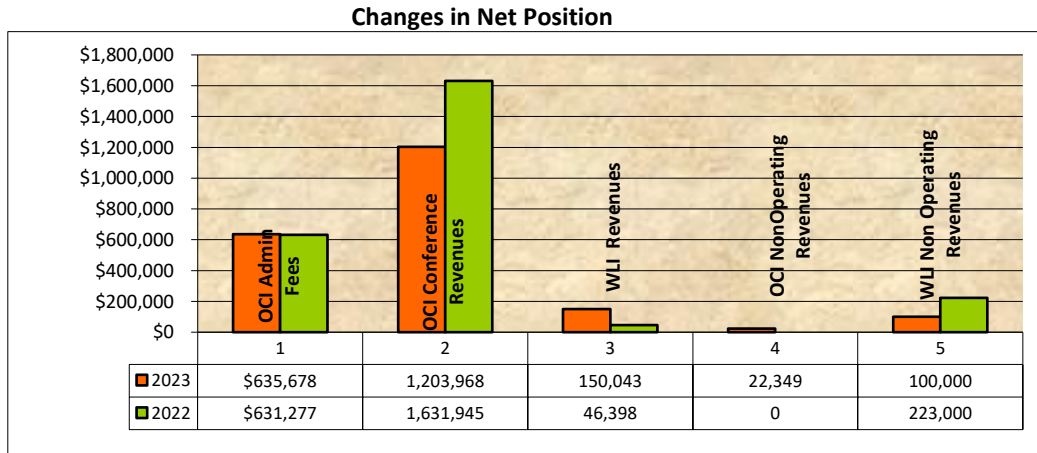
OCI – The 2024-2025 calendar and beyond is starting to pick up, so we are optimistic about the status of future bookings. However, we are seeing smaller federal numbers than normal, as the continuing resolution has impacted travel approvals, resulting in less federal attendance and conference sponsorship, and the upcoming presidential election may result in additional impacts.

Another challenge we are facing is that hotel pricing and room rates are still considerably high – in some cases two to three times what they used to be, as hotels try to regain losses from COVID, and deal with inflationary pricing. As costs escalate, so do registration fees, which also impacts attendance, so we are being conservative with future attendance and revenue projections. In 2024, we are projecting \$1,638,512 in conference revenues and \$1,314,173 in conference expenses, on a cash basis, not including operating costs.

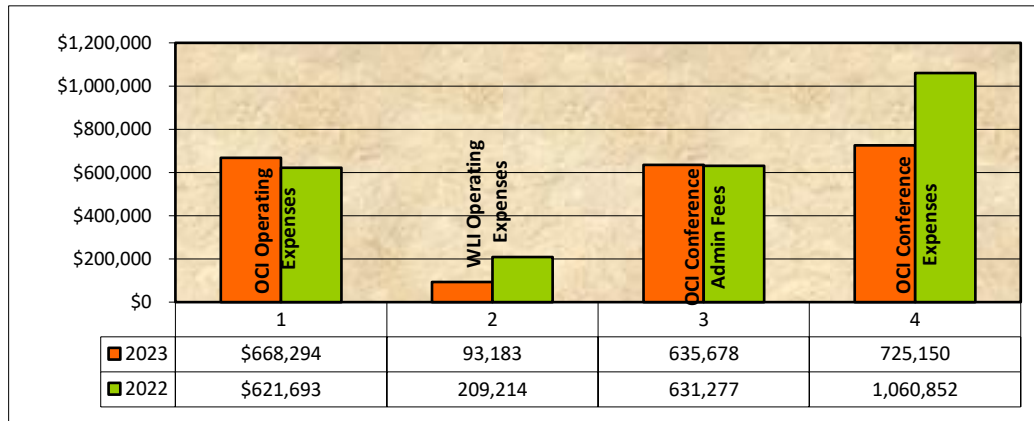


## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Revenues



### Expenses



2023	
<b>Revenues</b>	
<u>Operating Revenues</u>	
OCI Admin Fees	\$ 635,678
OCI Conference Revenues	1,203,968
WLI Revenues	150,043
<b>Total Operating Revenues</b>	<b>1,989,689</b>
<u>OCI NonOperating Revenues</u>	
OCI Contributions	22,349
<b>Total OCI NonOperating Revenues</b>	<b>22,349</b>
<u>WLI NonOperating Revenues</u>	
	100,000
<b>Total Revenues</b>	<b>\$ 2,112,038</b>
<b>Expenses</b>	
<u>Operating Expenses</u>	
Office of Conferences	\$ 668,294
Wedgworth Leadership Institute	93,183
OCI Conference Admin Fees	635,678
OCI Conference Expenses	725,150
<b>Total Operating Expenses</b>	<b>2,122,305</b>
Operating Income (Loss)	(132,616)
<b>Changes in Net Position</b>	<b>\$ (10,267)</b>

