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**NORTH OLYMPIC LAND TRUST AND SUBSIDIARY**

**Consolidated Financial Statements**

For the Years Ended December 31, 2022 and 2021

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## **Independent Auditor's Report**

To the Board of Directors  
North Olympic Land Trust & Subsidiary  
Port Angeles, WA

### **Report on the Audit of the Financial Statements**

#### **Opinion**

We have audited the accompanying consolidated financial statements of North Olympic Land Trust and Subsidiary (collectively, the Trust, a nonprofit organization), which comprise the consolidated statement of financial position as of December 31, 2022 and 2021, and the related consolidated statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Trust, as of December 31, 2022 and 2021, and changes in net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). 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 Trust and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. 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 Trust's ability to continue as a going concern for 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 GAAS 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 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 GAAS, 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 Trust'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 Trust'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.

**Other Information**

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information on pages 11-13 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and to certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Aiken & Sanders, Inc., PS



Certified Public Accountants  
& Consultants

May 24, 2023

Montesano, WA

# North Olympic Land Trust & Subsidiary

Consolidated Statement of Financial Position  
As of December 31, 2022 and December 31, 2021

	Assets	
	2022	2021
<b>Current Assets:</b>		
Cash and cash equivalents	\$ 556,142	\$ 526,821
Grants receivable	-	13,838
Accounts receivable	103,024	501
Prepaid expenses	10,652	4,002
ROU lease asset current	5,810	11,640
Deposits and advances	500	113,320
Total Current Assets	<u>676,128</u>	<u>670,122</u>
<b>Fixed Assets:</b>		
Vehicles	19,996	4,348
Land	6,085,914	6,676,919
Easements	80	78
	<u>6,105,990</u>	<u>6,681,345</u>
Less: accumulated depreciation	<u>(416)</u>	<u>(4,348)</u>
Fixed assets, net	<u>6,105,574</u>	<u>6,676,997</u>
<b>Other Assets:</b>		
ROU lease asset long term	-	5,810
Investments	<u>2,296,022</u>	<u>2,025,521</u>
Total Other Assets	<u>2,296,022</u>	<u>2,031,331</u>
Total Assets	<u>\$ 9,077,724</u>	<u>\$ 9,378,450</u>

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

# North Olympic Land Trust & Subsidiary

Consolidated Statement of Financial Position  
As of December 31, 2022 and December 31, 2021

	<b>Liabilities &amp; Net Assets</b>	
	<b>2022</b>	<b>2021</b>
<b>Current Liabilities:</b>		
Accounts payable	\$ 2,725	\$ 19,633
Vacation payable	5,429	17,820
Payroll taxes and benefits payable	4,705	1,512
Current portion: lease liability	6,630	11,282
Deferred revenue	-	112,820
Total Current Liabilities	19,489	163,067
<b>Long-Term Liabilities:</b>		
Net: long term lease liability	-	6,630
<b>Net Assets:</b>		
Without donor restriction:		
Unrestricted-undesignated	211,902	783,459
Opportunity fund-board designated	774,063	186,707
Stewardship fund-board designated	632,265	522,266
Operating reserve fund-board designated	553,572	599,225
	2,171,802	2,091,657
With donor restrictions	6,886,433	7,117,096
Total Net Assets	9,058,235	9,208,753
Total Liabilities & Net Assets	\$ 9,077,724	\$ 9,378,450

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

## North Olympic Land Trust & Subsidiary

Consolidated Statement of Activities and Changes in Net Assets  
For the Year Ended December 31, 2022

	<b>Without Donor Restriction</b>	<b>With Donor Restriction</b>	<b>Total 2022</b>
<b>Support and Revenues:</b>			
Grants and contracts	\$ 466,304	\$ -	\$ 466,304
Contributions	539,480	113,964	653,444
Interest and dividend income	18,954	20,982	39,936
Inkind donations	28,646	-	28,646
Other income	103,962	-	103,962
Investment income (loss)	(192,965)	(213,641)	(406,606)
Gain (loss) on sale of assets	(160,671)	-	(160,671)
Net assets released from restriction	151,968	(151,968)	-
<b>Total Support and Revenue</b>	<b>955,678</b>	<b>(230,663)</b>	<b>725,015</b>
<b>Expenses:</b>			
Program services	586,287	-	586,287
Management and general	172,667	-	172,667
Fundraising	116,579	-	116,579
<b>Total Expenses</b>	<b>875,533</b>	<b>-</b>	<b>875,533</b>
<b>Change in Net Assets</b>	80,145	(230,663)	(150,518)
<b>Net Assets, Beginning of Year</b>	<b>2,091,657</b>	<b>7,117,096</b>	<b>9,208,753</b>
<b>Net Assets, End of Year</b>	<b>\$ 2,171,802</b>	<b>\$ 6,886,433</b>	<b>\$ 9,058,235</b>

