

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**FINANCIAL STATEMENTS**  
**YEARS ENDED SEPTEMBER 30, 2020 AND 2019**



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## INDEPENDENT AUDITORS' REPORT

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

We have audited the accompanying financial statements of Conservancy of Southwest Florida, Inc. (the Organization), a nonprofit corporation, which comprise the statements of financial position as of September 30, 2020 and 2019, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

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

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

### ***Auditors' Responsibility***

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

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

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

Board of Directors  
Conservancy of Southwest Florida, Inc.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Organization at September 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

**Emphasis of a Matter**

As discussed in Note 1 to the consolidated financial statements, the Organization adopted a provision of Financial Accounting Standards Board Accounting Standards Updates 2018-08 *Not-for-Profit-Entities (Topic 958): Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions made* as management believes the standard improves the usefulness and understandability of the Organization's financial reporting. Our opinion is not modified with respect to that matter.



**CliftonLarsonAllen LLP**

Naples, Florida  
February 12, 2021

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**STATEMENTS OF FINANCIAL POSITION**  
**SEPTEMBER 30, 2020 AND 2019**

<b>ASSETS</b>	2020	2019
Cash and Cash Equivalents	\$ 9,358,045	\$ 3,668,290
Cash and Cash Equivalents - Restricted for Long-Term Purposes	492,640	2,851,798
Accrued Interest Receivable	32,187	39,225
Unconditional Promises to Give, Net	6,415,049	5,259,639
Inventory	29,890	16,255
Prepaid Expenses and Other Assets	267,532	239,403
Other Receivables	94,051	11,652
Investments	39,416,095	33,611,063
Trust Receivable and Split-Interest Agreement, Net	2,175,897	1,996,943
Property and Equipment, Net	21,545,655	22,512,446
Construction in Process	1,203,215	227,086
Land Held for Conservation	5,018,105	5,018,105
Total Assets	\$ 86,048,361	\$ 75,451,905
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 1,283,577	\$ 612,067
Deferred Revenue	1,048,248	1,055,778
Facility Deposits	2,250	2,875
Notes Payable	788,268	-
Total Liabilities	3,122,343	1,670,720
<b>NET ASSETS</b>		
Without Donor Restrictions:		
Undesignated	8,782,331	7,389,276
Designated for Property and Equipment	21,545,655	22,512,446
Board-Designated	18,616,093	18,616,093
Total Without Donor Restrictions	48,944,079	48,517,815
With Donor Restrictions:		
Subject to Purpose or Time Restrictions	15,471,917	6,770,024
Held in Perpetuity	18,510,022	18,493,346
Total With Donor Restrictions	33,981,939	25,263,370
Total Net Assets	82,926,018	73,781,185
Total Liabilities and Net Assets	\$ 86,048,361	\$ 75,451,905

See accompanying Notes to Financial Statements.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**YEAR ENDED SEPTEMBER 30, 2020**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>SUPPORT AND REVENUES</b>			
Contributions	\$ 3,489,516	\$ 9,770,361	\$ 13,259,877
Investment Return, Net	1,323,115	1,052,192	2,375,307
Program Income	88,783	-	88,783
Grants	1,108,586	-	1,108,586
Store Sales	13,180	-	13,180
Special Events Revenue	\$ 2,391,848		
Special Events Direct Expenses	<u>(941,320)</u>	1,450,528	1,450,528
Admissions	64,063	-	64,063
Other	16,790	-	16,790
Loss on Disposal of Property and Equipment	<u>(26,741)</u>	-	<u>(26,741)</u>
Total Support and Revenues	7,527,820	10,822,553	18,350,373
 Net Assets Released from Restrictions	 2,140,619	 (2,140,619)	 -
Total Support, Revenues, and Reclassifications	9,668,439	8,681,934	18,350,373
 <b>EXPENSES</b>			
Program Services	7,442,172	-	7,442,172
Management and General	915,578	-	915,578
Fundraising	884,425	-	884,425
Total Expenses	9,242,175	-	9,242,175
 Appreciation of Trust Receivable and Split-Interest Agreement	 -	 36,635	 36,635
 <b>CHANGE IN NET ASSETS</b>	 426,264	 8,718,569	 9,144,833
Net Assets - Beginning of Year	48,517,815	25,263,370	73,781,185
 <b>NET ASSETS - END OF YEAR</b>	 \$ 48,944,079	 \$ 33,981,939	 \$ 82,926,018

See accompanying Notes to Financial Statements.

