

Public Disclosure Copy

**GEORGIA WILDLIFE FEDERATION, INC.**  
**Financial Statements**  
**For the Year Ended**  
**September 30, 2017**

**Georgia Wildlife Federation, Inc.  
Financial Statements  
For the Year Ended September 30, 2017**

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**Hawkins & McNair, CPAs**

224 East Broad Street  
Winder, Georgia 30680  
770-867-9426

fax 770-867-1240  
hawkins100@windstream.net

## **INDEPENDENT AUDITOR'S REPORT**

To The Board of Directors  
Georgia Wildlife Federation, Inc.  
Covington, Georgia 30014

We have audited the accompanying financial statements of Georgia Wildlife Federation, Inc. (a nonprofit organization), which comprise the statement of financial position as of September 30, 2017, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

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

### **Auditor's Responsibility**

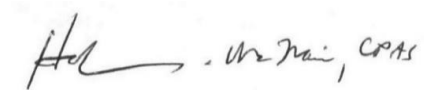
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Georgia Wildlife Federation, Inc. as of September 30, 2017, 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.

A handwritten signature in black ink, appearing to read "Hawkins & McNair, CPAs". The signature is written in a cursive style with a long horizontal stroke extending to the left.

Hawkins & McNair, CPAs  
Winder, Georgia  
July 18, 2018

**Georgia Wildlife Federation, Inc.**  
**Statement of Financial Position**  
**September 30, 2017**

**Assets**

Current Assets

|                            |            |
|----------------------------|------------|
| Cash and Cash Equivalents  | \$ 322,905 |
| Other Receivables (Note D) | 20,423     |
| Prepaid Expenses           | 224        |
| Total Current Assets       | 343,552    |

Capital Assets, Net (Note E)

|                           |           |
|---------------------------|-----------|
| Buildings and Equipment   | 974,353   |
| Land                      | 1,970,678 |
| Total Capital Assets, Net | 2,945,031 |

**Total Assets** **\$ 3,288,583**

**Liabilities and Net Assets**

Current Liabilities

|                                    |           |
|------------------------------------|-----------|
| Accounts Payable                   | \$ 16,494 |
| Accrued Expenses                   | 21,759    |
| Sportsmen's Show Deposits (Note F) | 6,562     |
| Total Current Liabilities          | 44,815    |

**Total Liabilities** **44,815**

**Net Assets**

Unrestricted

|                               |           |
|-------------------------------|-----------|
| Undesignated                  | 269,902   |
| Capital Assets                | 2,945,031 |
| Total Unrestricted Net Assets | 3,214,933 |

Temporarily Restricted (Note G) 28,835

**Total Net Assets** **3,243,768**

**Total Liabilities and Net Assets** **\$ 3,288,583**

See accountants' report and notes to financial statements.

