

**TENNESSEE WILDLIFE
FEDERATION INCORPORATED
AND AFFILIATES**

**FINANCIAL STATEMENTS &
INDEPENDENT AUDITORS' REPORT**

JUNE 30, 2020 and 2019

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

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MULLINS CLEMMONS & MAYES, PLLC

CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Tennessee Wildlife Federation Incorporated and Affiliates:

Report on the Financial Statements

We have audited the accompanying financial statements of Tennessee Wildlife Federation Incorporated and affiliates (a nonprofit corporation), which comprise the consolidated statements of financial position as of June 30, 2020, and the related consolidated statements of activities and changes in net assets, cash flows, and functional expenses for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated 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 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 audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from 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 auditor's 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 auditor considers 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 Tennessee Wildlife Federation Incorporated and affiliates as of June 30, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Other Information

The consolidated financial statements of Tennessee Wildlife Federation Incorporated and affiliates as of June 30, 2019, were audited by other auditors whose report dated January 2, 2020, expressed an unmodified opinion on those statements.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information on pages 24 and 25 is presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position and activities and changes in net assets of the individual organizations, 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.

Mullins Clemmons + Mayes, PLLC

Brentwood, Tennessee
December 17, 2020

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2020 AND 2019**

	<u>2020</u>	<u>2019</u>
ASSETS		
Cash and cash equivalents	\$ 1,148,167	\$ 612,424
Restricted cash and cash equivalents	2,582,672	2,559,519
Investments	1,603,503	1,636,902
Accounts receivable	36,000	-
Grants receivable	373,186	209,084
Promises to give	102,325	210,815
Prepaid expenses and other current assets	64,931	10,042
Land held for others	56,000	56,000
Property and equipment, net	486,540	495,221
Agency endowment fund	7,336	5,920
TOTAL ASSETS	<u>\$ 6,460,660</u>	<u>\$ 5,795,927</u>
LIABILITIES AND NET ASSETS		
Accounts payable	\$ 64,565	\$ 46,696
Accrued payroll and paid time off	206,290	175,891
Land held for others	56,000	56,000
Total liabilities	<u>326,855</u>	<u>278,587</u>
NET ASSETS:		
Without donor restrictions:		
Designated - Wetland mitigation	2,569,959	2,434,285
Designated - endowment	46,135	54,025
Designated - operating reserves	265,000	265,000
Designated - discretionary reserves	50,000	50,000
Designated - working capital reserves	100,000	100,000
Designated - strategic plan	113,386	-
Undesignated	2,271,996	2,053,563
Total without donor restrictions	<u>5,416,476</u>	<u>4,956,873</u>
With donor restrictions	<u>717,329</u>	<u>560,467</u>
Total net assets	<u>6,133,805</u>	<u>5,517,340</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 6,460,660</u>	<u>\$ 5,795,927</u>

The accompanying notes are an integral part of the consolidated financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2020**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUES, GAINS AND OTHER SUPPORT:			
Contributions	\$ 497,595	\$ 409,601	\$ 907,196
Foundation and state grant revenue	800,200	200,000	1,000,200
Paycheck Protection Program grant	218,477	-	218,477
Wetland mitigation credits	1,221,289	-	1,221,289
Special events and activities	304,288	-	304,288
Specialty license plates	199,389	-	199,389
Investment income	22,063	-	22,063
Miscellaneous income	30,597	-	30,597
Interest income	17,311	-	17,311
Total	<u>3,311,209</u>	<u>609,601</u>	<u>3,920,810</u>
Net assets released from restrictions	<u>452,739</u>	<u>(452,739)</u>	<u>-</u>
Total revenues, gains and other support	<u>3,763,948</u>	<u>156,862</u>	<u>3,920,810</u>
EXPENSES:			
Program services	2,535,937	-	2,535,937
Management and general	420,281	-	420,281
Fundraising	348,127	-	348,127
Total expenses	<u>3,304,345</u>	<u>-</u>	<u>3,304,345</u>
CHANGE IN NET ASSETS	459,603	156,862	616,465
NET ASSETS:			
Beginning of year	<u>4,956,873</u>	<u>560,467</u>	<u>5,517,340</u>
End of year	<u>\$ 5,416,476</u>	<u>\$ 717,329</u>	<u>\$ 6,133,805</u>

The accompanying notes are an integral part of the consolidated financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2019**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
REVENUES, GAINS AND OTHER SUPPORT:			
Contributions	\$ 632,879	\$ 417,164	\$ 1,050,043
Foundation and state grant revenue	529,813	74,917	604,730
Wetland mitigation credits	784,200	-	784,200
Special events and activities	386,258	-	386,258
Specialty license plates	170,643	21,365	192,008
Investment income	81,660	7,105	88,765
Miscellaneous income	32,519	-	32,519
Interest income	25,742	-	25,742
Gifts in kind - goods	16,947	-	16,947
Total	<u>2,660,661</u>	<u>520,551</u>	<u>3,181,212</u>
Net assets released from restrictions	578,459	(578,459)	-
Total revenues, gains and other support	<u>3,239,120</u>	<u>(57,908)</u>	<u>3,181,212</u>
EXPENSES:			
Program services	1,930,395		1,930,395
Management and general	610,754	-	610,754
Fundraising	378,779	-	378,779
Total expenses	<u>2,919,928</u>	<u>-</u>	<u>2,919,928</u>
CHANGE IN NET ASSETS	319,192	(57,908)	261,284
NET ASSETS:			
Beginning of year	<u>4,637,681</u>	<u>618,375</u>	<u>5,256,056</u>
End of year	<u>\$ 4,956,873</u>	<u>\$ 560,467</u>	<u>\$ 5,517,340</u>

