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To the Board of Directors
Preservation Foundation of the
Lake County Forest Preserves
Libertyville, Illinois

Thank you for using Baker Tilly Virchow Krause, LLP (Baker Tilly) as your auditor.

We have completed our audit of the financial statements of Preservation Foundation of the Lake County Forest Preserves (the "Foundation") for the year ended December 31, 2019, and have issued our report thereon dated May 13, 2020. This letter presents communications required by our professional standards.

Our Responsibility under Auditing Standards Generally Accepted in the United States of America

The objective of a financial statement audit is the expression of an opinion on the financial statements. We conducted the audit in accordance with auditing standards generally accepted in the United States of America. These standards require that we plan and perform our audit to obtain reasonable, rather than absolute, assurance about whether the financial statements prepared by management with your oversight are free of material misstatement, whether caused by error or fraud. Our audit included examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. Our audit does not relieve management or the Board of Directors of their responsibilities.

As part of the audit we obtained an understanding of the entity and its environment, including internal control, sufficient to assess the risks of material misstatement of the financial statements and to design the nature, timing and extent of further audit procedures. The audit was not designed to provide assurance on internal control or to identify deficiencies in internal control.

Planned Scope and Timing of the Audit

We performed the audit according to the planned scope and timing previously communicated to you in our letter dated March 3, 2020.

Significant Audit Issues

Qualitative Aspect of Accounting Policies

Management is responsible for the selection and use of appropriate accounting policies. In accordance with the terms of our engagement letter, we will advise management about the appropriateness of accounting policies and their application. The significant accounting policies used by the Foundation are described in Note 1 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2019.

We noted no transactions entered into by the Foundation during the year that were both significant and unusual, and of which, under professional standards, we are required to inform you, or transactions for which there is a lack of authoritative guidance or consensus.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected.

The most sensitive estimates affecting the financial statements were:

- Valuation of land held for resale
- Allocation of expenses

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We evaluated the key factors and assumptions used to develop the estimates in determining that they are reasonable in relation to the financial statements taken as a whole.

The disclosures in the financial statements are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are trivial, and communicate them to the appropriate level of management. There were no misstatements identified.

Disagreements with Management

For purposes of this letter, professional standards define a disagreement with management as a matter, whether or not resolved to our satisfaction, concerning a financial accounting, reporting, or auditing matter that could be significant to the financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of our audit.

Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters. If a consultation involves application of an accounting principle to the Foundation's financial statements, or a determination of the type of auditors' opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Management Representations

We have requested certain representations from management that are included in the management representation letter. This letter has been provided to you.

Significant Issues

Professional standards require us to communicate any significant issues that were discussed, or were the subject of correspondence with management. There were no additional communications or correspondence with management that have not been disclosed in this letter.

Independence

We are not aware of any relationships between Baker Tilly Virchow Krause, LLP and the Foundation that, in our professional judgment, may reasonably be thought to bear on our independence.

Relating to our audit of the financial statements of the Foundation for the six months ended December 31, 2019, Baker Tilly Virchow Krause, LLP hereby confirms that we are, in our professional judgment, independent with respect to the Foundation in accordance with the Code of Professional Conduct issued by the American Institute of Certified Public Accountants. During the six months ended December 31, 2019, Baker Tilly Virchow Krause, LLP provided the following services to the Foundation:

- > Preparation of the financial statements
- > Proposal of journal entries, if any
- > Preparation of the tax returns

Other Audit Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Foundation's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

This information is intended solely for the information and use of the Board of Directors and management of the Foundation and is not intended to be and should not be used by anyone other than these specified parties.

Oak Brook, Illinois
May 13, 2020

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**Preservation Foundation of the
Lake County Forest Preserves**

Financial Statements

December 31, 2019

Preservation Foundation of the Lake County Forest Preserves

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Independent Auditors' Report

To the Board of Directors of
Preservation Foundation of the Lake County Forest Preserves

Report on the Financial Statements

We have audited the accompanying financial statements of the Preservation Foundation of the Lake County Forest Preserves (the Foundation), which comprise the statement of financial position as of December 31, 2019 and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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 Foundation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

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

Oak Brook, Illinois
Date of Report

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Preservation Foundation of the Lake County Forest Preserves

Statement of Financial Position

December 31, 2019

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Assets

Assets

Cash and cash equivalents	\$ 1,624,573
Investments	302,272
Land held for resale	456,000
Pledges receivable, net	<u>1,255,439</u>
Total assets	<u><u>\$ 3,638,284</u></u>

Liabilities and Net Assets

Liabilities

Grants payable	<u>\$ 1,090</u>
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Net Assets

