

THE SAN JUAN PRESERVATION TRUST
FINANCIAL STATEMENTS
DECEMBER 31, 2017 and 2016

The San Juan Preservation Trust

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December 31, 2017 and 2016

INDEPENDENT AUDITORS' REPORT

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Sanders & Sanders Sanders

CERTIFIED PUBLIC ACCOUNTANTS

A Professional Service Corporation

Independent Auditors' Report

The Board of Trustees
The San Juan Preservation Trust
San Juan Islands, Washington

We have audited the accompanying financial statements of San Juan Preservation Trust, (a nonprofit organization) which comprise the statements of financial position as of December 31, 2017, and 2016, and the related statements of activities, cash flows and functional expenses 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 controls relevant to the preparation and fair presentation of the 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 audit. We conducted our audit 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 of 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 auditors consider 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of San Juan Preservation Trust, as of December 31, 2017, and 2016, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



August 30, 2018
Belfair, Washington

**The San Juan Preservation Trust
Statements of Financial Position
December 31, 2017 and 2016**

	<u>2017</u>	<u>2016</u>
Assets		
Cash and cash equivalents	\$ 390,318	\$ 1,390,751
Accrued investments income receivable	245	120
Grants receivable		4,513
Prepaid expenses	23,836	25,221
Unconditional promises to give:		
Unrestricted	8,200	4,840
Restricted to land acquisition	6,608	385,129
Restricted to endowment and stewardship	38,881	
Allowance for doubtful accounts	<u>(9,700)</u>	<u>(10,000)</u>
Net unconditional promises to give	43,989	379,969
Long term investments - temporarily and unrestricted	8,072,490	5,783,491
Long term investments - permanently restricted	2,439,991	2,232,176
Buildings, equipment and furnishings	2,229,605	680,703
Land	<u>35,569,826</u>	<u>34,020,364</u>
Total assets	<u>\$ 48,770,300</u>	<u>\$ 44,517,308</u>
Liabilities and Net Assets		
Accounts payable and accrued expenses	\$ 106,787	\$ 85,630
Accrued interest on notes payable		165,872
Note payable - land transactions		<u>2,116,000</u>
Total liabilities	<u>106,787</u>	<u>2,367,502</u>
Net assets		
Unrestricted		
Undesignated	979,927	932,133
Designated for land acquisition	506,618	339,357
Designated for land stewardship	644,087	735,313
Designated for endowment	1,069,472	897,503
Land holdings	<u>37,681,730</u>	<u>32,525,291</u>
	40,881,834	35,429,597
Temporarily restricted		
Restricted for land stewardship	1,343,309	1,318,288
Restricted for land acquisition	742,487	1,373,250
Restricted for special stewardship endowment	3,204,862	1,790,032
Restricted for specific programs	<u>12,149</u>	<u>6,463</u>
	5,302,807	4,488,033
Permanently restricted		
General endowment	607,114	475,939
Gann endowment	100,000	100,000
Named endowment	115,521	
Waldron endowment	556,237	556,237
Vendovi/Jack Endowment	<u>1,100,000</u>	<u>1,100,000</u>
	2,478,872	2,232,176
Total net assets	<u>48,663,513</u>	<u>42,149,806</u>
Total liabilities and net assets	<u>\$ 48,770,300</u>	<u>\$ 44,517,308</u>

The accompanying notes are an integral part of these financial statements.

The San Juan Preservation Trust
Statements Of Activities
For the Years Ended December 31, 2017 and 2016

	2017			2016				
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Support and Revenue								
Land and easements donation	\$ 5,066,500	\$	\$	\$ 5,066,500	\$ 691,680	\$	\$	\$ 691,680
Contributions	795,103	599,849	246,696	1,641,648	775,352	1,731,880	101,316	2,608,548
Net investment return	613,963	726,159		1,340,122	321,009	345,548		666,557
Fundraising events, net of expenses	8,492			8,492	2,840			2,840
Governent grants		7,674		7,674		55,134		55,134
Other income	2,610			2,610	2,078			2,078
Bequests	1,572			1,572	317,198			317,198
In-kind contributions	778			778	2,466			2,466
Asset sale					212,006			212,006
Released from restriction	518,908	(518,908)		-	1,048,909	(1,048,909)		-
Total support and revenue	<u>7,007,926</u>	<u>814,774</u>	<u>246,696</u>	<u>8,069,396</u>	<u>3,373,538</u>	<u>1,083,653</u>	<u>101,316</u>	<u>4,558,507</u>
Expenses								
Land preservation programs:								
Conservation easement purchases	141,544			141,544				-
Easements and acquisitions	206,529			206,529	394,299			394,299
External education	233,056			233,056	192,453			192,453
Stewardship	548,685			548,685	585,048			585,048
Total preservation programs	<u>1,129,814</u>			<u>1,129,814</u>	<u>1,171,800</u>			<u>1,171,800</u>
Supporting services								
Management and general	252,196			252,196	201,487			201,487
Fundraising	173,679			173,679	176,735			176,735
Total expenses	<u>1,555,689</u>	<u>-</u>	<u>-</u>	<u>1,555,689</u>	<u>1,550,022</u>	<u>-</u>	<u>-</u>	<u>1,550,022</u>
Change in net assets	5,452,237	814,774	246,696	6,513,707	1,823,516	1,083,653	101,316	3,008,485
Net assets at beginning of year	35,429,597	4,488,033	2,232,176	42,149,806	33,606,081	3,404,380	2,130,860	39,141,321
Net assets at end of year	<u>\$ 40,881,834</u>	<u>\$ 5,302,807</u>	<u>\$ 2,478,872</u>	<u>\$ 48,663,513</u>	<u>\$ 35,429,597</u>	<u>\$ 4,488,033</u>	<u>\$ 2,232,176</u>	<u>\$ 42,149,806</u>

