

NEW HAMPSHIRE LAKES ASSOCIATION, INC.

FINANCIAL STATEMENTS

MARCH 31, 2016 AND 2015

NEW HAMPSHIRE LAKES ASSOCIATION, INC.

Financial Statements and Other Financial Information

March 31, 2016 and 2015

<u>Financial Statements</u>	<u>Page</u>
Independent Accountants' Review Report	2
Statements of Financial Position	3
Statements of Activities	4
Statements of Cash Flows	5
Notes to Financial Statements	6-7
 <u>Other Financial Information</u>	
Schedule I - Schedules of Program Services Expenses, Management and General Expenses, and Fundraising Expenses	8



Edward C. David & Company CPAs PLLC
3 West Road • PO Box 925 • Hampstead • New Hampshire 03841

INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors
New Hampshire Lakes Association, Inc.
Concord, New Hampshire

We have reviewed the accompanying statements of financial position of New Hampshire Lakes Association, Inc. (a non-profit corporation) as of March 31, 2016 and 2015 and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Company 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 the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Our responsibility is to conduct the reviews 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 reviews, 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.

Supplementary Information

The supplementary information included in Schedules I is presented for purposes of additional analysis and is not a required part of the basic financial statements. The information is the representation of management. We have reviewed the information and, based on our review, we are not aware of any material modifications that should be made to the information in order for it to be in accordance with accounting principles generally accepted in the United States of America. We have not audited the information and, accordingly, do not express an opinion on such information.

Edward C. David & Company CPAs PLLC

August 4, 2016

Telephone 603-893-0594 • Toll Free 800-495-6099 • Fax 603-489-2163
www.edcpas.com

**STATEMENTS OF
FINANCIAL POSITION****NEW HAMPSHIRE LAKES
ASSOCIATION, INC.**

MARCH 31**2016****2015**

ASSETS

Cash and cash equivalents	\$ 154,708	\$ 99,174
Accounts receivable	15,882	1,666
Prepaid expenses and deposits	24,580	22,940
Property and equipment, net	719	839
Intangible asset, net	1,421	2,078
 TOTAL ASSETS	 <hr/> \$ 197,310	 <hr/> \$ 126,697

LIABILITIES AND NET ASSETS**LIABILITIES**

Accounts payable	\$ 11,932	\$ 143
Accrued payroll	5,341	10,968
Accrued vacation	10,352	15,573
Deferred revenue	170,122	119,242
 TOTAL LIABILITIES	 <hr/> 197,747	 <hr/> 145,926

NET ASSETS

Unrestricted	(437)	(19,229)
 TOTAL NET ASSETS	 <hr/> (437)	 <hr/> (19,229)

TOTAL LIABILITIES AND NET ASSETS

 <hr/> \$ 197,310	 <hr/> \$ 126,697
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See accompanying notes and independent accountants' review report.

STATEMENTS OF ACTIVITIES**NEW HAMPSHIRE LAKES
ASSOCIATION, INC.**

FOR THE YEARS ENDED MARCH 31	2016	2015
REVENUE AND OTHER SUPPORT		
Public and private grants	\$ 530,423	\$ 543,708
Membership dues and contributions	203,202	183,515
Program service revenue	19,717	19,789
Other Income	-	1,174
TOTAL REVENUE AND OTHER SUPPORT	753,342	748,186
EXPENSES		
Program services	553,966	554,688
Management and general	140,432	140,548
Fundraising	40,152	32,313
Special events, net of revenue	-	17,571
TOTAL EXPENSES	734,550	745,120
CHANGE IN NET ASSETS	18,792	3,066
NET ASSETS AT BEGINNING OF YEAR	(19,229)	(22,295)
NET ASSETS AT END OF YEAR	\$ (437)	\$ (19,229)

See accompanying notes and independent accountants' review report.

