

Massachusetts Land Trust Coalition, Inc.

Financial Statements
June 30, 2024 and 2023

Massachusetts Land Trust Coalition, Inc. Financial Statements June 30, 2024

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Independent Accountant's Review Report

To the Board of Directors Massachusetts Land Trust Coalition, Inc. Sudbury, Massachusetts

We have reviewed the accompanying financial statements of Massachusetts Land Trust Coalition, Inc. (a non-profit organization), which comprise the statements of financial position as of June 30, 2024 and 2023, 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 engagements 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.

We are required to be independent of Massachusetts Land Trust Coalition, Inc. and to meet our other ethical responsibilities, in accordance with relevant ethical requirements related to our review.

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.

Anstiss & Co., P.C. Chelmsford, MA

October 24, 2024

Massachusetts Land Trust Coalition, Inc. Statements of Financial Position June 30, 2024 and 2023

	2024			2023		
Assets	-					
Current assets						
Cash and cash equivalents	\$	34,561	\$	35,288		
Investments		309,858		211,903		
Matching grant receivable		-		50,000		
Pledges receivable - current		13,788		36,550		
Prepaid expenses		2,957		4,227		
Total current assets	\$	361,164	\$	337,968		
Non-current assets						
Pledges receivable - long-term, net		17,772		-		
Website costs - net		17,857		-		
Total non-current assets		35,629		-		
Total assets	\$	396,793	\$	337,968		
Liabilities and Net Assets						
Current liabilities						
Accounts payable	\$	2,489	\$	3,210		
Payroll liabilities		9,155		13,753		
Deferred revenue		3,084		-		
Total liabilities		14,728		16,963		
Net assets						
Without donor restrictions		346,360		230,795		
With donor restrictions		35,705		90,210		
Total net assets		382,065		321,005		
Total liabilities and net assets	\$	396,793	\$	337,968		

Massachusetts Land Trust Coalition, Inc. Statement of Activities For the Year Ended June 30, 2024

	Without Donor Restrictions		With Donor Restrictions			Total
Revenue and support						
Grants	\$	65,000	\$	27,772	\$	92,772
Donations		27,957		6,163		34,120
Conference		90,388		-		90,388
Membership dues		60,697		-		60,697
Investment income (loss) - net		30,912		-		30,912
Program revenue	2,735		-			2,735
Net assets released from restrictions		88,440		(88,440)		_
Total revenue and support		366,129		(54,505)	-	311,624
Expenses						
Program		195,662		-		195,662
General and administrative		31,728		-		31,728
Fundraising		23,174				23,174
Total expenses		250,564		-		250,564
Change in Net Assets		115,565		(54,505)		61,060
Net Assets at Beginning of Year		230,795		90,210		321,005
Net Assets at End of Year	\$ 346,360		\$	35,705	\$	382,065

Massachusetts Land Trust Coalition, Inc. Statement of Activities For the Year Ended June 30, 2023

	Without Donor Restrictions		With Donor Restrictions		Total	
Revenue and support						
Grants	\$	41,500	\$	50,000	\$	91,500
Donations		36,615		31,500		68,115
Conference		64,158		4,500		68,658
Membership dues		52,634		1,750		54,384
Investment income (loss) - net		14,414		-		14,414
Program revenue		2,170		-		2,170
In-kind contribution		1,500		-		1,500
Other income		91		-		91
Net assets released from restrictions		12,000		(12,000)		
Total revenue and support		225,082		75,750		300,832
Expenses						
Program		149,256		-		149,256
General and administrative		22,369		-		22,369
Fundraising		18,156				18,156
Total expenses		189,781		-		189,781
Change in Net Assets		35,301		75,750		111,051
Net Assets at Beginning of Year		195,494		14,460		209,954
Net Assets at End of Year	\$	230,795	\$	90,210	\$	321,005

Massachusetts Land Trust Coalition, Inc. Statement of Functional Expenses For the Year Ended June 30, 2024

