



FINANCIAL REPORT

February 28, 2019 and 2018



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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Yellowstone Forever
Bozeman, Montana

We have audited the accompanying financial statements of Yellowstone Forever (a nonprofit organization), which comprise the statement of financial position as of February 28, 2019, 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 Yellowstone Forever as of February 28, 2019, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter – New Accounting Standards Adopted

As described in Note 1 to the financial statements, in fiscal year 2019, Yellowstone Forever adopted new accounting guidance, Accounting Standards Update 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. Our opinion is not modified with respect this matter.

Emphasis of Matter – Going Concern

The accompanying financial statements have been prepared assuming Yellowstone Forever will continue as a going concern. As discussed in Note 22 to the financial statements, under existing circumstances, there is substantial doubt about the ability of Yellowstone Forever to continue as a going concern. Management’s plans in regard to that matter are also described in Note 22. The accompanying financial statements do not include any adjustments that might result from the outcome of this uncertainty. Our opinion is not modified with respect to this matter.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. Management’s discussion and analysis on pages 41 through 50, which is the responsibility of management, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the financial statements, and accordingly, we do not express an opinion or express any assurance on it.

Prior Period Financial Statements

The financial statements of Yellowstone Forever as of and for the year ended February 28, 2018, were audited by other auditors whose report dated July 27, 2018, expressed an unmodified opinion on those statements.


Bozeman, Montana
February 17, 2020

FINANCIAL STATEMENTS

YELLOWSTONE FOREVER
STATEMENT OF FINANCIAL POSITION
February 28, 2019

	Operating Fund	Capital Fund	Endowment Fund	Total
ASSETS				
CURRENT ASSETS				
Cash and cash equivalents	\$ 42,003	\$ 1,000	\$ 1,000	\$ 44,003
Accounts receivable	102,542	-	2,411	104,953
Pledges receivable	2,182,401	-	-	2,182,401
Inventory	734,736	-	-	734,736
Prepaid expenses	430,334	-	-	430,334
Due from other funds*	<u>79,095</u>	<u>-</u>	<u>206,664</u>	<u>-</u>
Total current assets	<u>3,571,111</u>	<u>1,000</u>	<u>210,075</u>	<u>3,496,427</u>
PROPERTY AND EQUIPMENT				
Land, buildings, equipment, and improvements	-	16,733,399	-	16,733,399
Accumulated depreciation	<u>-</u>	<u>(6,243,200)</u>	<u>-</u>	<u>(6,243,200)</u>
Total property and equipment, net	<u>-</u>	<u>10,490,199</u>	<u>-</u>	<u>10,490,199</u>
OTHER ASSETS				
Endowment holdings	-	-	2,328,845	2,328,845
Pledges receivable, net of discount	<u>2,172,434</u>	<u>-</u>	<u>-</u>	<u>2,172,434</u>
Total other assets	<u>2,172,434</u>	<u>-</u>	<u>2,328,845</u>	<u>4,501,279</u>
Total assets	<u>\$ 5,743,545</u>	<u>\$ 10,491,199</u>	<u>\$ 2,538,920</u>	<u>\$ 18,487,905</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF FINANCIAL POSITION (CONTINUED)
February 28, 2019

	Operating Fund	Capital Fund	Endowment Fund	Total
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable and accrued liabilities	\$ 704,482	\$ -	\$ -	\$ 704,482
Deferred revenue	402,370	-	-	402,370
Grants payable - USFS	2,669	-	-	2,669
Lines of credit payable	2,800,000	-	-	2,800,000
Due to other funds*	<u>206,664</u>	<u>79,145</u>	<u>(50)</u>	<u>-</u>
Total current liabilities	<u>4,116,185</u>	<u>79,145</u>	<u>(50)</u>	<u>3,909,521</u>
NET ASSETS				
Net assets without donor restrictions				
Net investment in capital assets	-	10,412,054	-	10,412,054
Designated by the board	-	-	4,495	4,495
Undesignated	<u>(2,021,845)</u>	<u>-</u>	<u>-</u>	<u>(2,021,845)</u>
Total net assets without donor restrictions	<u>(2,021,845)</u>	<u>10,412,054</u>	<u>4,495</u>	<u>8,394,704</u>
Net assets with donor restrictions				
Perpetual in nature	-	-	2,344,113	2,344,113
Purpose restricted	<u>3,649,205</u>	<u>-</u>	<u>190,362</u>	<u>3,839,567</u>
Total net assets with donor restrictions	<u>3,649,205</u>	<u>-</u>	<u>2,534,475</u>	<u>6,183,680</u>
Total net assets	<u>1,627,360</u>	<u>10,412,054</u>	<u>2,538,970</u>	<u>14,578,384</u>
Total liabilities and net assets	<u>\$ 5,743,545</u>	<u>\$ 10,491,199</u>	<u>\$ 2,538,920</u>	<u>\$ 18,487,905</u>

* Amounts included in the "Due from other funds" and "Due to other funds" lines herein represent interfund activity which eliminates and is, therefore, excluded from the "Total" column.

YELLOWSTONE FOREVER
STATEMENT OF FINANCIAL POSITION
February 28, 2018

	Operating Fund	Capital Fund	Endowment Fund	Total
ASSETS				
CURRENT ASSETS				
Cash and cash equivalents	\$ 686,865	\$ 500	\$ 500	\$ 687,865
Investments	1,446,242	-	-	1,446,242
Accounts receivable	144,137	-	500	144,637
Pledges receivable	2,157,000	-	50,000	2,207,000
Inventory	743,455	-	-	743,455
Prepaid expenses	495,024	-	-	495,024
Due from other funds*	<u>191,078</u>	<u>-</u>	<u>179,230</u>	<u>-</u>
Total current assets	<u>5,863,801</u>	<u>500</u>	<u>230,230</u>	<u>5,724,223</u>
PROPERTY AND EQUIPMENT				
Land, buildings, equipment, and improvements	-	15,794,281	-	15,794,281
Accumulated depreciation	<u>-</u>	<u>(5,202,296)</u>	<u>-</u>	<u>(5,202,296)</u>
Total property and equipment, net	<u>-</u>	<u>10,591,985</u>	<u>-</u>	<u>10,591,985</u>
OTHER ASSETS				
Endowment holdings	-	-	2,135,405	2,135,405
Pledges receivable, net of discount	<u>1,651,418</u>	<u>-</u>	<u>-</u>	<u>1,651,418</u>
Total other assets	<u>1,651,418</u>	<u>-</u>	<u>2,135,405</u>	<u>3,786,823</u>
Total assets	<u>\$ 7,515,219</u>	<u>\$ 10,592,485</u>	<u>\$ 2,365,635</u>	<u>\$ 20,103,031</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF FINANCIAL POSITION (CONTINUED)
February 28, 2018

	Operating Fund	Capital Fund	Endowment Fund	Total
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable and accrued liabilities	\$ 1,116,690	\$ -	\$ -	\$ 1,116,690
Deferred revenue	398,802	-	-	398,802
Grants payable - USFS	7,170	-	-	7,170
Due to other funds*	<u>179,230</u>	<u>191,078</u>	<u>-</u>	<u>-</u>
Total current liabilities	<u>1,701,892</u>	<u>191,078</u>	<u>-</u>	<u>1,522,662</u>
NET ASSETS				
Net assets without donor restrictions				
Net investment in capital assets	-	10,401,407	-	10,401,407
Designated by the board	-	-	4,695	4,695
Undesignated	<u>3,192,174</u>	<u>-</u>	<u>-</u>	<u>3,192,174</u>
Total net assets without donor restrictions	<u>3,192,174</u>	<u>10,401,407</u>	<u>4,695</u>	<u>13,598,276</u>
Net assets with donor restrictions				
Perpetual in nature	-	-	2,079,173	2,079,173
Purpose restricted	<u>2,621,153</u>	<u>-</u>	<u>281,767</u>	<u>2,902,920</u>
Total net assets with donor restrictions	<u>2,621,153</u>	<u>-</u>	<u>2,360,940</u>	<u>4,982,093</u>
Total net assets	<u>5,813,327</u>	<u>10,401,407</u>	<u>2,365,635</u>	<u>18,580,369</u>
Total liabilities and net assets	<u>\$ 7,515,219</u>	<u>\$ 10,592,485</u>	<u>\$ 2,365,635</u>	<u>\$ 20,103,031</u>

* Amounts included in the "Due from other funds" and "Due to other funds" lines herein represent interfund activity which eliminates and is, therefore, excluded from the "Total" column.

YELLOWSTONE FOREVER
STATEMENT OF ACTIVITIES
Year Ended February 28, 2019

	Operating Fund	Capital Fund	Endowment Fund	Total
CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS				
REVENUES WITHOUT DONOR RESTRICTIONS				
Educational product sales, net of discounts	\$ 4,955,423	\$ -	\$ -	\$ 4,955,423
Less cost of goods sold	<u>(2,225,201)</u>	-	-	<u>(2,225,201)</u>
Educational product sales, net	2,730,222	-	-	2,730,222
 Contributions and gifts	 6,466,132	 11,107	 -	 6,477,239
Educational tuition and fees	1,903,460	-	-	1,903,460
Investment loss, net	(29,069)	-	-	(29,069)
Other revenues	<u>92,838</u>	-	-	<u>92,838</u>
Total revenues without donor restrictions before releases	11,163,583	11,107	-	11,174,690
Net assets released from restriction	<u>3,283,456</u>	-	<u>136,046</u>	<u>3,419,502</u>
Total revenues without donor restrictions	<u>14,447,039</u>	<u>11,107</u>	<u>136,046</u>	<u>14,594,192</u>
 EXPENSES				
Program Services:				
National Park Service grants	7,356,868	13,279	-	7,370,147
US Forest Service grants	5,270	-	-	5,270
Educational product sales	2,825,985	475,960	-	3,301,945
Educational programming	2,493,449	290,707	-	2,784,156
Volunteer programing	188,510	4,151	-	192,661
Supporter education	1,396,823	19,770	-	1,416,593
Visitor and community engagement	<u>219,839</u>	<u>13,215</u>	-	<u>233,054</u>
Total program service	<u>14,486,744</u>	<u>817,082</u>	-	<u>15,303,826</u>
Supporting Services:				
Philanthropic fund development	3,024,359	137,621	-	3,161,980
Administration	<u>1,245,756</u>	<u>86,202</u>	-	<u>1,331,958</u>
Total supporting services	<u>4,270,115</u>	<u>223,823</u>	-	<u>4,493,938</u>
Total expenses	<u>18,756,859</u>	<u>1,040,905</u>	-	<u>19,797,764</u>
Change in net assets before transfers	(4,309,820)	(1,029,798)	136,046	(5,203,572)
Transfers between funds	<u>(904,199)</u>	<u>1,040,445</u>	<u>(136,246)</u>	<u>-</u>
Change in net assets without donor restrictions	(5,214,019)	10,647	(200)	(5,203,572)
Net assets without donor restrictions, beginning of year	<u>3,192,174</u>	<u>10,401,407</u>	<u>4,695</u>	<u>13,598,276</u>
Net assets without donor restrictions, end of year	<u>\$ (2,021,845)</u>	<u>\$ 10,412,054</u>	<u>\$ 4,495</u>	<u>\$ 8,394,704</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF ACTIVITIES (CONTINUED)
Year Ended February 28, 2019

