Combined Financial Report December 31, 2022

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RSM US LLP

Independent Auditor's Report

Board of Directors
The Conservation Fund, a Nonprofit Corporation

Opinion

We have audited the combined financial statements of The Conservation Fund, a Nonprofit Corporation and Affiliates (the Organization), which comprise the combined statement of financial position as of December 31, 2022, the related combined statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the combined financial statements (collectively, the financial statements).

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Organization as of December 31, 2022, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

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

Emphasis of Matters

As discussed in Note 1 to the financial statements, the accompanying financial statements are those of The Conservation Fund, a Nonprofit Corporation (parent company) and certain affiliates, Sustainable Conservation, Inc., White Pine Forest, LLC and Pelican River Forest, LLC, and are not those of the primary reporting entity, which include another affiliate, Natural Capital Investment Fund, Inc. d/b/a Partner Community Capital. The combined financial statements of The Conservation Fund, a Nonprofit Corporation (parent company) and all its affiliates have been issued as the general purpose financial statements of the primary reporting entity and should be read in conjunction with these financial statements. Our opinion is not modified with respect to this matter.

As discussed in Note 1 to the financial statements, on January 1, 2022, the Organization adopted new accounting guidance for its leases under Financial Accounting Standards Board Accounting Standards Codification Topic 842, Leases. Our opinion is not modified with respect to this matter.

Responsibilities of Management for the Financial Statements

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

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

Auditor's Responsibilities for the Audit of the Financial Statements

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

In performing an audit in accordance with GAAS, we:

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

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

Report on Summarized Comparative Information

We have previously audited the Organization's 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 22, 2022. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

RSM US LLP

McLean, Virginia May 23, 2023

Combined Statement of Financial Position December 31, 2022 (With Comparative Totals for 2021) (In Thousands)

	2022	2021
Assets		
Cash and cash equivalents	\$ 99,070	\$ 67,554
Restricted cash and cash equivalents	76,900	93,839
Investments	47,977	53,314
Receivables	4,056	6,490
Due from an affiliate	-	100
Promises to give, net	3,577	5,030
Notes receivable, net	23,557	23,580
Other assets	5,077	5,622
Property and equipment, net	1,889	2,163
Operating lease right of use assets	2,435	-
Conservation land	 654,977	693,226
Total assets	\$ 919,515	\$ 950,918
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 9,589	\$ 12,082
Deferred revenue and refundable advances	94,315	108,956
Amounts due to other nonprofit organizations		
and government agencies	22,513	39,134
Operating lease liabilities	3,040	-
Bonds and notes payable, net	 286,283	290,071
Total liabilities	 415,740	450,243
Commitments and contingencies (Notes 9 and 10)		
Net assets:		
Without donor restrictions:		
The Organization	265,215	247,382
Noncontrolling interest in White Pine Forest, LLC	5,889	5,766
	271,104	253,148
With donor restrictions	232,671	247,527
Total net assets	503,775	500,675
Total liabilities and net assets	\$ 919,515	\$ 950,918

Combined Statement of Activities Year Ended December 31, 2022 (With Comparative Totals for 2021) (In Thousands)

	Wit	hout Donor	With Donor		_	2021
	Re	estrictions	Restrictions	Total		Total
Real estate activities:						
Support and revenue						
Contributions and grants	\$	8,560	\$ 40,903	\$ 49,463	\$	55,995
Contributed professional services		323	-	323		51
Land contributed for conservation		9,546	-	9,546		10,033
Contract income		16,034	-	16,034		13,766
Investment and other program income		12,596	-	12,596		10,814
Sales of conservation land to others		203,308	-	203,308		142,308
Net assets released from restrictions		39,245	(39,245)	-		-
		289,612	1,658	291,270		232,967
Non-real estate activities:						
Support and revenue						
Contributions and grants		7,717	6,494	14,211		21,546
Contributed professional services		3,134	-	3,134		84
Contract income		2,179	_	2,179		4,206
Investment and other program income		5,818	_	5,818		13,763
Net assets released from restrictions		23,008	(23,008)	3,010		13,763
Net assets released from restrictions		41,856	(16,514)	25,342		39,599
		41,030	(10,314)	25,542		39,399
Total support and revenue		331,468	(14,856)	316,612		272,566
Expenses:						
Program services:						
Real estate programs		286,227	-	286,227		234,001
Non-real estate programs		16,709	-	16,709		16,940
Total program services		302,936	-	302,936		250,941
Supporting services:						
Management and general		6,419	_	6,419		5,180
Fundraising		4,186	_	4,186		3,168
Total supporting services		10,605	-	10,605		8,348
Total supporting services		10,003		10,003		0,340
Total expenses		313,541	-	313,541		259,289
Change in net assets		17,927	(14,856)	3,071		13,277
Net assets, beginning of year		253,148	247,527	500,675		487,342
Capital contribution by noncontrolling interest		29	-	29		56
Net assets, end of year	\$	271,104	\$ 232,671	\$ 503,775	\$	500,675
					_	

Combined Statement of Functional Expenses Year Ended December 31, 2022 (With Comparative Totals for 2021) (In Thousands)

