



THE NATIONAL WILDLIFE FEDERATION

Financial Statements

For the Years Ended August 31, 2020 and 2019



**and
Report Thereon**



**Reports Required in Accordance with
the Uniform Guidance**

For the Year Ended August 31, 2020



THE NATIONAL WILDLIFE FEDERATION

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For the Years Ended August 31, 2020 and 2019

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
The National Wildlife Federation

Report on the Financial Statements

We have audited the accompanying financial statements of The National Wildlife Federation (the Federation), which comprise the statements of financial position as of August 31, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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 auditors' 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.

Continued

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The National Wildlife Federation as of August 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 7, 2021, on our consideration of the Federation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Federation's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Federation's internal control over financial reporting and compliance.

Marcum LLP

Washington, DC
January 7, 2021

THE NATIONAL WILDLIFE FEDERATION
STATEMENTS OF FINANCIAL POSITION
As of August 31, 2020 and 2019
(in thousands)

	2020	2019
ASSETS		
Cash and cash equivalents	\$ 2,800	\$ 1,365
Unrestricted investments	67,792	60,438
Grants and other restricted receivables, net	12,624	17,430
Bequests and other contributions receivable, net	1,415	3,014
Accounts receivable, net of allowance for doubtful accounts of \$387 and \$13, respectively	787	1,166
Inventory, nature education materials	977	948
Prepaid expenses	3,611	3,390
Charitable gift annuities and other trusts	12,105	11,428
Property, plant and equipment, net	16,201	16,585
Other assets	611	832
Permanently restricted investments	5,486	5,486
TOTAL ASSETS	\$ 124,409	\$ 122,082
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued expenses	\$ 3,867	\$ 5,194
Accrued payroll and related costs	2,952	2,110
Deferred revenue	7,940	8,068
Deferred rent and lease incentives	1,626	1,747
Bonds payable, net of premium and unamortized financing fees	10,867	11,239
Note payable	6,030	-
Accrued pension and post-retirement benefits	14,099	14,067
Charitable gift annuities and other trust obligations	3,318	3,442
TOTAL LIABILITIES	50,699	45,867
Net Assets		
Without donor restrictions		
Undesignated	22,954	18,674
Designated	7,453	7,037
Total Net Assets Without Donor Restrictions	30,407	25,711
With donor restrictions		
	43,303	50,504
TOTAL NET ASSETS	73,710	76,215
TOTAL LIABILITIES AND NET ASSETS	\$ 124,409	\$ 122,082

The accompanying notes are an integral part of these financial statements.

THE NATIONAL WILDLIFE FEDERATION
STATEMENTS OF ACTIVITIES
For the Years Ended August 31, 2020 and 2019
(in thousands)

	2020			2019		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
OPERATING REVENUE AND SUPPORT						
Contributions from individuals	\$ 28,012	\$ 12,197	\$ 40,209	\$ 24,038	\$ 11,792	\$ 35,830
Contributions from governments, foundations and corporations	5,623	14,374	19,997	5,589	30,476	36,065
Publications	14,001	-	14,001	14,562	-	14,562
Nature education materials	8,858	-	8,858	8,132	-	8,132
Investment income appropriated for operations	2,305	-	2,305	2,203	-	2,203
Royalties	899	-	899	590	-	590
Other	1,279	-	1,279	479	11	490
Net assets released from restrictions:						
Satisfaction of program restrictions	27,623	(27,623)	-	29,979	(29,979)	-
Expiration of time restrictions	6,149	(6,149)	-	4,669	(4,669)	-
TOTAL OPERATING REVENUE AND SUPPORT	94,749	(7,201)	87,548	90,241	7,631	97,872
OPERATING EXPENSES						
Program Services:						
Conservation advocacy programs	39,077	-	39,077	38,862	-	38,862
Education outreach and publications	21,219	-	21,219	20,725	-	20,725
Other nature education programs	12,336	-	12,336	11,769	-	11,769
Membership education programs	7,889	-	7,889	7,171	-	7,171
Total Program Services	80,521	-	80,521	78,527	-	78,527
Supporting Services:						
Fundraising	8,812	-	8,812	8,494	-	8,494
General and administrative	5,755	-	5,755	5,516	-	5,516
Total Supporting Services	14,567	-	14,567	14,010	-	14,010
TOTAL OPERATING EXPENSES	95,088	-	95,088	92,537	-	92,537
Change in net assets from operations	(339)	(7,201)	(7,540)	(2,296)	7,631	5,335
Nonoperating activities:						
Investment income (loss) in excess of earnings appropriated for operations	3,929	-	3,929	(1,450)	-	(1,450)
Pension and post-retirement related charges, including net periodoc benefit costs other than services cost	1,106	-	1,106	769	-	769
CHANGE IN NET ASSETS	4,696	(7,201)	(2,505)	(2,977)	7,631	4,654
NET ASSETS, BEGINNING OF YEAR	25,711	50,504	76,215	28,688	42,873	71,561
NET ASSETS, END OF YEAR	\$ 30,407	\$ 43,303	\$ 73,710	\$ 25,711	\$ 50,504	\$ 76,215

The accompanying notes are an integral part of these financial statements.

THE NATIONAL WILDLIFE FEDERATION
STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended August 31, 2020
(in thousands)

	Program Services				Supporting Services				Total Expenses
	Conservation Advocacy Programs	Education Outreach and Publications	Other Nature Education Programs	Membership Education Programs	Total Program Services	Fundraising	General and Administrative	Total Supporting Services	
Salaries and benefits	\$ 20,462	\$ 7,696	\$ 3,362	\$ 975	\$ 32,495	\$ 1,882	\$ 3,456	\$ 5,338	\$ 37,833
Consultants and contractors	7,815	2,761	2,872	1,123	14,571	1,226	560	1,786	16,357
Printing and production	133	3,706	1,078	2,448	7,365	2,492	416	2,908	10,273
Postage, mailing and shipping	29	4,162	1,023	2,285	7,499	2,317	387	2,704	10,203
Conservation assistance	5,707	92	-	-	5,799	-	-	-	5,799
Other	1,197	984	1,222	800	4,203	597	408	1,005	5,208
Occupancy and depreciation	1,969	986	443	223	3,621	255	459	714	4,335
Cost of goods sold	24	425	2,245	-	2,694	-	9	9	2,703
Donated advertising and other services	838	321	-	35	1,194	-	-	-	1,194
Travel	903	86	91	-	1,080	43	60	103	1,183
TOTAL EXPENSES	\$ 39,077	\$ 21,219	\$ 12,336	\$ 7,889	\$ 80,521	\$ 8,812	\$ 5,755	\$ 14,567	\$ 95,088

The accompanying notes are an integral part of these financial statements.

THE NATIONAL WILDLIFE FEDERATION
STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended August 31, 2019
(in thousands)

	Program Services				Supporting Services			Total Expenses	
	Conservation Advocacy Programs	Education Outreach and Publications	Other Nature Education Programs	Membership Education Programs	Total Program Services	Fundraising	General and Administrative		Total Supporting Services
Salaries and benefits	\$ 18,335	\$ 6,733	\$ 3,373	\$ 804	\$ 29,245	\$ 1,775	\$ 3,089	\$ 4,864	\$ 34,109
Consultants and contractors	7,704	2,525	2,389	1,180	13,798	1,396	632	2,028	15,826
Printing and production	203	4,254	1,291	2,371	8,119	2,322	397	2,719	10,838
Postage, mailing and shipping	43	3,891	1,266	2,009	7,209	2,118	370	2,488	9,697
Conservation assistance	6,456	267	-	-	6,723	-	1	1	6,724
Other	2,487	1,254	1,037	603	5,381	588	305	893	6,274
Occupancy and depreciation	1,881	1,011	396	189	3,477	219	642	861	4,338
Cost of goods sold	22	556	1,854	-	2,432	-	-	-	2,432
Travel	1,453	190	163	6	1,812	76	80	156	1,968
Donated advertising and other services	278	44	-	9	331	-	-	-	331
TOTAL EXPENSES	\$ 38,862	\$ 20,725	\$ 11,769	\$ 7,171	\$ 78,527	\$ 8,494	\$ 5,516	\$ 14,010	\$ 92,537

The accompanying notes are an integral part of these financial statements.