**GEORGIA WILDLIFE FEDERATION, INC.**  
**STATEMENT OF ACTIVITIES**  
**For the Year Ended September 30, 2017**

|  | <b>Unrestricted</b> | <b>Temporarily<br/>Restricted</b> | <b>Total</b>        |
|--|---------------------|-----------------------------------|---------------------|
| <b>REVENUES AND OTHER SUPPORT</b>                              |                     |                                   |                     |
| Contributions and Grants                                       | \$ 341,697          | \$ -                              | \$ 341,697          |
| In-kind Contributions (Note H)                                 | -                   | -                                 | -                   |
| Sportsmen's Shows  | 151,002             | -                                 | 151,002             |
| Conservation Memberships (Note I)                              | 114,009             | -                                 | 114,009             |
| Membership Dues  | 32,245              | -                                 | 32,245              |
| Special Events   | 172,896             | -                                 | 172,896             |
| Less: Costs of Direct Benefits and Special Event Donor         | (91,326)            | -                                 | (91,326)            |
| Other Income   | 17,664              | -                                 | 17,664              |
| Restrictions Satisfied by Payments                             | -                   | -                                 | -                   |
|  | <b>738,187</b>      | <b>-</b>                          | <b>738,187</b>      |
| <b>TOTAL REVENUES</b>  |                     |                                   |                     |
| <b>EXPENSES</b>  |                     |                                   |                     |
| Program Services   | 712,032             | -                                 | 712,032             |
| General and Administrative                                     | 47,149              | -                                 | 47,149              |
| Fundraising  | 26,684              | -                                 | 26,684              |
|  | <b>785,865</b>      | <b>-</b>                          | <b>785,865</b>      |
| <b>TOTAL EXPENSES</b>  |                     |                                   |                     |
| <b>INCREASE IN NET ASSETS FROM OPERATIONS</b>                  |                     |                                   |                     |
|  | <b>(47,678)</b>     | <b>-</b>                          | <b>(47,678)</b>     |
| Gain (Loss) on Disposition of Non-Operational Assets (Note K)  | 122,659             | -                                 | 122,659             |
| Investment Income  | 971                 | -                                 | 971                 |
|  | <b>75,952</b>       | <b>-</b>                          | <b>75,952</b>       |
| <b>INCREASE IN NET ASSETS BEFORE<br/>DISPOSITION OF ASSETS</b> |                     |                                   |                     |
| Gain (Loss) on Disposition of Capital Assets                   | (163)               | -                                 | (163)               |
| Net Loss on Asset Sales  | (163)               | -                                 | (163)               |
|  | <b>75,789</b>       | <b>-</b>                          | <b>75,789</b>       |
| <b>CHANGE IN NET ASSETS</b>                                    |                     |                                   |                     |
| <b>NET ASSETS - BEGINNING OF YEAR</b>                          | <b>3,139,144</b>    | <b>28,835</b>                     | <b>3,167,979</b>    |
| <b>NET ASSETS - END OF YEAR</b>                                | <b>\$ 3,214,933</b> | <b>\$ 28,835</b>                  | <b>\$ 3,243,768</b> |

See accountants' report and notes to financial statements.

**GEORGIA WILDLIFE FEDERATION, INC.**  
**Statement of Functional Expenses**  
**For the Year Ended September 30, 2017**

|                              | <u>Program<br/>Services</u> | <u>General and<br/>Administrative</u> | <u>Fundraising</u>      | <u>Total</u>             |
|------------------------------|-----------------------------|---------------------------------------|-------------------------|--------------------------|
| Personnel Costs              | \$ 303,494                  | \$ 16,486                             | \$ 20,760               | \$ 340,740               |
| Outside Services             | 9,715                       | 28,352                                | -                       | 38,067                   |
| Sportsmen's Show             | 96,217                      | -                                     | -                       | 96,217                   |
| Meat Processing - GHFH       | 14,685                      | -                                     | -                       | 14,685                   |
| Depreciation                 | 69,711                      | -                                     | -                       | 69,711                   |
| Dues, Fees and Subscriptions | 27,324                      | -                                     | 2,520                   | 29,844                   |
| Insurance                    | 28,627                      | -                                     | -                       | 28,627                   |
| Property Taxes               | 40,827                      | -                                     | -                       | 40,827                   |
| Repairs and Maintenance      | 14,224                      | 1,485                                 | 1,461                   | 17,170                   |
| Supplies and Equipment       | 8,660                       | -                                     | -                       | 8,660                    |
| Printing and Publications    | 16,506                      | -                                     | -                       | 16,506                   |
| Postage                      | 11,625                      | 49                                    | -                       | 11,674                   |
| Utilities                    | 17,079                      | 692                                   | 1,773                   | 19,544                   |
| Telephone                    | 5,824                       | 85                                    | 170                     | 6,079                    |
| Travel                       | 27,231                      | -                                     | -                       | 27,231                   |
| Conferences and Meetings     | 8,227                       | -                                     | -                       | 8,227                    |
| Other                        | 12,056                      | -                                     | -                       | 12,056                   |
| <b>Total expenses</b>        | <b><u>\$ 712,032</u></b>    | <b><u>\$ 47,149</u></b>               | <b><u>\$ 26,684</u></b> | <b><u>\$ 785,865</u></b> |

See accountants' report and notes to financial statements.

