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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of  
The Land Conservancy of McHenry County, Inc.:

We have audited the accompanying financial statements of The Land Conservancy of McHenry County, Inc. (the Organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities, cash flows, and functional expenses 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 of 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.

To the Board of Directors of  
The Land Conservancy of McHenry County, Inc.  
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*Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Land Conservancy of McHenry County, Inc. at December 31, 2017 and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

*Report on Summarized Comparative Information*

We have previously audited The Land Conservancy of McHenry County's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated August 7, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Dugan + Lopatka*  
DUGAN & LOPATKA

Wheaton, Illinois  
June 4, 2018

THE LAND CONSERVANCY OF MCHENRY COUNTY, INC.  
STATEMENT OF FINANCIAL POSITION  
DECEMBER 31, 2017 AND 2016

	2017	2016
<u>A S S E T S</u>		
CURRENT ASSETS:		
Cash and cash equivalents - Unrestricted	\$ 138,348	\$ 111,808
- Temporarily restricted	161,166	70,660
- Cash held for others	36,174	96,492
Promises to give	94,410	235,979
Investments	116,125	135,678
Prepaid expenses	6,537	7,129
Total current assets	<u>552,760</u>	<u>657,746</u>
PROPERTY AND EQUIPMENT, at cost:		
Land	2,629,332	2,418,300
Office equipment	20,595	20,595
Total property and equipment	<u>2,649,927</u>	<u>2,438,895</u>
Less - Accumulated depreciation	<u>13,688</u>	<u>10,974</u>
Net property and equipment	<u>2,636,239</u>	<u>2,427,921</u>
OTHER ASSETS:		
Deposits	12,679	12,679
Investments	447,760	426,309
Total current assets	<u>460,439</u>	<u>438,988</u>
	<u>\$ 3,649,438</u>	<u>\$ 3,524,655</u>
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES:		
Note payable, current maturities	\$ 50,000	\$ 50,000
Accounts payable and accrued liabilities	9,244	34,208
Agency funds	36,174	96,492
Total current liabilities	<u>95,418</u>	<u>180,700</u>
LONG-TERM LIABILITIES:		
Note payable, net of current maturities	<u>100,000</u>	<u>150,000</u>
Total liabilities	<u>195,418</u>	<u>330,700</u>
COMMITMENTS		
NET ASSETS:		
Unrestricted - Undesignated	(39,441)	(15,382)
- Net property and equipment, less note payable for property and equipment	2,486,239	2,227,921
- Board designated	196,184	148,011
Temporarily restricted	811,038	833,405
Total net assets	<u>3,454,020</u>	<u>3,193,955</u>
	<u>\$ 3,649,438</u>	<u>\$ 3,524,655</u>

The accompanying notes are an integral part of this statement.



THE LAND CONSERVANCY OF MCHENRY COUNTY, INC.  
STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED DECEMBER 31, 2017  
(with summarized financial information for the year ended December 31, 2016)

	Unrestricted	Temporarily Restricted	Total	2016 (for comparative purposes only)
<b>PUBLIC SUPPORT AND REVENUE:</b>				
Contributions	\$ 151,386	\$ 132,373	\$ 283,759	\$ 239,872
Grants	100,374	190,000	290,374	303,103
Program service fees	24,138	-	24,138	27,389
Special events, net of expense of \$15,435	38,184	-	38,184	33,472
Unrealized and realized gain on investments	5,983	9,673	15,656	10,562
Other revenue	11,047	-	11,047	1,360
Dividends and interest	19,229	1,891	21,120	22,580
In-kind contributions	10,800	-	10,800	11,050
Total public support and revenue	361,141	333,937	695,078	649,388
Net assets released from restrictions - Restriction satisfied by payments	356,304	(356,304)	-	-
Net public support and revenue	717,445	(22,367)	695,078	649,388
<b>FUNCTIONAL EXPENSES:</b>				
Program services	354,719	-	354,719	376,488
Management and general	43,496	-	43,496	43,592
Fundraising	36,798	-	36,798	40,402
Total functional expenses	435,013	-	435,013	460,482
CHANGE IN NET ASSETS	282,432	(22,367)	260,065	188,906
NET ASSETS, Beginning of year	2,360,550	833,405	3,193,955	3,005,049
NET ASSETS, End of year	\$ 2,642,982	\$ 811,038	\$ 3,454,020	\$ 3,193,955

The accompanying notes are an integral part of this statement.