	Operating Fund	Capital Fund	Endowment Fund	Total
CHANGES IN NET ASSETS WITH DONOR RESTRICTIONS				
REVENUES WITH DONOR RESTRICTIONS				
Contributions and gifts	\$ 4,311,508	\$ -	\$ 264,940	\$ 4,576,448
Investment earnings, net	<u>-</u>	<u>-</u>	<u>44,641</u>	<u>44,641</u>
Total revenues with donor restrictions	4,311,508	-	309,581	4,621,089
Net assets released from restrictions	<u>(3,283,456)</u>	<u>-</u>	<u>(136,046)</u>	<u>(3,419,502)</u>
Change in net assets with donor restrictions	1,028,052	-	173,535	1,201,587
Net assets with donor restrictions, beginning of year	<u>2,621,153</u>	<u>-</u>	<u>2,360,940</u>	<u>4,982,093</u>
Net assets with donor restrictions, end of year	<u>\$ 3,649,205</u>	<u>\$ -</u>	<u>\$ 2,534,475</u>	<u>\$ 6,183,680</u>
TOTAL CHANGE IN NET ASSETS				
Change in net assets without donor restrictions	(5,214,019)	10,647	(200)	(5,203,572)
Change in net assets with donor restrictions	<u>1,028,052</u>	<u>-</u>	<u>173,535</u>	<u>1,201,587</u>
Total change in net assets	(4,185,967)	10,647	173,335	(4,001,985)
Total net assets, beginning of year	<u>5,813,327</u>	<u>10,401,407</u>	<u>2,365,635</u>	<u>18,580,369</u>
Total net assets, end of year	<u>\$ 1,627,360</u>	<u>\$ 10,412,054</u>	<u>\$ 2,538,970</u>	<u>\$ 14,578,384</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF ACTIVITIES
Year Ended February 28, 2018

	Operating Fund	Capital Fund	Endowment Fund	Total
CHANGES IN NET ASSETS WITHOUT DONOR RESTRICTIONS				
REVENUES WITHOUT DONOR RESTRICTIONS				
Educational product sales, net of discounts	\$ 5,155,661	\$ -	\$ -	\$ 5,155,661
Less cost of goods sold	<u>(2,350,920)</u>	<u>-</u>	<u>-</u>	<u>(2,350,920)</u>
Educational product sales, net	2,804,741	-	-	2,804,741
Contributions and gifts	7,058,371	77,542	-	7,135,913
Educational tuition and fees	1,807,501	-	-	1,807,501
Investment earnings, net	85,052	-	-	85,052
Loss on disposal of property and equipment	-	(107)	-	(107)
Other revenues	<u>105,070</u>	<u>4,245</u>	<u>-</u>	<u>109,315</u>
Total revenues without donor restrictions before releases	11,860,735	81,680	-	11,942,415
Net assets released from restriction	<u>5,900,553</u>	<u>-</u>	<u>46,441</u>	<u>5,946,994</u>
Total revenues without donor restrictions	<u>17,761,288</u>	<u>81,680</u>	<u>46,441</u>	<u>17,889,409</u>
EXPENSES				
Program Services:				
National Park Service grants	7,242,209	12,352	-	7,254,561
US Forest Service grants	1,248	-	-	1,248
Educational product sales	2,398,572	385,212	-	2,783,784
Educational programming	2,387,199	241,548	-	2,628,747
Volunteer programing	193,705	4,579	-	198,284
Supporter education	1,180,553	12,366	-	1,192,919
Visitor and community engagement	<u>256,582</u>	<u>12,354</u>	<u>-</u>	<u>268,936</u>
Total program service	<u>13,660,068</u>	<u>668,411</u>	<u>-</u>	<u>14,328,479</u>
Supporting Services:				
Philanthropic fund development	2,529,361	101,464	-	2,630,825
Administration	<u>1,077,335</u>	<u>114,286</u>	<u>-</u>	<u>1,191,621</u>
Total supporting services	<u>3,606,696</u>	<u>215,750</u>	<u>-</u>	<u>3,822,446</u>
Total expenses	<u>17,266,764</u>	<u>884,161</u>	<u>-</u>	<u>18,150,925</u>
Change in net assets before transfers	494,524	(802,481)	46,441	(261,516)
Transfers between funds	<u>(756,040)</u>	<u>802,481</u>	<u>(46,441)</u>	<u>-</u>
Change in net assets without donor restrictions	(261,516)	-	-	(261,516)
Net assets without donor restrictions, beginning of year	<u>3,453,690</u>	<u>10,401,407</u>	<u>4,695</u>	<u>13,859,792</u>
Net assets without donor restrictions, end of year	<u>\$ 3,192,174</u>	<u>\$ 10,401,407</u>	<u>\$ 4,695</u>	<u>\$ 13,598,276</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF ACTIVITIES (CONTINUED)
Year Ended February 28, 2018

	Operating Fund	Capital Fund	Endowment Fund	Total
CHANGES IN NET ASSETS WITH DONOR RESTRICTIONS				
REVENUES WITH DONOR RESTRICTIONS				
Contributions and gifts	\$ 4,077,515	\$ -	\$ 222,529	\$ 4,300,044
Investment earnings, net	-	-	201,254	201,254
Present value adjustment of discount on pledges	91,759	-	1,405	93,164
Total revenues with donor restrictions	4,169,274	-	425,188	4,594,462
Net assets released from restrictions	(5,900,553)	-	(46,441)	(5,946,994)
Change in net assets with donor restrictions	(1,731,279)	-	378,747	(1,352,532)
Net assets with donor restrictions, beginning of year	4,352,432	-	1,982,193	6,334,625
Net assets with donor restrictions, end of year	<u>\$ 2,621,153</u>	<u>\$ -</u>	<u>\$ 2,360,940</u>	<u>\$ 4,982,093</u>
TOTAL CHANGE IN NET ASSETS				
Change in net assets without donor restrictions	(261,516)	-	-	(261,516)
Change in net assets with donor restrictions	(1,731,279)	-	378,747	(1,352,532)
Total change in net assets	(1,992,795)	-	378,747	(1,614,048)
Total net assets, beginning of year	7,806,122	10,401,407	1,986,888	20,194,417
Total net assets, end of year	<u>\$ 5,813,327</u>	<u>\$ 10,401,407</u>	<u>\$ 2,365,635</u>	<u>\$ 18,580,369</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF FUNCTIONAL EXPENSES
Year Ended February 28, 2019

	Program Services					
	National Park Service Grants	US Forest Service Grants	Educational Product Sales	Educational Programming	Volunteer Programming	Supporter Education
OPERATING FUND						
Advertising and promotion	\$ 19,956	\$ -	\$ 51,331	\$ 161,631	\$ 4,429	\$ 200,409
Bank and merchant fees	18,328	-	134,219	25,796	621	25,812
Conferences, conventions, & meetings	18,297	-	10,696	13,039	4,358	-
Contracting	348,239	-	12,012	13,062	4,350	-
Educational product merchandising	-	-	82,448	-	-	-
Engagement and education Grants	9,613 5,574,610	- 5,147	10,640 -	11,608 -	2,172 -	696,892 -
Human resources	19,028	-	49,619	65,046	10,050	7,525
Information technology	3,010	-	153,862	181,006	770	158,352
Institute and volunteer expenses	14	-	18	294,083	55,563	19
Insurance	2,341	-	44,087	68,050	2,110	542
Interest	129,587	-	-	-	-	-
Occupancy	6,988	-	265,151	157,066	153	11,508
Office expenses	31,664	-	58,948	12,811	2,258	58,529
Premiums and recognition	72,097	-	867	-	-	731
Royalties	-	-	1,954	-	-	-
Salaries and benefits	1,062,031	123	1,895,925	1,373,488	96,501	234,526
Taxes	120	-	6,758	3,357	-	120
Travel	40,945	-	47,450	113,406	5,175	1,858
Total operating fund expenses	<u>7,356,868</u>	<u>5,270</u>	<u>2,825,985</u>	<u>2,493,449</u>	<u>188,510</u>	<u>1,396,823</u>
CAPITAL FUND						
Depreciation	<u>13,279</u>	<u>-</u>	<u>475,960</u>	<u>290,707</u>	<u>4,151</u>	<u>19,770</u>
Total expenses	<u>\$ 7,370,147</u>	<u>\$ 5,270</u>	<u>\$ 3,301,945</u>	<u>\$ 2,784,156</u>	<u>\$ 192,661</u>	<u>\$ 1,416,593</u>

(Continued)

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF FUNCTIONAL EXPENSES (CONTINUED)
Year Ended February 28, 2019

	Program Services		Supporting Services		Total Expenses
	Visitor and Community Engagement	Total Program	Philanthropic Fund Development	Admini- stration	
OPERATING FUND					
Advertising and promotion	\$ 11,122	\$ 448,878	\$ 178,084	\$ 31,347	\$ 658,309
Bank and merchant fees	115	204,891	38,925	(3,402)	240,414
Conferences, conventions, & meetings	1,703	48,093	27,013	59,697	134,803
Contracting	(392)	377,271	506,753	59,612	943,636
Educational product merchandising	-	82,448	-	-	82,448
Engagement and education	67,832	798,757	35,175	13,542	847,474
Grants	-	5,579,757	-	-	5,579,757
Human resources	2,814	154,082	51,412	27,457	232,951
Information technology	6,242	503,242	179,979	37,554	720,775
Institute and volunteer expenses	8	349,705	56	22	349,783
Insurance	1,017	118,147	9,330	10,736	138,213
Interest	-	129,587	-	-	129,587
Occupancy	8,870	449,736	109,324	77,836	636,896
Office expenses	693	164,903	48,968	27,911	241,782
Premiums and recognition	-	73,695	104,827	-	178,522
Royalties	-	1,954	-	-	1,954
Salaries and benefits	116,501	4,779,095	1,667,242	879,202	7,325,539
Taxes	120	10,475	1,199	167	11,841
Travel	3,194	212,028	66,072	24,075	302,175
Total operating fund expenses	<u>219,839</u>	<u>14,486,744</u>	<u>3,024,359</u>	<u>1,245,756</u>	<u>18,756,859</u>
CAPITAL FUND					
Depreciation	<u>13,215</u>	<u>817,082</u>	<u>137,621</u>	<u>86,202</u>	<u>1,040,905</u>
 Total expenses	 <u>\$ 233,054</u>	 <u>\$ 15,303,826</u>	 <u>\$ 3,161,980</u>	 <u>\$ 1,331,958</u>	 <u>\$ 19,797,764</u>

(Concluded)

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF FUNCTIONAL EXPENSES
Year Ended February 28, 2018

	Program Services					
	National Park Service Grants	US Forest Service Grants	Educational Product Sales	Educational Programming	Volunteer Programming	Supporter Education
OPERATING FUND						
Advertising and promotion	\$ 9,974	\$ -	\$ 44,508	\$ 138,067	\$ 1,995	\$ 157,263
Bank and merchant fees	13,853	-	106,986	27,057	27	14,088
Conferences, conventions, & meetings	29,699	-	39,079	25,132	5,767	1,438
Contracting	363,565	-	45,909	30,838	324	1,518
Educational product merchandising	3	-	48,708	10	3	3
Engagement and education	4,871	-	12,171	16,853	936	596,047
Grants	5,612,478	1,237	-	-	-	-
Human resources	7,458	-	52,207	19,391	14,916	1,492
Information technology	2,159	-	46,094	100,806	3,769	122,408
Institute and volunteer expenses	-	-	-	299,567	54,798	-
Insurance	3,923	-	44,878	73,133	2,078	678
Interest	-	-	20,955	-	-	-
Occupancy	5,284	-	180,011	121,289	2,203	7,449
Office expenses	57,057	-	56,399	15,560	988	2,274
Premiums and recognition	67,620	-	-	-	-	279
Royalties	-	-	2,057	-	-	-
Salaries and benefits	1,018,505	11	1,663,409	1,399,110	103,373	271,502
Taxes	157	-	3,793	4,633	-	157
Travel	45,603	-	31,408	115,753	2,528	3,957
Total operating fund expenses	<u>7,242,209</u>	<u>1,248</u>	<u>2,398,572</u>	<u>2,387,199</u>	<u>193,705</u>	<u>1,180,553</u>
CAPITAL FUND						
Depreciation	<u>12,352</u>	<u>-</u>	<u>385,212</u>	<u>241,548</u>	<u>4,579</u>	<u>12,366</u>
Total expenses	<u>\$ 7,254,561</u>	<u>\$ 1,248</u>	<u>\$ 2,783,784</u>	<u>\$ 2,628,747</u>	<u>\$ 198,284</u>	<u>\$ 1,192,919</u>

