



**THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
FINANCIAL STATEMENTS
WITH
INDEPENDENT AUDITORS' REPORT
FOR THE
YEARS ENDED DECEMBER 31, 2023 AND 2022**

**THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
FINANCIAL STATEMENTS**

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Theodore Roosevelt Conservation Partnership, Inc.
Washington, DC

Opinion

We have audited the accompanying financial statements of ***Theodore Roosevelt Conservation Partnership, Inc.*** (a nonprofit organization), which comprise the statements of financial position as of December 31, 2023 and 2022, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of ***Theodore Roosevelt Conservation Partnership, Inc.*** as of December 31, 2023 and 2022, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of ***Theodore Roosevelt Conservation Partnership, Inc.*** and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about ***Theodore Roosevelt Conservation Partnership, Inc.***'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.

Independent Auditors' Report

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Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of **Theodore Roosevelt Conservation Partnership, Inc.**'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about **Theodore Roosevelt Conservation Partnership, Inc.**'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

DeLeon & Stang

DeLeon & Stang, CPAs and Advisors

Frederick, Maryland

April 18, 2024

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Statements of Financial Position
December 31, 2023 and 2022

	2023	2022
ASSETS		
Cash and cash equivalents	\$ 2,449,118	\$ 3,261,133
Promises to give - current portion (see Note 3)	199,635	328,708
Grants receivable - current portion (see Note 4)	1,016,517	253,291
Prepaid expenses	213,823	151,398
Total current assets	3,879,093	3,994,530
Investments (see Note 6)	2,658,853	2,252,689
<u>Property, equipment and furniture</u> (see Note 7):		
Office furniture/website	151,064	138,892
Office equipment	41,504	41,504
	192,568	180,396
Less, accumulated depreciation	(142,121)	(118,392)
Total property, equipment and furniture, net	50,447	62,004
<u>Other assets:</u>		
Security deposit	45,210	45,210
Right-of-use asset - operating leases, net	1,704,551	866,054
Promises to give, net - long-term portion (see Note 3)	3,679	213,195
Grants receivable, net - long-term portion (see Note 4)	180,646	280,647
Total assets	\$ 8,522,479	\$ 7,714,329
LIABILITIES AND NET ASSETS		
<u>Current liabilities:</u>		
Accounts payable and accrued expenses	\$ 220,535	\$ 207,634
Accrued salaries and related benefits	383,397	364,748
Economic injury disaster loan - current portion (see Note 8)	3,407	3,315
Lease liability - current portion (see Note 9)	58,554	247,432
Conditional grant liability	749,686	1,000,488
Revenue received in advance	115,000	49,000
Total current liabilities	1,530,579	1,872,617
<u>Other liabilities:</u>		
Economic injury disaster loan - long-term portion (see Note 8)	153,965	156,673
Lease liability - long-term portion (see Note 9)	1,790,269	758,069
Total liabilities	3,474,813	2,787,359
<u>Net assets:</u>		
<u>Without donor restrictions:</u>		
Undesignated	24,250	524,862
Board designated (see Note 11)	2,365,967	1,921,787
Total net assets without donor restrictions	2,390,217	2,446,649
Net assets with donor restrictions (see Note 12)	2,657,449	2,480,321
Total net assets	5,047,666	4,926,970
Total liabilities and net assets	\$ 8,522,479	\$ 7,714,329

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Statements of Activities
For the Years Ended December 31, 2023 and 2022

