

# **The Skillman Foundation**

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**Financial Report**  
**December 31, 2009 and 2008**

# **The Skillman Foundation**

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## Independent Auditor's Report

To the Board of Trustees  
The Skillman Foundation

We have audited the accompanying financial statements of The Skillman Foundation (the "Foundation") as of December 31, 2009 and 2008 and for the years then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As disclosed in Notes 1 and 2, the 2009 and 2008 financial statements include investments whose fair values of \$226,316,264 and \$201,362,442, or 53 percent and 48 percent of net assets, respectively, have been estimated by management in the absence of readily determinable fair values. Management's estimates are based on information provided by the fund managers or the general partners.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Skillman Foundation at December 31, 2009 and 2008 and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

*Plante & Moran, PLLC*

May 11, 2010

# The Skillman Foundation

## Statement of Financial Position

	December 31, 2009	December 31, 2008
<b>Assets</b>		
Cash and cash equivalents	\$ 42,907,041	\$ 39,409,701
Investments (Note 2)	410,983,218	359,416,487
Unsettled trades receivable	-	30,821,267
Securities lending collateral (Note 2)	1,604,869	2,398,762
Dividend and interest receivable	587,641	1,134,852
Other assets:		
Program-related investment (Note 6)	350,000	450,000
Federal excise tax	641,222	662,707
Other assets	161,127	209,503
Total assets	<b><u>\$ 457,235,118</u></b>	<b><u>\$ 434,503,279</u></b>
<b>Liabilities and Net Assets</b>		
<b>Liabilities</b>		
Accrued liabilities	\$ 799,301	\$ 1,234,728
Grants payable	11,272,060	9,305,960
Liabilities under securities lending agreements (Note 2)	1,604,869	2,398,762
Unsettled trades payable	20,343,650	-
Total liabilities	34,019,880	12,939,450
<b>Net Assets - Unrestricted</b>	<b>423,215,238</b>	<b>421,563,829</b>
Total liabilities and net assets	<b><u>\$ 457,235,118</u></b>	<b><u>\$ 434,503,279</u></b>

# The Skillman Foundation

## Statement of Income, Expenses, and Changes in Unrestricted Net Assets

	Year Ended	
	December 31, 2009	December 31, 2008
<b>Income</b>		
Interest income	\$ 12,116,934	\$ 11,025,307
Dividend income	966,990	1,556,906
Investment management fees	(978,043)	(1,211,466)
Net income	12,105,881	11,370,747
<b>Grants and Expenses</b>		
Grants and contributions	21,494,718	23,050,647
Administrative expenses	4,720,110	5,066,136
Federal excise and other taxes	10,010	(1,755,160)
Total grants and expenses	26,224,838	26,361,623
<b>Excess of Grants and Expenses Over Income</b>	(14,118,957)	(14,990,876)
<b>Realized Loss on Securities</b>	(8,795,170)	(5,642,276)
<b>Change in Unrealized Market Appreciation (Depreciation)</b>	24,565,536	(128,040,775)
<b>Increase (Decrease) in Net Assets</b>	1,651,409	(148,673,927)
<b>Net Assets - Beginning of year</b>	421,563,829	570,237,756
<b>Net Assets - End of year</b>	<b>\$ 423,215,238</b>	<b>\$ 421,563,829</b>

# The Skillman Foundation

## Statement of Cash Flows

	Year Ended	
	December 31, 2009	December 31, 2008
<b>Cash Flows from Operating Activities</b>		
Increase (decrease) in net assets	\$ 1,651,409	\$ (148,673,927)
Adjustments to reconcile increase (decrease) in net assets to net cash from operating activities:		
Net realized and unrealized (gains) losses on investments	(15,770,366)	133,683,051
Changes in operating assets and liabilities that (used) provided cash:		
Dividend and interest receivable	547,211	93,622
Program-related investment	100,000	50,000
Federal excise tax	21,485	(204,570)
Other assets	48,376	(142,077)
Accrued liabilities	(435,427)	359,446
Deferred excise tax payable	-	(1,848,000)
Grants payable	1,966,100	(1,188,040)
Net cash used in operating activities	(11,871,212)	(17,870,495)
<b>Cash Flows from Investing Activities</b>		
Purchases of investments	(213,374,976)	(198,523,728)
Change in net unsettled trades	51,164,917	(28,571,408)
Proceeds from sale of investments	177,578,611	274,895,018
Net cash provided by investing activities	15,368,552	47,799,882
<b>Net Increase in Cash and Cash Equivalents</b>	3,497,340	29,929,387
<b>Cash and Cash Equivalents - Beginning of year</b>	39,409,701	9,480,314
<b>Cash and Cash Equivalents - End of year</b>	<b>\$ 42,907,041</b>	<b>\$ 39,409,701</b>
<b>Supplemental Disclosure of Cash Flow Information - Cash paid for taxes</b>	<b>\$ -</b>	<b>\$ 350,000</b>

