FINANCIAL REPORT

Audited

Columbia Land Conservancy, Inc.

June 30, 2025

Audited for:
Board of Trustees
Columbia Land Conservancy, Inc.

Audited by:
RBT CPAs, LLP
2678 South Road, Suite 101
Poughkeepsie, NY 12601
(845) 485-5510

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Independent Auditor's Report

Board of Trustees
Columbia Land Conservancy, Inc.
49 Main Street
Chatham, NY, 12037

Opinion

We have audited the financial statements of Columbia Land Conservancy, Inc. (the Organization), which comprise the statement of financial position as of June 30, 2025, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Columbia Land Conservancy, Inc. as of June 30, 2025, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Columbia Land Conservancy, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

RBT CPAs, LLP

Poughkeepsie, NY
October 25, 2025

Columbia Land Conservancy, Inc.

Statement of Financial Position

As of June 30, 2025

	Note		2025
Assets			
Current Assets			
Cash and cash equivalents	3	$	981,163
Restricted cash and cash equivalents	3		1,087,538
Grant receivables			69,327
Bequest receivables	6		84,000
Pledges receivable			50,000
Accounts receivable			19,742
Investment in marketable securities	4		17,988,591
Prepaid expenses			138,702
Total current assets			20,419,063
Property, plant, and equipment, gross			
Land			8,256,982
Buildings and improvements			2,088,670
Machinery and equipment			282,873
Furniture and fixtures			193,910
Total Property, plant, and equipment, gross			10,822,435
Accumulated depreciation			(1,486,130)
Total Property, plant, and equipment, net			9,336,305
Assets held for sale			678,000
Deposits			450,000
Non-current bequest receivables, net of present value adjustment of $46,198	6		203,802
Total assets		$	31,087,170

See accompanying notes to financial statements.

Columbia Land Conservancy, Inc.
Statement of Financial Position
As of June 30, 2025

	Note	2025
Liabilities and net assets		
Liabilities		
Current liabilities		
Accounts payable and accrued expenses	7	130,884
Current maturities of long-term debt	9	7,248
Total current liabilities		138,132
Long-term debt, net of current portion	9	316,684
Deferred revenue		25,800
Total liabilities		480,616
Net assets		
Net assets with donor restrictions	11	19,614,684
Net assets without donor restrictions:		
Board designated	12	8,488,036
Undesignated	12	2,503,834
Net assets		30,606,554
Total liabilities and net assets		$ 31,087,170

See accompanying notes to financial statements.

Columbia Land Conservancy, Inc.
Statement of Activities
For the year ended June 30, 2025

	Note	Without Donor Restriction	With Donor Restriction	Total 2025
Support and revenues:				
Government grants		$ 90,538	$ 2,248,805	$ 2,339,343
Other contributions and grants		1,727,485	1,188,455	2,915,940
Contributed non-financial assets	14	19,517	-	19,517
Fees for service revenue		7,890	-	7,890
Rental income		26,973	-	26,973
Special events revenue		275,628	-	275,628
Net assets released from restriction	11	3,159,663	(3,159,663)	-
Total support and revenues		5,307,694	277,597	5,585,291
Expenses:				
Program services		4,169,659	-	4,169,659
Management and general		464,689	-	464,689
Fundraising		347,411	-	347,411
Total expenses		4,981,759	-	4,981,759
Nonoperating activities:				
Investment return, net		585,855	1,418,560	2,004,415
Miscellaneous income		4,948	-	4,948
Loss on disposal of assets		(364,215)	-	(364,215)
Total nonoperating activities		226,588	1,418,560	1,645,148
Changes in net assets		552,523	1,696,157	2,248,680
Net assets at beginning of year		10,439,347	17,918,527	28,357,874
Net assets at end of year		$ 10,991,870	$ 19,614,684	$ 30,606,554

See accompanying notes to financial statements.

