# NATIONAL PARK TRUST, INC. AND AFFILIATES

# CONSOLIDATED FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

JUNE 30, 2021 AND 2020

PHILLIPS & ASSOCIATES, LLC

Certified Public Accountants

# NATIONAL PARK TRUST, INC. AND AFFILIATES

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# PHILLIPS & ASSOCIATES, LLC

#### **CERTIFIED PUBLIC ACCOUNTANTS**

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# INDEPENDENT AUDITORS' REPORT

The Board of Trustees NATIONAL PARK TRUST, INC. AND AFFILIATES

We have audited the accompanying consolidated financial statements of National Park Trust, Inc. and Affiliates (nonprofit organizations and herein referred to as "the Trust") which comprise the consolidated statement of financial position as of June 30, 2021 and 2020, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated 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 consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Trust as of June 30, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

# **Other-Matter**

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information on page 23-24 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 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 consolidated 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 consolidated financial statements as a whole.

Philps + Associato, LLC

Rockville, Maryland January 10, 2022

# NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION JUNE 30, 2021 AND 2020

# ASSETS

	2021	2020
CURRENT ASSETS Cash and cash equivalents Accounts receivable Pledges receivable, net (NOTE 6) Inventory Prepaid expenses and deposits Total Current Assets Investments (NOTE 5) Pledges receivable, long-term (NOTE 6) Website and app development-net (NOTE 4)	2021 \$ 1,098,999 63,794 267,580 86,979 478,888 1,996,240 1,299,011 7,417 177,355	\$ 317,431 198,173 375,392 92,533 380,403 1,363,932 991,194 101,334 115,306
Real estate and related holdings: Conservation easement (NOTE 10) Mineral rights (NOTE 11) Property held for parks (NOTE 12) Total real estate and related holdings TOTAL ASSETS	1,465,100 - 238,239 1,703,339 \$ 5,183,362	1,465,100 1,390,600 340,600 3,196,300 \$ 5,768,066
	<u> </u>	· · · ·
LIABILITIES AND NET ASSE	TS	
CURRENT LIABILITIES Accounts payable and accrued expenses PPP loan payable (NOTE 19)	\$ 494,641 	\$
Total Current Liabilities	494,641	200,502
NON-CURRENT LIABILITIES Loan payable, related party (NOTE 12 & 13) Total Non-Current Liabilities	<u> </u>	<u>-</u>
NET ASSETS Without Donor Restrictions Board designated:	1,115,487	306,809
Property held for exempt purposes Total Without Donor Restrictions	<u>1,548,339</u> 2,663,826	<u>3,196,300</u> 3,503,109
With Donor Restrictions (NOTE 9)	1,869,895	2,064,455
Total Net Assets	4,533,721	5,567,564
TOTAL LIABILITIES AND NET ASSETS	\$ 5,183,362	\$ 5,768,066

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

#### NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATED STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	WITHOUT DONOR RESTRICTIONS		DONOR DONOR			2020 TOTAL
REVENUE Contributions and grants Program service fee revenue Consignment and other sales income, net of COGS (NOTE 16) Investment income (NOTE 5) In-kind contributions (NOTE 14) Other income	\$	$1,863,822 \\524,330 \\5,168 \\12,830 \\155,000 \\15,628$	\$	531,591 - - - - -	\$ 2,395,413 524,330 5,168 12,830 155,000 15,628	\$ 2,308,180 245,600 13,192 14,622 348,650 7,505
TOTAL REVENUE		2,576,778		531,591	3,108,369	2,937,749
NET ASSETS RELEASED FROM RESTRICTIONS		727,375		(727,375)		
TOTAL REVENUE AND RECLASSIFICATIONS	\$	3,304,153	\$	(195,784)	\$ 3,108,369	\$ 2,937,749

#### NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATED STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	WITHOUT	2021 WITH		
	DONOR RESTRICTIONS	DONOR RESTRICTIONS	TOTAL	2020 TOTAL
EXPENSES				
Program Services: Youth and family programs	\$ 1,209,648	\$-	\$ 1,209,648	\$ 1,325,931
Land and parks preservation programs	1,235,546	÷ -	1,235,546	559,369
Grant management	73,700	-	73,700	31,609
Total program services	2,518,894	-	2,518,894	1,916,909
Supporting Services:				
General and administrative	171,533	-	171,533	247,164
Fundraising	183,113	-	183,113	160,375
Total supporting services	354,646	-	354,646	407,539
TOTAL EXPENSES	2,873,540		2,873,540	2,324,448
CHANGES IN NET ASSETS BEFORE				
NON-OPERATING ITEMS	430,613	(195,784)	234,829	613,301
NON-OPERATING ITEMS:				
REALIZED AND UNREALIZED GAINS ON INVESTMENTS	120,704	1,224	121,928	2,996
WRITE OFF OF PROPERTY FOR PARKS (NOTE 11)	(1,390,600)		(1,390,600)	
CHANGE IN NET ASSETS	(839,283)	(194,560)	(1,033,843)	616,297
NET ASSETS				
BEGINNING OF YEAR	3,503,109	2,064,455	5,567,564	4,951,267
END OF YEAR	\$ 2,663,826	\$ 1,869,895	\$ 4,533,721	\$ 5,567,564