# The Skillman Foundation

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## Notes to Financial Statements December 31, 2009 and 2008

### Note 1 - Nature of Business and Significant Accounting Policies

**Organization Purpose** - The Skillman Foundation (the "Foundation") was established in 1960 as a private, non-operating foundation. The Foundation is committed to providing resources to improve the lives of children in metropolitan Detroit by improving their homes, schools, and neighborhoods. It distributes funds primarily to not-for-profits in counties that are deemed appropriate in the opinion of the board of trustees.

**Basis of Accounting** - The financial statements have been prepared on the accrual basis of accounting, which includes recognition of dividends, interest, and expenses as earned and incurred. Investment transactions are reported on a trade-date basis.

**Cash Equivalents** - The Foundation considers all highly liquid investments purchased with original maturities of three months or less to be cash equivalents.

**Investments** - Investments in marketable securities, including hedge funds, are carried at quoted fair market value whenever available. Private equity limited partnerships, including natural resources and real estate limited partnerships, are valued based on available partner capital account balances as reported by the partnerships to the Foundation as of December 31. Where limited partnerships do not have readily determinable market values as of December 31, the Foundation uses partner capital account balances as of September 30, adjusted for capital contributions and distributions during the period from October 1 through December 31. The partnership valuations necessarily involve assumptions and methods that are reviewed by the Foundation. Because of the inherent uncertainty of valuations in the absence of a highly liquid market, private equity, real estate, and natural resources of limited partnerships' estimated values may differ materially from the values that would have been used if a ready market for the securities existed.

At December 31, 2009 and 2008, the Foundation had commitments to contribute approximately \$75,000,000 and \$91,000,000, respectively, in additional capital under the terms of various agreements covering private equity and limited partnership agreements.

Realized and unrealized gains and losses in investments represent the difference between the original cost of the investments and sales proceeds (realized) or the fair market value at the end of the year (unrealized). Cost is determined on a first-in, first-out basis.

**Concentration of Credit Risk Arising From Deposit Accounts** - The Foundation maintains cash balances at various banks. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Foundation evaluates the financial institutions with which it deposits funds; however, it is not practical to insure all cash deposits.

# The Skillman Foundation

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## Notes to Financial Statements December 31, 2009 and 2008

### **Note I - Nature of Business and Significant Accounting Policies (Continued)**

**Grants** - Grants are recognized as an expense at the time of formal approval by the board of trustees. Conditional grants, if any, are expensed when such conditions are substantially met.

The Foundation's total net grants include grantmaking expenses of \$371,792 and \$466,010 for 2009 and 2008, respectively, that support the Foundation's major initiatives and grantmaking goals. These expenses include grant and program evaluations as well as communication, community meetings, and roundtables.

The Foundation matches gifts of cash and securities made by current and retired employees and trustees of up to \$15,000 annually per person on a two-to-one basis up to a maximum match of \$30,000. Matching grants are made only to public-supported charities as listed in IRS Publication 78, *Cumulative List of Organizations*.

**Risks and Uncertainties** - The Foundation invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the balance sheet.

**Use of Estimates** - The preparation of financial statements in conformity 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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue, expenses, and other changes in net assets during the reporting period. Actual results could differ from those estimates.

**Subsequent Events** - The financial statements and related disclosures include evaluation of events up through and including May 11, 2010, which is the date the financial statements were available to be issued.