**GEORGIA WILDLIFE FEDERATION, INC.**  
**STATEMENT OF CASH FLOWS**  
**For the Year Ended September 30, 2017**

|  |                          |
|--|--------------------------|
| <b>Cash Flows From Operating Activities:</b>   |                          |
| Change in Net Assets from Operations   | \$ (47,678)              |
| Adjustments to Reconcile change in net assets from operations to Cash Provided/(Used) by Operating Activities: |                          |
| Depreciation   | 69,711                   |
| (Increase) / Decrease - Other Receivables  | (20,423)                 |
| (Increase) / Decrease - Inventory  | -                        |
| (Increase) / Decrease - Prepaid Assets   | 7,633                    |
| Increase / (Decrease) - Accounts Payable   | 1,239                    |
| Increase / (Decrease) - Accrued Expenses   | 1,504                    |
| Increase / (Decrease) - Sportsmen's Show Deposits  | (2,883)                  |
| <b>Net Cash Provided/(Used) by Operating Activities</b>  | <b><u>9,103</u></b>      |
| <b>Cash Flows From Capital Activities:</b>   |                          |
| (Acquisition) of Capital Assets  | (23,660)                 |
| Proceeds from Sale of Capital Assets   | -                        |
| <b>Net Cash Provided/(Used) By Capital Activities</b>  | <b><u>(23,660)</u></b>   |
| <b>Cash Flows From Investing Activities:</b>   |                          |
| Loss from Sale of Non-Operating Assets (Land)  | 122,659                  |
| Investment Income  | 971                      |
| <b>Net Cash Provided/(Used) By Investing Activities</b>  | <b><u>123,630</u></b>    |
| <b>Net Increase / (Decrease) in Cash</b>   | <b>109,073</b>           |
| <b>Cash and Cash Equivalents - Beginning of Year</b>   | <b><u>213,832</u></b>    |
| <b>Cash and Cash Equivalents - End of Year</b>   | <b><u>\$ 322,905</u></b> |

See accountants' report and notes to financial statements.



**GEORGIA WILDLIFE FEDERATION, INC.  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2017**

**NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Federation and Nature of Activities**

The Georgia Wildlife Federation, Inc. (the Federation) is a not-for-profit corporation, incorporated under the laws of the State of Georgia in 1936, dedicated to educating the public in recognizing resource conservation as a way of life and encouraging the intelligent management of the life sustaining resources of the Earth. The Federation is an affiliate of the National Wildlife Federation. The Federation operated the Alcovy Conservation Center and the Mill Creek Nature Center as educational outreaches to the public. These two properties, along with other properties and conservation easements, are held for permanent land and wildlife habitat conservation. The Federation generates substantial resources by organizing and hosting several sportsmen's shows for fishermen, hunters, and outdoor enthusiasts. Other areas of funding are provided by membership fees and contributions from individuals, corporations and foundation grants.

The Federation is governed by a Board of Trustees. Trustees are selected by delegates at the Federation's annual meeting and by other board members. The Federation's Executive Committee consists of the Chair, Vice-Chair, Secretary, Treasurer, and the Delegate to the National Federation. Daily operations of the Federation are managed by the chief executive officer.

**Basis of Accounting and Presentation**

The Federation's financial statements have been prepared based on the accrual basis of accounting. Revenue from exchange transactions is principally derived from the various sportsmen's shows that the Federation sponsors throughout the year. These revenues are recorded as an increase to unrestricted net assets when the show occurs and the revenue is earned. Expenses are recorded as decreases in unrestricted net assets when incurred. The Federation considers membership dues to have the characteristics of an unrestricted contribution and recognizes them as an increase to unrestricted net assets when the cash is received.

The financial statement presentation follows the recommendations of the Financial Accounting Standards Board as codified at *FASB ASC 958-210-45-9*. Under these standards, the Federation is required to report information regarding its financial position and activities according to the three classes of net assets: unrestricted, temporarily restricted, and permanently restricted depending on the presence or absence of donor-imposed limitation on their use. Permanently restricted net assets consist of contributions that include donor-imposed restrictions that the assets be held in perpetuity. The Federation currently has no permanently restricted net assets. Temporarily restricted net assets consist of contributions that include donor-imposed restrictions that the assets be used for a particular purpose or over a particular period. Unrestricted net assets are not subject to any donor-imposed restrictions. In addition, the Federation is required to present a statement of cash flow.