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

## North Olympic Land Trust & Subsidiary

Consolidated Statement of Activities and Changes in Net Assets  
For the Year Ended December 31, 2021

	<b>Without Donor Restriction</b>	<b>With Donor Restriction</b>	<b>Total 2021</b>
<b>Support and Revenues:</b>			
Grants and contracts	\$ 147,129	\$ 7,934	\$ 155,063
Contributions	680,854	57,059	737,913
Interest and dividend income	8,213	14,889	23,102
Inkind donations	31,407	25,000	56,407
Other revenue	2,101	-	2,101
Investment income (loss)	82,488	149,540	232,028
Sale of assets gain (loss)	(60,846)	-	(60,846)
Net assets released from restriction	110,470	(110,470)	-
Total Support and Revenue	1,001,816	143,952	1,145,768
<b>Expenses:</b>			
Program services	317,839	-	317,839
Management and general	136,749	-	136,749
Fundraising	120,023	-	120,023
Total Expenses	574,611	-	574,611
<b>Change in Net Assets</b>	427,205	143,952	571,157
<b>Net Assets, Beginning of Year</b>	1,664,452	6,973,144	8,637,596
<b>Net Assets, End of Year</b>	\$ 2,091,657	\$ 7,117,096	\$ 9,208,753

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



## North Olympic Land Trust & Subsidiary

### Consolidated Statement of Functional Expenses For the Year Ended December 31, 2022

	<u>Program</u>	<u>Management and General</u>	<u>Fund- Raising</u>	<u>Total 2022</u>
Salaries and wages	\$ 213,454	\$ 91,716	\$ 72,137	\$ 377,307
Employee benefits	29,183	20,826	10,036	60,045
Payroll taxes	19,154	8,593	6,480	34,227
Occupancy	10,114	3,699	2,884	16,697
Insurance	16,498	2,402	1,873	20,773
Supplies	9,199	1,028	2,383	12,610
Printing and publications	7,458	886	6,072	14,416
Licenses and taxes	10,495	-	-	10,495
Professional services	78,134	13,305	4,286	95,725
Easement acquisition expense	159,998	-	-	159,998
Information technology	5,376	1,313	1,024	7,713
Conferences, meetings, and events	2,143	4,182	962	7,287
Travel, mileage, and meals	5,524	1,660	657	7,841
Dues and subscriptions	-	16,717	30	16,747
Bank and credit card charges	14	445	2,947	3,406
Miscellaneous expense	192	438	554	1,184
Depreciation expense	416	-	-	416
Inkind expense	18,935	5,457	4,254	28,646
Total Expenses	<u>\$ 586,287</u>	<u>\$ 172,667</u>	<u>\$ 116,579</u>	<u>\$ 875,533</u>

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

## North Olympic Land Trust & Subsidiary

### Consolidated Statement of Functional Expenses For the Year Ended December 31, 2021

	<b>Program</b>	<b>Management and General</b>	<b>Fund- Raising</b>	<b>Total 2021</b>
Salaries and wages	\$ 153,693	\$ 85,265	\$ 78,864	\$ 317,822
Employee benefits	12,601	10,176	6,489	29,266
Payroll taxes	12,706	6,924	6,519	26,149
Occupancy	7,201	3,451	3,587	14,239
Insurance	9,598	1,995	2,394	13,987
Supplies	12,067	6,075	176	18,318
Printing and publications	8,469	949	1,954	11,372
Licenses and taxes	4,318	-	-	4,318
Professional services	67,569	7,693	136	75,398
Information technology	5,097	1,436	1,823	8,356
Conferences, meetings, and events	95	1,090	6,848	8,033
Travel, mileage, and meals	3,808	196	1,172	5,176
Dues and subscriptions	-	5,729	-	5,729
Bank and credit card charges	-	20	3,618	3,638
Miscellaneous expense	461	570	227	1,258
Depreciation expense	145	-	-	145
Inkind expense	20,011	5,180	6,216	31,407
Total Expenses	\$ 317,839	\$ 136,749	\$ 120,023	\$ 574,611

