



HINKLE + LANDERS

Certified Public Accountants + Business Consultants

WILDEARTH GUARDIANS

**INDEPENDENT AUDITOR'S REPORT
AND FINANCIAL STATEMENTS**

**For the Year Ended December 31, 2020
With Comparative Totals for 2019**

WILDEARTH GUARDIANS
As of December 31, 2020

OFFICIAL ROSTER

Board of Directors

<u>Name</u>	<u>Title</u>
David Will	President
Melissa Hailey	Vice President
Cathy Bailey	Secretary
Peter Schoenburg	Treasurer
Anne Butterfield	Member
Nat Cobb	Member
Gay Dillingham	Member
Rebecca Vitale Mandich	Member
Kristina Martinez	Member
Mimsi Milton	Member
Bill Syme	Member

Independent Auditor's Report

The Board of Directors of
WildEarth Guardians
Santa Fe, New Mexico

Report on Financial Statements

We have audited the accompanying financial statements of the WildEarth Guardians (the Organization)(a nonprofit organization), which comprise the statement of financial position as of December 31, 2020, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

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 financial position of the Organization as of December 31, 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.

Report on Summarized Comparative Information

We have previously audited WildEarth Guardian's 2019 financial statements, and we expressed a qualified audit opinion on those audited financial statements in our report dated March 20, 2020. The reason for the qualified opinion was due to possible misappropriation of assets involving WildEarth Guardian's River Restoration program. In our opinion the summarized comparative information presented herein as of and for the year ended December 31, 2020, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Hinkle & Landers, P.C.

Hinkle + Landers, P.C.
Albuquerque, NM
April 19, 2021

WILDEARTH GUARDIANS
STATEMENT OF FINANCIAL POSITION
As of December 31, 2020, With Comparative Totals For 2019

	Notes	2020	2019
ASSETS			
Current Assets			
Cash & cash equivalents		\$ 335,107	108,962
Current restricted cash (fiscal agent)	8	67,000	65,000
Current restricted cash for donor restrictions		426,831	1,254,666
Accounts receivable		45,386	60,236
Grants & pledges receivable		-	325,000
Note receivable - current portion	5	12,846	-
Legal receivables		-	51,774
Prepaid expenses		10,000	3,586
Short-term investments, at fair value	4	3,989,883	2,026,374
Total current assets		4,887,053	3,895,598
Non-current restricted cash (fiscal agent)	8	67,331	136,418
Non-current restricted cash for donor restrictions		275,000	-
Note receivable - non-current portion	5	16,851	-
Security deposits		7,621	6,316
Property & equipment, net	6	-	16,821
Beneficial interests in assets held by others	7	111,682	107,761
Total non-current assets		478,485	267,316
TOTAL ASSETS		\$ 5,365,538	4,162,914
LIABILITIES AND NET ASSETS			
Current Liabilities			
Accounts payable		\$ 13,535	123,280
Deposits held for sublessee		400	400
Accrued payroll		98,788	226,029
Current portion funds held for others (fiscal agent)	8	67,000	65,000
Long-term debt, current portion	9	393,939	-
Total current liabilities		573,662	414,709
Non-current liabilities:			
Funds held for others (fiscal agent)	8	67,333	136,418
Long-term debt, less current portion	9	106,061	-
Total liabilities		747,056	551,127
Net Assets			
Without donor restrictions			
Undesignated		1,311,406	309,064
Board designated reserve	10	2,600,000	2,026,374
Net investment in property and equipment		-	16,821
Total unrestricted net assets		3,911,406	2,352,259
With donor restrictions			
Restricted for purpose and time	11	701,831	1,254,666
Restricted for perpetuity	7	5,245	4,862
Total net assets		4,618,482	3,611,787
TOTAL LIABILITIES AND NET ASSETS		\$ 5,365,538	4,162,914

SEE INDEPENDENT AUDITOR'S REPORT
The accompanying notes are an integral part of these financial statements.