The accompanying notes are an integral part of these financial statements.

The San Juan Preservation Trust
Statements of Cash Flows
For the Years Ended December 31, 2017 and 2016

	<u>2017</u>	<u>2016</u>
Cash Flows From Operating Activities		
Increase in net assets	\$ 6,513,707	\$ 3,008,485
Adjustment to reconcile change in net assets to net cash used by operating activities:		
Depreciation	38,808	34,024
Allowance for doubtful accounts		
Non-cash contribution-easement adjustment	141,544	
 (Increase) decrease		
Accrued investment income receivable	(125)	(112)
Prepaid expenses	1,385	230
Grants receivable	4,513	(4,513)
Unconditional promises to give - unrestricted	(3,360)	(2,117)
Unconditional promises to give - restricted	342,284	(183,400)
Amortization of discount on promises to give	(2,645)	3,635
Increase (decrease) in allowance for uncollectible pledges	(300)	1,000
Increase (decrease) in accounts payable	(53,049)	90,596
Net realized and unrealized (gain) loss on investments	(1,165,224)	(513,752)
Net realized (gain) loss on dispositions of assets		(212,006)
Contributions of marketable securities	(72,926)	(133,833)
Contributions of land & buildings	(5,066,500)	(692,616)
Contributions restricted for land acquisition	(912,230)	(1,325,040)
Contributions restricted for permanent endowment	(207,815)	(101,316)
Net cash used by operating activities	<u>(441,933)</u>	<u>(30,735)</u>
 Cash Flows From Investing Activities		
Purchase of investments	(1,943,017)	(5,916,759)
Proceeds from sale and maturity of investments	684,353	5,769,484
Proceeds from sale of land and equipment		1,051,740
Acquisition of land and buildings	(13,313)	(15,437)
Acquisition of equipment	(40,568)	(26,585)
Net cash used by investing activities	<u>(1,312,545)</u>	<u>862,443</u>
 Cash Flows From Financing Activities		
Contributions restricted for land acquisition	912,230	1,325,040
Payment on note payable	(366,000)	(1,767,000)
Contributions restricted for permanent endowment	207,815	101,316
Net cash provided by financing activities	<u>754,045</u>	<u>(340,644)</u>
 Cash and Cash Equivalents at Beginning of Year	<u>1,390,751</u>	<u>899,687</u>
Cash and Cash Equivalents at End of Year	<u>\$ 390,318</u>	<u>\$ 1,390,751</u>

The accompanying notes are an integral part of these financial statements.

The San Juan Preservation Trust
Statement of Functional Expenses
For the Year Ended December 31, 2017

	Easements & Acquisitions	External Education	Land Stewardship	Management and General	Fundraising	Total
Staff salaries/Benefits	\$ 95,559	\$ 143,801	\$ 263,220	\$ 132,505	\$ 92,725	\$ 727,810
Easement purchases	141,544					141,544
Contract services	34,903	20,176	32,935	26,473	10,074	124,561
Maintenance	216	1,113	79,683	1,720	384	83,116
Legal	39,006		24,584	3,191	1,258	68,039
Meetings	88	21,599	3,520	12,943	21,000	59,150
Payroll taxes	7,442	10,051	19,262	9,435	6,757	52,947
Insurance	3,708	3,708	26,689	14,620	3,708	52,433
Rent and utilities	6,552	7,908	10,561	9,143	5,081	39,245
Deprecation	576	599	36,482	576	576	38,809
Printing/Media/Identity	811	14,751	2,192	2,478	13,904	34,136
Taxes /Fees	100		22,652	167	6,258	29,177
Travel	356	790	15,822	10,708	286	27,962
Accounting				16,825		16,825
Phone	1,104	1,606	8,122	4,121	1,114	16,067
Interest expense	12,628					12,628
Postage	205	4,384	249	1,784	4,673	11,295
Advertising/Outreach		738	243	3,277	4,958	9,216
Supplies	676	455	1,818	1,872	759	5,580
Subscriptions/Dues	2,599	1,377	651	358	164	5,149
	<u>\$ 348,073</u>	<u>\$ 233,056</u>	<u>\$ 548,685</u>	<u>\$ 252,196</u>	<u>\$ 173,679</u>	<u>\$ 1,555,689</u>

The accompanying notes are an integral part of these financial statements.