						20	22							
			Progr	am Service	es			Supportir	ıg Ser	vices			_	
						Total	N	/lanagement						
	R	eal Estate	Non-	Real Estate	Э	Program		and						2021
	F	Programs	Р	rograms		Services		General	Fu	ndraising		Total		Total
Personnel and fringe benefits	\$	16,962	\$	5,456	\$	22,418	\$	4,009	\$	2,584	\$	29,011	\$	28,435
Contractual services		8,054		965	-	9,019	-	811	·	484	•	10,314		13,823
Grants		30,541		6,422		36,963		-		-		36,963		19,376
Postage, printing and photo		247		54		301		38		231		570		392
Equipment, supplies and depreciation		1,104		334		1,438		339		218		1,995		1,480
Occupancy		3,888		313		4,201		197		145		4,543		2,672
Insurance		460		142		602		89		58		749		596
Real estate taxes		2,359		-		2,359		-		-		2,359		3,080
Travel		820		191		1,011		160		108		1,279		428
Interest		9,696		-		9,696		-		-		9,696		9,369
Accelerated notes payable discount		1,349		-		1,349		-		-		1,349		654
Acquisition costs		4,197		93		4,290		58		38		4,386		4,090
Other		6,088		2,739		8,827		718		320		9,865		11,352
Book value of conservation land donated		8,506		-		8,506		-		-		8,506		9,023
Provision for conservation easements		3,820		-		3,820		-		-		3,820		14,149
Book value of conservation land sold		188,136		-		188,136		-		-		188,136		140,370
Total expenses	\$	286,227	\$	16,709	\$	302,936	\$	6,419	\$	4,186	\$	313,541	\$	259,289

Combined Statement of Cash Flows Year Ended December 31, 2022 (With Comparative Totals for 2021) (In Thousands)

		2022	2021
Cash flows from operating activities:			
Change in net assets	\$	3,071 \$	13,277
Adjustments to reconcile change in net assets to net cash provided by			
(used in) operating activities:			
Depreciation		250	229
Amortization of debt issuance costs		74	74
Provision for losses on notes receivable and bad debt write-offs		(1)	(422)
Debt forgiveness		-	(3,888)
Contributions from implied interest discount, net		721	(2,869)
Donated conservation land to Organization		(9,546)	(10,033)
Donated conservation land from Organization		4,354	892
Losses on disposition of land, easements and others		3,822	14,149
Losses on disposition of property and equipment		24	-
Impairment on land held for resale		-	8,421
Accelerated notes payable discount		1,349	654
Deferred rent		•	(67)
Change in operating leases		175	-
Net realized and unrealized gains on investments		4,796	(1,353)
(Increase) decrease in operating activities:		1,100	(.,===)
Receivables		2,434	(1,277)
Due from an affiliate		100	(100)
Promises to give		1,453	(1,745)
Other assets		545	3,250
Increase (decrease) in operating liabilities:		343	3,230
		(2.063)	(4,877)
Accounts payable and accrued expenses		(2,063)	,
Deferred revenue and refundable advances		(14,641)	(3,200)
Due to an affiliate		(40.004)	(125)
Amounts due to other nonprofit organizations and government agencies		(16,621)	(23,850)
Additional cash provided by (used in) conservation land projects:		202 202	
Proceeds from disposition of conservation land held		203,320	142,396
Acquisition of conservation land projects		(163,701)	(161,718)
Net cash provided by (used in) operating activities		19,915	(32,182)
Cash flows from investing activities:			
Purchases of property and equipment		-	(137)
Purchases of investments		(2,177)	(24,195)
Proceeds from sale of investments		2,718	1,959
Issuance of notes receivable		(7,394)	(4,816)
Repayments of principal on notes receivable		7,418	13,247
Net cash provided by (used in) investing activities		565	(13,942)
Cash flows from financing activities:			
Capital contribution received - noncontrolling interest		29	56
Proceeds from long-term debt		18,923	71,504
Repayment of long-term debt		(24,855)	(51,911)
Net cash (used in) provided by financing activities	-	(5,903)	19,649
Net increase (decrease) in cash and cash equivalents		14,577	(26,475)
, ,			, , ,
Cash and cash equivalents, and restricted cash:		404 000	
Beginning		161,393	187,868
Ending	\$	175,970 \$	161,393

(Continued)

Combined Statement of Cash Flows (Continued) Year Ended December 31, 2022 (With Comparative Totals for 2021) (In Thousands)

	:	2022	2021
Supplemental disclosure of cash flow information:			
Cash paid for interest	\$	5,442	\$ 5,575
Supplemental schedule of noncash financing activities:			
Forgiveness of debt	\$	-	\$ 3,888

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies

Nature of activities: The Conservation Fund, a Nonprofit Corporation (TCF), Sustainable Conservation Inc. (SCI), White Pine Forest, LLC (WPF) and Pelican River Forest, LLC (PRF) (hereafter collectively referred to as the Organization) are dedicated to protecting land throughout the United States (U.S.), not just for the sake of its environmental value, but also for its value to the economy and the community.

The Organization's mission statement is as follows: The Organization, working with public, private and nonprofit partners, protects America's legacy of land and water resources through land acquisition, sustainable community and economic development and leadership training, emphasizing the integration of economic and environmental goals.