Without donor restrictions	182,069
With donor restrictions	<u>3,455,125</u>
Total net assets	<u>3,637,194</u>
Total liabilities and net assets	<u><u>\$ 3,638,284</u></u>

See notes to financial statements

Preservation Foundation of the Lake County Forest Preserves

Statement of Activities

Year Ended December 31, 2019

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	Without Donor Restrictions	With Donor Restrictions	Total
Revenues and Support			
Contributions	\$ 103,998	\$ 1,453,987	\$ 1,557,985
In-kind contributions	456,058		456,058
Investment income	21,204		21,204
Other income	1,140		1,140
Net assets released from restrictions	261,786	(261,786)	-
	<u>844,186</u>	<u>1,192,201</u>	<u>2,036,387</u>
Total revenue and support			
	<u>844,186</u>	<u>1,192,201</u>	<u>2,036,387</u>
Expenses			
Program	314,620		314,620
Management and general	205,652		205,652
Fundraising	329,473		329,473
	<u>849,745</u>	<u>-</u>	<u>849,745</u>
Total expenses			
	<u>849,745</u>	<u>-</u>	<u>849,745</u>
Changes in net assets	(5,559)	1,192,201	1,186,642
Net Assets, Beginning	<u>187,628</u>	<u>2,262,924</u>	<u>2,450,552</u>
Net Assets, Ending	<u>\$ 182,069</u>	<u>\$ 3,455,125</u>	<u>\$ 3,637,194</u>

See notes to financial statements

Preservation Foundation of the Lake County Forest Preserves

Statement of Cash Flows

Year Ended December 31, 2019

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Cash Flows From Operating Activities

Change in net assets	\$ 1,186,642
Adjustments to reconcile change in net assets to net cash flows from operating activities:	
Net realized and unrealized gains on investments	(17,710)
Change in assets and liabilities:	
Interest receivable	536
Pledges receivable	(648,725)
Grants payable	(6,542)
	<hr/>
Net cash flows from operating activities	514,201

Cash Flows From Investing Activities

Proceeds from maturities and sales of investments	200,451
Purchase of investments	(284,562)
	<hr/>
Net cash flows from investing activities	(84,111)
	<hr/>
Net change in cash and cash equivalents	430,090

Cash and Cash Equivalents, Beginning

1,194,483

Cash and Cash Equivalents, Ending

\$ 1,624,573

Preservation Foundation of the Lake County Forest Preserves

Notes to Financial Statements

December 31, 2019

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1. Nature of Activities and Summary of Significant Accounting Policies

Organization and Nature of Activities

The Preservation Foundation of the Lake County Forest Preserves (the Foundation) was established on February 20, 2007 as an Illinois not-for-profit corporation to provide financial assistance to benefit the Lake County Forest Preserve District's (the District) mission. The Foundation raises funds for a variety of purposes, including land acquisition, habitat restoration, development of trails or other amenities and educational programs. The Foundation is a component unit of the District.

The Foundation follows accounting standards established by the Financial Accounting Standards Board (FASB) to ensure consistent reporting of financial condition, results of activities and cash flows. References to Generally Accepted Accounting Principles (GAAP) in these footnotes are to the *FASB Accounting Standards CodificationTM*, sometimes referred to as the Codification or ASC.

A summary of the Foundation's significant accounting policies follows:

Basis of Accounting

The financial statements of the Foundation are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America for nonprofit organizations.

Net Assets

The Foundation's net assets, revenues, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions - Net assets that are not subject to donor-imposed stipulations.

Net Assets With Donor Restrictions - Net assets subject to donor-imposed stipulations. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources must be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource restricted has been fulfilled, or both.

Cash and Cash Equivalents

The Foundation considers all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents. The Foundation maintains its cash in bank deposit accounts which at times, may exceed federally insured limits. The Foundation has not experienced any losses in such accounts. The Foundation believes it is not exposed to any significant credit risk on cash and cash equivalents.

Investments

In accordance with the standards relating to accounting for certain investments held by not-for-profit organizations, the Foundation records investments at their fair or appraised values, and both realized and unrealized gains and losses are reflected in the statement of activities.

Preservation Foundation of the Lake County Forest Preserves

Notes to Financial Statements

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Land Held for Resale

In fiscal year 2014, the Foundation received a donation of land for which it intends to sell. Land held for resale is recorded at the lower of cost or fair value less costs to sell. The Foundation has recorded this land at \$456,000 at December 31, 2019, which was determined through independent evaluations of the current market value.