The accompanying notes are an integral part of the consolidated financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2020 AND 2019**

	<u>2020</u>	<u>2019</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 616,465	\$ 261,284
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation expense	61,770	62,488
Net realized and unrealized (gains) losses on investments	41,962	(38,327)
Net changes in operating assets and liabilities:		
Accounts and grants receivable	(200,102)	(16,114)
Promises to give	108,490	(127,240)
Prepaid expenses and other assets	(54,889)	17,837
Accounts payable	17,869	(20,194)
Accrued payroll and paid time off	30,399	(13,350)
Agency endowment	(1,416)	-
Net cash provided by operating activities	<u>620,548</u>	<u>126,384</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(53,089)	(50,377)
Purchases of investments	(794,730)	(248,087)
Proceeds from sale of investments	786,167	297,159
Net cash used in investing activities	<u>(61,652)</u>	<u>(1,305)</u>
NET CHANGE IN CASH, CASH EQUIVALENTS AND RESTRICTED CASH	558,896	125,079
CASH, CASH EQUIVALENTS AND RESTRICTED CASH, BEGINNING	<u>3,171,943</u>	<u>3,046,864</u>
CASH, CASH EQUIVALENTS AND RESTRICTED CASH, ENDING	<u>\$ 3,730,839</u>	<u>\$ 3,171,943</u>

The accompanying notes are an integral part of the consolidated financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2020

	Program Services			Supporting Services		Total Expenses
	Education and Outreach	Tennessee Mitigation Fund	Total Program Expenses	Management and General	Fundraising	
Salaries, taxes, and benefits	\$ 844,246	\$ 102,863	\$ 947,109	\$ 226,291	\$ 304,802	\$ 1,478,202
Project design, management, and easements	-	996,872	996,872	-	-	996,872
Youth engagement events	171,598	-	171,598	6,327	1,232	179,157
Contract labor and services	95,624	-	95,624	12,165	125	107,914
HFTH processing fees	108,936	-	108,936	-	-	108,936
Travel and meetings	31,402	5,801	37,203	7,633	16,012	60,848
Insurance	32,713	4,827	37,540	16,387	579	54,506
Depreciation expense	37,032	-	37,032	24,737	-	61,769
Supplies and technology	16,314	566	16,880	18,274	6,450	41,604
Professional fees	5,418	1,200	6,618	55,919	-	62,537
Advertising and communications	22,894	143	23,037	685	5,258	28,980
Dues and fees	9,902	3,107	13,009	10,395	3,173	26,577
Occupancy	385	11,100	11,485	10,208	-	21,693
Telephone and internet	5,732	92	5,824	13,870	1,301	20,995
Scholarships and grants	6,675	-	6,675	-	-	6,675
Merchandise and materials	12,857	-	12,857	3,305	345	16,507
Repairs and maintenance	2,401	2,730	5,131	9,787	2,469	17,387
Postage and freight	305	-	305	4,250	5,286	9,841
Marketing	2,202	-	2,202	48	1,095	3,345
Total Expenses	\$ 1,406,636	\$ 1,129,301	\$ 2,535,937	\$ 420,281	\$ 348,127	\$ 3,304,345

The accompanying notes are an integral part of the consolidated financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED JUNE 30, 2019

	Program Services			Supporting Services		Total Expenses
	Education and Outreach	Tennessee Mitigation Fund	Total Program Expenses	Management and General	Fundraising	
Salaries, taxes, and benefits	\$ 566,023	\$ 84,085	\$ 650,108	\$ 414,962	\$ 318,138	\$ 1,383,208
Project design, management, and easements	-	434,309	434,309	-	-	434,309
Youth engagement events	288,947	-	288,947	1,595	-	290,542
Contract labor and services	210,222	-	210,222	13,667	1,731	225,620
Gifts in kind	16,947	-	16,947	-	-	16,947
HFTH processing fees	74,650	-	74,650	19,692	-	94,342
Travel and meetings	47,160	3,354	50,514	8,739	24,311	83,564
Insurance	28,848	2,882	31,730	37,306	579	69,615
Depreciation expense	36,912	-	36,912	25,576	-	62,488
Supplies and technology	12,236	543	12,779	20,014	6,958	39,751
Professional fees	28,612	4,116	32,728	1,879	238	34,845
Advertising and communications	14,992	624	15,616	12,179	1,913	29,708
Dues and fees	11,112	2,350	13,462	12,189	1,675	27,326
Occupancy	-	11,090	11,090	12,837	-	23,927
Telephone and internet	3,858	1,039	4,897	15,249	3,112	23,258
Scholarships and grants	8,280	-	8,280	-	12,500	20,780
Merchandise and materials	16,621	-	16,621	26	-	16,647
Repairs and maintenance	14,951	-	14,951	6,837	1,595	23,383
Postage and freight	960	-	960	6,848	3,976	11,784
Marketing	4,672	-	4,672	1,159	2,053	7,884
Total Expenses	\$ 1,386,003	\$ 544,392	\$ 1,930,395	\$ 610,754	\$ 378,779	\$ 2,919,928

