

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
FINANCIAL STATEMENTS
YEARS ENDED SEPTEMBER 30, 2019 AND 2018



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CONSERVANCY OF SOUTHWEST FLORIDA, INC.

FINANCIAL STATEMENTS

YEARS ENDED SEPTEMBER 30, 2019 AND 2018

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.
TABLE OF CONTENTS
YEARS ENDED SEPTEMBER 30, 2019 AND 2018**

INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	3
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS	4
STATEMENTS OF FUNCTIONAL EXPENSES	6
STATEMENTS OF CASH FLOWS	8
NOTES TO FINANCIAL STATEMENTS	10



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INDEPENDENT AUDITORS' REPORT

Board of Directors
Conservancy of Southwest Florida, Inc.
Naples, Florida

We have audited the accompanying financial statements of Conservancy of Southwest Florida, Inc. (the Organization), a nonprofit corporation, which comprise the statements of financial position as of September 30, 2019 and 2018, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Board of Directors
Conservancy of Southwest Florida, Inc.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Conservancy of Southwest Florida, Inc. at September 30, 2019 and 2018, 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.

Emphasis of a Matter

As discussed in Note 1 to the financial statements, management has adopted Accounting Standards Update (ASU) No. 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. Our opinion is not modified with respect to that matter.

CliftonLarsonAllen LLP

CliftonLarsonAllen LLP

Naples, Florida
January 23, 2020

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
ASSETS		
Cash and Cash Equivalents	\$ 3,668,290	\$ 1,159,554
Cash and Cash Equivalents - Restricted for Long-Term Purposes	2,851,798	3,789,978
Accrued Interest Receivable	39,225	30,125
Unconditional Promises to Give, Net	5,259,639	1,112,671
Inventory	16,255	27,028
Prepaid Expenses and Other Assets	239,403	197,889
Other Receivables	11,652	1,220,448
Investments	33,611,063	21,088,055
Trust Receivable and Split-Interest Agreement, Net	1,996,943	406,882
Property and Equipment, Net	22,512,446	23,319,106
Construction in Process	227,086	81,025
Land Held for Conservation	<u>5,018,105</u>	<u>5,050,921</u>
 Total Assets	 <u>\$ 75,451,905</u>	 <u>\$ 57,483,682</u>
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable and Accrued Expenses	\$ 612,067	\$ 505,714
Deferred Revenue	1,055,778	73,356
Facility Deposits	2,875	3,750
Notes Payable	-	-
 Total Liabilities	 <u>1,670,720</u>	 <u>582,820</u>
NET ASSETS		
Without Donor Restrictions:		
Undesignated	7,389,276	6,585,378
Designated for Property and Equipment	22,512,446	23,319,106
Board Designated	<u>18,616,093</u>	<u>7,353,579</u>
Total Without Donor Restrictions	<u>48,517,815</u>	<u>37,258,063</u>
 With Donor Restrictions:		
Subject to Purpose or Time Restrictions	6,770,024	3,507,264
Held in Perpetuity	<u>18,493,346</u>	<u>16,135,535</u>
Total With Donor Restrictions	<u>25,263,370</u>	<u>19,642,799</u>
 Total Net Assets	 <u>73,781,185</u>	 <u>56,900,862</u>
 Total Liabilities and Net Assets	 <u>\$ 75,451,905</u>	 <u>\$ 57,483,682</u>

See accompanying Notes to Financial Statements.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
YEAR ENDED SEPTEMBER 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUES			
Contributions	\$ 13,103,505	\$ 7,550,291	\$ 20,653,796
Investment Return, Net	676,655	605,347	1,282,002
Program Income	255,913	-	255,913
Grants	1,080,537	-	1,080,537
Store Sales	11,276	-	11,276
Special Events Revenue	\$ 2,391,825	-	-
Special Events Direct Expenses	<u>(829,598)</u>	1,562,227	1,562,227
Admissions	132,362	-	132,362
Other	62,810	-	62,810
Loss on Disposal of Property and Equipment	<u>(159)</u>	-	<u>(159)</u>
Total Support and Revenues	<u>16,885,126</u>	<u>8,155,638</u>	<u>25,040,764</u>
Net Assets Released from Restrictions	<u>2,540,898</u>	<u>(2,540,898)</u>	<u>-</u>
Total Support, Revenues, and Reclassifications	19,426,024	5,614,740	25,040,764
EXPENSES			
Program Services	6,341,656	-	6,341,656
Management and General	826,831	-	826,831
Fundraising	997,785	-	997,785
Total Expenses	<u>8,166,272</u>	-	<u>8,166,272</u>
Appreciation of Trust Receivable and Split-Interest Agreement	<u>-</u>	5,831	5,831
CHANGE IN NET ASSETS	11,259,752	5,620,571	16,880,323
Net Assets - Beginning of Year	<u>37,258,063</u>	<u>19,642,799</u>	<u>56,900,862</u>
NET ASSETS - END OF YEAR	<u>\$ 48,517,815</u>	<u>\$ 25,263,370</u>	<u>\$ 73,781,185</u>