Pledges Receivable

Pledges receivable, which includes unconditional promises to give, are reported at net realizable value and discounted to present value if not expected to be collected within one year. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contributions revenue in the statement of activities. The allowance for uncollectible pledges is based on management's estimate of the collectability of identified receivables. Management believes all pledges receivable are collectible and, therefore, no allowance is necessary as of December 31, 2019.

Contributions

Contributions are recognized when an unconditional promise to give is received. Conditional promises to give are not recognized until the condition on which they depend have been substantially met.

In-Kind Contributions

The Foundation records various types of in-kind support including rent, professional services and various supplies. Contributions of tangible assets are recognized at fair market value when received. Contributed rent consists of office space provided to the Foundation by the District at no charge and is based on a square foot market value calculated by the District. Contributed professional services are recognized if the services received either create or enhance long-lived assets, or require specialized skills, and would need to be purchased if not provided by donation. Such values are reflected in the statement of activities as both revenue and expense. The total amount of in-kind contributions received from the District was \$456,058 for the year ended December 31, 2019. There were no amounts of in-kind contributions received from sources other than the District for the year ended December 31, 2019.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Income Taxes

The Foundation has received notification that it qualifies as a tax-exempt organization under Section 501(c)(3) of the U.S. Internal Revenue Code and corresponding provisions of State law and, accordingly, is not subject to federal or state income taxes. However, any unrelated business income may be subject to taxation.

The Foundation follows the accounting standards for contingencies in evaluating uncertain tax positions. The guidance prescribes recognition threshold principles for the financial statement recognition of tax positions taken or expected to be taken on a tax return that are not certain to be realized. No liability has been recognized by the Foundation for uncertain tax positions as of December 31, 2019. The Foundation's tax returns are subject to review and examination by federal and state authorities.

Estimates

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

Subsequent Events

The Foundation has evaluated subsequent events for potential recognition and/or disclosure through **Date of Report**, the date the financial statements were approved and available to be issued.

2. Investments and Fair Value

Fair Value Hierarchy

Fair value is defined in the guidance as the exchange price that would be received to sell an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the assets or liabilities in an orderly transaction between market participants at the measurement date. Under this guidance, a three-level hierarchy is used for fair value measurements which is based upon the transparency of information, such as pricing source, used in the valuation of an asset or liability as of the measurement date.

Financial instruments measured and reported at fair value are classified and disclosed in one of the following three categories.

Level 1 - Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity can access 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. This includes quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, or market-corroborated inputs.

Level 3 - Inputs are unobservable for the asset or liability. Unobservable inputs reflect the assumptions that market participants would use in pricing the asset or liability (including assumptions about risk) using the best information available in the circumstances, which may include using the reporting entity's own data.

Valuation Techniques and Inputs

Level 1 – Level 1 assets include investments in cash and cash equivalents, stocks and exchange traded funds (ETFs), fixed income securities and mutual funds for which quoted prices are readily available.

There have been no changes in the techniques and inputs used as of December 31, 2019.

Preservation Foundation of the Lake County Forest Preserves

Notes to Financial Statements

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In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, the level in the fair value hierarchy within which the fair value measurement in its entirety falls has been determined based on the lowest level input that is significant to the fair value measurement in its entirety. The assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the asset or liability.

While the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

The following table presents information about the Foundation's assets measured at fair value on a recurring basis as of December 31, 2019 based upon the three-tier hierarchy:

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Cash and cash equivalents	\$ 2,059	\$ 2,059	\$ -	\$ -
Stocks & ETFs	279,447	279,447	-	-
Fixed income securities	15,024	15,024	-	-
Mutual funds	5,742	5,742	-	-
Total	<u>\$ 302,272</u>	<u>\$ 302,272</u>	<u>\$ -</u>	<u>\$ -</u>

3. Pledges Receivable, Net

Pledges receivable at December 31, 2019 consisted of the following:

Gross unconditional promises to give	\$ 1,284,475
Less unamortized discount	<u>(29,036)</u>
Net unconditional promises to give	<u>\$ 1,255,439</u>
Amounts due in:	
Less than one year	\$ 894,475
One to five years	<u>390,000</u>
	<u>\$ 1,284,475</u>

Amounts that are expected to be collected after one year have been discounted at 2.69 percent and are reflected in the financial statements at their net present value.

