

**THE ACCESS FUND**

FINANCIAL STATEMENTS

FOR THE YEAR ENDED JUNE 30, 2021

TOGETHER WITH INDEPENDENT AUDITORS' REPORT

**THE ACCESS FUND**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED JUNE 30, 2021**

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# TAYLORROTH

*Certified Public Accountants*

WORKING EXCLUSIVELY WITH NONPROFITS

February 14, 2022

## INDEPENDENT AUDITORS' REPORT

Board of Directors  
The Access Fund  
Boulder, Colorado

### **Opinion**

We have audited the accompanying financial statements of The Access Fund (a nonprofit organization), which comprise the statement of financial position as of June 30, 2021, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Access Fund as of June 30, 2021, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

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

### **Responsibilities of Management for the Financial Statements**

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about The Access Fund's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

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

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

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of The Access Fund's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about The Access Fund's ability to continue as a going concern for a reasonable period of time.

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

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

We have previously audited The Access Fund's 2020 financial statements and expressed an unmodified audit opinion on those audited financial statements in our report dated March 26, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Taylor Roth and Company PLLC*

TAYLOR, ROTH AND COMPANY, PLLC  
CERTIFIED PUBLIC ACCOUNTANTS  
DENVER, COLORADO

**THE ACCESS FUND**  
STATEMENT OF FINANCIAL POSITION  
JUNE 30, 2021  
(WITH COMPARATIVE TOTALS FOR 2020)

	2021	2020
<u>Assets</u>		
Cash and cash equivalents	\$ 3,708,303	\$ 2,688,615
Donations receivable	28,998	79,419
Loans receivable (Note 3)	362,774	253,122
Prepaid expenses	39,351	36,020
Inventory (Note 4)	-	28,110
Inventory - land - (Note 4)	256,210	497,758
Security deposit	17,046	17,046
Investments (Note 5)	712,551	618,566
Net property and equipment (Note 6)	111,314	108,537
Total assets	\$ 5,236,547	\$ 4,327,193
<u>Liabilities and net assets</u>		
<u>Liabilities</u>		
Accounts payable	\$ 86,674	\$ 53,299
Payroll liabilities	195,995	130,589
Grants payable	103	50,103
Fiscal agent liability	121,371	109,210
Line of credit (Note 7)	-	-
Paycheck Protection Program loan payable (Note 8)	-	331,300
Lease commitments (Note 9)	1,373	4,580
Total liabilities	405,516	679,081
 <u>Net assets</u>		
Without donor restrictions		
Undesignated	2,917,021	1,688,945
Board designated reserve (Note 10)	125,000	125,000
	3,042,021	1,813,945
With donor restrictions (Note 11)	1,789,010	1,834,167
Total net assets	4,831,031	3,648,112
Total liabilities and net assets	\$ 5,236,547	\$ 4,327,193

The accompanying notes are an integral part of these financial statements

**THE ACCESS FUND**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED JUNE 30, 2021**  
**(WITH COMPARATIVE TOTALS FOR 2020)**