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

	Without Donor Restrictions	With Donor Restrictions	Total
<b>SUPPORT AND REVENUES</b>			
Contributions	\$ 13,103,505	\$ 7,550,291	\$ 20,653,796
Investment Return, Net	676,655	605,347	1,282,002
Program Income	255,913	-	255,913
Grants	1,080,537	-	1,080,537
Store Sales	11,276	-	11,276
Special Events Revenue	\$ 2,391,825		
Special Events Direct Expenses	<u>(792,993)</u>	-	1,562,227
Admissions	132,362	-	132,362
Other	62,810	-	62,810
Gain on Disposal of Property and Equipment	<u>(159)</u>	-	<u>(159)</u>
Total Support and Revenues	16,885,126	8,155,638	25,040,764
 Net Assets Released from Restrictions	 2,540,898	 (2,540,898)	 -
Total Support, Revenues, and Reclassifications	19,426,024	5,614,740	25,040,764
 <b>EXPENSES</b>			
Program Services	6,341,656	-	6,341,656
Management and General	826,831	-	826,831
Fundraising	997,785	-	997,785
Total Expenses	8,166,272	-	8,166,272
 Appreciation of Trust Receivable and Split-Interest Agreement	 -	 5,831	 5,831
 <b>CHANGE IN NET ASSETS</b>	 11,259,752	 5,620,571	 16,880,323
Net Assets - Beginning of Year	37,258,063	19,642,799	56,900,862
 <b>NET ASSETS - END OF YEAR</b>	 \$ 48,517,815	 \$ 25,263,370	 \$ 73,781,185

See accompanying Notes to Financial Statements.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED SEPTEMBER 30, 2020**

	Program Services					Management and General	Fundraising	Total
	Environmental Education	Policy	Science	WRC	Total Program			
Advertising and Public Relations	\$ 78,010	\$ 19,037	\$ 19,037	\$ 12,037	\$ 128,121	\$ 3,212	\$ 12,459	\$ 143,792
Contracted Services	91,355	1,381,955	74,532	75,387	1,623,229	44,363	235,726	1,903,318
Depreciation	320,001	320,001	320,001	320,001	1,280,004	57,661	95,741	1,433,406
Food and Beverage	9,496	5,524	6,230	11,502	32,752	4,288	216,859	253,899
Insurance	80,845	72,541	72,925	71,563	297,874	26,021	23,011	346,906
Interest	-	-	-	-	-	3,196	-	3,196
Interns	36,030	15,240	17,700	42,630	111,600	-	-	111,600
Maintenance	57,525	57,525	57,525	57,525	230,100	31,498	33,070	294,668
Materials and Small Equipment	85,099	10,996	95,848	21,239	213,182	14,893	46,283	274,358
Miscellaneous Expense	-	25,510	-	29,175	54,685	-	358	55,043
Office, Printing, and Postage	35,361	32,436	31,941	29,141	128,879	6,658	82,326	217,863
Rehabilitation, Animal Food, and Supplies	5,220	-	-	92,040	97,260	-	-	97,260
Rent	4,786	-	3,395	-	8,181	1,805	242,844	252,830
Salaries and Benefits	649,683	910,758	743,236	697,147	3,000,824	701,516	817,011	4,519,351
Telephone and Utilities	45,956	47,925	51,254	55,827	200,962	16,032	14,095	231,089
Travel and Training	7,181	10,999	7,503	8,836	34,519	4,435	5,962	44,916
<b>Total</b>	<b>1,506,548</b>	<b>2,910,447</b>	<b>1,501,127</b>	<b>1,524,050</b>	<b>7,442,172</b>	<b>915,578</b>	<b>1,825,745</b>	<b>10,183,495</b>
Less: Special Event Expenses	-	-	-	-	-	-	(941,320)	(941,320)
<b>Total Expenses</b>	<b><u>\$ 1,506,548</u></b>	<b><u>\$ 2,910,447</u></b>	<b><u>\$ 1,501,127</u></b>	<b><u>\$ 1,524,050</u></b>	<b><u>\$ 7,442,172</u></b>	<b><u>\$ 915,578</u></b>	<b><u>\$ 884,425</u></b>	<b><u>\$ 9,242,175</u></b>

See accompanying Notes to Financial Statements.