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

#### NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2021

	Program Services						Supporting Services						Totals		
		Youth		Lands and				Total	Ma	anagement			Total	(	Combined
	ä	and Family		Parks		Grant	l	Program		&			Supporting		Totals
		Programs	Pres	ervation Programs	Ма	nagement		Services		General	Fu	ndraising	Services		2021
Grants & Scholarships	\$	218,987	\$	538,477	\$	38,500	\$	795,964	\$	-	\$	1,000	\$ 1,000	\$	796,964
Payroll Expenses		417,430		101,931		18,130		537,491		249,432		104,669	354,101		891,592
Professional Services		200,717		96,585		528		297,830		39,516		17,268	56,784		354,614
Office Expenses		19,466		6,565		3,921		29,952		25,173		16,723	41,896		71,848
Advertising & Promotion		1,736		332		-		2,068		-		57	57		2,125
Information Technology		13,988		451		1,000		15,439		4,087		995	5,082		20,521
Occupancy		48,645		3,352		3,352		55,349		16,762		3,352	20,114		75,463
Depreciation & Amortization		62,178		-		-		62,178		4,523		-	4,523		66,701
Travel and Meals		1,115		170		-		1,285		2,530		102	2,632		3,917
Meetings & Conferences		12,631		4,259		-		16,890		3,141		4,314	7,455		24,345
Book Value of Park Land Sold		-		457,631		-		457,631		-		-	-		457,631
Miscellaneous Expenses		832		1,665		-		2,497		23,845		8,934	32,779		35,276
Toolkit and Field Trips		72,543		-		-		72,543		-		-	-		72,543
Allocated Overhead		139,380		24,128		8,269		171,777		(197,476)		25,699	(171,777)		-
Totals	\$	1,209,648	\$	1,235,546	\$	73,700	\$ 2	2,518,894	\$	171,533	\$	183,113	\$ 354,646	\$	2,873,540

#### NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2020

	Program Services						Supporting Services						Totals		
		Youth		Lands and				Total	Ma	anagement			Total	С	ombined
	а	nd Family		Parks		Grant	I	Program		&			Supporting		Totals
		Programs	Pres	ervation Programs	Ma	nagement		Services		General	Fu	ndraising	Services		2020
Grants & Scholarships	\$	99,449	\$	45,289	\$	10,000	\$	154,738	\$	-	\$	-	\$-	\$	154,738
Payroll Expenses		447,574		123,030		12,488		583,092		266,686		75,889	342,575		925,667
Professional Services		293,553		105,356		-		398,909		35,445		16,884	52,329		451,238
Office Expenses		24,287		10,830		3,813		38,930		31,171		34,708	65,879		104,809
Advertising & Promotion		1,473		(12)		-		1,461		25		10	35		1,496
Information Technology		19,981		497		180		20,658		4,910		995	5,905		26,563
Occupancy		46,895		3,331		3,331		53,557		16,658		3,331	19,989		73,546
<b>Depreciation &amp; Amortization</b>		38,109		-		-		38,109		-		-	-		38,109
Travel and Meals		21,141		1,101		-		22,242		10,343		309	10,652		32,894
Meetings & Conferences		5,445		5,400		-		10,845		8,196		5,483	13,679		24,524
Book Value of Park Land Sold		-		245,600		-		245,600		-		-	-		245,600
Miscellaneous Expenses		1,242		1,242		-		2,484		25,963		11,845	37,808		40,292
Toolkit and Field Trips		169,474		-		-		169,474		498		-	498		169,972
Bad Debts		-		-		-		-		35,000		-	35,000		35,000
Allocated Overhead		157,308		17,705		1,797		176,810		(187,731)		10,921	(176,810)		-
Totals for 2020	\$	1,325,931	\$	559,369	\$	31,609	\$ 1	1,916,909	\$	247,164	\$	160,375	\$ 407,539	\$ 2	2,324,448

#### NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2021			2020			
CASH FLOWS FROM OPERATING ACTIVITIES	¢	(1.022.042)	¢	(1( 207			
Change in net assets Adjustments to reconcile change in net assets to net cash	\$	(1,033,843)	\$	616,297			
provided by (used for) operating activities:							
Realized/unrealized gain on investments		(121,928)		(2,996)			
Depreciation and Amortization		66,701		38,109			
Bad debt		-		(35,000)			
Donated securities		(271,505)		(382,387)			
Donated property		(55,000)					
(Increase) decrease in:		124.270					
Accounts receivables Pledges receivables		134,379 201,729		65,776 131,503			
Inventory		5,554		(10,988)			
Prepaid expense and deposits		(98,485)		(334,151)			
Property held for parks		1,702,960		(20,600)			
Increase (decrease) in:		_,,		()			
Accounts payable and accrued expenses		420,922		22,458			
Net Cash Provided by Operating Activities		951,484		88,021			
CASH FLOWS FROM INVESTING ACTIVITIES							
Proceeds from sales of investments		748,707		609,910			
Purchase of investments		(663,090)		(541,819)			
Aquisition of PP&E (includes web & app development)		(283,750)		(153,415)			
Net Cash (Used for) Investing Activities		(198,133)		(85,324)			
CASH FLOWS FROM FINANCING ACTIVITIES							
Proceeds from loan payable, related party		155,000		-			
Payments for PPP loan		(126,783)		126,783			
Net Cash Provided By Financing Activities		28,217		126,783			
NET INCREASE IN CASH		781,568		129,480			
CASH AND CASH EQUIVALENTS							
Beginning of year		317,431		187,951			
End of year	\$	1,098,999	\$	317,431			

#### 1. ORGANIZATION AND PURPOSE

NATIONAL PARK TRUST, INC. is incorporated as a not-for-profit organization in the District of Columbia and, as such, its purposes shall be limited to only charitable, scientific, literary or educational purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code. The Trust includes several affiliates. Those affiliates are listed below:

CANONIE IDNL ACQUISITION LLC is a Limited Liability Company formed on March 14, 2014, under the laws of Indiana. Its sole member is the National Park Trust. It is organized and operated exclusively for the tax exempt purpose of acquiring privately-owned parcels of land within or adjacent to Indiana Dunes National Park (formerly known as Indiana Dunes National Lakeshore [IDNL]), or anywhere within Indiana, holding them for conservation and donating them to the US National Park Service.