Preservation Foundation of the Lake County Forest Preserves

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4. Net Assets With Donor Restrictions

Net assets with donor restrictions are restricted for the following purposes or periods at December 31, 2019:

Subject to expenditure for specified purpose:	
Education	\$ 182,067
Natural resources	1,586,389
Operations and infrastructure	11,380
Planning and land preservation	7,674
Fall Golf Classic	53,516
Fred Fest	35,280
Gratitude in the Woods	4,663
	<u>1,880,969</u>
Subject to the passage of time:	
Pledges receivable	<u>1,255,439</u>
Endowments:	
Subject to appropriations and expenditure when a specified event occurs:	
Restricted by donors for:	
Education programs	10,458
Middlefork Savanna	10,735
Grassy Lake	281,421
General operations of Lake County Forest Preserve District	16,103
	<u>318,717</u>
Total endowments	<u>318,717</u>
	<u>\$ 3,455,125</u>

Net assets were released from donor restrictions by incurring expenses satisfying purpose or other events specified by the donors in the amount of \$261,786 for the year ended December 31, 2019.

Preservation Foundation of the Lake County Forest Preserves

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5. Functional Allocation of Expenses

Expenses consisted of the following for the year ended December 31, 2019:

	<u>Program</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Grants	\$ 314,620	\$ -	\$ -	\$ 314,620
Bank and credit card fees	-	734	4,233	4,967
Professional services	-	34,381	39,719	74,100
In-kind contribution of:				
Salaries	-	117,036	214,607	331,643
Benefits	-	22,066	30,019	52,085
Commodities	-	2,247	2,247	4,494
Professional services	-	29,188	29,188	58,376
Rent	-	-	9,460	9,460
Total	<u>\$ 314,620</u>	<u>\$ 205,652</u>	<u>\$ 329,473</u>	<u>\$ 849,745</u>

The financial statements report certain categories of expenses that are attributable to one or more program or supporting functions. Therefore, expenses require allocation on a reasonable basis that is consistently applied. Rent expense and other occupancy costs are allocated based on occupied space. Costs of categories such as salaries, benefits, commodities and professional services are allocated based on estimates of time and effort.

The Foundation and the District are organizations affiliated through common members of their respective Boards. The Foundation provides grants to the District for supporting projects such as the museum exhibits and restoration projects. The total amounts provided to the District during the year ended December 31, 2019 was \$314,620.

6. Endowment

The Foundation's endowment (the Endowment) consist of four separate donor restricted endowment funds. The purposes of the endowment funds are 1) to supports education programs each year, 2) to support the Middlefork Savanna, 3) to be used toward the general operations of the Lake County Forest Preserve District and 4) to support Grassy Lake.

The Foundation's Board of Directors have interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) enacted in the State of Illinois as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. At December 31, 2019, there were no such donor stipulations. As a result of this interpretation, we retain in perpetuity (a) the original value of initial and subsequent gifts amounts (including promises to give net of discount and allowance for doubtful accounts) donated to the Endowment and (b) any accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

Preservation Foundation of the Lake County Forest Preserves

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Donor-restricted amount not retained in perpetuity are subject to appropriations for expenditure by us in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund
2. The purposes of the Foundation and the donor-restricted endowment fund
3. General economic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the Foundation
7. The investment policies of the Foundation

Endowment net asset composition by type of fund consists of the following as of December 31, 2019:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-restricted endowment funds:			
Original donor-restricted gift amount and amounts required to be maintained in perpetuity by donor	\$ -	\$ 318,717	\$ 318,717
	<u>\$ -</u>	<u>\$ 318,717</u>	<u>\$ 318,717</u>

Changes in endowment net assets for the year ended December 31, 2019 are as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, beginning	\$ -	\$ 58,502	\$ 58,502
Contributions	-	260,215	260,215
Endowment net assets, ending	<u>\$ -</u>	<u>\$ 318,717</u>	<u>\$ 318,717</u>

Investment and Spending Policies

The Foundation has adopted investment and spending policies for the Endowment that attempt to provide a predictable stream of funding for operations while seeking to maintain the purchasing power of the endowment assets. Over time, long-term rates of return should be equal to an amount sufficient to maintain the purchasing power of the Endowment assets, to provide the necessary capital to fund the spending policy, and to cover the costs of managing the Endowment investments. The target minimum rate of return is five percent annually over a five-year market cycle. Actual returns in any given year may vary from this amount. To satisfy this long-term rate-of-return objective, the investment portfolio is structured on a total-return approach through which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends).

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The Foundation adopted a spending policy in February 2019 that allows for annual distributions from the Endowment of up to four percent of the average total market value of the Endowment principal over the previous 12 quarters. There was no appropriations from the endowment for the year ended December 31, 2019.

7. Liquidity and Funds Available

The Foundation's financial assets available for general expenditure as of December 31, 2019, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

Cash and cash equivalents	\$	1,305,856
Investments		302,272
Pledges receivable due within one year		<u>894,475</u>
Total	\$	<u><u>2,502,603</u></u>

The Foundation has a policy of using cash and investments in marketable securities to meet cash needs for grants and general expenditures as needed.