**The San Juan Preservation Trust
Statement of Functional Expenses
For the Year Ended December 31, 2016**

	Easements & Acquisitions	External Education	Land Stewardship	Management and General	Fundraising	Total
Staff salaries/Benefits	\$ 114,979	\$ 118,183	\$ 243,334	\$ 91,660	\$ 102,447	\$ 670,603
Maintenance			149,459	1,370		150,829
Interest	138,364					138,364
Contract Services	51,015	17,783	33,598	5,913	11,257	119,566
Legal	65,041		18,716			83,757
Insurance	1,974	4,131	32,724	14,044	1,974	54,847
Payroll taxes	8,502	8,616	17,843	7,454	7,520	49,935
Printing/Media/Identity	890	19,198	1,476	5,825	15,856	43,245
Depreciation	667	690	31,333	667	667	34,024
Taxes & fees			27,347	457	5,541	33,345
Rent/Utilities	6,427	7,829	4,911	7,686	5,024	31,877
Meetings	383	3,438	873	17,838	7,524	30,056
Travel	1,709	1,846	13,525	837	639	18,556
Accounting				16,520		16,520
Subscriptions/Dues	2,226	2,572	35	11,023	232	16,088
Phone	1,287	2,020	5,905	3,473	1,875	14,560
Advertising/Outreach		1,797		1,355	8,667	11,819
Bad debts				11,500		11,500
Supplies	730	628	3,426	2,613	3,099	10,496
Postage	105	3,722	543	1,252	4,413	10,035
	<u>\$ 394,299</u>	<u>\$ 192,453</u>	<u>\$ 585,048</u>	<u>\$ 201,487</u>	<u>\$ 176,735</u>	<u>\$ 1,550,022</u>

The accompanying notes are an integral part of these financial statements.

The San Juan Preservation Trust
Notes to the Financial Statements
For the Years Ended December 31, 2017 and 2016

The Organization

The San Juan Preservation Trust (the Trust) is a not-for-profit corporation exempt from Federal income tax under Section 501(c)(3) of the Internal Revenue Code. It was established in 1979 to preserve and protect the natural values and scenic beauty of the San Juan Islands by acting as custodian of land of special significance through acquisitions of conservation easements and land by gift or purchase.

Note 1 – Summary of Significant Accounting Policies

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

a. Financial Statement Presentation.

The Trust follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 958 *Not-for-Profit Entities*, which requires reporting of information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

b. Restricted and Unrestricted Revenue.

Contributions received are recorded as increases in unrestricted, temporarily restricted, or permanently restricted net assets, depending on the existence and/or nature of any donor restrictions.

When the Trust receives resources donated for specific purposes, the resources are treated as temporarily restricted net assets. When a donor restriction ends, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. When a donor places permanent restrictions on income producing assets, the resources are classified as permanently restricted net assets.

The Trust reports gifts of long-lived assets that arrive with a donor's explicit restrictions that specify how the assets are to be used, and gifts of cash or other assets that must be used to acquire long-lived assets, as restricted support. The Trust reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service. Other gifts of land, buildings and equipment are treated as unrestricted support if there are no explicit donor stipulations specifying how the donated assets must be used.

Absent explicit donor instructions investment earnings of temporarily restricted net assets are treated by the Trust as unrestricted income and may be combined with other unrestricted net assets.

c. Designated Net Assets

From time to time, the Trust designates a portion of its unrestricted net assets for special purposes. Since these designations are made by the Trustees and not by donors, the net assets are considered to be designated, but unrestricted.

d. Gifts of Land and Conservation Easements

The Trust records gifts of land at their estimated fair value as of the date of the gift. Fair value is based on appraised value, if available, or at assessed value for property taxation purposes. Conservation easements are not valued in the Trust's financial records as they carry no rights of affirmative use or access except for monitoring purposes, and constitute an obligation of the Trust to maintain and defend them.

e. Purchases of Land and Conservation Easements

The Trust records purchases of land at the lower of cost or fair value. Cost includes direct related costs, closing fees, taxes, and legal fees. Purchased conservation easements, along with direct related costs of purchase, are treated as an expense in the Trust's financial records.