	2021			2020
	Without Donor Restrictions	With Donor Restrictions	Total	Total
<u>Revenue and other support</u>				
Corporate sponsorship	\$ 1,564,102	\$ -	\$ 1,564,102	\$ 1,418,893
Grants and contributions	953,993	560,066	1,514,059	1,522,278
Membership	459,857	-	459,857	380,289
Paycheck Protection Program loan forgiveness (Note 8)	331,300	-	331,300	-
Special event income	125,061	-	125,061	238,452
Contract	117,482	-	117,482	71,563
Investment income	73,967	-	73,967	32,949
Merchandise sales (Note 12)	14,439	-	14,439	16,447
Other	-	-	-	618
In-kind (Note 13)	106,317	-	106,317	119,078
Net assets released from restrictions (Note 11)	605,223	(605,223)	-	-
Total revenue and other support	<u>4,351,741</u>	<u>(45,157)</u>	<u>4,306,584</u>	<u>3,800,567</u>
<u>Expense</u>				
Program services				
Stewardship and conservation	928,762	-	928,762	1,004,555
Climbing management policy	780,942	-	780,942	714,586
Local support and mobilization	368,975	-	368,975	276,592
Land acquisition and protection	263,490	-	263,490	344,264
Total program services	<u>2,342,169</u>	<u>-</u>	<u>2,342,169</u>	<u>2,339,997</u>
Management and general	304,390	-	304,390	262,071
Fund-raising	477,106	-	477,106	576,234
Total expense	<u>3,123,665</u>	<u>-</u>	<u>3,123,665</u>	<u>3,178,302</u>
Change in net assets	1,228,076	(45,157)	1,182,919	622,265
Net assets, beginning of year	<u>1,813,945</u>	<u>1,834,167</u>	<u>3,648,112</u>	<u>3,025,847</u>
Net assets, end of year	<u>\$ 3,042,021</u>	<u>\$ 1,789,010</u>	<u>\$ 4,831,031</u>	<u>\$ 3,648,112</u>

The accompanying notes are an integral part of these financial statements

**THE ACCESS FUND**  
STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED JUNE 30, 2021  
(WITH COMPARATIVE TOTALS FOR 2020)

	2021								2020
	Program Services				Supporting Services				
	Stewardship and Conservation	Climbing Management Policy	Local Support & Mobilization	Land Acquisition & Protection	Total Program	Management and General	Fund- raising	Total	Total
Salaries	\$ 407,808	\$ 387,485	\$ 220,707	\$ 144,008	\$ 1,160,008	\$ 198,194	\$ 291,483	\$ 1,649,685	\$ 1,559,711
Payroll taxes and benefits	102,031	86,337	49,541	29,402	267,311	42,293	63,542	373,146	302,875
Contract services	70,887	69,196	10,897	3,363	154,343	6,334	12,324	173,001	184,466
Equipment and software	50,449	49,555	11,344	10,186	121,534	16,620	6,637	144,791	127,492
Advertising and design	49,609	38,980	11,820	14,994	115,403	-	16,331	131,734	37,269
Premiums	34,774	31,031	15,939	10,484	92,228	1,270	696	94,194	56,973
Rent and utilities	19,193	14,519	4,531	5,751	43,994	17,059	17,930	78,983	68,798
Grants	27,184	24,804	14,961	6,928	73,877	-	-	73,877	115,596
Office and program supplies	19,220	11,722	5,984	6,144	43,070	3,994	6,746	53,810	42,078
Dues and fees	13,422	12,432	4,790	2,866	33,510	2,938	12,606	49,054	58,024
Postage	12,869	11,286	5,232	3,505	32,892	7,683	7,792	48,367	58,069
In-kind supplies	11,347	3,471	668	848	16,334	694	21,669	38,697	97,727
Insurance	19,898	4,726	2,321	2,114	29,059	1,170	4,700	34,929	37,152
Travel	27,983	1,202	925	949	31,059	544	1,479	33,082	110,708
Printing	11,695	8,545	3,323	3,922	27,485	-	-	27,485	54,701
Telephone	5,155	3,901	2,551	1,473	13,080	2,807	1,685	17,572	18,677
Subscriptions	862	4,048	534	7,246	12,690	251	2,148	15,089	12,925
Accounting	5,387	4,974	173	1,001	11,535	267	1,148	12,950	14,076
Professional and legal	3,998	2,574	799	1,030	8,401	890	3,329	12,620	21,460
Other	5,960	10,154	1,155	7,276	24,545	1,382	2,264	28,191	127,566
	899,731	780,942	368,195	263,490	2,312,358	304,390	474,509	3,091,257	3,106,343
Depreciation	29,031	-	780	-	29,811	-	2,597	32,408	71,959
Total	<u>\$ 928,762</u>	<u>\$ 780,942</u>	<u>\$ 368,975</u>	<u>\$ 263,490</u>	<u>\$ 2,342,169</u>	<u>\$ 304,390</u>	<u>\$ 477,106</u>	<u>\$ 3,123,665</u>	<u>\$ 3,178,302</u>