	<u>2023</u>			<u>2022</u>		
	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Revenue:						
Grant revenue	\$ 2,473,134	\$ 3,598,312	\$ 6,071,446	\$ 1,715,626	\$ 3,439,600	\$ 5,155,226
Event revenue	515,870	-	515,870	374,147	-	374,147
Individual contributions	1,832,215	-	1,832,215	1,637,166	67,441	1,704,607
Corporate, non-profit, and association contributions	773,056	-	773,056	1,008,680	75,000	1,083,680
Other revenue	18,164	-	18,164	38,604	-	38,604
Interest income	12,522	-	12,522	238	-	238
In-kind donations	215,512	-	215,512	206,903	-	206,903
Net assets released from restrictions	<u>3,421,184</u>	<u>(3,421,184)</u>	<u>-</u>	<u>3,480,194</u>	<u>(3,480,194)</u>	<u>-</u>
 Total revenue	 <u>9,261,657</u>	 <u>177,128</u>	 <u>9,438,785</u>	 <u>8,461,558</u>	 <u>101,847</u>	 <u>8,563,405</u>
Expenses:						
Program services	7,484,966	-	7,484,966	7,087,882	-	7,087,882
<u>Supporting services:</u>						
Management and general	416,990	-	416,990	293,795	-	293,795
Fundraising	<u>1,680,479</u>	<u>-</u>	<u>1,680,479</u>	<u>1,354,330</u>	<u>-</u>	<u>1,354,330</u>
	<u>2,097,469</u>	<u>-</u>	<u>2,097,469</u>	<u>1,648,125</u>	<u>-</u>	<u>1,648,125</u>
 Total expenses	 <u>9,582,435</u>	 <u>-</u>	 <u>9,582,435</u>	 <u>8,736,007</u>	 <u>-</u>	 <u>8,736,007</u>
 Change in net assets before investment activity	 <u>(320,778)</u>	 <u>177,128</u>	 <u>(143,650)</u>	 <u>(274,449)</u>	 <u>101,847</u>	 <u>(172,602)</u>
Investment income (loss), net	<u>264,346</u>	<u>-</u>	<u>264,346</u>	<u>(199,865)</u>	<u>-</u>	<u>(199,865)</u>
 Change in net assets	 <u>(56,432)</u>	 <u>177,128</u>	 <u>120,696</u>	 <u>(474,314)</u>	 <u>101,847</u>	 <u>(372,467)</u>
Net assets beginning of year	<u>2,446,649</u>	<u>2,480,321</u>	<u>4,926,970</u>	<u>2,920,963</u>	<u>2,378,474</u>	<u>5,299,437</u>
 Net assets end of year	 <u>\$ 2,390,217</u>	 <u>\$ 2,657,449</u>	 <u>\$ 5,047,666</u>	 <u>\$ 2,446,649</u>	 <u>\$ 2,480,321</u>	 <u>\$ 4,926,970</u>

See Accompanying Notes to Financial Statements

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Statement of Functional Expenses
For the Year Ended December 31, 2023

	Program Services	Supporting Services		Total Supporting Services	Total
	Conservation Programs	Management and General	Fundraising		
Salaries	\$ 3,381,459	\$ 176,789	\$ 576,547	\$ 753,336	\$ 4,134,795
Consultants	1,402,396	70,061	146,542	216,603	1,618,999
Employee benefits	826,574	43,215	140,932	184,147	1,010,721
Conferences and meetings	305,069	2,706	185,717	188,423	493,492
Travel	428,461	1,700	48,639	50,339	478,800
Rent	194,205	11,006	18,898	29,904	224,109
Website and IT services	177,195	3,657	37,530	41,187	218,382
Pass through grants	207,088	-	-	-	207,088
Event expenses	100,051	-	88,626	88,626	188,677
<u>Professional services:</u>					
Accounting	101,066	8,409	14,437	22,846	123,912
Legal	-	33,017	-	33,017	33,017
GIS - Mapping	6,035	-	-	-	6,035
Advertising and promotion	83,756	5,072	15,108	20,180	103,936
TV production and video	66,355	-	37,228	37,228	103,583
Dues and subscriptions	57,473	1,473	20,829	22,302	79,775
Bank service charges	-	10,134	47,573	57,707	57,707
Office expense	36,661	1,458	8,251	9,709	46,370
Promotional merchandise	194	-	44,886	44,886	45,080
Insurance	33,524	2,789	4,788	7,577	41,101
Donations to other organizations	30,000	1,000	-	1,000	31,000
Printing and publications	11,154	378	15,931	16,309	27,463
Administrative fee	17,690	1,427	2,450	3,877	21,567
Postage/express mail	8,978	595	1,246	1,841	10,819
Telephone	8,515	548	941	1,489	10,004
Professional development	681	553	7,621	8,174	8,855
State registrations and licenses	386	681	66	747	1,133
Temporary services	-	-	181	181	181
	<u>7,484,966</u>	<u>376,668</u>	<u>1,464,967</u>	<u>1,841,635</u>	<u>9,326,601</u>
<u>Non-cash expenses:</u>					
In-kind goods - auction items	-	-	215,512	215,512	215,512
Depreciation and amortization	-	40,322	-	40,322	40,322
	<u>-</u>	<u>40,322</u>	<u>215,512</u>	<u>255,834</u>	<u>255,834</u>
	<u>\$ 7,484,966</u>	<u>\$ 416,990</u>	<u>\$ 1,680,479</u>	<u>\$ 2,097,469</u>	<u>\$ 9,582,435</u>