f. Promises to Give

Unconditional promises to give are recognized as revenue in the period received. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Amortization of the discount over time is included in contribution revenue. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. The Trust provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts.

g. Cash and Cash Equivalents

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

h. Inventories

Inventories are stated at the lower of cost or market determined by the first-in, first-out method.

i. Donated Property and Services

The Trust records the value of materials donated by businesses and individuals in the regular course of business at their estimated fair value. Donated services are recognized as contributions only if the services: a) create or enhance nonfinancial assets, or b) required specialized skills, are performed by people with those skills, and would otherwise be purchased by the Trust. Contributions of unspecialized labor are not recorded in the financial records. For example, unpaid volunteers make significant contributions of their time to the Trust. The value of this contributed time is not reflected in these statements since it is not susceptible to objective measurement or valuation.

j. Concentration of Contributions

The organization's fundraising efforts focus primarily on land owners and residents of the San Juan Islands. Economic conditions that impact the region can impact Trust contributions. Contributions are also sought from other individuals and organizations interested in the preservation of this geographic area.

k. Investments

Investments consist of marketable debt and equity securities, which are carried at their fair values in the statements of financial position. The Trust determines fair value for these investments in accordance with ASC Topic 820-10 *Fair Value Measurements*. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities. Donated investments are reflected as contributions at their market value at the date of receipt.

l. Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized in accordance with their principal purpose in the statements of activities and in the statements of functional expenses. Expenses related to more than one purpose are allocated among the programs and support services benefited.

The Trust provided the following program services:

- Easements & Acquisitions - costs of acquiring land and easements.
- External Education - education of members and the public on conservation issues.
- Stewardship – oversight and protection of Trust lands and easements including restoration of natural habitat and annual monitoring of land status.

Supporting services are divided between Management and General and Fundraising expenditures. Periodically, fundraising includes major campaigns to raise funds for specific land acquisition projects.

m. Estimates

Management uses estimates and assumptions in preparing the financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and reported revenues and expenses. Actual results could differ from those estimates.

n. Reclassifications

Certain accounts in the prior year financial statements have been reclassified to conform to the presentation in the current year financial statements. The reclassifications have no impact on the previously reported change in net assets.

o. Advertising

Advertising costs are expensed as incurred. Advertising costs totaled \$1,482 in 2017, and \$2,677 in 2016.

p. Federal Income Tax

The Trust's increases in net assets are exempt from federal income taxation under Internal Revenue Code Section 501(c)(3) as a public supported charity. In addition, the Trust qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and

has been classified as an organization other than a private foundation under Section 509(a)(2). The Trust's management believes that returns for years prior to 2014, are no longer subject to income tax examination.

q. Investment Pool

The Trust maintains a master investment account for its donor-restricted and board-designated endowment accounts. Realized and unrealized gains and losses from securities in the master investment account are allocated at least annually to the segments of the master account based on the relationship of the market value of each endowment to the total market value of the master investment account, as adjusted for additions to or deductions from those accounts.

r. Subsequent Events

Management has evaluated subsequent events through August 30, 2018, the date the financial statements were available to be issued.

Note 2 – Buildings, Equipment and Furnishings

Buildings, equipment and furnishings at year end consist of the following components:

2017

	<u>Cost</u>	Accumulated <u>Depreciation</u>	<u>Net</u>
Stewardship buildings	\$ 2,144,080	\$ 90,820	\$ 2,053,260
Stewardship improvements	67,839	13,720	54,119
Stewardship equipment	138,096	51,123	86,973
Office equipment & furnishings	<u>76,559</u>	<u>41,306</u>	<u>35,253</u>
Total	<u>\$ 2,426,574</u>	<u>\$ 196,969</u>	<u>\$ 2,229,605</u>

2016

	<u>Cost</u>	Accumulated <u>Depreciation</u>	<u>Net</u>
Stewardship buildings	\$ 636,937	\$ 74,654	\$ 562,283
Stewardship improvements	67,839	9,197	58,642
Stewardship equipment	68,705	39,452	29,253
Office equipment & furnishings	<u>78,953</u>	<u>48,428</u>	<u>30,525</u>
Total	<u>\$ 852,434</u>	<u>\$ 171,731</u>	<u>\$ 680,703</u>

Stewardship buildings, improvements, equipment, office equipment and furnishings for Trust operations include assets acquired as part of Stewardship operations, land improvements capitalized as part of Stewardship restoration projects, Stewardship equipment for maintenance of managed lands. Depreciation is calculated using the straight-line method. Office equipment and furnishing, which includes software, are depreciated over three to seven years. Stewardship buildings are depreciated over forty years, and stewardship land improvements are depreciated over fifteen years. Stewardship equipment for maintenance of managed lands is depreciated over seven years.

