

Financial Report
June 30, 2021 and 2020

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Nonprofit Accounting & Consulting Specialists

Independent Accountants' Review Report

Board of Directors Presumpscot Regional Land Trust Westbrook, Maine

We have reviewed the accompanying financial statements of Presumpscot Regional Land Trust (a nonprofit organization), which comprise the statements of financial position as of June 30, 2021 and 2020 and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of entity management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

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.

Accountants' Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountants' Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

PGM, LLC Biddeford, Maine November 10, 2021

Statements of Financial Position

June	30,
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	2021	2020
ASSETS		
Cash and cash equivalents	\$ 243,878	\$ 235,949
Prepaid Insurance	1,090	1,071
Investments	293,501	194,013
Land	878,053	866,553
Total Assets	\$ 1,416,522	\$ 1,297,586
LIABILITIES AND NET ASSETS		
Liabilities		
Accrued paid time off	\$ 5,982	\$ 6,336
Accrued payroll	3,837	2,809
Total Liabilities	9,819	9,145
Net Assets		
Without donor restrictions		
Undesignated	192,808	143,260
Board designated net assets- land held for preservation	878,053	866,553
Board designated net assets- held for stewardship	131,718	74,404
Total Without donor restrictions	1,202,579	1,084,217
With donor restrictions	204,124	204,224
Total Net Assets	1,406,703	1,288,441
Total Liabilities and Net Assets	\$ 1,416,522	\$ 1,297,586

Statement of Activities

Year Ended June 30, 2021

	ithout donor estrictions	With donor restrictions			Total
Operating Revenues:					
Contributions	\$ 90,970	\$	25,536	\$	116,506
In-kind contributions - land	11,500				11,500
Grants	5,000		80,412		85,412
Other Income	19,900				19,900
Interest Income	297				297
Net assets released from restriction	 148,222		(148,222)		
Total Operating Revenues	275,889		(42,274)		233,615
Operating Expenses:					
Program services	146,964				146,964
Management and general	24,020				24,020
Fundraising	12,857				12,857
Total Operating Expenses:	183,841				183,841
Change in Net Assets from Operations	 92,048		(42,274)		49,774
Non-Operating Activities:					
Investment Gains	26,314		42,174		68,488
Total Non-Operating Activities	26,314		42,174		68,488
Change in Net Assets	118,362		(100)		118,262
Net Assets, Beginning of Year	1,084,217		204,224		1,288,441
Net Assets, End of Year	\$ 1,202,579	\$	204,124	\$	1,406,703

Statement of Activities

Year Ended June 30, 2020

	thout donor	With donor restrictions		Total
Operating Revenues:				
Contributions	\$ 81,355	\$	31,456	\$ 112,811
In-kind contributions - land	277,600			277,600
Grants	5,549		121,143	126,692
Other Income	18,600			18,600
Interest Income	857			857
Net assets released from restriction	114,238		(114,238)	
Total Operating Revenues	498,199		38,361	536,560
Operating Expenses:				
Program services	151,750			151,750
Management and general	27,810			27,810
Fundraising	14,423			14,423
Total Operating Expenses:	193,983			193,983
Change in Net Assets from Operations	 304,216		38,361	 342,577
Non-Operating Activities:				
Investment Gains	595		958	 1,553
Total Non-Operating Activities	595		958	 1,553
Change in Net Assets	304,811		39,319	344,130
Net Assets, Beginning of Year (restated)	779,406		164,905	 944,311
Net Assets, End of Year	\$ 1,084,217	\$	204,224	\$ 1,288,441

Statements of Functional Expenses

Year Ended June 30, 2021

	Program		Man	nagement			Total		
	S	ervices	and	l General	Fu	ndraising	E	xpenses	
Expenses:									
Salaries and benefits	\$	79,951	\$	12,218	\$	9,774	\$	101,943	
Payroll and other taxes		8,870		1,356		1,084		11,310	
Insurance		5,316						5,316	
Professional services		1,300		6,959				8,259	
Legal		5,555						5,555	
Licenses and fees				1,991				1,991	
Supplies		36,842		719				37,561	
Postage and mailing						1,373		1,373	
Technology		907		70		419		1,396	
Occupancy		1,550		310		207		2,067	
Travel		1,765						1,765	
Community engagement materials		3,715						3,715	
Training and development		1,193		397				1,590	
	\$	146,964	\$	24,020	\$	12,857	\$	183,841	