See accompanying Notes to Financial Statements.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
YEAR ENDED SEPTEMBER 30, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUES			
Contributions	\$ 2,448,768	\$ 6,416,643	\$ 8,865,411
Investment Return, Net	323,621	598,375	921,996
Program Income	275,801	-	275,801
Grants	774,819	-	774,819
Store Sales	25,881	-	25,881
Special Events Revenue	\$ 1,972,756	-	1,972,756
Special Events Direct Expenses	<u>(792,993)</u>	1,179,763	1,179,763
Admissions	138,996	-	138,996
Other	2,507,125	-	2,507,125
Gain on Disposal of Property and Equipment	59,858	-	59,858
Total Support and Revenues	<u>7,734,632</u>	<u>7,015,018</u>	<u>14,749,650</u>
Net Assets Released from Restrictions	<u>10,608,976</u>	<u>(10,608,976)</u>	<u>-</u>
Total Support, Revenues, and Reclassifications	18,343,608	(3,593,958)	14,749,650
EXPENSES			
Program Services	6,160,087	-	6,160,087
Management and General	824,076	-	824,076
Fundraising	956,796	-	956,796
Total Expenses	<u>7,940,959</u>	<u>-</u>	<u>7,940,959</u>
Appreciation of Trust Receivable and Split-Interest Agreement	-	153,629	153,629
CHANGE IN NET ASSETS			
Net Assets - Beginning of Year	<u>26,855,414</u>	<u>(3,440,329)</u>	<u>6,962,320</u>
NET ASSETS - END OF YEAR	<u>\$ 37,258,063</u>	<u>\$ 19,642,799</u>	<u>\$ 56,900,862</u>

See accompanying Notes to Financial Statements.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED SEPTEMBER 30, 2019

	Program Services					Total Program	Management and General	Fundraising	Total
	Environmental Education	Policy	Science	WRC					
Advertising and Public Relations	\$ 82,586	\$ 21,133	\$ 21,133	\$ 17,501	\$ 142,353	\$ 4,555	\$ 14,702	\$ 161,610	
Contracted Services	95,761	198,338	75,744	74,446	444,289	40,483	218,891		703,663
Depreciation	315,052	315,052	315,052	315,052	1,260,208	82,347	96,734		1,439,289
Food and Beverage	18,737	8,695	8,518	8,095	44,045	4,954	156,729		205,728
Insurance	75,575	67,275	67,322	67,275	277,447	22,583	24,082		324,112
Interns	42,343	8,970	27,570	47,850	126,733	-	-		126,733
Maintenance	56,196	56,196	56,196	56,195	224,783	25,841	31,004		281,628
Materials and Small Equipment	117,498	13,448	122,972	17,190	271,108	18,291	61,673		351,072
Miscellaneous Expense	8,690	14,064	8,615	8,615	39,984	-	1,058		41,042
Office, Printing, and Postage	46,026	43,195	39,097	36,117	164,435	4,286	94,417		263,138
Rehabilitation, Animal Food, and Supplies	4,151	-	-	95,611	99,762	-	-		99,762
Rent	5,399	-	3,794	-	9,193	2,193	234,034		245,420
Salaries and Benefits	676,377	884,905	693,745	686,464	2,941,491	598,112	864,042		4,403,645
Telephone and Utilities	51,881	53,849	58,320	64,650	228,700	17,685	16,442		262,827
Travel and Training	14,629	21,643	21,693	9,160	67,125	5,501	13,575		86,201
 Total	 1,610,901	 1,706,763	 1,519,771	 1,504,221	 6,341,656	 826,831	 1,827,383	 8,995,870	
 Less: Special Event Expenses	 -	 -	 -	 -	 -	 -	 (829,598)	 (829,598)	
 Total Expenses	 <u>\$ 1,610,901</u>	 <u>\$ 1,706,763</u>	 <u>\$ 1,519,771</u>	 <u>\$ 1,504,221</u>	 <u>\$ 6,341,656</u>	 <u>\$ 826,831</u>	 <u>\$ 997,785</u>	 <u>\$ 8,166,272</u>	

See accompanying Notes to Financial Statements.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED SEPTEMBER 30, 2018

	Program Services						Management and General	Fundraising	Total
	Environmental Education	Policy	Science	WRC	Total Program				
Advertising and Public Relations	\$ 118,077	\$ 30,215	\$ 30,215	\$ 25,021	\$ 203,528	\$ 4,847	\$ 17,536	\$ 225,911	
Contracted Services	81,809	107,663	64,915	63,682	318,069	35,467	245,039	598,575	
Depreciation	308,225	308,225	308,225	308,225	1,232,900	73,295	101,630	1,407,825	
Food and Beverage	21,689	10,065	9,860	9,371	50,985	5,255	199,958	256,198	
Insurance	69,619	61,973	62,016	61,973	255,581	20,803	22,255	298,639	
Interest	10,674	10,674	10,674	10,673	42,695	1,184	-	43,879	
Interns	44,900	9,512	29,235	50,738	134,385	-	-	134,385	
Maintenance	60,603	60,603	60,603	60,603	242,412	26,491	30,855	299,758	
Materials and Small Equipment	102,589	11,742	107,368	15,009	236,708	18,421	39,644	294,773	
Miscellaneous Expense	8,278	25,523	8,037	8,036	49,874	-	-	49,874	
Office, Printing, and Postage	44,822	42,204	38,104	35,211	160,341	4,245	95,512	260,098	
Rehabilitation, Animal Food, and Supplies	5,124	-	-	118,025	123,149	-	-	123,149	
Rent	7,079	-	4,974	-	12,053	3,442	201,602	217,097	
Salaries and Benefits	651,836	852,798	668,574	661,557	2,834,765	608,142	768,953	4,211,860	
Telephone and Utilities	45,846	67,829	67,986	28,707	210,368	17,984	15,682	244,034	
Travel and Training	11,858	12,308	13,330	14,778	52,274	4,500	11,123	67,897	
 Total	 1,593,028	 1,611,334	 1,484,116	 1,471,609	 6,160,087	 824,076	 1,749,789	 8,733,952	
Less: Special Event Expenses	-	-	-	-	-	-	(792,993)	(792,993)	
 Total Expenses	 <u>\$ 1,593,028</u>	 <u>\$ 1,611,334</u>	 <u>\$ 1,484,116</u>	 <u>\$ 1,471,609</u>	 <u>\$ 6,160,087</u>	 <u>\$ 824,076</u>	 <u>\$ 956,796</u>	 <u>\$ 7,940,959</u>	

