

SALINA AREA TECHNICAL COLLEGE
Salina, Kansas

FINANCIAL STATEMENTS AND
INDEPENDENT AUDITORS' REPORT
June 30, 2018

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

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SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

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INDEPENDENT AUDITOR'S REPORT

Board of Trustees
Salina Area Technical College
Salina, Kansas

Report on Financial Statements

We have audited the accompanying financial statements of the business-type activities and aggregate discretely presented component unit of Salina Area Technical College, as of and for the year ended June 30, 2018 and the related notes to the financial statements, which collectively comprise the College's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. 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. Those standards require we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statement. The procedures selected depend on auditor's judgment, including the assessment of the risks of material misstatement of the financial statement, 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 statement 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 controls. 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 statement.

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

Opinions

In our opinion, the financial statement referred to above presents fairly, in all material respects, the respective financial position of the business-type activities and the aggregate discretely presented component unit as of June 30, 2018 and the respective changes in financial position and 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

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 10 be presented to supplement the basic financial statements. Such 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. 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 inquires of management regarding 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 assurance on the information because limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the net position of the business activities and aggregate discretely presented component unit of the College as a whole. The supplementary information which includes the schedule of revenues and expenses compared to budget and the schedule of expenses by function and object for the year ended June 30, 2018 (as listed in the table of contents) are presented for analysis and are not a required part of the financial statements. The schedule of expenditures of federal awards is presented for purposes of additional analysis as required by Title 2 U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and is also not a required part of the financial statements.

The schedules listed in the table of contents and the schedule of expenditures of federal awards are the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic 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 basic financial statement as a whole.

Other reporting required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated December 13, 2018 on our consideration of the College's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. 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 internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the College's internal control over financial reporting and compliance.



Agler & Gaeddert, Chartered
December 13, 2018

MANAGEMENT DISCUSSION AND ANALYSIS

SALINA AREA TECHNICAL COLLEGE
Salina, Kansas
Management's Discussion and Analysis (MD&A)
June 30, 2018

INTRODUCTION

Our discussion and analysis of Salina Area Technical College (College) financial performance provides an overview of the College's financial activities for the fiscal year ended June 30, 2018. Since this management's discussion and analysis is designed to focus on current activities, resulting change and currently known facts, it should be read in conjunction with the College's financial statements, which follow this section.

USING THIS ANNUAL REPORT

The Management's Discussion and Analysis (MD&A) is an element of the new reporting model adopted by the Governmental Accounting Standards Board (GASB) in their Statement No. 34, *Basic Financial Statements – and Management's Discussion and Analysis – for State and Local Governments*, issued June 1999; and GASB Statement No. 37, *Basic Financial Statement – and Management Discussion and Analysis – for State and Local Governments: Omnibus*, an amendment to GASB Statement No. 21 and No. 34, issued in June 2001. This financial statement format (implemented in the fiscal year ended June 30, 2010) focuses on the College as a whole.

The financial statements are designed to emulate corporate presentation models whereby all College activities are consolidated into one total. The focus on the Statement of Net Position is designed to be similar to bottom line results for the College. This statement combines and consolidates current financial resources (short-term spendable resources) with capital assets. The Statement of Revenues, Expenses, and Changes in Net Position focuses on both the gross costs and the net costs of College activities, which are supported substantially by state aid, state and federal grants, student tuition and fees. This approach is intended to summarize and simplify the user's analysis of the cost of various College services to students and the public.

FINANCIAL HIGHLIGHTS

Total net position was \$4,257,993 on June 30, 2018 which is an increase of \$297,856 from the previous year. This increase was due to an increase in enrollment in both postsecondary and secondary students taking concurrent general and technical courses. In addition, the college received grant funds to construct the Learning Resources Center (LRC) remodel, a newly capitalized asset, which offset the depreciation of prior year's leasehold improvements.

Overall revenues were \$4,836,633 which was more than expenses of \$4,538,77 by \$297,856. Revenue from post-secondary tuition was higher than the previous year and was the highest since 2012. Secondary enrollment in technical courses was slightly lower which caused a decrease in state appropriations from the prior year, but the decline was mainly due to closure of one program that had a proportionately high secondary enrollment. The economic outlook for the near future is good which typically indicates lower postsecondary enrollment due to workforce shortages. The College enrollment diversity in secondary and postsecondary enrollments plus the addition of Nursing and Police Science programs should cause an increase in years to come.

OVERVIEW OF FINANCIAL STATEMENTS

This annual report consists of three parts – management's discussion and analysis (this section), the basic financial statements, and required supplementary information. The three sections together provide a comprehensive overview of the College. The basic financial statements are comprised of two kinds of statements that present financial information from different perspectives:

- ❑ **Government-wide financial statements**, which comprise the first three statements, provide both short-term and long-term information about the entity's overall financial position.
- ❑ **Fund financial statements** focus on reporting the individual parts of the College operations in more detail. The College has only one fund as of June 30, 2018.

SALINA AREA TECHNICAL COLLEGE
Salina, Kansas
Management's Discussion and Analysis (MD&A)
June 30, 2018

OVERVIEW OF FINANCIAL STATEMENTS - continued

The financial statements also include notes that explain some of the information in the statements and provide more detailed data. The basic financial statements are followed by a section of supplementary information that further explains and supports the financial statements.

Government-Wide Statements

The government-wide statements report information about the College as a whole using accounting methods similar to those used by private-sector companies. The statement of net position includes all of the College's assets and liabilities. All of the current year's revenues and expenses are accounted for in the statement of revenues, expenses and changes in fund balance regardless of when cash is received or paid.

The government-wide statements report the College's net position and how it has changed. Net position, the difference between the assets and liabilities, are one way to measure the College's financial health.

- ❑ Over time, increases or decreases in the College's net position are an indicator of whether its financial health is improving or deteriorating, respectively.
- ❑ To assess the overall health of the College, one needs to consider additional non-financial factors such as changes in enrollment, changes in program funding by the Federal and State governments, and condition of facilities.

The government-wide financial statements of the College include all activities. The College's basic services are included here, such as regular education, maintenance, and general administration. Tuition, state aid and federal and state grants finance most of these activities.

Fund Financial Statements

- ❑ The fund financial statements provide more detailed information about the College's most significant funds; not the College as a whole. Funds are accounting devices that the College uses to keep track of specific sources of funding and spending for particular programs. As of June 30, 2018 the College only has one fund.

FINANCIAL ANALYSIS OF THE ENTITY AS A WHOLE

FINANCIAL HIGHLIGHTS

As the College completed the year, its operations reported a net increase of \$297,856 over last year's operations. Tuition and state appropriations are the primary source of funding for the College's academic programs.

Net Position

The College's combined net position was \$4,275,993 at June 30, 2018. See Table 1 which follows.

Operating Fund Budgetary Highlights

Over the course of the year, the College revises its annual budget to reflect unexpected changes in revenues and expenditures. A schedule of the College's original and final budget amounts compared with actual revenues and expenses is provided in the supplemental section of the audited financial report.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Management's Discussion and Analysis (MD&A)

June 30, 2018

Changes in Net Position

The College's total revenues were \$4,836,633. Revenue sources are as follows: state aid of \$2,592,210 or 54%, student tuition and fees of \$1,446,753 or 30%, grants and contracts of \$561,362 or 12%, other of \$124,242 or 2%, bookstore sales of \$92,419 or 1%, and interest income of \$19,647 or less than 1%. See Table 2 which follows. The total cost of all programs and services was \$4,538,777. The College's expenses are predominately related to instruction of students of \$1,998,412 or 44%, academic support of \$199,007 or 4%, and student services expenses of \$417,757 or 9%. The College's other expenses were administrative expenses of \$681,350 or 15%, maintenance expenses of \$884,178 or 19%, cost of books sold of \$143,873 or 3%, grants and contract expenses of \$133,155 or 3% and other of \$81,045 or 2%. There are currently no other known facts, decisions or conditions that will have a significant effect on the financial position (net position) or results of operations (revenues, expenses, and change in net position).

Table 1 -- Net Position

This schedule is prepared from the College's Statement of Net Position, which is presented on an accrual basis of accounting whereby assets are capitalized and depreciated.