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Statement of Functional Expenses
For the Year Ended December 31, 2022

	Program Services	Supporting Services			Total
	Conservation Programs	Management and General	Fundraising	Total Supporting Services	
Salaries	\$ 3,226,935	\$ 160,594	\$ 326,207	\$ 486,801	\$ 3,713,736
Consultants	1,208,453	4,504	90,072	94,576	1,303,029
Employee benefits	822,761	38,517	78,236	116,753	939,514
Conferences and meetings	320,965	240	172,422	172,662	493,627
Travel	291,315	986	31,244	32,230	323,545
Rent	221,250	8,119	15,469	23,588	244,838
Website and IT services	184,238	2,897	33,077	35,974	220,212
Pass through grants	185,924	3,000	-	3,000	188,924
Event expenses	109,259	-	77,279	77,279	186,538
<u>Professional services:</u>					
Legal	15,000	444	-	444	15,444
Accounting	97,969	4,856	9,862	14,718	112,687
GIS - Mapping	8,487	-	-	-	8,487
Advertising and promotion	117,953	663	120,216	120,879	238,832
TV production and video	116,926	-	12,824	12,824	129,750
Dues and subscriptions	59,226	653	15,863	16,516	75,742
Bank service charges	9,502	502	43,316	43,818	53,320
Office expense	18,556	3,625	33,070	36,695	55,251
Promotional merchandise	7,570	277	63,486	63,763	71,333
Insurance	19,102	951	1,931	2,882	21,984
Donations to other organizations	14,564	356	1,725	2,081	16,645
Printing and publications	11,678	311	9,440	9,751	21,429
Administrative fee	-	25,259	-	25,259	25,259
Postage/express mail	7,246	339	8,920	9,259	16,505
Telephone	10,103	420	853	1,273	11,376
Professional development	2,477	106	1,893	1,999	4,476
State registrations and licenses	414	10	22	32	446
Temporary services	9	-	-	-	9
	<u>7,087,882</u>	<u>257,629</u>	<u>1,147,427</u>	<u>1,405,056</u>	<u>8,492,938</u>
<u>Non-cash expenses:</u>					
In-kind goods - auction items	-	-	206,903	206,903	206,903
Depreciation and amortization	-	36,166	-	36,166	36,166
	<u>-</u>	<u>36,166</u>	<u>206,903</u>	<u>243,069</u>	<u>243,069</u>
	<u>\$ 7,087,882</u>	<u>\$ 293,795</u>	<u>\$ 1,354,330</u>	<u>\$ 1,648,125</u>	<u>\$ 8,736,007</u>

See Accompanying Notes to Financial Statements

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Statements of Cash Flows
For the Years Ended December 31, 2023 and 2022

	2023	2022
<u>Cash Flows From Operating Activities:</u>		
Change in net assets	\$ 120,696	\$ (372,467)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation and amortization	40,322	36,166
Amortization of right of use asset	98,905	223,159
Unrealized and realized (gain) loss on investments	(182,389)	256,921
Loss on equipment	3,134	3,451
Bad debt expense	1,774	19,000
Change in:		
Promises to give	338,589	61,464
Grants receivable	(664,999)	510,311
Prepaid expenses	(62,425)	(21,701)
Other current asset	-	178,706
Accounts payable and accrued liabilities	12,901	(31,644)
Accrued salaries and related benefits	18,649	79,079
Accrued interest on Economic Injury Disaster Loan	699	4,122
Lease liability	(94,080)	(238,514)
Conditional grant liability	(250,802)	286,904
Revenue received in advance	66,000	36,250
	(553,026)	1,031,207
Net cash provided by (used in) operating activities		
<u>Cash Flows From Investing Activities:</u>		
Purchases of investments	(281,958)	(608,110)
Sale of investments	58,183	-
Purchases of property and equipment	(31,899)	(18,317)
	(255,674)	(626,427)
Net cash used in investing activities		
<u>Cash Flows From Financing Activities:</u>		
Principal payments on Economic Injury Disaster Loan	(3,315)	-
	(3,315)	-
Net cash used in financing activities		
Net change in cash and cash equivalents	(812,015)	404,780
Cash and cash equivalents, beginning of year	3,261,133	2,856,353
Cash and cash equivalents, end of year	\$ 2,449,118	\$ 3,261,133