All acquisitions of equipment and furnishings in excess of \$1,000, and all expenditures for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Equipment and furnishings are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation expenses totaled \$38,809 in 2017, and \$34,024 in 2016.

Note 3 – Cash, Cash Equivalents and Investments

Cash and cash equivalents include deposits (including certificates of deposit) with institutions insured by the Federal government, as well as in cash management accounts that are not directly insured by the Federal government. Interest rates on cash and cash equivalents ranged from .05% to .72% in 2017, and .005% to .15% in 2016. Investments are held in mutual funds in equities and fixed income investments. Fair values for investments are determined by reference to quoted market prices.

A summary of cash, cash equivalents and investments at the end of years 2017, and 2016, follows:

	<u>2017</u>		
	<u>Cost</u>	<u>Market Value</u>	<u>Unrealized Gain (Loss)</u>
Cash and cash equivalents	\$ 390,318	\$ 390,318	\$
Mutual funds-Fixed income	3,340,491	3,296,305	(44,186)
Mutual funds-Equity securities	<u>5,362,067</u>	<u>7,216,176</u>	<u>1,854,109</u>
Total	<u>\$ 9,092,876</u>	<u>\$ 10,902,799</u>	<u>\$ 1,809,923</u>

	<u>2016</u>		
<u>Cost</u>	<u>Market Value</u>	<u>Unrealized Gain (Loss)</u>	
Cash and cash equivalents	\$ 1,390,751	\$ 1,390,751	\$
Mutual funds-Fixed income	2,636,334	2,568,213	(68,121)
Mutual funds-Equity securities	<u>4,702,013</u>	<u>5,447,454</u>	<u>745,441</u>
Total	<u>\$ 8,729,098</u>	<u>\$ 9,406,418</u>	<u>\$ 677,320</u>

Investment gains and losses follow:

	<u>2017</u>	<u>2016</u>
Realized gains	\$ 32,621	\$ 650,996
Unrealized gains (losses)	1,132,603	(137,243)
Investment fees	(38,290)	(33,047)
Interest and dividends:		
Unrestricted	3,177	3,315
Unrestricted designated by the Board	109,426	88,597
Temporarily restricted	<u>100,585</u>	<u>93,939</u>
Net investment return	<u>\$ 1,340,122</u>	<u>\$ 666,557</u>

The Trust's investment portfolio is managed by a professional investment firm. Monthly investment fees are paid based on portfolio market value. Investment fees paid or accrued totaled \$38,290 in 2017, and \$33,047 in 2016. Fees paid to mutual funds are deducted directly from investment earnings and have not been shown separately.

Financial instruments that potentially subject the Trust to concentrations of credit risk include temporary cash investments. The Trust places its temporary cash investments with financial and brokerage institutions. Temporary cash investment credit exposure is limited by investments in cash management funds that invest in a broad range of liquid investments. The Trust's temporary cash investments subject to credit risk held in brokerage accounts totaled \$390,563 at year end 2017, and \$1,147,590 at year end 2016. The Trust also invests in bond mutual funds and individual bond issues. Credit risk is minimized by selecting a broad assortment of issuers.

The Trust maintains cash balances for operations or before transfer to brokerage institutions at a single bank. The balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Trust was below the limit at December 31, 2017, and 2016.

A portion of equity securities and fixed income investments are handled through investments in mutual funds some of which invest in international markets. Such investments may expose the Trust to financial risk through currency fluctuations and unforeseen international events.

Note 4 – Fair Value Measurements

The Trust has adopted the FASB ASC Topic 820-10 *Fair Value Measurements*, which defines fair value, establishes a framework for measuring fair value under generally accepted accounting principles and specifies disclosures concerning fair value measurements. Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability in an orderly transaction between market participants on the measurement date.

Topic 820-10 establishes a hierarchy of valuation inputs based on the extent to which the inputs are observable in the marketplace. Observable inputs reflect market data obtained from participants and unobservable inputs reflect the entity's own assumptions about how market participants would value an asset or liability based on the best information available. Valuation techniques used to measure fair value must maximize the use of observable inputs and minimize the use of unobservable inputs. The standard describes a fair value hierarchy based on three levels of inputs, of which the first two are considered observable and the last unobservable, that may be used to measure fair value.

The following describes the hierarchy of inputs, with decreasing levels of reliability, used to measure fair value and the primary valuation methodologies used by the Trust for financial instruments measured at fair value on a recurring basis.