# The Skillman Foundation

## Notes to Financial Statements December 31, 2009 and 2008

### Note 2 - Investments

Investments consisted of the following at December 31:

	2009		2008	
	Cost	Fair Value	Cost	Fair Value
Publicly traded securities	\$ 103,639,589	\$ 94,260,181	\$ 142,238,500	\$ 100,773,167
Alternative investments:				
Hedge funds	94,645,866	107,893,265	79,699,034	91,511,684
Real estate	29,233,434	22,473,351	28,971,198	22,484,560
Private equity limited partnerships	71,176,731	71,050,236	62,082,658	66,568,753
Natural resources	31,260,233	24,106,347	28,291,493	20,797,445
Total alternative investments	226,316,264	225,523,199	199,044,383	201,362,442
U.S. Treasury notes	90,608,808	91,199,838	52,279,449	57,280,878
Total	<u>\$ 420,564,661</u>	<u>\$ 410,983,218</u>	<u>\$ 393,562,332</u>	<u>\$ 359,416,487</u>

A summary of changes in cash and investments during the years ended December 31, 2009 and 2008 is shown below:

	Cash and Cash Equivalents	Publicly Traded Securities	Alternative Investments	U.S. Treasury Notes
January 1, 2008 - Market value	\$ 9,480,314	\$ 236,465,954	\$ 260,340,433	\$ 72,664,441
Add (deduct) changes during the year ended December 31, 2008:				
Purchases	708,453,430	108,847,946	69,481,848	20,193,934
Sales and maturities - At cost	(678,523,150)	(169,412,282)	(72,442,616)	(38,683,289)
Change in unrealized market appreciation	(893)	(75,128,451)	(56,017,223)	3,105,792
December 31, 2008 - Market value	39,409,701	100,773,167	201,362,442	57,280,878
Add (deduct) changes during the year ended December 31, 2009:				
Purchases	718,974,103	26,414,988	55,836,787	131,123,201
Sales and maturities - At cost	(715,477,895)	(65,013,899)	(28,564,907)	(92,793,843)
Change in unrealized market appreciation	1,131	32,085,925	(3,111,123)	(4,410,398)
December 31, 2009 - Market value	<u>\$ 42,907,040</u>	<u>\$ 94,260,181</u>	<u>\$ 225,523,199</u>	<u>\$ 91,199,838</u>

# The Skillman Foundation

## Notes to Financial Statements December 31, 2009 and 2008

### Note 2 - Investments (Continued)

#### Securities Lending

In addition to the cash and investments noted above, the Foundation participates in a board-authorized securities lending arrangement with one of its custodians who is an agent in the program. The securities lending arrangement authorizes the custodian to lend securities held to third parties. The custodian must obtain cash or acceptable securities as collateral. All loans are initially collateralized at 102 percent of loaned securities. On a daily basis, both the collateral and securities loaned are marked-to-market to maintain proper collateralization levels. In the event that the loaned securities are not returned by the borrower, the custodian will, at its own expense, either replace the loaned securities or, if unable to purchase those securities on the open market, credit the Foundation's accounts with cash equal to the fair value of the loaned securities.

The Foundation bears the risk of loss with respect to unfavorable changes in fair value of the invested collateral. At December 31, 2009 and 2008, the fair value of securities loaned was \$1,604,869 and \$2,398,762, respectively. The fair value of the collateral held at December 31, 2009 and 2008 was the same value as the securities loaned. The securities loaned consisted of U.S. and foreign equity securities during 2009 and 2008.

### Note 3 - Excise Taxes

The Foundation is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. As a private foundation, the Foundation is subject to an excise tax on net investment income, including realized gains as defined in the Tax Reform Act of 1969.

The Foundation's excise tax expense as of December 31, 2009 and 2008 is comprised of the following:

	2009	2008
Current	\$ 10,000	\$ 100,000
Deferred	-	(1,848,000)
Total excise tax expense	<u>\$ 10,000</u>	<u>\$ (1,748,000)</u>

The deferred excise tax represents the tax on unrealized gains on investment securities.

# **The Skillman Foundation**

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## **Notes to Financial Statements December 31, 2009 and 2008**

### **Note 4 - Pension and Other Postretirement Benefit Plans**

The Foundation had a noncontributory defined benefit pension plan that covered substantially all of its current and former full-time employees along with an unfunded nonqualified plan for restoration of pension benefits lost due to statutory limitations imposed upon qualified plans. Net periodic pension expense was \$0 and \$156,171 for the years ended December 31, 2009 and 2008, respectively.

During the year ended December 31, 2007, the Foundation applied for termination of the plan, which was approved in January 2009. The accumulated benefit obligation of \$2,560,650 was paid in May 2009. At December 31, 2009, the termination and distribution process was complete.