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements
December 31, 2023 and 2022

NOTE 1 **ORGANIZATION AND NATURE OF ACTIVITIES**

Theodore Roosevelt Conservation Partnership, Inc. (TRCP) was incorporated on July 30, 2002 and began business on August 1, 2002. TRCP's primary purpose is to ensure that America's lands, both public and private, will always provide clean water, healthy habitat, bountiful fish and wildlife populations and opportunities to fish, hunt and enjoy the outdoors. TRCP is a non-profit corporation incorporated in Delaware and located in the District of Columbia.

NOTE 2 **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Basis of presentation

The accompanying policies of TRCP are in accordance with accounting principles generally accepted in the United States of America applied on a basis consistent with that of the preceding years.

Basis of accounting

These financial statements are prepared on the accrual basis of accounting, whereby revenue is recognized when earned and expenses are recognized when incurred.

Estimates

The preparation of the financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosures of contingent assets and liabilities at the date of the financial statements. Such estimates and assumptions also affect the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and assumptions.

Cash and cash equivalents

For the purposes of the statements of cash flows, TRCP considers all highly liquid instruments, which are to be used for current operations and which have an original maturity of three months or less, to be cash and cash equivalents.

Concentrations of credit risk

Financial instruments that potentially subject TRCP to concentration of credit risk consist primarily of cash and cash equivalents. TRCP maintains its cash and cash equivalents which at times may exceed the federally insured limit, in bank deposit accounts with high quality financial institutions. TRCP has not experienced any losses in such accounts. As of December 31, 2023, funds in excess of FDIC totaled \$281,064. As of December 31, 2022, funds in excess of FDIC totaled \$1,301,563. TRCP recognized the need to protect its assets and thus entered into a sweep agreement during 2022. Management does not, however, consider this to be a significant concentration of credit risk.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 2 **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (Continued)

Promises to give and grants receivable

Promises to give and grants receivable are recorded at estimated net realizable value. Management periodically reviews the status of all promises to give and grants receivable balances for collectability. Each receivable balance is assessed based on management's knowledge of and relationship with the grantor and the age of the receivable balance. As of December 31, 2023, the discount recorded against promises to give was \$20,674. No discount for grants receivable was deemed necessary and there was no allowance for doubtful accounts as of December 31, 2023. As of December 31, 2022, the total discount recorded across promises to give and grants receivable was \$28,794; \$26,062 for grants receivable and \$2,732 for promises to give. In addition, a \$10,000 allowance for doubtful accounts was recorded for one of the promises to give as of December 31, 2022 as an account was determined uncollectible.

Investments

Investments in marketable securities with readily determinable fair values are valued at their fair values in the statement of financial position. Realized and unrealized gains and losses are included in the change in net assets. Investments consist of money market funds and mutual funds that are publicly traded.

Property and equipment

Acquisitions of property and equipment are stated at cost. Improvements and replacements of property and equipment are capitalized. Maintenance and repairs that do not improve or extend the lives of property and equipment are charged to expense as incurred, but renewals and betterments are capitalized. When assets are sold or retired, their cost and related accumulated depreciation are removed from the accounts and any gain or loss is reported in the statement of activities.

Depreciation is based on estimated useful service lives and is computed on the straight-line method, generally five to seven years. TRCP's policy is to capitalize property and equipment purchased with a cost greater than \$1,000. Leasehold improvements are amortized over the lease term.

Leases

TRCP assesses whether an arrangement qualifies as a lease (i.e., conveys the right to control the use of an identified asset for a period of time in exchange for consideration) at inception and only reassesses its determination if the terms and conditions of the arrangement are changed. Leases are included in right-of-use (ROU) assets and lease liabilities in the statements of financial position. ROU assets and lease liabilities reflect the present value of the future minimum lease payments over the lease term, using the risk-free discount rate based on the number of years of the lease term, and ROU assets also include prepaid or accrued rent.