- Level 1 – quoted prices in active markets for identical assets or liabilities.
- Level 2 – inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices

- in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the same assets or liabilities.
- Level 3 – unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

The following table presents the Trust's financial instruments carried at fair value as of December 31, 2017, and 2016:

	<u>2017</u>	<u>2016</u>
Cash and cash equivalents	\$ 390,318	\$ 1,390,751
Fixed income mutual funds	3,296,305	2,568,213
Large-Cap mutual funds	5,665,350	4,241,905
Mid-cap equity mutual funds		6,023
Foreign equity mutual funds	<u>1,550,826</u>	<u>1,199,526</u>
	<u>\$ 10,902,799</u>	<u>\$ 9,406,418</u>

All valuations are considered to be Level 1 valuations and are provided by the Trust's investment advisory firm. Fair values reported may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Trust believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

Note 5 – Non Cash Transactions and Cash Flow Information

The following donations have been recorded in the financial records:

	<u>2017</u>	<u>2016</u>
Land	\$ 5,066,500	\$ 691,680
Marketable securities	72,926	133,833
Event supplies	778	1,530
Equipment		936

The Zylstra property which was acquired along with the San Juan County Land Bank in 2015 was fully transferred to the Land Bank at the end of 2017 in exchange (as originally planned) for a conservation easement. The net amount expended in prior years was converted from asset and liability to an expense for the purchase of the easement.

Cash expenditures for interest expense were \$86,836 in 2017, and \$14,986 in 2016.

Note 6 - Land and Conservations Easements

At the end of 2017 a total of 17,579 acres are under protection after adjustment for the overlap between owned land and conservations easements. The Trust holds and protects 237 conservation easements.

In 2017, the Trust received three land gifts: A two acre forest and wetland parcel on

Lopez Island near Port Stanley, a five acre forested parcel on Buck Mountain on Orcas Island, and a three hundred and thirty acre parcel on Shaw Island which had previously been protected by a conservation easement held by the Trust. The Shaw parcel includes a historic home and other buildings and improvements. The Trust received five conservation easements on three islands. Final financing for the Zylstra property was completed in 2017 when the Land Bank directly paid all outstanding debt on the land acquisition. The Trust transferred all interest in the land to the Land Bank in exchange for the conservation easement protections.

In 2016, the Trust received a residential property in Friday Harbor with a fair market value of \$306,680 as a bequest. The property was sold in 2016 generating cash for Trust operations. Two parcels of land covering 10 acres to be held for conservation purposes were donated to the Trust in 2016. A conservation easement reassignment resulted in an increase of 1,426 acres under Trust protection. As part of the planned financing of the Zylstra Lake property on San Juan Island (jointly owned with the San Juan County Land Bank), the acreage know as October Farm was sold for \$725,000. These funds, net of costs, reduced the debt from the land purchase. The Trust received a conservation easement on 30 acres as part of this transaction.

The Trust holds four land parcels that are encumbered by life estates. It is the intention of the Trust to sell these parcels when the encumbrances are lifted.

Note 7 – Promises to Give

Payments on unconditional promises to give at December 31, 2017 and 2016, are expected to be received as follows:

	<u>2017</u>	<u>2016</u>
Receivable in less than one year	\$ 21,533	\$ 218,790
Receivable in future years (net present value)	32,156	171,179
Less allowance for uncollectable promises	<u>(9,700)</u>	<u>(10,000)</u>
Net unconditional promises to give	<u>\$ 43,989</u>	<u>\$ 379,969</u>

Note 8 – Operating Leases

The Trust rents office space on San Juan Island. It is leased until October 2018, with the ability to renew. The lease includes an option to cancel with 90 days notice. Operating lease payments were \$28,800 in 2017, and \$28,050, in 2016. Maximum lease payment commitments total \$28,800 annually for 2018, subject to a CPI adjustment which is not yet determined.

Note 9 – Employee Benefit Plans

The Trust allows qualifying full-time employees to participate in a tax deferred SIMPLE IRA plan. Employees may make elective contributions to the plan up to the maximum amount allowed by the Internal Revenue Code. The Trust matches these contributions up to a maximum of 3% of gross salaries for participating employees. Plan expenses were \$16,368 in 2017, and \$14,784 in 2016.

The Trust allows qualifying full-time employees to participate in a group health insurance policy. Plan expenses totaled \$66,083 in 2017, and \$49,760 in 2016.

Note 10 – Notes Payable

Forty acres with waterfront on Henry Island was purchased in 2015. A real estate contract with the seller at 4% per annum interest and a face value of \$500,000 was fully paid in 2016.

The purchase of another 17 acres with waterfront on Henry Island included a real estate contract with the seller at 4% interest and a face value of \$600,000. Two payments of \$200,000 plus interest were paid in 2016, with a final payment in April 2017.

As part of a joint project with the San Juan County Land Bank, the Trust purchased a conservation easement on the Mount Grant/Lawson Ridge Preserve on San Juan Island in 2015. The \$1,000,000 note held by the seller requires 4% per annum interest with payments on the note in 2016 and 2017. The final payment of \$166,000 was made in 2017 along with all accrued interest.