2022	
<b>Revenues</b>	
<u>Operating Revenues</u>	
OCI Admin Fees	\$ 631,277
OCI Conference Revenues	1,631,945
WLI Revenues	46,398
<b>Total Operating Revenues</b>	<b>2,309,620</b>
<u>OCI NonOperating Revenues</u>	
OCI Contributions	0
<b>Total OCI NonOperating Revenues</b>	<b>0</b>
<u>WLI NonOperating Revenues</u>	
	223,000
<b>Total Revenues</b>	<b>\$ 2,532,620</b>
<b>Expenses</b>	
<u>Operating Expenses</u>	
Office of Conferences	\$ 621,693
Wedgworth Leadership Institute	209,214
OCI Conference Admin Fees	631,277
OCI Conference Expenses	1,060,852
<b>Total Operating Expenses</b>	<b>2,523,036</b>
Operating Income (Loss)	(213,416)
<b>Changes in Net Position</b>	<b>\$ 9,584</b>

## **FINANCIAL STATEMENTS**

**STATEMENT OF NET POSITION**  
**DECEMBER 31, 2023,**  
**WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2022**  
**UNIVERSITY OF FLORIDA LEADERSHIP AND EDUCATION FOUNDATION, INC.**  
**GAINESVILLE, FLORIDA**

**ASSETS**

	<b>2023</b>			<b>2022</b>
	<b>Unrestricted</b>	<b>Restricted</b>	<b>Total</b>	<b>Total</b>
<b>Current Assets</b>				
Cash	\$ 1,902,359	\$ -	\$ 1,902,359	\$ 1,375,258
Accounts Receivable	17,102	-	17,102	695
Prepaid Expenses	17,275	-	17,275	3,476
Payroll Deposit	54,427	-	54,427	45,716
<b>Total Current Assets</b>	<u>1,991,163</u>	<u>-</u>	<u>1,991,163</u>	<u>1,425,145</u>
<b>Total Assets</b>	<u>1,991,163</u>	<u>-</u>	<u>1,991,163</u>	<u>1,425,145</u>

**LIABILITIES AND NET POSITION**

<b>Current Liabilities</b>				
Accounts Payable	41,105	-	41,105	12,281
Advance Deposits	849,142	-	849,142	434,900
Unearned Revenues	323,057	-	323,057	189,838
<b>Total Current Liabilities</b>	<u>1,213,304</u>	<u>-</u>	<u>1,213,304</u>	<u>637,019</u>
<b>Net Position</b>				
Unrestricted	<u>777,859</u>	<u>-</u>	<u>777,859</u>	<u>788,126</u>
<b>Total Net Position</b>	<u>777,859</u>	<u>-</u>	<u>777,859</u>	<u>788,126</u>
<b>Total Liabilities and Net Position</b>	<u>\$ 1,991,163</u>	<u>\$ -</u>	<u>\$ 1,991,163</u>	<u>\$ 1,425,145</u>

See accompanying notes.

**STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**  
**FOR THE YEAR ENDED DECEMBER 31, 2023,**  
**WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2022**  
**UNIVERSITY OF FLORIDA LEADERSHIP AND EDUCATION FOUNDATION, INC.**  
**GAINESVILLE, FLORIDA**