THE NATIONAL WILDLIFE FEDERATION
STATEMENTS OF CASH FLOWS
For the Years Ended August 31, 2020 and 2019
(in thousands)

	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (2,505)	\$ 4,654
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Bad debt expense	221	205
Depreciation and amortization	1,432	1,438
Realized and unrealized (gains) losses on investments and annuities	(5,704)	294
Unrecognized gain on pension and post-retirement plans	(1,106)	(769)
Changes in assets and liabilities:		
Grants and other restricted receivables	4,806	(4,120)
Bequests and other contributions receivable	1,599	(569)
Accounts receivable	157	(498)
Inventory, nature education materials	(29)	(202)
Prepaid expenses	(221)	(276)
Charitable gift annuities and other trusts	(677)	229
Other assets	221	185
Accounts payable and accrued expenses	(1,327)	756
Accrued payroll and related costs	842	(281)
Deferred revenue	(128)	(968)
Deferred rent and lease incentives	(121)	101
Accrued pension and post-retirement benefits	1,138	(2,689)
Charitable gift annuities and other trust obligations	(124)	44
NET CASH USED IN OPERATING ACTIVITIES	(1,526)	(2,466)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property, plant and equipment	(1,048)	(1,266)
Purchases of investments	(10,981)	(9,803)
Sales and maturities of investments	9,331	13,040
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES	(2,698)	1,971
CASH FLOWS FROM FINANCING ACTIVITIES		
Principal payments on bonds and notes payable and line of credit	(4,003)	(10,984)
Borrowings under line of credit	3,632	10,548
Proceeds from issuance of note payable	6,030	-
NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES	5,659	(436)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	1,435	(931)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	1,365	2,296
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 2,800	\$ 1,365
SUPPLEMENTAL CASH FLOW INFORMATION		
Cash paid during the year for interest	\$ 436	\$ 451

The accompanying notes are an integral part of these financial statements.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies

Organization

The National Wildlife Federation (the Federation) is a not-for-profit organization that was formed in the District of Columbia for the purpose of promoting the wise use and proper management of our natural resources. Founded in 1936, the Federation, its member supporters and a national network of affiliated organizations work to inspire Americans to protect wildlife for our children's future. Support is provided primarily by individuals, foundations and corporations, along with some federal and state grants. Other major revenue sources are memberships, subscriptions to magazines published by the Federation, sales of nature educational materials and royalties.

Basis of Presentation

The financial statements have been prepared on the accrual basis of accounting.

State affiliates, who are members of the Federation, are independent and autonomous organizations. As the Federation has no economic interest in or control of state affiliates, their financial activities are not included in the accompanying financial statements of the Federation.

The Federation reports information regarding its financial position and activities according to two classes of net assets: with and without donor restrictions. Net assets with donor restrictions consist of contributions whose use by the Federation is limited by donor-imposed stipulations that expire by the passage of time or can be fulfilled and removed by actions of the Federation related to those stipulations. Additionally, net assets with donor restrictions include contributions whose use by the Federation is limited by donor-imposed stipulations that the assets be maintained permanently.

Cash and Cash Equivalents

Cash and cash equivalents includes money market funds that are not part of the Federation's investment portfolio.

Investments

Investments are reported at fair value. Investments in common stock, fixed income funds and equity mutual and index funds, and money market funds are stated at quoted market values. Investments in limited partnerships and private investment funds are reported at fair value based on the net asset value (NAV) as determined by the external partnership or fund manager. As permitted by accounting principles generally accepted in the United States of America (GAAP), the Federation uses NAV as a practical expedient to estimate the fair value of the Federation's ownership interest in limited partnerships and private investment funds, unless it is probable that all or a portion of the investment will be sold for an amount different from NAV. The Federation performs due diligence procedures related to these investments to support recognition at fair value at fiscal year-end. Because many of these investments are not readily marketable, the estimates of fair value involve assumptions and estimation methods which are uncertain, and therefore the estimates could differ from actual results.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies (continued)

Investments (continued)

Purchases and sales of investments are recorded on a trade date basis. Interest and dividends are recorded when earned. GAAP realized gains and losses from security transactions are recorded on the average cost basis, and are recorded in the accompanying statements of activities. For unsettled sales as of the reporting period date, the sale price is included with investments in the accompanying statements of financial position.

Investment returns reported in the accompanying statements of activities include realized gains or losses. Unrealized gains and losses resulting from changes in fair value are also included in investment returns in the accompanying statements of activities.

Because of the inherent uncertainty of valuation of the limited partnerships and private investment funds, it is reasonably possible that estimated values may differ from the values that would have been used had a ready market for the partnerships and funds existed. In addition, the partnerships and funds may also have risk associated with their concentrations of investments in certain industries or geographic regions.

Grants and Other Contributions Receivable

Unconditional promises to give, including grants, contributions and bequests that are expected to be collected within one year, are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows using a discount rate commensurate with the risks identified. Amortization of the discounts is included in contribution revenue. The allowance method is used to determine the uncollectible amounts. The Federation records an allowance for doubtful accounts on its outstanding receivables based on its collection history, analysis of subsequent collections and specific identification of uncollectible accounts. No allowance was deemed necessary as of August 31, 2020 and 2019. Credit risk with respect to grants and other contributions receivable is limited because the Federation deals with a large number of foundations, grant makers and donors with a wide range of awards and geographic area.

Accounts Receivable and Allowance for Doubtful Accounts

Accounts receivable consist primarily of amounts due from third parties for the Federation's publications, advertising and royalties. The allowance method is used to determine the uncollectible amounts. The Federation records an allowance for doubtful accounts on its outstanding receivables based on its collection history, analysis of subsequent collections and specific identification of uncollectible accounts. Amounts determined to be uncollectible are recorded against the allowance. The publications' allowance is determined based on a 12 month average of receivables written off applied to the total receivable balance.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies (continued)

Charitable Gift Annuities and Other Trusts

The Federation has been named as beneficiary in split income gifts that include charitable gift annuities, charitable remainder and lead trusts, and perpetual trusts. The split interest gifts have been valued based on discount rates approved by the Internal Revenue Service (the IRS) on the date of the gift, which range from 1.2% to 9.4%. The Federation serves as the administrator for all charitable gift annuities and certain remainder trusts received. A third party holds amounts received and makes specified payments to annuitants. The excess in fair value of assets received over the liability assumed is recorded as either revenue with or without donor restrictions. The liabilities are included in the accompanying statements of financial position. The assets are adjusted each year based on the fair value of the investments held by the third party. The liability is adjusted each year based on the adjusted life expectancies of the annuitants. Changes in assets and liabilities are recorded in the accompanying statements of activities in other revenue with donor restrictions.

Charitable remainder and lead trusts for which the Federation is not the trustee are recorded as revenue with donor restrictions when the trusts are established. The receivables associated with the charitable remainder and lead trusts are adjusted each year based upon the present value of future cash flows. This change is recorded in the accompanying statements of activities in net assets with donor restrictions as other revenue.

The beneficial interests in perpetual trusts are recorded at fair value and the change in fair value of the trusts is recorded in the accompanying statements of activities in net assets with donor restrictions as other revenue.

Property and Equipment and Related Depreciation and Amortization

The Federation capitalizes all purchases of capital assets that are greater than \$1,000. Building and improvements are recorded at cost and depreciated using the straight-line method over their estimated useful lives of 20 to 50 years. Equipment, furniture and software are recorded at cost and depreciated using the straight-line method over their estimated useful lives of three to eight years. Leasehold improvements are amortized over the lesser of 10 years or the life of the lease. Maintenance and repairs are charged to expense as incurred.

Classification of Net Assets

The Federation's net assets are reported as follows:

- Net assets without donor restrictions represent the portion of expendable funds that are available for any purpose in performing the primary objectives of the Federation at the discretion of The Federation's management and the Board of Directors (the Board). From time to time, the Board designates a portion of these net assets for specific purposes, which makes them unavailable for use at management's discretion. The Federation's management has designated \$1,086 of net assets without donor restrictions to serve as a working capital reserve to secure the Federation's long-term financial viability.

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies (continued)

Classification of Net Assets (continued)

- Net assets with donor restrictions represent funds that are specifically restricted by donors for use in various programs and/or for a specific period of time. These donor restrictions can be temporary in nature in that they will be met by actions of the Federation or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated that the funds be maintained in perpetuity. As of August 31, 2020, the Federation had \$9,989 of net assets with donor restrictions that are required to be maintained in perpetuity.

Impairment of Long Lived Assets

The Federation reviews the carrying amounts of assets whenever events or circumstances indicate that such carrying amounts may not be recoverable. When an asset is considered impaired, the carrying amount of the asset is reduced by a charge to the statements of activities to its current fair value. As of August 31, 2020 and 2019, the Federation has not recognized an impairment loss.

Contributed Property

Contributed property, equipment and other noncash assets are recorded at their fair value at the date of donation. If donors stipulate how the assets must be used, the contributions are recorded as restricted support. In the absence of such stipulations, contributions of property and equipment are recorded as support without donor restrictions.

Conservation Properties

Conservation properties are recorded at estimated fair value at the date of donation and are included in property, plant and equipment in the accompanying statements of financial position. The carrying value is adjusted if the fair value is less than the recorded value. Covenants on certain properties restrict their future use to conservation activities.

Revenue Recognition

Contributions and Grants

Unconditional contributions received are recorded as revenue with or without donor restrictions, depending on the existence and/or nature of any donor stipulations. Donor restricted contributions are reported as an increase in net assets with donor restrictions, depending on the nature of the stipulation. When a restriction expires (that is, when a stipulated time restriction ends or purpose of a restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the accompanying statements of activities as net assets released from restrictions.

A contribution, gift or grant is conditional if an agreement includes a barrier that must be overcome and either a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets. The presence of both a barrier and a right of return or right of

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies (continued)

Revenue Recognition (continued)

release indicates that a recipient is not entitled to the contribution until it has overcome the barrier(s) in the agreement. Conditional promises to give are not recognized until they become unconditional, that is, when the barrier(s) in the agreement are overcome.