See accompanying Notes to Financial Statements.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
STATEMENTS OF CASH FLOWS
YEARS ENDED SEPTEMBER 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 16,880,323	\$ 6,962,320
Adjustments to Reconcile Change in Net Assets to Net Cash		
Provided by Operating Activities:		
Gain on Sale of Investments	(431,538)	(985,960)
(Gain) Loss on Sale of Property and Equipment	15,140	(59,858)
Depreciation	1,439,131	1,399,231
Present Value Discount of Unconditional Promises to Give	259,243	6,953
Bad Debt Expense	596	250
Net (Appreciation) Depreciation in Fair Value of Investments	(122,409)	489,561
Appreciation of Trust Receivable and		
Split-Interest Agreement	(5,831)	(202,617)
Contributions Restricted for Long-Term Purposes	(6,830,619)	(1,157,138)
(Increase) Decrease in:		
Accrued Interest Receivable	(9,100)	(16,752)
Inventory	10,773	9,415
Prepaid Expenses	(41,514)	(40,604)
Other Receivables	1,208,796	(1,177,810)
Trust Receivable and Split-Interest Agreement	(1,580,000)	9,004,922
Increase (Decrease) in:		
Accounts Payable and Accrued Expenses	106,353	56,982
Deferred Revenue	982,422	24,272
Facility Deposits	(875)	1,000
Net Cash Provided by Operating Activities	<u>10,999,015</u>	<u>10,231,879</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Investments	(15,482,476)	(11,478,640)
Proceeds from Sales of Investments	4,395,291	7,673,601
Proceeds from Sale of Property and Equipment	34,416	85,533
Increase in Construction in Process	(146,061)	(39,064)
Purchase of Property and Equipment	(649,211)	(524,986)
Net Cash Used by Investing Activities	<u>(11,848,041)</u>	<u>(4,283,556)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Collections of Contributions Restricted for Long-Term Investment	2,419,582	954,627
Principal Payments on Notes Payable	-	(2,499,181)
Net Cash Provided (Used) by Financing Activities	<u>2,419,582</u>	<u>(1,544,554)</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	<u>1,570,556</u>	<u>4,403,769</u>
Cash and Cash Equivalents - Beginning of Year	<u>4,949,532</u>	<u>545,763</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u><u>\$ 6,520,088</u></u>	<u><u>\$ 4,949,532</u></u>

See accompanying Notes to Financial Statements.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
STATEMENTS OF CASH FLOWS (CONTINUED)
YEARS ENDED SEPTEMBER 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
AS PRESENTED IN THE STATEMENTS OF FINANCIAL POSITION		
Cash and Cash Equivalents	\$ 3,668,290	\$ 1,159,554
Cash and Cash Equivalents - Restricted for Long-Term Purposes	<u>2,851,798</u>	<u>3,789,978</u>
 Total	<u><u>\$ 6,520,088</u></u>	<u><u>\$ 4,949,532</u></u>
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION		
Cash Paid for Interest	<u><u>\$ -</u></u>	<u><u>\$ 43,879</u></u>
Construction in Process Placed into Service	<u><u>\$ 452,707</u></u>	<u><u>\$ 439,425</u></u>

See accompanying Notes to Financial Statements.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The Conservancy of Southwest Florida, Inc. (the Organization) was established in 1966 as a nonprofit corporation in the state of Florida. The Organization is a 501(c)(3) nonprofit environmental protection organization with a more than 50-year history focused on the issues impacting the water, land, wildlife, and future of Collier, Lee, Charlotte, Hendry, and Glades counties. The Organization accomplishes this mission through the combined efforts of experts in environmental science, policy and advocacy, education, and wildlife rehabilitation. The Organization is supported primarily through donor contributions, grants and fundraising activities, and programs.

Basis of Accounting

The accounts of the Organization are maintained, and the accompanying financial statements have been prepared, on the accrual basis of accounting. Accordingly, assets are recorded when the Organization obtains the rights of ownership or is entitled to claims for receipt and liabilities are recorded when the obligation is incurred.