Operating lease expense is recognized on a straight-line basis over the lease term. TRCP does not report ROU assets and leases liabilities for its short-term leases (leases with a term of 12 months or less).

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 2 **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (Continued)

Deferred revenue

Revenue received in advance of the period in which it is earned is deferred to subsequent periods.

Conditional grant liability

Grants are considered conditional when they include a barrier that must be overcome and either a right of return of assets transferred or a right of release of a donor's obligation to transfer assets.

Revenue received in advance

Revenue received in advance includes funds collected for sponsorships related to the subsequent year's special event.

Classification of net assets

TRCP reports information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions.

Net assets without donor restrictions – not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of TRCP. These net assets may be used at the discretion of TRCP's management. Net assets without donor restrictions also include board designated funds. Board designated net assets as of December 31, 2023 and 2022 totaled \$2,365,967 and \$1,921,787, respectively. See Note 11.

Net assets with donor restrictions – subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of TRCP or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. See Note 12.

Revenue recognition

Unconditional grants and contributions are recorded as revenue in the year notification is received from the donor. Grants and contributions considered to be nonexchange transactions that include donor-imposed conditions are recognized as revenue when the condition is met. Restricted grants and contributions are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the satisfaction of restrictions. Restricted grants and contributions received in excess of expenses incurred are included with net assets with donor restrictions.

In-kind contributions

Donated materials and services are recorded at fair value when an unconditional commitment is received and are recognized as an in-kind contribution as revenue and expense in the accompanying financial statements.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 2 **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES** (Continued)

In-kind contributions (Continued)

Donated services are recognized when services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Functional allocation of expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among program services, fundraising, and management and general benefited based on estimated time and effort.

Advertising

TRCP expenses advertising costs as they are incurred. Advertising and promotion expense totaled \$103,936 and \$238,832 for the years ended December 31, 2023 and 2022, respectively.

Income taxes

TRCP is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC). TRCP qualifies for the charitable contribution deduction under Section 170 and has been classified as an organization that is not a private foundation under Section 509(a)(1). There is no material net unrelated business income tax liability for the years ended December 31, 2023 and 2022.

TRCP follows accounting standards for dealing with uncertainty in accounting for income tax provisions. TRCP has determined that it does not have any material unrecognized tax benefits or obligations as of December 31, 2023 and 2022.

Tax returns are subject to examination by federal and state taxing authorities, generally for three years after filing. The Association's returns for the fiscal years ended 2020 through 2022 are subject to such examination.

Reclassifications

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform to the presentation of the current year financial statements.

NOTE 3 **UNCONDITIONAL PROMISES TO GIVE**

Unconditional promises to give are recorded as receivables and revenue when received. TRCP distinguishes between contributions received for each net asset category in accordance with donor-imposed restrictions. Promises to give are comprised of the following at December 31:

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 3 **UNCONDITIONAL PROMISES TO GIVE** (Continued)

	<u>2023</u>	<u>2022</u>
<u>Unconditional promises to give expected in:</u>		
Less than one year	\$ 199,635	\$ 338,708
Two to five years	<u>5,000</u>	<u>215,927</u>
	204,635	554,635
Less: discount & allowance	<u>(1,321)</u>	<u>(12,732)</u>
Total promises to give, net	<u>\$ 203,314</u>	<u>\$ 541,903</u>

Unconditional promises to give are discounted to their present value using risk free rates of return ranging from 0.28% to 3.45% for both December 31, 2023 and 2022.

As of December 31, 2023 and 2022, one donor had a pledge balance outstanding which represented 96% and 74% of total promises to give, respectively.

NOTE 4 **GRANTS RECEIVABLE**

As of December 31, 2023 and 2022, TRCP has grants receivable due within one year totaling \$1,016,517 and \$253,291, respectively. As of December 31, 2023 and 2022, TRCP has grants receivable due after one year totaling \$180,646 and \$280,647, respectively.