The Foundation also provides healthcare benefits for retired employees. The Foundation's employees may become eligible for these postretirement employee benefits. Net periodic postretirement healthcare cost was \$1,836 and \$46,616 for the years ended December 31, 2009 and 2008.

### **Note 5 - Defined Contribution Plan**

The Foundation sponsors a defined contribution 401(k) plan for all eligible full-time employees, as defined. The employees may make elective contributions to the 401(k) plan in accordance with IRS regulations. The Foundation makes contributions to the 401(k) plan based upon eligible compensation.

Contributions to the plan for the years ended December 31, 2009 and 2008 totaled \$91,380 and \$92,605, respectively. The Foundation contributed an additional \$187,336 in January 2010 related to 2009 earnings.

### **Note 6 - Program-related Investment**

At its September 15, 2004 meeting, the board of trustees approved a program-related investment loan in the amount of \$500,000 to Junior Achievement of Southeastern Michigan. The proceeds of this loan are to be used to create Finance Park, a 6-week financial literacy program for 8th grade students. The note bears no interest and will mature on November 1, 2011. The first payment was due on November 1, 2008; however, the Foundation waived the first payment. The second payment, due on November 1, 2009, was also waived. At December 31, 2009 and 2008, the balance is \$350,000 and \$450,000, respectively. For accounting purposes, the Foundation inputted interest at a rate of 5 percent, which it determined to be a reasonable rate based on the market. The unamortized interest was \$33,116 and \$51,180 at December 31, 2009 and 2008, respectively.

### Note 7 - Fair Value Measurements

Accounting standards require certain assets and liabilities be reported at fair value in the financial statements and provide a framework for establishing that fair value. The framework for determining fair value is based on a hierarchy that prioritizes the inputs and valuation techniques used to measure fair value.

The following tables present information about the Foundation's assets and liabilities measured at fair value on a recurring basis at December 31, 2009 and 2008 and the valuation techniques used by the Foundation to determine those fair values.

In general, fair values determined by Level 1 inputs use quoted prices in active markets for identical assets or liabilities that the Foundation has the ability to access.

Fair values determined by Level 2 inputs use other inputs that are observable, either directly or indirectly. These Level 2 inputs include quoted prices for similar assets and liabilities in active markets, and other inputs such as interest rates and yield curves that are observable at commonly quoted intervals.

Level 3 inputs are unobservable inputs, including inputs that are available in situations where there is little, if any, market activity for the related asset or liability. These Level 3 fair value measurements are based primarily on management's own estimates using pricing models, discounted cash flow methodologies, or similar techniques taking into account the characteristics of the asset. Significant Level 3 inputs include most recently audited financial statements, tax returns, including K-1's, and performance reports from independent sources.

In instances where inputs used to measure fair value fall into different levels in the above fair value hierarchy, fair value measurements in their entirety are categorized based on the lowest level input that is significant to the valuation. The Foundation's assessment of the significance of particular inputs to these fair value measurements requires judgment and considers factors specific to each asset or liability.

# The Skillman Foundation

## Notes to Financial Statements December 31, 2009 and 2008

### Note 7 - Fair Value Measurements (Continued)

#### Assets and Liabilities Measured at Fair Value on a Recurring Basis at December 31, 2009

	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Balance at December 31, 2009
<b>Assets</b>				
Money market funds	\$ 43,382,825	\$ -	\$ -	\$ 43,382,825
Publicly traded securities	59,330,384	29,846,609	5,083,188	94,260,181
U.S. Treasury notes	20,003,005	71,196,833	-	91,199,838
Hedge funds	-	-	107,893,265	107,893,265
Private equity	-	-	71,050,236	71,050,236
Real estate	4,890,691	-	17,582,660	22,473,351
Natural resources	-	-	24,106,347	24,106,347
Equity securities - Loaned	1,604,869	-	-	1,604,869
<b>Liabilities</b>				
Collateral held under securities lending agreement	\$ 1,604,869	\$ -	\$ -	\$ 1,604,869