STATEMENTS OF CASH FLOWS**NEW HAMPSHIRE LAKES
ASSOCIATION, INC.**

FOR THE YEARS ENDED MARCH 31

2016

2015

CASH FLOWS FROM OPERATING ACTIVITIES

Change in net assets	\$ 18,792	\$ 3,066
Adjustments to reconcile change in net assets to net cash from operating activities:		
Depreciation and amortization	777	856
Increase (decrease) in cash arising from changes in operating assets and liabilities:		
Accounts receivable	(14,216)	(666)
Prepaid expenses and deposits	(1,640)	3,771
Accounts payable	11,789	(1,487)
Accrued payroll	(5,627)	1,281
Accrued vacation	(5,221)	1,283
Deferred revenue	50,880	(6,856)
NET CASH PROVIDED BY OPERATING ACTIVITIES	55,534	1,248
INCREASE IN CASH AND CASH EQUIVALENTS	55,534	1,248
Cash and cash equivalents at beginning of year	99,174	97,926
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$ 154,708	\$ 99,174

See accompanying notes and independent accountants' review report.

NOTES TO FINANCIAL STATEMENTS

NEW HAMPSHIRE LAKES ASSOCIATION, INC.

1. ACCOUNTING POLICIES AND NATURE OF OPERATIONS

This summary of significant accounting policies of New Hampshire Lakes Association, Inc. is presented to assist in understanding the Corporation's financial statements. The financial statements and notes are representations of the Corporation's management which is responsible for their integrity and objectivity. These accounting policies conform to generally accepted accounting principles and have been consistently applied in the preparation of the financial statements.

Business Activity: New Hampshire Lakes Association, Inc. (a non-profit corporation) was incorporated in 1992 under the laws of the State of New Hampshire. The Corporation was organized for the purpose of promoting conservation and wise use of New Hampshire lakes and their watersheds by publishing newsletters, participating as appointed members of government committees, working with member associations and promoting legislation beneficial to lakes. Its programs include economic studies, education, advocacy and the Lake Host™ program which supports many lakes throughout the state. The Corporation is supported primarily through membership dues, donor contributions and grants.

Cash and Cash Equivalents: The Corporation considers cash in bank and all other highly liquid investments with an original maturity of less than three months to be cash and cash equivalents for purposes of the statement of cash flows. The Corporation has no cash equivalents at March 31, 2016 and 2015. The Corporation maintains its cash in bank deposit accounts with various banks, which at times, may exceed federally insured limits. The Corporation has not experienced any losses in such accounts. The Corporation believes it is not exposed to any significant credit risk for cash and cash equivalents.

Financial Statement Presentation: Under generally accepted accounting principles, the Corporation is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted. In addition, the Corporation is required to present a statement of cash flows.

A description of the three net asset categories is as follows:

- Unrestricted net assets represent the portion of net assets of the Corporation that is neither permanently restricted nor temporarily restricted by donor-imposed stipulations or government regulations.
- Temporarily restricted net assets represent contributions and other inflows of assets whose use by the Corporation is limited by donor imposed stipulations or government regulations that either expire by passage of time or can be fulfilled and removed by actions of the Corporation pursuant to those stipulations.
- Permanently restricted net assets represent contributions and other inflows of assets whose use by the Corporation is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Corporation.

The Corporation currently has no temporarily or permanently restricted net assets.

Contributions: The Corporation accounts for contributions in accordance with generally accepted accounting principles, under which contributions received are recorded as increases in unrestricted, temporarily restricted or permanently restricted net assets depending on the existence or nature of any donor-imposed restrictions. When restrictions are satisfied, revenues are reclassified and reported as net assets released from restrictions. If the restriction is satisfied in the same period the contribution is received, the contribution is reported as unrestricted.

Volunteer Hours: Many individuals volunteer their time to perform a variety of tasks that assist the Corporation. During the years ended March 31, 2016 and 2015, the Corporation received approximately 12,000 and 11,000 volunteer service hours, respectively. The value of these donated services, although clearly substantial, does not meet the requirements for recognition and is not reflected in the financial statements.

Allowance for Doubtful Accounts: The Corporation uses the reserve method to account for uncollectable accounts receivable. The Corporation believes that it is not exposed to any significant credit risk for these receivables beyond the reserve. As of March 31, 2016 and 2015, management has determined that no allowance is necessary.