NPT RANGE LIGHT ACQUISITION LLC is a Limited Liability Company formed on August 25, 2017, under the laws of Michigan. Its sole member is the National Park Trust. It is organized and operated exclusively for the tax exempt purpose of acquiring privately-owned parcels of land within or adjacent to Pictured Rocks National Lakeshore in Michigan, or anywhere within Michigan, holding them for conservation and donating them to the US National Park Service.

NPT VIRGINIA PARKS PROJECTS LLC is a Limited Liability Company formed on June 10, 2019, under the laws of Virginia. Its sole member is the National Park Trust. It is organized and operated exclusively for the tax exempt purpose of acquiring privately-owned parcels of land within or adjacent to the Appalachian National Scenic Trail in Virginia, or anywhere within Virginia, holding them for conservation and donating them to the US National Park Service.

NPT KANSAS PARK PROJECTS LLC is a Limited Liability Company formed on April 16, 2021, under the laws of Kansas. Its sole member is the National Park Trust. It is organized and operated exclusively for the tax exempt purpose of acquiring privately-owned parcels of land within or adjacent to the Fort Scott National Historic Site in Kansas, holding them for conservation and donating them to the US National Park Service.

National Park Trust's goal is to preserve our national parks. We accomplish this goal by 1) acquiring land to our national parks and 2) engaging youth and families with our public lands and waters to cultivate future caretakers of our parks. Our mission is to preserve parks today and create park stewards for tomorrow.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Accounting**

The consolidated financial statements of the Trust have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

#### **Basis of Presentation**

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Without donor restrictions – Net assets that are not subject to donor-imposed restrictions.

With donor restrictions – Net assets subject to donor-imposed restrictions that expire through the passage of time or can be removed by actions pursuant to those restrictions. Other donor-imposed restrictions may be perpetual in nature.

#### **Principles of Consolidation**

The consolidated financial statements include the accounts of National Park Trust, Inc., Virginia Parks Projects LLC, Kansas Park Projects LLC and other Affiliates (Canonie IDNL Acquisition LLC and Range Light Acquisition LLC). All material inter-company transactions and accounts have been eliminated.

Except when referred to separately, all entities are collectively referred to as "the Trust" throughout the accompanying consolidated financial statements and related notes.

#### Cash and Cash Equivalents

For the consolidated statements of financial position and cash flows, the Trust considers all highly liquid investments which can be converted into known amounts of cash and have a maturity period of 90 days or less at the time of purchase, to be cash equivalents. Short-term investments are not considered to be cash equivalents.

Financial instruments that potentially subject the Trust to significant concentrations of credit risk consist of cash and cash equivalents, and investments. The Trust maintains cash deposit and transaction accounts, along with investments, with various financial institutions and these values, from time to time, exceed insurable limits under the Federal Depository Insurance Corporation (FDIC) and Securities Investor Protection Corporation (SIPC). The Trust has not experienced any credit losses on its cash and cash equivalents, and investments to date as it relates to FDIC and SIPC insurance limits. Management periodically assesses the financial condition of these financial institutions and believes that the risk of any credit loss is minimal.

As of June 30, 2021 and 2020, the Trust had cash or cash equivalent balances exceeding federally insured limits (FDIC) by \$871,916 and \$67,662, respectively. As of June 30, 2021 and 2020, cash or cash equivalent balances exceeded federal SIPC insured limits by \$487,023 and \$308,788.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Prepaid Expenses and Deposits**

Payments made in advance of future performance of services, receipt of goods or incurrence of expenses are recorded as prepaid expenses and deposits in the accompanying statements of financial position. Prepaid expenses and deposits include \$478,888 and \$380,403 on June 30, 2021 and 2020 of matching funds advanced to the NPS in requirement of the Centennial Challenge award.

#### Inventory

Inventory is comprised of Buddy Bison plush toys, t-shirts, books, and other items held for resale or use in its program activities. Inventory is stated at the lower of cost (determined on a first-in, first-out basis) or market value. The Trust periodically reviews inventory for slow-moving or obsolete items and determines if a reserve is necessary. At June 30, 2021 and 2020, there was no obsolete inventory.

#### Investments

The Trust carries investments in equity securities with readily determinable fair values and investments in debt securities at their fair values in the statement of financial position. Fair value is determined, when available, from quoted prices on major markets. Realized and unrealized gains and losses are reported in the accompanying consolidated statement of activities.

#### Fair Value Measurements

The Trust has adopted FASB Accounting Standards Codification (ASC) 820 relating to standards on fair value measurement, which apply whenever other authoritative literature requires certain assets and liabilities to be measured at fair value. Items carried at fair value on a recurring basis consist primarily of financial instruments which are valued primarily based on quoted prices in active or brokered markets for identical as well as similar assets and liabilities. The Trust also uses fair value concepts to test various long-lived assets for impairment, if applicable.

#### Accounts Receivable

Accounts receivable principally represent amounts due from consignment sales and other nominal items. The entire amount of accounts receivable is expected to be collected within one year and is recorded at net realizable value. No allowance for doubtful accounts has been recorded, as management believes that all receivables are fully collectible.