Net Assets

Net assets without donor restrictions are presently available for use by the Organization at the discretion of the board of directors. Net assets with donor restrictions are generally expendable only for purposes specified by donors or are time restricted. Some net assets with donor restrictions are to be maintained in perpetuity, the income from which is available to support specific activities or activities without donor restrictions, in accordance with donor stipulations.

Liquidity

Assets are presented in the accompanying statements of financial position according to their nearness of conversion to cash and liabilities according to the nearness of their maturity and resulting use of cash.

Cash and Cash Equivalents

For purposes of these financial statements, the Organization considers all unrestricted bank accounts, money market funds, and short-term investments with a maturity of three months or less to be cash equivalents. The Organization maintains bank accounts with balances which at times may exceed federally insured limits.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Assets Held Under Split-Interest Agreement

The Organization is the beneficiary of a charitable remainder trust being held by a financial institution. Under the trust agreement, specified amounts or percentages of funds invested are payable to the donor or the donor's designee, for life. Upon the death of the lifetime beneficiary, 16% of the balance of the investment is to be paid to the Organization. The Organization has recorded as assets the present value of its estimated beneficial interest in this gift. The gift is valued using a discount rate of 3% over the estimated life expectancy of the annuitant.

Investments

Investments in securities, mutual funds, real estate investment trusts, corporate bonds, and government bonds are carried at fair value determined by quoted prices on the last business day of the year. Investments in alternative investment funds that are not readily tradable are carried at an estimated fair value at the end of the period, as determined by management based upon financial statements and other financial information reported by the administrator of the underlying investment funds.

Donated investments are recorded at their mean value at the date of receipt. Investment income may be either with or without donor restrictions when earned, determined according to donor-imposed restrictions.

Fair Value Measurements

The Organization categorizes its assets and liabilities measured at fair value into a three-level hierarchy based on the priority of the inputs to the valuation technique used to determine fair value. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used in the determination of the fair value measurement fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement. Assets and liabilities valued at fair value are categorized based on the inputs to the valuation techniques as follows:

Level 1 – Inputs that utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access.

Level 2 – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Fair Value Measurements (Continued)

Level 3 – Inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

Subsequent to initial recognition, the Organization may remeasure the carrying value of assets and liabilities measured on a nonrecurring basis to fair value. Adjustments to fair value usually result when certain assets are impaired. Such assets are written down from their carrying amounts to their fair value.

Property and Equipment, Net

Property and equipment are capitalized at cost, if purchased, or at fair value at the time of contribution on items valued at more than \$1,000 with a life greater than one year. Depreciation is computed utilizing the straight-line method over the estimated useful lives of the respective assets ranging from 3 to 40 years.

Expenditures for major renewals and betterments that extend the useful lives of property and equipment are capitalized. Expenditures for maintenance and repairs are charged to expense as incurred.

Land Held for Conservation

Land held for conservation is recorded at cost when purchased or at fair market value at the date of acquisition, if donated. Management reviews each parcel periodically to determine if there has been impairment to the value that is recorded in the statements of financial position.

Inventory

Inventories on the statements of financial position are stated at the lower of cost or net realizable value determined by the first-in, first-out method. Inventory recorded on the Organization's financial statements are purchased and are for sale in the nature store.

The Organization periodically receives donations of nonmonetary goods which are used in the Organization's programs. Donated goods which are used in the Organization's programs are recorded at estimated fair value at the date of the donation, and are included in contributions. The Organization received \$40,667 and \$36,396 in donated goods for use in their programs for the years ended September 30, 2019 and 2018, respectively.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Deferred Revenue

Revenue received from membership dues is recognized when received, as the services to be provided to the membership are not material. Revenue from programs is recognized in the year to which it relates. Program revenues received in advance are recorded as deferred revenue.

Functional Allocation of Expenses

The costs of providing various support to the Organization's operations, as well as other management and general activities, have been summarized on a functional basis in the statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Special events expenses, which are reflected on the accompanying statement of activities as netting with revenue, would be reflected in a separate column in the statements of functional expenses, called "Costs of Direct Benefit to Donor" by their natural classification. Management believes the current presentation is adequate.

Contributions

Contributions are recognized as revenue when the donor makes the donation to the Organization or when the donor makes a promise to give to the Organization that is, in substance, unconditional. All donor-restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. Net assets with donor restrictions are then reclassified to net assets without donor restrictions upon expiration of the time or use restriction. However, restricted contributions whose restrictions are met in the same reporting period are shown as contributions without donor restrictions.

Unconditional Promises to Give

The Organization is holding a fundraising campaign to assist them in continuing their mission, renovation of their facilities, and to build their endowment. Unconditional promises to give due in the next year are recorded at their net realizable value. Unconditional promises to give due in subsequent years are reported at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the promises are to be received. Additionally, the Organization uses the allowance method to determine uncollectible unconditional promises to give. The allowance is based on prior years' experience and management's analysis of specific promises made.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018**

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Donated Services

Contributed services are reported as contributions, at their fair value, if such services create or enhance nonfinancial assets, require specialized skills, and are provided by individuals possessing such specialized skills or the services would have been purchased, if not donated. Many individuals volunteer their time, approximately 70,000 hours in 2019 and 75,000 hours in 2018, and perform a variety of tasks that assist the Organization in educational services, store operations, committee assignments, and fundraising. No amounts have been reflected in the statements of activities and changes in net assets because the criteria for recognition have not been satisfied.