General & **Program** Administrative **Fundraising Total** Compensation and related Salaries \$ 122,695 \$ 17,084 \$ 15,531 \$ 155,310 Payroll taxes 10,529 1,466 1,333 13,328 Total compensation and related 133,224 18,550 16,864 168,638 Conference 33,709 33,709 Professional fees 4,627 8,460 244 13,331 Office expenses 5,143 887 4,402 10,432 Meetings 5,984 56 6,040 Rent 4,471 623 5,660 566 Fees 238 910 3,326 2,178 974 Insurance 2,434 1,460 Travel 1,966 1,966 1,890 1,890 Grants 81 Amortization 1,542 1,623 800 800 Dues and subscriptions **Training** 608 107 715 23,174 195,662 \$ 31,728 \$ \$ 250,564 Total expenses \$

Massachusetts Land Trust Coalition, Inc. Statement of Functional Expenses For the Year Ended June 30, 2023

			Ge	eneral &			
	I	Program	Adm	inistrative	Fun	draising	Total
Compensation and related						_	
Salaries	\$	100,878	\$	14,046	\$	12,769	\$ 127,693
Payroll taxes		7,544		1,050		955	9,549
Total compensation and related		108,422		15,096		13,724	137,242
Conference		20,583		-		-	20,583
Professional fees		2,048		3,652		108	5,808
Office expenses		3,531		204		3,195	6,930
Meetings		5,958		31		-	5,989
Rent		4,299		599		544	5,442
Fees		116		1,705		463	2,284
Insurance		1,623		1,082		-	2,705
Travel		1,387		-		-	1,387
Dues and subscriptions		800		-		-	800
Training		489		-		122	611
Total expenses	\$	149,256	\$	22,369	\$	18,156	\$ 189,781

Massachusetts Land Trust Coalition, Inc. Statements of Cash Flows For the Years Ended June 30, 2024 and 2023

	2024			2023		
Cash Flows from Operating Activities						
Change in net assets	\$	61,060	\$	111,051		
Adjustments to reconcile change in net assets to						
net cash provided by operating activities						
Amortization expense		1,623		-		
Net realized and unrealized gain on investments		(18,920)		(9,550)		
Decrease (increase) in matching grant receivable		50,000		(50,000)		
Decrease (increase) in pledges receivable		4,990		(25,925)		
Decrease (increase) in prepaid expenses		1,270		(2,441)		
Decrease in accounts payable		(721)		(1,124)		
(Decrease) increase in payroll liabilities		(4,598)		9,175		
Increase in deferred revenue		3,084		-		
Net cash provided by operating activities		97,788		31,186		
Cash Flows From Investing Activities						
Proceeds from sale of investments		63,934		2,113		
Purchase of investments		(142,969)		(80,943)		
Website costs		(19,480)		-		
Net cash used in investing activities		(98,515)		(78,830)		
Net Decrease in Cash and Cash Equivalents		(727)		(47,644)		
Cash and Cash Equivalents at Beginning of Year		35,288		82,932		
Cash and Cash Equivalents at End of Year	\$	34,561	\$	35,288		
Supplemental information:						
In-kind contributed services	\$	-	\$	1,500		
Interest expense	\$	-	\$	-		
Income taxes	\$	-	\$	-		

Note 1 – Organization

Massachusetts Land Trust Coalition, Inc. (the "Organization") was organized on March 30, 2010. The Organization is a non-profit organization, whose purpose is to promote, foster and advance the common interests of, and increase the individual and collective effectiveness of duly qualified non-profit conservation land trusts operating in the Commonwealth of Massachusetts.

Note 2 – Summary of Significant Accounting Policies *Basis of Presentation*

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles. The Organization reports information regarding its financial position and activities in two classes of net assets based upon the existence or absence of donor-imposed restrictions as follows:

Net Assets Without Donor Restrictions

Net assets that are not subject to donor-imposed stipulations are classified as without donor restrictions.

Also included in this category, are net assets that are not subjected to donor-imposed stipulations but are designated to be used for a specified purpose by the Board of Directors.

Net Assets With Donor Restrictions

Net assets subject to donor imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time are classified as net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Also included in this category, are net assets subject to donor restrictions to be maintained in perpetuity as permanent assets of the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on any related investments for general or specified purposes. As of June 30, 2024 and 2023, the Organization did not have any net assets with donor restrictions to be maintained in perpetuity.

Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles (GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

Cash equivalents include cash, time deposits, and other highly liquid financial instruments with original maturities of three months or less, which are neither held for nor restricted by donors for long-term purposes.

Note 2 – Summary of Significant Accounting Policies (continued) Fair Value of Financial Instruments

The Organization follows the provisions of ASC 820-10, "Fair Value Measurements and Disclosures." ASC 820-10 applies to reported balances that are required or permitted to be measured at fair value under an existing accounting pronouncement. ASC 820-10 emphasizes that fair value is a market-based measurement, not an entity-specific measurement. Therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability and establishes a fair value hierarchy. The fair value hierarchy consists of three levels of inputs that may be used to measure fair value as follows:

<u>Level 1</u> – Inputs that utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access.

<u>Level 2</u> – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

<u>Level 3</u> – Inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

For instances where the determination of the fair value measurement is based on inputs from different levels of the fair value hierarchy, the level in the fair value hierarchy within which the entire fair value measurement falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

The carrying amounts in the accompanying statement of financial position for cash and cash equivalents, investments, accounts receivable, pledges receivable, prepaid expenses, and payroll liabilities approximate fair value due to their short-term nature. ASC 825-10, "Financial Instruments," permits an entity to measure many financial instruments and certain other assets and liabilities at fair value on an instrument-by-instrument basis. The Organization has not adopted any of the additional fair value options allowed under the standard.

Accounts Receivable

The Organization records its accounts receivable at the amount it expects to collect on the outstanding principal amount. On a periodic basis, the Organization evaluates its accounts receivable and establishes an allowance for credit losses based on historical data and information, current economic conditions, and reasonable and supportable forecasted information about future events.

Pledges Receivable

The Organization's pledges receivable that are expected to be collected within one year are recorded at their net realizable value. On a periodic basis, the Organization evaluates its pledges receivable, and establishes an allowance of doubtful accounts, based on the history of past write-offs, collections, and current credit conditions, if deemed necessary. Conditional pledges receivable are not included in support until the conditions are met.

Note 2 – Summary of Significant Accounting Policies (continued) Website Costs

The cost of developing and improving the Organization's website are capitalized and amortized on a straight-line basis over a three-year period beginning on the date the website improvements are placed in service.

Revenue Recognition

The Organization follows Accounting Standards Update (ASU) No. 2014-09, "Revenue from Contracts with Customers (Topic 606)", and ASU No. 2018-08, "Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made".

In accordance with ASC 958-605, grants and contributions are recorded as support with or without donor restrictions depending on the existence and/or nature of any donor restrictions. Grants and contributions are recognized when cash, securities or other assets, or an unconditional promise to give is received. Gifts of assets other than cash are recorded at their estimated fair value on the date of gift. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met. Funds received on conditional contributions prior to meeting conditions are reported as refundable advances in the statement of financial position.

In-kind contributions are recorded at their estimated fair value as of the date of the contribution. Such donations are reported as increases in 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 restricted contributions.

In addition, a number of unpaid volunteers, including board members, have made significant contributions of their time to develop and promote the Organization. The value of these non-specialized volunteer services has not been reflected in the accompanying financial statements in accordance with ASU No. 2014-09, "Revenue from Contracts with Customers (Topic 606)" as amended, and ASU No. 2018-08, "Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 605)"

Members of the Trust are categorized as sustaining members, sponsoring members, supporting members, or basic members. All members receive the same benefits, but the amount of annual dues is dependent on the type of membership. Membership dues are recognized as revenue when received and the Trust's policy has and continues to be not to provide any membership refunds.

Conference and other program revenue are recognized when the program or other services are provided. Conference and other program revenue billed or collected in advance are recorded as deferred revenue until the services are performed or goods are provided.

Functional Allocation of Expenses

Expenses are allocated among program and supporting services directly or based on time records and utilization estimates made by management. Management and general expenses include those expenses that are not directly identifiable with any other specific function, but provide for overall support and direction of the Organization.