#### **Pledges Receivable**

Pledges receivable represent unconditional amounts committed to the Trust. Amounts receivable in more than one year are initially recorded using a discount rate that considers market and credit risk. No discount was recorded on multi-year pledges receivable due to immateriality. Management determines the allowance for doubtful accounts based upon review of outstanding receivables, historical collection information, and existing economic conditions. When a restriction is satisfied, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions. At June 30, 2021 and 2020, an allowance for doubtful accounts of \$10,000 and \$10,000 was recognized, respectively.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Property and Equipment**

The Trust capitalizes all property and equipment over \$1,000. Property and equipment are recorded at cost or, if donated, at the approximate fair value at the date of donation. Equipment is being depreciated over estimated useful lives, primarily five years. Upon disposal of depreciable assets, the cost and related accumulated depreciation are eliminated from the accounts and the resulting gain or loss is credited or charged to income. Expenditures for repairs and maintenance are expensed as incurred.

#### Real Estate and Related Holdings

Real estate and related holdings are recorded at cost if purchased, or, if donated, at fair market value on the date of the donation as determined primarily by one of the following valuation procedures:

- For material donations where a current appraisal is available from a professional qualified appraiser, such value may be adopted when the Trust is satisfied that the appraisal is reasonable.
- For immaterial donations where a current appraisal is not available, the Trust may use alternative methods that are cost effective for the individual circumstances. These methods may include self-appraisal and/or information provided by third parties including brokers, agents and others.

The Trust acquires, either through purchases or donation, real estate and related holdings with the intention of holding, selling or transferring for the purpose of preserving the National Park System.

#### Impairment of Long-Lived Assets

The Trust's assets are reviewed for indication of impairment at each reporting date. If any such indication exists, an estimate of recoverable amount is undertaken, which is the higher of an asset's fair value less costs of disposal and value in use. If the asset's carrying amount exceeds its recoverable amount, an impairment loss is recognized in the statement of activities. An impairment loss is reversed if there is an indication that there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that it does not exceed original carrying amount as if no impairment loss had been recognized.

#### **Revenue Recognition**

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in restricted net assets where their use is restricted by explicit donor stipulation or by law. Expirations of restrictions on net assets by fulfillment of the donor stipulated purposes or by passage of the stipulated time period are reported as reclassifications between the applicable classes of net assets. If the restriction is met in the same period in which the revenue is received, the revenue is recognized as support without donor restrictions.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Grants and contributions are recognized as revenue in the period received or promised. Conditional promises to give are not recognized until they become unconditional, that is, at the time when the conditions on which they depend are substantially met. Contributions to be received after one year are discounted at a rate commensurate with the risks involved. Grant funds received where the Trust is acting as an intermediary for disbursing to identified grant awardees are not recognized as revenue, but instead as a liability, which is removed from the books upon disbursement.

Revenues from federal and other cost reimbursable funding sources are recognized when the related expenses are incurred and are included in contributions and grants in the accompanying consolidated statements of activities. Billings for cost reimbursable agreements not yet received are reported as accounts receivable in the accompanying consolidated statements of financial position. Expenses charged to federal grants, including allocable indirect costs and fringe benefits, are subject to audit and adjustment. Funds received in advance of the period in which they will be recognized are reported as refundable advances in the accompanying statements of financial position.

#### Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying consolidated statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

#### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect certain amounts reported in the consolidated financial statements and accompanying notes. Actual results could differ from those estimates.

#### **In-Kind Contributions**

The Trust receives in-kind contributions from individuals and organizations interested in the Trust's programs. Contributions of services are recognized if the services received create or enhance non-financial assets or require specialized skills, and are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. Contributed services and promises to give services that do not meet the above criteria are not recognized. The in-kind contributions include mainly legal services and are recorded as revenue at a value estimated by the donor.

#### **Income Taxes**

National Park Trust is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. However, the Trust is required to report unrelated business income to the Internal Revenue Service and the District of Columbia. There were no unrelated business income tax expenses for the years ended June 30, 2021 and 2020.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

The Trust's affiliates are disregarded entities for income tax purposes. Since the affiliates are single member LLC's, all items of income and expenditure are attributable to the Trust and are reported on its annual 990. All activities are related to the mission of the Trust.

Management has evaluated the Trust's tax position and concluded that there were no uncertain tax positions at June 30, 2021 and 2020.

#### Website and App Development

The Trust accounts for website and app development costs in accordance with Accounting Standards Codification 350-50 "Website Development Costs" (ASC 350-50). All costs incurred in the planning stage are expensed as incurred, costs incurred in the website and app costs incurred in the website and app infrastructure development stage are accounted for in accordance with ASC 350-50, which requires the capitalization of certain costs that meet specific criteria, and costs incurred in the day-to-day operation of the website and app are expensed as incurred. The Trust capitalizes third-party external website and app development costs which include acquisition of domains; coding for web, Android and iOS applications; graphical design and layout of the website and app pages; and related development costs over a three-year period using straight-line amortization.

#### Accounting Pronouncements

In 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014–19—*Revenue from Contracts with Customers, as amended (Topic 606).* ASU applies to exchange transactions with customers that are bound by contracts or similar arrangements and establishes a performance obligation approach to revenue recognition. For private companies and private not-for-profits, the effective date is for fiscal years beginning after Dec. 15, 2019 and interim periods within fiscal years beginning after Dec. 15, 2020. The Trust adopted this update and the adoption did not materially impact the financials.

In February 2016, the FASB issued ASU 2016-02, Leases (Topic 842). ASU 2016-02 requires a lessee to record, for all leases with a lease term of more than 12 months, an asset representing its right to use the underlying asset for the lease term and a liability to make lease payments. For leases with a lease term of 12 months or less, a practical expedient is available whereby a lessee may elect, by class of underlying asset, not to recognize a right-of-use asset or lease liability. A lessee making this accounting policy election would recognize lease expense over the term of the lease, generally using the straight-line method. The guidance is effective for fiscal years beginning after December 15, 2021. Early adoption is permitted. The Trust is evaluating the effect that adoption of ASU 2016- 02 will have on its consolidated financial statements.

