

# San Joaquin Valley College, Inc. and Subsidiaries

Consolidated Financial Statements

Year Ended December 31, 2016



**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Financial Statements**  
Year Ended December 31, 2016

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
of San Joaquin Valley College, Inc. and Subsidiaries

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

We have audited the accompanying consolidated financial statements of San Joaquin Valley College, Inc. (a California corporation) and Subsidiaries, which comprise the consolidated balance sheet as of December 31, 2016, and the related consolidated statements of income and comprehensive income, changes in equity, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

### ***Management's Responsibility for the Financial Statements***

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

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these consolidated 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 that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

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

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

### ***Opinion***

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of San Joaquin Valley College, Inc. and Subsidiaries as of December 31, 2016, and the results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

## **Other Matters**

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying Note 13 on San Joaquin Valley College, Inc.'s calculation of its Title IV 90/10 Revenue Test and Note 9 on related party transactions are required by the U. S. Department of Education and presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

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

In accordance with *Government Auditing Standards*, we have also issued a report dated March 31, 2017 on our consideration of San Joaquin Valley College, Inc.'s and Subsidiaries' internal control over financial reporting and on our tests of their 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 the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering San Joaquin Valley College, Inc.'s and Subsidiaries' internal control over financial reporting and compliance.

*Aldrich CPAs + Advisors LLP*

San Diego, California  
March 31, 2017

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Balance Sheet**  
December 31, 2016

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**ASSETS**

Current Assets:

Cash	\$ 6,695,357
Marketable securities	1,814,496
Accounts receivable - students	19,678,088
Accounts receivable - other	200
Current portion of retail installment contracts	6,455,616
Inventory	875,477
Prepaid expenses	1,534,043
	<hr/>
Total Current Assets	37,053,277

Other Assets:

Deposits	382,135
Retail installment contracts, net of current portion	6,989,614
Property and equipment, net of accumulated depreciation	17,628,362
	<hr/>
	25,000,111
	<hr/>
	\$ 62,053,388
	<hr/> <hr/>

**LIABILITIES AND EQUITY**

Current Liabilities:

Current portion of long-term debt	\$ 1,049,259
Current portion of deferred rent	406,681
Accounts payable	1,586,571
Accrued salaries and wages	2,094,345
Accrued compensated absences	1,212,465
Stockholder distributions payable	430,000
Accrued other expenses	1,558,805
Unearned income	31,403,528
	<hr/>
Total Current Liabilities	39,741,654

Long-Term Liabilities:

Long-term debt, net of current portion	6,145,375
Deferred rent, net of current portion	741,388
	<hr/>
	6,886,763
	<hr/>
	46,628,417

Equity:

Common stock	339
Additional paid-in capital	10,000
Accumulated other comprehensive loss	(117,924)
Retained earnings	10,098,380
Noncontrolling interest	5,434,176
	<hr/>
	15,424,971
	<hr/>
	\$ 62,053,388
	<hr/> <hr/>

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Statement of Income and Comprehensive Income**  
Year Ended December 31, 2016

Operating Income	\$ 101,460,875
Operating Expenses:	
Course instruction materials and services	29,766,617
Student recruitment	13,572,995
Depreciation	2,253,814
General and administrative	51,974,956
	<u>97,568,382</u>
Income from Operations	3,892,493
Other Income (Expense):	
Rental income	8,400
Interest income	836,943
Other income	838,015
Interest expense	(371,584)
Other expense	(533,221)
	<u>778,553</u>
Income Before Income Taxes	4,671,046
Current Income Tax Benefit	<u>(274,712)</u>
Consolidated Net Income	4,945,758
Net Income Attributable to Noncontrolling Interest	743,246
Net Income Attributable to San Joaquin Valley College, Inc. stockholders	4,202,512
Other Comprehensive Income:	
Unrealized gain on marketable securities	<u>41,363</u>
Total Comprehensive Income	4,987,121
Comprehensive Income Attributable to Noncontrolling Interest	<u>(743,246)</u>
Comprehensive Income Attributable to San Joaquin Valley College, Inc. stockholders	<u>\$ 4,243,875</u>

See accompanying notes to consolidated financial statements.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES****Consolidated Statement of Changes in Equity**

Year Ended December 31, 2016

	<u>Common Stock</u>	<u>Additional Paid-In Capital</u>	<u>Accumulated Other Comprehensive Loss</u>	<u>Retained Earnings</u>	<u>Noncontrolling Interest</u>	<u>Total</u>
Balance at December 31, 2015	\$ 339	\$ -	\$ (159,287)	\$ 9,092,544	\$ 4,761,638	\$ 13,695,234
Stockholder and Partner Contributions	-	10,000	-	-	50,000	60,000
Stockholder and Partner Distributions	-	-	-	(3,196,676)	(120,708)	(3,317,384)
Net Income	-	-	-	4,202,512	743,246	4,945,758
Other Comprehensive Income: Unrealized gain on marketable securities	-	-	41,363	-	-	41,363
Balance at December 31, 2016	<u>\$ 339</u>	<u>\$ 10,000</u>	<u>\$ (117,924)</u>	<u>\$ 10,098,380</u>	<u>\$ 5,434,176</u>	<u>\$ 15,424,971</u>

See accompanying notes to consolidated financial statements.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Statement of Cash Flows**  
Year Ended December 31, 2016

Cash Flows from Operating Activities:	
Net income attributable to San Joaquin Valley College, Inc. stockholders	\$ 4,202,512
Adjustments to reconcile net income attributable to San Joaquin Valley College, Inc. stockholders to net cash provided by operating activities:	
Net income attributable to noncontrolling interest	743,246
Depreciation	2,253,814
Gain on disposal of property and equipment	(151,773)
Benefit for deferred taxes	(320,000)
Changes in operating assets and liabilities:	
Accounts receivable - students	(580,934)
Accounts receivable - other	32,076
Retail installment contracts	401,513
Inventory	199,426
Prepaid expenses	(121,774)
Accounts payable	(1,545,370)
Accrued salaries and wages	(482,666)
Accrued compensated absences	(20,505)
Accrued other expenses	(29,527)
Unearned income	5,651,905
Deferred rent	<u>(122,596)</u>
Net Cash Provided by Operating Activities	10,109,347
Cash Flows from Investing Activities:	
Purchases of marketable securities	(48,302)
Refund of deposits	29,613
Purchases of property and equipment	(1,683,513)
Proceeds from sale of property and equipment	<u>632,965</u>
Net Cash Used by Investing Activities	(1,069,237)
Cash Flows from Financing Activities:	
Payments of long-term debt	(4,683,040)
Stockholder and partner contributions	60,000
Stockholder and partner distributions	<u>(2,887,384)</u>
Net Cash Used by Financing Activities	<u>(7,510,424)</u>
Net Increase in Cash	1,529,686
Cash, beginning	<u>5,165,671</u>
Cash, ending	<u>\$ 6,695,357</u>
Supplemental Disclosures of Cash Flow Information:	
Interest paid	\$ 384,349
Income taxes paid	<u>45,288</u>
	<u>429,637</u>
Supplemental Disclosure of Noncash Financing Activities:	
Accrued stockholder distributions	<u>\$ 430,000</u>

See accompanying notes to consolidated financial statements.