Property and Equipment: Property and equipment are stated at cost and consist of the following:

MARCH 31	2016	2015
Furniture and fixtures	\$ 1,464	\$ 1,464
Office equipment	17,974	17,974
	19,438	19,438
Less accumulated depreciation	18,719	18,599
	\$ 719	\$ 839

Depreciation is computed utilizing declining balance methods over the estimated useful lives of the assets. Expenditures for repairs and maintenance which do not extend the useful lives of the assets are charged to operations as incurred. Depreciation expense for the years ended March 31, 2016 and 2015, was \$120 and \$199, respectively.

Intangible Asset: Intangible assets represent the cost of a logo which is being amortized on a straight-line basis over ten years. Amortization expense for each of the years ended March 31, 2016 and 2015 was \$657. Accumulated amortization at March 31, 2016 and 2015 was \$5,145 and \$4,488, respectively. Aggregate amortization expense for the years ended March 31, 2017 through March 31, 2021 is estimated to be \$1,421.

Deferred Revenue: During the years ended March 31, 2016 and 2015, the Corporation collected sponsorship and registration revenues for future events. They had also collected grant income prior to the recognition of the expenses to which these grants relate. This revenue is deferred and recognized either when the event takes place or the expenses have been incurred. Deferred revenue as of March 31, 2016 and 2015 amounted to \$170,122 and \$119,242, respectively.

Grant Income: Grant income is accounted for as an exchange transaction as the amounts received are for services the Corporation will render. Grant income received prior to the recognition of the related expenses is deferred. Grant income recognized during the years ended March 31, 2016 and 2015 amounted to \$530,423 and \$543,708, respectively.

NEW HAMPSHIRE LAKES ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

Use of Estimates: The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures on contingent assets and liabilities at the date of the financial statements and revenues and expenses during the reporting period. Although actual results could differ from those estimates, management believes that actual results will not materially differ from those estimates.

Rent Expense: See Note 2.

Compensated Absences: Employees of the Corporation are entitled to paid vacations, sick days and other time off depending on job classification, length of service and other factors. Accrued expenses for compensated absences at March 31, 2016 and 2015 were \$10,352 and \$15,573, respectively.

Income Taxes: The Corporation is exempt from federal income tax in accordance with Section 501(c)(3) of the Internal Revenue Code.

The Corporation has adopted the provisions of *Accounting for Uncertainty in Income Taxes*. The Corporation has not identified any material uncertain tax positions as a result of the implementation of this accounting principle as management and the Board of Directors feel that the tax positions taken are supported by unambiguous tax laws. As such, there are no interest and penalties related to uncertain tax positions recognized in the statement of activities included with these financial statements. Management and the Board of Directors do not feel that their assessment of uncertain tax positions will change in the next twelve months. In the normal course of business, the Corporation is subject to examinations by taxing authorities. With few exceptions, the Corporation is no longer subject to Federal or state examinations for tax years before 2012. At March 31, 2016, the Corporation is not under examination by any taxing authority.

Date of Management's Review: Subsequent events have been evaluated through August 4, 2016, which is the date the financial statements were available to be issued.

2. COMMITMENTS

The Corporation is obligated under a one year noncancelable operating lease agreement which was renewed in June, 2016. Rent expense for the years ended March 31, 2016 and 2015 was \$10,800 and \$10,725, respectively. The Corporation also rents facilities for its events on an at-will basis. Total rent expense for the years ended March 31, 2016 and 2015 was \$17,894 and \$10,783, respectively.

Future minimum annual rental payments are as follows:

March 31, 2017	\$ 10,800
2018	2,700
	<u>\$ 13,500</u>

3. DEMAND NOTE PAYABLE

At March 31, 2016, the Corporation had a \$50,000 revolving line of credit with a bank. Interest is payable monthly at 1.0% over the Wall Street Journal prime rate, and the note is unsecured, but the Corporation must maintain the bank as its principal bank of deposit. At March 31, 2016, the outstanding balance was zero.

As part of the note agreement, the Corporation is required to comply with certain covenants. These consist, primarily, of reporting and administrative requirements.

4. RETIREMENT PLAN

The Corporation maintains a 403(b) retirement plan for all eligible employees. Under the plan, the Corporation matches up to 2% of the participating employees' gross pay. Company contributions for the years ended March 31, 2016 and 2015 were \$3,581 and \$3,522, respectively.