Income Taxes

The Internal Revenue Service (IRS) has determined the Organization to be exempt from income taxes under the provisions of Internal Revenue Code (IRC) Section 501(c)(3). In addition, the Organization has been determined by the IRS to be other than a private foundation within the meaning of Section 509(a) of the IRC. The IRC provides for taxation of unrelated business income under certain circumstances. The consignment shops that the Organization operates are subject to such unrelated business income taxes. The Organization has not been examined by the IRS.

Subsequent Events

In preparing these financial statements, the Organization, has evaluated events and transactions for potential recognition or disclosure through January 23, 2020, the date the financial statements were available to be issued.

Change in Accounting Principle

The Organization has adopted Financial Accounting Standards Board (FASB) ASU No. 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*, for the year ended September 30, 2019. The ASU has been applied retrospectively to all periods presented. The adoption did not impact the Organization's financial position as of September 30, 2019 and 2018 or the changes in its net assets, functional expenses, or cash flows for the years then ended.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 2 LIQUIDITY AND AVAILABILITY

Financial assets available within one year of the statement of financial position date to meet cash needs for general expenditures, comprise the following:

Current Financial Assets at Year-End:

Cash and Cash Equivalents	\$ 3,668,290
Cash and Cash Equivalents - Restricted for	
Long-Term Purposes	2,851,798
Accrued Interest Receivable	39,225
Unconditional Promises to Give, Net	5,259,639
Other Receivables	11,652
Investments	33,611,063
Trust Receivable and Split-Interest Agreement, Net	<u>1,996,943</u>
Total Current Financial Assets at Year-End	<u>47,438,610</u>

Less:

Net Assets with Donor Restrictions	(6,770,024)
Endowment Net Assets	(18,493,346)
Net Assets Designated by Board Program	<u>(18,616,093)</u>
Total	<u>\$ 3,559,147</u>

In addition to contribution revenues, net proceeds from admissions revenues are available to support operations. Cash flows from admissions revenues are received daily based on ticket sales throughout the year.

NOTE 3 UNCONDITIONAL PROMISES TO GIVE, NET

Unconditional promises to give consists of the following at September 30:

	2019	2018
Unconditional Promises to Give	\$ 5,545,957	\$ 1,135,516
Less: Allowance for Doubtful Accounts	(10,000)	(10,000)
Less: Discount to Net Present Value	(276,318)	(12,845)
Total	<u>\$ 5,259,639</u>	<u>\$ 1,112,671</u>

Unconditional promises to give are scheduled to be received as follows:

One Year or Less	\$ 1,606,168
Two to Five Years	3,939,789
Total	<u>\$ 5,545,957</u>

Unconditional promises to give are reflected at present value of estimated cash flows using a discount rate of 1.50% to 3.50% at September 30, 2019 and 2018. Management has estimated the allowance for doubtful accounts to be approximately \$10,000 for 2019 and 2018.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 4 INVESTMENTS AND FAIR VALUE

Investments at September 30 are composed of the following:

	2019		2018	
	Cost	Fair Value	Cost	Fair Value
Equities - Domestic	\$ 14,213,636	\$ 14,583,008	\$ 9,083,825	\$ 9,730,710
Equities - Foreign	6,083,473	6,118,946	4,096,931	4,217,389
U.S. Agency Bonds	709,059	739,823	263,958	258,641
Corporate Bonds	2,093,902	2,143,835	1,466,560	1,432,716
Municipal Bonds	2,076,919	2,132,003	988,104	968,809
Mutual Funds - Real Estate	1,801,662	1,940,523	-	-
Mutual Funds - Fixed Income	5,479,458	5,539,897	3,209,806	3,128,572
Real Estate Investment Trust	-	-	1,074,745	1,063,918
Mortgage Pools	416,138	413,028	289,719	287,300
Total	<u>\$ 32,874,247</u>	<u>\$ 33,611,063</u>	<u>\$ 20,473,648</u>	<u>\$ 21,088,055</u>

The following tabulation summarizes unrealized and realized gains for the years ended September 30:

<u>September 30, 2019</u>	Cost	Fair Value	Excess of Fair Value Over Cost	
			\$ 20,473,648	\$ 21,088,055
Balance - September 30, 2018			\$ 614,407	
Balance - September 30, 2019	32,874,247	33,611,063	<u>736,816</u>	
Increase in Unrealized Depreciation			122,409	
Net Realized Gain on Investments			431,538	
Net Gain on Investments			<u>\$ 553,947</u>	

<u>September 30, 2018</u>	Cost	Fair Value	Excess of Fair Value Over Cost	
			\$ 11,600,361	\$ 12,704,329
Balance - September 30, 2017	\$ 11,600,361	\$ 12,704,329	\$ 1,103,968	
Balance - September 30, 2018	20,473,648	21,088,055	<u>614,407</u>	
Increase in Unrealized Appreciation			(489,561)	
Net Realized Gain on Investments			985,960	
Net Gain on Investments			<u>\$ 496,399</u>	

The components of investment return are as follows:

	2019		2018	
	\$ 807,492	\$ 470,538	\$ 431,538	\$ 985,960
Dividends and Interest				
Gain on Sale of Investments			122,409	(489,561)
Net Change in Appreciation (Depreciation) in Fair Value of Investments			(73,606)	(44,941)
Investment Management Fees			<u>\$ 1,287,833</u>	<u>\$ 921,996</u>
Total Investment Return				

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 4 INVESTMENTS AND FAIR VALUE (CONTINUED)

The Organization invests in a variety of investments. In general, investments are exposed to various risks, such as interest rate, credit, and overall market volatility risk. Due to the level of risk associated with certain investments, it is reasonably possible that changes in the values of the investments will occur in the near term and that such changes could materially affect the investment balances and the amounts reported in the statements of financial position.

The Organization uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. For additional information on how the Organization measures fair value, refer to Note 1 – Summary of Significant Accounting Principles. The following table presents the fair value hierarchy for the balances of the assets of the Organization measured at fair value on a recurring basis as of September 30, 2019:

	Level 1	Level 2	Level 3	Total
Assets:				
Equities - Domestic	\$ 14,583,008	\$ -	\$ -	\$ 14,583,008
Equities - Foreign	6,118,946	-	-	6,118,946
Mutual Funds - Fixed Income	5,539,897	-	-	5,539,897
Mutual Funds - Real Estate	1,940,523	-	-	1,940,523
Corporate Bonds	-	2,143,835	-	2,143,835
Mortgage Pools	-	413,028	-	413,028
Municipal Bonds	-	2,132,003	-	2,132,003
U.S. Agency Bonds	-	739,823	-	739,823
Trust Receivable and Split-Interest Agreement	-	-	1,996,943	1,996,943
Total	<u>\$ 28,182,374</u>	<u>\$ 5,428,689</u>	<u>\$ 1,996,943</u>	<u>\$ 35,608,006</u>

The following table presents the fair value hierarchy for the balances of the assets the Organization measured at fair value on a recurring basis as of September 30, 2018:

	Level 1	Level 2	Level 3	Total
Assets:				
Common Stock - Domestic	\$ 9,730,710	\$ -	\$ -	\$ 9,730,710
Common Stock - Foreign	4,217,389	-	-	4,217,389
Mutual Funds - Fixed Income	3,128,572	-	-	3,128,572
Corporate Bonds	-	1,432,716	-	1,432,716
Mortgage Pools	-	287,300	-	287,300
Municipal Bonds	-	968,809	-	968,809
Real Estate Investment Trust	-	1,063,918	-	1,063,918
U.S. Agency Bonds	-	258,641	-	258,641
Trust Receivable and Split-Interest Agreement	-	-	406,882	406,882
Total	<u>\$ 17,076,671</u>	<u>\$ 4,011,384</u>	<u>\$ 406,882</u>	<u>\$ 21,494,937</u>

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 4 INVESTMENTS AND FAIR VALUE (CONTINUED)

The following represents a fair value roll forward of all assets and liabilities measured at Level 3; refer to Note 1 – Summary of Significant Accounting Policies:

<u>Level 3 Split-Interest Agreement and Trust Receivable</u>	
Balance at September 30, 2017	\$ 9,218,807
Change in Split-Interest Agreement Discount	
to Net Present Value	(9,620)
Contributions	-
Distributions	(9,004,922)
Unrealized Appreciation	202,617
Balance at September 30, 2018	<u>406,882</u>
Change in Split-Interest Agreement Discount	
to Net Present Value	4,230
Contributions	1,580,000
Distributions	-
Unrealized Appreciation	5,831
Balance at September 30, 2019	<u><u>\$ 1,996,943</u></u>

Investments categorized at Level 2 are measured at fair value utilizing market prices at the close of business of the last day for the statement period, provided by investment advisors. Investments categorized at Level 3 are measured at fair value with a valuation technique utilizing estimated membership interest and subscription amounts obtained from the managing member. Assets held under trust receivable and split-interest agreement categorized at Level 3 are measured at fair value utilizing market prices at the close of business of the last day for the statement period, provided by investment advisors.

NOTE 5 PROPERTY AND EQUIPMENT, NET

Property and equipment at September 30 consists of the following:

	2019	2018
Land	\$ 579,046	\$ 579,046
Building and Improvements	28,950,853	28,655,642
Museum Exhibits	253,209	253,209
Furniture and Equipment	2,678,658	2,626,364
Transportation and Marine Equipment	807,409	741,950
Statuary	100,231	100,231
Subtotal	33,369,406	32,956,442
Less: Accumulated Depreciation	<u>(10,856,960)</u>	<u>(9,637,336)</u>
Total	<u><u>\$ 22,512,446</u></u>	<u><u>\$ 23,319,106</u></u>

Depreciation expense for the years ended September 30, 2019 and 2018 was \$1,439,131 and \$1,399,231, respectively.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 6 CONSTRUCTION IN PROCESS

In connection with the Organization's planned building and exhibits, construction in process as of September 30, 2019 and 2018 totaled \$227,086 and \$81,025, respectively. During the years ended September 30, 2019 and 2018, \$452,707 and \$439,425 of construction in process was placed into service, respectively. During the years ended September 30, 2019 and 2018, the Organization capitalized no interest related to its ongoing construction projects.