## **SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**

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

Year Ended December 31, 2016

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#### **Note 1 - Organization and Summary of Significant Accounting Policies**

##### Nature of Operations

As a private junior college accredited by the Western Association of Schools and Colleges, San Joaquin Valley College, Inc. (College) is in the business of providing degree-granting courses. It currently operates fourteen campuses located in Visalia, Fresno (main campus and aviation school), Bakersfield, Madera, Hanford, Modesto, Rancho Cordova, Ontario, Victor Valley, Temecula, Antelope Valley, San Diego, and Delano. The College also provides education through on-line operations. Perry Enterprises (Partnership) was formed to hold real property which it rents to the College. The two partners in the Partnership are the majority stockholders of the College. Long-term debt of the Partnership is guaranteed by the stockholders. Air Perry, LLC (Air Perry) was formed to hold an airplane that is leased to the College and the Partnership. Air Perry is a single member LLC whose sole member is the College. Perry Brothers Enterprises, LLC (Perry Bros.) was formed to hold real property which is rented to the College. The two members of Perry Bros. are the majority stockholders of the College. Long-term debt of the Partnership is guaranteed by the stockholders. Perry 802, LLC (Perry 802) was formed to hold real property that is rented to the College. The two members of Perry 802 are the majority stockholders of the College.

##### Principles of Consolidation

The consolidated financial statements include the accounts of the College, the Partnership, Air Perry, Perry Bros., and Perry 802 (collectively, the Company). All significant intercompany transactions and balances have been eliminated.

##### Comprehensive Income

The Company reports comprehensive income in accordance with generally accepted accounting principles. The purpose of reporting comprehensive income is to report all changes in equity of an enterprise that result from recognized transactions and other economic events of the period other than transactions with owners in their capacity as owners.

##### Revenue Recognition

The College recognizes tuition income for each student ratably over the duration of each class. Tuition income charged to the student but not yet earned is recorded as unearned income. Therefore, tuition is earned and income is recognized as a student attends class and progresses toward graduation.

##### Marketable Securities

The Company classifies its investments in marketable securities into one of three categories: held to maturity, available for sale or trading. All marketable securities of the Company have been categorized as available for sale. Available for sale investments are stated at fair value in the consolidated financial statements, with unrealized gains and losses reported as a separate component of equity.

##### Accounts and Retail Installment Contracts Receivable

Accounts and retail installment contracts receivable are recorded at actual amounts billed. An allowance for doubtful accounts and a corresponding recognition of bad debt expense is recorded to adjust the receivables to estimated net realizable value. Based upon a periodic review, accounts are written off against the allowance when they are deemed to be uncollectible.

The provision for uncollectible retail installment contracts has been estimated based on a percentage of accounts receivable that reflects historical actual bad debts and current conditions. Accounts receivable – students is due from various student financial aid, therefore, management believes all amounts are fully collectible. No allowance for doubtful accounts is considered necessary at December 31, 2016.

##### Inventory

Inventory consists primarily of textbooks. The items are valued at the lower of cost (specific identification method) or market.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2016

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**Note 1 - Organization and Summary of Significant Accounting Policies, continued**

Property and Equipment

The Company capitalizes all expenditures for property and equipment in excess of \$1,000. Property and equipment are recorded at cost. Expenditures for maintenance and repairs are charged to expense as incurred. Renewals and betterments that materially extend the life of the assets are capitalized. Depreciation is provided using straight-line and accelerated methods over estimated useful lives of the assets of three to 39 years.

Deferred Rent

Rent expense for operating leases is recorded on a straight-line basis over the term of the lease with the resulting deferral recorded as a liability on the consolidated balance sheet.

Income Taxes

The College has elected to be taxed under the provisions of subchapter S of the internal revenue code. Earnings and losses are included in the personal income tax returns of the stockholders and taxed depending on their personal tax strategies. Accordingly, the College does not incur federal income tax obligations. Income of the College is subject to California franchise tax. Income or loss of the Partnership, Air Perry, Perry Bros., and Perry 802 is that of the individual partners and members for federal income tax purposes. Accordingly, no provision for federal income taxes is made in the accompanying consolidated financial statements. For state income tax purposes, the Partnership, Air Perry, Perry Bros., and Perry 802 are subject to income tax. Accordingly, a provision for state income taxes is made in the consolidated financial statements. The Company recognizes accrued interest and penalties associated with uncertain tax positions as part of the income tax provision. The deferred tax liability is related to the unrecognized built-in gains tax that the College could be subject to at the corporate level.

The Company follows accounting standards related to the recognition of uncertain tax positions. These standards provide detailed guidance for financial statement recognition, measurement and disclosure of uncertain tax positions taken or expected to be taken on the income tax returns. The Company will record a liability for uncertain tax positions when it is more likely than not that a tax position would not be sustained if examined by the taxing authority. Management has determined that the Company does not have any uncertain tax positions as of December 31, 2016.

Advertising

The cost of advertising is expensed as it is incurred.

Use of Estimates

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Fair Value Measurements

Accounting standards provide the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described below:

Level 1 - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

Level 2 - Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the same term of the financial instrument.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2016

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**Note 1 - Organization and Summary of Significant Accounting Policies, continued**

Fair Value Measurements, continued

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used during 2016 from prior years.

*Mutual Funds:* Valued at quoted market prices in active markets, which represent the net asset value of shares held by the Company at year end.