	<b>2023</b>			<b>2022</b>
	<b>Operating Funds</b>			<b>Total</b>
	<b>Unrestricted</b>	<b>Restricted</b>	<b>Total</b>	
<b>Operating Revenues</b>				
Conference Administration Fees	\$ 635,678	\$ -	\$ 635,678	\$ 631,277
Conference Revenue	-	1,354,011	1,354,011	1,678,343
<b>Total Operating Revenues</b>	<u>635,678</u>	<u>1,354,011</u>	<u>1,989,689</u>	<u>2,309,620</u>
<b>Operating Expenses</b>				
Conference Administration Fees	-	635,678	635,678	631,277
Other Conference-Related Expenses	-	818,333	818,333	1,270,066
Reimbursed Payroll Expense	575,014	-	575,014	536,024
Office Supplies	10,363	-	10,363	10,104
Bank Charges	41,557	-	41,557	41,217
Telephone	1,206	-	1,206	1,420
Postage and Delivery	20	-	20	39
Professional Fees	13,500	-	13,500	12,400
Travel	2,120	-	2,120	50
Service Contracts	16,527	-	16,527	14,580
Other Miscellaneous	7,987	-	7,987	5,859
<b>(Total Operating Expenses)</b>	<u>(668,294)</u>	<u>(1,454,011)</u>	<u>(2,122,305)</u>	<u>(2,523,036)</u>
<b>Operating Income (Loss)</b>	<u>(32,616)</u>	<u>(100,000)</u>	<u>(132,616)</u>	<u>(213,416)</u>
<b>Contributions and Transfers</b>				
Contributions	22,349	-	22,349	-
Transfer from University of Florida Foundation	-	100,000	100,000	223,000
<b>Total Contributions</b>	<u>22,349</u>	<u>100,000</u>	<u>122,349</u>	<u>223,000</u>
<b>Net Change in Net Position</b>	(10,267)	-	(10,267)	9,584
<b>Net Position, Beginning of Year</b>	<u>788,126</u>	<u>-</u>	<u>788,126</u>	<u>778,542</u>
<b>Net Position, End of Year</b>	<u>\$ 777,859</u>	<u>\$ -</u>	<u>\$ 777,859</u>	<u>\$ 788,126</u>

See accompanying notes.

**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2023,**  
**WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2022**  
**UNIVERSITY OF FLORIDA LEADERSHIP AND EDUCATION FOUNDATION, INC.**  
**GAINESVILLE, FLORIDA**

	<u>2023</u>	<u>2022</u>
<b>Cash Flows from Operating Activities</b>		
Conference Administration Fees	\$ 635,678	\$ 631,277
Conference Revenue	1,885,065	1,615,113
Payments for Salaries and Benefits	(575,014)	(536,024)
Payments to Vendors	(1,540,977)	(1,931,848)
<b>Net Cash Provided by (Used in) Operating Activities</b>	<u>404,752</u>	<u>(221,482)</u>
<b>Cash Flows from Non-Capital Financing Activities</b>		
Contributions/Gifts	22,349	-
Transfer from University of Florida Foundation	100,000	223,000
<b>Net Cash Flows Provided by Non-Capital Financing Activities</b>	<u>122,349</u>	<u>223,000</u>
<b>Net Change in Cash</b>	527,101	1,518
<b>Cash, Beginning of Year</b>	<u>1,375,258</u>	<u>1,373,740</u>
<b>Cash, End of Year</b>	<u>\$ 1,902,359</u>	<u>\$ 1,375,258</u>
<b><u>Reconciliation of Operating Income to Net Cash</u></b>		
<b><u>Provided by (Used in) Operating Activities</u></b>		
Operating Income (Loss)	\$ (132,616)	\$ (213,416)
Change in Assets and Liabilities:		
Decrease (Increase) in Accounts Receivable	(16,407)	52,826
Decrease (Increase) in Payroll Deposit	(8,711)	5,424
Decrease (Increase) in Prepaid Expenses	(13,799)	57,785
Increase (Decrease) in Accounts Payable	28,824	(8,045)
Increase (Decrease) in Unearned Revenues	133,219	23,600
Increase (Decrease) in Advance Deposits	414,242	(139,656)
<b>Net Change from Operating Activities</b>	<u>\$ 404,752</u>	<u>\$ (221,482)</u>

See accompanying notes.

**NOTES TO FINANCIAL STATEMENTS**  
**UNIVERSITY OF FLORIDA LEADERSHIP AND EDUCATION FOUNDATION, INC.**  
**GAINESVILLE, FLORIDA**

**Note 1 - Summary of Significant Accounting Policies**

**Reporting Entity**

The University of Florida Leadership and Education Foundation, Inc. (the Foundation) is a direct support organization as provided for in Section 1004.28, Florida Statutes, and is considered a component unit of the University of Florida. The Foundation was formed as a not-for-profit organization in the State of Florida to further agriculture and natural resource education and related activities, promote agriculture and natural resources leadership, and to make contributions to, and confer benefits upon, the University of Florida.