As part of a joint project with the San Juan County Land Bank, the Trust assisted in the purchase of 313 acres surrounding Zylstra Lake on San Juan Island in 2015. The Trust's maximum obligation on the note payable is \$1,750,000, at year end 2016 and requires 4% per annum interest. In 2017, the Land Bank paid all of this liability plus all accrued interest.

No future scheduled payments were due at the year ending December 31, 2017.

Note 11 – Endowments

The Trust manages endowments that include both donor-restricted net assets and net assets designated by the Board of Trustees to function as endowments. Net assets associated with endowment funds, including amounts designated by the Board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Adoption of UPMIFA and reclassifications

The State of Washington enacted the Uniform Prudent Management of Institutional Funds Act (the Act), effective July 1, 2009, the provisions of which apply to endowments existing on or established after that date.

Under the Act, the Trust classifies as permanently restricted net assets the original value of gifts donated to the permanent endowment, and accumulations to the permanent endowment made in accordance with the direction of the donor. The remaining portion of the donor-restricted endowment that is not classified as permanently restricted is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Trust in accordance with the Act and donor imposed restrictions.

Endowment investment policies

Under the Trust's endowment policies, the Trust's investment firm maintains a portfolio diversified among equity and fixed rate investments and seeks to maximize investment returns through both capital appreciation and current yield. Investment risk is measured in terms of total endowment funds. Investment assets and allocation between asset classes and strategies are managed to reduce levels of market or other risks.

Endowment spending policies-General Endowment

The Trust's spending policies have been adopted to balance the objective of maintaining the purchasing power of the endowment through investment return while providing current funds for Trust operations. Beginning in 2013, the Board has determined that 4% of the fair value of the general endowment should be transferred for current expenditure.

Endowment spending policies-Special Endowments

Trust spending policies have been adopted to balance the objective of maintaining the purchasing power of the endowments through investment return and providing current funds for the endowed projects.

Board-designated Endowment

The Board of Trustees designated unrestricted net assets as a general endowment fund to support the mission of the Trust. Since these amounts resulted from an internal designation and are not donor-restricted, the general board-designated fund is classified as unrestricted net assets. For investment purposes, these funds are pooled with the Trust's donor-designated general endowment portfolio and earnings are allocated annually.

Donor Restricted Endowments

The Trust maintains donor restricted endowments; General Endowment, Gann Endowment, Named Endowment (new in 2017), Special Stewardship 1, Special Stewardship 2 (new in 2017), Waldron Endowment, and Vendovi-Jack Island Endowment:

General Endowment: The Trust's permanently restricted General Endowment corpus was established to provide a sustainable source of unrestricted revenue for the Trust. Transfers for general expenses were \$72,679 in 2017, and \$64,000 in 2016. For investment purposes the General Endowment is pooled with the Trust's Board Designated Endowment portfolio, and earnings are allocated annually. Earnings are reported net of investment fees of \$7,967 in 2017, and \$7,350 in 2016.

Gann Endowment: The Trust's permanently restricted Gann endowment was established in 2013, with a \$100,000 contribution, to provide earnings restricted to stewardship maintenance of Red Mill Farm on San Juan Island. For investment purposes, these funds are pooled with the Trust's donor-restricted general endowment portfolio and earnings are allocated annually.

Named Endowment: The Trust began an endowment outreach in 2017 to allow donors to establish funds named by the donors. Principal is permanently restricted. Two such funds were established in 2017. For investment purposes, these funds are pooled the Trust's donor-restricted general endowment portfolio and earnings are allocated annually.

Special Stewardship 1: In 2006, the Trust, together with the San Juan County Land Bank (the Land Bank) acquired a large parcel of land on Orcas Island known as "Turtleback Preserve". Under the arrangement, the Land Bank received title to the land and the Trust received a conservation easement. Under an agreement between the Trust and the Land Bank the Trust established a Special Stewardship quasi-endowment in the amount of \$1,000,000 to support the long term maintenance of the Preserve. The principal and earnings of this endowment are available for distribution under the supervision of both the Trust and the Land Bank. The corpus and earnings of this quasi-endowment are classified as temporarily restricted. Earnings are reported net of investment fees which were \$6,013 in 2017, and \$5,436 in 2016.

The Trust transfers funds from this endowment after approval of the Land Bank. Transfers for general expenses were \$26,847 in 2017, and \$34,536 in 2016. A special distribution of \$250,000 was transferred in 2012 to complete the financing package for the Turtleback land parcel, which is contiguous to the Turtleback Preserve.