Membership and Publications

The Federation's contribution program promotes subscriptions to National Wildlife® magazine as a benefit of membership in the Federation. Therefore, a portion of the membership revenue is considered to be a contribution and a portion is considered to be an exchange transaction for the magazine. The amount of the contribution less the value to fulfill the magazine benefit is recognized as contribution revenue in these financial statements. The remaining amount is recorded as deferred revenue and recognized ratably over one year. Subscription revenue for all other publications, including Ranger Rick®, Ranger Rick Cub®, and Ranger Rick Junior®, is recognized as publications revenue ratably over the subscription period, with the unearned portion classified as deferred revenue in the accompanying statements of financial position. Donations, bequests, grants and federal and state grant awards are recorded in the reporting period in which they are received at the expected realizable value.

Nature Education Materials

Revenue for nature education materials is recognized, when, or as, the performance obligation is satisfied. The performance obligation is satisfied when the order is placed with the third party service provider, who owns the goods sold and fulfills the orders, independently of the Federation.

Royalties

The Federation enters into several licensing and trademark agreements to use the intellectual property of the Federation. Revenue earned under the royalties is dependent on the performance obligation. Under fixed fee agreements, revenue is earned ratably over the period of the agreement for allowing the third party organization to use the Federation's intellectual property. Under variable agreements, revenue is recognized in the period in which sales of goods utilizing the Federation's intellectual property are reported.

Investment Income

Realized and unrealized gains and losses and investment income (losses) derived from investment transactions are included as income in the year earned.

Donated Services

The Federation recognizes contribution revenue for certain services received at the fair value of those services. In the years ended August 31, 2020 and 2019, the Federation received \$1,194 and \$331, respectively, in donated professional legal, actuarial, and program

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies (continued)

Donated Services (continued)

advertising services used in program and fundraising activities that are recorded in the accompanying statements of activities. However, many individuals volunteer their time and perform a variety of tasks that assist the Federation with its conservation education programs but do not meet the criteria for recording contributed services in the financial statements.

Pension and Retiree Medical Benefits

The Federation sponsors a noncontributory defined benefit pension plan and a contributory defined contribution savings plan covering substantially all full-time employees. Liabilities and expenses under the defined benefit pension plan are actuarially determined.

Functional Allocation of Expenses

The cost of providing the various conservation education programs and supporting services has been accounted for on a functional basis in the accompanying statements of activities. Accordingly, certain costs have been allocated among program and supporting services based on total direct expenses or total salaries, benefits and related expenses.

Conservation education programs consist of conservation advocacy, education outreach, publications, and other nature and membership education programs. These activities result in goods and services being distributed to beneficiaries, customers and members that fulfill the purposes and mission for which the Federation exists.

Supporting services include fundraising and general and administrative expenses. Fundraising activities include publicizing and conducting fundraising campaigns, maintaining donor mailing lists, preparing and distributing fundraising materials and conducting other activities involved with soliciting contributions. General and administrative activities include oversight, business management, general recordkeeping, budgeting, finance and other related administrative activities, except for direct conduct of program services and fundraising activities.

Certain costs are allocated among benefiting program and supporting services in the accompanying statements of activities. Occupancy expenses are allocated directly to programs and supporting services where the property is used based on square footage. Other costs are allocated based on salary expense. General and administrative costs that have been allocated include utilities, repairs and maintenance, and other administrative departments, such as finance, human resources and information systems.

Promotional Costs

Promotional costs of children's publications and the Federation's catalog, including postage, artwork and fulfillment, are deferred as prepaid expenses and amortized to expense over the period during which future benefits are expected to be received (generally one to four months).

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies (continued)

Fair Value of Financial Instruments

The Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 820, *Fair Value Measurement*, defines fair value, establishes a framework for measuring fair value in accordance with GAAP and requires disclosures about fair value measurements for assets and liabilities measured at fair value on a recurring basis. The ASC emphasizes that fair value is a market-based measurement, not an entity-specific measurement, and therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, the ASC established a fair value hierarchy based upon the transparency of the inputs to the valuation of an asset or liability. These inputs may be observable, whereby market participant assumptions are developed based on market data obtained from independent sources, and unobservable, whereby assumptions about market participant assumptions are developed by the reporting entity based on the best information available in the circumstances. If the inputs used to measure the financial instruments fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

The three levels of the fair value hierarchy are described as follows:

Level 1 – Inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.

Level 2 – Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly, such as quoted prices for similar assets or liabilities in active markets.

Level 3 – Unobservable inputs for the asset or liability, including the reporting entity's own assumptions in determining the fair value measurement.

The Federation follows the accounting guidance that permits, as a practical expedient, the fair value of investments within its scope to be estimated using NAV or its equivalent. NAV or its equivalent is the value per share or value of ownership interest in capital, as provided by the partnership or fund, whose financial statements are prepared in a manner consistent with the measurement principles of an investment company or that has the attributes of an investment company. In accordance with the standard, investment funds measured at NAV are excluded from the fair value hierarchy.

Deferred Financing Costs and Amortization

Deferred financing costs are presented as a reduction of the carrying amount of the related debt liability and the related amortization charge is included in interest expense. Financing costs are amortized over the term of the debt liability using the straight-line method. GAAP requires that the effective yield method be used to amortize financing costs. However, the effect of using the straight-line method is not materially different from the results that would have been obtained under the effective yield method.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

1. Organization, Purpose and Summary of Significant Accounting Policies (continued)

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 the 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. Actual results could differ from those estimates.

Reclassifications

Certain prior year amounts have been reclassified for comparative purposes to conform to the current year presentation.

Measure of Operating Results

Operating revenue and expenses generally reflect those revenues and expenses that management can influence, including annual authorized operating support from the endowment and investment pool based on the spending formula established by the Federation's Board of Directors. To clarify net assets from operations without and with donor restrictions, under GAAP, unconditional promises to give are recognized as revenue when received, including contributions with donor-imposed restrictions. When the restriction expires, that is, when the specified purpose for which the contribution was restricted has been fulfilled and/or when the specified time has elapsed, net assets with donor restrictions are released and reclassified as net assets without donor restrictions. Due to these timing differences, net assets released from restrictions may exceed revenue recognized from donor-restricted contributions, resulting in a reduction in net assets with donor restrictions. All expenses are recorded as without donor restrictions.

Nonoperating activities include investment earnings (losses) of the investment portfolio in excess of endowment and other earnings appropriated for expenditure and post-retirement and pension related changes other than net periodic benefit cost.

2. Grants and Other Restricted Receivables

At August 31, 2020 and 2019, grants and other restricted receivables included the following unconditional promises to give:

	<u>2020</u>	<u>2019</u>
Amount due in less than one year	\$ 11,350	\$ 13,645
Amount due in one to five years	<u>1,337</u>	<u>4,005</u>
Subtotal	12,687	17,650
Less: Discount (5%)	<u>(63)</u>	<u>(220)</u>
Total	<u>\$ 12,624</u>	<u>\$ 17,430</u>

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

2. Grants and Other Restricted Receivables (continued)

During 2016, the Federation received a grant award from a foreign government agency of approximately \$6.8 million, to be paid over five years, to support a conservation program. The Federation recognized approximately \$1.5 million and \$1.5 million as revenue for the years ended August 31, 2020 and 2019, respectively. The remaining amount is conditional upon annual parliamentary budget approval. As of August 31, 2020, and 2019, total conditional grants were approximately \$0 and \$1.5 million, respectively.

3. Bequests and Other Contributions Receivable

At August 31, 2020 and 2019, bequests and other contributions receivable included the following unconditional promises to give:

	2020	2019
Amount due in less than one year	\$ 1,399	\$ 3,009
Amount due in one to five years	18	6
Subtotal	1,417	3,015
Less: Discount (5%)	(2)	(1)
Total	\$ 1,415	\$ 3,014

The Federation received \$2,525 and \$2,546 in the years ended August 31, 2020 and 2019, respectively, from a monthly donor program. The pledges from this program are deemed to be conditional because donors can cancel their participation at any time. Therefore, the pledges are recognized as revenue only when payment is received.

4. Investments and Permanently Restricted Investments

Investments, including permanently restricted investments, at fair value, consisted of the following as of August 31, 2020 and 2019:

	2020	2019
Common stocks	\$ 15,119	\$ 13,754
Money market funds	8,428	1,436
Limited partnerships and private investment funds	16,493	18,201
Mutual funds – fixed income	7,810	7,498
Mutual and index funds – equity	19,942	19,549
Total Unrestricted Investments	67,792	60,438
Limited partnerships and private Investment funds – permanently restricted	5,486	5,486
Total Investments	\$ 73,278	\$ 65,924

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
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5. Charitable Gift Annuities and Other Trusts

Charitable gift annuities and other trusts consisted of the following as of August 31, 2020 and 2019:

	2020	2019
Charitable gift annuities	\$ 5,578	\$ 5,642
Charitable remainder trusts	2,013	1,571
Perpetual trusts	4,503	4,200
Charitable lead trusts	11	15
Total Charitable Gift Annuities and Other Trusts	\$ 12,105	\$ 11,428

The estimated liabilities for the above charitable gift annuities and other trusts consisted of the following as of August 31, 2020 and 2019:

	2020	2019
Charitable gift annuities	\$ 3,066	\$ 3,382
Charitable remainder trusts	252	60
Total Estimated Liabilities for Charitable Gift Annuities and Other Trusts	\$ 3,318	\$ 3,442