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

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

See accompanying Notes to Financial Statements.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED SEPTEMBER 30, 2020 AND 2019**

	2020	2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 9,144,833	\$ 16,880,323
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Gain on Sale of Investments	(91,660)	(431,538)
(Gain) Loss on Sale of Property and Equipment	26,741	15,140
Depreciation	1,433,406	1,439,131
Present Value Discount of Unconditional Promises to Give	(277,767)	259,243
Bad Debt Expense	11,050	596
Net (Appreciation) Depreciation in Fair Value of Investments	(1,450,324)	(122,409)
Appreciation of Trust Receivable and Split-Interest Agreement	(36,635)	(5,831)
Contributed Securities	(6,744,285)	(881,876)
Contributions Restricted for Long-Term Purposes	(2,935,374)	(6,830,619)
(Increase) Decrease in:		
Accrued Interest Receivable	7,038	(9,100)
Inventory	(13,635)	10,773
Prepaid Expenses	(28,129)	(41,514)
Other Receivables	(82,399)	1,208,796
Trust Receivable and Split-Interest Agreement	-	(1,580,000)
Increase (Decrease) in:		
Accounts Payable and Accrued Expenses	671,510	106,353
Deferred Revenue	(7,530)	982,422
Facility Deposits	(625)	(875)
Net Cash Provided (Used) by Operating Activities	(373,785)	10,999,015
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(13,439,773)	(15,482,476)
Proceeds from Sales of Investments	15,921,010	4,395,291
Proceeds from Sale of Property and Equipment	-	34,416
Increase in Construction in Process	(976,129)	(146,061)
Purchase of Property and Equipment	(493,356)	(649,211)
Net Cash Provided (Used) by Investing Activities	1,011,752	(11,848,041)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Collections of Contributions Restricted for Long-Term Investment	1,904,362	2,419,582
Principal Payments on Notes Payable	-	-
Net Cash Provided by Financing Activities	2,692,630	2,419,582
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	3,330,597	1,570,556
Cash and Cash Equivalents - Beginning of Year	6,520,088	4,949,532
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	\$ 9,850,685	\$ 6,520,088

See accompanying Notes to Financial Statements.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.  
STATEMENTS OF CASH FLOWS (CONTINUED)  
YEARS ENDED SEPTEMBER 30, 2020 AND 2019**

	2020	2019
<b>AS PRESENTED IN THE STATEMENTS OF FINANCIAL POSITION</b>		
Cash and Cash Equivalents	\$ 9,358,045	\$ 3,668,290
Cash and Cash Equivalents - Restricted for Long-Term Purposes	492,640	2,851,798
Total	\$ 9,850,685	\$ 6,520,088
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION</b>		
Cash Paid for Interest	\$ -	\$ -
Construction in Process Placed into Service	\$ 94,468	\$ 452,707

*See accompanying Notes to Financial Statements.*

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Activities**

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

**Basis of Accounting**

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

**Net Assets**

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

**Liquidity**

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

**Cash and Cash Equivalents**

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

**Assets Held Under Split-Interest Agreement**

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

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Investments**

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

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

**Fair Value Measurements**

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

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

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

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

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

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Property and Equipment, Net**

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

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

**Land Held for Conservation**

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

**Inventory**

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

**Deferred Revenue**

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

**Functional Allocation of Expenses**

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

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Contributions**

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

The Organization periodically receives donations of nonmonetary goods which are used in the Organization's programs. Donated goods which are used in the Organization's programs are recorded at estimated fair value at the date of the donation and are included in contributions. The Organization received \$33,480 and \$40,667 in donated goods for use in their programs for the years ended September 30, 2020 and 2019, respectively.

**Unconditional Promises to Give**

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

**Donated Services**

Contributed services are reported as contributions, at their fair value, if such services create or enhance nonfinancial assets, require specialized skills, and are provided by individuals possessing such specialized skills or the services would have been purchased, if not donated. Many individuals volunteer their time, approximately 70,000 hours in 2020 and 75,000 hours in 2019, and perform a variety of tasks that assist the Organization in educational services, store operations, committee assignments, and fundraising. No amounts have been reflected in the statements of activities and changes in net assets because the criteria for recognition have not been satisfied.

