CANYONLANDS FIELD INSTITUTE, INC.

FINANCIAL STATEMENTS

FOR THE YEAR ENDED SEPTEMBER 30, 2017

CANYONLANDS FIELD INSTITUTE, INC.
TABLE OF CONTENTS
FOR THE YEAR ENDED SEPTEMBER 30, 2017

SMUIN, RICH & MARSING
CERTIFIED PUBLIC ACCOUNTANTS
294 East 100 South
Price, Utah 84501
Phone (435) 637-1203 • FAX (435) 637-8708

GREG MARSING, C.P.A.
DOUGLAS RASMUSSEN, C.P.A.
CRAIG G. SMUIN, C.P.A.
R. KIRT RICH, C.P.A.
TRACY LUDINGTON, C.P.A.

MEMBERS
AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
UTAH ASSOCIATION OF CERTIFIED PUBLIC ACCOUNTANTS

INDEPENDENT ACCOUNTANT'S REVIEW REPORT

Board of Directors
Canyonlands Field Institute, Inc.
Moab, Utah 84532

We have reviewed the accompanying financial statements of Canyonlands Field Institute, Inc. (a nonprofit organization), which comprise the statement of financial position as of September 30, 2017, and the related statements of activities and change in net assets and cash flows for the year then ended and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

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

Accountant's Conclusion

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

SMUIN, RICH & MARSING

Smuin, Rich & Marsing

Price, Utah

July 31, 2019

EXHIBIT A

CANYONLANDS FIELD INSTITUTE, INC.
STATEMENT OF FINANCIAL POSITION
AS OF SEPTEMBER 30, 2017

		(UNRESTRICTED)
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	$	64,349
Accounts receivables		679
Inventory		3,663
Prepaid expenses		11,031
Total current assets	$	79,722
FIXED ASSETS:		
Land	$	3,943,975
Vehicles		118,335
Equipment		45,528
Office equipment		240,917
Old camp improvements		73,305
Buildings		310,000
Taylor ranch and camp relocation improvements		290,712
Less: Accumulated depreciation		(201,443)
Net fixed assets	$	4,821,329
OTHER ASSETS:		
Investment in river rights	$	72,000
Total other assets	$	72,000
Total assets	$	4,973,051
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES:		
Accounts payable	$	14,684
Credit cards payable		19,970
Wages payable		11,858
Payroll taxes payable		9,342
Notes payable - current portion		15,021
Zions Bank LOC - current portion		26,500
Unearned revenue		30,200
Total current liabilities	$	127,575
NONCURRENT LIABILITES:		
Ford Credit Payable	$	26,920
GC Credit Union Payable		18,946
Total noncurrent liabilities	$	45,866
Total liabilities	$	173,441
NET ASSETS:		
Unrestricted:	$	4,799,421
Temporary Restricted:		189
Total net assets	$	4,799,610
Total liabilities and net assets	$	4,973,051

"The accompanying notes are an integral part of this statement."

CANYONLANDS FIELD INSTITUTE
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED SEPTEMBER 30, 2017

		(UNRESTRICTED)
REVENUES:		
Donations		
Camp capital	$	4,545,100
Grants		61,316
Memberships		6,034
Plateau Society		103,530
Stewardship fund		15,550
Educational Programs		
Land program revenue		234,065
River program revenue		123,319
Other revenue		
Cancellation revenue		1,850
Cash back rewards		1,213
Fund raisers		60
Rental		5,622
Souvenirs/T-Shirts		6,979
Total revenues	$	5,104,638
COST OF SALES		5,393
Gross profit	$	5,099,245
EXPENSES:		
Payroll expense	$	254,677
Advertising		7,826
Merchant service fees		9,481
Conference and external training		2,268
Repairs and maintenance		34,540
Fuel		5,357
Fund raising expense		112
Insurance		31,478
Depreciation		39,060
License and fees		8,657
Payroll tax and related expense		40,789
Office supplies		5,232
Utilities		4,954
Cleaning, supplies building		6,333
Property lease		43,314
Postage and freight		5,100
Printing and design		5,031
Professional fees		6,358
Educational PG Serv.- outfitting/lodge/stipends/awards		16,089
Food		42,659
Telephone		5,777
Travel		6,141
Miscellaneous expenses		2,422
Total expenses	$	583,655
OPERATING REVENUES (EXPENSES)	$	4,515,590

"The accompanying notes are an integral part of this statement."