Note 2 – Summary of Significant Accounting Policies (continued) Functional Allocation of Expenses

Expenses are allocated among program and supporting services directly or based on time records and utilization estimates made by management. Management and general expenses include those expenses that are not directly identifiable with any other specific function, but provide for overall support and direction of the Organization.

Reclassifications

During year ended June 30, 2024, certain amounts from the prior year financial statements were reclassified to conform to the current year's presentation. \$50,000 of matching grants previously reported as pledges receivables as of June 30, 2023 have been reclassified as matching grants receivable in the current comparative financial statements.

Income Taxes

The Organization has been granted tax-exempt status under Internal Revenue Code Section 501(c)(3) and is, therefore, generally exempt from federal and state income taxes. Accordingly, no provision for income taxes has been provided for in the accompanying financial statements.

ASC 740-10, "Accounting for Uncertainty in Income Taxes," requires the Organization to evaluate and disclose tax positions that could have an effect on the Organization's financial statements. The Organization reports its activities to the Internal Revenue Service and Commonwealth of Massachusetts on an annual basis. The informational returns are generally subject to audit and review by the governmental agencies for a period of three years after filing. Substantially all of the Organization's income, expenditures and activities relate to its exempt purpose, therefore, management has determined that the Organization is not subject to unrelated business income taxes and will continue to qualify as a tax-exempt not-for-profit entity.

Adoption of Recent Accounting Pronouncement

On July 1, 2023, the Organization adopted ASU 2016-13 "Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments," which replaces the incurred loss methodology with an expected loss methodology that is referred to as the current expected credit loss (CECL) methodology. The measurement of expected credit losses under the CECL methodology is applicable to financial assets measured at amortized cost, consisting of accounts receivable. Under the CECL methodology, the Organization adjusts its accounts receivable for credit losses using an allowance account for each pool of assets. The net amounts of accounts receivable less the allowance account represents the amount expected to be collected. The CECL methodology requires that the allowance account be measured based on various information that includes historical data and information, current economic conditions, and reasonable and supportable forecasted information about future events.

The Organization adopted the changes made by ASU 2016-13 using the modified retrospective method for its accounts receivable, under which the allowance account would be required to be remeasured as of July 1, 2023 using the CECL model. As of July 1, 2023, no adjustment to net assets was required in connection with the adoption of ASU 2016-13.

Note 3 – Liquidity and Availability

Financial assets available for general expenditure, that is, without board-designations or donor restrictions limiting their use, within one year of the statement of financial position date were as follows as of June 30, 2024 and 2023:

	2024	2023
Cash and cash equivalents	\$ 34,561	\$ 35,288
Investments	309,858	211,903
Matching grant receivable	-	50,000
Pledges receivable	13,788	36,550
Total financial assets available for expenditure within one year Less: amounts not available for general expenditure	358,207	333,741
within one year Net assets donor restricted for specific purposes	(14,145)	(3,660)
Total financial assets not available for general expenditure within one year	(14,145)	(3,660)
Total financial assets available for general expenditure within one year	\$ 344,062	\$ 330,081

As part of the Organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due.

Note 4 - Concentration of Credit Risk

The Organization maintains its cash in a bank deposit account, which do not exceed federally insured limits. The Organization has not experienced any losses on such accounts and believes it is not exposed to any significant financial risk on cash.

Note 5 – Fair Value of Financial Instruments

The Organization uses fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures (see Note 2). The following tables present the Organization's fair value hierarchy for those assets measured at fair value on a recurring basis as of June 30, 2024 and 2023:

010 ma 20, 2021 ma 2020	2024							
		Total	i M I	oted Prices n Active arkets for dentical Assets Level 1	Signif Oth Obser Inpo Levo	er vable uts	Signifi Unobser Inpu Leve	rvable its
Investments:	\$	216,851	\$	216,851	\$		\$	
Money market funds Exchange traded funds:	Ф	210,631	Ф	210,631	Ф	-	Ф	-
Large blend		93,007		93,007		_		_
Total investments	\$	309,858	\$	309,858	\$	-	\$	-
				20	23			
		Total	i M I	oted Prices n Active arkets for dentical Assets Level 1	Signif Oth Obser Inpo Leve	er vable uts	Signifi Unobser Inpu Leve	rvable ıts
Investments:								<u> </u>
Money market funds Exchange traded funds:	\$	172,366	\$	172,366	\$	-	\$	-
Large blend		39,537		39,537				-
Total investments	\$	211,903	\$	211,903	\$	-	\$	-