THE LAND CONSERVANCY OF MCHENRY COUNTY, INC.  
STATEMENT OF CASH FLOWS  
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Change in net assets	\$ 260,065	\$ 188,906
Adjustments to reconcile change in net assets to net cash (used in) operating activities:		
Depreciation	2,714	2,536
Contributions restricted for long-term purposes	(311,323)	(65,736)
Unrealized and realized (gain) on investments	(15,656)	(10,562)
(Increase) decrease in promises to give	141,569	(133,374)
Decrease in prepaid expenses	592	2,809
Increase (decrease) in accounts payable and accrued liabilities	(24,964)	12,742
(Decrease) in agency funds	(60,318)	(5,611)
Total adjustments	(267,386)	(197,196)
Net cash (used in) operating activities	(7,321)	(8,290)
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchase of property and equipment	(211,032)	(32,209)
Purchase of investments	(43,957)	(22,420)
Sales of investments	57,715	60,400
Net cash provided by (used in) investing activities	(197,274)	5,771
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from contributions restricted for long-term purposes	311,323	65,736
Payments on notes payable	(50,000)	-
Net cash provided by financing activities	261,323	65,736
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	56,728	63,217
<b>CASH AND CASH EQUIVALENTS, Beginning of year</b>	278,960	215,743
<b>CASH AND CASH EQUIVALENTS, End of year</b>	<u>\$ 335,688</u>	<u>\$ 278,960</u>
<b>SUPPLEMENTAL INFORMATION:</b>		
Interest paid	<u>\$ 7,116</u>	<u>\$ -</u>
Land purchase with a note payable	<u>\$ -</u>	<u>\$ 200,000</u>

The accompanying notes are an integral part of this statement.

THE LAND CONSERVANCY OF MCHENRY COUNTY, INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2017  
 (with summarized financial information for the year ended December 31, 2016)

	Program Services	Management and General	Fundraising	Total	2016 (for comparative purposes only)
Salaries	\$ 209,951	\$ 26,244	\$ 26,244	\$ 262,439	\$ 251,718
Payroll taxes and benefits	20,548	2,568	2,568	25,684	36,816
Depreciation	-	2,714	-	2,714	2,536
Grant expense	25,884	-	-	25,884	20,000
Insurance	12,820	1,424	-	14,244	16,306
Interest	7,116	-	-	7,116	-
Mailings	2,528	506	2,023	5,057	8,251
Meetings	1,322	-	-	1,322	1,987
Membership dues	3,827	479	479	4,785	1,410
Miscellaneous	4,516	565	565	5,646	7,975
Office supplies	3,306	413	413	4,132	5,658
Outside services	2,539	-	-	2,539	-
Printing	2,789	-	2,788	5,577	10,507
Professional fees - Accounting	-	6,865	-	6,865	6,750
- Legal	17,008	-	-	17,008	4,104
Real estate taxes	464	-	-	464	961
Rent	9,978	1,247	1,247	12,472	12,272
Stewardship	26,351	-	-	26,351	70,586
Telephone	2,208	276	276	2,760	1,391
Travel	1,564	195	195	1,954	1,254
Total functional expenses	\$ 354,719	\$ 43,496	\$ 36,798	\$ 435,013	\$ 460,482

The accompanying notes are an integral part of this statement.