Year Ended June 30, 2020

	F	Program	Mar	nagement				Total
	S	Services	and	d General	Fur	ndraising	Е	xpenses
Expenses:								
Salaries and benefits	\$	79,648	\$	12,218	\$	9,774	\$	101,640
Payroll and other taxes		7,474		1,147		917		9,538
Insurance		5,088						5,088
Professional services				6,326				6,326
Legal		8,141						8,141
Licenses and fees		24,750		6,435				31,185
Supplies		19,444		740				20,184
Postage and mailing						2,737		2,737
Technology		955		74		441		1,470
Occupancy		1,550		310		207		2,067
Meetings		1,128		260		347		1,735
Travel		995						995
Miscellaneous program expense		1,679						1,679
Training and development		898		300				1,198
	\$	151,750	\$	27,810	\$	14,423	\$	193,983

Statements of Cash Flows

Years Ended June 30,

	2021	2020
Cash flows from operating activities:		
Change in net assets	\$ 118,262	\$ 344,130
Adjustments to reconcile change in net assets		
to net cash flows from operating activities:		
In-kind contributions - land	(11,500)	(277,600)
Investment gains	(68,488)	(1,553)
(Increase) decrease in current assets:		
Prepaid insurance	(19)	788
Increase (decrease) in current liabilities:		
Accrued expenses	674	4,017
Total adjustments	(79,333)	(274,348)
Net cash flows from operating activities	38,929	69,782
Cash flows from investing activities:		
Purchase of investments	(31,000)	
Net cash flows from investing activities	(31,000)	
Net change in cash and cash equivalents	7,929	69,782
Cash and cash equivalents at beginning of year	235,949	166,167
Cash and cash equivalents at end of year	\$ 243,878	\$ 235,949

June 30, 2021 and 2020

NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Presumpscot Regional Land Trust (the Land Trust) is a not-for-profit corporation that serves the communities of Gorham, Gray, Standish, Westbrook and Windham. The mission of the Land Trust is to engage with communities to conserve, steward, and provide access to local lands and clean water for current and future generations to enjoy.

The Land Trust holds conserved lands with free public access that includes trails and water access. The Land Trust is the water steward of the Presumpscot River watershed and coordinates the Sebago to the Sea Trail, a 28- mile trail from Standish to Portland.

Basis of Presentation

The Land Trust's net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Land Trust, and changes therein, are classified and reported, as follows:

Net Assets Without Donor Restrictions

Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions and can be used for any purpose designated by the board.

Net Assets With Donor Restrictions

Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those will be met by actions of the Land Trust or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

The Land Trust reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Land Trust reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

June 30, 2021 and 2020

NOTE 1 – ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES-CONTINUED

Cash and Cash Equivalents

Investments with a maturity of three months or less when purchased are considered to be cash equivalents for financial statement purposes. Cash and cash equivalents included in investment accounts are considered investments for financial statement purposes.

Investments

Investments are recorded at fair value in the statements of financial position. Unrealized gains and losses are included in the statements of activities. Investment income and gains restricted by donors are reported as increases in net assets without donor restrictions if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

Concentration of Credit Risk

Financial instruments which potentially subject the Land Trust to concentration of credit risk consist principally of marketable investments.

Valuation of Conservation Land and Easements

Land Trust valuation policies are as follows:

- Conservation easements held by the Land Trust are not recorded in the Land Trust's external reports because easements do not represent economic assets or resources.
- Purchased land is recorded at cost.
- Donated land is recorded at appraised fair value at the date of the gift, or town assessed value in the absence of a qualified appraisal.
- Bargain purchase of land is recorded at the amount paid plus the donation based on the appraised fair value of the land.
- Fee -owned lands with third party restrictions, such as no development or no subdivision, are valued at a 95% reduction in value determined by following the state of Maine open space property tax law land categories for adjusted value (which typically is a 95% reduction in value).
- Professional guidance determination of value not covered by the above guidance may require the Land Trust to seek professional accounting advice.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain amounts and disclosures. Accordingly, actual results could differ from those estimates.

