

Financial Report June 30, 2020 and 2019

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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 statements of Presumpscot Regional Land Trust (a nonprofit organization), which comprise the statements of financial position as of June 30, 2020 and 2019 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 September 14, 2020

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Statements of Financial Position

June 30,

ASSETS	2020	F	Restated 2019
	A A A A A A A A A A	•	400 407
Cash and cash equivalents	\$ 235,949	\$	166,167
Prepaid Insurance	1,071		1,859
Investments Land	194,013		192,460
Total Assets	866,553	¢	588,953
Total Assets	\$ 1,297,586	\$	949,439
LIABILITIES AND NET ASSETS			
Liabilities			
Accrued paid time off	\$ 6,336	\$	2,950
Accrued payroll	2,809		2,178
Total Liabilities	9,145		5,128
Net Assets			
Without donor restrictions			
Undesignated	143,260		116,644
Board designated net assets- land held for preservation	866,553		588,953
Board designated net assets- held for stewardship	74,404		73,809
Total Without donor restrictions	1,084,217		779,406
With donor restrictions	204,224		164,905
Total Net Assets	1,288,441		944,311
Total Liabilities and Net Assets	\$ 1,297,586	\$	949,439

Statement of Activities

Year Ended June 30, 2020

	thout donor estrictions	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		
Investment Gains	 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		

Statement of Activities

Year Ended June 30, 2019 (Restated)

	hout donor strictions	ith donor strictions		Total
Operating Revenues:				
Contributions	\$ 78,325		\$	78,325
Grants		\$ 101,927		101,927
Interest Income	170			170
Other Income				
Net assets released from restriction	 125,912	 (125,912)		
Total Operating Revenues	 204,407	 (23,985)		180,422
Operating Expenses:				
Program services	132,017			132,017
Management and general	21,055			21,055
Fundraising	 12,879		_	12,879
Total Expenses	 165,951	 		165,951
Change in Net Assets from Operations	 38,456	 (23,985)		14,471
Non-Operating Activities:				
Investment Gains	3,539	4,526		8,065
Total Non-Operating Activities	 3,539	 4,526		8,065
Change in Net Assets	41,995	(19,459)		22,536
Net Assets, Beginning of Year (restated)	 737,411	 184,364		921,775
Net Assets, End of Year (restated)	\$ 779,406	\$ 164,905	\$	944,311

Statements of Functional Expenses

Year Ended June 30, 2020

	rogram services	agement General	Fui	ndraising	E	Total 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	24,750	6,326				31,076
Legal	8,141					8,141
Licenses and fees		6,435				6,435
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

Year Ended June 30, 2019

	rogram ervices	agement General	Fui	ndraising	Total spenses
Expenses:					
Salaries and benefits	\$ 75,294	\$ 12,013	\$	9,610	\$ 96,916
Payroll and other taxes	7,827	2,609			10,436
Insurance	4,507				4,507
Professional services	5,500	4,556			10,056
Legal	11,345				11,345
Licenses and fees	4,752	634		950	6,336
Supplies	13,058	383			13,441
Postage and mailing	1,156			1,412	2,568
Technology	839	65		387	1,291
Occupancy	1,550	310		207	2,067
Meetings	1,014	234		312	1,560
Travel	957				957
Miscellaneous program expense	3,461				3,461
Training and development	 758	 253			 1,010
	\$ 132,017	\$ 21,055	\$	12,879	\$ 165,951

Statements of Cash Flows

Years Ended June 30,

	2020	2019
Cash flows from operating activities:		
Change in net assets	\$ 344,130	\$ 22,536
Adjustments to reconcile change in net assets		
to net cash flows from operating activities:		
Change in Land Value	-	(1,400)
In-kind contributions - land	(277,600)	
Investment (gains) losses	(1,553)	(8,065)
(Increase) decrease in:		
Prepaid insurance	788	(970)
Increase (decrease) in:		
Accrued expenses	4,017	(93)
Total adjustments	(274,348)	(10,528)
Net cash flows from operating activities	69,782	12,008
Cash flows from investing activities:		
Purchase of investments		(15,000)
Net cash flows from investing activities		(15,000)
Net change in cash and cash equivalents	69,782	(2,992)
Cash and cash equivalents at beginning of year	166,167	169,159
Cash and cash equivalents at end of year	\$ 235,949	\$ 166,167