(Continued)

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF FUNCTIONAL EXPENSES (CONTINUED)
Year Ended February 28, 2018

	Program Services		Supporting Services		Total Expenses
	Visitor and Community Engagement	Total Program	Philanthropic Fund Development	Admini- stration	
OPERATING FUND					
Advertising and promotion	\$ 7,979	\$ 359,786	\$ 274,140	\$ 29,927	\$ 663,853
Bank and merchant fees	(17)	161,994	35,362	5,422	202,778
Conferences, conventions, & meetings	441	101,556	34,342	49,806	185,704
Contracting	(202)	441,952	397,312	65,699	904,963
Educational product merchandising	2	48,729	16	11	48,756
Engagement and education	31,635	662,513	32,979	14,044	709,536
Grants	-	5,613,715	-	-	5,613,715
Human resources	1,492	96,956	20,883	31,324	149,163
Information technology	3,231	278,467	205,699	26,491	510,657
Institute and volunteer expenses	12,819	367,184	-	-	367,184
Insurance	883	125,573	6,737	12,450	144,760
Interest	-	20,955	-	-	20,955
Occupancy	9,643	325,879	84,602	113,529	524,010
Office expenses	27,925	160,203	63,665	16,371	240,239
Premiums and recognition	-	67,899	74,954	-	142,853
Royalties	-	2,057	-	-	2,057
Salaries and benefits	156,847	4,612,757	1,243,881	683,543	6,540,181
Taxes	157	8,897	1,417	3,149	13,463
Travel	3,747	202,996	53,372	25,569	281,937
Total operating fund expenses	<u>256,582</u>	<u>13,660,068</u>	<u>2,529,361</u>	<u>1,077,335</u>	<u>17,266,764</u>
CAPITAL FUND					
Depreciation	<u>12,354</u>	<u>668,411</u>	<u>101,464</u>	<u>114,286</u>	<u>884,161</u>
Total expenses	<u>\$ 268,936</u>	<u>\$ 14,328,479</u>	<u>\$ 2,630,825</u>	<u>\$ 1,191,621</u>	<u>\$ 18,150,925</u>

(Concluded)

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF CASH FLOWS
Year Ended February 28, 2019

	Operating Fund	Capital Fund	Endowment Fund	Total
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$ (4,185,967)	\$ 10,647	\$ 173,335	\$ (4,001,985)
Adjustments to reconcile change in net assets to net cash flows from operating activities:				
Depreciation	-	1,040,905	-	1,040,905
Net unrealized loss on investments	53,794	-	99,398	153,192
Present value adjustment of discount on pledges	(103,326)	-	-	(103,326)
Contributions with perpetual donor restrictions	-	-	(264,940)	(264,940)
Changes in operating assets and liabilities				
Accounts receivable	41,595	-	(1,911)	39,684
Pledges receivable	(443,091)	-	50,000	(393,091)
Inventory	8,719	-	-	8,719
Prepaid expenses	64,690	-	-	64,690
Accounts payable and accrued liabilities	(412,208)	-	-	(412,208)
Deferred revenue	3,568	-	-	3,568
Grants payable - USFS	(4,501)	-	-	(4,501)
Due to/from other funds	139,417	(111,933)	(27,484)	-
Net cash flows from operating activities	<u>(4,837,310)</u>	<u>939,619</u>	<u>28,398</u>	<u>(3,869,293)</u>
CASH FLOWS FROM INVESTING ACTIVITIES				
Payments for property and equipment	-	(939,119)	-	(939,119)
Proceeds from sale of investments	3,035,663	-	617,920	3,653,583
Payments for purchase of investments	<u>(1,643,215)</u>	<u>-</u>	<u>(910,758)</u>	<u>(2,553,973)</u>
Net cash flows from investing activities	<u>1,392,448</u>	<u>(939,119)</u>	<u>(292,838)</u>	<u>160,491</u>
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from external borrowing	3,673,873	-	-	3,673,873
Payments on external borrowing	(873,873)	-	-	(873,873)
Contributions with perpetual donor restrictions	<u>-</u>	<u>-</u>	<u>264,940</u>	<u>264,940</u>
Net cash flows from financing activities	<u>2,800,000</u>	<u>-</u>	<u>264,940</u>	<u>3,064,940</u>
Net change in cash and cash equivalents	(644,862)	500	500	(643,862)
Cash and cash equivalents, beginning of year	<u>686,865</u>	<u>500</u>	<u>500</u>	<u>687,865</u>
Cash and cash equivalents, end of year	<u>\$ 42,003</u>	<u>\$ 1,000</u>	<u>\$ 1,000</u>	<u>\$ 44,003</u>
SUPPLEMENTAL DISCLOSURES:				
Cash paid for interest expense	<u>\$ 129,587</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 129,587</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
STATEMENT OF CASH FLOWS
Year Ended February 28, 2018

	Operating Fund	Capital Fund	Endowment Fund	Total
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$ (1,992,795)	\$ -	\$ 378,747	\$ (1,614,048)
Adjustments to reconcile change in net assets to net cash flows from operating activities:				
Depreciation	-	884,161	-	884,161
Loss on disposal of property and equipment	-	107	-	107
Net unrealized gain on investments	(18,277)	-	(120,106)	(138,383)
Present value adjustment of discount on pledges	(32,396)	-	(1,405)	(33,801)
Contributions with perpetual donor restrictions	-	-	(222,529)	(222,529)
Changes in operating assets and liabilities				
Accounts receivable	(33,857)	-	(500)	(34,357)
Pledges receivable	(977,597)	-	75,000	(902,597)
Inventory	63,281	-	-	63,281
Prepaid expenses	19,266	-	-	19,266
Accounts payable and accrued liabilities	(42,316)	-	-	(42,316)
Deferred revenue	(5,751)	-	-	(5,751)
Grants payable - NPS	(77,915)	-	-	(77,915)
Grants payable - USFS	(2,383)	-	-	(2,383)
Due to/from other funds	80,293	98,322	(178,615)	-
Net cash flows from operating activities	<u>(3,020,447)</u>	<u>982,590</u>	<u>(69,408)</u>	<u>(2,107,265)</u>
CASH FLOWS FROM INVESTING ACTIVITIES				
Payments for property and equipment	-	(982,590)	-	(982,590)
Proceeds from sale of investments	2,410,191	-	-	2,410,191
Payments for purchase of investments	-	-	(153,121)	(153,121)
Net cash flows from investing activities	<u>2,410,191</u>	<u>(982,590)</u>	<u>(153,121)</u>	<u>1,274,480</u>
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds from external borrowing	1,750,000	-	-	1,750,000
Payments on external borrowing	(1,750,000)	-	-	(1,750,000)
Contributions with perpetual donor restrictions	-	-	222,529	222,529
Net cash flows from financing activities	<u>-</u>	<u>-</u>	<u>222,529</u>	<u>222,529</u>
Net change in cash and cash equivalents	(610,256)	-	-	(610,256)
Cash and cash equivalents, beginning of year	<u>1,297,121</u>	<u>500</u>	<u>500</u>	<u>1,298,121</u>
Cash and cash equivalents, end of year	<u>\$ 686,865</u>	<u>\$ 500</u>	<u>\$ 500</u>	<u>\$ 687,865</u>
SUPPLEMENTAL DISCLOSURES:				
Cash paid for interest expense	<u>\$ 20,955</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 20,955</u>

The Notes to Financial Statements are an integral part of these statements.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS
February 28, 2019 and 2018

NOTE 1. BASIS OF CONSOLIDATION, NATURE OF OPERATIONS, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Operation

Yellowstone Forever (the Organization) is an Internal Revenue Service recognized 501(c)(3) organization that serves as the official non-profit partner of Yellowstone National Park (the Park). As the official non-profit partner of the Park, the Organization's purpose is to provide cash and in-kind aid through philanthropic and educational initiatives. The Organization's mission is to partner with Yellowstone National Park to create opportunities for all people to experience, enhance, and preserve Yellowstone forever. The Organization accomplishes its philanthropic purpose by funding cash grants to the National Park Service and US Forest Service, and fundraising for the Organization's educational operations. The Organization's philanthropic initiatives focus on the following areas: Cultural Treasures, Greenest Park, Wildlife, Ranger Heritage, Visitor Experience, Tomorrow's Stewards, and general park support.

The Organization also accomplishes this purpose by providing in-kind aid through the operation of the Organization's Institute, the Organization's eleven Park Stores and one US Forest Service Store in and around the Park, operating a volunteer program, providing publications and online media for visitors and supporters, through the engagement of visitors and communities in and around the Park.

Merger

The Organization was formed during the 2017 fiscal year through the merger of the Yellowstone Park Foundation (the Foundation) and Yellowstone Association (the Association). The merger was effected to align the Association and the Foundation in their efforts to support Yellowstone National Park.

Previous to the merger, the Foundation was a nonprofit organization, which supported projects and programs that protect, preserve, and enhance Yellowstone through philanthropic fund raising and the Association was a nonprofit organization which supported Yellowstone through educational, historical, and scientific programs as well as the sale of educational materials in retail locations through Yellowstone and the surrounding area.

Financial Statement Presentation

The accompanying financial statements are presented in accordance with accounting principles generally accepted in the United States of America (GAAP), as codified by the Financial Accounting Standards Board. Under GAAP, the Organization reports information regarding its financial position and activities according to two classes: net assets without donor restrictions and net assets with donor restrictions. The net assets are reported as follows:

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 1. BASIS OF CONSOLIDATION, NATURE OF OPERATIONS, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Financial Statement Presentation (Continued)

- *Net assets without donor restrictions* – Net assets that are not subject to donor-imposed stipulations and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization’s management and the board of directors.
- *Net assets with donor restrictions* – Net assets subject to donor-imposed stipulations. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

Revenues are reported as increases in net assets without donor restrictions unless the use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation. Expirations of net assets with donor restrictions (i.e. the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between applicable classes of net assets in the period in which the restrictions are satisfied.

Reclassifications of Prior Year Financial Statement Presentation

Certain prior year accounts have been reclassified to conform to the current year financial statement presentation. Net assets and changes in net assets are unchanged due to these reclassifications. In addition, certain reclassifications have been made to the statement of functional expenses for the 2018 fiscal year to conform the various classifications of functional expenses to the 2019 fiscal year presentation. These reclassifications had no effect on the previously reported total expenses.

Accounting Estimates

The preparation of financial statements in conformity with 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 revenues and expenses during the reporting period. Accordingly, actual results may differ from those estimates. For the preparation of these financial statements, estimates were used in:

- The assessment of collectability of accounts and pledges receivable
- The present value discount of future payments on pledges receivable
- The estimated useful lives of capital assets
- The functional allocation of expenses amongst program and supporting services (see functional allocation of expenses for further information)

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 1. BASIS OF CONSOLIDATION, NATURE OF OPERATIONS, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid investments, such as money market funds, purchased with a maturity of three months or less to be cash equivalents. Endowment holdings consist of cash and mutual funds and are reported as investments instead of cash because the Organization holds those funds as an endowment.

Accounts Receivable

Accounts receivable are uncollateralized customer obligations due under normal trade terms generally requiring payment within 30 days from the invoice date. However, the Organization has a variety of credit relationships with its customers and different trade terms are common. Customer account balances with invoices dated over 30 days are considered delinquent. Accounts receivable are stated at face amounts with no allowance for doubtful accounts. Management considers all receivables to be fully collectible.