The Organization's activities include the following two program areas:

Real estate activities: One of two focus areas for the organization, this program area raises and deploys capital for conservation transactions, ensuring the permanent conservation of land across the United States. It encompasses all real estate activity in four business areas:

- Conservation Acquisitions—interim ownership of conservation properties
- Working Forest Fund—interim ownership and operation of key forests
- Conservation Loans—bridge loans for land trusts and others to acquire conservation land and complete other projects
- Mitigation Solutions—land-related projects to mitigate for impacts on natural resources

The activities of SCI, WPF & PRF also fall entirely within this programmatic category.

Non-real estate activities: This program area focuses on technical assistance, community support and economic development. It supports green infrastructure planning, community-based conservation programs, conservation leadership training and network building.

A summary of the Organization's significant accounting policies follows:

Principles of combination: The accompanying combined financial statements include all of the accounts of TCF, SCI, WPF and PRF. All intercompany accounts and transactions have been eliminated in the combined financial statements.

Basis of presentation: These combined financial statements are not intended to be the general purpose financial statements of TCF and have been prepared in conformity with accounting principles that would otherwise be considered a departure from generally accepted accounting principles in the United States (U.S. GAAP) because certain affiliated organizations are not combined. An affiliate of TCF whose financial activities are not included in these combined financial statements of TCF is Partner Community Capital (PCAP) (see Note 15).

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

The accompanying combined financial statement presentation follows the recommendations under the Not-for-Profit Entities Topic of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC). Under this topic, the Organization is required to report information regarding its financial position and activities under two classes of net assets:

Net assets without donor restrictions: Net assets without donor restrictions include those net assets whose use is not restricted by donors, even though their use may be limited in other respects, such as by Board designation. The governing board of the Organization may elect to designate such resources for specific purposes. This designation may be removed at the Board's discretion.

Net assets with donor restrictions: Net assets with donor restrictions are subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time, or other events specified by the donor. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the restriction was restricted has been fulfilled or both. Net assets with donor restrictions also include contributions to its revolving funds with donor-imposed stipulations. These net assets are used to finance conservation projects.

Cash and cash equivalents: The Organization classifies cash and all short-term, highly liquid debt instruments to be cash equivalents, including money market funds with original maturities of 90 days or less.

Cash and cash equivalents—**restricted:** Restricted cash and cash equivalents consist of funds held for mitigation projects, which the Organization is contractually obligated to deploy into approved projects, which offset impacts to natural resources caused by the construction and operation of energy and infrastructure projects.

Financial risk: Financial instruments that potentially subject the Organization to concentrations of credit risk consist of cash, cash equivalents and short-term investments. All cash, cash equivalents and short-term investments are held with high credit quality financial institutions. The Organization has not experienced any losses in such accounts. Management believes there is no significant concentration of credit risk.

Cash and cash equivalents include amounts in institutional money market funds, which total \$4,911 at December 31, 2022. The Organization maintains its cash in various operating bank deposit accounts which, at times, may exceed federally insured limits. The interest-bearing accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250. The Organization has not experienced any losses in such accounts. The Organization believes it is not exposed to any significant financial risk on cash.

The Organization invests in a professionally managed portfolio that primarily contains various fixed income securities, including a collective investment trust fund, municipal bonds, corporate bonds, asset-backed securities, mutual funds and a small allocation to common stock. Such investments are exposed to various risks, such as market and credit. Due to the level of risk associated with such investments and the level of uncertainty related to changes in the value of such investments, it is at least reasonably possible that changes in risks in the near term could materially affect investment balances and the amounts reported in the combined financial statements.

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Investments: The Organization's investments with readily determinable fair values are reflected at their fair values in the combined statements of financial position. Interest, dividends and net gains or losses on investments are reported in the combined statements of activities as increases or decreases in net assets without donor restrictions. Interest on funds held for mitigation contracts is deferred until recognized under terms of the contract.

TCF holds a 20% membership interest in Lupine Forest LLC (LF). LF is a limited liability company (LLC) formed in August 2021 to engage in the business of acquiring, owning and conserving certain real estate in the states of Oregon and Washington. TCF serves as the manager of LF, subject to the provisions of the LLC agreement. The other member of LF, which holds an 80% membership interest, has substantive rights under the LLC agreement, including the right to approve or disapprove various actions and can remove TCF as the manager without cause. Therefore, in accordance with FASB ASC 958-810-25, TCF has accounted for its investment in LF using the equity method of accounting. At December 31, 2022, TCF's interest in LF was \$21,436.

Condensed financial information of LF as of and for the year ended December 31, 2022, is as follows:

Current assets	\$ 1,437
Land	 106,081
Total assets	\$ 107,518
Current liabilities	\$ 340
Member's equity	107,178
Total liabilities and member's equity	\$ 107,518
Revenues	\$ 5,231
Expenses	6,547
Net loss	\$ (1,316)

Receivables and promises to give: Unconditional promises to give are recognized as support in the period received. Unconditional promises to give that are expected to be collected within one year are recorded at their net present realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The Organization uses a 3% discount rate. Amortization of the discounts is included in contribution revenue. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Receivables also include allowable costs in excess of amounts collected on federal and state grants. Such recoverable costs are billable and a receivable recorded when the underlying expenditures are recognized. Receivables and promises to give due in less than one year are reported at their outstanding balance.