CANYONLANDS FIELD INSTITUTE
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
FOR THE YEAR ENDED SEPTEMBER 30, 2017

	(UNRESTRICTED)
OTHER INCOME (EXPENSES):	
Interest expense	$ (3,514)
Interest income	127
Gain on sale of equipment	8,790
CRR lease income	15,000
Misc Income	700
BLM special fees	1,360
Total other income (expenses)	$ 22,463
EXCESS REVENUES (EXPENSES)	$ 4,538,053
Net Asset, October 1, 2016	261,557
Net Assets September 30, 2017	$ 4,799,610

"The accompanying notes are an integral part of this statement."

CANYONLANDS FIELD INSTITUTE, INC.
STATEMENT OF CASH FLOW
FOR THE YEAR ENDED SEPTEMBER 30, 2017

Cash flow from operating activities:		
Increase\(decrease) in net position	$ 4,538,053	
Adjustments to reconcile increase in net position to net cash provided by operating activities:		
Depreciation	39,060	
(Increase)\decrease in operating assets:		
Accounts Receivable	(134)	
Inventory	(1,251)	
Prepaid expenses	7,723	
Increase\(decrease) in operating liabilities:		
Accrued liabilities	1,982	
Accounts Payable	11,618	
Unearned revenue	30,080	
Net cash provided\(used) by operating activities		$ 4,627,131
Cash flows from investing activities:		
Proceeds from sale of equipment	$ 36,219	
Acquisition of property, improvements and equipment	(4,631,563)	
Net cash provided\(used) by investing activities		(4,595,344)
Cash flows from financing activities:		
LOC proceeds	$ 60,500	
Loan proceeds	37,293	
Payments on debt	(95,627)	
Net cash provided\(used) by financing activities		2,166
Net increase\(decrease) in cash and cash equivalents		$ 33,953
Cash and cash equivalents at beginning of year		30,396
Cash and cash equivalents at end of year		$ 64,349

Interest charged on debt obligations paid in cash for the year amounted to $3,514.
No income taxes were paid during the year.

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

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This summary of significant accounting policies of Canyonlands Field Institute, Inc. (the Institute) is presented to assist in understanding the Institute's financial statements. The financial statements and notes are representations of the Institute's management. The accounting policies conform to generally accepted accounting principles and have been consistently applied in the preparation of the financial statements.

Business Activity:

Canyonlands Field Institute, Inc., (a nonprofit organization) was organized under the laws of the State of Utah during June 1984 and has a governing board. Operations are funded through private donations, fees for program activities, governmental grants and fund raising activities. The general purposes for which the corporation was formed are to operate exclusively for such charitable, scientific and educational purposes as will qualify it as a non-profit corporation under Section 16-6, Utah Code Annotated, 1953, as amended. Some of the more specific activities of this non-profit corporation is to serve the public as an educational center and resource for the study of natural, cultural and human resources, particularly related to the Colorado Plateau region and adjacent geographical locations: to provide a residential facility and resource center for visiting school groups: to provide for seminars, and other learning opportunities for adult and family groups in natural and cultural history, outdoor skill development, and personal growth: to maintain such other appropriate services and facilities, which will be helpful in promoting a better understanding of how people can live with and as a part of their natural environment.

Basis of Accounting

A. Canyonlands Field Institute, Inc., prepares their financial statements on the accrual basis of accounting in accordance with generally accepted accounting principles. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of the related cash flows. Contributions are recorded when received. All contributions are available for unrestricted use unless specifically restricted by donor.
B. Restricted funds have been established to account for those resources available for use, but expendable only for the purposes specified for those funds.