**GEORGIA WILDLIFE FEDERATION, INC.  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2017**

**NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED**

**Use of Estimates**

The preparation of 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 as of the date of the statement of financial position and the reported amounts of revenues and expenses for the reporting period. Actual results could differ from those estimates.

**Significant Concentrations**

The Federation reports the revenue that it receives from the sportsmen's shows separately on the Statement of Activities. The revenue from these shows is reported as "Sportsmen's Shows" and "Conservation Memberships". The combined total revenue obtained from the sportsmen's shows was \$ 265,011.

The Federation received several large contributions during the year ended September 30, 2017. The Federation's five largest donors contributed a total of \$ 248,525 during the year. These contributions ranged in size from \$ 30,000 to \$ 70,000.

**Contributions and Donated Services**

Contributions, including unconditional promises to give, are recorded in the period received as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Non-cash contributions are recorded at their estimated fair value as of the date of grant. Contributions of long-lived assets are considered to be met and the net assets reclassified as unrestricted, when the asset is purchased and placed in service. Contributions with donor-imposed restrictions, whose restrictions are met in the year of grant, are recorded as an increase to unrestricted net assets.

Unconditional promises to give, receivable more than one year from the date of grant, are discounted to their net present value using a discount rate commensurate with the related risks involved. Amortization of any discount on long-term promises to give are recorded based on management's evaluation of the current portfolio of promises to give and the likelihood that the Federation might not collect all of the unconditional promises. Currently, management does not consider any allowance to be necessary.

The Federation had received many hours of contributed services from unpaid volunteers throughout the community. The services did not require specialized skills nor would the services typically be purchased if they were not donated. Consequently, these contributed services have not been reflected in the Federation's financial statements.

**GEORGIA WILDLIFE FEDERATION, INC.  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2017**

**NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED**

**Cash and Cash Equivalents**

For purposes of the statements of cash flows, the Federation considers all highly liquid debt instruments with an initial maturity of three months or less to be cash equivalents. Assets that would normally meet the criteria for being classified as cash and cash equivalents, which are subject to donor restrictions requiring that the assets be used for long-term purposes, are not classified as cash and cash equivalents.

**Investments**

The Federation values its investments in nonfinancial assets at historical cost, or estimated fair value on the date of grant for donated investments. The Federation's accounting policy is to report investments which constitute financial assets at their fair value on the balance sheet date. The Federation held no investments in financial assets at year end.

**Property and Equipment**

Property and equipment are stated at their historical cost, or estimated fair value on the date of grant for donated assets. The Federation capitalizes new property, plant and equipment purchases or donations of over \$ 5,000. Major renovations that significantly extend the life of plant and equipment are also capitalized. All ordinary repairs and maintenance are expensed as incurred. The Federation does not imply a time restriction on otherwise unrestricted contributions of property and equipment. Depreciation of plant and equipment is calculated on the straight-line basis over the estimated useful life of the assets.

Estimated useful lives of property, plant and equipment are as follows:

|                       |             |
|-----------------------|-------------|
| Buildings             | 30-40 years |
| Building Improvements | 20 years    |
| Equipment             | 5-10 years  |
| Vehicles              | 5 years     |
| Furniture             | 10 years    |

**Income Taxes**

The Federation is exempt from all federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes is made in the financial statements. Furthermore, the Federation has been determined by the Internal Revenue Service to not be a private foundation under Section 509(a) of the Internal Revenue Code.

**Subsequent Events**

Management has evaluated subsequent events through August 15, 2018, the date the financial statements were available to be issued.

**GEORGIA WILDLIFE FEDERATION, INC.  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2017**

**NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED**

**Operating Activities**

The Federation separates its activities into operating and non-operating activities. Operating activities include all of the Federation's operations that are related to the ongoing operations of the Federation.

**Advertising Costs**

The Federation does not engage in direct-response advertising, other than mailing notices of events, and expenses all advertising costs as incurred. The Federation's advertising costs for the year totaled \$ 27,704. All of the advertising costs were incurred in support of the Federation's sportsmen's shows.

