

Independent Auditor's Report on the

Combined Financial Statements of

**National Wild Turkey Federation, Inc.
and Affiliates**

as of and for the years ended August 31, 2021 and 2020

SCOTT  COMPANY

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Independent Auditor's Report

To the Board of Directors
National Wild Turkey Federation, Inc. and Affiliates
Edgefield, South Carolina

We have audited the accompanying combined financial statements of the National Wild Turkey Federation, Inc. (a nonprofit organization) and Affiliates (collectively, the "Federation"), which comprise the combined statements of financial position as of August 31, 2021 and 2020, the related combined statements of activities and changes in net assets, functional expenses, and cash flows 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 combined 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 the combined 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 combined financial statements based on our audits. We conducted our audits 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. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Federation'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 Federation'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 combined 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 combined financial statements referred to above present fairly, in all material respects, the financial position of the Federation as of August 31, 2021 and 2020, 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.

Emphasis of Matter

As discussed in Note 1 to the combined financial statements, the Federation adopted Accounting Standards Update (“ASU”) 2014-09, “Revenue from Contracts with Customers (ASC 606)” as of September 1, 2020. Our opinion is not modified with respect to this matter.

Report on Supplemental Information

Our audit was conducted for the purpose of forming an opinion on the combined financial statements as a whole. The combining statement of financial position and combining statement of activities and changes in net assets are presented for purposes of additional analysis and are not required parts of the combined financial statements. The schedule of expenditures of federal awards is presented for purposes of additional analysis as required by Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and is also not a required part of the combined financial statements.

The combining statement of financial position, combining statement of activities and changes in net assets, and schedule of expenditures of federal awards are the responsibility of management and were derived from and relate directly to, the underlying accounting and other records used to prepare the combined financial statements. The information has been subjected to the auditing procedures applied in the audit of the combined financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the combined financial statements or to the combined 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 combined financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 9, 2021, on our consideration of the Federation’s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Federation’s internal control over financial reporting and compliance.



Columbia, South Carolina
November 9, 2021

National Wild Turkey Federation, Inc. and affiliates
 Combined Statements of Financial Position
 August 31,

| | 2021 | 2020 |
|---|----------------------|----------------------|
| ASSETS | | |
| Current Assets: | | |
| Cash and cash equivalents | \$ 14,779,048 | \$ 7,299,002 |
| Accounts receivable, net | 2,518,087 | 2,720,577 |
| Prepaid merchandise | 477,656 | 81,325 |
| Inventories | 479,219 | 2,996,320 |
| Land held for sale | 2,455,572 | 811,231 |
| Other current assets | 30,417 | 66,917 |
| Total current assets | 20,739,999 | 13,975,372 |
| Land, building, and equipment, net of accumulated depreciation | 12,545,404 | 14,729,381 |
| Total assets | \$ 33,285,403 | \$ 28,704,753 |
| LIABILITIES AND NET ASSETS | | |
| Current Liabilities: | | |
| Accounts payable | \$ 1,997,474 | \$ 1,232,185 |
| Accrued expenses | 729,822 | 1,120,103 |
| Current portion of refundable advance | 264,916 | 712,679 |
| Deferred revenues | 4,442,181 | 4,223,533 |
| Total current liabilities | 7,434,393 | 7,288,500 |
| Long-Term Liabilities: | | |
| Accrued compensated absences, net of current portion | 408,881 | 433,517 |
| Refundable advance, net of current portion | 1,735,084 | 2,862,621 |
| Total long-term liabilities | 2,143,965 | 3,296,138 |
| Total liabilities | 9,578,358 | 10,584,638 |
| Net Assets: | | |
| Without donor restrictions | 16,232,176 | 9,996,943 |
| With donor restrictions | 7,474,869 | 8,123,172 |
| Total net assets | 23,707,045 | 18,120,115 |
| Total liabilities and net assets | \$ 33,285,403 | \$ 28,704,753 |

The accompanying notes are an integral part of these financial statements.

National Wild Turkey Federation, Inc. and Affiliates
 Combined Statements of Activities and Changes in Net Assets
 Years Ended August 31,

| | 2021 | 2020 |
|--|---------------|---------------|
| Change in Net Assets Without Donor Restrictions: | | |
| Support and Revenue: | | |
| Membership dues | \$ 8,555,251 | \$ 11,254,863 |
| Contributions | 1,758,239 | 1,328,104 |
| Advertising income | 619,437 | 853,255 |
| Federal grants and contracts | 3,246,863 | 3,603,692 |
| Other federal grant revenue | 3,575,300 | - |
| Program services | 23,205,363 | 30,048,165 |
| Total Support and Revenue | 40,960,453 | 47,088,079 |
| Net assets released from donor restrictions | 1,109,847 | 3,358,085 |
| | 42,070,300 | 50,446,164 |
| Expenses: | | |
| Education | 2,407,612 | 2,795,241 |
| Membership activities | 2,569,659 | 2,872,513 |
| Conservation activities | 13,075,326 | 14,537,154 |
| General program services | 11,511,104 | 28,655,772 |
| Administration | 4,929,252 | 5,593,687 |
| Fundraising | 1,635,667 | 1,396,912 |
| Total Expenses | 36,128,620 | 55,851,279 |
| Non-operating revenue: | | |
| Net gain on sale of assets | 293,553 | 749,118 |
| Change in Net Assets Without Donor Restrictions | 6,235,233 | (4,655,997) |
| Change in Net Assets With Donor Restrictions: | | |
| Super fund contributions | 386,447 | 2,750,311 |
| Other contributions | 75,000 | - |
| Interest income | 97 | 331 |
| Net assets released from donor restrictions | (1,109,847) | (3,358,085) |
| Change in Net Assets With Donor Restrictions | (648,303) | (607,443) |
| Change in net assets | 5,586,930 | (5,263,440) |
| Net assets, beginning of year | 18,120,115 | 23,383,555 |
| Net assets, end of year | \$ 23,707,045 | \$ 18,120,115 |

The accompanying notes are an integral part of these financial statements.