The accompanying notes are an integral part of the consolidated financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS JUNE 30, 2020 AND 2019

NOTE 1 – THE ENTITY

Tennessee Wildlife Federation Incorporated and affiliates (the "Organization"), a Tennessee nonprofit corporation that exists to connect people with the great outdoors to ensure the conservation of Tennessee's natural treasures, especially fish and wildlife habitat, for future generations to enjoy. Tennessee Wildlife Federation Incorporated ("TWF") was founded as the Tennessee Conservation League in 1946 and is one of the oldest and the largest Tennessee statewide nonprofit organizations dedicated to the conservation of wildlife and natural resources through stewardship, advocacy, and education. The Tennessee Wildlife Federation Foundation (the "Foundation") was founded in 1977 solely for the use and benefit of the TWF. TWF also owns a membership interest in the Tennessee Mitigation Fund, LLC (the "Mitigation Fund"). The Mitigation Fund, which was formed in 2014, operates as a single member limited liability company for the preservation and restoration of Tennessee wetlands. The mission of TWF is "to lead the conservation, sound management, and wise use of Tennessee's wildlife and great outdoors" and is accomplished through education and outreach and wetland mitigation programs:

Youth Engagement – TWF introduces an average of over 2,200 youth annually to the outdoors through the Tennessee Scholastic Clay Target (TNSCTP) and Youth Hunting and Fishing programs. A national study cited TWF's work among the top of its kind nationwide for hunter recruitment, illustrating the link between the shooting sports, and getting kids afield while increasing positive attitudes towards stewardship of the outdoors.

Land Management and Restoration – Since 1998, TWF's Hunters for the Hungry (HFTH) program has collected over 1.9 million pounds of venison, providing more than 7.6 million meals through partnerships with food banks and soup kitchens. Through the Habitat Conservation and the Tennessee Mitigation Fund programs, TWF holds eight conservation easements which protect nearly 10,000 acres of wildlife habitat statewide.

Conservation Public Policy – On local and federal levels, TWF engages daily on wildlife and natural resource conservation policy and looks for common sense solutions to complex problems effecting wildlife and its management, in order to ensure its abundance for the next generation.

The Organization receives contributions from individuals, foundations, and corporations and grants from state agencies related to its primary purpose. The Organization also receives revenues by selling wetland mitigation credits.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation

The consolidated financial statements include the accounts of the TWF, the Foundation, and the Mitigation Fund and have been prepared on the accrual basis of accounting. The financial statements are consolidated since TWF has both an economic interest in the Foundation and control through the Foundation's Board and TWF is the sole member of the Mitigation Fund. All significant intercompany transactions and accounts have been eliminated in consolidation.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) JUNE 30, 2020 AND 2019

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Accounting Periods

All references to 2020 and 2019 in these consolidated financial statements refer to the years ended June 30, 2020 and 2019 unless otherwise noted.

Financial Statement Presentation

The consolidated financial statements of the Organization have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"). The Organization is required to report information regarding its financial position and activities according to the following net asset classifications:

Net assets without donor restrictions – Net assets not subject to any donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization's management and the Board of Directors.

Net assets with donor restrictions – Net assets whose use by the Organization is subject to donor-imposed restrictions. Some donor restrictions are temporary in nature; those restrictions will be fulfilled by actions of the Organization pursuant to those restrictions or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. Generally, the donors of these assets permit the Organization to use all or part of the income earned on any related investments for general or specific purposes.

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

See Note 11 for further details related to net assets.

Cash and Cash Equivalents

For purposes of the consolidated statement of cash flows, the Organization considers cash funds and cash bank accounts to be cash and cash equivalents other than funds held for the Mitigation Fund. See Note 4 for further details related to the Mitigation Fund.

The Organization may, at times, maintain bank accounts whose balances exceed federally insured limits. However, the Organization has not experienced any losses in such accounts, and believes it is not exposed to any significant credit risk related to cash and cash equivalents.

Accounts Receivable

Accounts receivable are reported net of an allowance for doubtful accounts. Accounts receivable are written off when all collection efforts have ceased. The Organization uses the allowance method to determine uncollectible accounts receivable. The allowance is based on prior years' experience and management's analysis of specific accounts receivable.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) JUNE 30, 2020 AND 2019

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Accounts Receivable (continued)

At June 30, 2020 and 2019, management deemed all accounts receivable to be fully collectible, and no allowances were recorded.

Investments

Investments are reported at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Gains and losses, whether realized or unrealized, are included in the statements of activities and changes in net assets.

