



Rocky Mountain Conservancy

**Preliminary
Financial Statements
January 1, 2021 to December 31, 2021**

Rocky Mountain Conservancy
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Rocky Mountain Conservancy
Statement of Activities for Operations
January 1, 2021 to December 31, 2021

	2021 YTD Actuals	2021 YTD Budget	Budget Variance	Total 2021 Budget	2020 YTD Actuals	2021 to 2020 Variance
Educational Product Sales						
Net Sales						
RMNP	\$ 4,874,152	\$ 2,226,613	\$ 2,647,538	\$ 2,226,613	\$2,195,036	\$ 2,679,115
Outlets	470,976	322,319	148,658	322,319	123,359	\$ 347,617
Direct	87,946	97,653	(9,707)	97,653	97,759	(9,813)
Total	5,433,074	2,646,585	2,786,489	2,646,585	\$2,416,154	3,016,920
Estimated COGS	(2,696,266)	(1,290,338)	(1,405,928)	(1,290,338)	(1,191,916)	1,504,351
Gross Profit	2,736,808	1,356,247	1,380,561	1,356,247	1,224,239	1,512,569
Other Revenue:	509	600	(91)	600	(594)	1,103
Expenses:						
Payroll & Related	777,464	744,417	33,047	744,417	625,591	151,873
Other	340,061	345,667	(5,605)	345,667	267,429	72,632
Total Expenses:	1,117,525	1,090,084	27,441	1,090,084	893,020	224,505
Gain or (Loss) from Operations	1,619,792	266,763	1,353,029	266,763	330,625	1,289,167
Communication and Outreach						
Expenses:						
Payroll & Related	137,367	152,476	(15,109)	152,476	157,723	(20,356)
Other	50,348	74,474	(24,126)	74,474	57,964	(7,616)
Total Expenses:	187,715	226,949	(39,235)	226,949	215,687	(27,973)
Gain or (Loss) from Operations	(187,715)	(226,949)	39,235	(226,949)	(215,687)	27,973
Membership						
Revenue	195,247	157,101	38,146	157,101	165,762	29,484
In Kind Donations	(3,298)	2,000	(5,298)	2,000	5,000	(8,298)
Expenses:						
Payroll & Related	133,366	129,129	4,237	129,129	65,028	68,338
Other	67,232	65,856	1,376	65,856	60,797	6,435
Total Expenses:	200,598	194,986	5,612	194,986	125,825	74,773
Gain or (Loss) from Operations	(8,649)	(35,885)	27,235	(35,885)	44,937	(53,587)
Field Institute						
Revenue, Gains and Other Support	-	-	-	-	3,194	(3,194)
Cost of Seminars	-	-	-	-	-	-
Gross Profit	-	-	-	-	3,194	(3,194)
Expenses:						
Payroll & Related	3,542	24,843	(21,301)	24,843	48,974	(45,432)
Other	80,909	76,322	4,587	76,322	84,758	(3,849)
Total Expenses:	84,451	101,166	(16,714)	101,166	133,732	(49,280)
Gain or (Loss) from Operations	(84,451)	(101,166)	16,714	(101,166)	(130,538)	46,086
Fundraising						
Revenue, Gains and Other Support	-	-	-	-	-	-
Expenses:						
Payroll & Related	154,595	157,893	(3,297)	157,893	189,759	(35,163)
Other	105,796	90,880	14,915	90,880	81,462	24,334
Total Expenses:	260,391	248,773	11,618	248,773	271,221	(10,830)
Gain or (Loss) from Operations	(260,391)	(248,773)	(11,618)	(248,773)	(271,221)	10,830
Administration						
Revenue, Gains and Other Support	627,906	568,953	58,953	568,953	403,991	223,916
Expenses:						
Payroll & Related	270,785	260,412	10,373	260,412	307,291	(36,506)
Other	280,669	275,971	4,698	275,971	160,882	119,787
Total Expenses:	551,454	536,383	15,071	536,383	468,173	83,281
Gain or (Loss) from Operations	76,452	32,571	43,882	32,571	(64,182)	140,635
Total OPS						
Revenue, Gains and Other Support	3,557,172	2,084,901	1,472,271	2,084,901	1,801,592	1,755,580
Expenses:						
Payroll & Related	1,477,118	1,469,170	7,949	1,469,170	1,394,365	82,754
Other	925,016	929,170	(4,154)	929,170	713,293	211,723
Total Expenses:	2,402,134	2,398,340	3,794	2,398,340	2,107,657	294,477
Gain or (Loss) from Operations	1,155,038	(313,439)	1,468,477	(313,439)	(306,065)	1,461,103
Non-Operating Gain (Loss)						
Total Realized Holding Gain (Loss)	(538)	-	-	-	-	(538)
Total Unrealized Holding Gain (Loss)	-	-	-	-	1,177	(1,177)
Total Non-Operating Gain (Loss)	(538)	-	-	-	1,177	(1,715)
Total Transfers	351,888	162,559	189,329	162,559	334,146	17,742
Net Gain (Loss)	1,506,387	(150,880)	1,657,267	(150,880)	29,257	1,477,130