**Income Taxes**

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

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Subsequent Events**

In preparing these financial statements, the Organization, has evaluated events and transactions for potential recognition or disclosure through February 12, 2021, the date the financial statements were available to be issued.

**Change in Accounting Principle**

The Organization adopted Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made*. There was no material impact on the Club's financial position or change in net assets upon adoption of the new standard.

**NOTE 2 LIQUIDITY AND AVAILABILITY**

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

	<u>2020</u>	<u>2019</u>
Current Financials Assets at Year-End:		
Cash and Cash Equivalents	\$ 9,358,045	\$ 3,668,290
Cash and Cash Equivalents - Restricted for Long-Term Purposes	492,640	2,851,798
Accrued Interest Receivable	32,187	39,225
Unconditional Promises to Give, Net	6,415,049	5,259,639
Other Receivables	94,051	11,652
Investments	39,416,095	33,611,063
Trust Receivable and Split-Interest Agreement, Net	2,175,897	1,996,943
Total Current Financial Assets at Year-End	<u>57,983,964</u>	<u>47,438,610</u>
Less:		
Net Assets with Donor Restrictions	(15,471,917)	(6,770,024)
Endowment Net Assets	(18,510,022)	(18,493,346)
Net Assets Designated by Board Program	<u>(18,616,093)</u>	<u>(18,616,093)</u>
Total	<u>\$ 5,385,932</u>	<u>\$ 3,559,147</u>

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



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**NOTE 3 UNCONDITIONAL PROMISES TO GIVE, NET**

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

	<u>2020</u>	<u>2019</u>
Unconditional Promises to Give	\$ 6,565,919	\$ 5,545,957
Less: Allowance for Doubtful Accounts	(10,000)	(10,000)
Less: Discount to Net Present Value	<u>(140,870)</u>	<u>(276,318)</u>
Total	<u>\$ 6,415,049</u>	<u>\$ 5,259,639</u>

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

One Year or Less	\$ 2,415,024
Two to Five Years	<u>4,150,895</u>
Total	<u>\$ 6,565,919</u>

Unconditional promises to give are reflected at present value of estimated cash flows using a discount rate of 1.50% to 3.50% at September 30, 2020 and 2019. Management has estimated the allowance for doubtful accounts to be approximately \$10,000 for 2020 and 2019.

**NOTE 4 INVESTMENTS AND FAIR VALUE**

Investments at September 30 are composed of the following:

	<u>2020</u>		<u>2019</u>	
	<u>Cost</u>	<u>Fair Value</u>	<u>Cost</u>	<u>Fair Value</u>
Equities - Domestic	\$ 18,462,572	\$ 20,191,043	\$ 14,213,636	\$ 14,583,008
Equities - Foreign	6,112,328	6,384,096	6,083,473	6,118,946
U.S. Agency Bonds	554,402	611,437	709,059	739,823
Corporate Bonds	2,321,283	2,393,198	2,093,902	2,143,835
Municipal Bonds	2,423,934	2,513,646	2,076,919	2,132,003
Mutual Funds - Real Estate	1,852,358	1,703,916	1,801,662	1,940,523
Mutual Funds - Fixed Income	4,852,304	4,952,082	5,479,458	5,539,897
Alternative investments	-	5,000	-	-
Mortgage Pools	649,774	661,677	416,138	413,028
Total	<u>\$ 37,228,955</u>	<u>\$ 39,416,095</u>	<u>\$ 32,874,247</u>	<u>\$ 33,611,063</u>

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

<u>September 30, 2020</u>	<u>Cost</u>	<u>Fair Value</u>	<u>Excess of Fair Value Over Cost</u>
Balance - September 30, 2019	\$ 32,874,247	\$ 33,611,063	\$ 736,816
Balance - September 30, 2020	37,228,955	39,416,095	<u>2,187,140</u>
Increase in Unrealized Depreciation			1,450,324
Net Realized Gain on Investments			91,660
Net Gain on Investments			<u>\$ 1,541,984</u>

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
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**NOTE 4 INVESTMENTS AND FAIR VALUE (CONTINUED)**

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

The components of investment return are as follows:

	<u>2020</u>	<u>2019</u>
Dividends and Interest	\$ 925,798	\$ 801,661
Gain on Sale of Investments	91,660	431,538
Net Change in Appreciation (Depreciation) in Fair Value of Investments	1,450,324	122,409
Investment Management Fees	(92,475)	(73,606)
Total Investment Return	<u>\$ 2,375,307</u>	<u>\$ 1,282,002</u>

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

The Organization uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. For additional information on how the Organization measures fair value, refer to Note 1 – Summary of Significant Accounting Principles. The following table presents the fair value hierarchy for the balances of the assets of the Organization measured at fair value on a recurring basis as of September 30, 2020:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Assets:				
Equities - Domestic	\$ 20,191,043	\$ -	\$ -	\$ 20,191,043
Equities - Foreign	6,384,096	-	-	6,384,096
Mutual Funds - Fixed Income	4,952,082	-	-	4,952,082
Mutual Funds - Real Estate	1,703,916	-	-	1,703,916
Corporate Bonds	-	2,393,198	-	2,393,198
Mortgage Pools	-	661,677	-	661,677
Municipal Bonds	-	2,513,646	-	2,513,646
U.S. Agency Bonds	-	611,437	-	611,437
Alternative Investments	-	5,000	-	5,000
Trust Receivable and Split-Interest Agreement	-	-	2,175,897	2,175,897
Total	<u>\$ 33,231,137</u>	<u>\$ 6,184,958</u>	<u>\$ 2,175,897</u>	<u>\$ 41,591,992</u>

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
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**NOTE 4 INVESTMENTS AND FAIR VALUE (CONTINUED)**

The following table presents the fair value hierarchy for the balances of the assets the Organization measured at fair value on a recurring basis as of September 30, 2019:

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

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

<u>Level 3 Split-Interest Agreement and Trust Receivable</u>	
Balance at September 30, 2018	\$ 406,882
Change in Split-Interest Agreement Discount to Net Present Value	4,230
Contributions	1,580,000
Distributions	-
Unrealized Appreciation	5,831
Balance at September 30, 2019	<u>1,996,943</u>
Change in Split-Interest Agreement Discount to Net Present Value	142,319
Contributions	-
Distributions	-
Unrealized Appreciation	36,635
Balance at September 30, 2020	<u>\$ 2,175,897</u>

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

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**NOTE 5 PROPERTY AND EQUIPMENT, NET**

Property and equipment at September 30 consists of the following:

	<u>2020</u>	<u>2019</u>
Land	\$ 579,046	\$ 579,046
Building and Improvements	29,006,158	28,950,853
Museum Exhibits	253,209	253,209
Furniture and Equipment	2,873,117	2,678,658
Transportation and Marine Equipment	888,607	807,409
Statuary	100,231	100,231
Subtotal	<u>33,700,368</u>	<u>33,369,406</u>
Less: Accumulated Depreciation	<u>(12,154,713)</u>	<u>(10,856,960)</u>
Total	<u>\$ 21,545,655</u>	<u>\$ 22,512,446</u>

Depreciation expense for the years ended September 30, 2020 and 2019 was \$1,433,406 and \$1,439,131, respectively.

**NOTE 6 CONSTRUCTION IN PROCESS**

In connection with the Organization's planned building and exhibits, construction in process as of September 30, 2020 and 2019 totaled \$1,203,215 and \$227,086, respectively. During the years ended September 30, 2020 and 2019, \$94,468 and \$452,707 of construction in process was placed into service, respectively. During the years ended September 30, 2020 and 2019, the Organization capitalized no interest related to its ongoing construction projects.

**NOTE 7 TRUST RECEIVABLE AND SPLIT-INTEREST AGREEMENT**

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

	<u>2020</u>	<u>2019</u>
Trust Receivable	\$ 1,721,884	\$ 1,580,000
Split-Interest Agreement	447,654	411,019
Beneficial Asset Held by Others	6,359	5,924
Total	<u>\$ 2,175,897</u>	<u>\$ 1,996,943</u>

During the year ended September 30, 2015, the Organization transferred funds to the Community Foundation of Collier County for investment purposes. The Community Foundation of Collier County holds variance power over the funds and is holding the funds for the benefit of the Organization. Future benefits of these funds remain on the books of the Organization as the funds were originally donated to the Organization. The amounts are recorded at fair value at September 30, 2020 and 2019.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
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**NOTE 8 CASH RESTRICTED FOR LONG-TERM PURPOSES**

In 2014, the Conservancy received \$501,069 that is restricted to be used for conservation purposes and is required to be maintained in a separate bank account. The remaining balance in this account at September 30, 2020 and 2019 was \$295,386 and \$293,480, respectively.