The accompanying notes are an integral part of these financial statements

**THE ACCESS FUND**

STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED JUNE 30, 2021  
(WITH COMPARATIVE TOTALS FOR 2020)

	2021	2020
<u>Cash flows from operating activities</u>		
Change in net assets	\$ 1,182,919	\$ 622,265
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	32,408	71,959
(Gain)loss on disposal of assets	(5,300)	(5,197)
Unrealized and realized loss(gain) on investments	(53,690)	12,953
Paycheck Protection Program loan forgiveness	(331,300)	-
<u>Changes in operating assets and liabilities</u>		
(Increase)decrease in accounts and loans receivable	(59,231)	185,194
(Increase)decrease in prepaid expenses	(3,331)	1,955
(Increase)decrease in inventory	269,658	(213,895)
Increase(decrease) in accounts payable	33,375	(24,946)
Increase(decrease) in payroll liabilities	65,406	(10,141)
Increase(decrease) in fiscal agent liabilities	12,161	30,460
Increase(decrease) in grants payable	(50,000)	49,509
Net cash provided(used) by operating activities	1,093,075	720,116
<u>Cash flows from investing activities</u>		
(Additions) to fixed assets	(29,885)	(21,215)
(Purchase) of investments	(21,251)	(23,605)
(Reinvestment) of interest and dividends	(19,044)	(17,414)
Net cash provided(used) by investing activities	(70,180)	(62,234)
<u>Cash flows from financing activities</u>		
Borrowing on Paycheck Protection Program loan	-	331,300
Payments on lease payable	(3,207)	(3,075)
Net cash provided by financing activities	(3,207)	328,225
Net increase(decrease) in cash and cash equivalents	1,019,688	986,107
Cash and cash equivalents, beginning of year	2,688,615	1,702,508
Cash and cash equivalents, end of year	\$ 3,708,303	\$ 2,688,615
<u>Supplemental disclosure of information:</u>		
Cash paid during the period for interest	\$ 141	\$ 273

The accompanying notes are an integral part of these financial statements



**THE ACCESS FUND**  
NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2021

NOTE 1 - NATURE OF ACTIVITIES

The Access Fund (the Organization, dba Access Fund) is a nonprofit advocacy organization that leads and inspires the climbing community toward sustainable access and conservation of the climbing environment. Preserving the opportunity to climb and the diversity of the climbing experience are fundamental to the mission of The Access Fund. Working in cooperation with climbers, other recreational users, public land managers, and private landowners, The Access Fund promotes responsible use and sound management of climbing resources throughout the United States. The Access Fund encourages an ethic of personal responsibility, self regulation, strong conservation values, and minimum impact practices among climbers. The Organization is primarily supported through contributions from Corporate sponsorships, grants and contributions, and membership dues.