NOTE 5 **FAIR VALUE MEASUREMENTS**

Fair value, as defined under Generally Accepted Accounting Principles (GAAP), is an exit price representing 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. GAAP establishes a three-tier fair value hierarchy that prioritizes the inputs used in measuring fair value. These tiers include:

- Level 1* Observable inputs such as quoted prices in active markets.
- Level 2* Inputs other than quoted prices in active markets that are either directly or indirectly observable.
- Level 3* Unobservable inputs about which little or no market data exists, therefore requiring an entity to develop its own assumptions.

Assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement. TRCP's assessment of the significance of a particular input to the fair value measurement requires judgment and may affect the valuation of fair value assets and liabilities and their placement within the fair value hierarchy levels.

There have been no changes in the methodologies used at December 31, 2023. The following is a description of the valuation methodologies used for instruments measured at fair value:

Money market funds and cash equivalents – Recorded at cost which approximates fair value. Both observable inputs are used to value these investments.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 5 **FAIR VALUE MEASUREMENTS** (Continued)

Mutual funds – Valued using quoted market prices.

All of TRCP’s assets accounted for at fair value on a recurring basis fall of within Level 1 of the fair value hierarchy as of December 31, 2023 and 2022.

NOTE 6 **INVESTMENTS**

Marketable securities at December 31, 2023 and 2022 carried at fair value as determined by quoted market prices are as follows:

	<u>2023</u>	<u>2022</u>
Money market funds and cash equivalents	\$ 558,592	\$ 586,904
Mutual funds	<u>2,100,261</u>	<u>1,665,785</u>
	<u>2,658,853</u>	<u>2,252,689</u>

The following schedule summarizes investment income (loss), in the statements of activities at December 31, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Interest and dividends	\$ 93,127	\$ 65,801
Realized and unrealized gains (losses)	<u>182,389</u>	<u>(256,921)</u>
	275,516	(191,120)
Less: investment fees	<u>(11,170)</u>	<u>(8,745)</u>
	<u>\$ 264,346</u>	<u>\$ (199,865)</u>

NOTE 7 **PROPERTY AND EQUIPMENT**

Major classes of property and equipment consisted of the following at December 31, 2023 and 2022:

	<u>2023</u>	<u>2022</u>
Furniture and fixtures	\$ 106,001	\$ 93,829
Computer equipment	41,504	41,504
Website	45,063	45,063
Less: accumulated depreciation & amortization	<u>(142,121)</u>	<u>(118,392)</u>
	<u>\$ 50,447</u>	<u>\$ 62,004</u>

Depreciation and amortization expense on property and equipment was \$40,322 and \$36,166 for the years ended December 31, 2023 and 2022, respectively.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 8 **ECONOMIC INJURY DISASTER LOAN**

In response to the COVID-19 pandemic, the Small Business Administration (SBA) allowed small businesses and nonprofit organizations to apply for Economic Injury Disaster Loans to provide economic relief to businesses that were experiencing a temporary loss of revenue due to COVID-19. TRCP received a loan of \$150,000 on May 30, 2020 with an annual interest rate of 2.75% that matures in 30 years.

Payments on the loan were originally scheduled to start one year after receipt. During 2021, the SBA extended the deferment period for all disaster loans, including COVID-19 Economic Disaster Loans to 2 years after receipt. During March 2022, the SBA once again extended the deferral period to 30 months. Payments on the loan began 30 months from the date of the note.

Principal maturities of long-term debt for future years are as follows:

For the Year Ended December 31,

2024	\$	3,407
2025		3,502
2026		3,599
2027		3,700
2028		3,803
Thereafter		<u>128,574</u>
Plus: Accrued interest		<u>10,787</u>
		<u>\$ 157,372</u>

Accrued interest included in Economic injury disaster loan – long term portion on the statements of financial position as of December 31, 2023 and 2022 amounted to \$10,787 and \$10,088, respectively.

NOTE 9 **OPERATING LEASES**

On November 1, 2016, TRCP entered into an office lease agreement in the District of Columbia that is scheduled to expire on October 31, 2027. The first 12 months of lease payments are abated. The lease agreement contains an escalation clause whereby rent is increased by 2.5% each year. The agreement includes an option to renew the lease for a term of five additional years, which is not guaranteed and, therefore not considered likely to be exercised. In November 2023, the lease was amended to extend the term through August 31, 2035. Under this amendment, the first 10 months of the amendment term and the 10 months beginning on October 1, 2027 are abated.