June 30, 2021 and 2020

NOTE 1 – ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Income Taxes

The Land Trust is organized and operated exclusively for charitable and educational purposes. Income related to its charitable purpose is exempt from federal and state income taxes under the provisions of Section 501(c) (3) of the Internal Revenue Code. Any unrelated business income is taxable according to applicable Internal Revenue Code sections. The Land Trust is subject to federal and state examinations by taxing authorities for generally for three years after they were filed.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Change in Operating Net Assets

Change in operating net assets excludes realized and unrealized gains on investments.

Donated Securities, Materials, Equipment and Services

When significant, materials, equipment and services are reflected as contributions in the accompanying statements at their estimated fair value at the date of receipt.

NOTE 2 - CONCENTRATION OF CASH

The Land Trust maintains cash at a financial institutions located in Maine. At times, the balance may exceed federally insured limits. The Land Trust has not experienced losses in such deposits, and management believes it is not exposed to any significant credit risk on cash and cash equivalents.

NOTE 3 – LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

	2021	2020
Cash and cash equivalents	\$ 243,878	\$ 235,949
Maine CF investment board designated	131,718	74,404
Maine CF investment spending-rate distributions and appropriations	6,541	4,723
	\$ 382,137	\$ 315,076

Maine Community Foundation (Maine CF) funds consist of a board designated funds without donor restrictions and a time restricted fund. The time restricted fund allows a 5% annual release. The fund is subject to the spending policy of the Maine CF. Withdrawal requests in excess of the annual 4% draw calculation need to be approved by the Maine CF board. However, requests are typically approved if reasonable.

June 30, 2021 and 2020

NOTE 4 – FAIR VALUE OF INVESTMENTS

Fair Value Measurements

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Land Trust uses various methods, including market, income and cost approaches. Based on these approaches, the Land Trust often utilizes certain assumptions that market participants would use in pricing the asset or liability, including assumptions about risk and/or the risks inherent in the inputs to the valuation technique. These inputs can be readily observable, market corroborated, or generally unobservable inputs. The Land Land Trust utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Based on the observability of the inputs used in the valuation techniques, the Land Trust is required to provide the following information according to the fair value hierarchy.

The fair value hierarchy ranks the quality and reliability of the information used to determine fair values. Financial assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. The type of investments included in Level 1 includes listed equities and listed derivatives.

Level 2 – Inputs other than quoted prices within Level 1 that are observable for the asset or liability, either directly or indirectly; and fair value is determined through the use of models or other valuation methodologies. Investments which are generally included in this category include corporate bonds and loans, less liquid and restricted equity securities and certain over-the-counter derivatives.

Level 3 – Inputs are unobservable for the asset or liability and include situations where there is little, if any, market activity for the asset or liability. The inputs into the determination of fair value are based upon the best information in the circumstances and may require significant management judgment or estimation. Investments that are included in this category generally include equity and debt positons in private companies.

In determining the appropriate levels, the Land Trust performs a detailed analysis of the assets and liabilities that are subject to fair value. At each reporting period, all assets and liabilities for which the fair value measurement is based on significant unobservable inputs are classified as Level 3.

In determining the appropriate levels, the Land Trust performs a detailed analysis of the assets and liabilities. At each reporting period, if applicable, all assets and liabilities for which the fair value measurement is based on significant unobservable inputs are classified as Level 3.

For the years ended June 30, 2021 and 2020, the application of valuation techniques applied to similar assets and liabilities has been consistent. The following is a description of the valuation methodologies used for instruments measured at fair value:

Interest in pooled investments

The fair value of the interest in pooled investments is the market value based on quoted market prices, when available, or market prices of the investment securities as provided by the Maine Community Foundation.

June 30, 2021 and 2020

NOTE 4 - FAIR VALUE OF INVESTMENTS - CONTINUED

Fair values measured on a recurring basis, at June 30,2021 are as follows:

			suremer e Using	urements Using				
Investments	Fa	air Value	Level 1 Level 2				l	Level 3
Maine Community Foundation	\$	293,501					\$	293,501
	\$	293,501	\$	-	\$	-	\$	293,501

Fair values measured on a recurring basis, at June 30,2020 are as follows:

			Fair Value Measurements						
			At Report Date Using						
	Fair Value		Le	Level 1		vel 2	Level 3		
Investments									
Maine Community Foundation	\$	194,013					\$	194,013	
	\$	194,013	\$	-	\$	-	\$	194,013	