**Basis of Accounting**

The Foundation's financial statements are prepared on the accrual basis of accounting in which transactions are recognized when they occur, regardless of related cash flows. These financial statements are entirely those of the Foundation alone and, accordingly, are not intended to present the financial position or the results of operations of the University of Florida. The Foundation was determined to be "governmental" under guidance provided by Governmental Accounting Standards Board (GASB). For financial reporting purposes, the Foundation is considered a special purpose government engaged only in business-type activities.

**Fund Accounting**

The accounts of the Foundation are maintained in accordance with the principles of fund accounting. Resources are classified for accounting and reporting purposes into funds established for various purposes. Separate accounts are maintained for each fund; however, in the accompanying financial statements, funds that have similar characteristics have been combined into fund groups. Accordingly, all financial transactions have been recorded and reported by fund group, i.e., unrestricted funds and restricted funds.

Net position restricted by outside sources is so indicated and is distinguished from unrestricted funds. Externally restricted funds may only be utilized in accordance with the purposes established by the source of such funds. In contrast, the governing board retains full control to use unrestricted funds (including those designated for specific purposes by that governing board) to achieve the purposes of the Foundation.

All gains and losses arising from the sale, collection, or other disposition of investments and other non-cash assets are accounted for in the fund which owned such assets. Ordinary income derived from investments, receivables, and the like, is accounted for in the fund owning such assets.

**Classification of Revenues**

The Foundation classifies its revenues as operating or non-operating according to the following criteria:

- Operating revenues include activities that have characteristics of exchange transactions, such as conference registration fees and conference administration fees.
- Non-operating revenues include activities that have characteristics of non-exchange transactions, such as interest income and contributions.

**NOTES TO FINANCIAL STATEMENTS**  
**UNIVERSITY OF FLORIDA LEADERSHIP AND EDUCATION FOUNDATION, INC.**  
**GAINESVILLE, FLORIDA**

**Net Position**

The Foundation's net position is classified as follows:

■ **Unrestricted Net Position**

Unrestricted net position represents resources derived from unrestricted contributions, conference registration fees, and conference administration fees. These resources are used for transactions relating to the general operation of the Foundation and may be used at the discretion of the governing board to meet current expenses for any purpose.

■ **Restricted Net Position**

Restricted net position includes resources in which the Foundation is legally or contractually obligated to spend resources in accordance with restrictions imposed by external third parties.

**Donated Services**

The Foundation occupies office space at the University of Florida and is assisted by employees of the University of Florida. Since there is no clearly measurable basis to value these contributed services and facilities, no value for such services and facilities is recorded in the accompanying financial statements.

**Cash**

Cash represents deposits held with financial institutions and petty cash.

**Accounts Receivable**

The Foundation has elected to record bad debts using the direct write-off method. Generally accepted accounting principles require that the allowance method be used to recognize bad debts; however, the effect of using the direct write-off method is not materially different from the results that would have been obtained under the allowance method.

**Capital Assets**

All capital assets are owned by the University of Florida and recorded by the University of Florida Plant Fund. The Foundation does not include capital assets on their statement of net position and the costs of additions incurred by the Foundation are expensed as incurred.

**Income Taxes**

The Foundation is currently exempt from state and federal income taxes under Section 501(c)(3) of the Internal Revenue Code and, accordingly, no provision has been made for income tax liabilities or expenses. The Foundation is subject to U.S. federal or state income tax examinations for the previous three years.

It is the policy of management to evaluate its tax positions on an ongoing basis and to disclose any such positions it believes would have a material impact on the financial statements and related notes. Management also believes that no such required disclosures currently exist.

**Prior Year Total Columns**

The financial statements include certain prior year summarized comparative information in total. Such information does not contain sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended December 31, 2022, from which the summarized information was derived.

**NOTES TO FINANCIAL STATEMENTS**  
**UNIVERSITY OF FLORIDA LEADERSHIP AND EDUCATION FOUNDATION, INC.**  
**GAINESVILLE, FLORIDA**

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

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

**Note 2 - Deposits and Investments**

The carrying amount of cash on hand and on deposit with banks, including interest-bearing deposits was \$1,902,359, and the related bank balance was \$1,905,480 for the year ended December 31, 2023. Deposits are held in banks that qualify as public depositories pursuant to the provisions of Chapter 280, Florida Statutes, the *Florida Security for Public Deposits Act*. Qualified public depositories are required by this law to pledge collateral with a market value equal to a percentage of the average daily balance of all public deposits in excess of any federal deposit insurance. In the event of default by a qualified public depository, all claims for public deposits would be satisfied by the State Treasurer from the proceeds of the federal deposit insurance, pledged collateral of the public depository in default, and, if necessary, a pro rata assessment to the other qualified public depositories in the collateral pool. Therefore, all cash and time deposits held by banks are fully insured and collateralized.