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

## North Olympic Land Trust & Subsidiary

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### Consolidated Statement of Cash Flows For the Years Ended December 31, 2022 and December 31, 2021

	<b>2022</b>	<b>2021</b>
<b>Cash flows from operating activities:</b>		
Cash received from grantors, donors and customers	\$ 1,022,205	\$ 1,015,142
Cash paid to suppliers and employees	(766,049)	(652,821)
Cash received from interest and dividends	39,936	23,102
Net cash provided (used) by operating activities	296,092	385,423
<b>Cash flows from investing activities:</b>		
Cash paid for land	(2)	(1)
Cash paid for vehicles	(19,996)	-
Cash paid for investments	(864,985)	(553,293)
Cash received from vehicle sale	2,500	-
Cash received from land sales	430,000	80,460
Cash received from sale of investments	185,712	39,548
Net cash provided (used) by investing activities	(266,771)	(433,286)
<b>Cash flows from financing activities:</b>		
Cash received from notes	-	-
Cash paid on notes	-	-
Net cash provided (used) by financing activities	-	-
<b>Net increase (decrease) in cash &amp; cash equivalents</b>	29,321	(47,863)
Cash & cash equivalents at beginning of year	526,821	574,684
<b>Cash &amp; cash equivalents at end of year</b>	\$ 556,142	\$ 526,821

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

**North Olympic Land Trust & Subsidiary**

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Consolidated Statement of Cash Flows  
For the Years Ended December 31, 2022 and December 31, 2021

	2022	2021
<b>Reconciliation of increase (decrease) in net assets to net cash provided (used) by operating activities:</b>		
Increase (decrease) in net assets:	\$ (150,518)	\$ 571,157
<b>Adjustments:</b>		
Depreciation and amortization	416	145
Capitalized inkind donations	-	(24,999)
Net lease change	358	462
Loss (gain) on disposition of assets	160,671	60,846
Unrealized (gains) losses on investments	427,249	(217,558)
Realized (gains) losses on investments	(20,643)	(14,470)
<b>Changes in assets and liabilities:</b>		
(Increase) decrease in grants receivable	13,838	4,807
(Increase) decrease in accounts receivable	(102,523)	437
( Increase) decrease in pledges receivable	-	2,000
(Increase) decrease in prepaid expense	(6,650)	(413)
(Increase) decrease in deposits & advances	112,820	(112,820)
Increase (decrease) in accounts payable	(16,908)	15,009
Increase (decrease) in vacation payable	(12,391)	(2,447)
Increase (decrease) in payroll taxes and benefits payable	3,193	(9,553)
Increase (decrease) in deferred revenue	(112,820)	112,820
Net cash provided (used) by operating activities	\$ 296,092	\$ 385,423

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

## NORTH OLYMPIC LAND TRUST AND SUBSIDIARY

### Consolidating Statement of Financial Position

Year Ended December 31, 2022

	North Olympic Land Trust	Olympic Peninsula Conservation Resources, LLC	Subtotal	Eliminations	Consolidated 2022
<b>Assets</b>					
Current Assets:					
Cash and cash equivalents	\$ 521,142	\$ 35,000	\$ 556,142	\$ -	\$ 556,142
Grants receivable	-	-	-	-	-
Accounts receivable	103,024	-	103,024	-	103,024
Prepaid expenses	10,652	-	10,652	-	10,652
ROU lease asset current	5,810	-	5,810	-	5,810
Deposits and advances	500	-	500	-	500
<b>Total Current Assets</b>	<b>641,128</b>	<b>35,000</b>	<b>676,128</b>	<b>-</b>	<b>676,128</b>
Fixed Assets:					
Vehicles	19,996	-	19,996	-	19,996
Land	6,085,914	-	6,085,914	-	6,085,914
Easements	80	-	80	-	80
	6,105,990	-	6,105,990	-	6,105,990
Less: accumulated depreciation	(416)	-	(416)	-	(416)
<b>Total Fixed Assets</b>	<b>6,105,574</b>	<b>-</b>	<b>6,105,574</b>	<b>-</b>	<b>6,105,574</b>
Other Assets:					
Investments	2,402,196	-	2,402,196	(106,174)	2,296,022
<b>Total Other Assets</b>	<b>2,402,196</b>	<b>-</b>	<b>2,402,196</b>	<b>(106,174)</b>	<b>2,296,022</b>
<b>Total Assets</b>	<b>\$ 9,148,898</b>	<b>\$ 35,000</b>	<b>\$ 9,183,898</b>	<b>\$ (106,174)</b>	<b>\$ 9,077,724</b>
<b>Liabilities</b>					
Current Liabilities					
Accounts payable	\$ 2,725	\$ -	\$ 2,725	\$ -	\$ 2,725
Vacation payable	5,429	-	5,429	-	5,429
Payroll taxes and benefits payable	4,705	-	4,705	-	4,705
Current portion: lease liability	6,630	-	6,630	-	6,630
Deferred Revenue	-	-	-	-	-
<b>Total Current Liabilities</b>	<b>19,489</b>	<b>-</b>	<b>19,489</b>	<b>-</b>	<b>19,489</b>
Net Assets					
With Donor Restrictions	6,886,433	-	6,886,433	-	6,886,433
Without Donor Restrictions	2,242,976	35,000	2,277,976	(106,174)	2,171,802
<b>Total Net Assets</b>	<b>9,129,409</b>	<b>35,000</b>	<b>9,164,409</b>	<b>(106,174)</b>	<b>9,058,235</b>
<b>Liabilities &amp; Net Assets</b>	<b>\$ 9,148,898</b>	<b>\$ 35,000</b>	<b>\$ 9,183,898</b>	<b>\$ (106,174)</b>	<b>\$ 9,077,724</b>