Columbia Land Conservancy, Inc.
Statement of Functional Expenses
For the year ended June 30, 2025

	Public Conservation Area Management	Easement Stewardship and Management	Land Protection Activities	Community Outreach and Education	Total Program 2025	Management and General	Fundraising	Total 2025
Salaries and wages	$ 230,829	$ 130,817	$ 203,270	$ 203,622	$ 768,538	$ 226,848	$ 172,442	$ 1,167,828
Employee benefits	51,020	31,084	46,286	44,917	173,307	51,336	37,605	262,248
Payroll taxes	16,899	10,214	15,314	15,188	57,615	16,756	12,526	86,897
Advertising and promotion	-	-	-	769	769	8,008	-	8,777
Interest expense	261	-	20,643	-	20,904	-	-	20,904
Charitable contributions	3,171	-	7,349	100	10,620	12,967	200	23,787
Depreciation	88,814	2,850	7,125	3,152	101,941	623	3,546	106,110
Dues and subscriptions	307	-	6,273	313	6,893	318	-	7,211
Taxes	20,652	-	1,070	-	21,722	-	-	21,722
Catering and events	2,812	870	12,471	7,359	23,512	4,477	43,647	71,636
Printing and design	-	2,157	588	21,087	23,832	-	24,114	47,946
Recruitment	-	-	-	-	-	215	-	215
Duplication	466	282	420	448	1,616	462	420	2,498
Professional development	1,260	2,728	2,490	2,696	9,174	4,894	9,480	23,548
Rental expense	3,437	-	3,369	-	6,806	3,586	-	10,392
Land and trade land expenses	-	100	2,211,339	-	2,211,439	-	-	2,211,439
Equipment expenses	4,377	229	5,244	3,343	13,193	253	-	13,446
Property management and supplies	126,901	17,055	25,550	64,275	233,781	21,010	33,147	287,938
Repairs and maintenance	89,280	1,670	3,893	1,981	96,824	1,994	2,044	100,862
Travel, meals and entertainment	237	2,546	1,585	2,815	7,183	12,705	5,961	25,849
Utilities	8,282	3,050	4,702	2,570	18,604	1,439	2,279	22,322
Insurance	12,615	19,008	-	175	31,798	41,221	-	73,019
Professional fees	44,416	18,249	253,820	13,103	329,588	55,577	-	385,165
Total expenses	$ 706,036	$ 242,909	$ 2,832,801	$ 387,913	$ 4,169,659	$ 464,689	$ 347,411	$ 4,981,759

See accompanying notes to financial statements.

Columbia Land Conservancy, Inc.
Statement of Cash Flows
For the year ended June 30, 2025

		2025
Cash flows from operating activities		
Change in net assets	$	2,248,680
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation		106,110
(Gain) loss on sale of property, plant, and equipment		364,215
Reinvested dividends		(458,703)
Realized gain on sale of investments		(123,979)
Unrealized gain on investments		(1,437,777)
Amortization of discount on bequests receivable		(6,823)
Amortization of discount on loan payable		20,643
Donated land		(148,325)
(Increase) decrease in operating assets:		
Grants receivable		(32,756)
Bequests receivable		(78,771)
Pledges receivable		41,158
Accounts receivable		(12,925)
Prepaid expenses		(23,999)
Proceeds from assets held for sale		1,217,000
Purchase of assets held for sale		(250,000)
Deposits		(50,000)
Increase (decrease) in operating liabilities:		
Accounts payable and accrued expenses		(7,359)
Deferred revenues		(2,864,319)
Total adjustments to reconcile change in net assets to net cash (used in) operating activities		(3,746,610)
Net cash used in operating activities		(1,497,930)
Cash flows from investing activities		
Purchase of property, plant and equipment		(53,601)
Proceeds from sale of investments		467,680
Purchase of investments		(990,542)
Net cash used in investing activities		(576,463)
Cash flows from financing activities		
Repayment of debt		(11,748)
Net decrease in cash, cash equivalents, and restricted cash		(2,086,141)
Cash, cash equivalents, and restricted cash at beginning of year		4,154,842
Cash, cash equivalents, and restricted cash at end of year	$	2,068,701

See accompanying notes to financial statements.

Columbia Land Conservancy, Inc.
Statement of Cash Flows
For the year ended June 30, 2025

Reconciliation of cash, cash equivalents, and restricted cash		
Cash and cash equivalents	$	981,163
Restricted cash and cash equivalents		1,087,538
Total cash, cash equivalents, and restricted cash shown in the statement of cash flows	$	2,068,701

Supplemental cash flow information		
Noncash investing and financing activities		
Donated land	$	148,325
Other contributed non-financial assets		19,517

See accompanying notes to financial statements.

1. Nature of Organization

Columbia Land Conservancy, Inc. (the "Organization") is a not-for-profit organization established to bring people together to conserve, appreciate, and enjoy land. The Organization is based in Chatham, New York. It receives its support from private donations, program fees, investment income, and private and government grants.

