

***National Conservation
Leadership Institute, Ltd.***

FINANCIAL STATEMENTS

June 30, 2017 and June 30, 2016

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DECKER & COMPANY PLLC
CERTIFIED PUBLIC ACCOUNTING

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INDEPENDENT AUDITOR'S REPORT ON FINANCIAL STATEMENTS

To the Board of Directors
National Conservation Leadership Institute, Ltd.

We have audited the accompanying financial statements of National Conservation Leadership Institute, Ltd. (a nonprofit organization), which comprise the statements of assets, liabilities, and net assets— modified cash basis as of June 30, 2017 and 2016, and the related statement of support, revenue, and expenses— modified cash basis for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the modified cash basis of accounting as described in the Notes to the financial statements; this includes determining that the modified cash basis of accounting is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. 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 financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities, and net assets of National Conservation Leadership Institute, Ltd. as of June 30, 2017 and 2016, and its support, revenue, and expenses for the years then ended in accordance with the modified cash basis of accounting as described in the Notes to the financial statements.

Basis of Accounting

We draw attention to the Notes of the financial statements, which describes the basis of accounting. The financial statements are prepared on the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to that matter.

Decker & Company PLLC

August 31, 2017

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STATEMENTS OF ASSETS, LIABILITIES AND NET ASSETS - MODIFIED CASH BASIS

June 30, 2017 and June 30, 2016

ASSETS

	<u>2017</u>	<u>2016</u>
Cash - unrestricted account	\$ 459,102	\$ 242,069
Cash - restricted account	<u>681</u>	<u>681</u>
Total assets	<u>\$ 459,783</u>	<u>\$ 242,750</u>

LIABILITIES AND NET ASSETS

LIABILITIES

Credit card payable	\$ <u>694</u>	\$ <u>1,580</u>
Total liabilities	<u>694</u>	<u>1,580</u>

NET ASSETS

Unrestricted	458,408	240,489
Temporarily restricted	<u>681</u>	<u>681</u>
Total net assets	<u>459,089</u>	<u>241,170</u>
Total liabilities and net assets	<u>\$ 459,783</u>	<u>\$ 242,750</u>

See accompanying notes and independent auditors' report.

STATEMENTS OF SUPPORT, REVENUE, AND EXPENSES - MODIFIED CASH BASIS

For the Years Ended June 30, 2017 and June 30, 2016

	<u>2017</u>	<u>2016</u>
CHANGES IN UNRESTRICTED NET ASSETS		
SUPPORT AND REVENUE		
Tuition income	\$ 304,500	\$ 234,129
Contributions and grants	<u>118,354</u>	<u>67,455</u>
	422,854	301,584
Net assets released from restrictions	<u>-</u>	<u>-</u>
Total unrestricted support and revenue	<u>422,854</u>	<u>301,584</u>
EXPENSES		
Fall residency	70,593	55,130
Contract labor	36,655	-
Cambridge Leadership Associates	29,000	50,000
Training	24,850	27,730
Spring graduation	22,729	20,553
Speakers honoraria	6,750	6,350
Travel & lodging - other	5,296	6,786
Professional fees	4,250	4,250
Technology	1,261	480
Miscellaneous	1,041	1,545
Insurance	962	-
Advertising and promotion	912	12,221
Postage and delivery	<u>636</u>	<u>2,333</u>
Total expenses	<u>204,935</u>	<u>187,378</u>
Increase in unrestricted net assets	<u>217,919</u>	<u>114,206</u>
CHANGES IN TEMPORARILY RESTRICTED NET ASSETS		
Contributions	-	63
Net assets released from restrictions	<u>-</u>	<u>-</u>
Increase (decrease) in temporarily restricted net assets	<u>-</u>	<u>63</u>
Increase in net assets	217,919	114,269
NET ASSETS		
Beginning of year	<u>241,170</u>	<u>126,901</u>
End of year	\$ <u><u>459,089</u></u>	\$ <u><u>241,170</u></u>

See accompanying notes and independent auditors' report.

NOTES TO FINANCIAL STATEMENTS

June 30, 2017 and June 30, 2016

NATURE OF OPERATIONS

The National Conservation Leadership Institute, Ltd. ("Institute") was created in December 2005 for the purpose to create the premiere educational program for the study and development of leadership in the wildlife conservation community in the United States. The Institute's contracted staff is located at the U.S. Fish and Wildlife Service's National Conservation Training Center located outside Shepherdstown, West Virginia, and is administered by the Management Assistance Team of the Association of Fish and Wildlife Agencies.

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared on the modified cash basis of accounting. That basis differs from generally accepted accounting principles primarily because the Institute has not recognized balances of trade accounts receivable and payable, prepaid and accrued expenses, and their related effects on support, revenue, expenses and changes in net assets.