THE LAND CONSERVANCY OF MCHENRY COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2017 AND 2016

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

The Land Conservancy of McHenry County, Inc. (the Organization) is a private not-for-profit organization dedicated to the conservation and preservation of McHenry County landscape. Its mission is to preserve the natural heritage of McHenry County by protecting undeveloped land and provide for open space needs. Through the preservation of land, the Organization helps to preserve the agricultural heritage and offers opportunities to observe and study nature, while providing a habitat for native plants and animals. The mission is accomplished primarily through the use of conservation easements, a strategy by which private property owners retain ownership of their lands, but donate their development right to the Organization.

The financial statements were available to be issued on June 4, 2018, with subsequent events being evaluated through this date.

The following summarizes the significant accounting policies and practices reflected in the accompanying financial statements.

Accounting Method -

The accounting records of the Organization are maintained on the accrual basis which recognizes revenue when earned and expenses as they are incurred.

Restricted and Unrestricted Support -

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or the purpose of the 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.

Use of Estimates -

The preparation of financial statements in conformity with 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.

Property and Equipment -

Acquisitions of property and equipment in excess of \$1,000 are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is calculated using the straight-line method over the estimated useful lives of the respective assets, ranging from 5-7 years.

Cash and Cash Equivalents -

Cash and cash equivalents include all monies in banks and highly liquid investments with original maturities of less than three months.

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Promises to Give -

Promises to give represent grants due to the Organization from individuals, foundations and government agencies. Promises to give were reviewed at year end and all significant amounts were deemed collectible.

Comparative Financial Information -

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2016, from which the summarized information was derived.

(2) INVESTMENTS:

The investments are recorded on the books at fair market value. Some of these investments are temporarily restricted and can only be released upon the occurrence of a legal defense of an easement. As of December 31, 2017 and 2016, temporarily restricted investments are \$447,760 and \$426,309, respectively.

Investments consist of the following:

	<u>2017</u>	<u>2016</u>
Bonds	\$ 313,083	\$ 334,139
Stocks	5,890	-
Mutual funds	178,013	162,670
U.S. Government securities	<u>66,899</u>	<u>65,178</u>
Total investments	<u>\$ 563,885</u>	<u>\$ 561,987</u>

(3) EASEMENTS:

The Organization has received 87 easements since it began operations. There have been 1,855 easement acres donated to the Organization as of December 31, 2017.

(4) FAIR VALUE MEASUREMENTS:

The Accounting Standards Codification for Fair Value Measurements established a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under this codification are described as follows:



(4) FAIR VALUE MEASUREMENTS: (Continued)

Level 1:

Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.

Level 2:

Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from, or corroborated by, observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3:

Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2017 and 2016.

Stocks, Corporate Bonds and U.S. Government Securities: Valued at the closing price reported on the active market on which the individual securities are traded.

Municipal Bonds: Valued at cost closing price reported on the active market on which the individual bonds are traded.

Mutual Funds: Valued at the net asset value (NAV) of shares held by the Organization at year end.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes their valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

(4) FAIR VALUE MEASUREMENTS: (Continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value:

<u>Description</u>	<u>Assets at Fair Value as of December 31, 2017</u>			
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Bonds:				
Municipal	\$ 53,243	\$ -	\$ -	\$ 53,243
Corporate	259,840	-	-	259,840
Stocks	5,890	-	-	5,890
Mutual funds:				
Bond	4,761	-	-	4,761
Equity	173,252	-	-	173,252
U.S. Government securities	66,899	-	-	66,899
Total assets at fair value	<u>\$ 563,885</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 563,885</u>

<u>Description</u>	<u>Assets at Fair Value as of December 31, 2016</u>			
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Bonds:				
Municipal	\$ 54,459	\$ -	\$ -	\$ 54,459
Corporate	279,680	-	-	279,680
Stocks	-	-	-	-
Mutual funds:				
Bond	4,707	-	-	4,707
Equity	157,963	-	-	157,963
U.S. Government securities	65,178	-	-	65,178
Total assets at fair value	<u>\$ 561,987</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 561,987</u>

(5) COMMITMENTS:

The Organization signed an agreement with the City of Woodstock to become a Site Steward for a property. In exchange for being the Site Steward, the Organization is allowed to use this property free of rent for its operations until July, 2021. An in-kind donation of \$10,800 was recognized at December 31, 2017 and 2016.