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

## NORTH OLYMPIC LAND TRUST AND SUBSIDIARY

### Consolidating Statement of Activities

Year Ended December 31, 2022

	North Olympic Land Trust	Olympic Peninsula Conservation Resources, LLC	Subtotal	Eliminations	Consolidated 2022
<b>Revenues</b>					
Grants and contracts	\$ 466,304	\$ -	\$ 466,304	\$ -	\$ 466,304
Contributions	653,444	-	653,444	-	653,444
Interest and dividend income	39,936	-	39,936	-	39,936
Inkind donations	28,646	-	28,646	-	28,646
Other revenue	102,762	1,200	103,962	-	103,962
Investment income (loss)	(406,606)	-	(406,606)	-	(406,606)
Sale of assets gain (loss)	(1,005)	60,334	59,329	(220,000)	(160,671)
<b>Total Revenues</b>	<b>883,481</b>	<b>61,534</b>	<b>945,015</b>	<b>(220,000)</b>	<b>725,015</b>
<b>Program Expenses</b>					
North Olympic Land Trust	795,609	-	795,609	(220,000)	575,609
Olympic Peninsula Conservation Resources, LLC	-	10,678	10,678	-	10,678
<b>Total Program Expenses</b>	<b>795,609</b>	<b>10,678</b>	<b>806,287</b>	<b>(220,000)</b>	<b>586,287</b>
Management and general	172,667	-	172,667	-	172,667
Fundraising	116,579	-	116,579	-	116,579
<b>Total Expenses</b>	<b>1,084,855</b>	<b>10,678</b>	<b>1,095,533</b>	<b>(220,000)</b>	<b>875,533</b>
Change in Net Assets	(201,374)	50,856	(150,518)	-	(150,518)
Capital Investment	-	106,174	106,174	(106,174)	-
Net assets - Beginning of Year	9,330,783	(122,030)	9,208,753	-	9,208,753
<b>Net assets - End of the Year</b>	<b>\$ 9,129,409</b>	<b>\$ 35,000</b>	<b>\$ 9,164,409</b>	<b>\$ (106,174)</b>	<b>\$ 9,058,235</b>