Investments and Endowment Holdings

Investment and endowment holdings are reported at fair value in the accompanying statements of financial position with the annual change in fair value due to realized and unrealized gains and losses recorded in the line item, "investment earnings, net," of the statements of changes in net assets. Investment fees for the year ended February 28, 2019 were \$3,927 and \$9,171 for the operating and endowment investments, respectively, and for the year ended February 28, 2018, were \$5,689 and \$8,214 for the operating and endowment investments, respectively. Investment fees are recorded net of investment earnings in the statements of changes in net assets.

Pledges Receivable

The Organization has elected to measure pledges receivable at fair value if the pledges are expected to be collected more than one year after the statement of financial position date. Pledges receivable that are expected to be collected within one year are recorded as current assets on the statements of financial position. Pledges receivable that are expected to be collected in future years are recorded as long-term assets on the statements of financial position. The fair value of the noncurrent pledges receivable is computed using the Internal Revenue Service Applicable Federal Rate Long-Term (AFR) at the time of the pledge. The AFR rate ranged from 2.88% to 3.31% for the year ended February 28, 2019 from February 28, 2018.

This measurement of fair value uses significant unobservable inputs (Level 3 inputs), including estimated timing of receipts and collectability. The accretion of the discount in subsequent years is reported as an additional contribution in the net asset class in which the original pledge was recorded. Payments are based on the underlying donor agreement. Uncollectible pledges are charged to bad debt once all attempts at collection have been exhausted. For the years ended February 28, 2019 and 2018 there were no significant pledge write-offs. Management considers all pledges as of February 28, 2019 to be collectible.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 1. BASIS OF CONSOLIDATION, NATURE OF OPERATIONS, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Inventory

Inventories are stated at the lower of cost or net realizable value using the first-in-first-out method of valuation. Inventories consist primarily of books, videos, maps, posters, and other educational products sold in retail outlets, by way of mail/internet sales, or to wholesale dealers. For the years ended February 28, 2019 and 2018, \$61,373 and \$94,519 was written off, respectively, due to shrinkage, damage, and declines in market values below cost or net realizable value due to obsolescence of the product. The write-offs are included in the cost of goods sold line item on the statements of changes in net assets.

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on a functional basis in the statements of activities. The statements of functional expenses present the natural classification categories of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited using an appropriate basis consistently applied. For specific functional areas, costs not specific to a functional area are allocated using the following parameters:

- Administration – allocated based upon estimated time administrative staff spends working with each function
- Finance – allocated based upon the average of revenues and expenses coming into each function
- Employee and Volunteer Engagement – allocated based upon number of employees per function
- Advertising and Promotion – allocated based upon the projects being undertaken by the marketing team for each function
- Occupancy – allocated based upon usage of square footage by each function
- Vehicles – allocated based upon usage of vehicles by each function
- Information Technology – allocated based upon the number of workstations used by each function
- Contact Center – allocated based upon a weighted average of revenues earned in each function
- Web – allocated based upon total revenues earned through the website for each function
- Philanthropy – allocated based upon a ratio of funds that are restricted for Park projects to total funds raised for each function

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 1. BASIS OF CONSOLIDATION, NATURE OF OPERATIONS, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Allocation of Expenses (Continued)

Joint costs have been incurred for fundraising expenses, specifically for the production and distribution of mass mailings. Such costs have been allocated to the NPS Grant Support program based upon a ratio of restricted funds raised for the Park to total funds raised. For the fiscal years 2019 and 2018, \$329,974 and \$388,066 of professional fundraising expenses were allocated to the NPS Grant Support program, respectively.

Property and Equipment

Property, buildings, furniture, fixtures, equipment, and improvements costing at least \$3,000 with an estimated useful life of over one year are capitalized. Purchased property and equipment are recorded at the asset's cost. Donations of property and equipment are recorded at the asset's estimated fair value at the time of the donation. Assets are depreciated on a straight-line basis over their estimated useful lives. Estimated useful lives are estimated as follows:

Land	Not depreciated
Land improvements	10 years
Buildings	30 years
Building improvements	20 years
Leasehold improvements	up to 20 years
Equipment	5 to 7 years
Vehicles	5 years
Technology equipment	3 years

Shipping and Handling Costs

The Organization classifies shipping and handling costs billed to customers as revenue and the related shipping costs are charged to cost of goods sold.

Marketing Costs

Marketing costs are expensed as incurred.

Support

Contributions received and unconditional promises to give are measured at their fair values and are reported as an increase in net assets. The Organization reports gifts of cash and other assets as restricted support if they are received with a donor stipulation that limit the use of the donated assets, or if they are designated as support for future periods. 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 changes in net assets as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same reporting period are reported as unrestricted support.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 1. BASIS OF CONSOLIDATION, NATURE OF OPERATIONS, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Support (Continued)

The Organization reports gifts of goods and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions, which 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 on how those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

The Organization only recognizes unconditional contributions received and promises to give. Conditional contributions and promises to give are not included as support until such time as the conditions are substantially met.

In-Kind Support

The Organization records various types of in-kind support including professional service fees and services, instructor fees, fixed assets, and inventory.

Contributed professional services are recognized if the services (a) create or enhance long-lived assets or (b) require specialized skills provided by individuals possessing those skills and would typically need to be purchased if not by donations. In accordance with GAAP, the Organization does not record volunteer time as in-kind support.

Income Taxes

The Organization is exempt from federal and state income taxes under Internal Revenue Code 501(c)(3) and has been ruled not to be a private organization. Additionally, the Organization is recognized as a public charity under Internal Revenue Code 509(a)(1) and 170(b)(1)(A)(vi), meaning it is an organization that receives a substantial part of its financial support in the form of contributions from publicly supported organizations, from a governmental unit, or from the general public.

Deferred Revenue

Revenue from course tuition and cabin rentals is reported as income in the period the revenue is earned. The deferred revenue account represents advance payments that will be recognized in the subsequent period as income when earned.

Compensated Absences

Permanent employees working at least fifteen hours per week accrue paid time off based on length of continuous service with the Organization. Employees may accumulate unused paid time off up to forty hours over the employee's annual accrual based upon service years.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 1. BASIS OF CONSOLIDATION, NATURE OF OPERATIONS, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Compensated Absences (Continued)

As of February 28, 2019 and 2018, accrued compensated absences amounted to \$183,413 and \$194,339, respectively. These amounts are included in the accompanying statements of financial position with accrued expenses.

New Accounting Pronouncement

For the year ended February 28, 2019, the Organization adopted Accounting Standards Update (ASU) 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. The Organization has adjusted the presentation in the financial statements accordingly. The Organization has elected not to restate fiscal year 2018 for the liquidity disclosures, which is allowed in the year of implementation. The standard has been applied retrospectively to all periods presented, which had no effect on the change in net assets or total assets previously reported.

Subsequent Events

Management has evaluated subsequent events through February 17, 2020, the date which the financial statements were available to be issued.

NOTE 2. INVESTMENTS

In accordance with GAAP, the Organization uses a fair value hierarchy that prioritizes the inputs for valuation techniques to measure fair value. The three levels in the hierarchy used to measure fair values are:

- Level 1: Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;
- Level 2: Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly;
- Level 3: Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 2. INVESTMENTS (CONTINUED)

The Organization’s policy for determining the timing of significant transfers between Levels 1, 2, and 3 is at the end of the reporting period. There have been no changes in the methodologies used at February 28, 2019 and 2018, and there were no transfers between levels.

Money market funds: Valued at fair value by discounting the related cash flows based on current yields of similar instruments considering the credit worthiness of the issuer.

Mutual funds: Valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-end mutual funds and are required to publish their daily net asset values (NAV) of shares and to transact at that price. The mutual funds held by the Organization are deemed to be actively traded.

U.S. government securities: Valued using pricing models maximizing the use of observable inputs for similar securities.

Corporate and foreign bonds: Valued using pricing models maximizing the use of observable inputs for similar securities. This includes basing value on yields currently available on comparable securities of issuers with similar credit ratings.

Present value of pledges receivable: Valued at year-end using the published AFR rate from the Internal Revenue Service to discount the expected future cash flows from pledges receivable due more than 12 months from the date of the statements of financial position.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

Designated and Endowment Investments

Designated and endowment investments include funds held for operating reserves and for the Endowment Fund established for the Organization. The following describes investments based on fair value hierarchy and risk:

<u>Description (Level 1 Inputs)</u>	<u>Amount</u>	<u>Endowment Fund</u>
2019:		
Money market funds*	\$ 72,558	\$ 72,558
Fixed income mutual funds	749,683	749,683
Equity mutual funds	<u>1,506,604</u>	<u>1,506,604</u>
Total level 1 inputs	<u>\$ 2,328,845</u>	<u>\$ 2,328,845</u>

* Money Market Funds in the Endowment Fund contain deposits-in-transit and accrued dividends receivable.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 2. INVESTMENTS (CONTINUED)

Designated and Endowment Investments (Continued)

The following describes investments based on fair value hierarchy and risk:

Description (Level 1 Inputs)	Amount	Operating Fund	Endowment Fund
2018:			
Money market funds*	\$ 209,386	\$ 60,494	\$ 148,892
US treasury obligations	196,217	196,217	-
US government agency bonds	37,493	37,493	-
Corporate and foreign bonds	172,783	172,783	-
Fixed income mutual funds	1,138,606	536,812	601,794
Equity mutual funds	<u>1,827,162</u>	<u>442,443</u>	<u>1,384,719</u>
Total level 1 inputs	<u>\$ 3,581,647</u>	<u>\$ 1,446,242</u>	<u>\$ 2,135,405</u>

* Money Market Funds in the Endowment Fund contain deposits-in-transit and accrued dividends receivable.

Investment earnings on designated and endowment investments consist of the following:

	Operating Fund	Endowment Fund	Amount
<u>2019:</u>			
Net realized and unrealized losses	\$ (44,118)	\$ (68,022)	\$ (112,140)
Interest and dividends	18,976	121,834	140,810
Investment management fees	<u>(3,927)</u>	<u>(9,171)</u>	<u>(13,097)</u>
Total investment earnings - net	<u>\$ (29,069)</u>	<u>\$ 44,641</u>	<u>\$ 15,573</u>
<u>2018:</u>			
Net realized and unrealized gains	\$ 16,644	\$ 131,356	\$ 148,000
Interest and dividends	74,097	77,763	151,860
Investment management fees	<u>(5,689)</u>	<u>(7,865)</u>	<u>(13,554)</u>
Total investment earnings - net	<u>\$ 85,052</u>	<u>\$ 201,254</u>	<u>\$ 286,306</u>

NOTE 3. CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash in bank accounts, as well as investments in highly liquid money market funds. The Organization deposits cash with several high quality financial institutions. These deposits are guaranteed by the Federal Deposit Insurance Company (FDIC) up to an insurance limit of \$250,000. At times, the Organization's cash and cash equivalents may exceed federally insured limits.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 3. CASH AND CASH EQUIVALENTS (CONTINUED)

Although the Organization bears risk on amounts in excess of those insured by the FDIC, it has not experienced and does not anticipate any losses due to the high quality of the institutions where the deposits are held. As of February 28, 2019 and 2018, the Organization's bank deposits exceeded the insured limits by \$231,685 and \$407,386, respectively.