Income Taxes

The organization is an exempt organization for Federal income tax purposes under section 501(c) (3) of the Internal Revenue Code and therefore has made no provision for Federal income taxes.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash Equivalents

For purposes of the statement of cash flows, Canyonlands Field Institute, Inc., considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Capital Assets

Capital assets (land, leasehold improvements, equipment, and furniture and fixtures, vehicles) are recorded at cost or at estimated fair value at the date of gift. Donated items are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. The cost of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives are not capitalized Major outlays for capital assets and improvements are capitalized as projects are constructed. Interest incurred during construction is not capitalized. Depreciation is provided using the straight-line method over estimated useful lives of the assets.

Furniture and fixtures	5-7
Vehicles	5-10
Equipment	7-10
Improvements	10-15
Buildings	39

Inventory

The inventory held by Canyonlands Field Institute Inc. is valued at cost or market whichever is lowest, and is comprised of hats, mugs and T-Shirts. The Institute uses the first-in, first-out (FIFO) when accounting for the value these inventories.

Receivables

The accounts represented as entity accounts receivables by Canyonlands Field Institute consist mostly of activity fees for adult and youth educational programs. There has been no allowance for doubtful account setup due to the immaterial amount of receivables and the assurance of the collections of these receivables. Receivables are recorded on the accrual basis at current values.

Use of Estimates

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

1. **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Net Asset Balances

Unrestricted - The unrestricted net assets account pertains primarily to amounts that are not restricted to specific purposes.

Temporarily Restricted - The temporarily restricted net assets are funds that have been donated by "My Good Fund" to be used for the site plans, engineering, studies and improvement and construction of at the Taylor Ranch and camp areas.

2. **FIXED ASSETS**

	FIXED ASSETS, AT COST			
	Balance Oct 1, 2016	Additions	Adjustments and Retirements	Balance Sept 30, 2017
Land		$ 3,943,975		$ 3,943,975
Office equipment	$ 19,576	221,341		240,917
Equipment	15,028	30,500		45,528
Old camp improvements	73,305			73,305
Taylor ranch & camp reloc	208,858	81,854		290,712
Buildings		310,000		310,000
Vehicles	74,982	43,893	$ (540)	118,335
Total fixed assets	$ 391,749	$ 4,631,563	$ (540)	$ 5,022,772

	ACCUMULATED DEPRECIATION			
	Balance Oct 1, 2016	Depreciation	Adjustments and Retirements	Balance Sept 30, 2017
Office equipment	$ 13,637	$ 6,355		$ 19,992
Equipment	12,776	1,710		14,486
Old camp improvements	66,877	1,636		68,513
Taylor ranch & camp reloc	32,224	15,203		47,427
Buildings		1,325		1,325
Vehicles	37,258	12,831	$ (389)	49,700
Total accumulated depreciation	$ 162,772	$ 39,060	$ (389)	$ 201,443

2. FIXED ASSETS (Continued)

Provisions for depreciation of property and equipment is computed on the straight-line method. Depreciation is based on estimated useful lives of individual units or classes of property. The cost of maintenance and repairs of properties and renewals, which do not involve substantial betterment, are charged to expense as incurred. When an item of property is replaced and a substantial betterment results, the cost of the replaced property is retired and the cost of the new property is capitalized. At the time properties are retired or otherwise disposed of, the cost of the asset and related accumulated depreciation are removed from the accounts. Gains and losses therefore are reflected in the income statement. The Institute does not have a capitalization policy as of September 30, 2017, therefore all assets purchased that have a life of over one year, are determined to be capitalized and depreciated. No fixed assets have been purchased with restricted funds and therefore, the total amounts expended for fixed assets are recorded as unrestricted use.

3. DEPOSITS

Custodial Credit Risk – Deposits

The custodial credit risk for deposits is the risk that in the event of a bank failure, Canyonlands Field Institute deposits may not be recovered by federal depository insurance. Canyonlands Field Institute's only deposits are deposited in qualified depositories. Qualified depositories are any financial institutions whose deposits are insured, up to $250,000 by a federal agency of the Federal Government, or insured by the National Credit Union Administration.