6. Property, Plant and Equipment

The Federation's property, plant and equipment consisted of the following as of August 31, 2020 and 2019:

	2020	2019
Land	\$ 3,947	\$ 3,947
Building and improvements	13,698	13,698
Equipment, furniture and vehicles	12,868	12,042
Leasehold improvements	1,345	1,125
Conservation properties	689	689
Total Property, Plant and Equipment	32,547	31,501
Less: Accumulated Depreciation and Amortization	(16,346)	(14,916)
Property, Plant and Equipment, Net	\$ 16,201	\$ 16,585

The Federation recorded depreciation and amortization expense on its property, plant and equipment of \$1,432 and \$1,438 for the years ended August 31, 2020 and 2019, respectively, and is included in occupancy and depreciation on the statements of functional expenses.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

7. Bonds Payable, Note Payable and Line of Credit

The Federation had the following debt obligations as of August 31, 2020 and 2019:

	2020	2019
Note Payable	\$ 6,030	\$ -
Taxable and non-taxable variable rate, Series 2018	10,074	10,440
Plus: Unamortized original issue premium	1,160	1,221
Less: Unamortized debt issuance costs	(286)	(323)
Less: Underwriter's discount	(81)	(99)
Total Bonds and Notes Payable, Net	\$ 16,897	\$ 11,239

For the years ended August 31, 2020 and 2019, the Federation recorded interest expense of \$436 and \$451, respectively. On the statements of functional expenses, interest expense is included in other expenses.

Bonds Payable

In August 2018, the Federation issued through, the Fairfax Economic Development Authority, \$8,820 of Series 2018A Tax-exempt Green Bonds and \$1,970 of Series 2018B Taxable Green Bonds. The Series A Bond was issued at premium of \$1,287. There was an underwriter's discount of \$93 and a cost of issuance of \$361.

Costs associated with the issuance of bonds have been deferred and are amortized over the terms of the bonds. The Federation uses the straight-line method, which approximates the effective interest method. The bond issuance costs are presented as a direct deduction from the face amount of the debt.

The Federation is required to make interest payments twice a year on September 1 and March 1, and a principal payment annually on September 1. Aggregate annual maturities of the bonds are due as follows:

<u>For the Year Ending</u> <u>August 31,</u>	
2021	\$ -
2022	380
2023	390
2024	405
2025	420
Thereafter	8,479
Total Bonds Payable	10,074
Unamortized Premium	1,160
Unamortized Discount	(81)
Deferred Financing Fees	(286)
Total	\$ 10,867

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

7. Bonds Payable, Note Payable and Line of Credit (continued)

Line of Credit

The Federation has an unsecured operating line of credit based on two tiers from \$2,000 to \$8,000 that expires February 28, 2021. As of August 31, 2020 and 2019, there was no balance drawn on the line of credit. The line of credit bears interest at the LIBOR daily floating rate plus 0.65%, which was 0.81% and 2.72% at August 31, 2020 and 2019, respectively.

Under the most restrictive financial covenant, the Federation must maintain a liquidity ratio of at least 1 to 1. At August 31, 2020 and 2019, the Federation was in compliance with this financial covenant.

Note Payable

On May 2, 2020, the Federation entered into a Small Business Administration loan with its financial institution under the Paycheck Protection Program (PPP) for the amount of \$6 million. The loan will mature on May 2, 2022, with a fixed interest rate of 1% per annum. Monthly payments of principal and interest will commence ten months after the end of the forgiveness covered period. The loan amount may be eligible for forgiveness pursuant to the PPP, which established minimum amounts of the loan to be used to cover payroll costs and the remainder can be used for mortgage interest, rent and utility costs over a specified period of time after the loan is made; and the number of employees and compensation levels are maintained.

8. Net Assets

Net Assets Without Donor Restrictions

The net assets without donor restrictions as of August 31, 2020 and 2019, were as follows:

	<u>2020</u>	<u>2019</u>
Undesignated	\$ 22,954	\$ 18,674
Federation's fund	2,882	2,779
Board designated:		
Beere Fund	1,086	1,086
Conservation Program Reserve Fund	<u>3,485</u>	<u>3,172</u>
Total Net Assets Without Donor Restrictions	<u>\$ 30,407</u>	<u>\$ 25,711</u>

Board designated net assets represent amounts designated for specific uses. The Beere Fund was designated by the Board after receipt of a bequest in 1993 permitting the Board to determine the use for these funds. The funds can be used at the Board's discretion. The Conservation Program Reserve Fund, formerly known as the Endangered Species Fund, was established as a separate Board designated net asset fund in 1986 from the sale of property donated to the Federation in 1976. The Conservation Program Reserve Fund may be used to fund conservation programs. The Federation's designated funds relate to management internally designating a portion of net assets for future investments.

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

8. Net Assets (continued)

Net Assets With Donor Restrictions

The net assets with donor restrictions were available with the following purpose and time restrictions as of August 31, 2020 and 2019:

	2020	2019
Purpose:		
Conservation programs	\$ 6,572	\$ 6,575
Education outreach and publications	904	334
Time	2,816	3,488
Time and Purpose:		
Conservation programs	19,564	27,803
Education outreach and publications	3,458	2,618
Restricted in perpetuity	9,989	9,686
Total	\$ 43,303	\$ 50,504

At August 31, 2020 and 2019, net assets with donor restrictions that were restricted in perpetuity, and the income from which these assets was expendable to support the following:

	2020	2019
Conservation and advocacy programs	\$ 254	\$ 254
Education outreach and publications	503	503
Any activities of the organization	4,729	4,729
Subtotal	5,486	5,486
Perpetual trusts	4,503	4,200
Total	\$ 9,989	\$ 9,686

Endowment Net Assets

ASC 958-205, *Reporting Endowment Funds* provides guidance on the net asset classification of donor-restricted endowed funds for a not-for-profit organization. The Federation is subject to the Commonwealth of Virginia's Uniform Prudent Management of Institutional Funds Act (UPMIFA), and adopted ASC 958-205 as of September 1, 2008.

The Federation has interpreted the Commonwealth of Virginia's UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowed funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Federation classifies as net assets with donor restrictions (a) the original value of gifts donated to a permanent endowed fund, and (b) the original value of subsequent gifts to the permanent endowed funds. The associated gains and income on donor-restricted endowed funds are classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Federation in a manner consistent with the standard of prudence prescribed by UPMIFA.

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

8. Net Assets (continued)

Endowment Net Assets (continued)

In accordance with UPMIFA, the Federation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowed funds:

- The duration and preservation of the fund
- The purposes of the Federation and the donor-restricted endowed fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Federation
- The investment policies of the Federation

Endowed Investments and Spending Policies

Endowed assets include those assets of donor-restricted funds that the Federation must hold in perpetuity. The Federation has adopted investment and spending policies for endowed assets that attempt to provide a predictable stream of funding to programs supported by its endowment.

The primary financial objective of the investment policy is to maintain intergenerational equity by preserving and enhancing real purchasing power, while at all times keeping in mind the utmost importance of protecting capital. The primary investment objective of the investment policy is to secure sufficient income and portfolio growth over time to meet the ongoing requirements of the Federation. The total return objective is an average annual real rate of return of 6% as measured over a full market cycle, generally three to five years. The Federation targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk parameters. The Federation's spending policy governs the use of resources in the various endowed funds for program expenses and administrative costs. Endowed funds are used for the specified purpose, or over the specified time period, as indicated by the donor. Endowed funds for which there is some discretion in how the funds are expended are not used to cover operating deficits in specific units.

The annual amount made available for spending, also known as the annual "endowment draw," from endowed funds is determined as 4.5% to 6% of the 12-quarter trailing average fair value of the endowment. Draws are used solely for the purposes set forth by the donor in the gift instrument, subject to the submission of a budget that has been reviewed and endorsed by executive management and approved by the Federation's Audit/Finance Committee.

The Federation's endowed funds consist of 18 funds established for a variety of purposes. All funds are donor-restricted. Net assets associated with endowed funds are classified and reported based on the existence or absence of donor-imposed restrictions.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

8. Net Assets (continued)

Endowment Net Assets (continued)

Endowment Funds with Deficits

From time to time, the fair value of assets associated with individual donor-restricted endowed funds may fall below the level that the donor requires the Federation to retain as a fund of perpetual duration. In this situation, the decline in fair value of the funds is accounted for in net assets with donor restrictions. As of August 31, 2020 and 2019, there were no deficiencies for the endowed funds.

The endowment activity was as follows for the year ended August 31, 2020:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ -	\$ 5,486	\$ 5,486
Net investment gain	501	80	581
Appropriation of endowment assets for expenditure	<u>(501)</u>	<u>(80)</u>	<u>(581)</u>
Endowment Net Assets, End of Year	<u>\$ -</u>	<u>\$ 5,486</u>	<u>\$ 5,486</u>

The endowment activity was as follows for the year ended August 31, 2019:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ -	\$ 5,485	\$ 5,485
Net investment gain	71	11	82
Appropriation of endowment assets for expenditure	<u>(71)</u>	<u>(10)</u>	<u>(81)</u>
Endowment Net Assets, End of Year	<u>\$ -</u>	<u>\$ 5,486</u>	<u>\$ 5,486</u>

9. Employee Benefit Plans

Defined Benefit Retirement Plan

The National Wildlife Federation Retirement Income Plan (the Plan) is a noncontributory, defined benefit plan for Federation employees. All employees who reach age and length-of-service requirements and whose employment began prior to January 1, 2003, automatically became participants in the Plan. The Plan is subject to the minimum funding requirements of the Employee Retirement Income Security Act of 1974 (ERISA).