Cash and cash equivalents for all operating accounts as of February 28, 2019 and 2018 consisted of the following:

	<u>Operating Fund</u>	<u>Capital Fund</u>	<u>Endowment Fund</u>	<u>Total</u>
<u>2019:</u>				
Cash in checking	\$ 24,542	\$ 1,000	\$ 1,000	\$ 26,542
Cash on hand	<u>17,461</u>	<u>-</u>	<u>-</u>	<u>17,461</u>
Total cash	<u>\$ 42,003</u>	<u>\$ 1,000</u>	<u>\$ 1,000</u>	<u>\$ 44,003</u>
<u>2018:</u>				
Cash in checking	\$ 664,563	\$ 500	\$ 500	\$ 665,563
Cash on hand	<u>22,302</u>	<u>-</u>	<u>-</u>	<u>22,302</u>
Total cash	<u>\$ 686,865</u>	<u>\$ 500</u>	<u>\$ 500</u>	<u>\$ 687,865</u>

NOTE 4. LIQUIDITY AND AVAILABILITY

The Organization receives significant contributions with donor restrictions to be used in accordance with the associated purpose restrictions. Financial assets available for general expenditure include only those without donor or other restrictions limiting their use within one year of the statement of financial position date.

In addition, the Organization receives support without donor restrictions and investment income without donor restrictions. The Organization also generates earnings from program activities, such as educational product sales and tuition revenues. These amounts are without restrictions and available to meet cash needs for general expenditures.

YELLOWSTONE FOREVER
 NOTES TO FINANCIAL STATEMENTS (CONTINUED)
 February 28, 2019 and 2018

NOTE 4. LIQUIDITY AND AVAILABILITY (CONTINUED)

Management has identified the following assets as of February 28, 2019 as available for general operations in 2020:

Financial assets at year end:	
Cash and cash equivalents	\$ 44,003
Accounts receivable	104,953
Pledges receivable, net of discount	4,354,835
Investments and endowment holdings	<u>2,328,845</u>
Total financial assets	<u>6,832,636</u>
Less amounts not available to use within one year:	
Investments held for long-term purposes	(2,328,845)
Pledges receivable to be collected after one year, net of discount	<u>(2,172,434)</u>
Total financial assets not available to be used within one year	<u>(4,501,279)</u>
Total financial assets available to meet general expenditures within one year	<u>\$ 2,331,357</u>

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

As described in Note 22, the Organization is working to reduce operating expenses based on its recovery plan, which was implemented in fiscal year 2020. The goal is to create efficiencies, reduce redundancies, and review vendor contracts for potential savings. Additionally, the Organization’s annual operating budget anticipates receiving funds throughout the year from the following sources in order to operate on a “break-even” basis: Educational product sales; educational programming; and philanthropic giving through direct mail and online solicitation, corporation, foundation and individual major gifts and fundraising events.

The Organization has two lines of credit amounting to \$6,500,000, with available funds of \$3,700,000 as of February 28, 2019, which it could draw upon in the event of an anticipated liquidity need. The Organization intends to hold investments and endowment funds for long-term growth. In fiscal year 2020, the Board approved a \$1,000,000 endowment loan to help pay obligations as they are due. The Organization has a spending policy in place for the endowment; however, there are no plans to withdraw additional monies from the endowment due to the loan.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 5. ACCOUNTS RECEIVABLE

Accounts receivable consist of the following as of February 28, 2019 and 2018:

	<u>Operating Fund</u>	<u>Endowment Fund</u>	<u>Total</u>
2019:			
Institute tuition and fees	\$ 58,002	\$ -	\$ 58,002
Retail sales	6,449	-	6,449
Donations receivable	125	-	125
Accrued dividends receivable	-	1,911	1,911
Miscellaneous	37,966	500	38,466
Total	<u>\$ 102,542</u>	<u>\$ 2,411</u>	<u>\$ 104,953</u>
2018:			
Institute tuition and fees	\$ 108,272	\$ -	\$ 108,272
Retail sales	3,504	-	3,504
Donations receivable	10,013	500	10,513
Accrued dividends receivable	3,448	-	3,448
Miscellaneous	18,900	-	18,900
Total	<u>\$ 144,137</u>	<u>\$ 500</u>	<u>\$ 144,637</u>

NOTE 6. PLEDGES RECEIVABLE

Pledges receivable, net of present value discounts, at February 28, 2019, are scheduled to be received as follows:

	<u>Operating Fund</u>	<u>Endowment Fund</u>	<u>Total</u>
2020	\$ 2,182,401	\$ -	\$ 2,182,401
2021	753,000	-	753,000
2022	710,000	-	710,000
2023	510,000	-	510,000
2024	390,000	-	390,000
Total gross pledges receivable	4,545,401	-	4,545,401
Unamortized discount	(190,566)	-	(190,566)
Pledges receivable, net	<u>\$ 4,354,835</u>	<u>\$ -</u>	<u>\$ 4,354,835</u>

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 6. PLEDGES RECEIVABLE (CONTINUED)

The following table represents a reconciliation of the beginning and ending balances on pledges receivable for the years ended February 28, 2019 and 2018:

	Operating Fund	Endowment Fund	Total
	<u> </u>	<u> </u>	<u> </u>
Pledges receivable, net, March 1, 2018	\$ 3,808,418	\$ 50,000	\$ 3,858,418
New unconditional pledges	2,319,500	-	2,319,500
Amounts received from pledges	(1,669,757)	(50,000)	(1,719,757)
Change in unamortized discount	<u>(103,326)</u>	<u>-</u>	<u>(103,326)</u>
Pledges receivable, net, February 28, 2019	4,354,835	-	4,354,835
Current portion	<u>2,182,401</u>	<u>-</u>	<u>2,182,401</u>
Long-term portion, net of discount	<u>\$ 2,172,434</u>	<u>\$ -</u>	<u>\$ 2,172,434</u>
Pledges receivable, net, March 1, 2017	\$ 2,798,426	\$ 123,595	\$ 2,922,021
New unconditional pledges	2,703,500	-	2,703,500
Amounts received from pledges	(1,717,588)	(75,000)	(1,792,588)
Write-off of uncollectible pledges	(8,316)	-	(8,316)
Change in unamortized discount	<u>32,396</u>	<u>1,405</u>	<u>33,801</u>
Pledges receivable, net, February 28, 2018	3,808,418	50,000	3,858,418
Current portion	<u>2,157,000</u>	<u>50,000</u>	<u>2,207,000</u>
Long-term portion, net of discount	<u>\$ 1,651,418</u>	<u>\$ -</u>	<u>\$ 1,651,418</u>

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 7. PROPERTY AND EQUIPMENT

Property and equipment consist of the following as of February 28, 2019 and 2018:

	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Value</u>
2019:			
Land	\$ 2,336,844	\$ -	\$ 2,336,844
Land improvements	171,439	(41,448)	129,991
Buildings and improvements	8,294,559	(2,809,951)	5,484,608
Leasehold improvements	1,716,268	(1,039,592)	676,676
Furniture, vehicles, and equipment	4,115,225	(2,352,209)	1,763,016
Projects in development	99,064	-	99,064
Total	<u>\$ 16,733,399</u>	<u>\$ (6,243,200)</u>	<u>\$ 10,490,199</u>
2018:			
Land	\$ 2,336,844	\$ -	\$ 2,336,844
Land improvements	168,084	(32,563)	135,521
Buildings and improvements	8,294,559	(2,481,581)	5,812,978
Leasehold improvements	1,664,315	(941,293)	723,022
Furniture, vehicles, and equipment	3,002,314	(1,746,859)	1,255,455
Projects in development	328,165	-	328,165
Total	<u>\$ 15,794,281</u>	<u>\$ (5,202,296)</u>	<u>\$ 10,591,985</u>

Depreciation expense amounted to \$1,040,905 and \$884,161 for the years ended February 28, 2019 and 2018, respectively.

NOTE 8. OPERATING LEASES

The Organization leased 3,985 square feet of office space from an unrelated third-party effective February 1, 2018. The lease requires monthly payments of \$5,297 per month during the term of the lease of 24 months. There is the option to extend the lease on a month-to-month basis thereafter.

In February 2018, the Organization entered into an operating lease to rent 455 square feet of office space from an unrelated third-party effective March 1, 2018 for a period of twelve months with the option to extend the lease to a monthly basis thereafter. The lease requires monthly payments of \$1,750. This lease was extended on a month-to-month basis with monthly payments of \$1,750. This lease was terminated in July 2019.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 8. OPERATING LEASES (CONTINUED)

The Organization entered into a lease effective February 1, 2018 to rent a retail store facility at the Bozeman Yellowstone International Airport totaling 767 square feet for a period of 60 months. Monthly rent payments are based on the greater of the Minimum Annual Guarantee of \$17,000, or 10% of the annual gross sales derived from the retail store. Prior to February 1, 2018, this retail store facility was donated to the Organization.

Additionally, the Organization has entered into various, insignificant leases for storage units and a postage meter. Rent expense also includes small expenditures with no lease agreements for one-time rentals of equipment and month-to-month housing rentals for employees.

Rent expense for the years ended February 28, 2019 and 2018 totaled \$121,179 and \$96,213, respectively.

As of February 28, 2019, the future minimum annual lease payments under the terms of all non-cancelable lease agreements with initial lease terms greater than one year were as follows:

For the year ending February 28,	
2020	\$ 84,124
2021	18,860
2022	18,860
2023	<u>16,281</u>
	<u>\$ 138,125</u>

NOTE 9. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities consist of the following as of February 28, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Commercial accounts payable	\$ 286,188	\$ 723,076
Accrued payroll	178,071	176,436
Accrued vacation liability	183,413	194,339
Accrued sales and use taxes	53,246	19,812
Miscellaneous	<u>3,564</u>	<u>3,027</u>
Total	<u>\$ 704,482</u>	<u>\$ 1,116,690</u>

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 10. DEFERRED REVENUE

Deferred revenue consists of the following as of February 28, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Deferred tuition and cabin fees	\$ 387,370	\$ 381,627
Deferred society event revenues	<u>15,000</u>	<u>17,175</u>
Total	<u>\$ 402,370</u>	<u>\$ 398,802</u>

NOTE 11. LINES OF CREDIT

The Organization has established lines of credit with the following terms and balances as of February 28, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Line of credit up to \$2,500,000 with First Interstate Bank, maturing April 15, 2019 at the Prime Rate of interest plus 0.50% per annum. All inventory, chattel paper, accounts, equipment, and general intangibles are held as collateral.	\$ 2,000,000	\$ -
Line of credit up to \$4,000,000 with Glacier Bank, maturing December 19, 2019 at the Prime Rate of interest plus 0.25% per annum. The line of credit is secured by all inventory, chattel paper, accounts, equipment, general intangibles, and the property at 308, 310, and 318 Park St. and 115 3rd St., Gardiner, MT 59030.	<u>800,000</u>	<u>-</u>
	<u>\$ 2,800,000</u>	<u>\$ -</u>

NOTE 12. ENDOWMENT

The State of Montana adopted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary.