Investment securities, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the statements of financial position. See Notes 6 and 10 for further details related to investments.

Contributions and Promises to Give

Contributions are recognized as revenues when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Promises to give are recorded at fair value. The fair value of promises to give, which are payable within one year, is generally considered to be the same as the net realizable value of the promises. The fair value of promises to give, which are payable over a period greater than one year, is estimated by discounting the future cash flows. Conditional promises to give are not included as support until such time as the conditions are substantially met.

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. At June 30, 2020 and 2019, management deemed all promises to give to be fully collectible, and no allowances were recorded.

Property and Equipment

Property and equipment are recorded at cost, when purchased, or at estimated fair value, when gifted to the Organization. Significant additions and betterments are capitalized. Expenditures for maintenance, repairs, and minor renewals are charged to expense as incurred. Depreciation expense is computed by using the straight-line method over the estimated useful lives of the related assets, which range from three to twenty years. See Note 8 for further details related to property and equipment.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) JUNE 30, 2020 AND 2019

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Conservation Easement

Conservation easements held by the Organization are not recognized as capitalized assets in the accompanying consolidated financial statements. Assets are defined as items that will provide future economic benefits obtained or controlled by an entity. The Organization does not believe the easements meet the definition of criteria. The cost of obtaining conservation easements is expensed when the easement is acquired.

Agency Endowment Fund

The Organization's beneficial interest in an agency endowment fund held by the Community Foundation of Middle Tennessee is recognized as an asset. Investment income and changes in the value of the fund are recognized in the consolidated statements of activities, and distributions received from the fund are recorded as decreases in the beneficial interest.

Government Grants

The Organization receives grant revenue from government agencies. Grant revenue is recognized in the period a liability is incurred for eligible expenditures under the terms of the grant.

Donated Services and Facilities

Donated services are recognized, at fair value, if they create or enhance nonfinancial assets or require specialized skills and would be purchased by the Organization if not contributed. The Organization received a substantial amount of donated services from unpaid volunteers which did not meet the criteria for recognition.

Donated assets and rights or benefits (e.g. leases, etc.) are recognized at fair value on the date contributed.

Income Taxes

TWF and the Foundation are exempt from income taxes under section 501(c)(3) of the Internal Revenue Code, ("the Code"). In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(a) and has been classified as an organization that is not a private foundation.

The Organization files an annual information return (Form 990) with the U.S. government. At June 30, 2020, the Organization is no longer subject to U.S. tax examinations of these returns by tax authorities for years before June 30, 2017. The Organization believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions which are material to the financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) JUNE 30, 2020 AND 2019

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses

Expenses, which are directly related to a function, are charged to that function. Expenses that are related to more than one function are allocated to the applicable functions based upon various allocation methods in order to reflect the total cost of each function. See Note 14 for further details related to the methods used to allocate expenses.

Advertising Costs

The cost of advertising, communications, and marketing expenditures is expensed when incurred. Advertising, communications and marketing expenditures totaled \$32,325 and \$37,591 for the years ended June 30, 2020 and 2019, respectively.

Recently Issued Accounting Pronouncements

In June 2018, the Financial Accounting Standards Board issued ASU 2018-08, Not-for-Profit Entities (Topic 958): *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made* (the "ASU"). The ASU clarifies and improves guidance for contributions received and contributions made and provides guidance to organizations on how to account for certain exchange transactions. This change clarifies whether to account for transactions as contributions or as exchange transactions. In addition, it clarifies whether a contribution is conditional. As a result, it enhances comparability of financial information among not-for-profit entities. There were no reclassifications or restatements in the classes of net assets as a result of the adoption of the ASU.

In November 2016, the FASB issued ASU 2016-18, *Statement of Cash Flows: Restricted Cash (Topic 230)*, which requires that a statement of cash flows explain the change during the period in the total cash, cash equivalents, and amounts generally described as restricted cash or restricted cash equivalents. As a result, amounts generally described as restricted cash and restricted cash equivalents should be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the statements of cash flows. The Organization has implemented ASU 2016-18 and included restricted cash of \$2,171,687 in the Statement of Cash Flow. See Note 4 for a reconciliation.

Estimates

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

Events Occurring After the Reporting Date

The Organization has evaluated events and transactions that occurred between June 30, 2020 and December 17, 2020, which is the date that the consolidated financial statements were available to be issued, for possible recognition or disclosure in the consolidated financial statements.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2020 AND 2019**

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Reclassifications

Certain reclassifications have been made to the 2019 financial statements for consistency with the presentation for 2020. These reclassifications did not have a significant impact on the previously reported financial position, changes in net assets, and cash flows of the Organization.