On February 28, 2020, TRCP entered into an office lease agreement in Denver, Colorado (the Spectrum Office) with an original term of three years. The lease agreement contains an escalation clause whereby rent is increased by 2.1% each year. On December 13, 2022, the original lease agreement was amended to extend the term by one year.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 9 **OPERATING LEASES** (Continued)

This additional year is not subject to the escalation clause and base rent is, therefore, at the same amount as the third year of the initial term. The lease does not include any option to renew or extend.

On December 13, 2021, TRCP entered into an operating lease agreement for office space in Montana (the Missoula Warehouse) with a commencement date of February 1, 2022 for a two year term. The lease requires monthly payments of \$1,150 with no escalations. The lease includes an option to renew the lease for a two-year term at a rate not yet negotiated.

Rent expense was \$224,109 and \$244,838 for the years ended December 31, 2023 and 2022, respectively.

The weighted average remaining lease term is 11.6 years and the weighted average discount rate is 4.67%.

Future maturities of lease liabilities at December 31, 2023 are as follows:

	<u>D.C.</u>	<u>Spectrum</u>	<u>Missoula</u>	<u>Total</u>
Total lease payments for the				
year ended December 31,				
2024	\$ 47,943	\$ 9,461	\$ 1,150	\$ 58,554
2025	192,970	-	-	192,970
2026	197,791	-	-	197,791
2027	151,116	-	-	151,116
2028	104,500	-	-	104,500
Thereafter	<u>1,799,278</u>	<u>-</u>	<u>-</u>	<u>1,799,278</u>
	2,493,598	9,461	1,150	2,504,209
Less: present value discount	<u>(655,386)</u>	<u>-</u>	<u>-</u>	<u>(655,386)</u>
	<u>\$ 1,838,212</u>	<u>\$ 9,461</u>	<u>\$ 1,150</u>	<u>\$ 1,848,823</u>

NOTE 10 **LINE OF CREDIT**

TRCP has a \$350,000 revolving line of credit from Truist Bank, which expires on September 20, 2024. The line of credit bears interest at a rate of Prime plus 2.0% per annum and is due on demand. Advances under the line of credit are unsecured. The Board of Directors of TRCP limits the use of the line of credit for operating expenses. There was no outstanding balance as of December 31, 2023 and 2022.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 11 **NET ASSETS WITHOUT DONOR RESTRICTIONS – BOARD DESIGNATED**

During fiscal year 2009, TRCP established the Jim Range Conservation Fund, which would be used at the discretion of TRCP's Board of Directors to provide general operating support, particularly in the capacity building areas of communications and development, enhance TRCP's flexibility to seize unexpected opportunities or confront sudden challenges pertaining to TRCP's legislative agenda, and to supplement funding to TRCP's signature conservation programs in four major areas: western public lands, agricultural private lands, responsible energy development and marine fisheries. The amount recognized as Board-designated as of December 31, 2023 and 2022 is \$2,365,967 and \$1,921,787, respectively.

NOTE 12 **NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions at December 31, 2023 and 2022 are as follows:

	<u>2023</u>	<u>2022</u>
<u>Purpose restricted:</u>		
The Coca-Cola Company	\$ 15,508	\$ 75,000
Margaret Oliva	10,218	50,941
Paul Moseley	-	16,500
	<u>25,726</u>	<u>142,441</u>
<u>Time restricted:</u>		
AFFTA Fisheries Fund	4,883	-
Buchanan	13,500	15,000
Bur Oak Foundation	43,323	45,833
Buring Foundation	13,597	-
Campbell Foundation	40,430	48,750
Charles Stewart Mott Foundation	90,252	220,833
Colorado DNR	-	10,025
Colorado Parks and Wildlife	1,376	-
Conscience Bay Research	9,716	-
Conservation Alliance	24,172	11,250
Curtis and Edith Munson	11,067	-
Doris Duke	83,619	150,000
Edgerton Foundation	1,895	-
Founding Fish Network	22,415	-
Gates Family Foundation	-	25,000
George L. Ohrstrom, Jr. Foundation	-	25,000
Hewlett Foundation	750,000	-
High Stakes Foundation	6,647	3,750
Ishyama Foundation	150,000	150,000
James K. and Joan A. Gardner Family Foundation	373,895	466,667
Jim Range Conservation Fund	190,151	394,635
John Ben Snow Memorial Trust	3,758	2,500
Knobloch Family Foundation	15,358	16,667
Lazar Foundation	16,841	-
Mighty Arrow Foundation	80,134	-
Moore Charitable Foundation	11,621	108,333