Receivables and promises to give due beyond one year are carried at present value less an estimate made for doubtful promises based on a review of all outstanding promises on a periodic basis. Management determines the allowance for doubtful promises by regularly evaluating individual promises to give and considering the prior history of the donor and proven collectability of past donations. Promises to give are written off when deemed uncollectible. Recoveries of promises to give previously written off are recorded when received. There was no allowance for doubtful promises at December 31, 2022.

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Notes receivable and allowance for possible losses: The Organization provides loans to various land trusts and other entities for the acquisition of conservation lands and easements and completion of other projects. Notes receivable are carried at unpaid principal balances less an allowance for loan losses. Management provides for estimates of possible losses through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual loans, the borrower's ability to repay and current economic conditions. The evaluation of the allowance is inherently subjective and it is reasonably possible that a change in the estimate would occur in the near term, as additional information becomes available. The Organization has recorded an allowance of \$1,240 or 5% as of December 31, 2022, for conservation loans.

Property and equipment: Property and equipment are stated at cost or, if donated, at the estimated fair market value at the date of the donation, less accumulated depreciation. The Organization capitalizes all property and equipment purchased with a cost of \$25 or more. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Property and equipment consist primarily of a research laboratory facility placed in service in 1999, which is being depreciated over 30 years.

Conservation land: Conservation land consists principally of real estate and conservation easements. Conservation land is real estate with ecological, historical or cultural values, which the Organization is working with partners to conserve. Conservation land includes purchased and donated properties and conservation easements, which are held for eventual resale or donation to government agencies or other organizations or individuals who will become permanent conservation owners.

Purchased conservation land is recorded at acquisition cost. Conservation land received by donation is recorded at its estimated fair value at the date of the donation. Such donations are reported as net assets without donor restrictions unless the donor has restricted the donated conservation land to a specific purpose. Conservation land donated with explicit restrictions regarding its use is reported as net assets with donor restrictions. Costs incurred in carrying parcels of real estate, such as taxes and maintenance, are expensed as incurred. Conservation land parcels determined to have no ecological value may be sold to support land conservation efforts. To ensure the Organization's commitment to conservation, real estate with ecological value is held or transferred, including by sale, to appropriate conservation partners. When conservation land is transferred, the proceeds are included as part of total support and revenue and are shown as sales of conservation lands to others on the combined statement of activities; the carrying value of the land and transaction costs incurred with the transfer are shown as program service expenses.

Conservation easements represent restrictions on the use, subdivision and/or development of certain parcels. Gifts of conservation easements are recognized as revenue and program expenses in equal amounts upon acquisition based on the estimated fair value of the easement at the date of the donation of the easement. Purchased easements are recognized as a program expense upon acquisition based on the acquisition cost of the easement. The estimated value of easements is not reported on the combined statement of financial position. The Organization believes that conservation easements play an important role in enabling the Organization to achieve its charitable purpose of land and water conservation through the preservation of the natural values of land.

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Valuation of long-lived assets: The Organization reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of the long-lived asset is measured by a comparison of the carrying amount of the asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. Assets to be disposed of are reportable at the lower of the carrying amount or fair value, less cost to sell. During the year ended December 31, 2022, the Organization did not recognize impairment on conservation land held for resale.

Amounts due to other nonprofit organizations and government agencies: Amounts due to other nonprofit organizations and government agencies are a result of agreements or commitments the Organization has with respect to certain real estate parcels it holds. These principally reflect cases where the Organization has entered into cooperative agreements to carry out conservation land projects with other organizations, which will result in the eventual transfer of the land parcels. These arrangements and commitments totaled \$22,513 at December 31, 2022.

Bonds and notes payable: Under certain circumstances, the Organization uses debt to supplement the cost of the acquisition of conservation lands and easements. Most debt is in the form of bonds and notes payable from foundations. The Organization records a discount and contribution revenue when note interest rates are considered below-market and amortizes the discount to interest expense over the term of the related notes. Legal and accounting costs, as well as other expenses associated with debt issuance, are being amortized on the effective interest method over the term of the debt acquired. Unamortized debt issuance costs are reported with bonds and notes payable.

Noncontrolling interest in combined subsidiary: The noncontrolling interest represents the equity interest in WPF, which began operations during the year ended December 31, 2020. WPF is a limited liability company, in which TCF has a 75% membership interest and an unrelated nonprofit entity holds the remaining 25% membership interest. TCF combines WPF financial statements as TCF is presumed to control the entity as the majority member and manager of WPF. A separate capital account is maintained for each member. The value of such account at any time shall be the sum of that member's contributions to capital and the share of the profits of WPF allocated to the account less all distributions made from the account and the share of the losses of WPF allocated to the capital account. All items of income, gain, loss and deductions are allocated to the members' capital accounts pro rata based on the membership agreement.

Revenue recognition: The Organization receives funding for its programs and acquisition of conservation land from federal and state grants, and from corporations and foundations, in the form of land acquisition or operating grants. Support and revenue from federal and state awards is recognized at the time expenses allowable under the award are incurred, since such awards can be terminated by the grantor, or refunding can be required under certain circumstances coupled with other performance and/or control barriers. For this reason, the Organization's federal and state awards are considered conditional, and so, referred to as conditional grants.

Unconditional contributions received are recorded as net assets with donor restrictions or net assets without donor restrictions, depending on the existence and/or nature of any donor restrictions. Donor-restricted support that are initially conditional contributions are recognized as increases in net assets with donor restrictions or net assets without donor restrictions, depending on the existence and/or nature of any donor restrictions, when conditions are substantially met.