NOTE 3 – LIQUIDITY

Financial assets available for general expenditures, that is, without donor or other restrictions limiting their use, within one year of June 30, 2020 and 2019, consist of the following:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 1,148,166	\$ 612,424
Restricted cash and cash equivalents	2,582,672	2,559,519
Accounts receivable	36,000	-
Promises to give	102,325	210,815
Grants receivable	373,186	209,084
Investments	1,603,503	1,636,902
Other assets	7,336	5,920
Total financial assets at year end	<u>\$ 5,853,188</u>	<u>\$ 5,234,664</u>
Less amounts not available to be used within one year:		
Net assets with donor restrictions	715,913	560,467
Designated net assets:		
Tennessee Mitigation Fund	3,699,259	2,434,285
Earnings on corpus of endowment	54,025	54,025
Strategic plan	113,386	-
Discretionary reserves	50,000	50,000
Operating reserves	265,000	265,000
Working capital reserves	100,000	100,000
Financial assets available to meet general expenditures within one year	<u>\$ 855,605</u>	<u>\$ 1,770,887</u>

The Organization regularly monitors liquidity required to meet its operating needs and other contractual commitments. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities of leading the conservation, sound management, and wise use of Tennessee's wildlife and great outdoors to be general expenditures.

As part of the Organization's liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations become due.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2020 AND 2019**

NOTE 4 – CASH, CASH EQUIVALENTS AND RESTRICTED CASH

Cash, cash equivalents and restricted cash reported on the statement of cash flows consists of the following lines from the statement of financial position:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 1,148,167	\$ 612,424
Restricted cash and cash equivalents	<u>2,582,672</u>	<u>2,559,519</u>
	<u>\$ 3,730,839</u>	<u>\$ 3,171,943</u>

The Mitigation Fund is subject to oversight by the United States Army Corps of Engineers and is required to maintain cash funds for use on approved projects to restore, establish, enhance, and/or preserve aquatic resources and associated upland buffers. In accordance with the agreement with the United States Army Corps of Engineers, the Organization must separately track funds received in the program. These funds cannot be used for any other purposes.

Restricted cash and cash equivalents for this purpose are \$2,582,672 and \$2,559,519 at June 30, 2020 and 2019, respectively.

NOTE 5 – PROMISES TO GIVE

Unconditional promises to give consisted of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Within one year	\$ 102,325	\$ 110,815
In one to five years	-	100,000
Total promises to give	<u>\$ 102,325</u>	<u>\$ 210,815</u>

NOTE 6 – INVESTMENTS

The fair values of investments consisted of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Short-term investments:		
Money market funds	\$ 214,906	\$ 62,121
Mutual funds:		
Equity	1,206,003	1,240,165
Fixed income	<u>182,594</u>	<u>334,616</u>
Total investments	<u>\$ 1,603,503</u>	<u>\$ 1,636,902</u>

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2020 AND 2019**

NOTE 6 – INVESTMENTS (CONTINUED)

The net investment return consisted of the following for 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Interest and dividend income	\$ 64,025	\$ 50,438
Net realized and unrealized gains (losses)	<u>(41,962)</u>	<u>38,327</u>
	<u>\$ 22,063</u>	<u>\$ 88,765</u>

NOTE 7 – LAND HELD FOR OTHERS

The Organization purchased a parcel of land for another organization (the “client”) as part of the Organization’s wetland and ecological services program. At the conclusion of the stream and wetland restoration project, the land will be transferred to the client. The land purchase was funded by the client but is legally owned by the Organization. Accordingly, the Organization has recorded an asset and a liability for \$56,000 to reflect this transaction.

NOTE 8 – PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Land	\$ 263,593	\$ 263,593
Building	334,309	334,309
Vehicles	43,312	43,312
Furniture and equipment	169,612	152,768
Program services equipment	258,411	311,653
Website	41,383	41,383
Building improvements	<u>183,258</u>	<u>159,465</u>
Total cost	1,293,878	1,306,483
Less accumulated depreciation	<u>(807,338)</u>	<u>(811,262)</u>
Property and equipment, net	<u>\$ 486,540</u>	<u>\$ 495,221</u>

NOTE 9 – AGENCY ENDOWMENT FUND

The Organization has a beneficial interest in the Tennessee Wildlife Federation Fund (the “Fund”), an agency endowment fund held by the Community Foundation of Middle Tennessee (the “Community Foundation”). Earnings on this fund are used to benefit various programs for TWF. The Fund is charged a 0.4% administrative fee annually. Upon request by the Organization, income from the Fund representing a 5% annual return may be distributed to the Organization or to another suggested beneficiary. Earnings in excess of 5% are added to principal.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2020 AND 2019**

NOTE 10– FAIR VALUE MEASUREMENTS

The fair value measurement accounting literature establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, and Level 3 inputs have the lowest priority. Level 2 inputs are inputs from quoted market prices in active markets for similar assets and liabilities, which are observable for the asset or liability, either directly or indirectly. The Organization uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments.