**Note 3 - Unearned Revenues**

Unearned revenues consist of funds received for specific in-process and ongoing seminars, which will be delivered over an extended period of time, and for which the expenses have not yet been incurred. These amounts are generally contributions and registration fees.

The accounts comprising unearned revenues as of December 31, 2023, were as follows:

WA	\$ 897
WLI	232,189
FNRLI	<u>89,971</u>
<b>Total Unearned Revenues</b>	<b><u><u>\$ 323,057</u></u></b>

**Note 4 - Advance Deposits**

Advance deposits consist of funds received for specific conferences and seminars which have not yet begun. These amounts are generally registration fees. The accounts comprising advance deposits are as follows:



**NOTES TO FINANCIAL STATEMENTS**  
**UNIVERSITY OF FLORIDA LEADERSHIP AND EDUCATION FOUNDATION, INC.**  
**GAINESVILLE, FLORIDA**

<b>December 31, 2023</b>	
NCER	\$ 166,084
ACES	12,061
Water Institute Symposium	135,900
Invasion Science	1,300
Termite Course Professionals	18,185
FMNP Core	98,917
Ecosystem Restoration	191,812
FMNP Special Topics	29,311
EFNEP	93,740
Fumigation	25,250
GEER	21,849
International Silage Conference	31,250
Biogeochemistry of Wetlands	8,569
EFNEP	14,914
<b>Total Advanced Deposits as of December 31, 2023</b>	<u><u>\$ 849,142</u></u>

**Note 5 - Risk Management**

The Foundation is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; and personal injury. Although the Foundation is not currently aware of any impending losses, insurance against such losses is provided through the University of Florida.

## **ADDITIONAL INFORMATION**

**ENDOWMENT FUND INVESTMENTS HELD BY THE  
UNIVERSITY OF FLORIDA FOUNDATION (UNAUDITED)**

In 1993, the Foundation transferred management of its endowment fund investments to the University of Florida Foundation, Inc. The total amount of endowment assets held by the University of Florida Foundation, Inc. on behalf of the Foundation that have not been included in the accompanying financial statements was \$3,763,755 as of December 31, 2023. The earnings on these endowments are used to supplement the income for the Wedgworth Leadership Institute Program.

The composition of these funds at December 31, 2023, is as follows:

	<b>Principal Balance</b>	<b>Temporarily Restricted</b>	<b>Unrestricted</b>	<b>Total</b>
<b>Beginning Balance January 1, 2023</b>	\$ 2,312,216	\$ 1,285,125	\$ (2)	\$ 3,597,339
Investment Earnings/Losses	-	302,906	-	302,906
Administrative Expenses	-	(45,705)	-	(45,705)
Transfer to Unrestricted	-	(201,864)	201,864	-
Transfer (to)/from University of Florida	-	-	9,215	9,215
Transfer to Foundation	-	-	(100,000)	(100,000)
<b>Ending Balance December 31, 2023</b>	<u>\$ 2,312,216</u>	<u>\$ 1,340,462</u>	<u>\$ 111,077</u>	<u>\$ 3,763,755</u>

**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***

Board of Directors  
University of Florida Leadership and  
Education Foundation, Inc.  
Gainesville, Florida

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 University of Florida Leadership and Education Foundation, Inc. (the Foundation), which comprise the statement of net position as of December 31, 2023 and the related statements of revenues, expenses, and changes in net position and cash flows for the year ended and the related notes to the financial statements, and have issued our report thereon dated March 28, 2024.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Foundation's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control. Accordingly, we do not express an opinion on the Foundation'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 as there is a reasonable possibility that a material misstatement of the Foundation's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or 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 or significant deficiencies may exist that have not been identified.

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**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER  
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**Compliance and Other Matters**

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

**Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Foundation'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 Foundation's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



March 28, 2024  
Gainesville, Florida

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