	2018	2017	
	Business-type	Business-type	
ASSETS	Activities	Activities	Net change
Currents Assets			
Cash and demand deposits	\$ 1,468,522	\$ 1,404,865	\$ 63,657
Cash - Student accounts	9,353	14,834	(5,481)
Accounts receivable net of allowance for doubtful accounts	273,516	169,363	104,153
Inventory	236,894	81,361	155,533
Total current assets	1,988,285	1,670,423	317,862
Noncurrent Assets			
Capital assets, net	2,444,601	2,535,061	(90,460)
Total noncurrent assets	2,444,601	2,535,061	(90,460)
Total assets	\$ 4,432,886	\$ 4,205,484	\$ 227,402
LIABILITIES			
Current Liabilities			
Accounts payable	\$ 13,149	\$ 34,338	\$ (21,189)
Accrued liabilities	151,419	180,045	(28,626)
Due to student accounts	10,325	14,834	(4,509)
Deferred revenue	0	16,130	(16,130)
Total current liabilities	174,893	245,347	(70,454)
NET POSITION			
Invested in capital assets, net of any related debt	2,444,601	2,535,061	(90,460)
Unrestricted	1,813,392	1,425,076	388,316
Total net position	\$ 4,257,993	\$ 3,960,137	\$ 297,856

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Management's Discussion and Analysis (MD&A)

June 30, 2018

Table 2 -- Changes in Net Position

	2018 Business-type Activities	2017 Business-type Activities	Net Change
REVENUES			
Operating Revenues			
Student tuition	\$ 1,135,570	\$ 935,086	\$ 200,484
Institution fees	119,347	148,919	(29,572)
Program fees	164,358	44,165	120,193
Testing Fee	27,478	23,005	4,473
Administrative	10,532	19,148	(8,616)
Bookstore sales	92,419	109,350	(16,931)
Other	23,457	40,558	(17,101)
Total operating revenues	<u>1,573,161</u>	<u>1,320,231</u>	<u>252,930</u>
EXPENSES			
Operating Expenses			
Instruction	1,998,412	2,113,798	(115,386)
Academic support	199,007	232,173	(33,166)
Student services	417,757	371,043	46,714
Administration	681,350	711,635	(30,285)
Maintenance	884,178	1,012,975	(128,797)
Cost of books sold	143,873	93,245	50,628
Total operating expenses	<u>4,324,577</u>	<u>4,534,869</u>	<u>(210,292)</u>
Operating income (loss)	<u>(2,751,416)</u>	<u>(3,214,638)</u>	<u>463,222</u>
NONOPERATING REVENUES (EXPENSES)			
State appropriations	2,592,210	2,643,480	(51,270)
Capital outlay grant	123,716	123,892	(176)
Capital outlay expenses	(35,333)	(44,015)	8,682
Carl Perkins grant	108,270	110,936	(2,666)
Carl Perkins expenses	(82,393)	(74,597)	(7,796)
Vehicle Extravaganza income	4,660	8,321	(3,661)
Vehicle Extravaganza expenses	(5,024)	(5,109)	85
ATT grant	0	187	(187)
ATT expenses	0	(3,214)	3,214
Dental grant	0	8,700	(8,700)
Dental expenses	0	(8,699)	8,699
Other grants	329,376	37,091	292,285
Other expenses	(10,405)	(9,213)	(1,192)
Work orders revenue	80,389	443,422	(363,033)
Work orders expenses	(81,045)	(448,546)	367,501
Investment income	19,647	14,027	5,620
Skills USA expenses	5,204	(4,370)	9,574
Net nonoperating revenues	<u>3,049,272</u>	<u>2,792,293</u>	<u>256,979</u>
Increase in net position	<u>297,856</u>	<u>(422,345)</u>	<u>720,201</u>
Net position - beginning of year	3,960,137	4,382,482	(422,345)
Net position - end of year	<u>\$ 4,257,993</u>	<u>\$ 3,960,137</u>	<u>\$ 297,856</u>

SALINA AREA TECHNICAL COLLEGE
Salina, Kansas
Management's Discussion and Analysis (MD&A)
June 30, 2018

CAPITAL ASSETS

Table 3 -- Capital Assets

	2018	2017	
	Business- type Activities	Business-type Activities	Net Change
Capital Assets			
Leasehold improvements	\$ 3,158,023	\$ 2,891,814	\$ 266,209
Furniture	120,831	120,831	0
Equipment	1,701,616	1,606,121	95,495
Vehicles	95,644	95,644	0
Computer software	150,761	150,761	0
Computer	609,857	570,448	39,409
Construction in Progress	0	17,965	(17,965)
TOTAL COSTS	5,836,732	5,453,584	383,148
Less Accumulated Depreciation			
Leasehold improvements	1,119,526	914,101	205,425
Furniture	79,877	68,043	11,834
Equipment	1,404,266	1,195,865	208,401
Vehicles	76,598	69,238	7,360
Computer software	150,761	148,386	2,375
Computer	561,103	522,890	38,213
TOTAL ACCUMULATED DEPRECIATION	3,392,131	2,918,523	473,608
Net Capital Assets	\$ 2,444,601	\$ 2,535,061	\$ (90,460)

The College did not report capital assets and accumulated depreciation until 2010 when the College switched from a cash basis reporting in 2009 to full accrual basis. The College believes that capital assets not capitalized in prior years would be fully depreciated and thus has not made any adjustments for capital assets and accumulated depreciation for years prior to July 1, 2009.

ECONOMIC FACTORS AND NEXT YEAR'S BUDGETS AND RATES

As the economic outlook remains good, the College expects to have difficulty recruiting post-secondary students for technical education. The college has increased emphasis in student services through hiring additional enrollment specialists who recruit and help students meet their educational goals. The college obtained accreditation from HLC in 2016 which bolstered the College's reputation and with the transferability of courses. The college continued to see more concurrent high school enrollments with additional partner USDs.

The current governor is a strong advocate of technical education, much like his predecessor. The Excel in CTE initiative continues to be popular and the legislature appropriated additional funds for the payment of tuition for high school students. The future of the program is stable, but the demand of courses continues to outpace the state appropriations. A late adjustment of the state budget saved the College absorbing a large cut in funding for the secondary tuition. It is likely that the program will endure similar funding limitations which management will account for in future budgeting. The governor elect has pledged support to the K-12 educational system which might have a negative impact on the funding for higher education; it is too soon to know.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Management's Discussion and Analysis (MD&A)

June 30, 2018

ECONOMIC FACTORS AND NEXT YEAR'S BUDGETS AND RATES - continued

The College has approximately 38 general education courses taught throughout the institution, but approximately 10 are available on campus. The College has expanded online course offerings to bolster the general education enrollment and provide options for students in various programs.

The State funding appropriations continue to be cut due to State budget shortfalls.

The College has continued to expand their general education course offering to give students a more diverse education. With accreditation, the College is expanding its inventory of general education courses and now offers a wide array on campus, online, and with our concurrent partners. These courses are low enrolled but continue to expand and grow.

The College is sound fiscally and has grown the current asset position in the current year. Expenditures are carefully monitored to keep the College positioned for unanticipated events, such as gaps in state appropriations. The College has no debt and is able to maintain a healthy reserve position relative to the approved budget.

The College utilizes a network of industry partners to secure equipment and materials needed within various programs. The College also seeks various grants, such as those used to remodel the LRC, to leverage the limited resources on hand. The need for additional partnerships and philanthropy will continue as questions about future state funds and other resources.

Looking to the Future

The College is currently experiencing rapid growth due to receiving its initial accreditation from the Higher Learning Commission. This trend falls in line with research from other like-sized institutions once they received initial accreditation. Salina Tech continues to expand in their general education offerings in preparation for this increase. More students are taking advantage of these low-cost general education offerings as they now transfer to most all institutions in the State of Kansas.

To realize new avenues for expansion, the College is seeking different ways to utilize the campus. Most of the full time programs the College offers are held during the daytime, with minimal activity occurring during nights, weekends, and the summer months. Salina Tech is investigating ways of offering courses during these times, if applicable.

Contingencies and Commitments

Accreditation – The Kansas Board of Regents requires that all technical colleges be accredited by the Higher Learning Commission. Salina Area Technical College is accredited by the Higher Learning Commission, a regional accreditation agency recognized by the U.S Department of Education.

CONTACTING THE COLLEGE'S FINANCIAL MANAGEMENT

This financial report is designed to provide our citizens, Kansas Board of Regents, taxpayers, parents, participants, investors and creditors with a general overview of the College's finances and to demonstrate the College's accountability for the money it receives. For further information please contact Greg Nichols, President, 2562 Centennial Rd. Bldg. A, Salina, Kansas 67401.