The fair values of assets measured on a recurring basis at June 30, 2020 and 2019 were as follows:

	<u>Fair Value</u>	<u>Fair Value Measurements Using Quoted Prices in Active Markets for Identical Assets (Level 1)</u>
At June 30, 2020:		
Short-term investments:		
Money market funds	\$ 214,906	\$ 214,906
Mutual funds:		
Equity	1,206,003	1,206,003
Fixed income	182,594	182,594
Total investments	<u>\$ 1,603,503</u>	<u>\$ 1,603,503</u>
At June 30, 2019:		
Short-term investments:		
Money market funds	\$ 62,121	\$ 62,121
Mutual funds:		
Equity	1,240,165	1,240,165
Fixed income	334,616	334,616
Total investments	<u>\$ 1,636,902</u>	<u>\$ 1,636,902</u>

The Organization had no investments that required the use of Level 2 or Level 3 inputs.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2020 AND 2019**

NOTE 11 – NET ASSETS

Net assets with donor restrictions consisted of the following at June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Subject to expenditure for a specified purpose:		
Hunters for the Hungry	\$217,021	\$ 52,026
Strategic plan	142,739	59,565
Other	68,175	55,083
Endowment earnings	2,057	641
Subject to expenditure for a specified time:		
Time-restricted promises	-	105,815
Perpetual net assets:		
Meeman endowment	200,000	200,000
Conservation easement	82,058	82,058
Agency fund	5,279	5,279
Total donor restricted net assets	<u>\$717,329</u>	<u>\$560,467</u>

During 2020 and 2019, net assets with donor restrictions of \$452,739 and \$578,459, respectively, were released from donor restrictions by incurring expenses satisfying the restrictions.

The State of Tennessee has passed the Uniform Prudent Management of Institutional Funds Act ("UPMIFA"). The Organization has interpreted the UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit restrictions to the contrary. The Organization classifies as net assets with donor restrictions the sum of (a) the original value of gifts donated to the permanent endowments, (b) the original value of subsequent gifts to the permanent endowments, and (c) accumulations to the permanent endowments made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

At the current time, none of the endowment funds have donor-imposed instructions that specify accumulations, as noted in item (c) of the preceding sentence.

The remaining portion of the donor-restricted endowment funds not considered permanently restricted net assets are considered temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA. There were no temporarily restricted assets related to the donor-restricted endowment funds at June 30, 2020 and 2019.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) JUNE 30, 2020 AND 2019

NOTE 11 – NET ASSETS (CONTINUED)

In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) General economic conditions;
- (2) The possible effect of inflation and deflation;
- (3) The expected tax consequences, if any, of investment decisions or strategies;
- (4) The role that each investment or course of action plays within the overall investment portfolio;
- (5) The expected total return from income and appreciation of investments;
- (6) Other resources of the Organization;
- (7) The needs of the Organization and the endowment funds to make distributions and to preserve capital; and
- (8) An asset's special relationship or special value, if any, to the charitable purposes of the Organization.

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowments while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Organization must hold in perpetuity or for a donor-specified period as well as any entity-designated funds.

To satisfy its long-term return objectives, the Organization relies on a total return strategy in which the investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The endowment assets are commingled with non-endowment assets in the Organization's long-term investments. See Note 6 for further details related to investments.

Following is a schedule of the components of the endowment funds at June 30, 2020 and 2019:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
As of June 30, 2020:			
Donor-restricted endowment	\$ -	\$ 287,337	\$ 287,337
Board-designated general endowment	46,135	-	46,135
Total	<u>\$ 46,135</u>	<u>\$ 287,337</u>	<u>\$ 333,472</u>

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2020 AND 2019**

NOTE 11 – NET ASSETS (CONTINUED)

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
As of June 30, 2019:			
Donor-restricted endowment	\$ -	\$ 287,337	\$ 287,337
Board-designated general endowment	54,025	-	54,025
Total	<u>\$ 54,025</u>	<u>\$ 287,337</u>	<u>\$ 341,362</u>

Following is a schedule of the activity of the endowment funds for the years ended June 30, 2020 and 2019:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, June 30, 2018	\$ 46,920	\$ 287,337	\$ 334,257
Investment income	7,105	-	7,105
Endowment net assets, June 30, 2019	54,025	287,337	341,362
Investment income	6,721	-	6,721
Unrealized losses	(14,611)	-	(14,611)
Endowment net assets, June 30, 2020	<u>\$ 46,135</u>	<u>\$ 287,337</u>	<u>\$ 333,472</u>

NOTE 12 – WETLAND MITIGATION

The Organization collects fees to fund the restoration of wetland habitat. Revenue for the fund is recorded when the funds are received, and the certificate is issued. The Organization will identify mitigation sites and work with landowners to restore those sites to permanent functioning wetlands. After construction, the site must be monitored annually for five years and again at seven and ten years to ensure the successful restoration. By rule, a percentage of project revenues will be held in a "Long-Term Monitoring and Maintenance Fund". Funds collected through sales of credits are board designated for the wetland mitigation program in accordance with requirements discussed in Note 4.

Additionally, the Organization had outstanding letters of credit totaling \$227,050 at June 30, 2020, which represented commitments for future mitigation projects. There were no outstanding letters of credit at June 30, 2019.