5. SPECIAL EVENTS

During the fiscal year ended March 31, 2016, the Corporation held no special events.

During the fiscal year ended March 31, 2015, the Corporation held the following special event:

	Revenue	Expenses	Net Loss
LakeFest	<u>\$ 27,825</u>	<u>\$ 45,939</u>	<u>\$ (17,571)</u>

LakeFest 2014: Raft-a-Palooza: the Corporation held a single-day public festival in Laconia, NH at Endicott Rock Park, Weirs Beach. The goal for this event was two-fold: to attempt the Guinness World Record for the most canoes and kayaks in a free-floating raft and to educate the paddling public how to *clean, drain and dry* their canoes and kayaks to help prevent the spread of aquatic invasive species. During the year ended March 31, 2015, New Hampshire Lakes successfully set the Guinness World Record for the largest simultaneous launch of canoes and kayaks.

6. MAJOR GRANTORS

During the years ended March 31, 2016 and 2015, one grantor and three grantors, respectively, accounted for more than 10% of total grants received.

7. SUBSEQUENT EVENTS

In April 2016, the Corporation was granted funding in the amount of \$20,000 in a conservation lawsuit settlement. The grant is being used in efforts to prevent the spread of invasive species on New Hampshire's lakes. The Corporation was also awarded a grant in the amount of \$252,000 to be used for the purpose of milfoil prevention activities.

8. CHANGE IN PRESENTATION

The Corporation has determined that Lakes Congress is an educational event open to the general public and should be considered a program rather than a special event. It provides opportunities to gain knowledge and skills to educate, advocate, and organize to protect water resources. Presentations made at Lake Congress are archived and made available as an ongoing resource to participants and the general public. Therefore, all income and expenses pertaining to the Lakes Congress event have been reclassified as program income and expenses and are no longer a part of the special events for the years ended March 31, 2016 and 2015.

**SCHEDULES OF PROGRAM SERVICES EXPENSES,
MANAGEMENT AND GENERAL EXPENSES, AND
FUNDRAISING EXPENSES**

**SCHEDULE I
NEW HAMPSHIRE LAKES
ASSOCIATION, INC.**

FOR THE YEARS ENDED MARCH 31

2016

2015

PROGRAM SERVICES EXPENSES

Salaries and wages	\$ 460,509	\$ 455,415
Payroll taxes	43,251	42,624
Office supplies and expenses	11,278	16,449
Printing and publications	8,427	9,459
Rent	7,094	4,174
Honoraria, consulting and entertainment	5,888	12,431
Postage and delivery	4,762	2,116
Professional fees	4,699	4,705
Insurance	4,058	2,346
Travel and conferences	3,546	3,646
Miscellaneous	454	1,323
TOTAL PROGRAM SERVICES EXPENSES	\$ 553,966	\$ 554,688

MANAGEMENT AND GENERAL EXPENSES

Salaries and wages	\$ 80,022	\$ 73,674
Rent	10,800	10,725
Employee benefits	8,308	4,000
Insurance	7,378	9,875
Professional fees	7,111	6,197
Equipment expense	6,403	8,747
Pension	3,581	3,522
Payroll taxes	2,931	3,490
Utilities	2,625	4,547
Bank and credit card fees	2,255	1,897
Office supplies and expenses	1,636	1,118
Professional development	1,551	1,000
Repairs and maintenance	1,405	4,663
Hospitality and recognition	1,239	626
Dues and subscriptions	1,004	626
Depreciation and amortization	777	856
Postage and delivery	656	1,709
Travel and conferences	547	156
Printing and publications	203	2,120
Bad debt expense	-	1,000
TOTAL MANAGEMENT AND GENERAL EXPENSES	\$ 140,432	\$ 140,548

FUNDRAISING EXPENSES

Salaries and wages	\$ 29,777	\$ 22,938
Printing and publications	4,566	2,966
Postage and delivery	2,804	3,023
Payroll taxes	1,801	2,594
Travel and conferences	746	491
Office supplies and expenses	294	92
Miscellaneous	164	209
TOTAL FUNDRAISING EXPENSES	\$ 40,152	\$ 32,313

See independent accountants' review report.