The carrying value of cash, receivables, and payables approximates fair value as of December 31, 2016, due to the relative short maturities of these instruments.

Subsequent Events

The Company has evaluated subsequent events through March 31, 2017, which is the date the consolidated financial statements were available to be issued.

**Note 2 - Marketable Securities**

Marketable securities consist of the following and are categorized in the fair value hierarchy as follows at December 31, 2016:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Mutual Funds:				
Bank Loan	\$ 232,158	\$ -	\$ -	\$ 232,158
High Yield Bonds	244,991	-	-	244,991
Intermediate-Term Bond	511,811	-	-	511,811
Long/Short Equity	50,942	-	-	50,942
Market Neutral	52,913	-	-	52,913
Multialternative	21,872	-	-	21,872
Nontraditional Bond	45,532	-	-	45,532
Short-Term Bond	375,365	-	-	375,365
World Bond	278,912	-	-	278,912
	<u>\$ 1,814,496</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,814,496</u>

Unrealized gains of \$41,363 have been reported as an other comprehensive gain for the year ended December 31, 2016.

**Note 3 - Retail Installment Contracts**

The College has entered into financing arrangements with some of its students. Retail installment contracts consist of the following:

Current, net of allowance for doubtful accounts of \$200,106	\$ 6,455,616
Long-term, net of allowance for doubtful accounts of \$3,034,745	<u>6,989,614</u>
	<u>\$ 13,445,230</u>

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2016

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**Note 4 - Property and Equipment**

Property and equipment consist of the following:

Land	\$ 4,353,976
Buildings	13,702,772
Furniture and office equipment	7,383,052
Leasehold improvements	5,040,108
Transportation equipment	2,052,138
Classroom equipment	8,401,560
Construction in progress	36,602
	<u>40,970,208</u>
Less accumulated depreciation	<u>(23,341,846)</u>
	<u>\$ 17,628,362</u>

**Note 5 - Long-Term Debt**

Long-term debt consists of the following:

Comerica Bank, secured by all Company personal property assets, payable in monthly installments of \$39,382 including interest at the Daily Adjusting LIBOR rate plus the applicable margin, currently 4.35%, matures December 2018	\$ 4,411,966
Bank of America, secured by real estate, payable in monthly installments of \$4,132 including a variable rate of interest, currently 3.50%, matures April 2033	616,188
Wells Fargo Bank, secured by real estate, payable in monthly installments of \$2,999, including interest at 4.125%, matures October 2044	595,081
Comerica Bank, secured by all Company personal property assets, payable in monthly installments of \$3,500 plus interest at the Daily Adjusting LIBOR rate plus the applicable margin, currently at 2.70%, matures June 2019	528,500
Comerica Bank, secured by all Company personal property assets, payable in monthly installments of \$62,500 plus interest at the Daily Adjusting LIBOR rate plus the applicable margin, currently 3.95%, matures August 2017	500,000
Wells Fargo Bank, secured by real estate, payable in monthly installments of \$4,260, including interest at 3.25%, matures June 2036	279,044
Bank of America, secured by real estate, payable in monthly installments of \$8,463 including a variable rate of interest, currently 3.28%, matures April 2018	132,316
Madera Capital, payable in monthly installments of \$3,505, including interest at 2.32%, matures March 2020	<u>131,539</u>
	7,194,634
Less current portion	<u>(1,049,259)</u>
	<u>\$ 6,145,375</u>

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2016

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**Note 5 - Long-Term Debt, continued**

Principal payments of long-term debt are due as follows:

<u>Year Ending December 31,</u>	
2017	\$ 1,049,259
2018	4,327,330
2019	574,530
2020	102,330
2021	95,088
Thereafter	<u>1,046,097</u>
	<u>\$ 7,194,634</u>

**Note 6 - Operating Leases**

The Company conducts its Visalia campus operations in facilities it leases from related parties, Robert and Shirley Perry, under a fifteen-year noncancellable, renewable lease which will expire March 2023. Rental expense was approximately \$523,064 for the year ended December 31, 2016.

The Company leases various office space and equipment. Some of these leases are on a month-to-month basis. However, several leases are on an extended contract expiring at various dates through September 2027 with escalating rental payments. The payments are being amortized over the life of the leases on a straight-line basis as deferred rent.

Total rental expense, including month-to-month rentals, was approximately \$6,700,000 for the year ended December 31, 2016.

Future minimum lease payments required under the above operating leases are as follows:

<u>Year Ending December 31,</u>	
2017	\$ 6,602,981
2018	5,150,701
2019	4,179,648
2020	2,655,812
2021	1,080,070
Thereafter	<u>2,401,707</u>
	<u>\$ 22,070,919</u>

**Note 7 - Defined Contribution Retirement Plan**

The Company sponsors a defined contribution profit sharing plan covering substantially all of its employees. The 401(k) element allows employees to elect to contribute to the plan up to a specified percent of their salaries, subject to specified limits of the law. The plan also provides for a discretionary matching provision. Employer contributions are discretionary and are determined annually by management. Employer contributions to the plan were \$100,000 for the year ended December 31, 2016.

**Note 8 – Advertising**

Advertising expense was \$7,968,930 for the year ended December 31, 2016.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2016

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**Note 9 - Related Party Transactions**

The Company participates in the Student Financial Aid (SFA) under the Title IV programs administered by the U. S. Department of Education pursuant to the Higher Education Act of 1965, as amended (HEA). The Company must comply with the regulations promulgated under the HEA. Those regulations require that all related party transactions be disclosed, regardless of their materiality to the financial statements. Notes receivable - related parties were collateralized and fully secured by real property. The value of the real property exceeded the amount of the notes receivable. The College had notes receivable of \$4,498,971 due from subsidiaries that have been eliminated from the consolidated financial statements.

**Note 10 - Contingencies**

The Company is occasionally engaged in legal proceedings incidental to its normal business activities. In the opinion of management, these proceedings are not material relative to the Company's financial position.

**Note 11 - Concentrations of Credit Risk**

Cash

The Company maintains their cash balances in several financial institutions that are insured by the Federal Deposit Insurance Corporation. At December 31, 2016, the Company's total uninsured balance was \$6,026,839. The Company has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk to cash.

Educational Income

The College's tuition charges are generally funded by various federal, state and local agencies in the form of student loans and grants. Most of the funds are provided over the duration of each applicable course. The funding is subject to annual reviews by various agencies involved and to ongoing changes in federal and state legislation.