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

9. Employee Benefit Plans (continued)

Defined Benefit Retirement Plan (continued)

During October 2008, the Federation announced that effective January 1, 2009, for employees then 55 years old and older, the Plan would continue to exist as it was. For employees in the Plan who were under age 55, the Plan would freeze their individual earned pension benefit as of December 31, 2008, and give them enhanced benefits under the Tax Deferred Annuity Plan (the TDA Plan). This preserved all the benefits they had earned to date and guaranteed them a monthly pension for life, as they had expected.

In March 2013, the Plan agreement was amended and the accrued benefits of all participants were frozen effective June 30, 2013, and no participant would earn any additional pension amounts after that date. No employment with the Federation on or after July 1, 2013, is counted as benefit service under the Plan. The final average earnings of all participants were frozen effective June 30, 2013, and would not change after that date.

The changes in the funded status of the Plan for the years ended August 31, 2020 and 2019, were as follows:

	2020	2019
Change in benefit obligation:		
Benefit obligation at beginning of year	\$ (37,127)	\$ (37,842)
Service cost	(489)	(469)
Interest cost	(1,363)	(1,390)
Actuarial gains	527	241
Settlements	11,834	-
Administrative expenses	-	490
Benefits paid	1,348	1,843
Benefit Obligation at End of Year	(25,270)	(37,127)
Change in plan assets		
Fair value of plan assets at beginning of year	\$ 27,904	\$ 24,865
Employer contribution	1,068	3,373
Actual return on plan assets	2,334	1,999
Settlements	(11,834)	-
Administrative expenses	(679)	(490)
Benefits paid	(1,348)	(1,843)
Fair value of plan assets at end of year	17,445	27,904
Funded Status		
(Accrued Pension Liability)	\$ (7,825)	\$ (9,223)

In connection with the Federation's adoption of ASU 2017-07, the service cost component of the net periodic benefit costs are included in salaries and benefits within the various functional classifications and the remaining components are reported in postretirement-related charges, including net periodic benefit costs other than service cost within nonoperating activities on the

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

9. Employee Benefit Plans (continued)

Defined Benefit Retirement Plan (continued)

statements of activities for the years ended August 31, 2020 and 2019. The accrued pension liability for the retirement plan is included in accrued pension and post-retirement benefits in the accompanying statements of financial position.

In determining the benefit obligation, a discount rate at August 31, 2020 and 2019, of 3.75% was assumed. The rate of increase in future compensation levels assumed was 0% at August 31, 2020 and 2019, since the final earnings in the Plan have been frozen. A rate of return on Plan assets of 7% at August 31, 2020 and 2019, was assumed. This assumption is based on historical returns and is adjusted from time to time to reflect actual plan asset experience.

In December 2019, the Plan agreement was amended to establish a window period during which former employees with vested benefits with actuarial equivalent lump sum value in excess of \$5,000 as of December 1, 2019, were eligible to elect to receive their Plan benefit in an immediate lump sum payment. During the year ended August 31, 2020, the Federation settled the pension obligations of 239 Plan participants with lump sum payments. This is reflected in the table above as settlements.

The components of the Federation's net periodic pension cost for the years ended August 31, 2020 and 2019, consisted of the following:

	2020	2019
Employee service cost	\$ 489	\$ 469
Interest cost	1,363	1,390
Expected return on plan assets	(1,865)	(1,655)
Settlement charge	1,797	-
Net amortization and deferral:		
Unrecognized net actuarial loss	476	687
Unrecognized prior service credit	(9)	(11)
Total Net Periodic Pension Cost	\$ 2,251	\$ 880

Items not yet recognized as a component of net periodic pension cost for the years ended August 31, 2020 and 2019, consisted of the following:

	2020	2019
Prior service cost	\$ (32)	\$ (41)
Net actuarial loss	3,837	6,428
Total	\$ 3,805	\$ 6,387

The Plan also follows ASC 820 (see Note 1) for the valuation of investments in the Plan. Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at August 31, 2020 and 2019.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
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9. Employee Benefit Plans (continued)

Defined Benefit Retirement Plan (continued)

Money market funds – The carrying value is considered to be a reasonable estimate of the fair value.

Mutual funds – The fair value is based on quoted NAV of the shares held by the Plan.

Guaranteed investment contracts – The fair value of the guaranteed investment contracts is determined by discounting the related cash flows based on current yields of similar instruments with comparable durations considering the credit worthiness of the issuer.

The preceding methods as described may produce fair value calculations that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Plan believes its valuation methods are appropriate and consistent with those of 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.

Investments of the Plan consist of deposits in an Immediate Participation Guarantee Contract with Prudential Retirement Insurance & Annuity Co., investments in Vanguard Institutional Investments and funds from the Federation's operations that are commingled with Endowment investments in Vanguard 500 Index Fund Signal. In order to achieve a dependable income stream for the payment of benefits and expenses of the Plan, as well as growth in the investments, the trustees of the Plan have adopted an investment strategy which includes the following weighted average target asset allocation for investments in Vanguard: equity and money market funds 50%, bond and other fixed income funds 40%, and other investments 10%, net of insurance contracts comprising 3% of the total allocation. From time to time, the investment managers will buy and sell funds to achieve this target allocation.

The Plan's weighted average asset allocation at August 31, 2020 and 2019, by asset category, was as follows:

	<u>2020</u>	<u>2019</u>
Mutual Funds:		
Equity and money market funds	62%	60%
Fixed income	37%	39%
Other Investments	<u>1%</u>	<u>1%</u>
Total	<u>100%</u>	<u>100%</u>

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

9. Employee Benefit Plans (continued)

Defined Benefit Retirement Plan (continued)

The following table sets forth by level, within the fair value hierarchy, the Plan's assets at fair value as of August 31, 2020 and 2019:

	2020 Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Vanguard Prime Money Market Fund	\$ 87	\$ 87	\$ -	\$ -
Vanguard Investments Mutual Funds:				
Fixed income	6,461	6,461	-	-
Domestic stock funds	6,683	6,683	-	-
International stock funds	<u>4,214</u>	<u>4,214</u>	<u>-</u>	<u>-</u>
Total Assets	<u>\$ 17,445</u>	<u>\$ 17,445</u>	<u>\$ -</u>	<u>\$ -</u>

	2019 Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Vanguard Prime Money Market Fund	\$ 151	\$ 151	\$ -	\$ -
Vanguard Investments Mutual Funds:				
Fixed income	11,041	11,041	-	-
Domestic stock funds	11,678	11,678	-	-
International stock funds	<u>5,034</u>	<u>5,034</u>	<u>-</u>	<u>-</u>
Total Assets	<u>\$ 27,904</u>	<u>\$ 27,904</u>	<u>\$ -</u>	<u>\$ -</u>

Contributions

Generally, the Federation's funding policy is to contribute annually an amount in accordance with ERISA guidelines. Based upon projections from its actuary, management of the Federation expects to contribute approximately \$1,280 to the Plan during the year ending August 31, 2021.

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THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

9. Employee Benefit Plans (continued)

Defined Benefit Retirement Plan (continued)

Other Information

Other changes in plan assets and benefit obligations recognized in pension and post-retirement related changes other than net periodic pension cost were as follows for the years ended August 31:

	2020	2019
Net gain	\$ 2,591	\$ 1,273
Prior service (cost) credit	(9)	(11)
Total	\$ 2,582	\$ 1,262

Amounts in net assets without restrictions expected to be amortized into net periodic pension cost during the year ending August 31, 2020, consisted of:

Net loss		\$ 243
Prior service cost		(8)
Total		\$ 235

Post-Retirement Benefits

The Federation sponsors a self-insured, post-retirement medical plan that covers its employees who retire with a minimum of 10 years' employment and are age 55 or older, and have been in the group medical plan for the continuous 12 months prior to retirement. The plan is contributory and retiree contributions have been established as a percentage of premiums. For fiscal year 2013 and after, the retiree contribution was increased, resulting in a decrease in the total future benefit obligation. In addition, the Federation sponsors a post-retirement life insurance plan that covers all retirees whose benefits commencement date was January 1, 1987, or after and who retire with a minimum of 10 years' employment and are age 55 or older. These plans are unfunded.

Components of the net periodic post-retirement benefit cost for the years ended August 31, 2020 and 2019, included the following:

	2020	2019
Service cost	\$ 295	\$ 284
Interest cost	192	179
Amortization of prior service costs	(493)	(493)
Net Periodic Post-Retirement Benefit Cost	\$ (6)	\$ (30)

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

9. Employee Benefit Plans (continued)

Post-Retirement Benefits (continued)

A national 9% annual rate of increase in the per capita costs of covered health care benefits was assumed, gradually decreasing to 4% by the year 2031. At August 31, 2020 and 2019, a discount rate of 3.75% was used to determine the accumulated benefit obligation. The effective discount rate was developed using the yield curve listed in the Citigroup Pension Liability Index.