The deposits in the bank in excess of the insured amount are uninsured and uncollateralized. Canyonlands Field Institutes deposits at September 30, 2017, were $78,094. Of these, no amounts were exposed to custodial credit risk as uninsured and uncollateralized.

	Carrying Amount	Bank Balance
Insured (FDIC, NCUA)	$ 64,349	$ 78,094

4. PENSION PLAN

As of September 30, 2017, Canyonlands Field Institute was not participating in any retirement program.

5. COMPENSATED ABSENCES

Compensated absences have been determined to be zero at the end of the fiscal year, according to guidelines outlined in the Institutes policies and procedures.

6. NET ASSETS BALANCES

UNRESTRICTED –

The unrestricted net assets account pertains primarily to amounts that are not designated for specific purposes.

TEMPORARILY RESTRICTED –

The temporarily restricted net assets account pertains to funds set aside for the future purchase of equipment, building or renovation of a facilities including field camp areas that will be used at Taylor Ranch and Camp location. Temporarily restricted funds have been donated by "My Good Fund" and there remains $189 that has been temporarily restricted. The balance in the account primarily relates to assets (cash) that is being held in a separate account.

7. NOTE PAYABLE

At September 30, 2017, Canyonlands Field Institute Inc., had three notes payable outstanding in the form of 2 vehicle loans and a revolving note payable with Joy Investments. Canyonlands Field Institute, Inc., also has a line of credit with Zions Bank. The line of credit can be increased as needed but not to exceed $30,000 by Canyonlands Field Institute. At September 30, 2017, the balance on this line of credit was $26,500. This line of credit must be reduced to zero at least once each year. These funds have been secured to further the operational goals of the Institute and provide the necessary funding for the entities cash flow, and for the purchase of vehicles.

The note payable with Joy Investments, LLC was for the original amount of $47,000. This loan is for a revolving amount and the principal amount can be increased as necessary. Principal payments are made monthly as cash flow allows until paid in full. Joy Investments has not called the note due to date and no intention to do so has been indicated by Karla VanderZanden, the owner of Joy Investments, LLC. The stated interest rate on this note is 6.00% per annum. It has been the history of Canyonlands Field Institute, Inc. to make monthly principal payments in the amount of $500.00. From discussion with management and review of subsequent transactions, the Institute continues to make principal payments of $500.00 a month on the loan from Joy Investments, LLC. The estimated repayment of this loan is as follows:

Year Ending Sept 30,	Principal	Interest	Total
2018	1,500	90	1,590
	$ 1,500	$ 90	$ 1,590

7. NOTE PAYABLE (Continued)

The Institute has a vehicle loan with Ally Bank for the original amount of $37,293. This loan was for the purchase of a 2017 Chevy Van. The van is the collateral for the loan. Payments are made monthly in the amount of $703.32, which includes principal and interest. The loan is for a 60-month period and has a stated interest rate of 4.89% per annum. Monthly payments will continue until April 5, 2022. The estimated repayment of this loan is as follows:

Year Ending Sept 30,	Principal	Interest	Total
2018	$ 7,086	$ 1,354	$ 8,440
2019	7,406	1,034	8,440
2020	7,741	699	8,440
2021	8,091	349	8,440
2022	3,682	39	3,721
	$ 34,006	$ 3,475	$ 37,481

The Institute has a vehicle loan with Grand County Credit Union for the original amount of $32,725. This loan is for the purchase of a 2013 Ford Expedition. The Expedition is the collateral for the loan. Payments are made monthly in the amount of $573.49, which includes principal and interest. The loan is for a 60-month period and has a stated interest rate of 1.99% per annum. Monthly payments will continue until July 25, 2021. The estimated repayment of this loan is as follows:

Year Ending Sept 30,	Principal	Interest	Total
2018	$ 6,435	$ 447	$ 6,882
2019	6,564	318	6,882
2020	6,696	186	6,882
2021	5,686	52	5,738
	$ 25,381	$ 1,003	$ 26,384

The Institute also had a vehicle loan with Ford Motor Credit for the original amount of $37,677. This loan was for the purchase of a Ford Van. Due to the vehicle being wrecked and considered totaled during the year, this loan was paid off with insurance proceeds.