National Wild Turkey Federation, Inc. and affiliates
 Combined Statement of Functional Expenses
 Year Ended August 31, 2021

| | Program Services | | | | Supporting Services | | | | Total |
|---|------------------|--------------|---------------|--------------------------|------------------------|------------------------|--------------|---------------------------|---------------|
| | Education | Membership | Conservation | General Program Services | Total Program Services | Management and General | Fundraising | Total Supporting Services | |
| Salaries and related expenses: | | | | | | | | | |
| Salaries | \$ 569,670 | \$ 738,403 | \$ 3,556,018 | \$ 3,360,591 | \$ 8,224,682 | \$ 2,986,306 | \$ 1,071,787 | \$ 4,058,093 | \$ 12,282,775 |
| Employee retirement benefits | 14,809 | 19,195 | 92,440 | 87,359 | 213,803 | 77,630 | - | 77,630 | 291,433 |
| Payroll taxes | 39,631 | 51,369 | 247,384 | 233,789 | 572,173 | 207,751 | 74,562 | 282,313 | 854,486 |
| Total salaries and related expenses | 624,110 | 808,967 | 3,895,842 | 3,681,739 | 9,010,658 | 3,271,687 | 1,146,349 | 4,418,036 | 13,428,694 |
| Banquet expenses: | | | | | | | | | |
| Banquet merchandise | - | - | - | 3,394,849 | 3,394,849 | - | - | - | 3,394,849 |
| Banquet support | - | - | - | 45,377 | 45,377 | - | - | - | 45,377 |
| Banquet incentives | - | - | - | 547,525 | 547,525 | - | - | - | 547,525 |
| Super Fund banquet percentage | - | - | - | (13,154) | (13,154) | - | - | - | (13,154) |
| Total banquet expenses | - | - | - | 3,974,597 | 3,974,597 | - | - | - | 3,974,597 |
| Other expenses: | | | | | | | | | |
| Bank charges | - | - | - | 397,169 | 397,169 | - | - | - | 397,169 |
| Communications | 139,661 | - | - | - | 139,661 | - | - | - | 139,661 |
| Computer expense | 16,161 | 58,209 | 16,161 | 58,210 | 148,741 | 16,161 | 3,295 | 19,456 | 168,197 |
| Convention expense | - | - | - | 426,344 | 426,344 | - | - | - | 426,344 |
| Grants expense | - | - | 6,271,790 | 297,041 | 6,568,831 | - | - | - | 6,568,831 |
| Insurance | 128,071 | 166,005 | 799,453 | 755,518 | 1,849,047 | 671,372 | 240,956 | 912,328 | 2,761,375 |
| Membership acquisition | - | 773,624 | - | - | 773,624 | - | 41,207 | 41,207 | 814,831 |
| Non-banquet merchandise | - | - | - | 416,984 | 416,984 | - | - | - | 416,984 |
| Advertising | - | - | - | - | - | 745 | - | 745 | 745 |
| Media and publications | 525,452 | - | - | - | 525,452 | - | - | - | 525,452 |
| Meetings | 1,230 | 2,458 | - | 2,458 | 6,146 | 120,255 | - | 120,255 | 126,401 |
| Outreach | 122,872 | - | - | - | 122,872 | - | - | - | 122,872 |
| Outdoor Education Center | 2,491 | - | 2,490 | - | 4,981 | - | - | - | 4,981 |
| Palmetto Shooting Complex | - | - | - | 431,008 | 431,008 | - | - | - | 431,008 |
| Postage | 330,709 | 26,116 | - | 17,320 | 374,145 | 6,842 | 5,990 | 12,832 | 386,977 |
| Professional fees | - | - | - | - | - | 152,493 | - | 152,493 | 152,493 |
| Repairs and maintenance | 27,000 | 27,000 | 27,000 | 27,001 | 108,001 | 27,001 | - | 27,001 | 135,002 |
| Shoot expense | - | - | - | 244,314 | 244,314 | - | - | - | 244,314 |
| Super Fund | - | - | 1,454,239 | - | 1,454,239 | - | - | - | 1,454,239 |
| Supplies | 2,971 | 5,655 | 2,541 | 7,528 | 18,695 | 2,133 | 493 | 2,626 | 21,321 |
| Telephone and utilities | 63,882 | 87,417 | 39,816 | 79,585 | 270,700 | 39,817 | 1,063 | 40,880 | 311,580 |
| Travel | 192,453 | 374,911 | 49,981 | 364,915 | 982,260 | 29,988 | 141,432 | 171,420 | 1,153,680 |
| Other expenses | 128,175 | 136,923 | 208,892 | 226,999 | 700,989 | 144,762 | 54,882 | 199,644 | 900,633 |
| Total other expenses | 1,681,128 | 1,658,318 | 8,872,363 | 3,752,394 | 15,964,203 | 1,211,569 | 489,318 | 1,700,887 | 17,665,090 |
| Total expenses before depreciation and amortization | 2,305,238 | 2,467,285 | 12,768,205 | 11,408,730 | 28,949,458 | 4,483,256 | 1,635,667 | 6,118,923 | 35,068,381 |
| Depreciation and amortization | 102,374 | 102,374 | 307,121 | 102,374 | 614,243 | 445,996 | - | 445,996 | 1,060,239 |
| Total expenses | \$ 2,407,612 | \$ 2,569,659 | \$ 13,075,326 | \$ 11,511,104 | \$ 29,563,701 | \$ 4,929,252 | \$ 1,635,667 | \$ 6,564,919 | \$ 36,128,620 |

The accompanying notes are an integral part of these financial statements.

National Wild Turkey Federation, Inc. and affiliates
 Combined Statement of Functional Expenses
 Year Ended August 31, 2020