FINANCIAL STATEMENTS

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Statements of Net Position

June 30, 2018

	Business-type Activities	Component Unit Foundation
ASSETS		
CURRENT ASSETS		
Cash and demand deposits	\$ 1,468,522	\$ 8,504
Cash - Student accounts	9,353	0
Total cash & cash equivalents	1,477,875	8,504
Investments - available for sale	0	340,178
Accounts receivable, net of allowance for doubtful accounts	273,516	1,141
Inventories	236,894	0
Total other current assets	510,410	341,319
Total current assets	1,988,285	349,823
NONCURRENT ASSETS		
Capital assets, net	2,444,601	0
Total noncurrent assets	2,444,601	0
Total assets	\$ 4,432,886	\$ 349,823
LIABILITIES		
CURRENT LIABILITIES		
Accounts payable	\$ 13,149	\$ 0
Accrued liabilities	151,419	0
Due to students and student activity	10,325	0
Deferred revenue	0	0
Total current liabilities	174,893	0
NET POSITION		
Invested in capital assets	\$ 2,444,601	\$ 0
Restricted for		
Expendable	0	1,945
Scholarships and fellowships	1,813,392	347,878
Unrestricted - unassigned		
Total net position	\$ 4,257,993	\$ 349,823

The accompanying notes are an integral part of these statements

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Statements of Revenues, Expenses, and Changes in Net Position
For the Year Ended June 30, 2018

	<u>Business-type Activities</u>	<u>Component unit Foundation</u>
REVENUES		
Operating Revenues		
Student tuition	\$ 1,135,570	\$ 0
Institution fees	119,347	0
Program fees	164,358	0
Testing fees	27,478	0
Administrative	10,532	0
Bookstore	92,419	0
Contributions	0	119,308
Other	23,457	0
	<u>1,573,161</u>	<u>119,308</u>
Total operating revenues		
	<u>1,573,161</u>	<u>119,308</u>
EXPENSES		
Operating Expenses		
Instruction	1,998,412	0
Academic support	199,007	0
Student Services	417,757	0
Administration	681,350	0
Maintenance	884,178	0
Bookstore	143,873	0
Scholarships	0	1,945
Other	0	250,000
	<u>4,324,577</u>	<u>251,945</u>
Total operating expenses		
	<u>4,324,577</u>	<u>251,945</u>
Operating income (loss)		
	<u>(2,751,416)</u>	<u>(132,637)</u>
NONOPERATING REVENUES (EXPENSES)		
State appropriations	2,592,210	0
Capital outlay grant	123,716	0
Capital outlay expenses	(35,333)	0
Carl Perkins grant	108,270	0
Carl Perkins expenses	(82,393)	0
Vehicle Extravaganza income	4,660	0
Vehicle Extravaganza expenses	(5,024)	0
Other grants	329,376	0
Other expenses	(10,405)	0
Work orders revenue	80,389	0
Work orders expenses	(81,045)	0
Investment income	19,647	12,137
Investment fees	0	(2,794)
Skills USA expenses	5,204	0

The accompanying notes are an integral part of these statements

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Statements of Revenues, Expenses, and Changes in Net Position For the Year Ended June 30, 2018

	<u>Business-type Activities</u>	<u>Component unit Foundation</u>
Unrealized appreciation (depreciation) on investments	\$ 0	\$ 5,559
Realized gains and (losses)	<u>0</u>	<u>7,821</u>
Net nonoperating revenues	<u>3,049,272</u>	<u>22,723</u>
Increase (Decrease) in net assets	297,856	(109,914)
NET POSITION		
Net position - beginning of year	<u>3,960,137</u>	<u>459,737</u>
Net position - end of year	\$ <u><u>4,257,993</u></u>	\$ <u><u>349,823</u></u>

The accompanying notes are an integral part of these statements

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Statements of Cash Flows For the Year Ended June 30, 2018

	<u>Business-type Activities</u>	<u>Component unit Foundation</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Student tuition	\$ 994,331	\$ 0
Institution fees	119,347	0
Program fees	164,358	0
Testing fees	27,478	0
Administrative	10,532	0
Bookstore sales	92,419	0
Contributions	0	119,307
Other	23,457	0
Employee expenses	(2,723,153)	0
Vendor payments	<u>(1,302,505)</u>	<u>(251,945)</u>
Net cash provided (used) by operating activities	<u>(2,593,736)</u>	<u>(132,638)</u>
CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES		
State appropriations	2,592,210	0
Grant income	561,362	0
Grant expenses	(128,131)	0
Other Income	90,253	0
Other Expense	(86,069)	0
Change in student cash accounts	<u>(5,481)</u>	<u>0</u>
Net cash provided by noncapital financing activities	<u>3,024,144</u>	<u>0</u>
CASH FLOWS FROM CAPITAL FINANCING ACTIVITIES		
Acquisition of capital assets	<u>(391,879)</u>	<u>0</u>
Net cash used by capital financing activities	<u>(391,879)</u>	<u>0</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Interest/dividends on investments	19,647	12,137
Investment fees	0	(2,794)
Investment purchases	0	(108,937)
Investment sales	<u>0</u>	<u>99,105</u>
Net cash provided by investing activities	<u>19,647</u>	<u>(489)</u>
Net increase (decrease) in cash	58,176	(133,127)
Cash - beginning of the year	<u>1,419,699</u>	<u>141,631</u>
Cash - end of year	\$ <u><u>1,477,875</u></u>	\$ <u><u>8,504</u></u>
REFLECTED ON STATEMENT OF NET POSITION:		
Cash and demand deposits	\$ 1,468,522	\$ 8,504
Cash in Student accounts	<u>9,353</u>	<u>0</u>
	\$ <u><u>1,477,875</u></u>	\$ <u><u>8,504</u></u>

The accompanying notes are an integral part of these statements

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Statements of Cash Flows

For the Year Ended June 30, 2018

	<u>Business-type Activities</u>	<u>Component unit Foundation</u>
Reconciliation of net operating Income (loss) to net cash provided (used) by operating activities		
Operating income (loss)	\$ (2,751,416)	\$ (132,637)
Adjustments to reconcile net income (loss) to net cash:		
Depreciation expense	473,608	0
Bad debt expense	30,660	0
Change in assets and liabilities:		
(Increase)/Decrease in receivables	(141,239)	(1)
(Increase)/Decrease in inventories	(155,534)	0
Increase/(Decrease) in accounts payable	(21,189)	0
Increase/(Decrease) in accrued liabilities	<u>(28,626)</u>	<u>0</u>
	\$ <u><u>(2,593,736)</u></u>	\$ <u><u>(132,638)</u></u>

The accompanying notes are an integral part of these statements

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Salina Area Technical College (College), Salina, Kansas, a member institution of the Kansas Board of Regents system, provides a range of educational programs to meet the needs of the adult population of Salina Area. Included in this range of programs are technical and occupational associate degree, diploma and certificate curricula consistent with the needs of employers in the College's service area. The College also provides various developmental education programs, support services and offering to assist students in meeting their personal and professional educational objectives.

The College was originally established in 1964 as the Salina Area Vocational Technical School under the Kansas Statutes Annotated 72-4401 *et seq.* The School was governed by the local public school board, USD 305 until July 1, 2009. As a result of legislative action, the School applied to become an independent technical college and was granted college status under Kansas Statutes Annotated 72-4477a, *et seq.* On July 1, 2009 the College began operations as Salina Area Technical College with a new Board of Trustees as their governance model.

The Board consists of nine members recruited and selected by the Board of Trustees. Members will serve staggered three year terms, not to exceed two consecutive terms. The board will try to maintain a diversity of members from various industries represented by the curricula of the college. The Board of Trustees establishes policy and overall direction by which the College is governed.

A. Reporting Entity

The Board of Trustees of Salina Area Technical College control is the basic level of government, which has oversight responsibility and control over all activities related to providing educational services to students. The Board receives funding from federal and state government source entities and must comply with the compliance requirements of these funding source entities. However, the Board is not included in any other governmental "reporting entity", as defined by the Governmental Accounting Standards Board pronouncement, since board members are appointed by various levels of local government and have their own board and have decision making authority, the power to designate management, the ability to significantly influence operations, and have primary accountability for fiscal matters.