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Donated securities and conservation land and easements are recorded as support at their estimated fair values at the date of the donation. Such donations are reported as net assets without donor restrictions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use are reported as net assets with donor restrictions.

The Organization records donated professional services at the respective fair values of the services received. The Organization received donated professional services totaling \$3,457 during the year ended December 31, 2022, which were utilized for real estate and non-real estate programmatic activities.

The value of donated professional fees is based on current rates for similar services in a similar market. None of the donated professional services are restricted in use. The Organization did not monetize any contributed nonfinancial assets and unless otherwise noted, contributed nonfinancial assets did not have donor restrictions.

Contributions and grant support are recognized when conditions of the contribution or grant are substantially met. Any grant funds received in advance are recorded as refundable advances. Revenue from contracts is recognized as the service is completed. Mitigation capital funds and grant funds of \$94,315 received but not yet earned are recorded as deferred revenue and refundable advances in the combined statement of financial position as of December 31, 2022.

Functional expense: The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management and general expenses, such as occupancy costs, travel, insurance and other office expenses that support programs are allocated to the programs based on full-time employee salaries and a percentage of time worked on program-specific duties.

Income taxes: TCF is organized as a state of Maryland nonstock corporation generally exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and is a publicly supported organization under Section 509(a)(1). SCI is a state of Maryland stock corporation exempt from income taxes under Section 501(c)(3) and is a supporting organization to TCF under Section 509(a)(3) of the IRC. WPF and PRF are limited liability companies incorporated under the laws of the state of Delaware. WPF is subject to federal, state and local tax authorities. PRF is a disregarded entity of TCF for income tax purposes. TCF and SCI are annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the Internal Revenue Service (IRS). In addition, TCF and SCI qualify for charitable contribution deductions and have been classified as organizations that are not considered private foundations. Income, which is not related to exempt purposes, less applicable donations, is subject to federal and state income taxes. Additionally, TCF and SCI had no net unrelated business income for the year ended December 31, 2022, and, therefore, determined it is not required to file an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS.

Management evaluated the Organization's tax positions and concluded that the Organization had taken no uncertain tax positions that require adjustment to the combined financial statements to comply with the provisions of this guidance. The Organization files income tax returns in the U.S. federal jurisdiction. Generally, the Organization is no longer subject to income tax examinations for the U.S. federal, state or local tax authorities for the years before 2019.

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Use of estimates: The preparation of combined financial statements in conformity with U.S. GAAP requires management to make a number of 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 of revenues and expenses during the reporting period. Significant estimates made by management include the allowance for loan losses. Actual results could differ from those estimates.

Adopted accounting pronouncements: In September 2020, the FASB issued Accounting Standards Update (ASU) 2020-07, *Not-for-Profit Entities (Topic 958): Presentation and Disclosures by Not-for-Profit Entities for Contributed Nonfinancial Assets*, which requires a not-for-profit entity to present contributed nonfinancial assets in the statement of activities as a line item that is separate from contributions of cash or other financial assets. ASU 2020-07 also requires additional qualitative and quantitative disclosures about contributed nonfinancial assets received, disaggregated by category. ASU 2020-07 is effective for fiscal years beginning after June 15, 2021. The Organization adopted this standard as of December 31, 2022 and noted no material impact on its financial statements.

In February 2016, the FASB issued ASC Topic 842, *Leases*, to increase transparency and comparability among organizations related to their leasing arrangements. The update requires lessees to recognize most leases on their balance sheets as a right-of-use (ROU) asset representing the right to use an underlying asset and a lease liability representing the obligation to make lease payments over the lease term, measured on a discounted basis. Topic 842 also requires additional disclosure of key quantitative and qualitative information for leasing arrangements. Similar to the previous lease guidance, the update retains a distinction between finance leases (similar to capital leases in Topic 840, Leases) and operating leases, with classification affecting the pattern of expense recognition in the statement of functional expenses. The Organization adopted Topic 842 on January 1, 2022, using the optional transition method to the modified retrospective approach, which eliminates the requirement to restate the prior-period financial statements. Under this transition provision, the Organization has applied Topic 842 to reporting periods beginning on January 1, 2022, while prior periods continue to be reported and disclosed in accordance with the Organization's historical accounting treatment under ASC Topic 840, Leases.

The Organization elected the package of practical expedients under the transition guidance within Topic 842, in which the Organization does not reassess (1) the historical lease classification, (2) whether any existing contracts at transition are or contain leases, or (3) the initial direct costs for any existing leases. The Organization has not elected to adopt the hindsight practical expedient and, therefore, will measure the ROU asset and lease liability using the remaining portion of the lease term upon adoption of ASC 842 on January 1, 2022.

The Organization determines if an arrangement is or contains a lease at inception, which is the date on which the terms of the contract are agreed to, and the agreement creates enforceable rights and obligations. A contract is or contains a lease when (i) explicitly or implicitly identified assets have been deployed in the contract and (ii) the Organization obtains substantially all of the economic benefits from the use of that underlying asset and directs how and for what purpose the asset is used during the term of the contract. The Organization also considers whether its service arrangements include the right to control the use of an asset.