| | Program Services | | | | Supporting Services | | | | Total |
|---|------------------|--------------|---------------|--------------------------|------------------------|------------------------|--------------|---------------------------|---------------|
| | Education | Membership | Conservation | General Program Services | Total Program Services | Management and General | Fundraising | Total Supporting Services | |
| Salaries and related expenses: | | | | | | | | | |
| Salaries | \$ 637,945 | \$ 979,003 | \$ 4,661,973 | \$ 4,596,227 | \$ 10,875,148 | \$ 3,467,899 | \$ 1,093,540 | \$ 4,561,439 | \$ 15,436,587 |
| Employee retirement benefits | (9,696) | (14,880) | (70,858) | (69,859) | (165,293) | (52,709) | - | (52,709) | (218,002) |
| Payroll taxes | 53,760 | 82,501 | 392,867 | 387,327 | 916,455 | 292,242 | - | 292,242 | 1,208,697 |
| Total salaries and related expenses | 682,009 | 1,046,624 | 4,983,982 | 4,913,695 | 11,626,310 | 3,707,432 | 1,093,540 | 4,800,972 | 16,427,282 |
| Banquet expenses: | | | | | | | | | |
| Banquet merchandise | - | - | - | 15,637,843 | 15,637,843 | - | - | - | 15,637,843 |
| Banquet support | - | - | - | 97,292 | 97,292 | - | - | - | 97,292 |
| Banquet incentives | - | - | - | 1,023,077 | 1,023,077 | - | - | - | 1,023,077 |
| Super Fund banquet percentage | - | - | - | 655,535 | 655,535 | - | - | - | 655,535 |
| Total banquet expenses | - | - | - | 17,413,747 | 17,413,747 | - | - | - | 17,413,747 |
| Other expenses: | | | | | | | | | |
| Bank charges | - | - | - | 515,930 | 515,930 | - | - | - | 515,930 |
| Communications | 191,552 | - | - | - | 191,552 | - | - | - | 191,552 |
| Computer expense | 23,503 | 84,557 | 23,503 | 84,557 | 216,120 | 23,503 | 4,594 | 28,097 | 244,217 |
| Convention expense | - | - | - | 2,922,615 | 2,922,615 | 18,393 | - | 18,393 | 2,941,008 |
| Grants expense | - | - | 4,806,967 | - | 4,806,967 | - | - | - | 4,806,967 |
| Insurance | 140,942 | 216,292 | 1,029,975 | 1,015,449 | 2,402,658 | 766,166 | - | 766,166 | 3,168,824 |
| Interest expense | - | - | - | - | - | 94,970 | - | 94,970 | 94,970 |
| Membership acquisition | - | 544,884 | - | - | 544,884 | - | 43,186 | 43,186 | 588,070 |
| Non-banquet merchandise | - | - | - | 403,714 | 403,714 | - | - | - | 403,714 |
| Advertising | - | - | - | - | - | 4,827 | - | 4,827 | 4,827 |
| Media and publications | 510,769 | - | - | - | 510,769 | - | - | - | 510,769 |
| Meetings | 179 | 356 | 93,608 | 93,964 | 188,107 | 93,328 | - | 93,328 | 281,435 |
| Outreach | 181,106 | - | - | - | 181,106 | - | - | - | 181,106 |
| Outdoor Education Center | 9,406 | - | 9,405 | - | 18,811 | - | - | - | 18,811 |
| Palmetto Shooting Complex | - | - | - | 326,725 | 326,725 | - | - | - | 326,725 |
| Postage | 420,506 | 33,719 | - | 29,428 | 483,653 | 16,767 | 10,868 | 27,635 | 511,288 |
| Professional fees | - | - | - | - | - | 70,583 | - | 70,583 | 70,583 |
| Repairs and maintenance | 24,377 | 24,377 | 24,377 | 24,377 | 97,508 | 24,378 | - | 24,378 | 121,886 |
| Shoot expense | - | - | - | 2,343 | 2,343 | - | - | - | 2,343 |
| Super Fund | - | - | 2,931,118 | - | 2,931,118 | - | - | - | 2,931,118 |
| Supplies | 7,248 | 14,186 | 4,850 | 16,939 | 43,223 | 3,805 | 1,010 | 4,815 | 48,038 |
| Telephone and utilities | 68,355 | 100,622 | 34,574 | 97,722 | 301,273 | 34,574 | 3,027 | 37,601 | 338,874 |
| Travel | 281,175 | 540,739 | 108,051 | 519,129 | 1,449,094 | 64,830 | 158,032 | 222,862 | 1,671,956 |
| Other expenses | 132,903 | 144,946 | 123,109 | 154,227 | 555,185 | 134,435 | 82,655 | 217,090 | 772,275 |
| Total other expenses | 1,992,021 | 1,704,678 | 9,189,537 | 6,207,119 | 19,093,355 | 1,350,559 | 303,372 | 1,653,931 | 20,747,286 |
| Total expenses before depreciation and amortization | 2,674,030 | 2,751,302 | 14,173,519 | 28,534,561 | 48,133,412 | 5,057,991 | 1,396,912 | 6,454,903 | 54,588,315 |
| Depreciation and amortization | 121,211 | 121,211 | 363,635 | 121,211 | 727,268 | 535,696 | - | 535,696 | 1,262,964 |
| Total expenses | \$ 2,795,241 | \$ 2,872,513 | \$ 14,537,154 | \$ 28,655,772 | \$ 48,860,680 | \$ 5,593,687 | \$ 1,396,912 | \$ 6,990,599 | \$ 55,851,279 |

The accompanying notes are an integral part of these financial statements.

National Wild Turkey Federation, Inc. and affiliates
 Combined Statements of Cash Flows
 Years Ended August 31,

| | 2021 | 2020 |
|---|---------------|----------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 5,586,930 | \$ (5,263,440) |
| Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities: | | |
| Depreciation and amortization | 1,060,239 | 1,262,964 |
| Net gain on sales of land and equipment | (293,553) | (749,118) |
| Loan forgiveness | (3,575,300) | - |
| Change in assets and liabilities: | | |
| Accounts receivable | 202,490 | 116,594 |
| Prepaid merchandise | (396,331) | 361,186 |
| Inventories | 2,517,101 | (817,613) |
| Accounts payable | 765,289 | (382,879) |
| Accrued expenses | (414,917) | (555,895) |
| Deferred revenues | 218,648 | 1,487,211 |
| Net cash provided by (used in) operating activities | 5,670,596 | (4,540,990) |
| Cash flows from investing activities: | | |
| Purchase of land, building, and equipment | (816,095) | (414,204) |
| Proceeds from sales of land and equipment | 625,545 | 3,234,289 |
| Net cash (used in) provided by investing activities | (190,550) | 2,820,085 |
| Cash flows from financing activities: | | |
| Borrowings under line of credit | - | 28,778,654 |
| Proceeds from refundable advance | 2,000,000 | 3,575,300 |
| Payment of loan origination fees | - | (73,000) |
| Repayment of line of credit | - | (28,778,654) |
| Net cash provided by financing activities | 2,000,000 | 3,502,300 |
| Net increase in cash and cash equivalents | 7,480,046 | 1,781,395 |
| Cash and cash equivalents, beginning of year | 7,299,002 | 5,517,607 |
| Cash and cash equivalents, end of year | \$ 14,779,048 | \$ 7,299,002 |
| Supplemental cash flow information: | | |
| Cash paid for interest | \$ - | \$ 94,970 |

The accompanying notes are an integral part of these financial statements.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 1. Summary of Significant Accounting Policies

Nature of Operations – National Wild Turkey Federation, Inc. and Affiliates (the “Federation”) is a nonprofit organization that promotes public awareness of, and support for, the conservation and wise management of the American wild turkeys and the preservation of the turkey hunting tradition. The Federation has established chapters in cities across the United States of America. These chapters support the Federation and benefit from the overall success of their programs. The Federation operates in all states and in several foreign countries.