WILDEARTH GUARDIANS
STATEMENT OF ACTIVITIES
For The Year Ended December 31, 2020, With Comparative Totals For 2019

	2020		Total	2019
	Without Donor Restrictions	With Donor Restrictions		
Revenue and other support				
Individual donations	581,645	2,118,050	2,699,695	2,320,393
Grants	1,364,670	-	1,364,670	1,686,411
Government contracts	69,232	-	69,232	495,099
Private land restoration contracts	26,624	-	26,624	10,000
Legal income	73,751	-	73,751	231,473
Special events	35,957	-	35,957	197,439
Rental income	31,145	-	31,145	23,950
Investment income, net	96,851	-	96,851	155,808
Distributions from and change in beneficial interests in assets held by others	3,538	383	3,921	3,487
Other revenue	70,226	-	70,226	71,220
Gain on sale of property & equipment	22,179	-	22,179	-
In-kind contributions (stock donations)	73,043	-	73,043	57,853
In-kind contributions	11,279	-	11,279	78,067
Net assets released	2,670,885	(2,670,885)	-	-
 Total revenue and other support	 5,131,025	 (552,452)	 4,578,573	 5,331,200
Expense				
Program services	2,685,667	-	2,685,667	3,473,885
Supporting activities				
Management and general	279,666	-	279,666	252,799
Fund-raising	606,545	-	606,545	845,189
Total expense	3,571,878	-	3,571,878	4,571,873
 Change in net assets	 1,559,147	 (552,452)	 1,006,695	 759,327
 Net assets, beginning of year	 2,352,259	 1,259,528	 3,611,787	 2,852,460
 Net assets, end of year	 \$ 3,911,406	 707,076	 4,618,482	 3,611,787

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**WILDEARTH GUARDIANS
STATEMENT OF FUNCTIONAL EXPENSES
For The Year Ended December 31, 2020, With Comparative Totals For 2019**

	Program Services										Supporting Activities		Total	Total
	Wildlife	Wild Rivers	Wild Places	Climate and Energy	Legal	Lobbying	Communi-cations	Restoration	Total Program Services	Management and General	Fundraising and Events			
Salaries	\$ 311,499	144,614	328,824	316,935	243,892	29,841	238,153	72,353	1,686,111	150,223	286,991	2,123,325	2,399,182	
Payroll taxes and benefits	70,665	33,152	75,382	71,970	55,912	6,841	54,596	11,357	379,875	57,561	65,850	503,286	483,812	
Contract labor	9,346	2,067	26,525	53,775	1,548	189	32,633	12,427	138,510	11,816	44,836	195,162	183,698	
Occupancy	16,644	7,845	17,838	16,944	13,230	1,619	12,919	2,205	89,244	15,209	15,972	120,425	126,357	
Dues and subscriptions	1,799	1,545	1,751	2,507	10,779	-	6,133	-	24,514	1,499	89,389	115,402	127,484	
Insurance	7,342	3,500	7,956	7,409	13,745	722	5,762	9,040	51,476	5,924	6,798	68,198	65,546	
Publications and media	3,691	814	14,484	3,518	-	-	28,980	-	55,487	480	16,096	68,063	63,733	
Office expense	4,964	3,627	7,578	6,634	3,410	214	5,201	1,439	33,067	12,754	6,246	52,067	55,161	
Travel	1,955	1,955	10,240	4,765	4,787	24	399	2,453	31,008	5,402	5,598	42,008	194,289	
Telephone	4,732	2,228	5,448	4,821	3,758	460	3,818	555	25,820	5,648	4,607	36,075	36,473	
Legal services	-	-	20	130	34,827	-	-	-	34,977	-	-	34,977	127,866	
Printing	2,044	54	219	182	120	11	88	19	2,737	477	22,382	25,596	43,223	
Equipment leases	585	275	626	596	464	57	453	21,010	24,066	479	548	25,093	39,492	
Postage	172	11	54	542	494	2	120	-	1,395	3,101	16,927	21,423	29,162	
Fees	2,243	1,712	2,538	2,277	1,749	213	1,697	299	12,728	4,339	2,350	19,417	17,540	
Events	-	-	440	-	-	-	-	-	440	-	-	17,353	140,017	
Accounting services	1,951	934	2,125	1,960	1,576	193	1,539	2,830	13,108	1,564	1,797	16,469	45,533	
Website development	-	47	-	-	-	-	14,671	-	14,718	1,200	-	15,918	22,302	
Supplies	-	-	-	-	-	-	-	12,462	12,462	-	-	12,462	66,268	
Mapping and surveying	-	-	7,212	-	-	-	-	647	7,859	3,398	-	11,257	17,865	
Grazing permit buy-out	-	-	10,000	-	-	-	-	-	10,000	-	-	10,000	-	
In-kind advertising expense	-	-	-	-	-	-	9,279	-	9,279	-	-	9,279	49,422	
Staff development and training	124	808	2,045	754	289	-	106	-	4,126	749	785	5,660	119,829	
In-kind legal services	-	-	-	-	2,000	-	-	-	2,000	-	-	2,000	16,000	
In-kind goods for auction	-	-	-	-	-	-	-	-	-	-	1,771	1,771	46,871	
Bad debt expense	-	-	-	-	-	-	-	-	-	-	-	-	15,093	
In-kind rent	-	-	-	-	-	-	-	-	-	-	-	-	12,645	
Equipment maintenance	-	-	-	-	-	-	-	-	-	-	-	-	1,129	
All other	1,776	93	16,041	2,415	156	19	153	7	20,660	(2,157)	689	19,192	16,913	
Total expenses before depreciation	445,962	205,281	537,346	498,134	392,736	40,405	416,700	149,103	2,685,667	279,666	606,545	3,571,878	4,562,905	
Depreciation	-	-	-	-	-	-	-	-	-	-	-	-	8,968	
Total expenses	\$ 445,962	205,281	537,346	498,134	392,736	40,405	416,700	149,103	2,685,667	279,666	606,545	3,571,878	4,571,873	