- Stewardship and Conservation – The Access Fund partners with land managers and local climbing organizations across the country to improve sustainability and address environmental impacts at climbing areas. The Access Fund/Jeep Conservation Teams travel the country assessing climbing area conservation needs, working with locals to address those needs, and providing stewardship best practices. Additionally, the Access Fund helps organize volunteer events across the country. The Access Fund’s stewardship volunteer program, Adopt a Crag, unites local climbing communities in partnerships with land managers to conserve their local climbing areas.
- Land Acquisition and Protection – The Access Fund Climbing Conservation Loan Program is the first-ever revolving loan program that provides local climbing organizations and other agencies with the funds and expertise to act quickly to save threatened climbing areas. In special circumstances, The Access Fund will hold endangered property on behalf of the climbing community. As of June 30, 2021, At June 30, 2021, The Access Fund owned 3 properties in fee; leased 2 properties, held conservation easements on 10 properties; and managed 3 properties under contract.
- Climbing Management Policy – The Access Fund works with legislators, members of the administration, state agencies, tribal governments, and officials from the US Forest Service, National Park Service, and Bureau of Land Management to make sure that climbers' interests are represented in public land planning. The Organization works directly with these officials to educate and advocate for management strategies that balance climbing access with resource conservation, responsible placement and replacement of fixed anchors, sustainable care and management of climbing areas, and recognition of the social and economic benefits of climbing. Access Fund also works with local and regional land managers on climbing management planning and stewardship of climbing areas.
- Education – The Access Fund advances climber education through the lens of minimum impact behaviors so that climbers become better stewards of the nation’s climbing resources. Through social media outreach, print publications, and the Vertical Times Newsletter, the Organization provides up-to-date news on policy, area reports, events, action alerts, grants, and more.
- Local Support and Mobilization – The Access Fund works to empower local advocates to join together and form local climbing organizations. The Access Fund supports these local groups with grants, one-on-one guidance when an access issue occurs, educational resources, stewardship programs, and consulting on political, legal, and regulatory issues. The Access Fund regularly hosts conferences and summits, that bring together land managers and climbers from across the country to share best practices in climbing stewardship, land conservation, policy, local support and mobilization, and volunteer management.

NOTE 1 - NATURE OF ACTIVITIES - (Concluded)

- Risk Management and Landowner Support – The Access Fund works with private and public landowners on tools and strategies to mitigate both real and perceived risks of climbing—giving them the confidence and protections they need to open their land to public access. The Access Fund works to strengthen state recreational use statutes and helps landowners implement waiver systems and other types of access agreements to mitigate risks.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PROCEDURES

1. Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

2. Basis of Presentation

The financial statements of The Access Fund have been prepared in accordance with U.S. generally accepted accounting principles which require the Organization to report its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Organization’s management and board of directors.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated that the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

Contributions of property and equipment or cash restricted to acquisition of property and equipment are reported as net assets with donor restrictions if the donor has restricted the use of the property or equipment to a particular program. These restrictions expire when the assets are placed in service.

3. Cash and Cash Equivalents

The Organization considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

4. Accounts Receivable

The Organization states accounts receivable at the amount management expects to collect from outstanding balances. Management has elected to write off bad debts utilizing the direct method and write off bad debts as they are incurred.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PROCEDURES – (Continued)

5. Capitalization and Depreciation

The Organization follows the practice of capitalizing all expenditures for property and equipment, at cost, in excess of \$2,500. The fair value of donated assets is similarly capitalized. Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on a straight-line basis.

6. Estimates

The preparation of 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.

7. Income Taxes

The Organization has received an Internal Revenue Service exemption from federal income taxes under Section 501(c)(3). Accordingly, no provision or liability for income taxes has been provided in the accompanying financial statements.

8. Functional Reporting of Expenses

For the year ended June 30, 2021, the costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The allocations are determined by management on a rational and systematic basis. Salaries and benefits are allocated on a time and effort basis. All other costs are assigned directly to the program or functional area benefited.

9. Reclassifications

Certain accounts in the prior-year financial statements have been reclassified for comparative purposes to conform with the presentation in the current-year financial statements.

10. Fair Value Measurement

The Organization is subject to the provisions of the Fair Value Measurements and Disclosures accounting standard. This standard requires use of a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels: quoted market prices in active markets for identical assets and liabilities (Level 1); inputs other than quoted market prices that are observable for the asset or liability, either directly or indirectly (Level 2); and unobservable inputs for the asset or liability (Level 3).

11. Conservation Easements

The Organization holds conservation easements on nine properties in California, Kentucky, Colorado, Illinois, Texas, and New Hampshire. The Organization is responsible for monitoring the easements to ensure that their conditions are being followed. If any conditions of the easements are not followed, legal action by The Access Fund may be necessary.