Notes to Combined Financial Statements (In Thousands)

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

The Organization made an accounting policy election available under Topic 842 not to recognize ROU assets and lease liabilities for leases with a term of 12 months or less. For all other leases, ROU assets and lease liabilities are measured based on the present value of future lease payments over the lease term at the commencement date of the lease (or January 1, 2022, for existing leases upon the adoption of Topic 842). The ROU assets also include any initial direct costs incurred and lease payments made at or before the commencement date and are reduced by any lease incentives. To determine the present value of lease payments, the Organization made an accounting policy election available to non-public companies to utilize a risk-free borrowing rate, which is aligned with the lease term at the lease commencement date (or remaining term for leases existing upon the adoption of Topic 842).

Future lease payments may include fixed rent escalation clauses or payments that depend on an index (such as the consumer price index), which is initially measured using the index or rate at lease commencement. Subsequent changes of an index and other periodic market-rate adjustments to base rent are recorded in variable lease expense in the period incurred. Residual value guarantees or payments for terminating the lease are included in the lease payments only when it is probable they will be incurred.

The Organization has made an accounting policy election to account for lease and non-lease components in its contracts as a single lease component for its real estate and equipment asset classes. The non-lease components typically represent additional services transferred to the Entity, such as common area maintenance for real estate, which are variable in nature and recorded in variable lease expense in the period incurred.

Adoption of Topic 842 resulted in the recording of additional ROU assets and lease liabilities related to the Fund's operating leases of \$3,104 and \$3,894, respectively, at January 1, 2022. The adoption of the new lease standard did not materially impact the change in net assets, or cash flows and did not result in a cumulative-effect adjustment to the opening balance of net assets.

Prior period information: The combined financial statements include certain prior year summarized comparative information in total but not by net asset class or function. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2021, from which the summarized information was derived.

Reclassifications: Certain items in the 2021 information have been reclassified to conform with current year presentation. These reclassifications had no effect on previously reported change in net assets or net assets.

Subsequent events: The Organization has evaluated subsequent events through May 23, 2023, the date on which the combined financial statements were available to be issued.

Notes to Combined Financial Statements (In Thousands)

Note 2. Cash and Cash Equivalents

Cash and cash equivalents held by the Organization at December 31, 2022, consist of the following:

Cash	\$	171,059
Money market funds		4,911
	\$	175,970
Hannatainted and and and analysis and	Φ.	00.070
Unrestricted cash and cash equivalents	\$	99,070
Restricted cash and cash equivalents		76,900
	\$	175,970

Restricted cash balances of \$76,900 at December 31, 2022, were held for mitigation projects.

Note 3. Investments

Investments consisted of the following at December 31, 2022:

Investment in Lupine Forest LLC	\$ 21,436
Collective investment trust funds	12,335
Mutual funds	8,478
Corporate bonds	3,503
Municipal bonds	1,838
Asset-backed securities	230
International fixed income	155
Common stock	2
	\$ 47,977

For the year ended December 31, 2022, investment loss, net of fees, from cash, cash equivalents and investments totaled approximately \$4,160, and consisted primarily of interest and dividend income and unrealized losses on investments.

Note 4. Fair Value Measurements

The Organization follows the Fair Value Measurement Topic of the FASB ASC, which establishes a single authoritative definition of fair value, sets out a framework for measuring fair value and requires additional disclosures about fair value measurements.

The topic requires that assets and liabilities carried at fair value will be classified and disclosed in one of the three following categories:

- **Level 1:** Quoted market prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Observable market-based inputs or unobservable inputs that are corroborated by market data.
- **Level 3:** Unobservable inputs that are not corroborated by market data.

Notes to Combined Financial Statements (In Thousands)

Note 4. Fair Value Measurements (Continued)

The asset's 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.

Money market funds, mutual funds and common stock are classified as Level 1 instruments as there are quoted market prices in active markets for identical assets.

The asset-backed securities, municipal bonds and corporate bonds receive interest income based on their stated interest rates and are classified as Level 2 instruments, as there are no quoted markets prices in active markets for identical assets. The value is determined using models and other valuation methodologies, which are corroborated by market data.

Investments in collective investment trust funds consist primarily of fixed income funds. The investment objective of the funds is to invest primarily in investment grade credit securities and mortgage-backed securities. The funds may invest in government securities to protect principal in adverse credit environments. The funds' securities are selected through an active investment and risk management approach. The fair values of these investments have been estimated using the net asset value per share of the investments. Redemption for this fund is available on a monthly basis with 72-hour required notice. The funds do not have unfunded commitments.

The following table sets forth by level, within the fair value hierarchy, the Organization's investments at fair value as of December 31, 2022:

	 Total Level 1		Level 2		l	_evel 3	
Investments:							
Money market funds	\$ 4,911	\$	4,911	\$	-	\$	-
Collective investment trust funds (a)	12,335		-		-		-
Corporate bonds	3,503		-		3,503		-
Municipal bonds	1,838		-		1,838		-
International fixed income	155				155		-
Mutual funds	8,478		8,478		-		-
Common stock	2		2		-		-
Asset-backed securities	 230		-		230		-
	\$ 31,452	\$	13,391	\$	5,726	\$	-

⁽a) In accordance with the Fair Value Measurement Topic, certain investments are measured at fair value using the net asset value (NAV) per share (or its equivalent) as a practical expedient and have not been classified in the fair value hierarchy.