NOTE 13 – PENSION PLAN

The Organization has a simple IRA for its employees. The plan calls for the Organization to match 100% of elective deferrals by employees up to 3% of the employee's salary. Expenses related to this plan amounted to \$33,709 and \$29,942 for 2020 and 2019, respectively.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) JUNE 30, 2020 AND 2019

NOTE 14 – FUNCTIONAL EXPENSES

The consolidated financial statements report certain categories of expenses which are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis which is consistently applied. The allocated expenses include salaries, employee benefits and payroll taxes, which are allocated on the basis of estimates of time and effort; telephone, computer hardware, office equipment, software maintenance and insurance, which are allocated based on departmental payroll percentages, and depreciation which is allocated based on the department location of the asset. The remaining expenses are specifically allocated based on the area served. The following program and supporting services are included in the accompanying consolidated financial statements:

Program Services:

Education and Outreach – Advocates sound natural resource policies, provides various educational programs that promote an understanding of Tennessee's environment, and encourages natural resource conservation and community planning that balances conservation needs with sound economic growth.

Tennessee Mitigation Fund – The fund collects fees on behalf of the public to pool together and fund the repair and maintenance of restored wetland mitigation sites (see Notes 4 and 12).

Supporting Services:

Management and General – Relates to the overall direction of the Organization. These expenses are not identifiable with a particular program or with fundraising but are indispensable to the conduct of those activities and essential to the Organization. Specific activities include organizational oversight, business management, record-keeping, budgeting, financing, and other administrative activities.

Fundraising – Includes costs of activities directed toward appeals for financial support, including special events. Other activities include the cost of solicitation and creation and distribution of fundraising materials.

NOTE 15 – PAYCHECK PROTECTION PROGRAM

On April 16, 2020, the Organization received loan proceeds in the amount of \$218,477 under the Paycheck Protection Program ("PPP"). 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 twenty-four weeks as long as 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 twenty-four-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. The Organization has used the proceeds for purposes consistent with the PPP. On December 11, 2020 the Organization received notice that all funds were forgiven.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) JUNE 30, 2020 AND 2019

NOTE 15 – PAYCHECK PROTECTION PROGRAM (CONTINUED)

The Organization has recorded these funds as a conditional contribution. In accordance with ASC 958-605, conditional contributions are recognized as the conditions are met. Accordingly, the Organization recognized the entire amount of \$218,477 during 2020.

NOTE 16 – CONCENTRATIONS OF CREDIT RISK

Financial instruments which potentially subject the Organization to concentrations of credit risk principally consist of investments, promises to give, accounts receivable, and grants receivable. The Organization utilizes various investment instruments. Investment securities, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the amounts reported in the consolidated statement of financial position.

Promises to give, accounts receivable and grants receivables represent concentrations of credit risk to the extent they are receivable from concentrated sources. At June 30, 2020 and 2019, one entity comprised the entire balance of grants receivable. These entities accounted for \$500,000 of grant revenue recognized by the Organization during 2020 and 2019. At June 30, 2020 and 2019, one individual balance represented over 95% of total promises to give. The Organization's operations are concentrated in Tennessee.

NOTE 17 – COMMITMENTS AND CONTINGENCIES

Grant expenditures are subject to review and audit by the grantor agencies. Although such audits could result in disallowance of expenditures, management believes that any required reimbursements to the grantors would not be significant. Accordingly, no provision has been made for potential reimbursements.

NOTE 18– RISKS AND UNCERTAINTIES

In December 2019, COVID-19 emerged and subsequently spread worldwide. The World Health Organization declared COVID-19 a pandemic resulting in federal, state and local governments and private entities mandating various restrictions, including travel restrictions, restrictions on public gatherings, stay at home orders and advisories and quarantining of people who may have been exposed to the virus. In an effort to mitigate the spread of COVID-19, the mayor of Nashville announced a "Safer at Home Order" and effective March 2020 employees began working remotely where possible. The Organization has taken several steps to maintain financial liquidity and flexibility, including, reviewing operating expenses and reducing capital expenditures. In addition, the Organization applied for and received a forgivable loan of \$218,477 under the Paycheck Protection Program. As the COVID-19 pandemic is complex and rapidly evolving, the Organization's plans as described above may change. At this point, management cannot reasonably estimate the duration and severity of this pandemic, which could have a material adverse impact on the Organization's business, results of operations, financial position and cash flows.

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JUNE 30, 2020 AND 2019**

NOTE 19—VOLUNTEER HOURS (UNAUDITED)

Following is a schedule, by program, of management's estimate of total volunteer hours donated to the Organization during June 30, 2020 and 2019:

	<u>2020</u>	<u>2019</u>
Scholastic Clay Target Program	13,414	8,258
Hunting & Fishing Academy	3,071	3,353
Hunters for the Hungry	<u>1,532</u>	<u>1,628</u>
Total	<u>18,017</u>	<u>13,239</u>

These hours did not meet the criteria for recognition in the consolidated financial statements under generally accepted accounting principles.