7. NOTE PAYABLE (Continued)

The change in debt is listed below:

	Beginning Balance	Additions	Reductions	Ending Balance	Due Within One Year
Ford Motor Credit	$ 35,027		$ (35,027)		
Ally Bank		$ 37,293	(3,287)	$ 34,006	$ 7,086
GC Credit Union	31,693		(6,312)	25,381	6,435
Zions Bank LOC	11,000	60,500	(45,000)	26,500	26,500
Joy Investment LLC	7,500		(6,000)	1,500	1,500
Totals	$ 85,220	$ 97,793	$ (95,626)	$ 87,387	$ 41,521

8. FUND RAISING INFORMATION

Fundraising revenue and costs have been kept separate from program revenues and costs in the financial records of the Institute. The separation can be seen by looking at expense line items of financial report according to "class" rather than totals viewed in the general financial report, except the line Fundraiser expenses which refer to occasional special events created to raise donations. These separate revenues and costs are reflected in the nonprofit tax reporting document annual form 990. For the year ending September 30, 2017 the Institute as reported here, raised $231,494 in grants and donations of all types, with reported expenses of $25,383. The institute is registered with the State of Utah Department of Commerce, Division of Consumer Protection as a Charitable Organization.

9. USE OF ESTIMATES

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

10. CONTRIBUTED SERVICES RECEIVED

The Institute receives contributed services for a variety of programs and activities. The majority of the services come from volunteers who donate their time to aide and assist clients. The Institute has recognized none of the volunteer hours, because the hours have not been documented or calculated. The total amount that has been recognized is zero.

11. SUBSEQUENT EVENTS

Subsequent events were reviewed thru July 31, 2019, the date financial statements were available. No subsequent events were found that were determined to be included in the footnotes or the financial statements.

12. RELATED PARTY

Canyonlands Field Institute's Executive Director is Karla VanderZanden the owner of Joy Investments LLC. Joy Investments has an outstanding loan with Canyonlands Field Institute as reported in Note 7 of the notes to the financial statements with a balance due of $1,500. Canyonlands Field Institute paid Joy Investments $6,000 during the year ended September 30, 2017 on this note.

Joy Investments LLC, also owns real property located at 1320 South Highway 191, Moab, Grand County, Utah, which consists of two buildings and acreage. The Institute leases part of these buildings and the acreage. The lease is based on rental of back warehouse (approximately 4,460 square feet) and commissary and guide quarters bunkhouse (approximately 800 square feet) and half of the front building used for offices and classrooms, and the restrooms (approximately 1,870 square feet). The lease amount is based on approximately 45 cents per sq. ft. for the back building and 60 cents per sq. ft. for the commissary, guide quarters and front building. The lease has been rounded off to $3,600 per month for the use of the real estate. The original lease was approved by the Board of Trustees of Canyonlands Field Institute on April 18, 2013. It is renewed annually for a one-year term. The current lease renewal will expire on November 30, 2017, if not renewed. During the year under review, Canyonlands Field Institute, Inc., paid Joy Investments LLC, $43,200 lease on the above stated real estate.

13. UNEARNED REVENUE

During the spring and/or fall of 2017, the Institute received reservations from individuals and companies to participate in different programs operated by the Institute. To secure these reservations, clients paid deposits on the different programs. The Institute recorded these deposit and reservation amounts as accounts receivables and revenue for the year ended September 30, 2017, when the services for these clients were not made available until after the end of their fiscal year. To conform with generally accepted accounting principles, these revenues have been reclassified from current revenue to unearned revenue.

Also, under the purchase agreement with Colin Fryer for the purchase of the Castle Rock Ranch, there is a 3-year lease-back period for $15,000 per year. The Institute recorded the first year lease revenue of $15,000 and has recorded the following two years of $30,000 as unearned revenue for the year ended September 30, 2017.