Notes to Combined Financial Statements (In Thousands)

Note 4. Fair Value Measurements (Continued)

The table below reconciles fair value assets to the combined statement of financial position at December 31, 2022:

Cash and cash equivalents held at fair value Investments held at fair value	\$ 4,911 14,206
Investments held at net asset value	12,335
in source not at not asset raids	\$ 31,452
Investments held at fair value	\$ 14,206
Investments held at net asset value	12,335
Equity method investment (Lupine Forest, LLC)	21,436
	\$ 47,977

Note 5. Promises to Give

Unconditional promises to give at December 31, 2022, were \$3,608, with \$3,118 due within one year and \$490 due within one to five years. At December 31, 2022, the Organization recorded a discount of \$31 on long-term promises to give.

In addition to the unconditional promises to give, the Organization has conditional promises to give totaling \$25,725 at December 31, 2022, which are conditioned on the Organization purchasing certain parcels of land and has not been recorded in the combined financial statements.

Note 6. Property and Equipment

Property and equipment and accumulated depreciation at December 31, 2022, are as follows:

Buildings and leasehold improvements	\$	3,788
Furniture and equipment		902
Vehicles		256
	,	4,946
Less accumulated depreciation		(3,057)
	\$	1,889

Depreciation expense for the year ended December 31, 2022, was \$250.

Note 7. Notes Receivable

Notes receivable consists primarily of loans made to various organizations carrying out projects and land acquisition transactions at December 31, 2022, are as follows:

Notes receivable	\$ 24,797
Allowance for possible losses	(1,240)
Notes receivable, net	\$ 23,557

Notes to Combined Financial Statements (In Thousands)

Note 7. Notes Receivable (Continued)

At December 31, 2022, the Organization had 17 notes receivable outstanding totaling \$24,797. The notes carry remaining terms of less than one year to four years and carry interest rates of 3% to 7%.

Accrued interest receivable amounted to \$165 at December 31, 2022, and is included in receivables on the combined statement of financial position.

For the year ended December 31, 2022, interest income from these notes was \$848.

Note 8. Bonds and Notes Payable

Bonds and notes payable consist of the following at December 31, 2022:

	•	inal Amount Borrowed	Balance Remaining	
Bond and notes Amounts representing implied interest Unamortized debt issuance costs	\$	358,021	\$ 301,034 (14,237) (514)	
Total			\$ 286,283	

U.S. GAAP requires interest expense and contribution revenue to be reported in connection with loans of cash to not-for-profit organizations that are interest free or that have below-market interest rates. The contribution is recognized at the time the loan is made and amortized using the effective interest method. The accretion increases interest expense and notes payable. Implied interest discount was \$14,237 at December 31, 2022.

In 2019, TCF and SCI issued, through a private placement with a financial institution, \$150,000 10-year taxable green bonds (Working Forest Conservation Program), Series 2019, due December 15, 2029. Interest accrues from the date of issuance at a rate of 3.474%. Interest is payable June 15 and December 15 of each year, commencing December 15, 2019.

Additionally, the Organization has 24 notes payable to foundations totaling \$131,778 and five other notes payable to other lenders totaling \$25,187. The notes are unsecured, except three that are secured by deeds of trust, with stated interest rates between 0% and 2.30%. Maturity dates range from 2023 to 2031. All of the Organization's notes payable were incurred to fund specific land acquisitions or loans to conservation partners, and the intended maturities generally align with management's expectation of when the Organization expects to be repaid on those transactions.

Interest expense, including amortization of debt issuance costs, for the year ended December 31, 2022, was \$9.696, of which \$5,535 is attributable to the amortization of note payable discount.

The Organization did not have any ratio-based financial covenants in the bond issue or any other material financing document.

Notes to Combined Financial Statements (In Thousands)

Note 8. Bonds and Notes Payable (Continued)

Aggregate annual principal payments applicable to bonds and notes payable in future fiscal years is as follows:

Years ending December 31:	
2023	\$ 20,382
2024	22,235
2025	35,195
2026	23,079
2027	18,175
Thereafter	 181,968
	301,034
Less amounts representing implied interest	(14,237)
Less amounts representing unamortized debt issuance costs	(514)
	\$ 286,283

Note 9. Line of Credit

The Organization has a revolving line of credit agreement with a financial institution for up to \$35,000 to fund short-term working capital needs. The line of credit expires February 28, 2025. Outstanding draws on the line of credit bear interest at a variable rate, which was 4.95% at December 31, 2022. At December 31, 2022, the Organization had no borrowings against this line of credit agreement.

Note 10. Commitments and Contingencies

Federal awards and contract programs: TCF participates in a number of federal grant and contract programs which are subject to financial and compliance audits. Accordingly, TCF's compliance with applicable grant or contract requirements may be determined at some future date. The amount, if any, of expenditures which may be disallowed by the granting or contracting agencies cannot be determined at this time, although management expects such amounts, if any, to be immaterial.

Note 11. Leases

Operating leases: The Organization leases offices under various operating leases. Under terms of the respective lease agreements, the Organization has received rent abatements. The rent abatements received and escalating annual rent increases, in additional to landlord improvement allowances, are being recognized on a straight-line basis over the life of the lease agreements. Some leases include one or more options to renew, generally at the Organization's sole discretion, with renewal terms that can extend the lease term. In addition, certain leases contain termination options, where the rights to terminate are held by either the Organization, the lessor or both parties. These options to extend or terminate a lease are included in the lease terms when it is reasonably certain that the Organization will exercise that option. The Organization's operating leases generally do not contain any material restrictive covenants or residual value guarantees.