Accordingly, the Organization classifies as net assets with donor restrictions the original value of gifts donated to the permanent endowment and accumulated earnings associated with a specific gift, if required by donors. Although accumulated endowment earnings have not been restricted by the donor, the Organization's board has designated the earnings for the Endowment Fund until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by Montana law and the provisions of the Endowment policy.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 12. ENDOWMENT (CONTINUED)

The Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- Preservation of the funds
- Purposes of the Organization and the donor-restricted endowment fund
- General economic conditions and the possible effect of inflation, deflation or other economic trends and expected total return from income and appreciation of investments
- Other resources available to the Organization
- Investment policies adopted by the Organization

Endowment net asset composition by type of fund as of February 28, 2019 and 2018 is as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
<u>2019</u>			
Board designated endowment fund	\$ 4,495	\$ -	\$ 4,495
Donor-restricted endowment fund	-	2,534,475	2,534,475
	<u>\$ 4,495</u>	<u>\$ 2,534,475</u>	<u>\$ 2,538,970</u>
<u>2018</u>			
Board designated endowment fund	\$ 4,695	\$ -	\$ 4,695
Donor-restricted endowment fund	-	2,360,940	2,360,940
	<u>\$ 4,695</u>	<u>\$ 2,360,940</u>	<u>\$ 2,365,635</u>

The following is a reconciliation of endowment net assets to endowment holdings reported on the statement of financial position as of February 28, 2019 and 2018:

	2019	2018
Endowment net assets, end of year	\$ 2,538,970	\$ 2,365,635
Cash and cash equivalents	(1,000)	(500)
Accounts receivable	(2,411)	(500)
Pledges receivable	-	(50,000)
Due from other funds	(206,664)	(179,230)
Due to other funds	(50)	-
Endowment holdings	<u>\$ 2,328,845</u>	<u>\$ 2,135,405</u>

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 12. ENDOWMENT (CONTINUED)

The following describes the changes in endowment net assets for the years ended February 28, 2019 and 2018:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
March 1, 2018	\$ 4,695	\$ 2,360,940	\$ 2,365,635
Contributions	-	264,940	264,940
Investment earnings, net	-	44,641	44,641
Net assets released from restriction	136,046	(136,046)	-
Programmatic spending	<u>(136,246)</u>	<u>-</u>	<u>(136,246)</u>
February 28, 2019	<u>\$ 4,495</u>	<u>\$ 2,534,475</u>	<u>\$ 2,538,970</u>
March 1, 2017	\$ 4,695	\$ 1,982,193	\$ 1,986,888
Contributions	-	222,529	222,529
Investment earnings, net	-	201,254	201,254
Present value adjustment on pledges	-	1,405	1,405
Net assets released from restriction	46,441	(46,441)	-
Programmatic spending	<u>(46,441)</u>	<u>-</u>	<u>(46,441)</u>
February 28, 2018	<u>\$ 4,695</u>	<u>\$ 2,360,940</u>	<u>\$ 2,365,635</u>

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain purchasing power of the endowment assets. The general investment objective is to provide a reasonable current rate of return.

To satisfy its long-term rate of return objectives, the Organization relies on a total return strategy in which investment returns are achieved through current yield. Endowment assets are invested under the guidance of the following asset allocation:

<u>Asset Class</u>	<u>Allocation</u>	<u>Range</u>
Cash equivalents	1%	0-10%
Total fixed income	34%	24-44%
Total equity	<u>65%</u>	<u>55-74%</u>
Total	<u>100%</u>	<u>100%</u>

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 13. NET ASSETS WITH DONOR RESTRICTIONS

For the year ended February 28, 2019, the activity in net assets with donor restrictions was as follows:

	<u>March 1, 2018</u>	<u>Revenues with Donor Restrictions</u>	<u>Releases from Restriction</u>	<u>February 28, 2019</u>
Operating Fund:				
US Forest Service	\$ 2,078	\$ 2,616	\$ (2,077)	\$ 2,617
General Park Support	273,687	135,392	(122,032)	287,047
Cultural Treasures	43,237	3,731	(39,454)	7,514
Greenest Park	47,186	110,150	(15,834)	141,502
Ranger Heritage	193,979	941,499	(864,919)	270,559
Tomorrow's Steward's	335,951	127,192	(303,699)	159,444
Visitor Experience	67,469	192,450	(94,002)	165,917
Wildlife	1,401,069	680,453	(1,002,253)	1,079,269
Yellowstone Forever campaign projects	<u>256,497</u>	<u>2,118,025</u>	<u>(839,186)</u>	<u>1,535,336</u>
	<u>2,621,153</u>	<u>4,311,508</u>	<u>(3,283,456)</u>	<u>3,649,205</u>
Endowment Fund:				
Yellowstone Forever				
Education Endowment	1,650,659	183,757	(116,428)	1,717,988
Landis Endowment Fund	28,594	1,058	(76)	29,576
Educator Workshop Endowment	475,449	13,810	(15,997)	473,262
Yellowstone Gateway				
Community MYA Endowment	206,238	1,191	(3,545)	203,884
Courtis Endowment	-	10,000	-	10,000
Krejsa Endowment	<u>-</u>	<u>99,765</u>	<u>-</u>	<u>99,765</u>
	<u>2,360,940</u>	<u>309,581</u>	<u>(136,046)</u>	<u>2,534,475</u>
Total	<u>\$ 4,982,093</u>	<u>\$ 4,621,089</u>	<u>\$ (3,419,502)</u>	<u>\$ 6,183,680</u>

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 13. NET ASSETS WITH DONOR RESTRICTIONS (CONTINUED)

For the year ended February 28, 2018, the activity in net assets with donor restrictions was as follows:

	<u>March 1, 2017</u>	<u>Revenues with Donor Restrictions</u>	<u>Releases from Restriction</u>	<u>Transfers</u>	<u>February 28, 2018</u>
Operating Fund:					
US Forest Service	\$ -	\$ 2,078	\$ -	\$ -	\$ 2,078
General Park support	28,220	270,467	(25,000)	-	273,687
Cultural Treasures	171,125	9,244	(216,620)	79,488	43,237
Greenest Park	111,676	64,862	(159,839)	30,487	47,186
Ranger Heritage	248,218	790,278	(1,038,491)	193,974	193,979
Tomorrow's Steward's	526,296	226,027	(508,242)	91,870	335,951
Visitor Experience	240,668	103,398	(430,773)	154,176	67,469
Wildlife	1,818,247	1,993,300	(2,467,575)	57,097	1,401,069
Yellowstone Forever campaign projects	<u>1,207,982</u>	<u>709,620</u>	<u>(1,054,013)</u>	<u>(607,092)</u>	<u>256,497</u>
	<u>4,352,432</u>	<u>4,169,274</u>	<u>(5,900,553)</u>	<u>-</u>	<u>2,621,153</u>
Endowment Fund:					
Yellowstone Forever					
Education Endowment	1,314,193	366,082	(29,616)	-	1,650,659
Landis Endowment Fund	25,523	3,191	(120)	-	28,594
Educator Workshop Endowment	441,607	50,385	(16,543)	-	475,449
Yellowstone Gateway					
Community MYA Endowment	<u>200,870</u>	<u>5,530</u>	<u>(162)</u>	<u>-</u>	<u>206,238</u>
	<u>1,982,193</u>	<u>425,188</u>	<u>(46,441)</u>	<u>-</u>	<u>2,360,940</u>
Total	<u><u>\$ 6,334,625</u></u>	<u><u>\$ 4,594,462</u></u>	<u><u>\$ (5,946,994)</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 4,982,093</u></u>

NOTE 14. COMMITMENTS, CONTINGENCIES AND DESIGNATED NET ASSETS

From time to time, the Organization is involved in legal proceedings that arise in the ordinary course of its business. Although there can be no assurance as to the ultimate disposition of these matters, it is the opinion of management, based upon the information available at the date of this report, that the current expected outcome of these matters, individually or in the aggregate, will not have a material effect on its business, financial condition, results of operations or cash flows.

For the year ending February 28, 2020, the annual amounts to be made available to the National Park Service for the support of initiatives will be \$3,653,591.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 15. TRANSFERS BETWEEN FUNDS

For the years ended February 28, 2019 and 2018, transfers between funds were as follows:

	<u>Operating Fund</u>	<u>Capital Fund</u>	<u>Endowment Fund</u>	<u>Total</u>
<u>2019:</u>				
Depreciation funding	\$ (1,040,445)	\$ 1,040,445	\$ -	\$ -
Endowment programmatic spending	<u>136,246</u>	<u>-</u>	<u>(136,246)</u>	<u>-</u>
Total cash	<u>\$ (904,199)</u>	<u>\$ 1,040,445</u>	<u>\$ (136,246)</u>	<u>\$ -</u>
 <u>2018:</u>				
Depreciation funding	\$ (802,481)	\$ 802,481	\$ -	\$ -
Endowment programmatic spending	<u>46,441</u>	<u>-</u>	<u>(46,441)</u>	<u>-</u>
Total cash	<u>\$ (756,040)</u>	<u>\$ 802,481</u>	<u>\$ (46,441)</u>	<u>\$ -</u>

NOTE 16. PENSION PLAN

The Association implemented a 401(k) defined contribution pension plan, effective January 1, 2002 for all employees working 1,000 hours or more in a 12-month period from their hire date anniversary. The Association contributed 6% of an eligible employee's gross pay to the plan each month. In addition, employees may contribute tax-deferred amounts to the plan, for which the Association contributed a match of 50% with an annual limit of 2% of an employee's annual gross wages. Effective October 2, 2016, the Organization adopted this plan. Effective January 1, 2018, the Organization changed its annual contribution to 3% of an eligible employee's annual gross wages.

Employer contributions, included in the accompanying financial statements for the years ended February 28, 2019 and 2018 were \$225,114 and \$346,790, respectively.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 17. EMPLOYEE MEDICAL BENEFIT PLANS

On November 1, 2016, in the course of the merger between the Foundation and the Association, the Organization adopted an employer-sponsored Health Insurance Program and an optional employee funded Flexible Spending Account (FSA). Through the Health Insurance Program, full-time employees (defined as employees who work 30 hours per week year-round) are eligible to enroll. The Organization pays 100% of healthcare insurance premiums for eligible employees and 50% of healthcare premiums for employee dependents. The Organization's contribution is limited to the cost for high-deductible health insurance plans. Employees pay the difference between the cost for the high-deductible and traditional health insurance plans. The Organization also pays 100% of dental, vision, short-term disability, accidental death and dismemberment, and life insurance plans for each eligible employee and their dependents.

Total employee contributions and employer costs for the years ended February 28, 2019 and 2018 were:

	<u>2019</u>	<u>2018</u>
Employee contributions	\$ (123,401)	\$ (68,172)
Healthcare premiums	606,966	539,525
Dental, vision and other insurance premiums	86,922	110,950
FSA administration	<u>810</u>	<u>641</u>
Total	<u>\$ 571,297</u>	<u>\$ 582,944</u>

NOTE 18. DONATED FACILITIES

The Organization's Park stores, the Haynes Photo Shop, and the Lamar Buffalo Ranch are facilities owned by the United States Federal Government. The Gallatin Airport Authority owns the facilities used by the Organization at the Bozeman Yellowstone International Airport, for which the rental use of this facility was provided in-kind during the 2018 fiscal year. The value of the donated facilities is not reflected in the accompanying financial statements because there is no objective basis available by which to measure their value. Improvements made by the Organization to these facilities are recorded as leasehold improvements and are depreciated over their estimated useful life.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 19. DONATED SERVICES AND MATERIALS

The Organization benefitted from the following donated services and materials for the years ended February 28, 2019 and 2018:

	Operating Fund	Capital Fund	Endowment Fund	Total
2019:				
Retail products	\$ 7,814	\$ -	\$ -	\$ 7,814
Institute programmatic gifts	6,782	6,789	-	13,570
Marketing and promotion	3,863	2,398	-	6,261
Google Web Optimization services	427,093	-	-	427,093
Donated equipment granted to the National Park Service	157,137	-	-	157,137
Administrative support	37,098	1,920	-	39,018
Event support	2,957	-	-	2,957
Total	<u>\$ 642,744</u>	<u>\$ 11,107</u>	<u>\$ -</u>	<u>\$ 653,850</u>
2018:				
Retail products	\$ 11,572	\$ -	\$ -	\$ 11,572
Institute Programmatic gifts	6,876	57,765	-	64,641
Marketing and promotion	67,027	19,777	-	86,804
Google Web Optimization services	431,364	-	-	431,364
Donated equipment granted to the National Park Service	171,610	-	-	171,610
Legal support	25,000	-	-	25,000
Administrative support	10,326	-	-	10,326
Event support	31,456	-	-	31,456
Total	<u>\$ 755,231</u>	<u>\$ 77,542</u>	<u>\$ -</u>	<u>\$ 832,773</u>

NOTE 20. RELATED PARTIES

Board members made contributions and/or purchased goods and services totaling \$991,558 and \$976,159 for the years ended February 28, 2019 and 2018, respectively, which are included within contributions and gifts with and without donor restrictions. Pledges receivable from board members were \$1,781,545 and \$1,947,802 at February 28, 2019 and 2018, respectively, and are include in pledges receivable on the statements of net assets.