Financial Statements – The accompanying combined financial statements include the combined accounts of the National Wild Turkey Federation, Inc., the American Upland Land Trust, LLC (included within NWTF of the combining financial statements), the National Wild Turkey Federation Research Foundation, Inc. (“Research Foundation”), and the NWTF Foundation, Inc. (“Foundation”), which are either under common control or exist solely to support the mission of the Federation. The combined financial statements of the four entities have been combined in accordance with accounting principles generally accepted in the United States of America and all intercompany accounts have been eliminated.

Accounting Principles – The Federation follows accounting principles generally accepted in the United States of America on accounting for contributions and financial statements of not-for-profit organizations, which require reporting revenue and net assets by classification of either without donor restrictions or with donor restrictions.

Basis of Presentation – Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) Topic 958, *Not for Profit Entities*. The Federation is required to report information regarding its financial position and activities according to the following net asset classifications:

Without Donor Restrictions: Net assets that are not subject to donor imposed restrictions and may be expended for any purpose in performing the primary objectives of the Federation. The governing board has discretionary control over these resources.

With Donor Restrictions: Net assets resulting from contributions restricted by outside sources are reported as having donor restrictions and are distinguished from net assets without restrictions allocated to specific purposes by action of the governing board. Externally restricted net assets may only be utilized in accordance with the purposes established by the source of net assets and are in contrast with net assets without donor restrictions over which the governing board retains full control for use in achieving any of its institutional purposes.

Cash and Cash Equivalents – For purposes of reporting cash flows, the Federation considers all demand deposits and all liquid non-equity investments with a maturity of three months or less to be cash equivalents. Cash includes donor-restricted cash related to the Research Foundation and the Foundation of \$1,369,637 and \$1,326,213 at August 31, 2021 and 2020, respectively, as well as donor-restricted cash related to the sale of Utah conservation permits of \$276,266 and \$161,060, at August 31, 2021 and 2020, respectively. The Utah Department of Natural Resources requires proceeds from the sale of conservation permits to be kept in a separate bank account. The Federation is in compliance with this requirement as of August 31, 2021.

Accounts Receivable – Receivables are carried at invoice amount less an estimate made for doubtful receivables based on a review of all outstanding amounts on a periodic basis. Management determines the allowance for doubtful accounts and banquet losses by regularly evaluating individual customer and chapter receivables and considering a customer’s or chapter’s financial condition, credit history, and current economic conditions. Receivables are written off when deemed uncollectible. Recoveries of trade receivables previously written off are recorded when received.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 1. Summary of Significant Accounting Policies (continued)

Inventories – Inventories consist primarily of firearms and are stated at the lower of cost (first-in, first-out basis) or market (net realizable value). During the year ended August 31, 2021, the Federation instituted a preferred vendor program to reduce the risk of holding inventory on-site. Under the new program, customers purchase products directly from preferred vendors, and the Federation receives a commission on the sale.

Prepaid Merchandise – Prepaid merchandise consists of items to be used by chapters for banquets during the next banquet season.

Land Held for Sale – Land held for sale includes properties that are not used for business activities. The land is measured at the lower of the carrying amount or fair value less costs of sale. During the year ended August 31, 2021, the Federation sold previously donated land for \$441,600, recognizing a gain on the sale of \$140,940 over net book value of \$300,660.

Other Assets – Other assets consists of debt issuance costs incurred in obtaining the line of credit. These costs are amortized on the straight-line method, over the life of the agreement. Debt issuance costs less accumulated amortization were \$30,417 and \$66,917 at August 31, 2021 and 2020, respectively. Amortization expense on debt issuance costs was \$36,500 and \$50,851 as of and for the years ended August 31, 2021 and 2020, respectively.

Land, Building, and Equipment – Land, building, and equipment are stated at cost except for donated property, which is stated at fair market value at the date of the donation. Additions with a cost or fair value of less than \$1,000 and an estimated life of less than three years are expensed as incurred. Depreciation is provided over the estimated useful lives of the assets and computed using the straight-line method.

Costs of Borrowing – Interest costs on borrowed funds during the period of construction of capital assets are capitalized as a component of the cost of acquiring those assets. No interest was capitalized in 2021 or 2020.

Recognition of Donor Restrictions – Support that is restricted by the donor is reported as an increase in net assets with restrictions. When a restriction expires, net assets with restrictions are reclassified to net assets without restrictions.

Revenue Recognition and Deferred Revenue – In May 2014, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) 2014-09, *Revenue from Contracts with Customers* (Topic 606), which supersedes nearly all existing revenue recognition guidance under U.S. GAAP. The core principle of ASU 2014-09 is to recognize revenues when promised goods or services are transferred to customers in an amount that reflects the consideration to which an entity expects to be entitled for those goods or services. The Federation has implemented the ASU for the year ended August 31, 2021. See Note 2 for additional disclosures.

In accordance with Topic 606, the Federation recognizes revenue when control of the promised goods or services are transferred to the Federation’s outside parties in an amount that reflects the consideration the Federation expects to be entitled to in exchange for those goods or services. Topic 606 also requires new and expanded disclosures regarding revenue recognition to ensure understanding as to the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers. The Federation has identified membership dues, advertising income, and program services as revenue categories subject to the adoption of Topic 606.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 1. Summary of Significant Accounting Policies (continued)

Membership dues - The Federation offers membership of various categories that typically last for a term of one year. Membership payments received from Federation members are considered equivalent to contributions without donor restrictions and are recognized as revenue when received. The Federation disaggregates fees from these memberships between contributions and exchange transactions. The Federation recognizes revenue related to the contribution portion on the initiation or renewal of membership. The exchange portion is recognized when performance obligations are satisfied. This includes items being exchanged, such as magazines and promotional items, which are recognized as satisfied performance obligations when delivered to the member, or free tickets to events, which are recognized as satisfied when the event occurs.