12. Revenue and Revenue Recognition

The Organization recognizes contributions when cash, securities or other assets; an unconditional promise to give; or a notification of a beneficial interest is received; conditional promises to give with a measurable performance barrier and a right of return are not recognized until the conditions on which they depend have been met.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PROCEDURES – (Continued)

13. Subsequent Events

Management has evaluated subsequent events through February 14, 2022, the date the report was available for distribution.

NOTE 3 - LOANS RECEIVABLE

The Organization makes loans to local climbing organizations to purchase property. Each loan is charged annual interest of 0% - 5% and is secured by the property and other financial assets. Management believes the present value discount is not material to these financial statements. Management has evaluated these loans and does not believe an allowance for doubtful accounts is needed. The remaining amounts of the loans are to be received as follows:

<u>Fiscal Year</u>	<u>Amount</u>
2022	\$ 66,184
2023	24,590
2024	<u>272,000</u>
Total	<u>\$ 362,774</u>

NOTE 4 - INVENTORY

The Organization has inventory that consists of land held for sale and is stated at the lower of cost or net realizable value. Previously, the Organization had inventory that consisted of merchandise such as t-shirts, water bottles, books and hats. During the fiscal year, the Organization decided to expense the remainder of merchandise inventory.

NOTE 5 - INVESTMENTS

At year-end, investments are stated at their fair values (level 1 input) and consist of:

<u>Description</u>	<u>Cost</u>	<u>Fair Value</u>	<u>Appreciation (Depreciation)</u>
Cash and cash equivalents	\$ 108	\$ 108	\$ -
Stocks, bonds, and mutual funds	575,249	613,679	38,430
Exchange traded funds	<u>69,810</u>	<u>98,764</u>	<u>28,954</u>
Total	<u>\$ 645,167</u>	<u>\$ 712,551</u>	<u>\$ 67,384</u>

NOTE 5 - INVESTMENTS (Concluded)

Investment income and account activity is summarized as follows:

<u>Description</u>	<u>Amount</u>
Beginning balance	<u>\$ 618,566</u>
Additions (withdrawals)	21,251
Interest and dividends	19,043
Unrealized gains	<u>53,691</u>
Total change in investments	<u>93,985</u>
Balance, end of year	<u>\$ 712,551</u>

Additionally, during the year, the Organization earned interest income of \$1,233 on its cash, cash equivalents, and loans receivable.

NOTE 6 - PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

<u>Description</u>	<u>Amount</u>
Website and database	196,752
Vehicles	141,523
Land	27,405
Equipment	<u>11,023</u>
Total	376,703
Less: accumulated depreciation	<u>(265,389)</u>
Net property and equipment	<u>\$ 111,314</u>

Depreciation expense for the year was \$32,408.

NOTE 7 - LINE OF CREDIT

There is no current balance on a \$300,000 revolving line-of-credit at Wells Fargo Bank, at an interest rate prime plus 1.25%.

NOTE 8 - PAYCHECK PROTECTION PROGRAM LOAN

On April 11, 2020, the Organization borrowed \$331,300 under the Payroll Protection Program (PPP). Congress established the PPP to provide relief to small businesses during the COVID-19 pandemic as part of the \$2 trillion Coronavirus Aid, Relief, And Economic Security (CARES) Act. The loans and accrued interest are forgivable after eight weeks and up to 24 weeks, as long as the borrower uses the loan proceeds for eligible purposes. PPP proceeds are recognized as a refundable advance liability until the loan is forgiven, and then the liability is reduced, and a contribution is recorded for the amount forgiven. On January 7, 2021, the loan was forgiven and the PPP proceeds are recognized as a contribution.

NOTE 9 - LEASE COMMITMENTS

The Organization leases office space in Boulder Colorado. Total lease payments on the lease are \$650,612 for the period 4/1/16 through 3/31/23. The lease is shared with the American Mountain Guides Association (AMGA). A memorandum of understanding exists between the organizations to split the cost of the lease with 51 percent being covered by The Access Fund. The future minimum lease payments below do not account for this memorandum.