June 30, 2020 and 2019

NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Presumpscot Regional Land Trust (the Trust) is a not-for-profit corporation that serves the communities of Gorham, Gray, Standish, Westbrook and Windham. The mission of the 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 Trust holds conserved lands with free public access that includes trails and water access. The 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 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 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 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 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 Trust reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

June 30, 2020 and 2019

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 Trust to concentration of credit risk consist principally of marketable investments.

Valuation of Conservation Land and Easements

Trust valuation policies are as follows:

- Conservation easements held by Trust are not recorded in 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 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, 2020 and 2019

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

Income Taxes

The 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 Trust is subject to federal and state examinations by taxing authorities for the years ended 2017 through 2020.

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.

Recent Accounting Pronouncements

Revenue Recognition

In May 2014, the FASB issued Accounting Standards Update (ACU) 2014-9, *Revenue from Contracts with Customers*, to clarify the principles for recognizing revenue and to develop a common revenue standard for U.S. GAAP and International Financial Reporting Standard (IFRS). The core principle of the guidance requires entities to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The guidance is effective for all nonpublic entities' annual periods beginning after December 15, 2018, but management presently does not expect a significant change in revenue recognition.

NOTE 2 - CONCENTRATION OF CASH

The Trust maintains cash at a financial institutions located in Maine. At times, the balance may exceed federally insured limits. The 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.

June 30, 2020 and 2019

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:

	2020	2019
Cash and cash equivalents	\$ 235,949	\$ 166,167
Maine CF investment board designated	74,404	73,809
Maine CF investment spending-rate distributions and appropriations	4,723	4,953
	\$ 315,076	\$ 244,929

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.

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 Trust uses various methods, including market, income and cost approaches. Based on these approaches, the 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 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 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.

June 30, 2020 and 2019

NOTE 4 - FAIR VALUE OF INVESTMENTS - CONTINUED

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 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.

Management determined that the investment portfolio consisted of Level 1 financial instruments actively traded. The values of financial instruments were reported at the sales price on the day of valuation.

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

			Fair Value Measurements							
In patroanta	Fair Value		Le	Level 1		Level 2		Level 3		
Investments										
Maine Community Foundation	\$	194,013					\$	194,013		
	\$	194,013	\$	-	\$	-	\$	194,013		

Fair values measured on a recurring basis, at June 30,2019 are as follows:

				Fai	its				
				1	At Rep	e Using			
	Fa	ir Value	Le	vel 1	Le	vel 2	L	_evel 3	
Investments									
Maine Community Foundation	\$	192,460					\$	192,460	
	\$	192,460	\$	-	\$	-	\$	192,460	

June 30, 2020 and 2019

NOTE 5 – INVESTMENTS

Changes Investments for the year ended June 30, 2020:

	-	out Donor	ith Donor estriction	Total
Beginning of year Investment fees Interest and dividends Investment gains (losses)	\$	73,809 (1,133) 405 1,323	\$ 118,651 (1,821) 652 2,127	\$ 192,460 (2,954) 1,057 3,450
End of year	\$	74,404	\$ 119,609	\$ 194,013

Changes Investments for the year ended June 30, 2019:

	Without Donor Restriction		 ith Donor estriction	Total
Beginning of year	\$	55,270	\$ 114,125	\$ 169,395
Contributions		15,000		15,000
Investment fees		(876)	(1,589)	(2,465)
Interest and dividends		548	1,046	1,594
Investment gains (losses)		3,867	5,069	8,936
End of year	\$	73,809	\$ 118,651	\$ 192,460

NOTE 6 -BOARD DESIGNATED NET ASSETS

The Board of Directors has designated \$940,597 and \$662,762 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, 2020 and 2019, 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.