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 12 **NET ASSETS WITH DONOR RESTRICTIONS** (Continued)

	<u>2023</u>	<u>2022</u>
<u>Time restricted:</u> (Continued)		
National Forest Foundation	6,000	-
Nevada Energy Foundation	16,924	13,636
Ohrstrom Foundation	-	120,000
Quantified Ventures	1,225	-
REI Co-op	16,491	48,750
Resources Legacy Fund	-	15,000
Ruby Mountain	7,819	-
S. Kent Rockwell Foundation	-	36,667
Shell Oil Company	-	25,000
Sitka Gear	51,544	-
Storer Foundation	82,366	-
The Cinnabar Foundation	1,546	-
The Wilderness Society	77,989	-
Thornburg Foundation	42,003	56,250
Trinchera Blanca Foundation	186,286	-
Water Foundation	21,201	225,000
Weeden Foundation	3,139	4,167
Western Conservation Foundation	30,640	-
Wilburforce Alaska	36,006	29,167
Wilburforce Idaho	37,654	35,000
William and Flora Hewlett Foundation	-	5,000
Williams Family Foundation of Georgia	-	30,000
Wyss Foundation	54,240	-
	<u>2,631,723</u>	<u>2,337,880</u>
Total net assets with donor restrictions	<u>\$ 2,657,449</u>	<u>\$ 2,480,321</u>

NOTE 13 **DONATED GOODS AND SERVICES**

During the years ended December 31, 2023 and 2022, TRCP received donated goods consisting primarily of Capital Conservation Dinner auction items valued at \$215,512 and \$206,903, respectively. All in-kind contributions were monetized by TRCP's programs and supporting services. All in-kind contributions have been recorded at their fair market value as of the date of the gift.

NOTE 14 **RETIREMENT PLAN**

TRCP has a 401(k) plan which covers all employees who meet certain eligibility requirements. TRCP contributes a matching component on an annual basis. Employer contributions and related expenses for the years ended December 31, 2023 and 2022 were \$150,506 and \$154,321, respectively.

THEODORE ROOSEVELT CONSERVATION PARTNERSHIP, INC.
Notes to the Financial Statements (Continued)
December 31, 2023 and 2022

NOTE 15 **LIQUIDITY AND FUNDS AVAILABLE**

The following represents TRCP’s financial assets as of December 31, 2023 and 2022, reduced by amounts not available for general expenditure within one year, if any. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, trust assets, assets held for others, endowments and accumulated earnings net of appropriations within one year and board designated endowments. These board designations could be drawn upon if the board approves that action.

Financial assets available to meet cash needs for general expenditures within one year are as follows:

	<u>2023</u>	<u>2022</u>
<u>Financial assets:</u>		
Cash and cash equivalents	\$ 2,449,118	\$ 3,261,133
Investments (see Note 6)	2,658,853	2,252,689
Promises to give - current portion (see Note 6)	199,635	328,708
Grants receivable - current portion (see Note 6)	1,016,517	253,291
Prepaid expenses	213,823	151,398
	<u>6,537,946</u>	<u>6,247,219</u>
<u>Less amounts not available to be used</u> <u>within one year due to:</u>		
Board designated funds	<u>2,365,967</u>	<u>1,921,787</u>
 Financial assets available to meet general expenditures within one year	 <u>\$ 4,171,979</u>	 <u>\$ 4,325,432</u>

TRCP can make additional draws from the line of credit through September 20, 2024; see Note 10 for further detail.

NOTE 16 **SUBSEQUENT EVENTS**

In preparing these financial statements, TRCP has evaluated subsequent events for potential required disclosure through April 18, 2024, which is the date the financial statements were available to be issued. There were no subsequent events identified requiring disclosure or recognition in the financial statements.