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

## NORTH OLYMPIC LAND TRUST AND SUBSIDIARY

### Consolidating Statement of Functional Expenses

Year Ended December 31, 2022

	North Olympic Land Trust	Olympic Peninsula Conservation Resources, LLC	Total Program Services	Management & General	Fundraising	Eliminations	Consolidated 2022
Salaries and wages	\$ 213,454	\$ -	\$ 213,454	\$ 91,716	\$ 72,137	\$ -	\$ 377,307
Employee benefits	29,183	-	29,183	20,826	10,036	-	60,045
Payroll taxes	19,154	-	19,154	8,593	6,480	-	34,227
Occupancy	10,114	-	10,114	3,699	2,884	-	16,697
Insurance	16,498	-	16,498	2,402	1,873	-	20,773
Supplies	9,199	-	9,199	1,028	2,383	-	12,610
Printing and publications	7,458	-	7,458	886	6,072	-	14,416
Licenses and taxes	9,995	500	10,495	-	-	-	10,495
Professional services	67,956	10,178	78,134	13,305	4,286	-	95,725
Easement acquisition expense	379,998	-	379,998	-	-	(220,000)	159,998
Information technology	5,376	-	5,376	1,313	1,024	-	7,713
Conferences, meetings, and events	2,143	-	2,143	4,182	962	-	7,287
Travel, mileage, and meals	5,524	-	5,524	1,660	657	-	7,841
Dues and subscriptions	-	-	-	16,717	30	-	16,747
Bank and credit card charges	14	-	14	445	2,947	-	3,406
Miscellaneous expense	192	-	192	438	554	-	1,184
Depreciation expense	416	-	416	-	-	-	416
Inkind expense	18,935	-	18,935	5,457	4,254	-	28,646
<b>Total Expenses</b>	<b>\$ 795,609</b>	<b>\$ 10,678</b>	<b>\$ 806,287</b>	<b>\$ 172,667</b>	<b>\$ 116,579</b>	<b>\$ (220,000)</b>	<b>\$ 875,533</b>

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

# North Olympic Land Trust & Subsidiary

## Notes to Consolidated Financial Statements

December 31, 2022 and 2021

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### **A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:**

#### **Organization, purpose and principal programs**

The North Olympic Land Trust (the Land Trust) is a Washington not-for-profit corporation. The mission of the Land Trust is to preserve land and wildlife habitat. The Land Trust receives conservation easements on various properties and receives grant funds for landowner education, easement purchases, property acquisitions, and general operations. The Land Trust has voluntarily adopted and implemented the Land Trust Standards and Practices as promulgated by the Land Trust Alliance (a National Land Trust Organization).

On October 3, 2014, Olympic Peninsula Conservation Resources, LLC (the LLC) was formed with the Land Trust as its only member. The LLC was formed for the purpose of purchasing and holding land for conservation purposes.

#### **Principles of consolidation**

These financial statements consolidate the statements of the Land Trust and the LLC (collectively, “the Trust”). Inter-organization balances and transactions have been eliminated in consolidation.

#### **Basis of accounting**

The consolidated financial statements of the Trust have been prepared on the accrual basis of accounting. Revenue is recognized when earned, and expenditures are recognized when incurred.

#### **Concentrations**

The Trust receives a substantial amount of its annual support in the form of government grants. In the event one or more of the government programs from which the grants are received were to end or experience significant budget cuts, the Trust could experience a significant loss of support.

#### **Financial Statement Presentation**

The Trust follows accounting prescribed by the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) 958 Not-for Profit Entities. Under ASC 958, the Trust is required to report information regarding its financial position and activities according to two classes of net assets: with donor restrictions, and without donor restrictions.

**With Donor Restrictions:** Net assets that result from contributions whose use by the Trust is restricted by donor imposed stipulations that may expire with the passage of time or can be fulfilled or otherwise removed by actions of the Trust.

**Without Donor Restrictions:** Net assets that are not restricted by donor stipulation.



# North Olympic Land Trust & Subsidiary

## Notes to Consolidated Financial Statements

December 31, 2022 and 2021

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Gifts of goods and equipment are reported as without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Gifts of land are reported as donor restricted if the Trust intends to protect the land in perpetuity. Gifts of land, which the donor stipulates may be sold, are reported as without donor restriction.

### **Estimates**

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

### **Property and equipment**

Property and equipment are recorded at cost. Property and equipment donated to the Trust are capitalized at their estimated fair market value. Depreciation is provided using the straight-line method. Maintenance and repairs are charged to expense as incurred; major renewals and improvements are capitalized. When items of equipment are sold or are otherwise disposed of, the appropriate cost and related accumulated depreciation amounts are removed from the accounts and any gain or loss is included in income.

Management has elected to capitalize only equipment purchases in excess of \$5,000.

### **Functional Allocation of Expenses**

The Trust records its expenses by function. Program expenses represent expenses incurred to fulfill the Trust's exempt purposes. Management and general expenses support that exempt purpose while fundraising expenses are incurred to raise resources to carry out program activities. Expenses are recorded, when appropriate, to the function receiving direct benefit. When expenses benefit more than one function, an allocation is made based on relative benefits provided to each function.

### **Advertising**

The Trust's policy is to expense advertising costs as they are incurred.