#### Assets and Liabilities Measured at Fair Value on a Recurring Basis at December 31, 2008

	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Balance at December 31, 2008
<b>Assets</b>				
Money market funds	\$ 15,416,447	\$ -	\$ -	\$ 15,416,447
Publicly traded securities	59,535,478	31,966,771	9,270,918	100,773,167
U.S. Treasury notes	-	57,280,878	-	57,280,878
Hedge funds	-	-	91,511,684	91,511,684
Private equity	-	-	66,568,753	66,568,753
Real estate	3,736,088	-	18,748,472	22,484,560
Natural resources	-	-	20,797,445	20,797,445
Equity securities - Loaned	2,398,762	-	-	2,398,762
<b>Liabilities</b>				
Collateral held under securities lending agreement	\$ 2,398,762	\$ -	\$ -	\$ 2,398,762

### Note 7 - Fair Value Measurements (Continued)

#### Changes in Level 3 Assets Measured at Fair Value on a Recurring Basis for the Years Ended December 31, 2009 and 2008

	Publicly Traded Securities	Hedge Funds	Private Equity	Real Estate	Natural Resources
Balance at January 1, 2008	\$ 38,986,633	\$ 162,102,078	\$ 53,886,653	\$ 20,906,609	\$ 18,062,797
Activity for 2008:					
Total realized and unrealized losses included in income	(18,984,345)	(32,633,468)	(13,983,812)	(3,120,955)	(11,118,434)
Net purchases, sales, calls and maturities	(10,731,370)	(37,956,926)	26,665,912	962,818	13,853,082
Ending balance at December 31, 2008	9,270,918	91,511,684	66,568,753	18,748,472	20,797,445
Activity for 2009:					
Total realized and unrealized gains (losses) included in income	299,802	2,605,435	(5,256,692)	833,189	(292,223)
Net purchases, sales, calls and maturities	(4,487,532)	13,776,146	9,738,175	(1,999,001)	3,601,125
Ending balance at December 31, 2009	\$ 5,083,188	\$ 107,893,265	\$ 71,050,236	\$ 17,582,660	\$ 24,106,347

Both observable and unobservable inputs may be used to determine the fair value of positions classified as Level 3 assets and liabilities. As a result, the unrealized gains and losses for these assets presented in the tables above may include changes in fair value that were attributable to both observable and unobservable inputs.

The Foundation's real estate, natural resource funds, limited partnerships, hedge funds, and publicly traded securities, designed to resemble institutional collective fund investments, are categorized as Level 3 investments. The Foundation estimates their fair value based on income information provided by the general partners and fund managers as well as third-party reports including audit reports, interim financial statements, listing of underlying investments, tax returns and performance reports.

#### Investments in Entities that Calculate Net Asset Value per Share

The Foundation holds shares or interests in investment companies at year end where the fair value of the investment held is estimated based on the net asset value per share (or its equivalent) of the investment company

### Note 7 - Fair Value Measurements (Continued)

At year end, the fair value, unfunded commitments, and redemption rules of those investments is as follows:

#### Investments Held at December 31, 2009

	Fair Value	Unfunded Commitments	Redemption Frequency, if Eligible	Redemption Notice Period
Convertible Arbitrage (a)	\$ 3,152,374	\$ -	Quarterly	45 Days
Event Driven (b)	9,282,799	-	Quarterly and Annually	60 - 90 Days
Equity Market Neutral (c)	7,801,872	-	Monthly	5 - 45 Days
			Monthly, Quarterly, Semi-	
Directional Equity (d)	22,417,034	-	Annually and Annually	30 - 90 Days
Fixed Income (e)	14,256,647	-	Monthly and Annually	7 - 90 Days
Managed Futures (g)	5,035,647	-	Daily	Daily
			Quarterly, Semi-Annually	
Multi-Strategy (f)	14,247,838	-	and Annually	45 - 90 Days
Fund of Hedge Funds (h)	36,782,242	-	Quarterly and Annually	90 - 95 Days
Real Estate Hedge Funds (i)	10,892,174	-	Quarterly and Annually	45 - 60 Days
Real Estate Private Equity (j)	6,690,487	5,732,083	N/A	N/A
Natural Resources Hedge Funds (k)	5,217,404	-	Monthly and Annually	30 - 90 Days
Natural Resources Private Equity (l)	18,888,944	22,853,000	N/A	N/A
Private Equity - Domestic (m)	59,342,590	28,844,962	N/A	N/A
Private Equity - International (m)	11,707,646	17,111,182	N/A	N/A
	<u>\$ 225,715,698</u>	<u>\$ 74,541,227</u>		