The specific programs and services provided by the Organization include the following:

Land Protection Activities: The Organization employs a three-pronged programmatic approach to its land protection mission.

- Support for agriculture - The Organization believes that a strong and vibrant farm sector is, among other things, an important conservation asset to this area, where centuries of farming have left an indelible mark on the county's lands, conservation resources, and scenic attributes. The Organization works to find ways to support an active and resurgent agricultural community, including the development and implementation of innovative strategies to provide new farmers, and farmers who want to expand their operation, opportunities to farm land that might otherwise be unaffordable to them.
- Conservation Easements - The Organization helps families and individuals protect privately owned land including, but not limited to, working farmlands, by creating, accepting, and stewarding conservation easements, ensuring the owner's conservation vision will be upheld forever.
- Support of land use planning and community projects - Working with municipalities, communities and conservation groups, the Organization encourages land use planning practices and procedures that support the protections of the county's rich conservation resources and helps to implement local conservation efforts, including fundraising, acquisition, site planning, and the like for creation of public open spaces, trail building, training of local officials and volunteers, and stewardship of land for habitat, recreation, and education.

Community Outreach and Education: The Organization works to communicate its mission and the importance of conservation throughout Columbia County with an active and aggressive program of public information and advocacy for conservation values. Among other things, the Organization provides numerous informational programs to community groups, issues frequent press releases about its programs and projects, and maintains a substantive and active web site and social media presence. The Organization also offers regular outdoor education and recreation opportunities for the general public to promote an appreciation for the natural resources and landscapes within the County.

1. Nature of Organization (continued):

Easement Stewardship and Management: The Organization is responsible for ensuring that the goals of every conservation easement the Organization holds are respected in perpetuity. The Organization monitors its easement properties by air each year and visits every property on the ground in alternating years to ensure the terms of the easement are being upheld and appropriate action is taken in accordance with best professional standards and practices, if and when necessary.

Public Conservation Area Management: The Organization owns 15 properties with a variety of conservation attributes. Each property is managed for one or more of the following purposes: to maintain and/or improve its ecological health, to demonstrate best practices for conservation management, to maintain and increase soil health and agricultural viability, and for public access. Ten properties, the Organization's Public Conservation Areas (PCAs), are open to the public for hiking and outdoor enjoyment. They are maintained for wildlife habitat, recreation, and the Organization's educational programs. The areas offer a diversity of experiences and ecosystems. Three other properties may be established as PCAs in the future and there are two additional properties that may be opened for limited public and educational use. While these five properties are not currently open to the public, they are being monitored by staff, except the Thompson Finch Farm which is being maintained by the farmers who hold the long-term ground lease. The Organization also manages one public preserve for Scenic Hudson Land Trust, Inc.

2. Summary of Significant Accounting Policies

a. Basis of Accounting

The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America (GAAP).

b. Use of 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 period. Actual results could differ from those estimates.

2. Summary of Significant Accounting Policies (continued):

c. Cash and Cash Equivalents

The Organization considers all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents. At June 30, 2025, cash equivalents consisted primarily of money market accounts.

The Organization maintains cash balances at U.S. banks, which are insured by the Federal Deposit Insurance Corporation (FDIC) for up to $250,000 for each institution. The Organization’s cash balances at times exceeded federally insured limits. The Organization has not experienced any losses and does not believe it is exposed to any significant credit risk on cash and cash equivalents.

d. Restricted Cash

Amounts included in restricted cash represent balances for restricted purposes or those required to be set aside by a contractual agreement. The restricted cash includes cash and money market accounts totaling $1,087,538 as of June 30, 2025.

e. Grants Receivable

Grants receivable include revenues that have been recognized, but not yet received and are carried at the fair value the Organization expects to receive, net of any allowance for uncollectible amounts. An allowance for uncollectible grants receivable is estimated by the Organization based on factors such as the current status of individual accounts. Management determined that no allowance was necessary as of June 30, 2025.

f. Contributions, Pledges and Bequests Receivable

Unconditional written promises to give (bequests) are recognized as an asset and contribution revenue in the period received. Promises to give are recorded at net realizable value and are discounted at an appropriate rate commensurate with the risks involved. Amortization of discounts is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the bequests. An allowance for uncollectible promises to give is estimated by the Organization based on factors such as management's judgement and analysis of creditworthiness of the donors, past collection experience, and other relevant factors. Conditional promises to give are recognized when the conditions on which they depend, which consist of both a barrier and a right of return or release, are met. Management has determined that no allowance was necessary as of June 30, 2025.