Operating lease cost is recognized on a straight-line basis over the lease term. For the year ended December 31, 2022, total operating lease cost was \$944.

Notes to Combined Financial Statements (In Thousands)

Note 11. Leases (Continued)

At December 31, 2022, the weighted-average remaining lease term for operating leases is 2.97 years. At December 31, 2022, the weighted-average discount rate for operating leases is 1.35%.

Supplemental cash flow information related to leases is as follows for the year ended December 31, 2022:

Cash paid for amounts included in measurement of lease liabilities:

Operating cash outflows—payments on operating leases \$ 1,130

Right of use assets obtained in exchange for new lease obligations:

Right of use assets obtained in exchange for new lease obligations:

Operating leases

Operating leases \$ 3,343

Future undiscounted cash flows for each of the next five years and thereafter and a reconciliation to the lease liabilities recognized on the balance sheet are as follows as of December 31, 2022:

Years ending December 31:

2023	\$ 1,207
2024	1,106
2025	341
2026	317
2027	 139
Total lease payments	3,110
Less imputed interest	 (70)
Total present value of lease liabilities	\$ 3,040

Note 12. Retirement Plan

TCF has a tax-deferred 403(b) retirement plan covering substantially all of its employees. Employer contributions are discretionary and based upon the eligible employees' annual salary. The contributions to the TCF's retirement plan for the year ended December 31, 2022, totaled \$1,583.

Note 13. Net Assets with Donor Restrictions

Net assets with donor restrictions are those net assets whose use by the Organization is limited by the donors for a special purpose or restricted to be used in a later period. At December 31, 2022, donor restricted net assets consisted of the following:

Amounts restricted for various real estate acquisitions, projects	
or operating programs	\$ 122,615
Revolving net assets dedicated to providing temporary financing of	
land acquisitions in various regions of the country with any	
revolving fund loans required to be repaid	110,056
Total net assets with donor restrictions	\$ 232,671

Notes to Combined Financial Statements (In Thousands)

Note 14. Board-Designated Net Assets

TCF has established the Stewardship and Defense Fund and its Board of Directors designated \$1,000 from its net assets without donor restrictions. The program addresses stewardship of conservation easements as well as legal and defense of all conservation real estate.

Note 15. Related Party Transactions

PCAP is a certified Community Development Financial Institution (CDFI) that provides financing for and technical assistance to natural resource-based businesses. PCAP, a supporting organization to TCF, had entered into a management services agreement with TCF under which TCF provided certain staffing and administrative services to PCAP. During 2021, TCF and PCAP agreed to pursue a legal and financial separation of PCAP from TCF for programmatic reasons. The full separation was completed during 2022 with an effective date of March 31, 2022, at which time the management agreement was terminated

The management fee under the agreement was \$633 for the year ended December 31, 2022. There were no receivables due from or payables due to PCAP as of December 31, 2022.

Note 16. Liquidity and Availability of Financial Resources

The Organization regularly monitors liquidity required to meet its annual operating needs and other contractual commitments while also striving to earn a return while preserving capital of its funds not required for annual operations. The Organization's financial assets available within one year of December 31, 2022, for general expenditures are as follows:

Cash and cash equivalents	\$ 99,070
Restricted cash and cash equivalents	76,900
Investments	47,977
Receivables	4,056
Promises to give, net	3,577
Notes receivable, net	 23,557
Total financial assets available	255,137
Less those not available for general expenditure within one year due to:	
Contractual or imposed restrictions:	
Restricted cash and cash equivalents	(76,900)
Board-designated net assets	(1,000)
Donor-restricted funds	(65,524)
Partnership agreement	(21,436)
Notes receivable, due after one year, net	 (18,255)
	(183,115)
Financial assets available to meet cash needs for	
general expenditures within one year	\$ 72,022

The Organization is also supported by restricted programmatic funds that can be used to support programmatic and general expenditures. Because a donor's restriction requires funds to be used in a particular manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities.

Notes to Combined Financial Statements (In Thousands)

Note 16. Liquidity and Availability of Financial Assets (Continued)

The Organization has various sources of liquidity at its disposal, including cash and cash equivalents and investments. In addition, as a part of its liquidity management, the Organization invests cash in excess of daily requirements in short-term investments. The Organization assesses its operating budget and cash flow projections monthly to monitor the availability of resources to support operations. In the event of an unanticipated liquidity need, the Organization could draw on its bank line of credit (see Note 9).

Note 17. Changes in Combined Net Assets Without Donor Restrictions

The schedule of changes in combined net assets without donor restrictions for the year ended December 31, 2022, related to the Organization and noncontrolling interest is as follows:

		The	Non	controlling	
	Organization		Organization Interest		Total
Net assets without donor restrictions:					
Balance, December 31, 2021	\$	247,382	\$	5,766	\$ 253,148
Capital contribution by noncontrolling interest		-		29	29
Change in net assets without donor restrictions		17,833		94	17,927
Balance, December 31, 2022	\$	265,215	\$	5,889	\$ 271,104