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

	2020	2019
Cash Restricted for Endowment	\$ 197,254	\$ 2,558,318
Cash Restricted for Conservation	295,386	293,480
Total	\$ 492,640	\$ 2,851,798

**NOTE 9 NOTES PAYABLE**

On April 28, 2020, the Organization received a loan from a financial institution in the amount of \$788,268 to fund payroll, rent, and utilities through the Paycheck Protection Program Flexibility Act of 2020 (the PPP Loan). The original loan agreement was written prior to the PPP Flexibility Act of 2020 (June 5) and was due over 24 months deferred for six months. Subsequent to this, the law changed the loan deferral terms retroactively. The PPP Flexibility Act and subsequent regulations supersede the loan agreement. The PPP Loan bears interest at a fixed rate of 1.0% per annum, with the first six months of interest deferred, has a term of two years, and is unsecured and guaranteed by the U.S. Small Business Administration. Payment of principal and interest is deferred until the date on which the amount of forgiveness is within seven months after the covered period, then payment of principal and interest shall begin on that date. These amounts may be forgiven subject to compliance and approval based on the timing and use of the funds in accordance with the program. To the extent that all or part of the PPP Loan is not forgiven, the Organization will be required to pay interest on the PPP Loan at a rate of 1.0% per annum, and commencing in October 2020, principal and interest payments will be required through the maturity date in April 2022.

**NOTE 10 ENDOWMENT**

The Organization has a donor-restricted endowment fund established for the purposes of providing income to support general operations. There is no board-designated endowment. As required by accounting principles generally accepted in the United States of America, net assets of the endowment fund are classified and reported based on the existence or absence of donor-imposed restrictions. The board of directors' (the board) goals are to preserve the fair value of the original gift by having an investment objective to match or outperform, net of fees, certain benchmarks composed of asset class indices agreed to by the finance committee and our investment advisor, and thereby provide adequate liquidity to meet operating and capital needs as they may arise. As a result of this interpretation, the

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.**  
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**NOTE 10 ENDOWMENT (CONTINUED)**

Organization classifies as net assets with donor restrictions: (a) the original value of gifts donated to the endowment maintained in perpetuity, (b) the original value of subsequent gifts to the endowment maintained in perpetuity, and (c) accumulations to the endowment maintained in perpetuity made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the Fund. The remaining portion of the donor-restricted endowment fund that is not classified in net assets with donor restrictions is classified as net assets without donor restrictions.

**Funds with Deficiencies**

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor requires the Organization to retain as a fund of perpetual duration. There were no such deficiencies during the years ended September 30, 2020 and 2019.

**Investment Policies**

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

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

**Spending Policy**

The finance committee recommended and the board approved appropriations of up to 5% during 2020 and 2019 of the endowment fund balance as of the end of the prior year. The Organization reserves the right in any given year to spend any amount as deemed appropriate. The intent is to keep the spending policy between 4.5 – 5%. The Organization will review, at least annually, the value of the endowment fund based upon a 12-quarter moving average and the current year spending policy of the endowment fund to determine whether changes are advisable.

**CONSERVANCY OF SOUTHWEST FLORIDA, INC.  
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**NOTE 10 ENDOWMENT (CONTINUED)**