(6) NOTE PAYABLE:

	<u>2017</u>	<u>2016</u>
Payable to a bank, due in annual principal installments of \$50,000, due December, 2020 with monthly interest payments at 4%, and secured by land.	\$ 150,000	\$ 200,000
Less - Current portion	<u>50,000</u>	<u>50,000</u>
Long-term portion	<u>\$ 100,000</u>	<u>\$ 150,000</u>

(6) NOTE PAYABLE: (Continued)

Aggregate maturities required on the notes payable as of December 31, 2017, are due in future years as follows:

<u>Years ending</u> <u>December 31</u>	
2018	\$ 50,000
2019	50,000
2020	<u>50,000</u>
	<u>\$ 150,000</u>

(7) AGENCY FUNDS:

The Organization is acting as an agent for the United States Army Corps for lawsuit settlements relating to violations of land laws. The Organization holds the funds, less an administrative fee of 4% plus interest earned, and only disburses the funds to vendors who are rehabilitating the land.

The following is a show of the transactions that have occurred during the year:

Beginning balance	\$ 54,272
Interest	-
Settlement funds	-
Grant funds to Organization	(54,272)
Payment to vendors	<u>-</u>
Ending balance	<u>\$ -</u>

The Organization is acting as a fiscal agent that holds and disburses the funds per the request of two not-for-profit organizations.

The following is a show of the transactions that have occurred during the year:

Beginning balance	\$ 42,220
Receipts	31,116
Disbursements	<u>(37,162)</u>
Ending balance	<u>\$ 36,174</u>

(8) INCOME TAXES:

The Organization has been determined by the Internal Revenue Service to be exempt from federal income tax under Section 501(a) as described under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income tax has been established.

The Organization files income tax returns in the U.S. federal jurisdiction and Illinois. With few exceptions, the Organization is no longer subject to U.S. federal, state and local or non-U.S. income tax examinations by tax authorities for years before 2014. The Organization does not expect a material net change in unrecognized tax benefits in the next twelve months.



(9) NET ASSETS:

	<u>2017</u>	<u>2016</u>
Net assets that are board designated are as follows:		
Gateway Park restoration	\$ 2,259	\$ 2,259
Long-term management	72,122	63,757
Operating reserve	75,207	36,464
Land restoration	<u>46,596</u>	<u>45,531</u>
Total designated net assets	<u>\$ 196,184</u>	<u>\$ 148,011</u>
Net assets that are temporarily restricted are as follows:		
Legal issues in regards to easements	\$ 449,160	\$ 427,709
Land acquisition fund	153,770	183,825
Time restricted	20,250	50,550
Yonder restoration	142,606	140,347
Woodstock 77 acres	15,000	-
Oak conservation	25,172	25,894
Gateway Park restoration	80	80
Legal cost/maintenance for easements	<u>5,000</u>	<u>5,000</u>
Total temporarily restricted net assets	<u>\$ 811,038</u>	<u>\$ 833,405</u>

(10) EMPLOYEE RETIREMENT PLAN:

The Organization maintains a SIMPLE IRA plan for the benefit of eligible employees. Employees may start contributing to their IRA once their compensation is in excess of \$5,000 in the two prior years and in the current year. The Organization will contribute 2% of the employee's compensation regardless if the eligible employee contributes to the plan.

Contributions to the plan for the years ended December 31, 2017 and 2016 were \$4,649 and \$4,779, respectively.

(11) CONDITIONAL PROMISE TO GIVE:

As of December 31, 2017, a foundation made a \$25,000 matching conditional promise to give to the Organization. As of December 31, 2017, the Organization had not yet met the condition.

(12) CONCENTRATION:

The Organization received funds of approximately 43% and 26% of its total public support and revenue from one and two foundations for the years ended December 31, 2017 and 2016, respectively.