NOTE 5 - INVESTMENTS

Changes Investments for the year ended June 30, 2021:

		out Donor estriction		ith Donor estriction	Total				
Beginning of year Investment fees Contribution	\$	74,404 (1,795) 31,000	\$	119,609 (2,882)	\$ 194,013 (4,677) 31,000				
Interest and dividends		270		434	704				
Investment gains (losses)		27,839		44,622	 72,461				
End of year	\$	131,718	\$	161,783	\$ 293,501				
Changes Investments for the year ended	With	30, 2020: Without Donor Restriction		Without Donor		Without Donor With Do		ith Donor estriction	Total
Beginning of year	\$	73,809	\$	118,651	\$ 192,460				
Investment fees		(1,133)		(1,821)	(2,954)				
Interest and dividends		405		652	1,057				
Investment gains (losses)		1,323		2,127	3,450				
End of year	\$	74,404	\$	119,609	\$ 194,013				

June 30, 2021 and 2020

NOTE 6 -BOARD DESIGNATED NET ASSETS

The Board of Directors has designated \$1,009,771 and \$940,957 of net assets without donor restrictions to be included as board designated net assets including funds held for stewardship and land held for preservation as of June 30, 2021 and 2020, respectively. Since the amounts resulted from an internal designation and are not donor restricted they are classified and reported as net assets without donor restrictions.

NOTE 7 - NET ASSETS WITH DONOR RESTRICTIONS

Net Assets with Donor Restrictions consisted of the following at June 30:

	2021			2020	
Bench Fund Commemorative	\$	951		\$	951
CBEP Water & Fish		8,147			
Lowell - CBEP		3,672			
Lowell - Individual		300			
MCF Equity in Westbrook		8,995			
MCHT Summer Intern					1,050
Mill Brook Access - City of Westbrook					9,518
Mill Brook - Cornelia Warren					14,104
Pride Preserve - City of Westbrook					5,080
Pride Preserve - Individual		7,508			28,829
Pride Preserve - Cornelia Warren					15,043
Randall Trail - Narragansett					
Sebago to Sea - Individual					4,127
Steep Falls - Individual		23,122			
Steep Falls - Onion		1,969			
Water Quality - USM CBEP					13,863
West Kids		10,000			
Wildlife - Burnham		4,479			2,500
Wildlife - Horizon					1,883
Wildlife - MCF		1,973			3,675
Wildlife - Morton Kelly					5,000
Wildlife - Onion Foundation					
Windham Watershed		2,185			4,142
		73,301	-		109,765
Richard Randall Fund		130,823			94,459
Total net assets with donor restrictions	\$	204,124	-	\$	204,224

June 30, 2021 and 2020

NOTE 7 - NET ASSETS WITH DONOR RESTRICTIONS - CONTINUED

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of the passage of time or other events specified by the donors as follows for the year ended June 30,:

	2021		2020	
Satisfaction of purpose restrictions:				
Accreditation Davis			\$	2,227
Bench Fund Commemorative				9
CBEP Water & Fish	\$	7,253		
Lowell - CBEP		6,328		
MCF Equity in Westbrook		3,505		
MCHT Summer Intern		3,300		3,355
Mill Brook Access (City of Westbrook)		9,519		3,515
Mill Brook South		353		
Mill Brook South Cornelia Warren		13,750		27,537
Pride Preserve Individual		23,081		627
Pride Preserve (City of Westbrook)		20,081		7,710
Pride Preserve Cornelia Warren		15,043		24,957
Randall Trail- Narragansett				3,473
Sebago to Sea Individual		4,127		3,270
Steep Falls - Individual		595		
Steep Falls - Onion		5,531		
Water Quality USM CBEP		13,862		10,395
Wildlife- Burnham		521		
Wildlife - Onion Foundation				6,803
Wildlife - Horizon		1,883		117
Wildlife - MCF		1,702		1,325
Wildlife- Morton Kelly		5,000		
Accreditation Individual				2,000
Accreditation MCF				10,000
Sewall CE				1,000
Windham Watershed		6,457		358
Richard Randall Fund - spending rate		.		
distribution		6,331		5,560
	<u>\$</u>	148,222	\$	114,238

June 30, 2021 and 2020

NOTE 8 - LAND RESTRICTED AS NATURE SANCTUARIES AND PRESERVES

Presumpscot Regional Land Trust owns donated land at properties which are restricted primarily as nature sanctuaries and preserves and are made available to the public. The properties located in the following Maine locations are not recognized as assets on the statements due to the donor restrictions on use or sale for both June 30:

			2021	2020
	2021	2020	Number of	Number of
Town	Acres	Acres	Properties	Properties
Gorham	361	361	14	14
Gray	111	111	2	2
Sebago	100	100	1	1
Standish	65	65	3	3
Standish & Gorham	482	482	1	1
Westbrook	47	14	2	1
Windham	59	59	2	2
	1,225	1,192	25	24

Land includes the following at June 30, 2021:

Property	Acres	Amount	
St. Pierre	3	\$ 8,000	0
Pringle	17	16,700	0
Mill Brook North	15	17,800	0
Nelson Preserve	37	3,415	5
Mill Brook - Cullinan	12	32,000	0
Mill Brook - Hatt	32	115,000)
Mill Brook - Smith Trust	32	33,700)
Pride Preserve - Parcel 2	33	11,500)
Hawkes	41	150,000	0
Frog Hollow Farm	64	195,000	0
Black Brook	105	17,338	8
Pride Preserve - Hawkes	188	277,600	0
	579	\$ 878,053	3
	St. Pierre Pringle Mill Brook North Nelson Preserve Mill Brook - Cullinan Mill Brook - Hatt Mill Brook - Smith Trust Pride Preserve - Parcel 2 Hawkes Frog Hollow Farm Black Brook	St. Pierre 3 Pringle 17 Mill Brook North 15 Nelson Preserve 37 Mill Brook - Cullinan 12 Mill Brook - Hatt 32 Mill Brook - Smith Trust 32 Pride Preserve - Parcel 2 33 Hawkes 41 Frog Hollow Farm 64 Black Brook 105 Pride Preserve - Hawkes 188	St. Pierre 3 \$ 8,000 Pringle 17 16,700 Mill Brook North 15 17,800 Nelson Preserve 37 3,419 Mill Brook - Cullinan 12 32,000 Mill Brook - Hatt 32 115,000 Mill Brook - Smith Trust 32 33,700 Pride Preserve - Parcel 2 33 11,500 Hawkes 41 150,000 Frog Hollow Farm 64 195,000 Black Brook 105 17,336 Pride Preserve - Hawkes 188 277,600

June 30, 2021 and 2020

NOTE 8 - LAND RESTRICTED AS NATURE SANCTUARIES AND PRESERVES - CONTINUED

Land includes the following at June 30, 2020:

Town	Property	Acres	Amount	
Gorham	St. Pierre	3	\$	8,000
Windham	Pringle	17		16,700
Westbrook	Mill Brook North	15		17,800
Gorham	Nelson Preserve	37		3,415
Westbrook	Mill Brook - Cullinan	12		32,000
Westbrook	Mill Brook - Hatt	32		115,000
Westbrook	Mill Brook - Smith Trus	t 32		33,700
Gorham	Hawkes	41		150,000
Gorham	Frog Hollow Farm	64		195,000
Windham	Black Brook	105		17,338
Westbrook	Pride Preserve - Hawkes	s 188		277,600
		546	\$	866,553

NOTE 10 - FORGIVABLE PPP LOAN

The Land Trust received loan proceeds in the amount of approximately \$18,600 under the Paycheck Protection Program ("PPP") during 2020. The PPP, established as part of the Coronavirus Aid, Relief and Economic Security Act ("CARES Act"), provides for loans to qualifying businesses for amounts up to 2.5 times of the average monthly payroll expenses of the qualifying business. The loans and accrued interest are forgivable as long as the borrower uses the loan proceeds for eligible purposes, including payroll, benefits, rent and utilities, and maintains its payroll levels. Loan forgiveness was recorded in 2020 and formal forgiveness occurred in 2021.

NOTE 10 - RESTATEMENT DUE TO CHANGE IN LAND VALUATION POLICY

During 2020, the Land Trust revised their Land Valuation Policy to be inconformity with generally accepted land valuation standards with the land trust industry. The net impact of this change was a decrease of \$277,015, which has been reflected in the beginning net asset balance at July 1, 2018 in the Statement of Activities.

NOTE 10 - SUBSEQUENT EVENTS

Management has evaluated subsequent events through

November 10, 2021, the date the financial statements were available to be issued, and determined that any subsequent events that would require recognition or disclosure have been considered in the preparation of the financial statements.