### **Leases**

The Trust recognizes and measures its leases in accordance with FASB ASC 842, leases. The Trust determines if an arrangement is a lease, or contains a lease, at inception of a contract and when the terms of an existing contract are changed. For operating leases, the Trust recognizes a lease liability and a right of use (ROU) asset at the commencement date of the lease. The lease liability is initially and subsequently recognized based on the present value of its future lease payments. The discount rate is the implicit rate if it is readily determinable or otherwise the Trust uses the U.S. Treasury Bill risk free rate with a term equivalent to the lease term. The ROU asset is subsequently measured throughout the lease term at the amount of the re-measured lease liability (i.e., present value of the remaining lease payments).

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Lease cost for lease payments is recognized on a straight line basis over the lease term. The Trust has elected, for all underlying classes of assets, to not recognize ROU assets and lease liabilities for short-term leases that have a lease term of 12 months or less at lease commencement, and do not include an option to purchase the underlying asset that the Trust is reasonably certain to exercise.

### **Cash and Cash Equivalents**

For purposes of the Statement of Cash Flows, the Trust considers cash, checking, and money market accounts to be cash and cash equivalents.

### **Revenue Recognition**

All contributions are considered available for the Trust's general programs unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor are reported as having donor restrictions and increase net assets with donor restrictions. Contributions received with restrictions that are met in the same reporting period are reported as unrestricted support and increase net assets without donor restrictions. Investment income that is limited to specific uses by donor

restrictions is reported as increases in net assets without donor restrictions if the restrictions are met in the same reporting period as the income is recognized.

### **B. ECONOMIC DEPENDENCY:**

For 2022 and 2021, grant funding was primarily provided by the State of Washington Recreation and Conservation Office, United States Department of Agriculture-Natural Resource Conservation Service, State of Washington Floodplains by Design program-through Jamestown S'Klallam Tribe, and Washington State Conservation Commission.

### **C. CONCENTRATIONS OF CREDIT RISK:**

The Trust, at times, maintains investment balances that exceed insurance coverage amounts provided by the Securities Investor Protection Corporation. The SIPC provides a maximum of \$500,000 coverage per institution, with a limit of \$250,000 for cash balances. Although the Trust keeps cash balances below insured levels, investment balances at times exceed insurance limits. Management does not believe the Trust is subject to significant risk as a result of these excess balances.

### **D. LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS:**

The Trust, although it expects to receive current support to fund operations for 2023 and later years, has (\$10,850) and \$22,685 of financial assets available within one year of the statement of financial position dates on December 31, 2022 and 2021, respectively, to meet cash needs for general operating expenditures of the Trust. The Trust also has \$1,959,900 and \$1,308,198, of board designated assets as of December 31, 2022 and

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2021, respectively, that can be reallocated for general expenditures if needed. Included in those board designated assets, at the end of 2022, the Trust's Operating Reserve fund had a balance of \$553,572, of which \$326,015 was in cash or cash equivalents. Trust policy allows these funds to be used for any board approved cash needs. Financial assets available within one year consist of the following:

	<u>2022</u>	<u>2021</u>
Financial assets at year end	\$ 2,955,188	\$ 2,566,681
Donor restricted to purpose	(1,006,138)	(1,235,798)
Board designations	<u>(1,959,900)</u>	<u>(1,308,198)</u>
Financial assets available to meet cash needs within one year	<u>\$ (10,850)</u>	<u>\$ 22,685</u>

### E. NET ASSETS COMPOSITION:

	<u>2022</u>	<u>2021</u>
<b>Without Donor Restrictions:</b>		
Undesignated	\$ 211,902	\$ 783,459
Opportunity fund-board designated	774,063	186,707
Stewardship fund-board designated	632,265	522,266
Operating reserve fund-board designated	<u>553,572</u>	<u>599,225</u>
Total:	<u>\$ 2,171,802</u>	<u>\$ 2,091,657</u>
<b>With Donor Restrictions:</b>		
Stewardship fund-donor restricted	\$ 807,919	\$ 1,063,588
Sustainable agriculture fund-donor restricted	179,219	142,925
Other restricted funds	19,000	-
Opportunity fund-donor restricted	-	29,285
Conserved land	<u>5,880,295</u>	<u>5,881,298</u>
Total:	<u>\$ 6,886,433</u>	<u>\$ 7,117,096</u>

### The Trust board has designated funds for the following specific purposes:

**Opportunity Fund:** Board Designated to provide landowners with assistance during property and easement acquisitions and to aid in acquisitions.