The following sets forth the plan's changes in benefit obligation and accrued benefit costs reported in the accompanying statements of financial position at August 31, 2020 and 2019:

	2020	2019
Benefit obligation at beginning of year	\$ (4,844)	\$ (4,549)
Service cost	(295)	(284)
Interest cost	(192)	(179)
Actuarial gains	-	-
Participant contributions	(240)	(233)
Benefits paid	315	401
Actuarial Loss	(1,018)	-
Benefit obligation at end of year	(6,274)	(4,844)
Plan assets at end of year	-	-
Funded Status		
(Accrued Benefit Liability)	\$ (6,274)	\$ (4,844)

The accrued benefit liability for post-retirement benefits is included in accrued pension and post-retirement benefits in the accompanying statements of financial position.

Increasing or decreasing the assumed health care cost trend rates by one percentage point in 2019 would have the following effect:

	1% Increase	1% Decrease
Effect on total service and interest cost	\$ 121	\$ 114
Effect on benefit obligation	\$ 1,318	\$ 928

Other changes in benefit obligations recognized in other than net periodic benefit cost are \$1,094 and \$52 for the years ended August 31, 2020 and 2019, respectively. Items not yet recognized as a component of the net periodic post-retirement benefit cost for the years ended August 31, 2020 and 2019, consisted of the following:

	2020	2019
Prior service cost	\$ (2,773)	\$ (3,266)
Net actuarial (gain)/loss	539	(481)
Total	\$ (2,234)	\$ (3,747)

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

9. Employee Benefit Plans (continued)

Post-Retirement Benefits (continued)

Of the cumulative unrecognized amount as of August 31, 2019, \$493 is expected to be included in net periodic post-retirement benefit cost for the year ending August 31, 2020.

Contributions

Benefits are funded on a pay as you go basis. Management of the Federation contributed \$127 during the year ended August 31, 2019. Based upon projections from its actuary, management expects to contribute \$116 to its post-retirement plan during the year ending August 31, 2020.

Estimated Future Benefit Payments

The following benefit payments are expected to be paid for the next 10 years ending August 31:

	<u>Pension Benefits</u>	<u>Post- Retirement Benefits</u>
2021	\$ 1,263	\$ 139
2022	1,313	169
2023	1,339	170
2024	1,357	208
2025	1,360	230
2026 to 2030	6,888	1,299

Employee Retirement Savings Plan

The Federation has a defined contribution plan for the benefit of its employees. The Federation matches one dollar for each dollar contributed by the employee up to a maximum of 5% of the employee's base compensation, based on length of service. The Federation contributed approximately \$1,519 and \$1,353 for the years ended August 31, 2020 and 2019, respectively.

Self-Insured Medical Plan

The Federation maintains a self-insured medical plan for the benefit of its employees. A stop-loss policy is in effect, which limits the Federation's loss per individual employee to \$185 and an aggregate stop-loss of \$4,590. The plan is administered through a contractual relationship with an unrelated company. The Federation is solely responsible for all claims incurred up to the amount of the stop-loss provisions. The Federation's expense under the plan amounted to \$2,879 and \$3,062 for the years ended August 31, 2020 and 2019, respectively. The Federation included a provision for estimated claims incurred, but not yet reported, in accounts payable and accrued expenses in the accompanying statements of financial position in the amount of \$272 and \$264 as of August 31, 2020 and 2019, respectively.

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

10. Availability and Liquidity

The Federation regularly monitors liquidity required to meet its annual operating needs and other contractual commitments, while also striving to preserve the principal and return on the investment of its funds. The Federation's financial assets available within one year of the statement of financial position date for general expenditures at August 31, 2020 and 2019, were as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 2,800	\$ 1,365
Grants, bequest and other contributions receivable	14,039	20,444
Accounts receivable	787	1,166
Investments	<u>73,278</u>	<u>65,924</u>
Total Financial Assets Available Within One Year	90,904	88,899
Less:		
Amounts unavailable for general expenditures within one year due to donor's restriction with purpose and time restriction	43,303	50,504
Amounts unavailable to management without Board approval:		
Board-designated for working capital reserve	<u>7,453</u>	<u>7,037</u>
Financial Assets Available to Meet General Expenditures Within One Year	<u>\$ 40,148</u>	<u>\$ 31,358</u>

The Federation has various sources of liquidity at its disposal, including cash and cash equivalents and investments, which are available for general expenditures, liabilities and other obligations as they come due. Management is focused on sustaining the financial liquidity of the Federation throughout the year. This is done through monitoring and reviewing the Federation's cash flow needs on a weekly basis. As a result, management is aware of the cyclical nature of the Federation's cash flow related to the Federation's various funding sources and is therefore able to ensure that there is cash available to meet current liquidity needs. As part of its liquidity plan, excess cash is invested in publicly traded investment vehicles, including mutual funds and equity securities, or to support organizational initiatives. The Federation can liquidate its investments anytime, and therefore the investments are available to meet current cash flow needs with the exceptions of the investments being held in perpetuity. To help manage unanticipated liquidity needs, the Federation has a committed line of credit of \$2 million to \$8 million, all of which was unused and available to draw upon as of August 31, 2020. Additionally, the Federation has board-designated net assets that could be available for current operations with Board approval, if necessary.

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS For the Years Ended August 31, 2020 and 2019 (in thousands)

11. Commitments and Contingencies

Operating Leases

The Federation leases office space, vehicles and equipment under operating leases, the last of which expires in 2025. Certain office space leases include rent escalations, abatement periods and lease incentives. Under GAAP, all rental payments, including fixed rent increases, less any rental abatements and other incentives, are recognized on a straight-line basis over the term of the lease. The difference between the GAAP rent expense and the required lease payments is reflected, along with the lease incentives, as deferred rent and lease incentives in the accompanying statements of financial position. Deferred rent and lease incentives are being amortized ratably over the term of the lease. The total deferred rent and lease incentives as of August 31, 2020 and 2019, were \$1,626 and \$1,747, respectively.

Total rental expense for operating leases was approximately \$1,323 and \$1,236 for the years ended August 31, 2020 and 2019, respectively.

Future minimum rental payments on noncancelable operating leases at August 31, 2020, are as follows:

<u>For the Year Ending August 31,</u>	
2021	\$ 1,292
2022	956
2023	837
2024	704
2025	<u>515</u>
Total	<u>\$ 4,304</u>

Compliance Audit

The Federation has received federal grants that are subject to review, audit and adjustment by various federal agencies for qualified expenses charged to the grants. Such audits could lead to requests for reimbursement to the federal agencies for any expenditures or claims disallowed under the terms of the agreements. The amount of expenditures which may be disallowed by the federal agencies cannot be determined at this time, although the Federation expects such amounts, if any, to be insignificant.

Risks and Uncertainties

The COVID-19 outbreak in the United States has caused business disruption through mandated and voluntary closings of businesses across the country for non-essential services. While the disruption is currently expected to be temporary, there is considerable uncertainty about the duration of closings. The Federation has been able to continue operations in a remote environment; however, at this point, the extent to which COVID-19 will impact the Federation's financial condition or results of operations is uncertain and being evaluated by management and the Board.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

11. Commitments and Contingencies (continued)

Other

The Federation may also be party to various legal actions and claims arising in the ordinary course of operations. However, as of August 31, 2020 and 2019, management was not aware of any such actions or claims.

12. Concentration of Credit Risk

Financial instruments which potentially subject the Federation to a concentration of credit risk consist principally of cash balances maintained at various creditworthy financial institutions.

While the amount at a given bank, at times, exceeds the amount guaranteed by federal agencies and, therefore, bears some risk, the Association has not experienced, nor does it anticipate, any losses on its funds. At August 31, 2020 and 2019, the amount in excess of the Federal Deposit Insurance Corporation insured limit of \$250 was approximately \$2,167 and \$683, respectively.

13. Allocation of Joint Costs

The Federation accounts for joint costs incurred for informational materials and activities that are included in fundraising appeals in accordance with ASC 958-720-45, *Accounting for Costs of Activities That Include Fundraising*, in determining costs to be allocated. For the years ended August 31, 2020 and 2019, the Federation incurred joint costs of \$15,573 and \$14,637, respectively. Of those costs, \$7,469 and \$7,062 were allocated to fundraising expense, \$6,935 and \$6,412 were allocated to membership education and other nature education programs and \$1,170 and \$1,163 were allocated to general and administrative expense in 2020 and 2019, respectively. Other direct and allocated operating expenses of \$1,343 and \$1,433 were also incurred for fundraising activities during 2020 and 2019, respectively.

14. Income Taxes

The Federation has received determination letters from the Internal Revenue Service (IRS) that it has been granted an exemption from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the IRC), except for tax on any income that may be a result of unrelated business transactions. Additionally, the IRS has classified the Federation as public charities under IRC Section 509(a)(1). The Federation believes that operations are consistent with the nature of its exemptions granted by the IRS. The Federation is required to report unrelated business income to the IRS. The Federation's unrelated business income consists of advertising income in publications. There was no significant net unrelated business income for the years ended August 31, 2020 and 2019.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

14. Income Taxes (continued)

The Federation reviews and assesses all activities annually to identify any changes in the scope of the activities and revenue sources and the tax treatment thereof to identify any uncertainty in income taxes. For the years ended August 31, 2020 and 2019, management did not identify any uncertainty in income taxes requiring recognition or disclosure in these financial statements. It is the Federation's policy to recognize interest and/or penalties related to uncertainty in income taxes, if any, in income tax or interest expense. The Federation's tax returns are subject to possible examination by the taxing authorities; however, no examinations are currently pending or in progress. For federal purposes, the tax returns essentially remain open for possible examination for a period of three years after the respective filing deadlines of those returns.