Federal legislation has established financial responsibility ratios, and the Rule 90/10 Revenue Test for cash receipts compliance (Note 13), that must be maintained in order to retain Title IV student loans and grant funding, a significant source of College revenue. In addition, student loan default rates are monitored and student loan funding can be lost temporarily by any institution that exceeds allowable student default rates for three consecutive years. The College carefully monitors proper compliance with regulatory guidelines and maintains communication with Department of Education personnel in order to properly interpret regulations and stay in compliance with changes in federal requirements.

**Note 12 - Income Taxes**

The components of income tax benefit are as follows:

Current:

State	\$	45,288
Deferred income tax benefit		<u>(320,000)</u>
	\$	<u><u>(274,712)</u></u>

Due to the passage of time, the deferred tax liability related to the conversion from a C-corporation to an S-corporation has expired.

**Note 13 - Rule 90/10 Revenue Test**

The Department of Education enforces the Rule 90/10 Revenue Test, which provides that an institution receiving Title IV and HEA program funding used to satisfy tuition, fees and other institutional charges to students, monitor the percentage of these funds to total funds received from all sources for tuition, fees and other institutional charges for eligible programs. The percentage of Title IV and HEA program funding cannot exceed 90% of the total funds received from all sources.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2016

**Note 13 - Rule 90/10 Revenue Test, continued**

A summary of revenues received for the year ended December 31, 2016 from all sources for eligible program funding follows:

	<u>Amount Disbursed</u>	<u>Adjusted Amount</u>	
<b>Student Title IV Revenue</b>			
Subsidized Loan	\$ 20,731,687	\$ 20,731,687	
Unsubsidized Loan up to pre-ECASLA Loan Limits	28,229,292	28,229,292	
Federal Pell Grant	26,748,139	26,748,139	
FSEOG (subject to matching reduction, see Section 3, Adjustments to Student Title IV Revenue, item 1)	415,813	415,813	
Federal Work Study applied to tuition and fees (subject to matching reduction)	-	-	
Federal Direct PLUS Loan	6,458,024	6,458,024	
All Other Title IV Loans and Grants - ACG	-	-	
<b>Student Title IV Revenue</b>	<u>\$ 82,582,955</u>	<u>\$ 82,582,955</u>	
Revenue Adjustment:			
If the amount of funds applied first plus Student Title IV revenue is more than tuition and fees, then reduce Title IV revenue by the amount over tuition and fees.		(1,159,259)	
<b>Adjusted Student Title IV Revenue</b>		<u>\$ 81,423,697</u>	
<b>Student Non-Title IV Revenue</b>			
Grant funds for the student from non-Federal public agencies or private sources independent of the institution	\$ 110,401		
Funds provided for the student under a contractual arrangement with a Federal, State, or local government agency for the purpose of providing job training to low income individuals	193,134		
Funds used by a student from savings plans for educational expenses established on or behalf of the student that qualify for special tax treatment under the Internal Revenue	-		
Institutional scholarships disbursed to the student	-		
Amount of Unsubsidized Loan Over the pre-ECASLA Loan Limits	-		
Student Payments	17,020,555		
<b>Student Non-Title IV Revenue</b>	<u>\$ 17,324,090</u>		
<b>Revenue from Other Sources</b>			
Activities conducted by the institution that are necessary for education and training	\$ -		
Funds paid to the institution by, or on behalf of, students for education and training in qualified non-Title IV eligible programs	-		
The Net Present Value (NPV) of institutional loans disbursed to students	-		
<b>Total Revenue from Other Sources</b>	<u>\$ -</u>		
Adjusted Title IV Revenue		<u>\$ 81,423,697</u>	
Adjusted Title IV Revenue + Adjusted Student Non-Title IV Revenue + Total Revenue from Other Sources		<u>\$ 98,747,787</u>	82.46%



## SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES

### Notes to Consolidated Financial Statements

Year Ended December 31, 2016

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#### Note 14 - Common Stock

The Company is authorized to issue 100,000 shares of common stock, consisting of 90,000 shares of Series A common stock and 10,000 shares of Series B common stock. Series B common stock includes all rights, preferences, and privileges of Series A common stock, except for the right to vote. The Company has 2,772 shares of Series A common stock and 308 shares of Series B common stock outstanding at December 31, 2016. The shares have a par value of \$.11.

#### Note 15 - Noncontrolling Interest

Below is a summary of the noncontrolling interest's balance sheet at December 31, 2016:

		Perry Enterprises, Perry Brothers Enterprises, LLC, and Perry 802, LLC
Current Assets	\$	1,488,630
Property and Equipment, net		<u>14,544,795</u>
	\$	<u>16,033,425</u>
Current Liabilities	\$	1,088,314
Long-Term Liabilities		10,403,458
Equity		<u>4,541,653</u>
	\$	<u>16,033,425</u>

Below is a summary of the noncontrolling interest's statement of income for the year ended December 31, 2016:

		Perry Enterprises, Perry Brothers Enterprises, LLC, and Perry 802, LLC
Rental Income	\$	2,014,494
Operating Expenses		(763,532)
Interest Expense		(455,150)
Other		<u>(52,566)</u>
Net Income	\$	<u>743,246</u>



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

To the Board of Directors  
of San Joaquin Valley College, Inc. and Subsidiaries

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 consolidated financial statements of San Joaquin Valley College, Inc. and Subsidiaries (collectively, the Company), which comprise the consolidated balance sheet as of December 31, 2016, and the related consolidated statement of income and comprehensive income, changes in equity, and cash flows, for the year then ended December 31, 2016, and the related notes to the consolidated financial statements, and have issued our report thereon dated March 31, 2017.

### **Internal Control over Financial Reporting**

In planning and performing our audit of the consolidated financial statements, we considered San Joaquin Valley College, Inc.'s and Subsidiaries' internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

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

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

### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether San Joaquin Valley College, Inc.'s and Subsidiaries' consolidated financial statements are free of material misstatement, we performed tests of their 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.