**Stewardship Fund:** Board Designated for stewardship activities.

**Operating Reserve Fund:** Board Designated as an operating reserve.

### The Trust has received donor restricted funds with the following restrictions:

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**Stewardship Fund:** Donor restricted for stewardship activities.

**Sustainable Agriculture Fund:** Donor restricted for supporting and sustaining agriculture.

**Acquisition Fund:** Donor restricted to provide landowners with assistance during property and easement acquisitions and to aid in acquisitions.

**Conserved Land:** Land to be conserved in perpetuity.

### **F. LEASES:**

The Trust conducts its operations from leased facilities. The Trust relocated to a new space during July of 2016 and signed a twenty four (24) month lease agreement. The lease was extended during 2018 until July 30, 2021 and in 2021 to July 31, 2023. The fair market value of the premises is estimated to be \$2,935 per month. The Trust is required to pay a total of \$950 a month. The difference of \$1,985 a month has been recorded as inkind revenue and expense for 2022 and 2021.

Effective January 1, 2021, the Trust adopted the new lease accounting guidance in Accounting Standards Update No. 2016-02, Leases (Topic 842). The Trust has elected the package of practical expedients permitted in ASC Topic 842. Accordingly, the Trust accounted for its existing operating lease as an operating lease under the new guidance, without reassessing (a) whether the contract contains a lease under ASC Topic 842, (b) whether classification of the operating lease would be different in accordance with ASC Topic 842. As a result of the adoption of the new lease accounting guidance, the Trust recognized on January 1, 2021, (a) a lease liability of \$29,090, which represents the present value of the remaining lease payments of \$29,450, discounted using the risk free two year United States Treasury rate of .925%, and (b) a right-of-use asset of \$29,090, which represents the lease liability.

Lease expense for 2022 and 2021 was \$11,758 and \$11,862, respectively, which included amortization of the right of use asset in excess of the lease liability of \$358 and \$462 for 2022 and 2021, respectively.

Future lease payment due under this operating lease total \$6,650 in 2023, with a discount reflected in the lease liability of \$20.

### **G. INVESTMENTS & FAIR VALUE MEASUREMENTS:**

The investments in mutual funds and common stock are accounted for at fair value. As of December 31, 2022 and 2021, the investments had a cost basis of \$1,942,086 and \$1,262,813 and a fair value of \$2,296,022 and \$2,025,521, respectively.

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Investment income on the statement of activities and changes in net assets is the following:

	<u>2022</u>		<u>2021</u>
Unrealized Gain (Loss)	\$ (427,249)	\$	217,558
Realized Gain (Loss)	<u>20,643</u>		<u>14,470</u>
Total	<u>\$ (406,606)</u>	\$	<u>232,028</u>

The Trust adopted Accounting Standards Codification 958 as of January 1, 2009. ASC 958, Fair Value Measurements, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 Measurements) and the lowest priority to unobservable inputs (Level 3 Measurements).

The three levels of the fair value hierarchy under ASC 958 are described as follows:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Trust has the ability to access.

Level 2: Inputs to valuation methodology include:

Quoted prices for similar assets or liabilities in active markets.

Quoted prices for identical or similar assets or liabilities in inactive markets.

Inputs other than quoted prices that are observable for the asset or liability.

Inputs that are principally from or corroborated by observable market data by correlation or other means.

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

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2022.

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Mutual funds: Valued at the net asset value (NAV) of shares held by the Trust at year end.

Common Stock: Quoted market prices on public exchanges.

Certificates of Deposit: Original cost with market adjustment based on current rates.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although 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 fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Trust's assets at fair value as of December 31, 2022:

	Assets at Fair Value as of December 31, 2022			
	Level 1	Level 2	Level 3	Total
Stock Mutual Funds	\$ 1,138,535	\$ -	\$ -	\$ 1,138,535
Bond Mutual Funds	661,263	-	-	661,263
Certificates of Deposit	496,224	-	-	496,224
Total Assets at Fair Value:	<u>\$ 2,296,022</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,296,022</u>

The following table sets forth by level, within the fair value hierarchy, the Trust's assets at fair value as of December 31, 2021:

	Assets at Fair Value as of December 31, 2021			
	Level 1	Level 2	Level 3	Total
Stock Mutual Funds	\$ 1,356,117	\$ -	\$ -	\$ 1,356,117
Bond Mutual Funds	669,404	-	-	669,404
Total Assets at Fair Value:	<u>\$ 2,025,521</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,025,521</u>

### H. GRANTS AND ACCOUNTS RECEIVABLE:

Grants and accounts receivable are recorded to the extent of qualifying grant expenditures made during the current year that are to be reimbursed after year end.