Advertising income – Advertising income involves sales of sponsorships or promotional advertising in either the Federation’s publications or broadcasts. Advertising income is derived from individuals and businesses in the form of cash or value in-kind in exchange for advertising. Revenues are recognized upon issuance of the publication or broadcast. The Federation’s performance obligations are satisfied at a point in time and the contractual considerations for a given year is recognized once those performance obligations are fulfilled.

Program services – Program services include proceeds from member banquets that are held by chapters, merchandise revenue, and various state and private grants. The Federation’s policy is to recognize banquet proceeds as revenue when earned and collectability is reasonably assured, which occurs when the banquet is finalized at the national headquarters. Revenue related to banquet proceeds is deferred until the year in which the banquet occurs. The Federation receives grants primarily on a reimbursement basis. The Federation’s policy is to recognize revenues and receivables when expenses are incurred in connection with the grants.

Contributions - Contributions, including cash, in-kind contributions, and unconditional promises to give are recorded as revenue in the period in which they are received. Conditional contributions are recognized as revenue when the conditions on which they depend have been substantially met.

Federal grants and contracts - Activities funded by governments are often carried out for the benefit of the general public, rather than to obtain goods or services for the government’s own use or benefit. For the Federation, grant revenue is generally recognized when the corresponding expense has been incurred and reimbursement requests have been submitted.

Accounts Receivable – The Federation accounts for its accounts receivable at face amount. Payment terms for receivables are based upon the agreements due under normal trade terms. The Federation estimates an allowance for banquet losses and doubtful accounts generally based on historical losses.

Economic factors – The Federation is impacted by overall economic conditions, as there are fewer available government grants during poor economic conditions, as well contributions from donors using their disposable income.

Super Fund Contributions – The Hunting Heritage Super Fund (“Super Fund”) was established in 1985 to fund wild turkey restoration, management and other Federation projects. The Super Fund pools money generated by Federation chapters to benefit wild turkey management, wildlife habitat, hunting access and hunter recruitment, retention and reactivation efforts. Super Fund contributions are considered donor-restricted contributions and used for ongoing projects in various states.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 1. Summary of Significant Accounting Policies (continued)

Advertising – Advertising costs are expensed as incurred. Advertising costs were \$745 and \$4,827 during the years ended August 31, 2021 and 2020, respectively.

Shipping and Handling Costs – Freight billed to chapters and customers for banquet merchandise and firearms is considered program service revenue and the related freight costs as a program services expense.

Concentration of Credit Risk – The Federation places its cash and cash equivalents on deposit with financial institutions in the United States. The Federal Deposit Insurance Corporation covers \$250,000 for substantially all depository accounts. The Federation from time to time may have amounts on deposit in excess of the insured limits. The Federation had approximately \$1,813,000 and \$2,225,000 which exceeded these insured amounts as of August 31, 2021 and 2020, respectively.

Donated Goods and Services – Donated materials and equipment are reflected as contributions at their fair market value at date of receipt.

Accrued Compensated Absences – The Association expenses and records as a liability the obligations relating to employees' rights to receive vacation compensation for future absences attributable to employees' services as rendered.

Use of Estimates – The preparation of the combined financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the combined financial statements and the reported amounts or revenues and expenses during the reporting period. The most significant estimates include the estimated useful lives of property and equipment and the allowance for doubtful accounts. Actual results could differ from those estimates.

Conservation Easements – Conservation easements represent rights to restrict the use, access, and development of certain properties. The Federation is obligated to monitor easements to ensure that the restrictions are maintained. The Federation monitors these easements in the normal course of its operations and associated costs are expensed as incurred. The property owners contribute funds to help with the monitoring costs and these contributions are held in the Research Foundation as net assets with restrictions.

The estimated value of easements is not included in the combined statements of financial position because the easements do not represent a future economic benefit to the Federation.

Functional Allocation – The costs of providing the Federation's programs and other activities have been reported on a functional basis in the combined statements of activities and changes in net assets. Directly identifiable costs have been allocated to the program or supporting services benefited. Indirect costs have been allocated based on management's estimate of resources used on behalf of the program or supporting services.

Income Tax Status – The Federation is exempt from income taxes under Internal Revenue Code Section 501(c)(3) and the applicable state statutes. Management has evaluated the effect of the guidance provided by U.S. Generally Accepted Accounting Principles on Accounting for Uncertainty in Income Taxes. Management believes that the Federation continues to satisfy the requirements of a tax-exempt organization at August 31, 2021. Management has evaluated the tax positions of the Federation and does not believe that any uncertain tax positions or unrecognized tax benefits exist for the years ended August 31, 2021 and 2020. The Federation's policy is to report accrued interest related to unrecognized tax benefits, when applicable, in miscellaneous functional category and to report penalties as other expense. The Federation's tax returns for 2019, 2020, and 2021 are open and subject to investigation.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 1. Summary of Significant Accounting Policies (continued)

Recently Issued Accounting Pronouncements Not Yet Adopted -

The FASB issued ASU 2016-02, *Leases*, which will require lessees to recognize a lease liability, which is a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis; and a right-of-use asset, which is an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term. The standard is effective for nonpublic business entities for fiscal years beginning after December 15, 2021 and the Federation is currently evaluating the impact of the pending adoption of ASU 2016-02.

In September 2020, the FASB issued ASU 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*. The amendments in this update address the measurement of contributed nonfinancial assets recognized by not-for-profit entities as well as the amount of those contributions used in a not-for-profit entity's programs and activities. A key change required by ASU 2020-07 includes providing new presentation and disclosure requirements about contributed nonfinancial assets for not-for-profit entities, including additional disclosure requirements for recognized contributed services. The amendments in this update are effective for fiscal years beginning after June 15, 2021. The Federation is currently evaluating the impact this standard will have on the financial statements.