*Aldrich CPAs + Advisors LLP*

San Diego, California  
March 31, 2017

# San Joaquin Valley College, Inc. and Subsidiaries

Consolidated Financial Statements

Year Ended December 31, 2017



**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Financial Statements**  
**Year Ended December 31, 2017**

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Aldrich CPAs + Advisors LLP  
7676 Hazard Center Drive, #1300  
San Diego, California 92108

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
of San Joaquin Valley College, Inc. and Subsidiaries

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

We have audited the accompanying consolidated financial statements of San Joaquin Valley College, Inc. (a California corporation) and Subsidiaries, which comprise the consolidated balance sheet as of December 31, 2017, and the related consolidated statements of income and comprehensive income, changes in equity, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

### ***Management's Responsibility for the Financial Statements***

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

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these consolidated 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 that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

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

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

### ***Opinion***

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of San Joaquin Valley College, Inc. and Subsidiaries as of December 31, 2017, and the results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

## INDEPENDENT AUDITORS' REPORT, CONTINUED

### Other Matters

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying Note 13 on San Joaquin Valley College, Inc.'s calculation of its Title IV 90/10 Revenue Test and Note 9 on related party transactions are required by the U. S. Department of Education and presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated March 30, 2018 on our consideration of San Joaquin Valley College, Inc.'s and Subsidiaries' internal control over financial reporting and on our tests of their 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 the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering San Joaquin Valley College, Inc.'s and Subsidiaries' internal control over financial reporting and compliance.

*Aldrich CPAs + Advisors LLP*

San Diego, California  
March 30, 2018



**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Balance Sheet**  
December 31, 2017

**ASSETS**

Current Assets:

Cash	\$ 8,577,413
Marketable securities	1,839,439
Accounts receivable - students	20,521,566
Accounts receivable - other	40,993
Current portion of retail installment contracts	5,970,087
Inventory	1,211,002
Prepaid expenses	1,475,649
	<hr/>
Total Current Assets	39,636,149

Other Assets:

Deposits	420,571
Retail installment contracts, net of current portion	5,798,547
Property and equipment, net of accumulated depreciation	16,772,341
	<hr/>
	22,991,459
	<hr/>
	\$ 62,627,608

**LIABILITIES AND EQUITY**

Current Liabilities:

Current portion of long-term debt	\$ 1,027,674
Current portion of deferred rent	360,920
Accounts payable	2,249,273
Accrued salaries and wages	3,876,750
Accrued compensated absences	1,274,615
Accrued other expenses	1,195,511
Unearned income	28,657,620
	<hr/>
Total Current Liabilities	38,642,363

Long-Term Liabilities:

Long-term debt, net of current portion	6,436,612
Deferred rent, net of current portion	490,643
	<hr/>
	6,927,255
	<hr/>
	45,569,618

Equity:

Common stock	339
Additional paid-in capital	10,000
Accumulated other comprehensive loss	(79,194)
Retained earnings	11,072,719
Noncontrolling interest	6,054,126
	<hr/>
	17,057,990
	<hr/>
	\$ 62,627,608

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Statement of Income and Comprehensive Income**  
Year Ended December 31, 2017

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Operating Income		\$ 101,253,928
Operating Expenses:		
Course instruction materials and services		29,486,530
Student recruitment		11,519,791
Depreciation		1,785,949
General and administrative		54,043,571
		<u>96,835,841</u>
Income from Operations		4,418,087
Other Income (Expense):		
Rental income		5,600
Interest income		742,515
Other income		783,850
Interest expense		(314,918)
Realized losses on marketable securities		(12,768)
Other expense		(890,152)
		<u>314,127</u>
Income Before Income Taxes		4,732,214
Income Tax Expense- current, state		<u>67,526</u>
Consolidated Net Income		4,664,688
Net Income Attributable to Noncontrolling Interest	841,462	
Net Income Attributable to San Joaquin Valley College, Inc. stockholders	3,823,226	
Other Comprehensive Income:		
Unrealized gain on marketable securities		25,962
Reclassification adjustment of losses recognized in net income		12,768
		<u>38,730</u>
Total Comprehensive Income		4,703,418
Comprehensive Income Attributable to Noncontrolling Interest		<u>(841,462)</u>
Comprehensive Income Attributable to San Joaquin Valley College, Inc. stockholders		<u>\$ 3,861,956</u>

See accompanying notes to consolidated financial statements.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Statement of Changes in Equity**  
Year Ended December 31, 2017

	Common Stock	Additional Paid-In Capital	Accumulated Other Comprehensive Loss	Retained Earnings	Noncontrolling Interest	Total
Balance at December 31, 2016	\$ 339	\$ 10,000	\$ (117,924)	\$ 10,098,380	\$ 5,434,176	\$ 15,424,971
Stockholder and Partner Distributions	-	-	-	(2,848,887)	(221,512)	(3,070,399)
Net Income	-	-	-	3,823,226	841,462	4,664,688
Other Comprehensive Income:						
Unrealized gain on marketable securities	-	-	25,962	-	-	25,962
Reclassification adjustment for losses realized in net income	-	-	12,768	-	-	12,768
	<u>339</u>	<u>10,000</u>	<u>(117,924)</u>	<u>10,098,380</u>	<u>5,434,176</u>	<u>15,424,971</u>
Balance at December 31, 2017	\$ <u>339</u>	\$ <u>10,000</u>	\$ <u>(79,194)</u>	\$ <u>11,072,719</u>	\$ <u>6,054,126</u>	\$ <u>17,057,990</u>

See accompanying notes to consolidated financial statements.



**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Consolidated Statement of Cash Flows**  
Year Ended December 31, 2017

Cash Flows from Operating Activities:	
Net income attributable to San Joaquin Valley College, Inc. stockholders	\$ 3,823,226
Adjustments to reconcile net income attributable to San Joaquin Valley College, Inc. stockholders to net cash provided by operating activities:	
Net income attributable to noncontrolling interest	841,462
Depreciation	1,785,949
Realized loss on marketable securities	12,768
Loss on disposal of property and equipment	15,777
Changes in operating assets and liabilities:	
Accounts receivable - students	(843,478)
Accounts receivable - other	(40,793)
Retail installment contracts	1,676,596
Inventory	(335,525)
Prepaid expenses	58,394
Accounts payable	662,702
Accrued salaries and wages	1,782,405
Accrued compensated absences	62,150
Accrued other expenses	(363,294)
Unearned income	(2,745,908)
Deferred rent	(296,506)
Net Cash Provided by Operating Activities	<u>6,095,925</u>
Cash Flows from Investing Activities:	
Purchases of marketable securities	(44,656)
Proceeds from marketable securities	45,675
Payment of deposits	(38,436)
Purchases of property and equipment	(970,382)
Proceeds from sale of property and equipment	24,677
Net Cash Used by Investing Activities	<u>(983,122)</u>
Cash Flows from Financing Activities:	
Proceeds from long-term debt	1,503,761
Payments of long-term debt	(1,234,109)
Payments of accrued dividends	(430,000)
Stockholder and partner distributions	(3,070,399)
Net Cash Used by Financing Activities	<u>(3,230,747)</u>
Net Increase in Cash	1,882,056
Cash, beginning	<u>6,695,357</u>
Cash, ending	<u>\$ 8,577,413</u>
Supplemental Disclosures of Cash Flow Information:	
Interest paid	\$ 314,999
Income taxes paid	<u>\$ 43,000</u>