YELLOWSTONE FOREVER
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
February 28, 2019 and 2018

NOTE 21. CONCENTRATIONS

The Organization has a concentration of risk related to pledges receivable. As of the year ended February 28, 2019, 44% of the Organization's pledges receivable balance was from two donors. There were no concentrations of risk related to pledges receivable for the year ended February 28, 2018.

NOTE 22. GOING CONCERN

The financial statements have been prepared assuming the Organization will continue operations in the foreseeable future; however, management has identified certain conditions and events that create uncertainty about the ability of the Organization to continue as a going concern. For the years ended February 28, 2019 and 2018, the Organization has sustained losses of \$4,001,985 and \$1,614,048, respectively.

Management has evaluated the significance of the losses as they relate to the ability of the Organization to meet its obligations. Management's plans in response to the substantial doubt about the Organization to continue as a going concern are outlined in Management's Recovery Plan for the fiscal years ending 2020 through 2024. The Organization anticipates growth in retail and institute revenues each year. Additionally, the Organization plans on reducing annual operating expenses by 25%, or approximately \$3 million, by reviewing staffing expenses and operating costs, such as analyzing the cost of office space and discretionary spending and bidding contracts for potential savings. The Organization's ability to meet its obligations as they come due is dependent upon the outcome of management's plans, as described above.

NOTE 23. SUBSEQUENT EVENTS

On June 7, 2019, the Board of Directors approved a \$1,000,000 loan from the Endowment Fund. The loan proceeds are to be used to pay the principal balance of the line of credit held by First Security Bank. This loan is to be paid in ten years with the option to pay interest-only for the first five years. Interest will be calculated at the market rate based on the Glacier Bank line of credit at prime plus 0.05%. For clarity, the Board is not permitting a draw on funds outside of those that are Board designated.

MANAGEMENT'S DISCUSSION AND ANALYSIS

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS
For the years ended February 28, 2019 and 2018

INTRODUCTION

This section of the Yellowstone Forever financial statements presents the management's discussion and analysis (MD&A) of the Organization's financial performance during the fiscal years (FY) ended February 28, 2019 and 2018. Readers of the MD&A are encouraged to consider the information presented in this section in conjunction with the entirety of the financial report.

SUPPORT TO THE NATIONAL PARK SERVICE

The primary function of the Organization is to provide support to the National Park Service (NPS) in support of park priorities, as laid out by the Superintendent of Yellowstone National Park (the Park). The Organization provides two kinds of support: cash and in-kind. Cash aid refers to cash and other support such as donated assets disbursed by the Organization directly to the NPS or to a vendor on behalf of the NPS. In-kind aid refers to expenses incurred by the Organization in carrying out mission-directed park priorities on behalf of the park.

For the year ended February 28, 2019 and 2018, total proceeds from Park passes and cash granted to the NPS was \$5,574,610 for 52 projects and \$5,612,478 for 45 projects, respectively. Those funds were derived from two sources: proceeds from park pass sales and cash grants from the Organization to the NPS.

PROCEEDS FROM PARK PASS SALES

The Organization sells park passes on behalf of the NPS for the purpose of generating more cash support for the Park and to help with line congestion at the entrance stations. Since the inception of this program, the Organization has witnessed a significant increase in traffic at the Bozeman Yellowstone International Airport and Gardiner stores. The NPS has seen a significant decrease in wait times at the north entrance due to the number of passes being purchased by visitors prior to entering the Park.

For the years ended February 28, 2019 and 2018, total cash proceeds from park pass sales totaled \$196,821 and \$239,787, respectively. The breakdown of park pass sales are as follows:

	2019	2018
Entrance pass sales	\$ 68,805	\$ 98,805
Inter-agency pass sales	<u>128,016</u>	<u>140,982</u>
Total park pass proceeds	<u>\$ 196,821</u>	<u>\$ 239,787</u>

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

NPS Support Grants

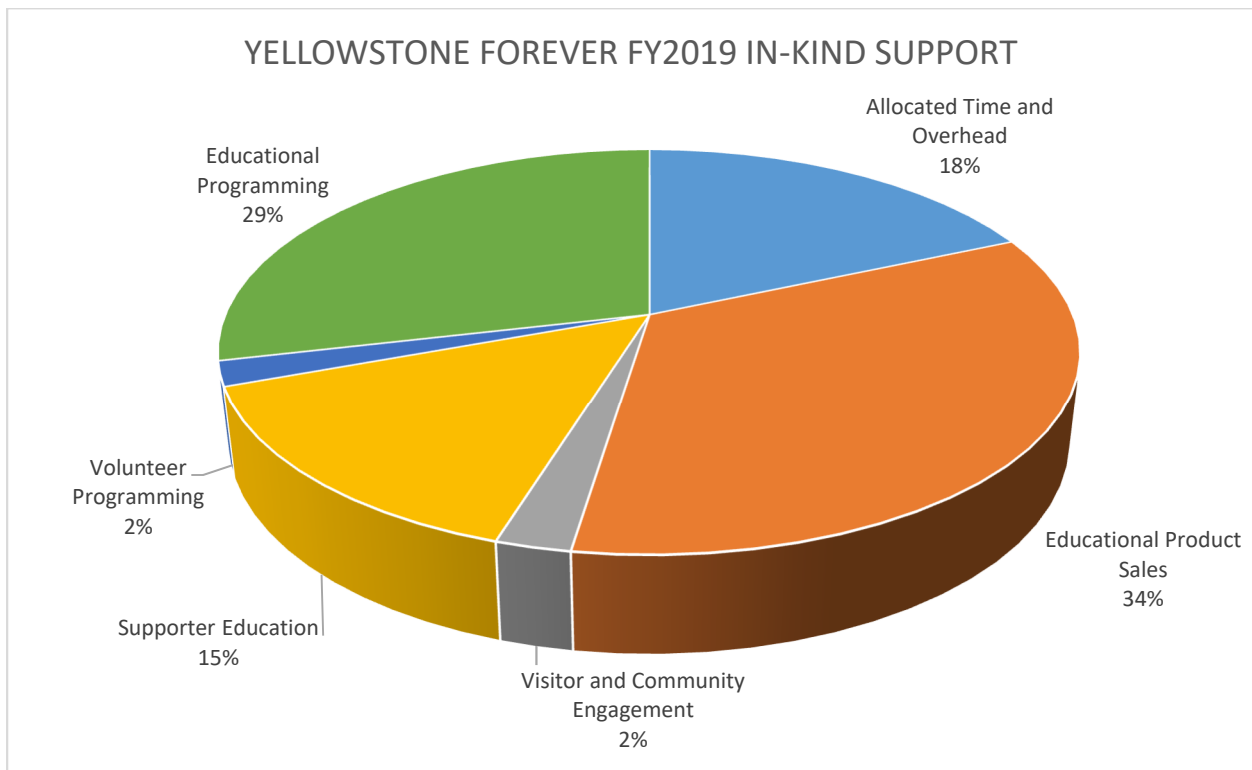
The following itemizes all cash grants made to Yellowstone National Park for the fiscal years ended February 28, 2019 and 2018:

	2019	2018
Project or program:		
Native Fish Restoration	\$ 1,020,680	\$ 1,072,250
Wolf Research and Interpretation	443,039	530,271
Trails Restoration	440,222	413,354
Visitor and Wildlife Safety Programs	302,540	209,657
Trailhead Information Displays	275,593	6,999
Wildlife Health Research Projects	205,970	189,049
Lamar Buffalo Ranch Maintenance	190,469	-
Canyon Overlook Trails Restoration	186,725	67,627
Grizzly/Black Bear Research	156,111	37,681
Exhibit Maintenance	142,529	-
Norris Geyser Basin Museum/Canyon Amphitheater	124,038	-
Heritage Research Center Operations	118,170	129,343
Michelin Tires	115,409	57,256
Bear Box Safety Program	111,091	140,962
Youth Conservation Corps	106,845	153,701
ARCH Volunteer Program	105,530	225,999
Biennial Science Conference	97,747	-
Tomorrow's Stewards	94,345	-
Through a Changing Lens: A Study in Climate	85,772	221,486
Mammoth Campground	82,221	-
Resource Education with Evolving Tech	81,649	106,094
Expedition: Yellowstone	77,290	50,000
Chronic Wasting Disease	64,609	-
Raptor Initiative/Golden Eagle Research	60,837	63,122
Cougar Research	57,909	60,619
Ranger Training & Equipment	56,914	68,210
Greenest Park Sustainability Projects	50,897	63,243
Understanding and Improving Culture	50,000	-
Old Faithful Geyser View Deck Replacement	50,000	-
Home on the Range	47,077	-
Innovations in Mobility Study (Michelin)	45,000	39,670
Yellowstone Live - Enhanced Function	40,000	-
Visitor Publications	39,995	90,192
Yellowstone Science	36,952	60,000
Ranger Stock	34,000	34,000
Interactive Mobile Learning for Families	32,100	-
Wildlife Resource Fund	29,911	-
Cultural Treasures	29,788	-
Cabin Restoration	22,509	-
CANON Equipment	19,669	15,579
Dynamic Landscapes	15,703	-
Native American Programs	10,000	22,320
Roosevelt Arch Restoration/Gardiner Confluence Park Pavillion	5,430	228,917
Winter Wilderness Protection Fund	3,818	-
Distance Learning for Youth	3,375	2,000
Geologic Resource Fund	3,092	-
Songbird Monitoring Station	1,969	-
Trumpeter Swans	1,542	-
Yellowstone Youth Campus	708	508,715
Cardiac Event Preparedness	-	306,375
Slough Creek Fish Barrier	-	150,000
Restoring the Natural Lightscape	-	31,950
Ungulate Grazing Tracking	-	16,050
Total cash grants	<u>\$ 5,377,789</u>	<u>\$ 5,372,691</u>

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

IN-KIND SUPPORT

In-kind support represents non-cash contributions of support for the Park through organizational activities carrying out park priorities. In-kind support is broken out into six different functions.



EDUCATIONAL PRODUCT SALES

The Organization operates 11 park stores in and around the Park that are focused on selling educational products to visitors and supporters to support Yellowstone National Park. The Organization also operates one forest store for the United States Forest Service. Retail sales are confined to educational products as dictated by a “Scope of Sales” agreement negotiated with the NPS. The park stores are not commercial retail outlets, but rather mission-delivery contact points where visitors can purchase educational publications and products to enhance the understanding and enjoyment of Yellowstone. Park and forest store associates spend a large percentage of their time providing information about Yellowstone, and many of the products sold in the Park and forest stores are selected more for their educational and engagement value than for their profit potential. For the year ended February 28, 2019, the cost of operating the 12 stores (not including cost of goods sold) was \$3,301,945. Those stores generated \$2,730,222 in net sales revenues and \$782,728 in supporter contributions.