The College has implemented Governmental Accounting Standards Board (GASB) Statement Number 39, *Determining Whether Certain Organizations are Component Units*. This Statement amends GASB Statement No. 14, *The Financial Reporting Entity* to provide additional guidance to determine whether certain organizations for which the College is not financially accountable should be reported as component units based on the nature and significance of their relationship with the College.

There are two methods of presentation of component units:

1. Blended component units, although a legally separate entity from the College, they are, in substance part of the College's operations and so data from these component units are combined with data of the College.
2. Discretely presented component units are reported in a separate column in the combined financial statements to emphasize that they are legally separate from the College.

The College has one component unit: Salina Area Technical College Foundation. The Foundation is a legally separate, tax-exempt component unit of the College. The Foundation acts primarily as a fund-raising organization to supplement the resources that are available to the College in support of its programs. The member board of the Foundation is self-perpetuating and consists of graduates and friends of the College. Although the College does not control the timing or amount of receipts from the Foundation, the majority of resources, or income thereon, which the Foundation holds and invests, is restricted to the activities of the College by the donors. Because these restricted resources held by the Foundation can only be used by, or for the benefit of, the College, the Foundation is considered a component unit of the College. The Foundation does not issue separate financial statements.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

A. Reporting Entity - continued

The Foundation is a private not-for-profit organization that reports its financial results under Financial Accounting Standards Board (FASB) Statements. Most significant to the Foundation's operation and reporting model are FASB Statement 116, Accounting for Contributions Received and Contributions Made, and FASB Statement No. 117, Financial Reporting for Not-for-Profit Organizations.

As such, certain revenue recognition criteria and presentation features are different from GASB revenue recognition criteria and presentation features. No modifications have been made to the Foundation's financial information in the College's financial reporting entity for these differences; however significant note disclosures to the Foundation's financial statements have been incorporated into the College's notes to the financial statements.

B. Measurement Focus, Basis of Accounting, and Financial Statement Presentation

The financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America as prescribed by the Governmental Accounting Standards Board (GASB), including Statement No. 34, *Basic Financial statements – and Management's Discussion and Analysis, for State and Local Governments*, Statement No. 35, *Basic Financial Statements and Management's Discussion and Analysis of Public Colleges and Universities*, issued in June and November, 1999 and Statement No. 37, *Basic Financial Statements and Management's Discussion and Analysis for State and Local Governments*. The financial statement presentation required by GASB Statements No. 34, 35 and 37 provides a comprehensive, entity-wide perspective of the College's assets, liabilities, net assets, revenues, expenses, changes in net assets and cash flows. Accordingly for financial reporting purposes, the College is considered a special-purpose government engaged only in business-type activities. Consequently, the College's financial statements have been presented using the economic resources measurement focus and the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned, and expenses are recorded when an obligation has been incurred. All significant intra-agency and intra-fund transactions have been eliminated.

Fund types and major funds consist of the following:

Governmental funds: The College has no governmental funds.

Proprietary funds

Financial statements of the reporting entity's programs are organized and reported as an enterprise fund and are accounted for by providing a set of self-balancing accounts that constitute its assets, liabilities, fund equity, revenues, and expenditure/expenses. Enterprise funds are used to account for business-like activities provided to students. These activities are financed primarily by tuition and/or state and federal funding and the measurement of financial activity focuses on net income measurement similar to the private sector. The reporting entity includes all of the College's activities as an enterprise fund

Non-exchange transactions, in which the College receives value without directly giving equal value in return, includes; federal, state, and local grants; state appropriations, and other contributions. On an accrual basis, revenue from grants, state appropriations, and other contributions is recognized in the year in which all eligibility requirements have been satisfied. Eligibility requirements include timing requirements, which specify the year when the resources are required to be used or the fiscal year when use is first permitted, matching requirements, in which the College must provide local resources to be used for a specified purpose, and expenditure requirements, in which the resources are provided to the College on a reimbursement basis.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

B. Measurement Focus, Basis of Accounting, and Financial Statement Presentation

The accounting policies of the College conform to accounting principles generally accepted in the United States of America as applicable to colleges and universities. The College's reports are based on all applicable GASB pronouncements as well as applicable Financial Accounting Standards Board (FASB) Statements and Interpretations, Accounting Principles Board Opinions, and Accounting Research Bulletins of the Committee on Accounting Procedure, issued on or before November 30, 1989, unless those pronouncements conflict with or contradict GASB pronouncements. When applicable, certain prior year amounts have been reclassified to conform to the current year presentation. The following is a summary of the more significant policies.

C. Cash and Cash Equivalents

Cash includes deposits held at local financial institutions plus small amounts maintained for change funds. Cash equivalents include certificates of deposit with maturities of three months or less.

D. Accounts Receivable

Accounts receivable consist primarily of student accounts for books and class fees. An allowance for doubtful accounts is based upon approximately 50% of the receivables that are more than 90 days past due.

E. Inventories and Prepaid Items

Inventories consist primarily of items held for resale by the bookstore and the house built by the Construction Program and it is held for sale. Value is determined by the cost method for the bookstore, the house and the lot. The bookstore costs are recorded as expenses as the inventory is consumed. The house cost is recorded as expense when the house is sold. Certain payments to vendors reflect costs applicable to future periods. Such payments, in the accompanying financial statements, are recorded as prepaid items and reflected as other assets.

F. Deferred Revenues

Deferred revenues include: (1) amounts received for tuition and fees prior to the end of the fiscal year that are related to the subsequent fiscal year; and (2) amounts received from grant and contract sponsors that have not been earned. Total deferred revenue for year ended June 30, 2018 was \$0.

G. Net Position

GASB Statement No. 34 reports equity as "Net Position" rather than "fund balance". Net position is classified according to external donor restrictions or availability of assets for satisfaction of College obligations. The College's net position is classified as follows:

Invested in capital assets – This represents the College's total investment in capital assets, net of accumulated depreciation.

Restricted net position – expendable – This includes resources that the College is legally or contractually obligated to spend in accordance with restrictions imposed by external third parties. When both restricted and unrestricted resources are available for use, it is the College's policy to use restricted resources first; then unrestricted resources when they are needed.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

G. Net Position - continued

Restricted net position - building remodel - These are funds which the Board has set aside for future building remodeling. Since the Board has made the designation, the Board can remove the designation at anytime either because the College has remodeled the building or the Board decides to remove the designation and put the funds back into unrestricted.

Unrestricted net position – This includes resources derived from student tuition and fees, state appropriations, and sales and services of educational departments and auxiliary enterprises. These resources are used for transactions relating to the educational and general operations of the College and may be used at the discretion of the governing board to meet current expenses for any purpose.

H. Capital Assets

Capital assets include property, plant equipment, and infrastructure assets, such as parking lots and sidewalks. The College defines capital assets as assets with an initial unit cost of \$5,000 or more and an estimated useful life in excess of one year. Such assets are recorded at historical cost or estimated historical cost if purchased or constructed. Donated capital assets are recorded at estimated fair market value at the date of donation. The costs of normal maintenance and repairs that do not add to the value of the assets or materially extend assets' lives are not capitalized. Major outlays of capital assets and improvements are capitalized as projects are constructed.

Property, plant, and equipment of the College are depreciated using the straight-line method over the following useful lives:

Building improvements	7-15 years
Equipment	5-10 years
Vehicles	5 years
Computers	3 years

I. Classification of Revenues

The College has classified its revenues as either Operating or Non-Operating. Operating revenues include activities that have the characteristics of exchange transactions, such as (a) student tuition and (b) fees and rentals. Non-operating revenue includes activities that have the characteristics of non-exchange transactions such as (a) state appropriations (b) most federal, state, and local grants and contracts and federal appropriations, and (c) gifts and contributions.

J. Federal Financial Assistance Programs

The College participates in federally funded Pell Grant and Federal Family Education Loans programs. Federal programs are audited in accordance with the Single Audit Act Amendments of 1996 and the Uniform Guidance.

K. Financial Aid

Financial aid to students is reported in the basic financial statements under the alternative method as prescribed by the National Foundation of College and University Business Offices (NACUBO). Certain aid, such as loans and funds provided to students as awarded by third parties, is accounted for as a third party payment (credited to the student's account as if the student made the payment).

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

L. Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the basic financial statements and reported amounts of revenues and expenses during the reporting period. Actual amounts may differ from those estimates.