See accompanying notes to consolidated financial statements.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

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

Nature of Operations

As a private junior college accredited by the Western Association of Schools and Colleges, San Joaquin Valley College, Inc. (College) is in the business of providing degree-granting courses. It currently operates fourteen campuses located in Visalia, Fresno (main campus and aviation school), Bakersfield, Madera, Hanford, Modesto, Rancho Cordova, Ontario, Victor Valley, Temecula, Antelope Valley, Delano, and Porterville. The College also provides education through on-line operations. Perry Enterprises (Partnership) was formed to hold real property which it rents to the College. The two partners in the Partnership are the majority stockholders of the College. Long-term debt of the Partnership is guaranteed by the stockholders. 1977 Holdings, LLC (1977 Holdings) was formed to hold an airplane that is leased to the College and the Partnership. 1977 Holdings is a single member LLC whose sole member is the College. Perry Brothers Enterprises, LLC (Perry Bros.) was formed to hold real property which is rented to the College. The two members of Perry Bros. are the majority stockholders of the College. Long-term debt of Perry Bros. is guaranteed by the stockholders. Perry 802, LLC (Perry 802) was formed to hold real property that is rented to the College. The two members of Perry 802 are the majority stockholders of the College.

Principles of Consolidation

The consolidated financial statements include the accounts of the College, the Partnership, 1977 Holdings, Perry Bros., and Perry 802 (collectively, the Company). All significant intercompany transactions and balances have been eliminated.

Comprehensive Income

The Company reports comprehensive income in accordance with generally accepted accounting principles. The purpose of reporting comprehensive income is to report all changes in equity of an enterprise that result from recognized transactions and other economic events of the period other than transactions with owners in their capacity as owners.

Revenue Recognition

The College recognizes tuition income for each student ratably over the duration of each class. Tuition income charged to the student but not yet earned is recorded as unearned income. Therefore, tuition is earned and income is recognized as a student attends class and progresses toward graduation.

Marketable Securities

The Company classifies its investments in marketable securities into one of three categories: held to maturity, available for sale or trading. All marketable securities of the Company have been categorized as available for sale. Available for sale investments are stated at fair value in the consolidated financial statements, with unrealized gains and losses reported as a separate component of equity.

Accounts and Retail Installment Contracts Receivable

Accounts and retail installment contracts receivable are recorded at actual amounts billed. An allowance for doubtful accounts and a corresponding recognition of bad debt expense is recorded to adjust the receivables to estimated net realizable value. Based upon a periodic review, accounts are written off against the allowance when they are deemed to be uncollectible.

The provision for uncollectible retail installment contracts has been estimated based on a percentage of accounts receivable that reflects historical actual bad debts and current conditions. Accounts receivable – students is due from various student financial aid sources, therefore, management believes all amounts are fully collectible. No allowance for doubtful accounts is considered necessary at December 31, 2017.

Inventory

Inventory consists primarily of textbooks. The items are valued at the lower of cost (specific identification method) or net realizable value.



**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

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**Note 1 - Organization and Summary of Significant Accounting Policies, continued**

Property and Equipment

The Company capitalizes all expenditures for property and equipment in excess of \$5,000. Property and equipment are recorded at cost. Expenditures for maintenance and repairs are charged to expense as incurred. Renewals and betterments that materially extend the life of the assets are capitalized. Depreciation is provided using straight-line and accelerated methods over estimated useful lives of the assets of three to 39 years.

Deferred Rent

Rent expense for operating leases is recorded on a straight-line basis over the term of the lease with the resulting deferral recorded as a liability on the consolidated balance sheet.

Income Taxes

The College has elected to be taxed under the provisions of subchapter S of the internal revenue code. Earnings and losses are included in the personal income tax returns of the stockholders and taxed depending on their personal tax strategies. Accordingly, the College does not incur federal income tax obligations. Income of the College is subject to California franchise tax. Income or loss of the Partnership, 1977 Holdings, Perry Bros., and Perry 802 is that of the individual partners and members for federal income tax purposes. Accordingly, no provision for federal income taxes is made in the accompanying consolidated financial statements. For state income tax purposes, the Partnership, 1977 Holdings, Perry Bros., and Perry 802 are subject to income tax. Accordingly, a provision for state income taxes is made in the consolidated financial statements. The Company recognizes accrued interest and penalties associated with uncertain tax positions as part of the income tax provision. The deferred tax liability is related to the unrecognized built-in gains tax that the College could be subject to at the corporate level.

The Company follows accounting standards related to the recognition of uncertain tax positions. These standards provide detailed guidance for financial statement recognition, measurement and disclosure of uncertain tax positions taken or expected to be taken on the income tax returns. The Company will record a liability for uncertain tax positions when it is more likely than not that a tax position would not be sustained if examined by the taxing authority. Management has determined that the Company does not have any uncertain tax positions as of December 31, 2017.

Advertising

The cost of advertising is expensed as it is incurred.

Use of Estimates

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Fair Value Measurements

Accounting standards provide the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described below:

Level 1 - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

Level 2 - Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the same term of the financial instrument.

Level 3 - Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

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**Note 1 - Organization and Summary of Significant Accounting Policies, continued**

Fair Value Measurements, continued

A financial instrument's categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used during 2017 from prior years.

*Mutual Funds:* Valued at quoted market prices in active markets, which represent the net asset value of shares held by the Company at year end.

The carrying value of cash, receivables, and payables approximates fair value at December 31, 2017, due to the relative short maturities of these instruments.