# 3. LIQUIDITY AND AVAILABILITY

As of June 30, 2021, the Trust's liquidity and financial resources available within one year for general expenditure, such as operating expenses, were as follows:

Financial assets at year-end:								
Cash and cash equivalents	\$ 1,098,999							
Receivables, current	331,374							
Investments	1,299,011							
Total financial assets	<u>\$ 2,729,384</u>							
Financial assets available to meet								
general expenditures over the next year	<u>\$ 2,729,384</u>							

#### 4. WEBSITE AND APP DEVELOPMENT

The following is a summary of website and app development costs at June 30, 2021 and 2020:

	2021	2020
Website App Less: accumulated amortization	\$ 144,415 137,750 _(104,810)	\$ 73,415 80,000 <u>(38,109</u> )
Website and app development, net	<u>\$ 177,355</u>	<u>\$ 115,306</u>

Amortization expense for the years ended June 30, 2021 and 2020 was \$66,701 and \$38,109, respectively.

#### 5. INVESTMENTS

The Trust follows FASB Accounting Standards Codification 820, Fair Value Measurements and Disclosures, for its financial assets. Investments are categorized by Level 1, 2, and 3, which are based on the degree of certainty around the investments' underlying value. Level 1 investments can be valued with certainty because they are liquid and have clear market prices. Level 2 is based on observable inputs other than quoted market prices. Level 3 investments are illiquid and estimating their value requires inputs that are unobservable and reflect management assumptions.

#### 5. INVESTMENTS (CONTINUED)

The following schedule summarizes the Trust's investment at June 30:

	2021	2020
<u>Level 1</u> Money market funds Fixed income	\$ 737,023 117,596	\$    558,788 108,638
Equities: Emerging markets Multi-strategy Small cap Large cap	40,640 3,664 30,352 279,301	28,342 5,490 19,681 203,968
Large cap developed	90,435	66,287
	<u>\$1,299,011</u>	<u>\$ 991,194</u>

The following schedule summarizes investment return at June 30:

	2021	2020
Interest and dividend income Realized gains on investments Unrealized gain (loss) on investments	\$ 12,830 3,518 <u>118,410</u>	\$ 14,622 5,605 (2,609)
	<u>\$ 134,758</u>	<u>\$    17,618</u>

# 6. PLEDGES RECEIVABLE

Pledges receivables are promised as follows at June 30:

	2021	2020
Due in less than one year Due in one to five years Total pledges receivable	\$ 277,580 <u>7,417</u> 284,997	\$ 385,392 <u>101,334</u> 486,726
Less allowance for uncollectible	<u>(10,000</u> )	<u>(10,000</u> )
Net contributions receivable	<u>\$ 274,997</u>	<u>\$ 476,726</u>

#### 7. LEASE COMMITMENTS

The Trust leases office space in Rockville, Maryland. The Trust entered into an operating lease agreement with the lease term commencing on December 1, 2016 and expiring on February 28, 2022. The lease calls for fixed monthly rental payments, with a 3% annual escalation plus pro-rata share of operating expenses. Under accounting principles generally accepted in the United States of America, all fixed rent increases and lease incentives are recognized on a straight-line basis over the term of the lease.

# 7. LEASE COMMITMENTS (CONTINUED)

The difference between this expense and the required payments for subsequent years is not included as deferred rent in the accompanying consolidated statements of financial position due to immateriality. Additionally, the Trust leases office equipment under an operating lease, which extends through May 2022. The lease calls for fixed monthly payments of \$175.

Rent expense for the years ended June 30, 2021 and 2020 totaled \$66,004 and \$64,350, respectively.

Future minimum annual rental payments under the terms of existing leases are as follows:

Year Ending June 30,

2022 <u>\$ 43,278</u>

#### 8. RETIREMENT PLAN

The Trust maintains a defined contribution plan ("the plan") under Section 401(k) of the Internal Revenue Code (IRC). Employees are eligible to participate in the plan on the first day of the month following six months of employment. The plan allows for the Trust to make discretionary contributions to eligible participants equal to employee contributions up to the lower of 5% of compensation or \$10,000. Total contributions under the Plan for the years ended June 30, 2021 and 2020, were \$34,033 and \$32,722, respectively.

#### 9. NET ASSETS WITH DONOR RESTRICTIONS

The following is an analysis of restricted net assets at June 30,

	2021	2020
Net assets with donor restrictions: Time restricted for programs Treasure Forever revolving fund Land acquisitions Donor-restricted endowment	\$ 878,796 846,479 105,240 <u>39,380</u>	\$ 663,417 820,231 541,427 <u>39,380</u>
Total	<u>\$ 1,869,895</u>	<u>\$ 2,064,455</u>

#### **10. CONSERVATION EASEMENT**

The Trust received a contribution of a conservation easement known as the Johnnycake Ranch in Arkansas that represents restrictions over the use and development of land not owned by the Trust.

#### **10. CONSERVATION EASEMENT (CONTINUED)**

This easement provides for retaining or protecting natural, scenic, historical or open space values of real property, assuring its availability for agricultural, forest, recreation, education or open space use, protecting natural features and resources, maintaining or enhancing air quality or preserving the natural, historical, agricultural, archeological or cultural aspects of real property. The fair market value of the conservation easement at the time of donation was \$1,465,100.