Note 2. Revenue Recognition

The following table shows the Federation's revenue disaggregated between revenue categories:

| Years ended August 31, | 2021 | 2020 |
|---|---------------|---------------|
| Membership dues, recognized at a point in time | \$ 6,691,386 | \$ 8,315,302 |
| Membership dues, recognized over time | 1,863,865 | 2,939,561 |
| Advertising income, recognized at a point in time | 619,437 | 853,255 |
| Program services, recognized at a point in time | 23,205,363 | 30,048,165 |
| Total revenue from contracts with customers | 32,380,051 | 42,156,283 |
| Total other support and revenue | 8,580,402 | 4,931,796 |
| Total support and revenue | \$ 40,960,453 | \$ 47,088,079 |

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 2. Revenue Recognition (continued)

Contract assets and contract liabilities from contracts with customers consisted of the following at August 31,:

| | <u>2021</u> | <u>2020</u> |
|-------------------------------|---------------------|---------------------|
| Contract assets: | | |
| Accounts receivable: | | |
| Advertising | \$ 12,311 | \$ 33,737 |
| Banquets | 993,184 | 801,214 |
| Unbilled revenue | 37,946 | 501,625 |
| Reserve for banquet losses | <u>(33,156)</u> | <u>(25,645)</u> |
| Total contract assets | <u>1,010,285</u> | <u>1,310,931</u> |
| Grant receivables | 1,247,410 | 697,580 |
| Other receivables | 556,603 | 857,178 |
| Reserve for doubtful accounts | <u>(296,211)</u> | <u>(145,112)</u> |
| Total other receivables | <u>1,507,802</u> | <u>1,409,646</u> |
| Total accounts receivable | <u>\$ 2,518,087</u> | <u>\$ 2,720,577</u> |
| Contract liabilities: | | |
| Deferred revenue: | | |
| Banquets | \$ 1,105,940 | \$ 649,183 |
| Membership | <u>42,069</u> | <u>2,441</u> |
| Total contract liabilities | <u>1,148,009</u> | <u>651,624</u> |
| Deferred revenue – grants | 1,711,858 | 2,211,635 |
| Other deferred revenues | <u>1,582,314</u> | <u>1,360,274</u> |
| Total other deferred revenues | <u>3,294,172</u> | <u>3,571,909</u> |
| Total deferred revenues | <u>\$ 4,442,181</u> | <u>\$ 4,223,533</u> |

Note 3. Land, Buildings, and Equipment

Land, buildings, and equipment consisted of the following at August 31,:

| | <u>Useful Lives</u> | <u>2021</u> | <u>2020</u> |
|--------------------------------------|---------------------|----------------------|----------------------|
| Land | | \$ 3,032,411 | \$ 4,977,411 |
| Buildings and infrastructure | 2-40 years | 19,603,593 | 19,515,284 |
| Furniture | 3-15 years | 707,065 | 705,985 |
| Equipment | 2-15 years | 5,682,371 | 5,844,320 |
| Vehicles | 3-5 years | 182,732 | 453,282 |
| Software | 3-5 years | <u>994,659</u> | <u>212,506</u> |
| Gross land, buildings, and equipment | | 30,202,831 | 31,708,788 |
| Less accumulated depreciation | | <u>(17,657,427)</u> | <u>(16,979,407)</u> |
| Total land, buildings, and equipment | | <u>\$ 12,545,404</u> | <u>\$ 14,729,381</u> |

Depreciation expense was \$1,023,739 and \$1,212,113 for the years ended August 31, 2021 and 2020, respectively.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 4. Line of Credit and Long-Term Debt

At August 31, 2021, the Federation had a line of credit in the amount of \$10,942,759 with a maturity date of June 25, 2022, which is a decrease per the terms of the agreement from \$15,000,000 at August 31, 2020. The borrowing rate of the line of credit is LIBOR plus 1.35%, which was 1.47% at August 31, 2021. The line of credit is secured by the assets of the Federation.

There was no outstanding balance under the line of credit at August 31, 2021 and 2020, respectively. The line of credit agreement requires, among other things, the Federation to maintain certain restrictive covenants. As of August 31, 2021, management was not in violation of any of its debt covenants.

During the year ended August 31, 2020, intercompany loans were formed among the Federation and its affiliates. These intercompany loans accrue interest at a rate of 3% annually. At August 31, 2020, the intercompany loan balances had been paid off. There were no intercompany loans during the year ended August 31, 2021.

Long-term debt at August 31, 2021 consisted of a refundable advance in the amount of \$2,000,000, received under the Coronavirus Aid, Relief, and Economic Security (“CARES”) Act, maturing February 6, 2026, with interest at 1.00%. The current and long-term amounts due on the advance were \$264,916 and \$1,735,084, respectively, at August 31, 2021.

The following is a summary of principal maturities on the refundable advance as of August 31, 2021:

| | |
|-------|--------------|
| 2022 | \$ 264,916 |
| 2023 | 489,561 |
| 2024 | 494,479 |
| 2025 | 499,446 |
| 2026 | 251,598 |
| Total | \$ 2,000,000 |

The Federation currently believes its use of the proceeds of the refundable advance will meet conditions for forgiveness of the advance. However, the Federation cannot be assured that the advance will be eligible for forgiveness, in whole or in part.

At August 31, 2020, the Federation had a refundable advance in the amount of \$3,575,300 under the CARES Act. The loan was forgiven during the year ended August 31, 2021, and loan forgiveness in the amount of \$3,575,300 was recorded as grant revenue within the statement of activities for the year ended August 31, 2021.

Note 5. Retirement Plan

The Federation has a 401(k) and profit sharing plan covering all employees who have reached the age of 21 and completed six months of service. For calendar years 2021 and 2020, the overall limit for employee contributions into the plan was the lesser of \$19,500, or 75% of the employee’s compensation. The Federation may make profit sharing contributions at its discretion based on an integrated allocation formula calculated as a percentage of each eligible active participant’s compensation. Eligibility for the discretionary contribution requires the participant to be employed by the Federation on the last day of the plan year and to have worked at least 1,000 hours during the plan year. During calendar year 2020, due to the unexpected impact of COVID-19 and overall economic uncertainties, the Federation opted not to pay the previously accrued discretionary contribution for the year ended August 31, 2019. Additionally, the Federation does not expect to pay a discretionary contribution for the year ended August 31, 2020; therefore, no amount was accrued. As a result, expense related to the plan was a credit balance of \$218,002 for the year ended August 31, 2020. During the year ended August 31, 2021, the Federation’s expense related to the plan was \$291,433, which represents amounts paid out as matching contributions during each pay period.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 6. Net Assets With Restrictions

Net assets with restrictions are available for the following as of August 31,:

| | <u>2021</u> | <u>2020</u> |
|---|---------------------|---------------------|
| National Wild Turkey Federation Research Foundation, Inc. | \$ 925,991 | \$ 870,924 |
| NWTF Foundation, Inc. | 341,328 | 352,908 |
| Funds held for State Superfund | 6,041,253 | 6,733,043 |
| Paddy's Bluff Operating Funds | 166,297 | 166,297 |
| | <u>\$ 7,474,869</u> | <u>\$ 8,123,172</u> |