Subsequent Events

The Company has evaluated subsequent events through March 30, 2018, which is the date the consolidated financial statements were available to be issued.

**Note 2 - Marketable Securities**

Marketable securities consist of the following and are categorized in the fair value hierarchy as follows at December 31, 2017:

	Level 1	Level 2	Level 3	Total
Mutual Funds:				
Intermediate-Term Bond	\$ 538,360	\$ -	\$ -	\$ 538,360
Short-Term Bond	379,414	-	-	379,414
World Bond	288,744	-	-	288,744
High Yield Bonds	267,389	-	-	267,389
Bank Loan	241,345	-	-	241,345
Market Neutral	54,286	-	-	54,286
Long/Short Equity	49,869	-	-	49,869
Multialternative	20,032	-	-	20,032
	<u>\$ 1,839,439</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,839,439</u>

Unrealized gains of \$25,962 have been reported as an other comprehensive gain for the year ended December 31, 2017.

**Note 3 - Retail Installment Contracts**

The College has entered into financing arrangements with some of its students. Retail installment contracts consist of the following:

Current, net of allowance for doubtful accounts of \$205,722	\$ 5,970,087
Long-term, net of allowance for doubtful accounts of \$2,819,105	<u>5,798,547</u>
	<u>\$ 11,768,634</u>

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

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**Note 4 - Property and Equipment**

Property and equipment consist of the following:

Land	\$ 4,353,976
Buildings	13,702,772
Furniture and office equipment	7,480,298
Leasehold improvements	5,615,688
Transportation equipment	2,112,524
Classroom equipment	8,519,553
Construction in progress	78,897
	<u>41,863,708</u>
Less accumulated depreciation	<u>(25,091,367)</u>
	<u>\$ 16,772,341</u>

**Note 5 - Long-Term Debt**

Long-term debt consists of the following:

Comerica Bank, secured by all Company personal property assets, payable in monthly installments of \$39,382 including interest at the Daily Adjusting LIBOR rate plus the applicable margin, currently 4.35%, matures December 2028	\$ 4,125,637
Comerica Bank, secured by all Company personal property assets, payable in monthly installments of \$21,432 plus interest at the Daily Adjusting LIBOR rate plus the applicable margin, currently 4.95%, matures November 2020	715,692
Comerica Bank, secured by all Company personal property assets, payable in monthly installments of \$23,570 plus interest at the Daily Adjusting LIBOR rate plus the applicable margin, currently 4.86%, matures February 2020	601,668
Bank of America, secured by real estate, payable in monthly installments of \$4,284 including a variable rate of interest, currently 4.00%, matures April 2033	588,505
Wells Fargo Bank, secured by real estate, payable in monthly installments of \$2,999, including interest at 4.125%, matures October 2044	583,425
Comerica Bank, secured by all Company personal property assets, payable in monthly installments of \$3,500 plus interest at the Daily Adjusting LIBOR rate plus the applicable margin, currently at 2.70%, matures June 2019	486,500
Wells Fargo Bank, secured by real estate, payable in monthly installments of \$4,260, including interest at 3.75%, matures June 2036	237,100



**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

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**Note 5 - Long-Term Debt, continued**

Madera Capital, payable in monthly installments of \$3,505, including interest at 2.32%, matures March 2020	92,114
Bank of America, secured by real estate, payable in monthly installments of \$8,474 including a variable rate of interest, currently 3.55%, matures April 2018	<u>33,645</u>
	7,464,286
Less current portion	<u>(1,027,674)</u>
	<u>\$ 6,436,612</u>

Principal payments of long-term debt at December 31, 2017 are due as follows:

<u>Year Ending December 31,</u>	
2018	\$ 1,027,674
2019	1,396,557
2020	703,429
2021	434,452
2022	453,284
Thereafter	<u>3,448,890</u>
	<u>\$ 7,464,286</u>

**Note 6 - Operating Leases**

The Company conducts its Visalia campus operations in facilities it leases from related parties, under a fifteen-year noncancellable, renewable lease which will expire March 2023. Rental expense was approximately \$528,360 for the year ended December 31, 2017.

The Company leases various office space and equipment. Some of these leases are on a month-to-month basis. However, several leases are on an extended contract expiring at various dates through September 2027 with escalating rental payments. The payments are being amortized over the life of the leases on a straight-line basis as deferred rent.

Total rental expense, including month-to-month rentals, was approximately \$8,700,000 for the year ended December 31, 2017.

Future minimum lease payments at December 31, 2017 required under the above operating leases are as follows:

<u>Year Ending December 31,</u>	
2018	\$ 5,883,345
2019	4,855,298
2020	3,027,520
2021	1,479,248
2022	1,406,712
Thereafter	<u>2,077,236</u>
	<u>\$ 18,729,359</u>

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

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**Note 7 - Defined Contribution Retirement Plan**

The Company sponsors a defined contribution profit sharing plan covering substantially all of its employees. The 401(k) element allows employees to elect to contribute to the plan up to a specified percent of their salaries, subject to specified limits of the law. The plan also provides for a discretionary matching provision. Employer contributions are discretionary and are determined annually by management. Employer contributions to the plan were \$100,000 for the year ended December 31, 2017.

**Note 8 – Advertising**

Advertising expense was \$6,346,262 for the year ended December 31, 2017.

**Note 9 - Related Party Transactions**

The Company participates in the Student Financial Aid (SFA) under the Title IV programs administered by the U. S. Department of Education pursuant to the Higher Education Act of 1965, as amended (HEA). The Company must comply with the regulations promulgated under the HEA. Those regulations require that all related party transactions be disclosed, regardless of their materiality to the financial statements. Notes receivable - related parties were collateralized and fully secured by real property. The value of the real property exceeded the amount of the notes receivable. The College had notes receivable of \$4,350,198 due from subsidiaries that have been eliminated from the consolidated financial statements.

**Note 10 - Contingencies**

The Company is occasionally engaged in legal proceedings incidental to its normal business activities. In the opinion of management, these proceedings are not material relative to the Company's financial position.

**Note 11 - Concentrations of Credit Risk**

Cash

The Company maintains their cash balances in several financial institutions that are insured by the Federal Deposit Insurance Corporation. At December 31, 2017, the Company's total uninsured balance was \$8,151,721. The Company has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk to cash.