SUPPLEMENTARY INFORMATION

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

CONSOLIDATING STATEMENT OF FINANCIAL POSITION
JUNE 30, 2020

	Tennessee Wildlife Federation Inc.	Tennessee Mitigation Fund, LLC	Tennessee Wildlife Federation Foundation, Inc.	Consolidating Entries	Consolidated Total
ASSETS					
Cash and cash equivalents	\$ 1,148,167	\$ -	\$ -	\$ -	\$ 1,148,167
Restricted cash and cash equivalents	-	2,582,672	-	-	2,582,672
Investments	128,193	-	1,475,310	-	1,603,503
Accounts receivable	-	36,000	-	-	36,000
Grants receivable	373,186	-	-	-	373,186
Promises to give	102,325	-	-	-	102,325
Intercompany receivables	29,296	-	-	(29,296)	-
Inventory	-	-	-	-	-
Prepaid expenses	64,931	-	-	-	64,931
Land held for others	56,000	-	-	-	56,000
Property and equipment, net	156,230	-	330,310	-	486,540
Agency endowment fund	7,336	-	-	-	7,336
TOTAL ASSETS	\$ 2,065,664	\$ 2,618,672	\$ 1,805,620	\$ (29,296)	\$ 6,460,660
LIABILITIES AND NET ASSETS					
Accounts payable	\$ 31,148	\$ 33,417	\$ -	\$ -	\$ 64,565
Intercompany payables	-	15,296	14,000	(29,296)	-
Accrued payroll and paid time off	206,290	-	-	-	206,290
Land held for others	56,000	-	-	-	56,000
Total liabilities	293,438	48,713	14,000	(29,296)	326,855
NET ASSETS:					
Without Donor Restrictions:					
Designated - Wetland mitigation	-	2,569,959	-	-	2,569,959
Designated - endowment	46,135	-	-	-	46,135
Designated - operating reserves	265,000	-	-	-	265,000
Designated - discretionary reserves	50,000	-	-	-	50,000
Designated - working capital reserves	100,000	-	-	-	100,000
Designated - strategic plan	113,386	-	-	-	113,386
Undesignated	680,376	-	1,591,620	-	2,271,996
Total without donor restrictions	1,254,897	2,569,959	1,591,620	-	5,416,476
With donor restrictions	517,329	-	200,000	-	717,329
Total net assets	1,772,226	2,569,959	1,791,620	-	6,133,805
TOTAL LIABILITIES AND NET ASSETS	\$ 2,065,664	\$ 2,618,672	\$ 1,805,620	\$ (29,296)	\$ 6,460,660

TENNESSEE WILDLIFE FEDERATION INCORPORATED AND AFFILIATES

CONSOLIDATING STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED JUNE 30, 2020

	Tennessee Wildlife Federation Inc.	Tennessee Mitigation Fund, LLC	Tennessee Wildlife Federation Foundation, Inc.	Consolidating Entries	Consolidated Total
REVENUES, GAINS AND OTHER SUPPORT:					
Contributions	\$ 1,021,196	\$ -	\$ 44,540	\$ (158,540)	\$ 907,196
Foundation and state grant revenue	1,000,200	-	-	-	1,000,200
Paycheck Protection Program grant	218,477	-	-	-	218,477
Wetland mitigation credits	-	1,221,289	-	-	1,221,289
Special events and activities	435,490	-	-	(131,202)	304,288
Specialty license plates	199,389	-	-	-	199,389
Investment income	(7,889)	-	29,952	-	22,063
Interest income	1,911	28,686	-	-	30,597
Miscellaneous income	2,311	15,000	-	-	17,311
Total support and revenue	<u>2,871,085</u>	<u>1,264,975</u>	<u>74,492</u>	<u>(289,742)</u>	<u>3,920,810</u>
EXPENSES:					
Salaries, taxes, and benefits	1,478,199	102,863	-	(102,863)	1,478,199
Youth engagement events	178,425	-	-	-	178,425
Project design, management, and easements	-	996,873	-	-	996,873
Contract labor and services	107,914	-	-	-	107,914
Travel and meetings	65,103	5,801	-	(5,801)	65,103
HFTH processing fees	89,850	-	-	-	89,850
Insurance	54,506	4,827	-	(4,827)	54,506
Depreciation expense	41,731	-	20,039	-	61,770
Professional fees	61,336	1,200	-	-	62,536
Supplies and technology	73,814	565	-	(1,612)	72,767
In-kind donations	-	-	-	-	-
Scholarships and grants	51,215	-	114,000	(158,540)	6,675
Advertising and communications	28,980	143	-	(143)	28,980
Telephone and internet	20,996	92	-	(92)	20,996
Occupancy	21,693	11,100	-	(11,100)	21,693
Postage and freight	9,840	-	-	-	9,840
Marketing	3,345	-	-	-	3,345
Dues and fees	26,477	3,107	-	(3,107)	26,477
Repairs and maintenance	14,758	2,730	-	(1,657)	15,831
Merchandise and materials	2,565	-	-	-	2,565
Total expenses	<u>2,330,747</u>	<u>1,129,301</u>	<u>134,039</u>	<u>(289,742)</u>	<u>3,304,345</u>
CHANGE IN NET ASSETS	540,338	135,674	(59,547)	-	616,465
NET ASSETS:					
Beginning of year	<u>1,231,888</u>	<u>2,434,285</u>	<u>1,851,167</u>	<u>-</u>	<u>5,517,340</u>
End of year	<u>\$ 1,772,226</u>	<u>\$ 2,569,959</u>	<u>\$ 1,791,620</u>	<u>\$ -</u>	<u>\$ 6,133,805</u>