Note 6 – Matching Grant Receivable

During the year ended June 30, 2023, the Organization received a conditional matching grant receivable in the amount of \$100,000 to support strategic plan implementation, payable in two installments of \$50,000, upon receipt of the Organization's certification of an equal amount in increased annual unrestricted funding sourced from new donors and/or from a net increase in unrestricted funding from existing donors. The Organization certified satisfaction of requirements to receive the first \$50,000 installment in June 2023 and had recorded this installment as a contribution receivable as of June 30, 2023. The Organization successfully met the conditions of the remaining half of the matching grant receivable during the year ended June 30, 2024.

Note 7 – Pledges Receivable

Contributions receivable were comprised of the following as of June 30, 2024 and 2023:

	 2024	2	2023
Pledges receivable in less than one year	\$ 13,788	\$	36,550
Pledges receivable in one to five years	 20,000		
Total unconditional pledges receivable	33,788		36,550
Less: discount to net present value	 (2,228)		
Net unconditional pledges receivable	\$ 31,560	\$	36,550

There was no allowance for uncollectable pledges receivable as of June 30, 2024 and 2023.

Note 8 – Website Costs

Website costs consisted of the following as of June 30, 2024:

	2024	2023	<u> </u>
Website costs	\$ 19,480	\$	-
Less: accumulated amortization	(1,623)		-
Website costs - net	\$ 17,857	\$	

Note 9 – Net Assets With Donor Restrictions

Net assets with donor restriction were comprised of the following as of June 30, 2024 and 2023:

	2024	2023
Time restrictions:		
Pledges receivable	\$ 3,788	\$ 36,550
Matching grant receivable	-	50,000
Purpose restrictions:		
Massachusetts Advancing Excellence		
Program	27,772	-
Jim Catteron Scholarship Fund	4,145	3,660
Total net assets with donor restrictions	\$ 35,705	\$ 90,210

Note 10- Investment Income (Loss) - Net

Investment income (loss) - net for the years ended June 30, 2024 and 2023 is summarized as follows:

	2024	2023
Unrealized gain (loss) - net	\$ 14,797	\$ 9,540
Interest and dividends	11,992	4,864
Realized gain (loss) - net	4,123	10
Total investment income (loss) - net	\$ 30,912	\$ 14,414

Note 11 – In-Kind Contribution

During the year ended June 30, 2023, the Organization received donated legal services from an attorney that drafted the Organization's revised by-laws. The Organization recognized in-kind contribution revenue and a corresponding expense in an amount approximating the estimated fair value at the time of the donation. Fair value is estimated using the price that the Organization would have had to pay for the services if not donated. In-kind contribution revenue and the related professional fees expense was \$1,500 for the year ended June 30, 2023. No such services were donated during the year ended June 30, 2024.

Note 12 – Lease

The Organization leases office space in Sudbury, Massachusetts. The Organization's one-year lease agreements, which expired on June 30, 2023 and June 30, 2024, required quarterly rental payments, as well as administrative fees for telephone, postage, fax and other various costs. Rent expense paid for the years ended June 30, 2024 and 2023 amounted to \$5,660 and \$5,442, respectively.

Note 13 – Subsequent Events

ASC 855-10, "Subsequent Events," defines further disclosure requirements for events that occur after the statement of financial position date but before financial statements are issued. In accordance with ASC 855-10, the Organization's management has evaluated events subsequent to June 30, 2024 through October 24, 2024, which is the date this report was available to be issued.

On August 15, 2024, the Organization signed a one-year lease agreement with similar terms which expires on June 30, 2025. Future minimum lease payments under this operating lease agreement are \$5,628.

There were no other material events noted during this period that would impact the results reflected in this report or the Organization's results going forward.