M. Compensated Absences

It is the College's policy to grant faculty employee's ten (10) leave days for each school year. Any unused leave is allowed to accumulate to a maximum of 120 days. Upon retirement or resignation, those with fifteen (15) years or more of service shall receive compensation for days of unused accumulated leave. Staff employees may accumulate a maximum of 10 days of unused leave. The estimated amount of unused accumulated leave which qualifies for pay out was \$1,656 for faculty and \$26,698 for staff for year ended June 30, 2018 and is included in accrued liabilities.

N. Budget

In accordance with Kansas statutes, the College has prepared an annual operating budget for submission to the Kansas Board of Regents. The budget establishes the amount of post secondary aid to be received. The budget sets the level for expenditures at the fund level. As the amount of post secondary aid is established by formula, the budget is advisory only and is not legally binding. The operating budget is prepared on the accrual basis of accounting. The Board of Regents did not require a budget to be submitted this fiscal year.

O. Component Unit

The Foundation maintains its accounts in accordance with the principles and practices of fund accounting. Fund accounting is the procedure by which resources for various purposes are classified for accounting purposes in accordance with activities or objectives specified by donors. Accordingly, net position and changes therein are classified as follows:

Permanently Restricted Net Position – Net position subject to donor-imposed stipulations that the Foundation permanently maintains the assets. Generally, the donors of these assets permit the Foundation to use all or part of the income earned on related investments for general or specific purposes.

Temporary Restricted Net Position – Net position subject to donor-imposed stipulations that will be met by actions of the Foundation and/or passage of time.

Unrestricted Undesignated Net Position – Net position not subject to donor-imposed restrictions.

Unrestricted Designated Net Position – Net position not subject to donor-imposed restrictions but subject to Foundation Board imposed stipulations.

Revenues are reported as increases in unrestricted net assets classification unless use of the related assets is limited by donor-imposed restrictions. Contributions, including unconditional promises to give, are recognized as revenue in the period received. Conditional promises to give are not recognized as revenue until the conditions on which they depend are substantially met. Contributions for in kind gifts from outside sources are not recorded in the Foundation's financial records, but are accounted for and acknowledged separately.

Expenses are reported as decreases in unrestricted undesignated or unrestricted designated net assets as appropriate. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted undesignated or unrestricted designated net assets unless their use is restricted by explicit donor stipulation or by law.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

P. Donor-Restricted Endowments

The Foundation invests all donor-restricted endowments in a mutual fund. Actual earnings of the investments are allocated based on each endowment's portion of the balance. Earnings are then transferred to the College for spending as restricted by the donor.

Q. Non-cash Transactions

During the year ended June 30, 2018 the College did not receive any donations of land, buildings or equipment.

2. DEPOSITS AND INVESTMENTS

As of June 30, 2018, the College was invested in money markets and certificates of deposit reported at fair value with a maturity of two years or less in accordance with Kansas Statutes.

K.S.A. 9-1401 establishes the depositories which may be used by the College. The statutes requires banks eligible to hold the College's funds have a main or branch in the county in which the College is located, or in an adjoining county if such institution has been designated as an official depository, and the banks provide an acceptable rate of return on funds. In addition, K.S.A. 9-1402 requires the banks to pledge securities for deposits in excess of FDIC coverage. The College has no other policies that would further limit interest risk.

K.S.A. 12-1675 limits the College's investment of idle funds to time deposits, open accounts, and certificates of deposit with allowable financial institutions: U.S. government securities; temporary notes; no-fund warrants; repurchase agreements; and the State Municipal Investment Pool. The College has no investment policy that would further limit its investment choices.

Concentration of credit risk; State statutes place no limit on the amount the College may invest in any one issuer as long as the investments are adequately secured under K.S.A. 9-1402 and 9-1405. The College's allocation of investments as of June 30, 2018 was 100% in money market funds.

Custodial credit risk – deposits. Custodial credit risk is the risk that in the event of a bank failure, the College's deposits may not be returned to it. State statutes require the College's deposits in financial institution to be entirely covered by federal depository insurance or by collateral held under a joint custody receipt issued by a bank within the State of Kansas, the Federal Reserve Bank of Kansas City, or the Federal Home Loan Bank of Topeka, except during designated "peak periods" when required coverage is 50%. The College's did not have any designated peak periods for the current year. All deposits were legally secured at June 30, 2018.

At June 30, 2018 the College's carrying amount of deposits \$1,477,875 and the bank balance was \$1,490,567. The difference between carrying amounts and bank balances represents primarily checks that have not cleared the bank and deposits in transit. The balance was held by one bank resulting in a concentration of credit risk. Of the bank balance, \$250,000 was covered by federal deposit insurance and \$1,240,567 was collateralized with securities held by the pledging financial institution's agent in the College's name.

The Foundation's purpose is to raise funds for the awarding of scholarships to students attending the College. The Foundation is a not-for-profit operating as a 501(c)3 under IRS regulation. This is the only component unit of the College and will be discretely presented in the financial statements. The investments are reported at fair market value. Fair market value was obtained from quoted market values.

At June 30, 2018 the Foundation's carrying amount of deposits \$6,883 and the bank balance was \$6,883. There is no difference between the carrying amounts and the bank balances. The balance was held by one financial institution resulting in a concentration of credit risk. Of the bank balance, \$6,883 was covered by federal deposit insurance.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

2. DEPOSITS AND INVESTMENTS - continued

Investments of the Foundation are as follows:

The Foundation determines the appropriate classification of its investments in debt and equity securities at the time of purchase and reevaluates such determinations at each balance-sheet date. Debt securities are classified as held-to-maturity when the Foundation has the positive intent and ability to hold the securities to maturity. Debt securities for which the Foundation does not have the intent or ability to hold to maturity are classified as available-for-sale. Held-to-maturity securities are recorded as either short-term or long-term on the balance sheet, based on contractual maturity date and are stated at amortized cost. Marketable securities that are bought and held principally for the purpose of selling them in the near term are classified as trading securities and are reported at fair value, with unrealized gains and losses recognized as earnings. Debt and marketable equity securities not classified as held-to-maturity or as trading, are classified as available-for-sale, and are carried at fair market value, with the unrealized gains and losses, included in the determination of changes in net assets.

As defined in ASC 820, fair value is 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. The framework also provides a hierarchy which prioritizes the inputs to valuation techniques used to measure fair value. Inputs used in the valuation methods can be either readily observable, market corroborated or generally unobservable inputs. Based on the observability of the inputs used in the valuation methods, the Foundation is required to provide the following information according to the fair value hierarchy.

In determining fair value, the Foundation used various valuation methods including the market, income and cost approaches. The assumptions used in the application of these valuation methods are developed from the perspective of market participants pricing the asset or liability.

The fair value hierarchy ranks the quality and reliability of the information used to determine fair values. The three levels of the fair value hierarchy are described below:

Level 1: Quoted market prices in active markets for identical assets or liabilities that the entity has the ability to access.

Level 2: Observable inputs other than prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in markets that are not active; or other inputs that are observable or can be corroborated with observable market data.

Level 3: Prices or valuation techniques that require inputs that are both significant to the fair value measurement and unobservable.

The fair value measurement level within the fair value hierarchy is based on the lowest level of 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.

Management is responsible for the determination of fair value. The following methods and assumptions were used to estimate the fair value for each class of financial instrument measured at fair value. There has been no change in the levels or methodologies used from prior years as of June 30, 2018.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

2. DEPOSITS AND INVESTMENTS - continued

Investments are carried at fair value on the statements of net position. Fair value is determined using observable inputs other than prices included in Level 1, such as quoted prices for similar assets and liabilities in active markets (Level 2). Available-for-sale securities at June 30, 2018 were made up of the following types of securities:

Level 2 inputs

<u>Mutual Funds</u>	<u>Cost</u>	<u>Fair Value*</u>	<u>Less than 1 yr</u>	<u>1-2 yr</u>	<u>Rating</u>
Capital World Bond Fund Class F-2	\$ 7,486	\$ 7,210	\$ 7,210	\$ 0	N/A
Dodge & Cox Income Fund	16,510	16,139	16,139	0	N/A
Dodge & Cox Stock Fund	4,580	4,506	4,506	0	N/A
Europacific Growth Fund Class F-2	8,916	10,667	10,667	0	N/A
Fidelity Advisor Emerging Markets	8,212	7,671	7,671	0	N/A
Goldman Sachs Financial Square	26	1,720	1,720	0	N/A
Harbor Small Cap Value Fund	7,433	10,305	10,305	0	N/A
Ivy International Core Equity Fund	9,982	10,635	10,635	0	N/A
Ivy Emerging Markets Equity Fund	4,500	3,823	3,823	0	N/A
Ivy High Income Fund Class 1	15,148	14,956	14,956	0	N/A
Ivy Science And Technology Fund	10,693	12,197	12,197	0	N/A
Janus Flexible Bond Fund Class 1	a 14,744	13,973	13,973	0	N/A
Lazard Emerging Markets Portfolio	8,776	8,629	8,629	0	N/A
MFS International Diversification	9,000	9,060	9,060	0	N/A
New World Fund Class F-2	5,777	6,752	6,752	0	N/A
Paranassus Mid Cap Fund	4,500	4,650	4,650	0	N/A
PGIM Jennison Mid-Cap Growth Fund	8,216	8,620	8,620	0	N/A
T Rowe Price Blue Chip Growth	4,372	7,975	7,975	0	N/A
T Rowe Price Dividend Growth	10,105	11,049	11,049	0	N/A
T Rowe Price Science & Technology	10,725	12,545	12,544	0	N/A
Schwab International Core	15,203	15,808	15,808	0	N/A
Thompson Bond Fund	9,126	9,095	9,095	0	N/A
Transamerica Capital Growth Fund	16,000	17,288	17,288	0	N/A
Vanguard High Dividend Yield	20,442	21,338	21,338	0	N/A
Vanguard Short-Term Investment-Grade	21,826	21,420	21,420	0	N/A
Vanguard Total World Stock Index	31,049	34,268	34,268	0	N/A
Vanguard Index 500 Fund Admiral Shares	11,146	13,243	13,243	0	N/A
Victory RS Small Cap Growth	3,089	3,878	3,878	0	N/A
Washington Mutual Investors Fund	17,637	20,758	20,758	0	N/A
	<u>\$ 315,219</u>	<u>\$ 340,178</u>	<u>\$ 340,177</u>	<u>\$ 0</u>	

* Fair value is determined by Level 2 inputs

a) Interest rate risk- as a means of limiting its exposure to fair value losses arising from rising interest rates, the College investment policy limits the College's in investments mutual bond funds to less than a year. The mutual bond funds noted above as of June 30, 2018, had a weighted average maturity of 9.5 months.

These are the only investments which are mutual funds under one investor. Unrealized gains for the year ended June 30, 2018 were \$5,559.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

2. DEPOSITS AND INVESTMENTS - continued

Investment return for the year ended June 30, 2018 consists of the following:

	Balance June 30, 2018
Interest and dividends	\$ 12,116
Realized gains (losses)	7,821
Unrealized gains (losses)	5,559
Investment fees	<u>(2,794)</u>
Total investment return	\$ <u>22,702</u>

3. ACCOUNTS RECEIVABLE DETAIL

	Balance June 30, 2018
Accounts receivable	\$ 67,999
Accounts receivable - student	205,517
Accounts receivable - collections	<u>187,653</u>
Total accounts receivable	461,169
Less allowance for doubtful accounts	<u>(187,653)</u>
Net accounts receivable	\$ <u>273,516</u>

4. INVENTORY DETAIL

	Balance June 30, 2018
Books and classroom supplies	\$ 47,535
Inventory	<u>189,360</u>
Total inventory	\$ <u>236,895</u>

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2017

5. CAPITAL ASSETS

The following table summarized the changes in capital assets for fiscal year 2018

	Beginning Balance	Additions	Deletions	Ending Balance
Capital Assets				
Leasehold improvements	\$ 2,891,814	\$ 266,209	\$ 0	\$ 3,158,023
Furniture	120,831	0	0	120,831
Equipment	1,606,121	95,495	0	1,701,616
Vehicles	95,644	0	0	95,644
Computer software	150,761	0	0	150,761
Computer	570,448	39,409	0	609,857
Construction in Progress	17,965	0	(17,965)	0
Total Costs	5,453,584	401,113	(17,965)	5,836,732
Less Accumulated Depreciation				
Leasehold improvements	(914,101)	(205,425)	0	(1,119,526)
Furniture	(68,043)	(11,834)	0	(79,877)
Equipment	(1,195,865)	(208,401)	0	(1,404,266)
Vehicles	(69,238)	(7,360)	0	(76,598)
Computer software	(148,386)	(2,375)	0	(150,761)
Computer	(522,890)	(38,213)	0	(561,103)
Total Accumulated Depreciation	(2,918,523)	(473,608)	0	(3,392,131)
Net Capital Assets	\$ <u>2,535,061</u>	\$ <u>(72,495)</u>	\$ <u>(17,965)</u>	\$ <u>2,444,601</u>

6. ACCRUED LIABILITIES

Accrued liabilities consist of the following:

	Balance June 30, 2018
Payroll liabilities	\$ 0
Payroll payable	146,764
Sales tax payable	942
Scholarships held for distribution	3,578
To be invoiced	<u>135</u>
Total accrued liabilities	\$ <u>151,419</u>

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

7. PENSION PLANS

Kansas Public Employees Retirement System

Plan Description – The College participates in the Kansas Public Employees Retirement System (KPERS), a cost-sharing multiple-employer defined benefit pension plan as provided by K.S.A. 74-4901, *et seq.* KPERS' provides retirement benefits, life insurance, disability income benefits, and death benefits. Kansas' law establishes and amends benefit provisions. KPERS' issues a publicly available financial report that includes financial statements and required supplementary information. The report may be obtained by writing to KPERS (611 S. Kansas, Suite 100, Topeka, Kansas 66603) or by calling 1-888-275-5737.

Contributions - K.S.A. 74-4919 and K.S.A. 74-49210 establish the KPERS member-employee contributions rates. KPERS has multiple benefit structures and contribution rates depending on whether the employee is KPERS 1, KPERS 2, or KPERS 3 member. KPERS 1 members are active and contributing members hired before July 1, 2009. KPERS 2 members were first employed in a covered position on or after July 1, 2009 and KPERS 3 members were first employed in a covered position on or after January 1, 2015. Effective January 1, 2015, Kansas law established the KPERS member-employee contribution rate of 6% of covered salary for KPERS 1, KPERS 2 and KPERS 3 members. Member contributions are withheld by their employer and paid to KPERS according to the provisions of Section 414(h) of the Internal Revenue Code.

State law provides that the employer contribution rate for KPERS 1, KPERS 2, and KPERS 3 be determined based on the results of each annual actuarial valuation. Kansas law sets a limitation on annual increases in the employer contribution rates. The actuarially determined employer contribution rate (not including the 1% contribution rate with a 0% moratorium for the period of July 1, 2017 through September 30, 2017 for the Death and Disability Program) was 10.81% for the fiscal year ended June 30, 2017. The actuarially determined employer contribution rate 12.01% for the fiscal year ended June 30, 2018. Per 2016 House Substitute for Senate Bill 161, Section 98(a)(1), state general fund and expanded lottery act revenue funds for employer contributions to KPERS were deferred. The amount deferred for school contributions was \$92,917,091 for the fiscal year ended June 30, 2016 and the anticipated repayments per SB249 were nullified per HB2052 during fiscal year 2017.

The State of Kansas contributions to KPERS for school municipalities for the year ending June 30, 2017, received as of June 30th was \$304,596,361. Per 2017 Senate Substitute for House Bill 2052, Section 37 (a), state general fund employer contributions to KPERS were decreased by \$64,131,234 for the fiscal year ended June 30, 2017. Section 43 (17) of the bill also stipulated that repayments for the reduced contributions are to be amortized over twenty years at a level amount commencing in fiscal year 2018. The level dollar amount was computed to be \$6.4 million dollars per year.

The State of Kansas is required to contribute the statutory required employer's share and makes these directly to KPERS.

Net Pension Liability

At June 30, 2018, the District's proportionate share of the collective net pension liability report by KPERS was \$19,082, which is an obligation of the State of Kansas. The net pension liability was measured as of June 30, 2017, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of December 31, 2016, which was rolled forward to June 30, 2017. The College's proportion of the net pension liability was based on the ratio of the College's contributions to KPERS, relative to the total employer and non-employer contributions of the State/School subgroup within KPERS for the fiscal year ended June 30, 2017.