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WILDEARTH GUARDIANS
STATEMENT OF CASH FLOWS
For The Year Ended December 31, 2020, With Comparative Totals For 2019

	<u>2020</u>	<u>2019</u>
Cash Flow From Operating Activities		
Cash receipts from contributions, grants and contracts	\$ 4,570,297	4,212,845
Cash receipts from legal activities	125,525	179,699
Cash from special events	34,186	150,568
Cash receipts from other income	31,145	95,170
Cash paid to suppliers and employees	(3,853,265)	(4,052,622)
Cash paid for special events	<u>(17,353)</u>	<u>(140,017)</u>
Cash provided by operating activities	890,535	445,643
Cash Flows From Investing Activities		
Sale of investments	-	2,165,000
Purchase of investments	(1,793,615)	(2,256,500)
Sale (purchase) of property & equipment	<u>9,303</u>	<u>-</u>
Cash used for investing activities	(1,784,312)	(91,500)
Cash Flows From Financing Activities		
Proceeds/(payments) from long-term debt	<u>500,000</u>	<u>-</u>
Cash provided by (used for) financing activities	<u>500,000</u>	<u>-</u>
Net increase (decrease) in cash and cash equivalents	(393,777)	354,143
Cash and cash equivalents at beginning of year	<u>1,565,046</u>	<u>1,210,903</u>
Cash and cash equivalents at end of year	\$ <u><u>1,171,269</u></u>	<u><u>1,565,046</u></u>
Cash flows from operating activities		
Change in net assets	\$ 1,006,695	759,327
Adjustment to reconcile change in net assets to net cash provided (used) by operating activities		
Donated securities	(73,043)	(57,853)
Net (gains) losses on investments	(96,851)	(77,468)
Net (gains) losses on sale of property & equipment	(22,179)	-
Depreciation expense	-	8,968
Change in operating assets and liabilities		
(Increase) decrease in accounts receivable	14,850	(12,545)
(Increase) decrease in grants and contracts receivable	325,000	(290,000)
(Increase) decrease in legal receivable	51,774	(51,774)
(Increase) decrease in prepaid expenses	(6,414)	41,710
(Increase) decrease in security deposits	(1,305)	1,522
(Increase) decrease in assets held by others	(3,921)	(3,487)
Increase (decrease) in accounts payable	(109,745)	59,543
Increase (decrease) in deposits held for sublessees	-	(382)
Increase (decrease) in accrued payroll expenses	(127,241)	134,679
Increase (decrease) in fiscal agent	<u>(67,085)</u>	<u>(66,597)</u>
Net cash provided (used) by operating activities	\$ <u><u>890,535</u></u>	<u><u>445,643</u></u>
Supplementary Information		
In-kind donations	\$ 86,093	182,791
Note receivable for sale of property and equipment	\$ 29,697	-

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