<u>Fiscal</u> <u>Year</u>	<u>Amount</u>
2022	99,282
2023	<u>76,046</u>
Total	<u>\$ 175,328</u>

Additionally, the Organization has leased a copier and a postage meter. The future minimum lease payments remaining are as follows:

<u>Fiscal</u> <u>Year</u>	<u>Copier</u>	<u>Postage</u> <u>Meter</u>	<u>Amount</u>
2022	1,260	139	1,399
Less: amount representing interest	<u>(26)</u>	<u>-</u>	<u>(26)</u>
Present value of capital lease obligations	<u>\$ 1,234</u>	<u>\$ 139</u>	<u>\$ 1,373</u>

NOTE 10 - BOARD DESIGNATED RESERVE

The Board of Directors has designated an operating reserve of \$125,000, which is invested in stock and money market funds at Charles Schwab. Withdrawals require a majority vote of the Board of Directors. Earnings of the reserve may be used for operations of the Organization.

NOTE 11 - RECONCILIATION OF NET ASSETS WITH DONOR RESTRICTIONS

During the year, net assets were released from donor restrictions by incurring expenses satisfying the restricted program purposes. The Organization ended the year with donor restricted net assets available for the following purposes:

<u>Description</u>	<u>Beginning Net Assets With Donor Restrictions</u>	<u>Income</u>	<u>Net Assets Released From Restrictions</u>	<u>Ending Net Assets With Donor Restrictions</u>
Land conservation campaign	\$ 1,277,521	\$ 57,591	\$ 31,666	\$ 1,303,446
Legal stewardship and defense	109,636	30,000	818	138,818
Land conservation - stewardship	306,453	266,036	345,030	227,459
Texas initiative	25,000	26,251	51,251	-
Ghiselli Scholarship fund	7,964	-	-	7,964
Acquisition & Access: Estes Park	28,211	35,166	52,938	10,439
Policy	21,816	45,035	66,851	-
Programs – Annual Summit	30,000	34,394	31,745	32,649
Bolting	-	25,000	18,251	6,749
Other	<u>27,566</u>	<u>40,593</u>	<u>6,673</u>	<u>61,486</u>
Total	<u>\$ 1,834,167</u>	<u>\$ 560,066</u>	<u>\$ 605,223</u>	<u>\$ 1,789,010</u>

NOTE 12 - MERCHANDISE SALES

<u>Description</u>	<u>Amount</u>
Merchandise sales	\$ 19,836
Cost of goods sold	<u>(5,397)</u>
Net merchandise sales	<u>\$ 14,439</u>

NOTE 13 - IN-KIND CONTRIBUTIONS

Donated services and materials are reflected in the accompanying statements at their estimated values at date of receipt. The value of donated services and materials included in the financial statements and the corresponding expenses for the twelve months ending June 30, 2021 are as follows:

<u>Description</u>	<u>Amount</u>
Donated land – appraised value	\$ 55,000
Donated products – climbing gear	38,697
Donated legal – 35 hours at \$360 per hour	<u>12,620</u>
Total	<u>\$ 106,317</u>

Additionally, The Organization has entered into a lawsuit against the United States government to preserve public lands. Legal services have been provided pro bono to benefit the entire group of litigants.

NOTE 14 - AVAILABILITY AND LIQUIDITY

The following represents the Organization's financial assets at June 30, 2021.

The Organization also considers all contributions with donor restrictions as available for general operations within the next year:

<u>Description</u>	<u>Amount</u>
Cash and cash equivalents	\$ 3,708,303
Investments	712,551
Loans receivable due within one year	66,184
Donations receivable	<u>28,998</u>
Total financial assets available to meet general expenditures over the next twelve months	<u>\$ 4,516,036</u>

The Organization's goal is generally to maintain financial assets sufficient to meet 90 days of operating expenses.