15. National Wildlife Federation Action Fund

National Wildlife Federation Action Fund (NWF Action Fund) is a not-for-profit organization that was formed in Colorado in 1989 for the purpose of conducting conservation advocacy programs such as National Wildlife Action. In August 2008, National Wildlife Action was renamed National Wildlife Federation Action Fund. NWF Action Fund advocates for the conservation interests of hunters, anglers and outdoor enthusiasts from all walks of life and political stripes. Through grassroots action and focused legislative campaigns, NWF Action Fund works to give wildlife and wildlife enthusiasts a voice in the democratic process and raises the visibility of key conservation such as like global warming with voters and elected officials.

Although certain Federation employees serve on NWF Action Fund's Board of Directors, the Federation officers and employees represent less than 50% of the total officers and Directors for NWF Action Fund and the Federation does not control a majority of the appointments to NWF Action Fund's Board of Directors. As such, the Federation does not consolidate the activities of NWF Action Fund.

NWF Action Fund entered into a note payable agreement in November 2015 with the Federation for \$160 in five years plus accrued interest at the rate of 2%. The first installment was paid in December 2015 in the amount of \$8. The remaining installments will be paid every March and September until 2020. On August 19, 2020, the Federation and NWF Action Fund entered into an Agreement to forgive the remaining balance of this note payable in the amount of \$90 and any interest due under the agreement.

The Federation provided \$220 and \$220 in grants to NWF Action Fund in the years ended August 31, 2020 and 2019, respectively. In addition, NWF Action Fund reimburses the Federation for certain costs such as leased staff, benefits, miscellaneous expenses and overhead costs. As of August 31, 2020 and 2019, NWF Action Fund owed the Federation \$58 and \$128, respectively, for such costs. Additionally, as of August 31, 2020 and 2019, NWF Action Fund owed \$0 and \$104 to the Federation for contributions collected for the Federation.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

16. Fair Value Measurement

The Federation's financial assets measured at fair value as of August 31, 2020 and 2019, are classified in the statements of financial position as follows:

	2020	2019
Charitable gift annuities and other trusts	\$ 12,105	\$ 11,428
Unrestricted investments	67,792	60,438
Permanently restricted investments	5,486	5,486
Total	\$ 85,383	\$ 77,352

The following tables set forth the fair values of financial assets that are measured at fair value on a recurring basis by their fair value hierarchy classification as of August 31:

	2020 Total	Quoted Prices in Active Markets for Identical Assets/ Liabilities (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Charitable remainder and perpetual trusts	\$ 6,527	\$ -	\$ -	\$ 6,527
Investments and permanently restricted investments, including charitable gift annuity investments:				
Common stocks:				
Large cap	14,131	14,131	-	-
International equities	988	988	-	-
Fixed income mutual funds:				
Bond funds	8,486	8,486	-	-
Government securities	567	567	-	-
Equity mutual and index funds:				
Large blend	13,047	1,458	11,589	-
Small and mid-blend	1,652	1,652	-	-
International Equities	9,099	9,099	-	-
Money market fund	8,907	8,907	-	-
Subtotal	63,404	\$ 45,288	\$ 11,589	\$ 6,527
Limited partnerships and private investment funds ^(a)	21,979			
Total	\$ 85,383			

Continued

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

16. Fair Value Measurement (continued)

	<u>2019</u> <u>Total</u>	<u>Quoted Prices</u> <u>in Active</u> <u>Markets for</u> <u>Identical</u> <u>Assets/</u> <u>Liabilities</u> <u>(Level 1)</u>	<u>Significant</u> <u>Other</u> <u>Observable</u> <u>Inputs</u> <u>(Level 2)</u>	<u>Significant</u> <u>Unobservable</u> <u>Inputs</u> <u>(Level 3)</u>
Charitable remainder and perpetual trusts	\$ 5,784	\$ -	\$ -	\$ 5,784
Investments and permanently restricted investments, including charitable gift annuity investments:				
Common stocks:				
Large cap	12,276	12,276	-	-
International equities	1,479	1,479	-	-
Fixed income mutual funds:				
Bond funds	8,142	8,142	-	-
Government securities	618	618	-	-
Equity mutual and index funds:				
Large blend	12,784	1,295	11,489	-
Small and mid blend	1,777	1,777	-	-
International equities	8,774	8,774	-	-
Money market fund	<u>2,031</u>	<u>2,031</u>	<u>-</u>	<u>-</u>
Subtotal	53,665	<u>\$ 36,392</u>	<u>\$ 11,489</u>	<u>\$ 5,784</u>
Limited partnerships and private investment funds ^(a)	<u>23,687</u>			
Total	<u>\$ 77,352</u>			

(a) These investments are measured at NAV or its equivalent as a practical expedient and have not been classified in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statement of financial position.

The Federation has included in the tables below the category, fair value, redemption frequency and redemption notice period for those assets whose fair value is estimated using NAV per share or its equivalent for which fair value is not readily determinable as of August 31, 2020 and 2019. For the Federation, such investments include limited partnerships and private investment and hedge funds.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO FINANCIAL STATEMENTS
For the Years Ended August 31, 2020 and 2019
(in thousands)

16. Fair Value Measurement (continued)

The following table sets forth a summary of the Federation's investments with a reported NAV as of August 31, 2020:

<u>Investment Type</u>	<u>Fair Value</u>	<u>Redemption Frequency</u>	<u>Notice Period (Days)</u>
Long-short equity portfolio funds	\$ 4,047	Annually	90
Fund partnerships – International	3,802	Annually	65
Fund partnerships – International	1,525	Annually	60
Fund partnerships – International	2,263	Annually	15
Fund partnerships – International	2,750	Quarterly	60
Global Equity Fund	4,745	Quarterly	30
Fund partnerships – International	<u>2,847</u>	Monthly	30
Total	<u>\$ 21,979</u>		

The following table sets forth a summary of the Federation's investments with a reported NAV as of August 31, 2019:

<u>Investment Type</u>	<u>Fair Value</u>	<u>Redemption Frequency</u>	<u>Notice Period (Days)</u>
Long-short equity portfolio funds	\$ 6,022	Annually	90
Fund partnerships – International	6,340	Annually	65
Fund partnerships – International	1,863	Annually	15
Fund partnerships – International	2,197	Quarterly	60
Global Equity Fund	4,439	Quarterly	30
Fund partnerships – International	<u>2,826</u>	Monthly	30
Total	<u>\$ 23,687</u>		

There were no unfunded commitments or illiquid investments at August 31, 2020 and 2019.

17. Subsequent Events

The Federation has evaluated subsequent events through January 7, 2021, the date the financial statements were available to be issued. There were no subsequent events noted that required adjustment to or disclosure in these financial statements.

**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON
AN AUDIT OF FINANCIAL STATEMENTS PERFORMED
IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

To the Board of Directors of
The National Wildlife Federation

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of The National Wildlife Federation (the Federation), which comprise the statement of financial position as of August 31, 2020, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated January 7, 2021.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Federation's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Federation's internal control. Accordingly, we do not express an opinion on the effectiveness of the Federation's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

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Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Federation's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Marcum LLP

Washington, DC
January 7, 2021

**INDEPENDENT AUDITORS' REPORT
ON COMPLIANCE FOR EACH MAJOR FEDERAL PROGRAM
AND ON INTERNAL CONTROL OVER COMPLIANCE
REQUIRED BY THE UNIFORM GUIDANCE**

To the Board of Directors of
The National Wildlife Federation

Report on Compliance for Each Major Federal Program

We have audited The National Wildlife Federation's (Federation) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on the Federation's major federal program for the year ended August 31, 2020. The Federation's major federal program is identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditors' Responsibility

Our responsibility is to express an opinion on compliance for the Federation's major federal program based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Federation's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of the Federation's compliance.

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Opinion on Each Major Federal Program

In our opinion, the Federation complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended August 31, 2020.