NOTE 7 TRUST RECEIVABLE AND SPLIT-INTEREST AGREEMENT

The Organization has a trust receivable, split-interest agreement, and beneficial assets held by others at September 30 as follows:

	2019	2018
Trust Receivable	\$ 1,580,000	\$ -
Split-Interest Agreement	411,019	401,130
Beneficial Asset Held by Others	5,924	5,752
Total	<u>\$ 1,996,943</u>	<u>\$ 406,882</u>

During the year ended September 30, 2015, the Organization transferred funds to the Community Foundation of Collier County for investment purposes. The Community Foundation of Collier County holds variance power over the funds and is holding the funds for the benefit of the Organization. Future benefits of these funds remain on the books of the Organization as the funds were originally donated to the Organization. The amounts are recorded at fair value at September 30, 2019 and 2018.

NOTE 8 CASH RESTRICTED FOR LONG-TERM PURPOSES

In 2014, the Conservancy received \$501,069 that is restricted to be used for conservation purposes and is required to be maintained in a separate bank account. The remaining balance in this account at September 30, 2019 and 2018 was \$293,480 and \$287,485, respectively.

Cash restricted for long-term purposes consists of the following at September 30:

	2019	2018
Cash Restricted for Endowment	\$ 2,558,318	\$ 3,502,493
Cash Restricted for Conservation	293,480	287,485
Total	<u>\$ 2,851,798</u>	<u>\$ 3,789,978</u>

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 9 NOTES PAYABLE

Notes payable consists of the following at September 30:

<u>Description</u>	<u>2019</u>	<u>2018</u>
Line of credit with financial institution, secured by the assets of the Organization. Interest is Prime rate minus 0.50% (4.75% at September 30, 2018). Interest is due monthly with final principal balance due July 25, 2020.	\$ _____ -	\$ _____ -

The Organization's notes payable contain various requirements and covenants. Management of the Organization has deemed the Organization to be in compliance with all covenants.

NOTE 10 ENDOWMENT

The Organization has a donor-restricted endowment fund established for the purposes of providing income to support general operations. There is no board-designated endowment. As required by accounting principles generally accepted in the United States of America, net assets of the endowment fund are classified and reported based on the existence or absence of donor-imposed restrictions. The board of directors' (the board) goals are to preserve the fair value of the original gift by having an investment objective to match or outperform, net of fees, certain benchmarks composed of asset class indices agreed to by the finance committee and our investment advisor, and thereby provide adequate liquidity to meet operating and capital needs as they may arise. As a result of this interpretation, the Organization classifies as net assets with donor restrictions: (a) the original value of gifts donated to the endowment maintained in perpetuity, (b) the original value of subsequent gifts to the endowment maintained in perpetuity, and (c) accumulations to the endowment maintained in perpetuity made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the Fund. The remaining portion of the donor-restricted endowment fund that is not classified in net assets with donor restrictions is classified as net assets without donor restrictions.

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor requires the Organization to retain as a fund of perpetual duration. There were no such deficiencies during the years ended September 30, 2019 and 2018.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018**

NOTE 10 ENDOWMENT (CONTINUED)

Investment Policies

The Organization has established an investment policy to determine investment or reinvestment of the assets in accordance with such guidelines, policies, and procedures that are authorized by the board. These guidelines, policies, and procedures shall attempt to generate a long-term investment return that will contribute to meeting the spending needs of the Organization while maintaining the purchasing power of the investment assets. The Organization's spending and investment policies work together to achieve this objective. The investment policy establishes a long-term investment objective through diversification of asset classes. To achieve its investment objectives over long periods of time, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The investment strategy targets a diversified asset allocation that includes domestic equities, non-U.S. equities, fixed income, and alternative investments.

The majority of assets are invested in debt and equity or debt and equity like securities. Diversification by asset class, investment style, investment manager, etc., is employed to avoid undue risk concentration and enhance total return. The primary performance objective is to match or outperform, net of fees, certain benchmarks composed of asset class indices agreed to by the finance committee and the investment advisor, and thereby provide adequate liquidity to meet operating and capital needs, as they arise. Actual returns in any given year may vary from this amount.

Spending Policy

The finance committee recommended and the board approved appropriations of up to 5% during 2019 and 2018 of the endowment fund balance as of the end of the prior year. The Organization reserves the right in any given year to spend any amount as deemed appropriate. The intent is to keep the spending policy between 4.5 – 5%. The Organization will review, at least annually, the value of the endowment fund based upon a 12-quarter moving average and the current year spending policy of the endowment fund to determine whether changes are advisable.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 10 ENDOWMENT (CONTINUED)

Spending Policy (Continued)

Changes in endowment net assets as of September 30 are as follows:

	Without Donor Restrictions	With Donor Restrictions			Total	
		Subject to Purpose or Time Restrictions		Held in Perpetuity		
		Restrictions				
Endowment Net Assets as of September 30, 2017	\$ -	\$ 779,710	\$ 11,097,167	\$ 11,876,877		
Contributions	-	-	4,839,153	4,839,153		
Cash Collected on Unconditional Promises to Give	-	-	50,000	50,000		
Investment Return:						
Investment Income	-	297,974	-	297,974		
Investment Expense	-	(30,228)	-	(30,228)		
Realized Gain on Sale of Investments	-	640,969	-	640,969		
Net Appreciation	-	(310,340)	-	(310,340)		
Total Investment Return	-	598,375	-	598,375		
Appropriations	-	(546,000)	-	(546,000)		
Endowment Net Assets as of September 30, 2018	-	832,085	15,986,320	16,818,405		
Contributions	-	-	889,057	889,057		
Cash Collected on Unconditional Promises to Give	-	-	367,969	367,969		
Investment Return:						
Investment Income	-	385,668	-	385,668		
Investment Expense	-	(34,599)	-	(34,599)		
Realized Gain on Sale of Investments	-	202,845	-	202,845		
Net Appreciation	-	51,433	-	51,433		
Total Investment Return	-	605,347	-	605,347		
Appropriations	-	(1,161,129)	-	(1,161,129)		
Endowment Net Assets as of September 30, 2019	\$ -	\$ 276,303	\$ 17,243,346	\$ 17,519,649		

NOTE 11 NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are comprised of the following at September 30:

	2019	2018
Subject to Expenditure for Specified Purpose:		
Unappropriated Endowment Earnings	\$ 276,303	\$ 832,085
Land Acquisition	296,692	296,692
Capital Projects	1,355,908	483,661
Science and Environmental Programs	157,148	195,335
Youth Programs	63,000	66,000
Intern Program	163,373	430,000
Magic Temporarily Restricted Funds	36,942	39,690
Subject to Passage of Time:		
Unconditional Promises to Give, Net	4,009,639	762,671
Split-Interest Agreement	411,019	401,130
Total	<u><u>\$ 6,770,024</u></u>	<u><u>\$ 3,507,264</u></u>

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 11 NET ASSETS WITH DONOR RESTRICTIONS (CONTINUED)

As of September 30, the Organization had restricted endowment gifts to be retained either by explicit donor stipulations or by FUPMIFA consisting of the following:

	2019	2018
General Endowment	\$ 3,763,944	\$ 3,764,039
Policy Projects	3,800,000	3,300,000
von Arx Wildlife Hospital and Veterinary	4,185,816	2,716,466
Education	592,372	592,372
Science	354,294	329,294
Turtles	192,542	182,372
Interns	2,504,603	2,251,217
Endowment for President Position	2,999,775	2,999,775
Other	100,000	-
Total	<u>\$ 18,493,346</u>	<u>\$ 16,135,535</u>

NOTE 12 RETIREMENT PLAN

The Organization has a defined contribution retirement plan (the Plan) covering substantially all employees meeting certain eligibility requirements. The Plan provides that participants may contribute amounts up to the maximum allowable by law. For eligible participants, the Organization will contribute an amount equal to 50% of the participants' salary deferral up to 6% of compensation. During the years ended September 30, 2019 and 2018, the Organization recorded expenses of \$91,240 and \$77,991, respectively.

NOTE 13 COMMITMENTS

The Organization leases certain land included in the Rookery Bay National Estuarine Reserve (the Reserve) from an agency of the state of Florida. The annual rent payment is \$1 and the lease expires in January 2079. Under the lease terms, the Organization is required to preserve this land in a state compatible with the objectives of the Reserve for the period of the lease. The Organization and another nonprofit organization share in the management of the land.

The Organization leases property that is adjacent to the Organization's Nature Center. The lease automatically renews each year unless the lessor advises the Organization in writing 90 days prior to expiration. The annual rent for the property is \$1 plus the annual real estate taxes on the unimproved portion of the property.

The Organization leases office equipment under noncancelable operating leases expiring through September 2020. Rental expense for the years ended September 30, 2019 and 2018 was \$34,625 and \$19,239, respectively, and is included in the statements of functional expenses.

CONSERVANCY OF SOUTHWEST FLORIDA, INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2019 AND 2018

NOTE 13 COMMITMENTS (CONTINUED)

Future minimum lease payments are as follows:

<u>Year Ending September 30,</u>	<u>Amount</u>
2020	\$ 1,696

NOTE 14 RELATED PARTY TRANSACTIONS

The Organization maintains a portion of its bank depository balances and holds two lines of credit accounts with Northern Trust. A board member was an officer of Northern Trust during the years ended September 30, 2019 and 2018. Bank depository account balances at Northern Trust totaled \$3,961,794 and \$1,442,085 at September 30, 2019 and 2018, respectively. The line of credit balances at Northern Trust totaled \$-0- at September 30, 2019 and 2018. The Organization received contributions from board members totaling \$1,797,683 and \$1,757,730 during the years ended September 30, 2019 and 2018, respectively, and has outstanding unconditional promises to give due from board members totaling \$1,881,284 and \$249,370 at September 30, 2019 and 2018, respectively.

NOTE 15 OTHER REVENUES

The Company was awarded \$2,383,947 in settlement claims related to the Deepwater Horizon Economic and Property Damages Settlement Agreement. This amount is included in other revenues on the statement of activities for the year ended September 30, 2018. As of September 30, 2019 and 2018, there is \$-0- and \$1,199,980, respectively, of the total award remaining to be received.