Rocky Mountain Conservancy
Preliminary
Consolidated Statement of Activities
January 1, 2021 to December 31, 2021

	2021 YTD Actuals	2021 YTD Budget	Budget Variance	Total 2021 Budget	2020 YTD Actuals	2021 to 2020 Variance
Total OPS						
Revenue, Gains and Other Support	\$ 3,557,172	\$ 2,084,901	\$ 1,472,271	\$ 2,084,901	\$ 1,801,592	\$ 1,755,580
Expenses:						
Payroll & Related	1,477,118	1,469,170	7,949	1,469,170	1,394,365	82,754
Other	925,016	929,170	(4,154)	929,170	713,293	211,723
Total Expenses:	2,402,134	2,398,340	3,794	2,398,340	2,107,657	294,477
Gain or (Loss) from Operations	1,155,038	(313,439)	1,468,477	(313,439)	(306,065)	1,461,103
Non-Operating Gain (Loss)						
Total Realized Holding Gain (Loss)	(538)	-	(538)	-	-	-
Total Unrealized Holding Gain (Loss)	-	-	-	-	1,177	(1,177)
Total Non-Operating Gain (Loss)	(538)	-	(538)	-	1,177	(1,177)
Total Transfers	351,888	162,559	189,329	162,559	334,146	17,742
Net Gain (Loss)	1,506,387	(150,880)	1,657,267	(150,880)	29,257	1,477,130
Unrestricted, Temporarily Restricted & Permanently Restricted						
Revenue:						
Contributions	2,518,964	1,083,726	1,435,238	1,083,726	2,266,578	252,385
In-Kind Donations	1,850	-	1,850	-	5,000	(3,150)
Interest & Dividends	388,945	346,491	42,453	346,491	350,524	38,421
Other Revenue	108,474	-	108,474	-	129,083	(20,610)
Total Revenue:	3,018,232	1,430,217	1,588,014	1,430,217	2,751,186	267,046
Expenses:						
Constituency Building	-	-	-	-	-	-
Education & Outreach	399,262	287,500	111,762	287,500	197,204	202,059
Land	9,871	631,752	(621,881)	631,752	43,532	(33,661)
Park Improvement	516,216	368,985	147,231	368,985	273,426	242,790
RMC Conservation Corps	377,944	352,500	25,444	352,500	216,672	161,272
Trails	165,539	59,000	106,539	59,000	67,082	98,457
Visitor Services	306,690	326,423	(19,733)	326,423	92,315	214,375
Total Expenses:	1,775,522	2,026,160	(250,638)	2,026,160	890,231	885,291
Gain or (Loss) from Operations	1,242,710	(595,943)	1,838,653	(595,943)	1,860,955	(618,245)
Non-Operating Gain (Loss)						
Total Realized Holding Gain (Loss)	396,847	-	396,847	-	12,288	384,559
Total Unrealized Holding Gain (Loss)	608,204	-	608,204	-	1,134,978	(526,774)
Total Non-Operating Gain (Loss)	1,005,051	-	1,005,051	-	1,147,266	(142,215)
Total Transfers	(351,888)	(162,559)	(189,329)	(162,559)	(334,146)	(17,742)
Total Consolidated						
Revenue:						
Revenue, Gains and Other Support	3,557,172	2,084,901	1,472,271	2,084,901	1,801,592	1,755,580
Contributions, Interest & Dividends	3,018,232	1,430,217	1,588,014	1,430,217	2,751,186	267,046
Total Revenue:	6,575,404	3,515,119	3,060,285	3,515,119	4,552,778	2,022,626
Expenses:						
Payroll & Related	1,477,118	1,469,170	7,949	1,469,170	1,394,365	82,754
Other	2,700,537	2,955,330	(254,793)	2,955,330	1,603,524	1,097,014
Total Expenses:	4,177,656	4,424,500	(246,844)	4,424,500	2,997,888	1,179,768
Gain or (Loss) from Operations	2,397,748	(909,381)	3,307,129	(909,381)	1,554,890	842,858
Non-Operating Gain (Loss)						
Total Realized Holding Gain (Loss)	396,309	-	396,309	-	12,288	384,021
Total Unrealized Holding Gain (Loss)	608,204	-	608,204	-	1,136,154	(527,950)
Total Non-Operating Gain (Loss)	1,004,513	-	1,004,513	-	1,148,442	(143,930)
Total Transfers	-	-	-	-	-	-
Net Gain (Loss)	3,402,261	(909,381)	4,311,642	(909,381)	2,703,332	698,928