Note 7. Liquidity and Availability of Resources

The Federation's financial assets available within one year of the balance sheet date for general expenditures are as follows as of August 31,:

| | <u>2021</u> | <u>2020</u> |
|---|----------------------|----------------------|
| Financial assets at year-end: | | |
| Cash and cash equivalents | \$ 14,779,048 | \$ 7,299,002 |
| Accounts receivable | 2,518,087 | 2,720,577 |
| Total financial assets | 17,297,135 | 10,019,579 |
| Less amounts not available to be used within one year | - | - |
| Liquidity resources: Bank lines of credit | <u>10,942,759</u> | <u>15,000,000</u> |
| Financial assets available to meet general expenditures over the next twelve months | <u>\$ 28,239,894</u> | <u>\$ 25,019,579</u> |

Note 8. Operating Leases

The Federation leases vehicles through a lender under operating leases. All leases commenced between November 1, 2019 and May 1, 2020 and are for a lease term of 36 months. Total lease expense was \$274,761 and \$211,589 for the years ended August 31, 2021 and 2020, respectively. Future minimum lease payments are as follows:

| | |
|-------|-------------------|
| 2022 | \$ 267,326 |
| 2023 | 102,886 |
| Total | <u>\$ 370,212</u> |

Note 9. Donor-Restricted Endowments

The Federation's endowment consists of one fund established for a variety of purposes. This donor-restricted endowment includes funds contributed to the Federation for the long-term benefit of the future of the Federation. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including funds designated by the board of directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 9. Donor-Restricted Endowments (continued)

The board of directors of the Federation has interpreted the *State Prudent Management of Institutional Funds Act* (“SPMIFA”) 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 donor stipulations to the contrary. As a result of this interpretation, the Federation classifies as net assets with restrictions that are perpetual in nature (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in net assets with restrictions that are perpetual in nature is classified as net assets with restrictions by purpose until those amounts are appropriated for expenditure by the Federation in a manner consistent with the standard of prudence prescribed by SPMIFA. In accordance with SPMIFA, the Federation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Federation, and (7) the Federation’s investment policies.

Investment Return Objectives, Risk Parameters, and Strategies – The Federation has adopted investment and spending policies, approved by the board of directors, for endowment assets that attempts to maximize total return consistent with an acceptable level of risk. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation. Investment risk is measured in terms of the total endowment fund; investment assets and allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk.

Spending Policy – The Federation’s spending policy is not to spend the funds unless needed to defend the development of land. The Federation expects the current spending policy to allow its endowment funds to grow at a nominal rate, which is consistent with the Federation’s objective to maintain the purchasing power of the endowment assets.

Endowment net asset composition by type of Fund consisted of the following at August 31, 2021:

| | Net Assets Without Restrictions | Net Assets With Restrictions | Total Endowment Net Assets |
|----------------------------------|--|---|---|
| Board-designated funds | \$ 77,718 | \$ - | \$ 77,718 |
| Donor-restricted endowment funds | - | 1,267,319 | 1,267,319 |
| Total assets at fair value | \$ 77,718 | \$ 1,267,319 | \$ 1,345,037 |

Endowment net asset composition by type of Fund consisted of the following at August 31, 2020:

| | Net Assets Without Restrictions | Net Assets With Restrictions | Total Endowment Net Assets |
|----------------------------------|--|---|---|
| Board-designated funds | \$ 77,718 | \$ - | \$ 77,718 |
| Donor-restricted endowment funds | - | 1,223,832 | 1,223,832 |
| Total assets at fair value | \$ 77,718 | \$ 1,223,832 | \$ 1,301,550 |

National Wild Turkey Federation, Inc. and Affiliates
Notes to Combined Financial Statements

Note 9. Donor-Restricted Endowments (continued)

Endowment net assets are included in cash and cash equivalents in the combined statements of financial position at August 31, 2021 and 2020. Additionally, the Endowment had intercompany loans with the Federation during the year ended August 31, 2020. There were no intercompany loans during the year ended August 31, 2021, and there was no balance on the loan at August 31, 2020. Investment earnings on these loans are considered increases in net assets without restriction for the Endowment and are eliminated in the combined statements of financial position.

Changes in endowment net assets during the year ended August 31, 2021 are as follows:

| | <u>Net Assets Without Restrictions</u> | <u>Net Assets With Restrictions</u> | <u>Total Endowment Net Assets</u> |
|--------------------------------------|--|---|---|
| Endowment net assets, beginning | \$ 77,718 | \$ 1,223,832 | \$ 1,301,550 |
| Contributions | - | 75,000 | 75,000 |
| Investment income | - | 97 | 97 |
| Net assets released from restriction | - | (31,610) | (31,610) |
| Endowment net assets, ending | <u>\$ 77,718</u> | <u>\$ 1,267,319</u> | <u>\$ 1,345,037</u> |

Changes in endowment net assets during the year ended August 31, 2020 are as follows:

| | <u>Net Assets Without Restrictions</u> | <u>Net Assets With Restrictions</u> | <u>Total Endowment Net Assets</u> |
|--------------------------------------|--|---|---|
| Endowment net assets, beginning | \$ 69,507 | \$ 1,458,287 | \$ 1,527,794 |
| Investment income | 8,211 | 331 | 8,542 |
| Net assets released from restriction | - | (234,786) | (234,786) |
| Endowment net assets, ending | <u>\$ 77,718</u> | <u>\$ 1,223,832</u> | <u>\$ 1,301,550</u> |

Note 10. Contingencies

The Federation is party to potential litigation by a former employee. The employee contests their termination and the matter is currently under investigation by the U.S. Equal Employment Opportunity Commission (“EEOC”). The Federation has notified its insurance carrier, and if the matter is not resolved at the administrative level and litigation is filed, the insurance carrier will provide defense. Through its insurance carrier, the Federation has coverage for the full amount of any likely potential litigation, less deductible. The Federation is aggressively contesting the claim and anticipates a favorable outcome. However, due to inherent uncertainties involved, the outcome of this matter has yet to be determined.

Note 11. Subsequent Events

Management has evaluated subsequent events through November 9, 2021, the date these financial statements were available to be issued, for possible recognition or disclosure in the financial statements. Management has concluded that, other than the event noted below, no significant subsequent events meet the criteria of professional accounting standards to be recognized or not recognized, but disclosed, in these financial statements.