#### Investments Held at December 31, 2008

	Fair Value	Unfunded Commitments	Redemption Frequency, if Eligible	Redemption Notice Period
Convertible Arbitrage (a)	\$ 2,195,761	\$ -	Quarterly	45 Days
Event Driven (b)	8,139,401	-	Quarterly and Annually	60 - 90 Days
Equity Market Neutral (c)	7,683,126	-	Monthly	5 - 45 Days
			Monthly, Quarterly, Semi-	
Directional Equity (d)	20,960,218	-	Annually and Annually	30 - 90 Days
Fixed Income (e)	9,233,212	-	Monthly	7 - 60 Days
			Semi-Annually and	
Multi-Strategy (f)	12,758,691	-	Annually	45 - 90 Days
Fund of Hedge Funds (h)	39,812,192	-	Quarterly and Annually	90 - 95 Days
Real Estate Hedge Funds (i)	12,233,607	-	Quarterly	60 Days
Real Estate Private Equity (j)	6,514,865	6,575,000	N/A	N/A
Natural Resources Hedge Funds (k)	3,605,289	-	Monthly and Annually	30-90 Days
Natural Resources Private Equity (j)	17,192,155	25,721,000	N/A	N/A
Private Equity - Domestic (k)	55,494,173	39,227,131	N/A	N/A
Private Equity - International (k)	11,074,581	19,944,476	N/A	N/A
	<u>\$ 206,897,271</u>	<u>\$ 91,467,607</u>		

### Note 7 - Fair Value Measurements (Continued)

(a) Convertible Arbitrage: The strategy traditionally involves purchasing convertible bonds and convertible preferred stock, and selling short some or all of the equity (stock) exposure embedded in the convertible security. The degree to which the manager sells short equity depends on the manager's assessment of the level of equity risk in the convertible security, as well as a fundamental analysis of the prospects for the issuing company. The resulting portfolio can have exposure to volatility (through the embedded option in the convertible security) and to credit (through the embedded income-producing bond or bond-like security within the convertible security). Some managers also hedge credit risk by using credit default swaps to "insure" against default of the issuer.

(b) Event Driven: This strategy involves taking a long or short position in any security (stock, bond, loan) of a corporation that is undergoing some corporate "event." Events include merger, acquisition, spin-off, bankruptcy, and restructuring. For instance, in a merger or acquisition, event-driven managers usually buy the stock of the company that is being acquired, and sell short the stock of the company that is acquiring, a trade which makes money if and when the two companies consummate their merger. In other types of corporate events such as bankruptcy, event-driven managers usually use the bankruptcy to purchase the bonds or loans of the bankrupt company in order to profit from the company's restructuring, either through price appreciation of the security purchased, or through actively working with the company to restructure.

(c) Equity Market Neutral: The strategy involves buying stock long and selling stock short in equal proportions (measured any of many ways such as dollar exposure, beta-adjusted exposure, etc.) in order to produce a portfolio that is neutral with regard to market direction, resulting in a portfolio that is exposed to the difference between the longs and shorts, regardless of market direction. Managers make decisions on which stocks to buy long and which to sell short by using any number of multiple styles, including computer models to model the fundamental health and technical stock movement of companies, and traditional fundamental analysis of a company's value and growth prospects.

(d) Directional Equity: The strategy is similar to the Equity Market Neutral strategy, except the managers do not balance long and short positions. This results in a portfolio that does have some market exposure, but far less than traditional long-only portfolios of stocks.

(e) Fixed Income: This strategy is similar to Directional Equity except that managers use fixed income securities.

(f) Multi-Strategy: A hedge fund strategy that involves a combination of any other strategies. Multi-strategy managers add value both by their successful management of each of the underlying strategies, but also in the relative allocation to different strategies in their fund.



### Note 7 - Fair Value Measurements (Continued)

(g) Managed Futures: A strategy that takes long and short positions in exchange-traded futures contracts on commodities and financial assets such as stock market indices and government bonds. In many ways, Managed Futures is similar to Global Macro, but with additional benefits of being able to include fundamental changes and movements in large and small commodity markets. Managed Futures managers can also take advantage of upward and downward trends in markets, by taking long and short positions in different futures contracts. The decision on which futures contracts to buy long and which to sell short can be made by using any of multiple styles, including using computer models and traditional fundamental analysis.