Rocky Mountain Conservancy
Preliminary
Statement of Financial Position & Net Asset Project Balances
As of December 31, 2021 compared with December 31, 2020

	Operations	Unrestricted Donations	Temporarily Restricted	Permanently Restricted	Total Balance 2021	Total Balance 2020
Assets						
Current Assets:						
Cash and Cash Equivalents	\$ 3,648,090	\$ 4,278,947	\$ 953,760	\$ -	\$ 8,880,797	\$ 6,398,883
PPP Loan	-	-	-	-	-	279,652.00
Investments	721,523	10,736,958	1,543,494	341,937	13,343,913	12,432,461
Accounts Receivable	120,439	-	-	-	120,439	187,197
Grants/Pledges Receivable	-	-	127,570	-	127,570	228,685
Notes Receivable	-	-	-	-	-	-
Due from (to) Other Funds	(60,139)	438,554	(383,515)	5,100	-	-
Prepaid Expenses	71,272	-	-	-	71,272	63,297
Inventory	725,908	-	-	-	725,908	609,389
Total Current Assets	5,227,093	15,454,459	2,241,309	347,037	23,269,898	20,199,563
Other Assets:						
Land Held for Sale	-	-	500,000	-	500,000	500,000
Fixed Assets, Net	771,705	-	-	-	771,705	996,803
Total Other Assets	771,705	-	500,000	-	1,271,705	1,496,803
Total Assets	5,998,797	15,454,459	2,741,309	347,037	24,541,603	21,696,366
Liabilities						
Current Liabilities:						
Accounts Payable	160,253	-	(195,085)	-	(34,832)	140,979
Accrued Expenses Payable	274,459	-	37,776	765	313,000	323,823
Aid Payable	323,700	-	-	-	323,700	414,440
Deferred Revenue	-	-	-	-	-	-
Advanced Deposits	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	279,652
Total Current Liabilities	758,413	-	(157,309)	765	601,869	1,158,893
Long-Term Liabilities:						
Custodial Funds Held for Others	-	7,928	-	-	7,928	7,928
Total Long-Term Liabilities	-	7,928	-	-	7,928	7,928
Total Liabilities	758,413	7,928	(157,309)	765	609,797	1,166,821
Net Assets						
Total Net Assets	5,240,385	15,446,530	2,898,618	346,272	23,931,806	20,529,545
Total Liabilities and Net Assets	5,998,797	15,454,459	2,741,309	347,037	24,541,603	21,696,366

Rocky Mountain Conservancy
Preliminary Operating & Fund Cash Balances
As of December 31, 2021

Operating Cash; Savings & Aid Reserve

Operating Cash:

Bank of Estes Park

Operating Account	\$ 2,299,613	
Credit Card Account	489,540	
Aid Checking Account	11,546	
		2,800,699

Citywide (Board Policy - \$600,000 balance by year end)

Operating Reserve		641,336
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Savings & Aid Reserve*		500,000
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*Included in investments on Statement of Financial Position

Total Unrestricted Cash Potentially Available to OPS		3,942,035
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Reserve Accounts - Board Designated

As of December 31, 2021

Vanguard

Savings & Aid Reserve*		221,523
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*Included in investments on Statement of Financial Position

Citywide

Board Designated Reserve		200,000
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Total Reserves Potentially Available to OPS		421,523
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Reserve Accounts - Donations

As of December 31, 2021

Unrestricted Donations:

Unrestricted Donations - Key Bank	3,561,889	
Unrestricted Donations - City Wide Reserve	700,000	
		4,261,889

Temporarily Restricted Donations:

Restricted Donations/ Bank of Estes	553,760	
Restricted Donations/ Citywide Reserve	400,000	
CC ACH Account/ Key Bank	0	
Total Temporarily Restricted Cash		953,760

9,579,207

Rocky Mountain Conservancy
Statement of Changes to Aid Payable

As of December 31, 2021

Aid Payable on 12/31/2020 \$ (414,440)

Aid Spent:

Interpretation	705
Aid Wages	8,000
Donations	90
Dues and Subscriptions	0
Events	1,933
Exhibits & Facility Improvement	51,501
Housing	0
Insurance	6,269
Printing	9,856
Sales Area Improvements	0
Stipends	0
Supplies	747
Telephone	593
Training	0
Volunteers	11,046

Total Aid Spent 90,739

Aid Award Earned on December 31, 2021 0

Aid Payable on 12/31/2021 (323,700)