#### **11. MINERAL RIGHTS**

The Park Trust received donations of mineral rights and associated removal rights from 5,676 acres of land situated in Hardy County, West Virginia in 2003. During fiscal year 2021, the Park Trust Board of Trustees determined that the Trust should donate the rights to the U.S. Forest Service, owner of the fee estate, which will extinguish the Trust's and any other successors' rights to exploit the underlying minerals. The Trust's previous carrying value, \$1,390,600 for the asset, has been written off due to the Board's decision.

# **12. PROPERTY FOR PARKS**

During fiscal year 2019, NPT Virginia Parks Projects, LLC received a donation of land on the Appalachian National Scenic Trail in Virginia with a fair value of \$320,000. The property consisted of land only and was transferred to the federal government upon completion of governmental documentation/procedures during fiscal year 2021.

During fiscal year 2021, the Trust received a donation of land in Fort Washington Federal State Park with a fair value of \$55,000. The property consists of land only and is to be transferred to the federal government upon completion of governmental documentation/procedures during fiscal year 2022. The Trust is the named owner on the deed and intends to donate the land to the National Park Service.

During fiscal year 2021, NPT Kansas Park Projects, LLC purchased land and a building in Fort Scott, KS for \$155,000, secured by a loan to the Trust from a board member (see note 13). The property consists of land and a building and is to be sold to the National Park Service upon completion of governmental documentation/procedures at an unknown future date. The building has a tenant occupying it under an existing lease agreement that was transferred to NPT Kansas Park Projects, LLC upon purchase.

During fiscal year 2021, the Trust purchased land in San Antonio Missions National Historical Park, TX for \$445,800. The property consists of land only and was sold to the National Park Service in fiscal year 2021 for \$445,800 upon completion of governmental documentation/procedures.

#### **12. PROPERTY FOR PARKS (CONTINUED)**

During fiscal year 2021, the Trust financed the purchase of two tracts by the City of Monroe, MI of land in Monroe, MI with a fair value of \$215,000, of which the Trust contributed \$204,000 of restricted funds from a donation received in fiscal year 2019. This \$204,000 of funding also served as matching funds for the City of Monroe to obtain a grant from the State of Michigan for \$504,000, which was used to purchase additional properties in cooperation with and support of River Raisin National Battlefield Park.

#### **13. RELATED PARTIES**

Members of the Board of Trustees made contributions totaling \$389,800 and \$620,648 respectively, for the fiscal years ended June 30, 2021 and 2020. Some of these contributions were received in the form of pledges. Unconditional promises to give from Board members totaled \$204,346 and \$259,213 at June 30, 2021 and 2020, respectively, and are included in pledges receivable in the accompanying consolidated statements of financial positions.

On April 2, 2021, the Trust entered into a note agreement with a Board of Trustee member to finance the purchase price of the property in Fort Scott, KS of \$155,000. The note is interest-only, payable quarterly at an annual rate of 3% with a balloon payment of the principal on its maturity date of June 30, 2027.

#### **14. IN-KIND CONTRIBUTIONS**

The Trust received in-kind contributions during 2021 and 2020, They are as follows:

	2021	2020
Donated legal	\$ 155,000	\$ 348,650
Donated land	<u> </u>	
	\$ 210,000	\$ 348,650

#### **15. DESCRIPTION OF PROGRAMS**

Lands and Parks Preservation Programs

Preserving parks today: Since 1983, National Park Trust has completed 76 land acquisition, restoration, and mitigation projects to protect more than 25,000 acres in 30 states, one U.S. Territory, and Washington, D.C. Sixty-one of these projects have benefited 49 units of the National Park Service. While our earlier work included preservation of various federal, state and local public lands, currently our work focuses solely on national park sites. The Trust selects land projects from a high-priority list established by the National Park Service (NPS) and includes privately owned parcels (from willing sellers) that are located within current national park boundaries as well as adjacent lands to national parks.

# **15. DESCRIPTION OF PROGRAMS (CONTINUED)**

All lands acquired are donated to the National Park Service for permanent protection. The Trust may work as the sole non-profit partner with the NPS on a particular project; however, we also often work as a partner with national and local land trusts and friends groups to complete park preservation projects.

#### Youth and Family Programs

Creating park stewards for tomorrow: To ensure the preservation of our parks and public lands and waters in perpetuity, National Park Trust focuses on getting kids and families to parks with the goal of building the pipeline of future park stewards and outdoor enthusiasts. The Trust has four national initiatives to engage youth and families: 1) Buddy Bison Programs, 2) National Kids to Parks Day, 3) College Ambassador Program, and 4) Military & Family Engagement Programs. All provide park experiences for under-served youth, their families and teachers. These park experiences 1) enhance classroom curriculum, 2) promote health and wellness through outdoor recreation, and 3) foster park stewardship through career awareness and volunteer opportunities. To date, since 2009, the Park Trust's youth and family programs have reached more than 3,000,000 children and families and have collaborated with and garnered recognition from the White House, Department of the Interior, National Park Service, U.S. Forest Service and numerous national and local education and conservation partners.

In 2020 in response to the urgent needs expressed by teachers as a result of the pandemic, the Park Trust expanded its Buddy Bison School program with the launch of the Buddy Bison Creative Learning Program. This multi-dimensional distance learning program supported schools by bringing parks and nature to kids during a time of social distancing and at-home schooling. Response to the virtual programs was positive with two-thirds of teachers requesting a continuation of the program after a return to the classroom. As a result, the schools are now offered a hybrid program, blending the best of in-park and virtual programs.