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

EDUCATIONAL PRODUCT SALES (CONTINUED)

Gross revenue and engagement statistics for the 11 park stores and one forest store for the years ended February 28, 2019 and 2018 are as follows:

	2019	In Store	2018	In Store
	Gross Sales	Supporter	Gross Sales	Supporter
	Revenue*	Gifts	Revenue*	Gifts
Website and Wholesale Retail	\$ 230,544	\$ -	\$ 191,627	\$ -
Gardiner	431,949	113,441	420,419	80,195
Mammoth	608,179	126,395	657,384	57,545
Old Faithful	1,634,283	205,107	1,675,835	198,535
Canyon	750,146	139,848	792,426	158,945
Fishing Bridge	195,995	13,505	332,606	30,455
West Thumb	162,093	30,665	120,501	20,030
Grant	259,753	56,474	264,643	49,475
Norris	225,415	43,750	211,403	37,220
Madison	60,898	16,520	86,924	14,585
Art and Photography Center	63,445	12,380	178,735	13,415
Airport	<u>192,380</u>	<u>13,084</u>	<u>68,276</u>	<u>21,210</u>
 Total park stores	 4,815,080	 771,169	 5,000,779	 681,610
 Quake Lake	 <u>95,319</u>	 <u>11,559</u>	 <u>96,537</u>	 <u>8,420</u>
 Total park and forest stores	 <u>\$ 4,910,399</u>	 <u>\$ 782,728</u>	 <u>\$ 5,097,316</u>	 <u>\$ 690,030</u>

*Gross sales figures do not include discounts or other sales related revenues as shown on the Statements of Activities.

EDUCATIONAL PROGRAMMING

Serving in our role as the official education partner of Yellowstone National Park, the Organization operates the Yellowstone Forever Institute which provides visitors with in-depth educational programs including field seminars, youth, college and teacher programs, private tours, and Lodging and Learning packages offered in cooperation with the Park's hotel concession company. Many of these programs are based at the Keneda Overlook Field Campus in Gardiner, which is available year-round, and the Park's Lamar Buffalo Ranch in the Lamar Valley, which is used by the Organization during the summer and winter months. These locations offer Yellowstone Forever Institute participants an unparalleled opportunity to experience Yellowstone. To make these opportunities available, the Organization has invested over \$2.35 million in facilities at the Keneda Overlook Field Campus and over \$1.87 million in capital improvements at the Lamar Buffalo Ranch.

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

EDUCATIONAL PROGRAMMING (CONTINUED)

For FY2019, the cost of operating the Yellowstone Forever Institute was \$2,784,156. These costs were funded through educational tuition, fees, donations, and endowment proceeds of \$2,178,063. Operating resources of \$606,093 were allocated through the budget process to educational programming. Additionally, the Yellowstone Forever Institute provided staff free program participation totaling \$35,936 as part of the Organization's total rewards benefit package for employees and \$16,973 in supporter discounts.

The Yellowstone Forever Institute had a record year with 7,897 participants, over 16,160 participant days and 140,062 contact hours. The summary of participation by course area is as follows:

2019					
Program Area	Revenue	Participants	Contact Hours	Participant Days	
Field seminars	\$ 507,123	860	28,005	2,801	
Lodging & learning	703,728	1,557	56,734	6,701	
Private tours	209,525	941	9,848	1,231	
Youth, college, and teachers	495,786	850	22,887	2,886	
Group tours	168,921	1,597	19,692	2,256	
Art & photography Center		1,904	1,904	190	
Biennial Science Conference	80,516	-	-	-	
Yellowstone Day Adventures	9,184	124	711	70	
Sage Lodge	3,280	64	281	33	
	<u>2,178,063</u>	<u>7,897</u>	<u>140,062</u>	<u>16,168</u>	
Total	<u>\$ 2,178,063</u>	<u>7,897</u>	<u>140,062</u>	<u>16,168</u>	

2018					
Program Area	Revenue	Participants	Contact Hours	Participant Days	
Field seminars	\$ 505,689	946	30,825	3,083	
Lodging & learning	774,143	1,789	61,512	7,416	
Private tours	186,080	965	9,376	1,172	
Youth, college, and teachers	438,680	663	23,015	2,616	
Group tours	115,780	1,119	13,191	1,478	
Art & photography center programs	-	648	648	65	
	<u>2,020,372</u>	<u>6,130</u>	<u>138,567</u>	<u>15,830</u>	
Total	<u>\$ 2,020,372</u>	<u>6,130</u>	<u>138,567</u>	<u>15,830</u>	

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

VOLUNTEER PROGRAMMING

It would be difficult for the Organization to execute its mission without the assistance of a strong volunteer corps. Volunteers provide support at the Lamar Buffalo Ranch, the Kendeda Overlook Campus, and Information Desks at park stores, and serve as Park hosts at Park hotels in cooperation with the Park's hotel concession company. For the years ended February 28, 2019 and 2018, the cost of operating the volunteer program was \$192,661 and \$198,284, respectively. The following is a summary of the volunteer impact on the Organization.

2019	Hours	Days	Number of Volunteers
Visitor and supporter engagement	11,744	1,468	36
Yellowstone forever institute volunteers	11,651	1,457	38
Yellowstone forever operational support	1,736	217	33
Employee and volunteer engagement	864	108	1
Total	<u>25,995</u>	<u>3,250</u>	<u>108</u>
2018	Hours	Days	Number of Volunteers
Visitor and supporter engagement	9,599	1,741	26
Yellowstone forever institute volunteers	10,004	1,795	37
Yellowstone forever operational support	1,610	218	39
Employee and volunteer engagement	1,046	183	1
Total	<u>22,259</u>	<u>3,937</u>	<u>103</u>

SUPPORTER EDUCATION

The Organization provides supporters with a variety of educational publications, programs and benefits to strengthen their connection to the Park and the Organization's mission. Publications include the *Yellowstone Quarterly* for all supporters, the *Insider* for supporters of the Yellowstone Society, and the Organization Institute Catalogs. Programs include multi-day events for supporters of the Yellowstone Society. There were 1,134 participants, 510 participant days and 4,820 contact hours. The total cost of supporter education and stewardship activities in FY2019 and FY2018 was \$1,416,593 and \$1,192,919, respectively.

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

VISITOR AND COMMUNITY ENGAGEMENT

The Organization has launched an effort to engage visitors and gateway communities to make the Yellowstone Forever brand known in the greater Yellowstone area. This engagement includes initiatives such as donating books to create the Yellowstone shelf in the Montana room of the Bozeman Public Library, providing scholarships to students in gateway communities, and reaching out to school children in gateway communities with educational programming. Within the Park, the Organization operates the Artist and Photography Center at the Historic Haynes Photoshop to improve the visitor experience by providing information about activities and programs throughout the Park as well as engage visitors about the role of the Organization in the Park. For the years ended February 28, 2019 and 2018, the total cost of visitor and community engagement programs was \$233,054 and \$268,936, respectively.

ALLOCATED TIME AND OVERHEAD

The Organization, in accordance with GAAP, allocated administrative and philanthropic overhead to programs that it supports and funds. These allocations were done in accordance with established accounting policies. For the years ended February 28, 2019 and 2018, the total allocation of time and overhead to supporting Park programs was \$1,795,537 and \$1,642,083, respectively.

PHILANTHROPIC INFORMATION

Philanthropy is one of the co-equal missions of the Organization. The Organization raises funds for Park priorities. Those priorities include Yellowstone National Park projects and programs, Yellowstone Forever operations, and Yellowstone Forever directed and managed programs, such as the Yellowstone Forever Institute.

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

PHILANTHROPIC INFORMATION (CONTINUED)

For the year ended February 28, 2019 the composition of philanthropic gifts received was as follows:

2019 Contributions and Gifts	Without Donor Restrictions	With Donor Restrictions	Total
Cash gifts:			
Individual gifts (annual fund and major gifts)	\$ 2,484,782	\$ 1,998,315	\$ 4,483,097
Guardians	553,012	-	553,012
Park Store Gifts	782,803	2,602	785,405
Bequests	-	264,940	264,940
Gateway business gifts	50,000	20,860	70,860
Corporate gifts	553,903	505,643	1,059,546
Foundation gifts	794,500	1,102,835	1,897,335
Board & council gifts	122,430	520,155	642,585
Matching gifts	36,065	6,305	42,370
Young Patrons gifts	<u>63,833</u>	<u>1,500</u>	<u>65,333</u>
Total cash gifts	<u>5,441,328</u>	<u>4,423,155</u>	<u>9,864,483</u>
In-Kind gifts	<u>526,382</u>	<u>127,468</u>	<u>653,850</u>
Other cash donations:			
Montana license plates	39,820	-	39,820
Combined Federal Campaign	3,244	-	3,244
Trail leaflet donations	156,749	-	156,749
Xanterra dollar per night	40,922	-	40,922
Retail round up	29,739	-	29,739
Violation payments	1,150	14,825	15,975
Credit card rewards	106	-	106
Event fees and fundraising	<u>237,799</u>	<u>11,000</u>	<u>248,799</u>
Total other cash donations	<u>509,529</u>	<u>25,825</u>	<u>535,354</u>
Total contributions and gifts	<u><u>\$ 6,477,239</u></u>	<u><u>\$ 4,576,448</u></u>	<u><u>\$ 11,053,687</u></u>

YELLOWSTONE FOREVER
MANAGEMENT'S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

PHILANTHROPIC INFORMATION (CONTINUED)

For the year ended February 28, 2018 the composition of philanthropic gifts received was as follows:

2018 Contributions and Gifts	Without Donor Restrictions	With Donor Restrictions	Total
Cash gifts:			
Individual gifts (annual fund and major gifts)	\$ 2,560,000	\$ 658,568	\$ 3,218,568
Guardians	521,632	46,267	567,899
Park Store Gifts	731,030	2,148	733,178
Bequests	-	222,529	222,529
Gateway business gifts	34,526	137,629	172,155
Corporate gifts	841,015	568,378	1,409,393
Foundation gifts	781,606	1,835,306	2,616,912
Board & council gifts	276,697	685,797	962,494
Matching gifts	35,925	6,525	42,450
Government grants	<u>3,168</u>	<u>20,000</u>	<u>23,168</u>
Total cash gifts	<u>5,785,599</u>	<u>4,183,147</u>	<u>9,968,746</u>
In-Kind gifts	<u>737,998</u>	<u>94,776</u>	<u>832,774</u>
Other cash donations:			
Montana license plates	42,920	-	42,920
Combined Federal Campaign	12,119	-	12,119
Trail leaflet donations	175,008	-	175,008
Xanterra dollar per night	62,893	-	62,893
Retail round up	-	-	-
Violation payments	-	16,671	16,671
Credit card rewards	39,360	-	39,360
Event fees and fundraising	<u>280,016</u>	<u>5,450</u>	<u>285,466</u>
Total other cash donations	<u>612,316</u>	<u>22,121</u>	<u>634,437</u>
Total contributions and gifts	<u>\$ 7,135,913</u>	<u>\$ 4,300,044</u>	<u>\$ 11,435,957</u>

YELLOWSTONE FOREVER
MANAGEMENT’S DISCUSSION AND ANALYSIS (CONTINUED)
For the years ended February 28, 2019 and 2018

ORGANIZATIONAL REACH

One of the key goals of Yellowstone Forever is to establish a national brand. A key set of metrics we use to measure this brand is to identify the number of people we reach and have contact with during the year. As the chart below demonstrates, our web, social media, and supporter reach have all increased in FY2019 over FY2018.

	2019	2018
Website sessions	1,970,021	526,306
Website pageviews	3,877,900	867,384
Facebook followers	679,214	351,801
Instagram followers	94,812	66,623
Twitter followers	11,681	8,986
Pinterest and YouTube	808	517
Total social media audience	<u>786,515</u>	<u>427,927</u>
Active financial supporters of \$35 or more	38,510	32,925

REQUESTS FOR INFORMATION

This financial report is designed to provide Yellowstone Forever board members, constituents, and partners a clearer picture of the Organization’s financial statements. Questions concerning any of the information contained in this report should be addressed to Yellowstone Forever’s management at (406) 848-2400 or contact@yellowstone.org.



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