**NOTE B – CASH CONCENTRATION**

The Federation maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. Accounts are guaranteed by the Federal Deposit Insurance Corporation (FDIC) up to \$ 250,000. At September 30, 2017, the Federation had exceeded the FDIC-insured limits. The Federation has not experienced any losses in such accounts and believes that it is not exposed to any significant risk on cash equivalents.

**NOTE C – UNCONDITIONAL PROMISES TO GIVE**

The Federation records contribution revenue at the time that a donor provides written evidence of an unconditional promise. The Federation records revenue at the net present value of the unconditional promises to give using the yield of the 10-year Treasury Note rate as the discount rate. There were no outstanding promises to give at September 30, 2017.

**NOTE D – OTHER RECEIVABLES**

Other Receivables represents the amounts due from other agencies and organizations for their proportion of a shared coordinator paid by the Federation.

**NOTE E – PROPERTY AND EQUIPMENT**

Property and equipment as of September 30, 2017 consisted of the following:

|                                |                            |
|--------------------------------|----------------------------|
| Land                           | \$ 1,970,678               |
| Buildings and Improvements     | 1,981,524                  |
| Furniture and Equipment        | 36,524                     |
| Vehicles                       | <u>49,048</u>              |
|                                | \$ 4,037,774               |
| Less: Accumulated Depreciation | <u>(1,092,743)</u>         |
|                                | <b><u>\$ 2,945,031</u></b> |

**GEORGIA WILDLIFE FEDERATION, INC.  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2017**

**NOTE E – PROPERTY AND EQUIPMENT, CONTINUED**

The land presented represents the carrying value of the land at the Alcovy Conservation Center, the Mill Creek Nature Center, and other conservation parcels. The Federation manages this land as protected wildlife habitats. The Federation has granted conservation easements to other conservation Federations to help ensure that the land continues to be managed as valuable wildlife habitat.

**NOTE F – SPORTSMEN’S SHOW DEPOSITS**

The Federation records revenue from booth rentals at its sportsmen’s shows on the day that the sportsmen’s shows take place. The Federation has received \$ 6,562 in deposits toward booth rentals at sportsmen’s shows that will occur after September 30, 2017. Accordingly, this amount is reflected in the financial statements as a liability on the Statement of Financial Position.

**NOTE G – TEMPORARILY RESTRICTED NET ASSETS**

Assets held by the Federation are subject to donor-imposed restrictions as follows at September 30, 2017:

|                |                  |
|----------------|------------------|
| Georgia Legacy | <u>\$ 28,835</u> |
|----------------|------------------|

**NOTE H – NONCASH CONTRIBUTIONS AND TRANSACTIONS**

During the year ended September 30, 2017, the Federation received no non-cash contributions.

**NOTE I – CONSERVATION MEMBERSHIPS**

The Federation organizes and produces three sportsmen’s shows throughout the year. Individuals that purchase admission to the sportsmen’s shows are asked to provide their name and address to the Federation so that the Federation can provide the individual with a Conservation Membership. The Conservation Members are contacted at various times throughout the year with information that the Federation feels would be of interest to the individuals. The Federation counts all persons with whom it regularly corresponds as members. Accordingly, the Federation records the revenues generated from the admissions at sportsmen’s show as Conservation Membership revenue.

**NOTE J – RELATED PARTY TRANSACTIONS**

During the year, the Federation held an auction at its annual Sportsmen’s Dinner. The auction was open to anyone in attendance. At this auction, there were items of limited value that of which various employees and board members of the Federation placed the winning bid. The total winning bid on all of these items was not significant. Payment for all winning bids was received by the Federation prior to the individuals taking possession of the items.

**GEORGIA WILDLIFE FEDERATION, INC.  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED SEPTEMBER 30, 2017**

**NOTE K – GAIN ON DISPOSITION OF NON-OPERATIONAL ASSETS**

The Federation sold inventory on land considered as non-operational assets, as they did not contribute to the Federation's mission. The sales resulted in proceeds of \$122,659 and had no cost basis.