Basis of Presentation

The financial statements presentation follows the recommendations of the Not-for Profit Entities Presentation of Financial Statements Topic of the FASB Accounting Standards Codification. Under the Standards, the Institute is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, including unrestricted-designated, temporarily restricted and permanently restricted.

Use of Estimates

The preparation of financial statements in conformity with the modified cash basis of accounting requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

Concentration of Credit Risk

At times cash balances may be in excess of the Federal Deposit Insurance Corporation insurance limit, and management considers those circumstances to be a normal business risk.

Revenue Recognition

Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support depending on the existence and/or nature of any donor restrictions.

All donor-restricted contributions are reported as an increase in temporarily restricted or permanently restricted net assets depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Restricted contributions are reported as unrestricted if the restriction is met in the same reporting period as when the contribution is received.

NOTES TO FINANCIAL STATEMENTS (Continued)

June 30, 2017 and June 30, 2016

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Contributed Services

The Institute receives a substantial amount of services donated in carrying out the Institute's mission. The value of these services are not reflected in these statements since they do not meet the criteria under the Not-for Profit Entities Revenue Recognition Topic of the FASB Accounting Standards Codification.

Property and Equipment

Property and equipment acquired with a cost or value of \$500 or more is capitalized. However, as of June 30, 2017 and June 30, 2016, the Institute does not own any property or equipment.

Income Tax Status

The Institute qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code and is generally exempt from federal income taxes. Information returns are filed in the United States federal jurisdiction and the returns for the years ended June 30, 2014, 2015, and 2016 are generally subject to examination for three years after they are filed.

Subsequent Events

In preparing these financial statements, the Institute has evaluated events and transactions for potential recognition or disclosure through August 31, 2017, the date the financial statements were available to be issued.

CASH - RESTRICTED ACCOUNT

This account represents the Institute's remaining donations and grants that were received with time or purpose restrictions. These amounts typically are grants received that have been funded either directly or indirectly by federal monies.

CONTRACT LABOR

This account represents the expense paid for contract labor provided by NCLI's MAT (Management Assistance Team). Contract labor was \$36,655 and \$0 for 2016 and 2015 respectively. The MAT team did not require NCLI to pay this expense in 2016 as donations, grants, or other monies received by MAT were available to cover the 2016 fiscal year expenses.

NOTES TO FINANCIAL STATEMENTS (Continued)

June 30, 2017 and June 30, 2016

IN-KIND (unaudited)

For the years ended June 30, 2017 and June 30, 2016, the source, type and amount of in-kind contributions are as follows:

	<u>2017</u>	<u>2016</u>
Association of Fish and Wildlife Agencies - Management Assistance		
Team Staff	\$ 89,965	\$ 85,513
National Conservation Training Center - instruction rooms/lodging	37,217	33,480
NPS/Albright - instruction rooms	3,700	3,700
Peer Coaches	40,920	56,632
Supplies and other expenses	9,322	23,323
Other staff and speakers	<u>3,500</u>	<u>4,222</u>
	\$ <u>184,624</u>	\$ <u>206,870</u>



**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND
ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT
OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING
STANDARDS**

To the Board of Directors
National Conservation Leadership Institute, Ltd.

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of the National Conservation Leadership Institute, Ltd. ("Institute", a nonprofit organization), as of and for the year ended June 30, 2017, and have issued our report thereon dated August 31, 2017.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Institute's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Institute's internal control. Accordingly, we do not express an opinion on the effectiveness of the Institute's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the organization's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. Given these limitations, during our audit we did not identify any deficiencies in internal control that we considered to be material weaknesses. We did identify a deficiency in internal control, described in the Schedule of Findings and Responses below.

Schedule of Findings and Responses

Finding 2017-01: Internal Control Activities

Criteria: General principles of internal control activities require organization's to select and develop control activities over technology to support the achievement of financial reporting objectives.

Condition: During the audit it was noted that credit card transactions posted to the Institute's accounting software using a download utility were not consistent as to which expense account the transactions were recorded to. Several transactions were posted to the wrong expense accounts causing a slight issue with monthly reconciliations and an inaccurate balance in the credit card account.

Cause: Account coding of expenditures downloaded into the Institute's accounting software was inconsistent and not immediately reviewed and corrected.

Effect or potential effect: The effect of misposting transactions can cause certain expenditure accounts to be overstated and others to be understated and make periodic account reconciliations more difficult than necessary. In this instance it can also cause the credit card liability balance to be inaccurate compared to the periodic statement and can result in inaccurate financial data.

Response 2017-01: We concur with the finding and will implement procedures to review and correct expenditure inconsistencies in a timely manner.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Institute's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Institute's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Governmental Auditing Standards* in considering the Institute's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Decker & Company PLLC

August 31, 2017