Educational Income

The College's tuition charges are generally funded by various federal, state and local agencies in the form of student loans and grants. Most of the funds are provided over the duration of each applicable course. The funding is subject to annual reviews by various agencies involved and to ongoing changes in federal and state legislation.

Federal legislation has established financial responsibility ratios, and the Rule 90/10 Revenue Test for cash receipts compliance (Note 13), that must be maintained in order to retain Title IV student loans and grant funding, a significant source of College revenue. In addition, student loan default rates are monitored and student loan funding can be lost temporarily by any institution that exceeds allowable student default rates for three consecutive years. The College carefully monitors proper compliance with regulatory guidelines and maintains communication with Department of Education personnel in order to properly interpret regulations and stay in compliance with changes in federal requirements.

**Note 12 - Rule 90/10 Revenue Test**

The Department of Education enforces the Rule 90/10 Revenue Test, which provides that an institution receiving Title IV and HEA program funding used to satisfy tuition, fees and other institutional charges to students, monitor the percentage of these funds to total funds received from all sources for tuition, fees and other institutional charges for eligible programs. The percentage of Title IV and HEA program funding cannot exceed 90% of the total funds received from all sources.

**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

**Note 12 - Rule 90/10 Revenue Test, continued**

A summary of revenues received for the year ended December 31, 2017 from all sources for eligible program funding follows:

	<u>Amount Disbursed</u>	<u>Adjusted Amount</u>	
<b>Student Title IV Revenue</b>			
Subsidized Loan	\$ 19,102,593	\$ 19,102,593	
Unsubsidized Loan up to pre-ECASLA Loan Limits	27,746,336	27,746,336	
Federal Pell Grant	25,096,495	25,096,495	
FSEOG (subject to matching reduction, see Section 3, Adjustments to Student Title IV Revenue, item 1)	537,340	537,340	
Federal Work Study applied to tuition and fees (subject to matching reduction)	-	-	
Federal Direct PLUS Loan	6,372,321	6,372,321	
All Other Title IV Loans and Grants - ACG	-	-	
<b>Student Title IV Revenue</b>	<u>\$ 78,855,085</u>	<u>\$ 78,855,085</u>	
Revenue Adjustment:			
If the amount of funds applied first plus Student Title IV revenue is more than tuition and fees, then reduce Title IV revenue by the amount over tuition and fees.		(691,907)	
Title IV funds returned for a student under 34 C.F.R § 668.22 (withdrawal), reduce Student Title IV Revenue		(3,547,072)	
<b>Adjusted Student Title IV Revenue</b>		<u>\$ 74,616,106</u>	
<b>Student Non-Title IV Revenue</b>			
Grant funds for the student from non-Federal public agencies or private sources independent of the institution	\$ 202,915		
Funds provided for the student under a contractual arrangement with a Federal, State, or local government agency for the purpose of providing job training to low income individuals	291,724		
Funds used by a student from savings plans for educational expenses established on or behalf of the student that qualify for special tax treatment under the Internal Revenue	-		
Institutional scholarships disbursed to the student	-		
Amount of Unsubsidized Loan Over the pre-ECASLA Loan Limits	-		
Student Payments	17,630,815		
<b>Student Non-Title IV Revenue</b>	<u>\$ 18,125,454</u>		
<b>Revenue from Other Sources</b>			
Activities conducted by the institution that are necessary for education and training	-		
Funds paid to the institution by, or on behalf of, students for education and training in qualified non-Title IV eligible programs	-		
The Net Present Value (NPV) of institutional loans disbursed to students	-		
<b>Total Revenue from Other Sources</b>	<u>\$ -</u>		
<u>Adjusted Title IV Revenue</u>		<u>\$ 74,616,106</u>	
<u>Adjusted Title IV Revenue + Adjusted Student Non-Title IV Revenue + Total Revenue from Other Sources</u>		<u>\$ 92,741,560</u>	80.46%



**SAN JOAQUIN VALLEY COLLEGE, INC. AND SUBSIDIARIES**  
**Notes to Consolidated Financial Statements**  
Year Ended December 31, 2017

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**Note 13 - Common Stock**

The Company is authorized to issue 100,000 shares of common stock, consisting of 90,000 shares of Series A common stock and 10,000 shares of Series B common stock. Series B common stock includes all rights, preferences, and privileges of Series A common stock, except for the right to vote. The Company has 2,772 shares of Series A common stock and 308 shares of Series B common stock outstanding at December 31, 2017. The shares have a par value of \$.11.

**Note 14 - Noncontrolling Interest**

Below is a summary of the noncontrolling interest's balance sheet at December 31, 2017:

	Perry Enterprises, Perry Brothers Enterprises, LLC, and Perry 802, LLC
Current Assets	\$ 1,321,864
Property and Equipment, net	<u>13,918,876</u>
	<u>\$ 15,240,740</u>
Current Liabilities	\$ 705,477
Long-Term Liabilities	9,794,818
Equity	<u>4,740,445</u>
	<u>\$ 15,240,740</u>

Below is a summary of the noncontrolling interest's statement of income for the year ended December 31, 2017:

	Perry Enterprises, Perry Brothers Enterprises, LLC, and Perry 802, LLC
Rental Income	\$ 2,020,340
Operating Expenses	(723,034)
Interest Expense	(421,671)
Other	<u>(34,173)</u>
Net Income	<u>\$ 841,462</u>



Aldrich CPAs + Advisors LLP  
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San Diego, California 92108

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

To the Board of Directors  
of San Joaquin Valley College, Inc. and Subsidiaries

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 consolidated financial statements of San Joaquin Valley College, Inc. and Subsidiaries (collectively, the Company), which comprise the consolidated balance sheet as of December 31, 2017, and the related consolidated statement of income and comprehensive income, changes in equity, and cash flows, for the year then ended December 31, 2017, and the related notes to the consolidated financial statements, and have issued our report thereon dated March 30, 2018.

**Internal Control over Financial Reporting**

In planning and performing our audit of the consolidated financial statements, we considered San Joaquin Valley College, Inc.'s and Subsidiaries' internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

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

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

**Compliance and Other Matters**

As part of obtaining reasonable assurance about whether San Joaquin Valley College, Inc.'s and Subsidiaries' consolidated financial statements are free of material misstatement, we performed tests of their 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.

*Aldrich CPAs + Advisors LLP*

San Diego, California  
March 30, 2018