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Historically, bad debts have been immaterial. The Trust uses the direct write-off method, which is not in accordance with generally accepted accounting principles.

When an amount becomes uncollectible, it is charged to expense in the year it is deemed to be uncollectible. During 2022 and 2021, respectively, there were bad debts of \$0. As of December 31, 2022, management considers all grant and accounts receivable collectable.

Management considers accounts outstanding over 90 days to be past due. No interest is charged on past due receivables. As of December 31, 2022, there were no receivable balances past due.

### **I. CONTINGENCIES:**

Amounts received or receivable from federal and state government agencies are subject to audit and potential adjustment by the contracting agencies. Any disallowed claims, including amounts already collected, would become a liability of the Trust if so determined in the future. It is management's belief that no material amounts received or receivable will be required to be returned in the future.

### **J. INKIND REVENUE:**

During 2021, the Trust received property donations with a fair market value of \$24,999. These donations were recorded as inkind revenue and capitalized as land on the statement of financial position. The Trust also received inkind donations of professional services, space, and goods during 2022 and 2021.

These donations have been recorded both as inkind revenue and expense in the financial statements.

### **K. INCOME TAX & UNCERTAIN TAX POSITION:**

The Trust is a tax exempt non-profit organization under the Internal Revenue Code Section 501(c)(3) and is not classified as a private foundation. Accordingly, the financial statements do not include any provision for income taxes.

The Trust files income tax returns in the U.S. federal jurisdiction. The Trust is no longer subject to U.S. federal income tax examinations by tax authorities for years before 2019.

Currently, there is no examination or pending examination with the Internal Revenue Service (IRS).

The Trust adopted the provisions of FASB ASC 740-10, Accounting for Uncertainty in Income Taxes, on January 1, 2009. As of December 31, 2022, there are no tax positions

# North Olympic Land Trust & Subsidiary

## Notes to Consolidated Financial Statements

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for which the deductibility is certain but for which there is uncertainty regarding the timing of such deductibility.

### **L. SUBSEQUENT EVENTS:**

On March 11, 2020, the World Health Organization officially declared COVID-19, the disease caused by the novel coronavirus, a pandemic. COVID-19 has required the Trust to make adjustments to operating practice and delivery of services. The Trust has continued its work. Management is closely monitoring the evolution of this pandemic, including how it may affect the economy and the general population.

No other events have occurred through May 24, 2023, which is the date the financial statements were available to be issued, based on client facts and circumstances, for events requiring recording or disclosure in the financial statements for the year ended December 31, 2022.

### **M. EASEMENTS:**

The Trust holds a number of conservation easements. The Trust has determined that these easements have no measurable value as they include no affirmative rights and require the Trust to monitor and defend the easements on an ongoing basis. This practice is in line with the approach advocated by the Land Trust Alliance.

A nominal value of \$1 per easement has been recorded in the financial records for 2022 and 2021.

### **N. VACATION LIABILITY:**

The Trust provides for vacation benefits in accordance with current policy. As of December 31, 2022 and 2021, respectively, the vacation benefit liability was \$5,429 and \$17,820.

### **O. PAYCHECK PROTECTION PROGRAM LOAN:**

On April 10, 2020, the Trust received a loan of \$54,700 from Sound Community Bank. The loan was part of the Paycheck Protection Program, which is a United States Government program intended to mitigate the economic impact of the Covid-19 Pandemic. The loan was guaranteed by the United States Small Business Administration and carries a stated interest rate of 1%. The loan term was two years from inception, with interest payments starting on the 7th month following origination. However, the loan was eligible for forgiveness if the loan proceeds were used to subsidize payroll and certain occupancy costs of the Trust. The Trust used the loan proceeds for eligible expenses during 2020 and has recorded \$54,700 as grant income in the financial statements. The loan was formally forgiven in December of 2020.



# **North Olympic Land Trust & Subsidiary**

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On February 12, 2021, the Trust received a second loan of \$56,145 as part of a second round of Paycheck Protection Program loans. The loan terms were the same as for the first loan. The Trust used the loan proceeds for eligible expenses during 2021 and has recorded \$56,145 as grant income in the financial statements. The loan was formally forgiven in 2021.