Report on Internal Control Over Compliance

Management of the Federation is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Federation's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for its major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Federation's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Marcum LLP

Washington, DC
January 7, 2021

THE NATIONAL WILDLIFE FEDERATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
For the Year Ended August 31, 2020

<u>Federal Grantor/Pass-Through Grantor/Program or Cluster Title</u>	<u>Federal CFDA Number</u>	<u>Pass-Through Entity Identifying Number</u>	<u>Passed Through to Subrecipients</u>	<u>Total Federal Expenditures</u>
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (NASA)				
<i>Pass-Through from the University Corporation for Atmospheric Research</i>				
Science	43.001	NNX17AD75A	\$ -	\$ 3,184
Total NASA			-	3,184
U.S. DEPARTMENT OF THE INTERIOR				
<u>Bureau of Land Management</u>				
<i>Pass-Through from the National Fish and Wildlife Foundation</i>				
Fish, Wildlife and Plant Conservation Resource Management	15.231	2503.18.061946	-	25,399
Fish, Wildlife and Plant Conservation Resource Management	15.231	0801.19.063102	-	65,708
Total Fish, Wildlife and Plant Conservation Resource Management for CFDA 15.231			-	91,107
<u>Fish and Wildlife Service</u>				
Partners for Fish and Wildlife	15.631	F19AC00720	-	25,000
Total Partners for Fish and Wildlife for CFDA 15.631			-	25,000
Total U.S. Department of the Interior			-	116,107
U.S. DEPARTMENT OF COMMERCE				
<u>National Oceanic and Atmospheric Administration (NOAA)</u>				
<i>Pass-Through from the Research Foundation of CUNY</i>				
NOAA Mission-Related Educaiton Awards	11.008	NA16SEC0080004-1	-	2,530
Total NOAA Mission-Related Educaiton Awards for CFDA 11.008			-	2,530
<i>Pass-Through from the National Fish and Wildlife Foundation</i>				
Office of Coastal Management	11.473	0318.18.062169	-	329,684
Total Office of Coastal Management for CFDA 11.473			-	329,684
Total U.S. Department of Commerce			-	332,214

See accompanying notes to this schedule.

Continued

THE NATIONAL WILDLIFE FEDERATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
For the Year Ended August 31, 2020

(continued)

<u>Federal Grantor/Pass-Through Grantor/Program or Cluster Title</u>	<u>Federal CFDA Number</u>	<u>Pass-Through Entity Identifying Number</u>	<u>Passed Through to Subrecipients</u>	<u>Total Federal Expenditures</u>
ENVIRONMENTAL PROTECTION AGENCY (EPA)				
<u>Office of Water</u>				
<i>Pass-Through from the National Fish and Wildlife Foundation</i> Chesapeake Bay Program	66.466	0603.19.065502	\$ -	\$ 42,383
<i>Pass-Through from CB Trust</i> Chesapeake Bay Program	66.466	44573	-	20,156
Total Chesapeake Bay Program for CFDA 66.466			-	62,539
<i>Pass-Through from The Nature Conservancy</i> Great Lakes Program	66.469	00E02810 A106313	-	2,340
Total Great Lakes Program for CFDA 66.469			-	2,340
<u>Office of Environmental Education</u> Environmental Education Grants	66.951	NE96878301	-	1,366
Total Office of Environmental Education for CFDA 66.951			-	1,366
Total EPA			-	66,245
U.S. DEPARTMENT OF AGRICULTURE				
<u>United States Forest Service</u>				
<i>Pass-Through from the National Fish and Wildlife Foundation</i> National Fish and Wildlife Foundation	10.683	1903.18.059555	-	28,160
Total United States Forest Service for CFDA 10.683			-	28,160
<i>Pass-Through from the National Fish and Wildlife Foundation</i> Cooperative Forestry Assistance	10.664	1903.18.059416	-	2,896
Cooperative Forestry Assistance	10.664	1903.19.063781	-	10,868
Cooperative Forestry Assistance	10.664	1903.19.063781	-	6,023
<i>Pass-Through from Montana Department of Natural Resources and Conservation</i> Cooperative Forestry Assistance	10.664	ConEd-18-002 17-DG-11010000-013	-	773
Total Cooperative Forestry Assistance for CFDA 10.664			-	20,560

See accompanying notes to this schedule.

Continued

THE NATIONAL WILDLIFE FEDERATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
For the Year Ended August 31, 2020

(continued)

Federal Grantor/Pass-Through Grantor/Program or Cluster Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Passed Through to Subrecipients	Total Federal Expenditures
U.S. DEPARTMENT OF AGRICULTURE (continued)				
<i>Natural Resources Conservation Service</i>				
<i>Pass-Through from the National Fish and Wildlife Foundation</i>				
Conservation Stewardship Program	10.924	1903.18.059416	\$ -	\$ 7,075
Total Conservation Stewardship Program for CFDA 10.924			-	7,075
<i>Pass-Through from the National Fish and Wildlife Foundation</i>				
Environmental Quality Incentives Program	10.912	1903.18.059416	-	6,064
Total Environmental Quality Incentives Program for CFDA 10.912			-	6,064
<i>Pass-Through from the National Fish and Wildlife Foundation</i>				
Soil and Water Conservation	10.902	1903.18.059416	-	5,687
Soil and Water Conservation	10.902	2503.18.061946	-	8,383
Soil and Water Conservation	10.902	1903.19.063781	-	101,437
Soil and Water Conservation	10.902	1903.19.063782	-	30,710
Total Soil and Water Conservation for CFDA 10.902			-	146,217
<i>Pass-Through from the National Fish and Wildlife Foundation</i>				
Conservation Reserve Program	10.069	2503.18.061946	-	4,191
Total Conservation Reserve Program for CFDA 10.069			-	4,191
<i>Pass-Through from the National Fish and Wildlife Foundation</i>				
Agricultural Conservation Easement Program	10.931	2503.18.061946	-	4,191
Total Agricultural Conservation Easement Program for CFDA 10.931			-	4,191
<i>Pass-Through from North Carolina State University</i>				
Agriculture and Food Research Initiative	10.310	2018-68011-28372	-	32,942
Total Agriculture and Food Research Initiative for CFDA 10.310			-	32,942

See accompanying notes to this schedule.

Continued

THE NATIONAL WILDLIFE FEDERATION
SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS
For the Year Ended August 31, 2020

(continued)

Federal Grantor/Pass-Through Grantor/Program or Cluster Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Passed Through to Subrecipients	Total Federal Expenditures
U.S. DEPARTMENT OF AGRICULTURE (continued)				
<i>Pass-Through from University of Minnesota</i> Sustainable Agriculture Research and Education	10.215	2018-38640-28416	\$ -	\$ 25,422
Total Sustainable Agriculture Research and Education for CFDA 10.215			-	25,422
Total U.S. Department of Agriculture			-	274,822
U.S. DEPARTMENT OF TRANSPORTATION				
<u>Federal Highway Administration</u> <i>Pass-Through from University of Montana</i> Highway Planning and Construction	20.205	PG18 62841 01	-	4,001
Total U.S. Department of Transportation			-	4,001
U.S. Department of Homeland Security				
Cooperating Technical Partners	97.045	N/A	-	8,926
Cooperating Technical Partners	97.045	N/A	-	479,364
Total U.S. Department of Homeland Security			-	488,290
U.S. DEPARTMENT OF DEFENSE				
Legacy Resource Management Program	12.632	HQ0034-16-20013	-	54,114
<i>Pass-Through from National Fish and Wildlife Foundation</i> Legacy Resource Management Program	12.632	1903.19.063781	-	28,982
Total Legacy Resource Management Program for CFDA 12.632			-	83,096
Total U.S. Department of Defense			-	83,096
TOTAL EXPENDITURES OF FEDERAL AWARDS			\$ -	\$ 1,367,959

See accompanying notes to this schedule.

THE NATIONAL WILDLIFE FEDERATION

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS For the Year Ended August 31, 2020

1. Basis of Presentation

The accompanying schedule of expenditures of federal awards (the schedule) includes the federal award activity of The National Wildlife Federation (the Federation) under programs of the federal government for the year ended August 31, 2020. The information is presented in accordance with the requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the schedule presents only a selected portion of the operations of the Federation, it is not intended to and does not present the financial position, changes in net assets, or cash flows of the Federation.

2. Summary of Significant Accounting Policies

Expenditures reported on the schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

3. Indirect Cost Rates

The Federation has elected not to use the 10% de minimis indirect cost rate as allowed under Uniform Guidance.

THE NATIONAL WILDLIFE FEDERATION
SCHEDULE OF FINDINGS AND QUESTIONED COSTS
For the Year Ended August 31, 2020

SECTION I – SUMMARY OF AUDITORS’ RESULTS

Financial Statements

Type of auditors’ report issued on whether financial statements audited were prepared in accordance with GAAP:

Unmodified Qualified
 Adverse Disclaimer

Internal control over financial reporting:

- Material weakness(es) identified? Yes No
- Significant deficiency(ies) identified? Yes None Reported

Noncompliance material to financial statements noted?

Yes No

Federal Awards

Type of auditors’ report issued on compliance for major federal programs:

Unmodified Qualified
 Adverse Disclaimer

Internal control over major federal program(s):

- Material weakness(es) identified? Yes No
- Significant deficiency(ies) identified? Yes None Reported

Any audit findings disclosed that are required to be reported in accordance with 2 CFR, 200 516(a)?

Yes No

Identification of Major Federal Program:

CFDA Number	Program Title
97.045	Cooperating Technical Partners

Dollar threshold used to distinguish between Type A and Type B programs: \$ 750,000

Auditee qualified as a low-risk auditee? Yes No

THE NATIONAL WILDLIFE FEDERATION

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)
For the Year Ended August 31, 2020

SECTION II – FINDINGS – FINANCIAL STATEMENT AUDIT

None required to be reported.

**SECTION III – FINDINGS AND QUESTIONED COSTS – MAJOR FEDERAL AWARD PROGRAMS
AUDIT**

None required to be reported.

SECTION IV – STATUS OF PRIOR YEAR FINDINGS

Financial Statement Audit Findings

None required to be reported.

Major Federal Award Programs Audit Findings and Questioned Costs

None required to be reported.