Subsequent to year end, the Delta variant of COVID-19 has significantly increased positive cases and hospitalizations and so the pandemic is still ongoing. Management believes the Federation is taking appropriate actions to address the potential negative financial and operational impact of the pandemic. However, the full impact is unknown and cannot be reasonably estimated as events continue to develop.

Supplemental Information

National Wild Turkey Federation, Inc. and affiliates
Combining Statement of Financial Position
August 31, 2021

| | NWTF | Research Foundation | Foundation | Eliminations | Total |
|---|-----------------------------|----------------------------|--------------------------|--------------------|-----------------------------|
| ASSETS | | | | | |
| Current Assets: | | | | | |
| Cash and cash equivalents | \$ 13,249,403 | \$ 1,016,217 | \$ 513,428 | \$ - | \$ 14,779,048 |
| Accounts receivable, net | 2,518,087 | - | - | - | 2,518,087 |
| Prepaid merchandise | 477,656 | - | - | - | 477,656 |
| Inventories | 479,219 | - | - | - | 479,219 |
| Land held for sale | 2,455,572 | - | - | - | 2,455,572 |
| Other current assets | 30,417 | - | - | - | 30,417 |
| Total current assets | <u>19,210,354</u> | <u>1,016,217</u> | <u>513,428</u> | <u>-</u> | <u>20,739,999</u> |
| Land, building, and equipment, net of accumulated depreciation | 12,545,404 | - | - | - | 12,545,404 |
| Total assets | <u><u>\$ 31,755,758</u></u> | <u><u>\$ 1,016,217</u></u> | <u><u>\$ 513,428</u></u> | <u><u>\$ -</u></u> | <u><u>\$ 33,285,403</u></u> |
| LIABILITIES AND NET ASSETS | | | | | |
| Current Liabilities: | | | | | |
| Accounts payable | \$ 1,997,474 | \$ - | \$ - | \$ - | \$ 1,997,474 |
| Accrued expenses | 705,222 | 24,600 | - | - | 729,822 |
| Current portion of refundable advance | 264,916 | - | - | - | 264,916 |
| Deferred revenues | 4,442,181 | - | - | - | 4,442,181 |
| Total current liabilities | <u>7,409,793</u> | <u>24,600</u> | <u>-</u> | <u>-</u> | <u>7,434,393</u> |
| Long-Term Liabilities: | | | | | |
| Accrued compensated absences, net of current portion | 408,881 | - | - | - | 408,881 |
| Refundable advance, net of current portion | 1,735,084 | - | - | - | 1,735,084 |
| Total long-term liabilities | <u>2,143,965</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>2,143,965</u> |
| Net Assets: | | | | | |
| Without donor restrictions | 15,994,450 | - | 160,008 | 77,718 | 16,232,176 |
| With donor restrictions | 6,207,550 | 991,617 | 353,420 | (77,718) | 7,474,869 |
| Total net assets | <u>22,202,000</u> | <u>991,617</u> | <u>513,428</u> | <u>-</u> | <u>23,707,045</u> |
| Total liabilities and net assets | <u><u>\$ 31,755,758</u></u> | <u><u>\$ 1,016,217</u></u> | <u><u>\$ 513,428</u></u> | <u><u>\$ -</u></u> | <u><u>\$ 33,285,403</u></u> |

See accompanying independent auditor's report.

National Wild Turkey Federation, Inc. and affiliates
Combining Statement of Activities and Changes in Net Assets
Year Ended August 31, 2021

| | NWTF | Research Foundation | Foundation | Eliminations | Total |
|--|----------------------|------------------------|-------------------|--------------|----------------------|
| Change in Net Assets Without Donor Restrictions: | | | | | |
| Support and Revenue: | | | | | |
| Membership dues | \$ 8,555,251 | \$ - | \$ - | \$ - | \$ 8,555,251 |
| Contributions | 1,733,239 | - | 25,000 | - | 1,758,239 |
| Advertising income | 619,437 | - | - | - | 619,437 |
| Federal grants and contracts | 3,246,863 | - | - | - | 3,246,863 |
| Other federal grant revenue | 3,575,300 | - | - | - | 3,575,300 |
| Program services | 23,070,355 | - | 135,008 | - | 23,205,363 |
| Total Support and Revenue | <u>40,800,445</u> | <u>-</u> | <u>160,008</u> | <u>-</u> | <u>40,960,453</u> |
| Net assets released from donor restrictions | 1,078,237 | 20,030 | 11,580 | - | 1,109,847 |
| | <u>41,878,682</u> | <u>20,030</u> | <u>171,588</u> | <u>-</u> | <u>42,070,300</u> |
| Expenses: | | | | | |
| Education | 2,407,612 | - | - | - | 2,407,612 |
| Membership activities | 2,569,659 | - | - | - | 2,569,659 |
| Conservation activities | 13,055,326 | 20,000 | - | - | 13,075,326 |
| Program services | 11,511,074 | 30 | - | - | 11,511,104 |
| Administration | 4,929,252 | - | - | - | 4,929,252 |
| Fundraising | 1,624,087 | - | 11,580 | - | 1,635,667 |
| Total Expenses | <u>36,097,010</u> | <u>20,030</u> | <u>11,580</u> | <u>-</u> | <u>36,128,620</u> |
| Non-operating revenue: | | | | | |
| Gain on sale of assets | 293,553 | - | - | - | 293,553 |
| Change in Net Assets Without Donor Restrictions | <u>6,075,225</u> | <u>-</u> | <u>160,008</u> | <u>-</u> | <u>6,235,233</u> |
| Change in Net Assets With Donor Restrictions: | | | | | |
| Super fund contributions | 386,447 | - | - | - | 386,447 |
| Other contributions | - | 75,000 | - | - | 75,000 |
| Interest income | - | 97 | - | - | 97 |
| Net assets released from donor restrictions | (1,078,237) | (20,030) | (11,580) | - | (1,109,847) |
| Change in Net Assets With Donor Restrictions | <u>(691,790)</u> | <u>55,067</u> | <u>(11,580)</u> | <u>-</u> | <u>(648,303)</u> |
| Change in net assets | 5,383,435 | 55,067 | 148,428 | - | 5,586,930 |
| Net assets, beginning of year | 16,818,565 | 936,550 | 365,000 | - | 18,120,115 |
| Net assets, end of year | <u>\$ 22,202,000</u> | <u>\$ 991,617</u> | <u>\$ 513,428</u> | <u>\$ -</u> | <u>\$ 23,707,045</u> |

See accompanying independent auditor's report.