(h) Fund of Hedge Funds: This asset class seeks to generate returns through diversified portfolios of hedge funds and hedge fund strategies. It should be expected that this asset class will have varying levels of exposure to all of the various hedge fund strategies previously identified. The investments in this asset class will be made in securities of offshore corporations and will have an identifiable, although thinly traded, market for liquidity.

(i) Real Estate Hedge Funds: This asset class seeks to generate returns predominately from the identification of mis-priced securities based on fundamental analysis of more liquid, real estate-related assets globally. The bulk of the exposure would be expected to be in publically traded REITs, preferred stock, common equity, convertible bonds or notes, or other debt securities backed by real estate-related assets or companies. It is expected that the underlying net exposure to real estate-related assets may vary over time, with both long and short positions in securities based on the managers' perceived intrinsic value of a specific security or underlying real estate asset. Some securities may also be used to hedge other market risks or interest rate risks related to specific positions. This asset class overall is expected to be more liquid than private investments in real estate or real estate partnerships.

(j) Real Estate Private Equity: This asset class seeks to generate returns predominately through the identification of undervalued or mis-priced real estate assets or real estate-related companies. Investments would be expected to be made through either public or private equity securities, convertible notes or warrants, or other acquired or originated debt securities. The exposure within this asset class would be expected to be predominately long-only exposure, and will generally be maintaining a long exposure to direct real estate assets or real estate-related companies and securities. Additionally, it is not expected that these assets would be held as marketable securities with an active or easily identifiable market; however, the asset class overall would be expected to generate some level of current income. This exposure is obtained primarily through investments in long-dated limited partnership vehicles and is considered illiquid.

### Note 7 - Fair Value Measurements (Continued)

(k) Natural Resources Hedge Funds: This asset class seeks to generate returns predominately through the identification of undervalued and overvalued publicly traded equities of companies in the precious metals, industrial metals, energy, and minerals mining industries. These funds will have both long and short positions in these equities, as well as in hedges using mining industry and commodity-linked securities such as exchange-traded funds. The funds may also invest in derivative securities to replicate exposure to energy and agricultural commodities. It is expected that these funds will have widely varying net exposure to the equity markets, depending on the managers' assessment of valuation relative to the economic cycle. Due to the high historical volatility of these investments relative to the broad equity market, it is expected that this asset class will have at least the volatility of the broad U.S. equity market.

(l) Natural Resources Private Equity: This asset class seeks to generate returns predominately through the identification of undervalued or mis-priced assets or companies engaged in the exploration, production, transportation or related services in natural resources such as oil, natural gas, timber, land, minerals, or precious metals, etc. Investments would be expected to be made through either public or private equity securities, convertible notes or warrants, or other acquired or originated debt securities. The exposure within this asset class would be expected to be predominately long-only exposure, and will generally be maintaining a long exposure to companies or assets engaged in the basic materials sector. Additionally, it is not expected that these assets would be held as marketable securities with an active or easily identifiable market; however, the asset class overall would be expected to generate some level of current income. This exposure is obtained primarily through investments in long-dated limited partnership vehicles and is considered illiquid.

(m) Private Equity Domestic and International: Investments in private equity are typically made through limited partnership structures and are illiquid in nature. Investments are typically made in unlisted companies (companies that are not traded on public exchanges) or in some cases listed companies are purchased and taken private. Private equity encompasses a broad array of strategies and securities. Buyout, growth equity, and venture capital strategies purchase equity in private companies at different stages of the company's life cycle. Other strategies, such as mezzanine or special situations, will invest in debt, preferred equity or other parts of a company's capital structure. Investments may be in any sector of the economy or geography in the world, though funds will typically specialize in specific industries and regions.

Approximately \$2.5 million of the value of the investments in the event driven, multi-strategy, and real estate hedge funds categories above as of December 31, 2009 are subject to side pockets which will be exercised when a liquidating event occurs. The side pockets are equal to approximately 10 percent of the market value of the investments when the liquidation occurs and cannot be redeemed until up to a year after the normal redemption period.

# **The Skillman Foundation**

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## **Notes to Financial Statements December 31, 2009 and 2008**

### **Note 7 - Fair Value Measurements (Continued)**

Approximately 13.8 percent of the total investment in the fund of hedge funds category as of December 31, 2009 is a liquidating fund. It is expected that 85 percent to 95 percent of the investment will be received by December 31, 2010.