The complete actuarial valuation report including all actuarial assumptions and methods, and the report on the allocation of the KPERS collective net pension liability to all participating employers are publicly available on the website at www.kpers.org or can be obtained as described above.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

7. PENSION PLANS - continued

Net Pension Liability – continued

The College also offers a 403(b) plan for faculty and administration employees hired before July 1, 2009. Under the plan the College will contribute \$1,000 per contract year to eligible faculty members. The faculty member's are not vested in the College's contribution until the 6th consecutive year of employment and then at the following schedule: 6th year 10%, 7th year 20%, 8th year 30%, 9th year 40%, 10th year 50%, 11th year 60%, 12th year 70%, 13th year 80%, 14th year 90% and 15th year 100%. The amount contributed by the College for this retirement plan for the year ended June 30, 2018 was \$0.

8. RELATED PARTY TRANSACTIONS

During the year board members sometimes have students work on their vehicles to assist the student by providing hands on training. At year end there were no receivables from or payables to related parties.

9. FLEXIBLE BENEFIT PLAN (I.R.C. Section 125)

The College adopted by resolution a salary-reduction flexible benefit plan ("Plan") under Section 125 of the Internal Revenue Code. All employees of the College are eligible to participate in the Plan beginning the first day of the month following their employment. Each participant may elect to reduce his or her salary to purchase benefits offered through the Plan. Currently, benefits offered through the Plan include health insurance and life insurance, dependent care coverage and a medical reimbursement plan.

10. POST EMPLOYMENT BENEFITS

As provided by Kansas statutes the College allows retired employees to participate in the group health insurance plan. While each retiree pays the full amount of the applicable premium, conceptually, the local government is subsidizing the retiree because each participant is charged a level of premium regardless of age. However the cost of this subsidy has not been quantified in these financial statements.

Under the Consolidated Omnibus Budget Reconciliation Act (COBRA) the College makes health care benefits available to eligible former employees and their dependents. Certain requirements are outlined by the federal government for this coverage. The premium is paid entirely by the insured. There is no cost to the College under this program.

11. CONTINGENCIES AND COMMITMENTS

Federal Financial Aid – Amounts received or receivable from grantor agencies are subject to audit and adjustment by these agencies, primarily the federal government. Any disallowed costs, including amounts already collected, may constitute a liability of the College. The amount, if any, of expenses which may be disallowed by the grantor cannot be determined at this time, although College management expects such amounts, if any, to be immaterial.

State Funding – Approximately 56% of the College's resources come from the State of Kansas. Due to continued funding uncertainties at the State level, future funding for the College may be reduced. The ultimate effect of this possible reduction in funding on the College's future operations is not yet determinable.

Accreditation – The Kansas Board of Regents requires that all technical colleges be accredited by the Higher Learning Commission. Salina Area Technical College is currently accredited with the Higher Learning Commission, a level accepted by the Kansas Board of Regents.

Compliance with Kansas Statutes - References made herein to the statutes are not intended as interpretations of law, but are offered for consideration of the Director of Accounts and reports and interpretation by the County Attorney and legal representation of the College. Management is not aware of any statute violations during the year.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

12. RISK MANAGEMENT

The College is exposed to various risks of loss related to torts; theft of, damage to and destruction of assets; errors and omissions; and natural disasters. These risks are covered by commercial insurance purchased from independent third parties. Management believes such coverage is sufficient to preclude any significant uninsured losses for the covered risks. Insurance claims have not exceeded commercial insurance coverage for the past three years. There were not significant reductions in insurance coverage from coverage in prior years.

13. FOUNDATION NET ASSETS AND INVESTMENT POLICY

Foundation net assets composition by type of fund as of June 30, 2018:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Foundation net assets, beginning of year	\$ 0	\$ 459,737	\$ 0	\$ 459,737
Investment Return				
Investment income – net of fees	0	9,332	0	9,332
Realized gains and losses	0	7,821	0	7,821
Net appreciation of investments	0	5,559	0	5,559
Total investment return	0	22,702	0	22,702
Contributions	117,708	0	0	117,708
Scholarships and other paid out	0	(251,945)	0	(251,945)
Transfers	228,549	(228,549)	0	0
Total contributions and expenditures	346,257	(480,494)	0	(134,237)
Foundation net assets, end of year	\$ 346,257	\$ 1,945	\$ 0	\$ 348,202

Temporarily restricted net assets are available for Scholarships in the amount of \$1,945 and building remodel in the amount of \$0.

The Foundation currently does not have any formal written policy which outline the Foundations purpose, policy, investment goals, standard of care, portfolio strategy or spending policy. The restrictions and expenditures for scholarships are based upon the requirements made by the donors which consisted of requests to use the donations for scholarships. The Foundation is in the process of reviewing the above and establishing formally policies in the future.

14. OPERATING LEASES

The College has entered into a lease agreement as lessee for the buildings and grounds on which the College currently operates. The College leases these facilities from Unified School District Number 305 of Salina Kansas in the amount of \$305 per year for the year ended June 30, 2018 and for the next year. The College also has a lease for a postage meter with an annual rent of \$1,662 paid in year ended June 30, 2018. The postage meter lease requires an annual rent for the next three years as follows: 2019 \$1,662, 2020 \$1,662 and 2021 \$831.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Notes to Financial Statements

June 30, 2018

15. GREATER SALINA COMMUNITY FOUNDATION

Greater Salina Community Foundation has created an account in the name of Salina Area Tech College. The College does not have access to any funds from the account until the balance reaches \$10,000. Once that balance is achieved, the College will be able to access the income from the account to provide scholarships to students. At June 30, 2018, the balance was \$9,602.

16. SUBSEQUENT EVENTS

The College evaluated subsequent events through December 13, 2018, the date of the financial statements were available to be issued. The School District and the Salina Area Technical College have an agreement for the School District to gift over the premises to the Salina Area Technical College on June 30, 2019.

SUPPLEMENTARY INFORMATION

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Schedule of Revenues and Expenses compared to Budget

For the Year Ended June 30, 2018

	<u>Actual</u>	<u>Budget</u>	<u>Budget Variance</u>
REVENUES			
Operating Revenues			
Student tuition	\$ 1,135,570	\$ 1,050,000	\$ (85,570)
Institution fees	119,347	285,000	165,653
Program fees	164,358	0	(164,358)
Testing fees	27,478	0	(27,478)
Administrative	10,532	0	(10,532)
Bookstore	92,419	0	(92,419)
Other	23,457	30,000	6,543
	<u>1,573,161</u>	<u>1,365,000</u>	<u>(208,161)</u>
Total operating revenues			
EXPENSES			
Operating Expenses			
Instruction	1,998,412	1,976,881	(21,531)
Academic support	199,007	204,665	5,658
Student Services	417,757	404,776	(12,981)
Administration	681,350	711,944	30,594
Maintenance	884,178	508,100	(376,078)
Bookstore	143,873	0	(143,873)
	<u>4,324,577</u>	<u>3,806,366</u>	<u>(518,211)</u>
Total operating expenses			
Operating income (loss)	<u>(2,751,416)</u>	<u>(2,441,366)</u>	<u>310,050</u>
NONOPERATING REVENUES (EXPENSES)			
State appropriations	2,592,210	2,450,854	(141,356)
Capital outlay grant	123,716	0	(123,716)
Capital outlay expenses	(35,333)	0	35,333
Carl Perkins grant	108,270	0	(108,270)
Carl Perkins expenses	(82,393)	0	82,393
Vehicle Extravaganza income	4,660	0	(4,660)
Vehicle Extravaganza expenses	(5,024)	0	5,024
Other grants	329,376	0	(329,376)
Other expenses	(10,405)	0	10,405
Work orders revenue	80,389	0	(80,389)
Work orders expenses	(81,045)	0	81,045
Investment income	19,647	0	(19,647)
Skills USA expenses	5,204	0	(5,204)
	<u>3,049,272</u>	<u>2,450,854</u>	<u>(598,418)</u>
Net nonoperating revenues (expenses)			
Increase (decrease) in net position	\$ <u>297,856</u>	\$ <u>9,488</u>	\$ <u>(288,368)</u>

The accompanying notes are an integral part of these statements

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Schedule of Expenses by Function and Object For the Year Ended June 30, 2018