**Spending Policy (Continued)**

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

	Without Donor Restrictions	With Donor Restrictions		Total
		Subject to Purpose or Time Restrictions	Held in Perpetuity	
Endowment Net Assets as of September 30, 2018	\$ -	\$ 832,085	\$ 15,986,320	\$ 16,818,405
Contributions	-	-	889,057	889,057
Cash Collected on Unconditional Promises to Give	-	-	367,969	367,969
Investment Return:				
Investment Income	-	385,668	-	385,668
Investment Expense	-	(34,599)	-	(34,599)
Realized Gain on Sale of Investments	-	202,845	-	202,845
Net Appreciation	-	51,433	-	51,433
Total Investment Return	-	605,347	-	605,347
Appropriations	-	(1,161,129)	-	(1,161,129)
Endowment Net Assets as of September 30, 2019	-	276,303	17,243,346	17,519,649
Contributions	-	-	16,676	16,676
Cash Collected on Unconditional Promises to Give	-	-	642,460	642,460
Investment Return:				
Investment Income	-	345,868	-	345,868
Investment Expense	-	(43,145)	-	(43,145)
Realized Gain on Sale of Investments	-	42,764	-	42,764
Net Appreciation	-	706,705	-	706,705
Total Investment Return	-	1,052,192	-	1,052,192
Appropriations	-	(965,000)	-	(965,000)
Endowment Net Assets as of September 30, 2020	\$ -	\$ 363,495	\$ 17,902,482	\$ 18,265,977

**NOTE 11 NET ASSETS WITH DONOR RESTRICTIONS**

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

	2020	2019
Subject to Expenditure for Specified Purpose:		
Unappropriated Endowment Earnings	\$ 363,495	\$ 276,303
Land Acquisition	296,692	296,692
Capital Projects	8,094,807	1,355,908
Science and Environmental Programs	569,466	157,148
Youth Programs	65,000	63,000
Intern Program	64,818	163,373
Magic Temporarily Restricted Funds	4,942	36,942
Subject to Passage of Time:		
Unconditional Promises to Give, Net	5,565,043	4,009,639
Split-Interest Agreement	447,654	411,019
Total	\$ 15,471,917	\$ 6,770,024

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**NOTE 11 NET ASSETS WITH DONOR RESTRICTIONS (CONTINUED)**

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

	<u>2020</u>	<u>2019</u>
General Endowment	\$ 3,763,944	\$ 3,763,944
Policy Projects	3,800,000	3,800,000
von Arx Wildlife Hospital and Veterinary	4,186,316	4,185,816
Education	592,372	592,372
Science	354,294	354,294
Turtles	202,662	192,542
Interns	2,510,659	2,504,603
Endowment for President Position	2,999,775	2,999,775
Other	100,000	100,000
Total	<u>\$ 18,510,022</u>	<u>\$ 18,493,346</u>

**NOTE 12 RETIREMENT PLAN**

The Organization has a defined contribution retirement plan (the Plan) covering substantially all employees meeting certain eligibility requirements. The Plan provides that participants may contribute amounts up to the maximum allowable by law. For eligible participants, the Organization will contribute an amount equal to 50% of the participants' salary deferral up to 6% of compensation. During the years ended September 30, 2020 and 2019, the Organization recorded expenses of \$91,595 and \$91,420, respectively.

**NOTE 13 COMMITMENTS**

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

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

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



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**NOTE 14 RELATED PARTY TRANSACTIONS**

The Organization maintains a portion of its bank depository balances and holds two lines of credit accounts with Northern Trust. A board member was an officer of Northern Trust during the years ended September 30, 2020 and 2019. Bank depository account balances at Northern Trust totaled \$9,653,431 and \$3,961,794 at September 30, 2020 and 2019, respectively. The line of credit balances at Northern Trust totaled \$-0- at September 30, 2020 and 2019. The Organization received contributions from board members totaling \$4,390,261 and \$1,797,683 during the years ended September 30, 2020 and 2019, respectively, and has outstanding unconditional promises to give due from board members totaling \$2,665,006 and \$1,881,284 at September 30, 2020 and 2019, respectively.

**NOTE 15 COVID-19**

On March 11, 2020, the World Health Organization declared the spread of Coronavirus Disease (COVID-19) to be a worldwide pandemic. The COVID-19 pandemic is having significant effects on global markets, supply chains, businesses, and communities. Specific to the Organization, in fiscal 2020 and into fiscal 2021, COVID-19 has materially impacted various parts of the operations and financial results, including, but not limited to, the loss of donor contributions and grants. Management believes the Organization has taken, and continues to take, appropriate actions to mitigate the negative impact. However, the full impact of COVID-19 is unknown and cannot be reasonably estimated as these events which started in fiscal 2020 have continued in fiscal 2021 and are still developing.

Please see Note 9 for a discussion related to the PPP loan that the Organization obtained in April 2020.