#### Grant Management

Another way the Park Trust works towards creating park stewards of tomorrow is through grant management services. National Park Trust provides turn-key services that enable brands to realize the benefits of a robust giving program — minimizing administrative expenses while maximizing program efficiency. Grant management directly helps the Trust achieve its mission. The Trust currently manages five grant making programs and to date has cumulatively awarded nearly \$1 million to schools and nonprofits that connect people with the outdoors.

# **16. CONSIGNMENT AND OTHER SALES INCOME**

Consignment and other sales income is stated at net for financial reporting purposes. As of June 30, 2021, and 2020, consignment and other sales income is as follows:

	2021	2020			
Gross consignment sales Other sales income Total gross sales Less: cost of goods sold	\$ 3,118 <u>4,326</u> 7,444 <u>(2,276)</u>	\$ 18,564 <u>1,656</u> 20,220 <u>(7,028</u> )			
Net consignment and other sales	<u>\$    5,168</u>	<u>\$ 13,192</u>			

#### **17. LINE OF CREDIT**

The Trust maintains a line of credit, which is used to finance short-term working capital needs. The maximum credit under the line is \$150,000, and any excess draws are required to be paid immediately. Interest is computed monthly at a rate of prime plus 3.5%, which was 6.75% and 6.75% at June 30, 2021 and 2020, respectively. There were no outstanding borrowings on this line of credit at June 30, 2021 and 2020.

# **18. TREASURE FOREVER FUND**

During the fiscal year ended June 30, 2019, the Trust established the Treasure Forever Fund ("TFF"), which is a revolving fund used to purchase and preserve critical lands and waters for National Parks, but only where the acquisition is an acknowledged priority for a specific National Park and a committed source of subsequent repayment (such as Land and Water Conservation Fund) has been identified.

The TFF was made up of the following:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Pledges Receivable, Due in less than 1 year	\$ 104,583	\$ 160,817
Pledges Receivable, Due in 1 to 5 years	7,417	101,334
Closing and related costs to be reimbursed, net	2,675	4,424
Investments	731,804	<u>553,656</u>
Total at June 30	<u>\$ 846,479</u>	<u>\$ 820,231</u>

#### **18. TREASURE FOREVER FUND (CONTINUED)**

During the years ended June 30, 2021 and 2020, the TFF had the following activities:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Pledges and contributions	\$ 25,024	\$ 489,000
Investment income, net of fees	1,224	5,865
Land conservation sales	449,050	245,600
Proceeds of land conservation sales reinvested	<u>(449,050</u> )	<u>(245,600</u>
Change in TFF	26,248	494,865
Balance on July 1	820,231	325,366
Balance on June 30	<u>\$ 846,479</u>	<u>\$ 820,231</u>

#### **19. LOANS PAYABLE- PAYCHECK PROTECTION PROGRAM**

On April 22, 2020, the Trust received loan proceeds in the amount of approximately \$126,783 under the Paycheck Protection Program ("PPP") with M&T Bank. The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act ("CARES Act"), provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loans and accrued interest are forgivable after eight weeks, assuming the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the eight-week period. The unforgiven portion of the PPP loan is payable over two years at an interest rate of 1%, with a deferral of payments for the first six months.

On March 25, 2021, National Park Trust received approval from M&T Bank and the Small Business Administration (SBA) that the 1st Paycheck Protection Program Loan, in the amount of \$126,783 dated April 22, 2020, had been forgiven in its entirety.

#### **20. UNCERTAINTIES**

On March 11, 2020, the World Health Organization pronounced the coronavirus (COVID-19) outbreak a pandemic. Citizens and the economies of the United States and other countries have been significantly impacted by the pandemic. The duration and impact remain unknown, but so far have been expansive. While it is premature to accurately predict how the coronavirus will ultimately affect the Trust's operations because the disease's severity and duration remain uncertain. Our opinion is not modified with respect to this matter and no pandemic implications are accounted for in these financial statements.

#### **21. SUBSEQUENT EVENTS**

In accordance with FASB ASC 855, the Trust evaluated subsequent events through January 10, 2022, the date these financial statements were available to be issued. There were no material subsequent events that required recognition or additional disclosure in these financial statements.

#### NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATING STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED JUNE 30, 2021 (WITH COMPARATIVE CONSOLIDATED TOTALS FOR THE YEAR ENDED JUNE 30, 2020)