June 30, 2020 and 2019

NOTE 7 – NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are restricted consisted of the following at June 30,

	2020		2019	
Accreditation Davis			\$ 2,227	
Bench Fund Commemorative	\$	951	960	
MCHT Summer Intern		1,050	1,025	
Mill Brook Access - City of Westbrook		9,518	3,134	
Mill Brook - Cornelia Warren		14,104	16,640	
Pride Preserve - City of Westbrook		5,080	12,828	
Pride Preserve - Individual		28,829		
Pride Preserve - Cornelia Warren		15,043		
Randall Trail - Narragansett			3,473	
Sebago to Sea - Individual		4,127	7,397	
Water Quality - USM CBEP		13,863	11,357	
Wildlife - Burnham		2,500		
Wildlife - Horizon		1,883		
Wildlife - MCF		3,675		
Wildlife - Morton Kelly		5,000		
Wildlife - Onion Foundation			6,803	
Windham Watershed		4,142	 	
		109,765	65,844	
Richard Randall Fund		94,459	 99,061	
Total net assets with donor restrictions	\$	204,224	\$ 164,905	

June 30, 2020 and 2019

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,:

Catiofaction of number restrictions.	2020		2019	
Satisfaction of purpose restrictions:				
Accreditation Davis	\$	2,227	\$	2,773
Bench Fund Commemorative		9		192
MCHT Summer Intern		3,355		2,408
Mill Brook Access (City of Westbrook)		3,515		13,576
Mill Brook South Cornelia Warren		27,537		33,110
Pride Preserve Individual		627		
Pride Preserve (City of Westbrook)		7,710		3,172
Pride Preserve Cornelia Warren		24,957		
Randall Trail- Narragansett		3,473		6,450
Sebago to Sea Individual		3,270		2,430
Water Quality USM CBEP		10,395		15,063
Wildlife - Onion Foundation		6,803		197
Wildlife - Horizon		117		
Wildlife - MCF		1,325		
Accreditation Individual		2,000		
Accreditation MCF		10,000		
Sewall CE		1,000		
Accreditation MCHT				11,800
Black Brook Preserve				5,986
Hawkes				1,604
Nelson (Individual)				5,365
Nelson (Town of Gorham)				8,043
Sebago to Sea (Davis)				610
Habitat (CBEP)				3,232
Frasier (LL Bean & MCHT)				2,203
Randall Trail (Old Port Advisors)				488
Windham Watershed Richard Randall Fund - spending rate		358		2,000
distribution		5,560		5,210
	\$	114,238	\$	125,912

June 30, 2020 and 2019

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, 2020 and 2019:

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

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 - Hawke	s 188		277,600
		546	\$	866,553

June 30, 2020 and 2019

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

Land includes the following at June 30, 2019:

Town	Property	Acres Amount		nount
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
		358	\$	588,953

NOTE 10 - FORGIVABLE PPP LOAN

The Trust received loan proceeds in the amount of approximately \$18,600 under the Paycheck Protection Program ("PPP"). 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. The amount of loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the selected period. The unforgiven portion of the PPP loan is payable over two years at an interest rate of 1%, with a deferral of payments for the first six months. The Trust intends to use the proceeds for purposes consistent with the PPP. While the Trust currently believes that its use of the loan proceeds will meet the conditions for forgiveness of the loan, we cannot assure you that we will not take actions that could cause the Trust to be ineligible for forgiveness of the loan, in whole or in part.

NOTE 10 - RESTATEMENT DUE TO CHANGE IN LAND VALUATION POLICY

During 2020, the 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.

June 30, 2020 and 2019

NOTE 10 – SUBSEQUENT EVENTS

Around March 2020, the COVID-19 virus was declared a global pandemic. Management is carefully monitoring the situation and evaluating its options during this time. No adjustments have been made to these financial statements as a result of this uncertainty. Management applied for an SBA Payroll Protection Loan and received \$18,600. Management believes it has a strong cash position to meet the challenges presented from the pandemic.

Management has evaluated subsequent events through September 14, 2020, 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.