Special Stewardship 2: In 2015, the Trust together with the San Juan County Land Bank acquired the Mt Grant property on San Juan Island. Under the arrangement, the Land Bank received title to the land and the Trust received a conservation easement. Final payment on acquisition was made in 2017. Under an agreement between the Trust and the Land Bank, the Trust is establishing a Special Stewardship quasi-endowment to support the long-term maintenance of Mt Grant. The principal and earnings of this fund are available for distribution under the supervision of both the Trust and the Land Bank. While the goal is to create a \$1,000,000 endowment, funds currently collected total approximately \$850,000.

Waldron Endowment: In 2012 The Nature Conservancy (TNC) transferred \$556,237 for a permanently restricted endowment, the earnings of which are to be used to support the maintenance of 480 acres of land on Waldron Island. Earnings transferred to offset Waldron Stewardship expenses were \$16,158 in 2017, and \$35,248 in 2016. Earnings are reported net of investment fees of \$2,807 in 2017, and \$2,766 in 2016. TNC requires status reporting on this endowment for a period of ten years.

Vendovi-Jack Island Endowment: The Trust's permanently restricted Vendovi-Jack Island Endowment was established in 2014 to provide a source of earnings to support stewardship costs of Vendovi Island and Jack Island. Additional endowment contributions were received in 2016, and 2015. Earnings transferred to offset Vendovi-Jack stewardship expenses were \$45,389 in 2017. Earnings are reported net of investment fees, which were \$5,263 in 2017, and \$4,485 in 2016.

Endowment composition by type:

	<u>2017</u>			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment				
Net assets - beginning	\$ 897,503	\$ 1,790,032	\$ 2,232,176	\$ 4,919,711
Changes in investments:				
Contributions		849,744	246,696	1,096,440
Distributions		(161,073)		(161,073)
Net investment income	21,110	89,989		111,099
Net appreciation (depreciation)	<u>150,859</u>	<u>636,170</u>	<u> </u>	<u>787,029</u>
Endowment				
Net assets - ending	<u>\$ 1,069,472</u>	<u>\$ 3,204,862</u>	<u>\$ 2,478,872</u>	<u>\$ 6,753,206</u>

	<u>2016</u>			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment				
Net assets - beginning	\$ 794,066	\$ 1,578,297	\$ 2,130,860	\$ 4,503,223
Changes in investments:				
Contributions			101,316	101,316
Distributions		(133,813)		(133,813)
Net investment income	145,617	381,044		526,661
Net appreciation (depreciation)	<u>(42,180)</u>	<u>(35,496)</u>	<u> </u>	<u>(77,676)</u>
Endowment				
Net assets - ending	<u>\$ 897,503</u>	<u>\$ 1,790,032</u>	<u>\$ 2,232,176</u>	<u>\$ 4,919,711</u>

Note 12 – Restrictions on Net Assets

Restrictions on net assets are classified as follows:

Unrestricted Net Assets

Use of unrestricted net assets is at the discretion of the Trustees. From time to time, the Trustees designate unrestricted net assets for particular purposes. Earnings of temporarily restricted land stewardship net assets have been designated for future land stewardship needs, earnings of temporarily restricted land acquisition net assets have been designated for future land acquisition needs. Periodically the Trustees budget these designated earnings for current expenses and those amounts are removed from their Board designated categories and become undesignated unrestricted net assets. The net equity from land holdings (cost of land and stewardship structures less related debt) is separated from other types of unrestricted net assets.

Temporarily Restricted Net Assets

Net assets restricted for land stewardship are resources donated to the Trust to cover expenses of the Trust for management of Trust lands, for restoration of natural habitat on Trust lands and defense of the Trust's interest in land and easements.

This supports the Trust's efforts to carry out the donor's intent in transferring conservation easements or outright gifts of land to the Trust.

Net assets restricted for land acquisition are resources donated to the Trust for the purchase of significant conservation land or easements. Some donations are further restricted as to island of interest or acquisition project of interest.

Net assets restricted for special stewardship endowment are resources establishing a quasi-endowment to provide earnings temporarily restricted to support the Turtleback Preserve.

Net assets restricted for specific programs are contributions restricted for various special projects.

Permanently Restricted Net Assets

General Endowment contains assets donated to create a perpetual source of unrestricted income to the Trust.

Named Endowment was established in 2017. Each named fund contains assets donated to create a perpetual source of unrestricted income to the Trust.

Waldron Endowment was established in 2012 to provide earnings temporarily restricted to stewardship maintenance of Waldron Island preserves.

Gann Endowment was established in 2013 to provide earnings temporarily restricted to stewardship maintenance of Red Mill Farm on San Juan Island.

Vendovi-Jack Endowment was established in 2014 to provide earnings temporarily restricted to stewardship maintenance of Vendovi Island and Jack Island.