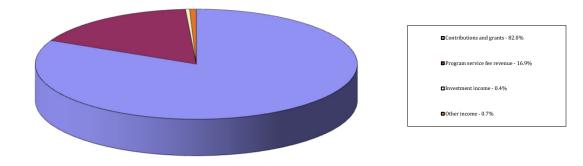
		2020					
	National Park Trust, Inc.	Virginia Parks Projects LLC	Kansas Park Projects LLC	Other Affiliates	Eliminations	Consolidated Total	Consolidated Total
CURRENT ASSETS	National Fark frast, inc.				Emmadons	consolidated Four	consolidated Total
Cash and cash equivalents	\$ 1,098,999	\$ -	\$-	\$ -	\$-	\$ 1,098,999	\$ 317,431
Accounts receivable	63,794	-	-	-	-	63,794	198,173
Pledges receivable, net (NOTE 6) Inventory	267,580 86,979	-	-	-	-	267,580 86,979	375,392 92,533
Prepaid expenses	478,888					478,888	380,403
Total Current Assets	1,996,240					1,996,240	1,363,932
Investments (NOTE 5)	1,299,011	-	-	-	-	1,299,011	991,194
Pledges receivable, net (NOTE 6)	7,417	-	-	-	-	7,417	101,334
Website and app development-net (NOTE 4) Due from Kansas Park Projects LLC	177,355 155,000	-	-	-	- (155,000)	177,355	115,306
	155,000	-	-	-	(155,000)	-	-
Real estate and related holdings: Conservation easement (NOTE 10)	1,465,100	-	-	-	-	1,465,100	1,465,100
Mineral rights (NOTE 11)			-		-		1,390,600
Property for parks (NOTE 12)	83,239		155,000	-		238,239	340,600
Total real estate and related holdings	1,548,339		155,000	-		1,703,339	3,196,300
TOTAL ASSETS	\$ 5,183,362	\$ -	\$ 155,000	\$ -	\$ (155,000)	\$ 5,183,362	\$ 5,768,066
LIABILITIES AND NET ASSETS							
CURRENT LIABILITIES							
Accounts payable and accrued expenses	\$ 494,641	\$-	\$-	\$-	\$ -	\$ 494,641	\$ 73,719
Loan payable, related party (NOTE 12 & 13)	155,000	-	-	-	-	155,000	-
PPP loan payable (NOTE 19)	<u> </u>	-				<u>-</u>	126,783
Total Current Liabilities	649,641					649,641	200,502
NON-CURRENT LIABILITIES							
Loan payable, related party (NOTE 12 & 13)	155,000	-	-	-	-	155,000	-
Due to National Park Trust			155,000		(155,000)	<u>-</u>	<u>-</u>
Total Non-Current Liabilities	155,000		155,000		(155,000)		<u>-</u>
NET ASSETS							
Without Donor Restrictions	1,115,487	-	-	-	-	1,115,487	306,809
Board designated:	1 540 220					1 540 220	2 10 ( 200
Property held for exempt purposes	1,548,339					1,548,339	3,196,300
Total Without Donor Restrictions	2,663,826 1,869,895	-	-	-	-	2,663,826 1,869,895	3,503,109
With Donor Restrictions (NOTE 9)							2,064,455
Total Net Assets	4,533,721	<u> </u>				4,533,721	5,567,564
TOTAL LIABILITIES AND NET ASSETS	\$ 5,183,362	\$ -	\$ 155,000	\$ -	\$ (155,000)	\$ 5,183,362	\$ 5,768,066

#### NATIONAL PARK TRUST, INC. AND AFFILIATES CONSOLIDATING STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2021 (WITH COMPARATIVE CONSOLIDATED TOTALS FOR THE YEAR ENDED JUNE 30, 2019)

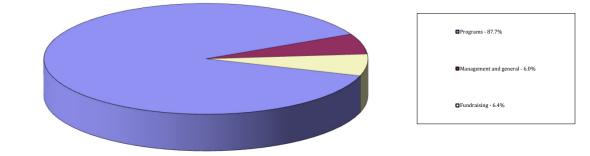
	2021										2020			
	Natinal Park Trust, Inc.		Virginia Parks Projects LLC		Kansas Park Projects LLC		Other Affiliates		Eliminations		Consolidated Total		Consolidated Total	
REVENUE Contributions and grants Program service fee revenue Consignment and other sales income, net of COGS (NOTE 16) Investment income (NOTE 5) In-kind contributions (NOTE 14) Other income	\$	2,395,413 524,330 5,168 12,830 155,000 15,628	\$	- - - -	\$	- - - -	\$	- - - - -	\$	- - - -	\$	2,395,413 524,330 5,168 12,830 155,000 15,628	\$	2,308,180 245,600 13,192 14,622 348,650 7,505
TOTAL REVENUE	\$	3,108,369	\$	-	\$	-	\$	-	\$	-	\$	3,108,369	\$	2,937,749
EXPENSES Program Services: Youth and family programs Land and parks preservation programs Grant management Total program services Supporting Services: General and administrative Fundraising	\$	1,209,648 915,546 73,700 2,198,894 171,533 183,113 354,646	\$	320,000	\$	- - - - - - -	\$	- - - - - - -	\$	- - - - - - -	\$	1,209,648 1,235,546 73,700 2,518,894 171,533 183,113 354,646	\$	1,325,931 559,369 31,609 1,916,909 247,164 160,375 407,539
TOTAL EXPENSES	\$	2,553,540	\$	320,000	\$	-	\$	-	\$	-	\$	2,873,540	\$	2,324,448
CHANGES IN NET ASSETS BEFORE NON-OPERATING ITEMS		554,829		(320,000)		-		-		-		234,829		613,301
NON-OPERATING ITEMS: REALIZED AND UNREALIZED GAINS ON INVESTMENTS WRITE OFF OF PROPERTY FOR PARKS		121,928 (1,390,600)		-		-		-		-		121,928 (1,390,600)		2,996
CHANGE IN NET ASSETS		(713,843)		(320,000)		-		-		-		(1,033,843)		616,297
NET ASSETS BEGINNING OF YEAR		5,567,564		-		-		-				5,567,564		4,951,267
END OF YEAR	\$	4,853,721	\$	(320,000)	\$		\$	-	\$	-	\$	4,533,721	\$	5,567,564

#### NATIONAL PARK TRUST, INC. AND AFFILIATES SELECTED GRAPHIC INFORMATION FOR THE YEAR ENDED JUNE 30, 2021

2021 Support and Revenue

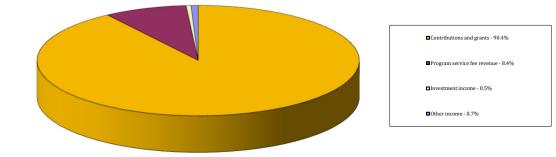


2021 Expenses



#### NATIONAL PARK TRUST, INC. AND AFFILIATES SELECTED GRAPHIC INFORMATION FOR THE YEAR ENDED JUNE 30, 2020

2020 Support and Revenue



2020 Expenses