	<u>Instruction</u>	<u>Academic Support</u>	<u>Student Services</u>
Salaries	\$ 1,428,636	\$ 116,465	\$ 252,745
Social security	105,714	8,857	19,032
Unemployment	3,686	313	668
Health insurance	95,920	4,187	26,515
Retirement	583	0	0
Faculty Professional Development	2,379	0	0
Supplies	118,097	0	3,556
Resource materials	3,096	0	0
Equipment expense	17,341	0	0
Software license	15,430	0	0
Instructional memberships	6,627	0	0
Student testing	32,561	0	0
Tuition assistance	29,803	0	0
High School SB151	98,444	0	0
Technology	40,095	0	0
IT services	0	69,185	0
Student liability insurance	0	0	560
Graduation	0	0	9,430
Postage	0	0	10,746
Travel	0	0	968
Printing/advertising	0	0	88,194
Web master	0	0	789
Professional development	0	0	1,531
Student activity	0	0	435
Recruiting	0	0	2,588
Audit/consulting expense	0	0	0
Legal services	0	0	0
Advisory/Business meetings	0	0	0
Institutional memberships	0	0	0
HLC expense	0	0	0
KBI and drug testing	0	0	0
Bad debts	0	0	0
Payroll expense	0	0	0
HRA medical	0	0	0
Administration - misc.	0	0	0
Copy machine	0	0	0
Insurance - bldg/liability	0	0	0
Utilities	0	0	0
Building maintenance/repair	0	0	0
Depreciation	0	0	0
Equipment repair/replacement	0	0	0
Environmental	0	0	0
Care of grounds	0	0	0
Faculty/staff uniforms	0	0	0
Vehicle operation	0	0	0
USD 305 lease	0	0	0
Student information system	0	0	0

See Independent Auditor's Report.

<u>Administration</u>	<u>Maintenance</u>	<u>Book Store</u>	<u>Total</u>
\$ 453,256	\$ 103,060	0	\$ 2,354,162
32,328	7,710	0	173,641
1,129	275	0	6,071
26,376	8,576	0	161,574
3,003	0	0	3,586
0	0	0	2,379
9,152	8,209	0	139,014
0	0	0	3,096
0	0	0	17,341
0	0	0	15,430
0	0	0	6,627
0	0	0	32,561
0	0	0	29,803
0	0	0	98,444
0	0	0	40,095
0	0	0	69,185
0	0	0	560
0	0	0	9,430
0	0	0	10,746
3,075	0	0	4,043
1,272	0	0	89,466
0	0	0	789
2,404	0	0	3,935
0	0	0	435
0	0	0	2,588
14,150	0	0	14,150
3,325	0	0	3,325
8,422	0	0	8,422
8,935	0	0	8,935
4,088	0	0	4,088
2,719	0	0	2,719
30,660	0	0	30,660
10,035	0	0	10,035
50,499	0	0	50,499
16,522	0	0	16,522
0	4,035	0	4,035
0	65,003	0	65,003
0	153,725	0	153,725
0	28,884	0	28,884
0	473,608	0	473,608
0	4,121	0	4,121
0	2,604	0	2,604
0	1,819	0	1,819
0	2,122	0	2,122
0	9,285	0	9,285
0	305	0	305
0	10,836	0	10,836

See Independent Auditor's Report.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Schedule of Expenses by Function and Object
For the Year Ended June 30, 2016

	<u>Instruction</u>	<u>Academic Support</u>	<u>Student Services</u>
Local capital outlay	\$ 0	\$ 0	\$ 0
Cost of books	<u>0</u>	<u>0</u>	<u>0</u>
	<u>\$ 1,998,412</u>	<u>\$ 199,007</u>	<u>\$ 417,757</u>

See Independent Auditor's Report.

<u>Administration</u>	<u>Maintenance</u>	<u>Book Store</u>	<u>Total</u>
\$ 0	\$ 1	\$ 0	\$ 1
0	0	143,873	143,873
<u>681,350</u>	<u>884,178</u>	<u>143,873</u>	<u>4,324,577</u>

See Independent Auditor's Report.

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Schedule of Expenditures of Federal Awards

For the Year Ended June 30, 2018

	<u>Federal CFDA Number</u>	<u>Revenues</u>	<u>Expenditures</u>
U.S. Department of Education			
Direct Programs			
Student Financial Assistance Cluster (SFA)			
Pell Grant Program	84.063	\$ 410,900	\$ 410,900
Federal Direct Student Loans	84.268	<u>546,965</u>	<u>546,965</u>
		<u>957,865</u>	<u>957,865</u>
Career and Technical Education	84.048	<u>108,270</u>	<u>105,704</u>
		<u>108,270</u>	<u>105,704</u>
Total Federal Assistance		\$ <u>1,066,135</u>	\$ <u>1,063,569</u>

There were no amounts that were passed through to subrecipients.

SALINA AREA TECHNICAL COLLEGE
Salina, Kansas

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
For the year ended June 30, 2018

NOTE A. BASIS OF PRESENTATION

The accompanying schedule of expenditures of federal awards (the schedule) includes the federal grant activity of Salina Area Technical College under programs of the federal government for the year ended June 30, 2018. The information in this schedule is presented in accordance with the requirements Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a select portion of the operations of Salina Area Technical College, it is not intended to and does not present the statements of net position, changes in net position or cash flows of Salina Area Technical College.

NOTE B. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the basis of U.S. generally accepted accounting principles. Expenditures as reported on the Schedule are recognized under the basis described above and follow the cost principles contained in the Uniform Guidance regarding *Cost Principles* wherein certain types of expenditures are not allowed or are limited as to reimbursement. Pass-through entity identifying numbers are presented where available.

NOTE C. INDIRECT COST RATES

Salina Area Technical College has elected not to use the 10 percent de minimis indirect cost rate allowed under the Uniform Guidance.

SPECIAL REPORTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF THE FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Trustees
Salina Area Technical College
Salina, Kansas

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States, the financial statement of Salina Area Technical College as of and for the year ended June 30, 2018, and the related notes to the financial statements, which comprise Salina Area Technical College's basic financial statements, and have issued our report thereon dated December 13, 2018.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Salina Area Technical College's internal control over financial reporting (internal controls) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statement, but not for the purpose of expressing an opinion on the effectiveness of Salina Area Technical College's internal control. Accordingly, we do not express an opinion on the effectiveness of Salina Area Technical College's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A *material weakness* is deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that material misstatements of the entity's financial statement 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 the 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 Salina Area Technical College's financial statement is free of 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 no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

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

Agler & Gaeddert, Chartered

Ottawa, Kansas
December 13, 2018

**INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON
INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE**

Board of Education
Salina Area Technical College
Salina, Kansas

Report on Compliance for Each Major Federal Program

We have audited the Salina Area Technical College's compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Salina Area Technical College's major federal programs for the year ended June 30, 2018. Salina Area Technical College's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

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

Auditor's Responsibility

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

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

Opinion on Each Major Federal Program

In our opinion, Salina Area Technical College complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs for the year ended June 30, 2018.

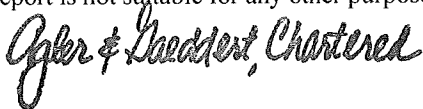
Report on Internal Control over Compliance

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

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

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

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



Agler & Gaeddert, Chartered
Ottawa, Kansas
December 13, 2018

SALINA AREA TECHNICAL COLLEGE

Salina, Kansas

Schedule of Findings and Questioned Costs

For the Year Ended June 30, 2018

SUMMARY OF AUDITOR'S RESULTS

Financial Statements

Type of auditor's report issued:	<u>Unmodified</u>
Internal control over financial reporting:	
Material weakness(es) identified?	<u>No</u>
Significant deficiencies identified not considered to be material weaknesses:	<u>No</u>
Noncompliance material to financial statements noted?	<u>No</u>

Federal Awards

Internal control over major programs:	
Material weakness(es) identified?	<u>No</u>
Significant deficiencies identified not considered to be material weaknesses:	<u>No</u>
Type of auditor's report issued on compliance for major programs:	<u>Unmodified</u>
Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a) Uniform Guidance	<u>No</u>

Identification of major programs:

<u>CFDA Number(s)</u>	<u>Name of Federal Program or Cluster</u>	<u>Amount</u>
Student Financial Assistance Cluster (SFA)		
84.063	Pell Grant Program	\$ 410,900
84.268	Federal Direct Student Loan	546,965
		<u>\$ 957,865</u>
Dollar threshold used to distinguish between Type A and Type B programs		<u>\$ 750,000</u>
Auditee qualified as a low-risk auditee?		Yes

Schedule of Findings and Questioned Costs
Under Government Auditing Standards
None
For year ended June 30, 2018

Schedule of Findings and Questioned Costs
Under Uniform Guidance
None
For year ended June 30, 2018