2. Summary of Significant Accounting Policies (continued):

g. Accounts Receivable

Accounts receivable include amounts billed and currently due from customers that the Organization has an unconditional right to receive. The amounts due are stated at their estimated net realizable value. The Organization extends credit to its customers and does not require collateral. An allowance for credit losses is maintained to provide for the estimated amount of receivables that will not be collected. The allowance is based on the Organization’s assessment of the collectibility of receivables with similar risk characteristics on a pooled basis. It is derived from management's judgement and analysis of creditworthiness, past collection experience and other relevant factors. The Organization writes off uncollectible receivables against the allowance when the likelihood of collection is remote. Recoveries of receivables previously written off are recognized as an offset to the provision for credit loss in the year of recovery. Management has determined that no allowance was necessary as of June 30, 2025.

h. Investments

Investments are reported at fair market value. Adjustments to reflect increases or decreases in fair market value, referred to as unrealized gains and losses, are reported in the statement of activities.

Gains and losses on the sale of investments are determined using the specific identification method. Realized gains and losses arising from the sale of investments and ordinary income from investments are reported as changes in net assets without donor restrictions unless their use is restricted by explicit donor-imposed stipulations or law. Dividend and interest income are accrued as earned. Income and net gains (losses) on investment of endowment funds are reported in the statement of activities as follows:

- As increases (decreases) in net assets without donor restrictions for Board-designated funds;
- As increases (decreases) in net assets with donor restrictions if the terms of the gift that gave rise to the investment require that they be added to the principal of a permanent endowment fund; or
- As increases (decreases) in net assets without donor restrictions in all other cases.

The investment portfolio is managed by professional investment advisors and managers in accordance with the Organization’s investment policy.

2. Summary of Significant Accounting Policies (continued):

i. Property, Plant, and Equipment

Property, plant, and equipment with a value of $3,000 or greater is recorded at cost. Expenditures for additions, improvements, and other enhancements to property, plant, and equipment are capitalized, and minor replacements, maintenance, and repairs that do not extend asset life or add value are charged to expense as incurred. When property, plant, and equipment assets are retired or otherwise disposed of, the related cost and accumulated depreciation is removed from the accounts and any resulting gain or loss is included in results of operations.

In general, depreciation is the systematic and rational allocation of an asset's cost, less its residual value (if any), to the periods it benefits. Property, plant, and equipment is depreciated using the straight-line method, which results in depreciation expense being incurred evenly over the life of an asset. The estimated useful lives for each major depreciable classification of property, plant, and equipment are as follows: buildings and improvements: 5 - 39 years, furniture and fixtures: 3 - 5 years, and machinery and equipment: 7 years. The Organization's estimate of depreciation expense incorporates management assumptions regarding the useful economic lives and residual values of the Organization's assets.

The Organization reports gifts of property, plant, and equipment as net assets without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

j. Assets Held for Sale

Assets to be disposed of are reclassified as assets held for sale at the lower of their carrying amount or fair value less estimated costs to sell. Assets held for sale primarily represent asset-based segment nonoperating properties. Adjustments to write down assets to fair value less the amount of costs to sell are reported in operating income. Assets held for sale are expected to be disposed of by selling the assets within the next 12 months. Accordingly, depreciation is not recorded on these assets. Gains and losses on property and equipment are reported in operating income. Assets held for sale of $678,000 are reported within other noncurrent assets as of June 30, 2025.

2. Summary of Significant Accounting Policies (continued):

k. Net Assets

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization's management and Board of Directors (the Board). Net assets without donor restrictions include net assets designated by the board for specific purposes.

Net Assets With Donor Restrictions: Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Organization or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. All net assets restricted by donors as to either timing or purpose of the related expenditures, or required to be maintained in perpetuity as a source of investment income, are accounted for in net assets with donor restrictions. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions.

l. Revenue Recognition

The Organization receives over 99% of its revenues from non-exchange transactions or from revenues not subject to ASC 606. Revenue from exchange transactions is deemed immaterial to the financial statements.

m. Contributions and Grants

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

2. Summary of Significant Accounting Policies (continued):

m. Contributions and Grants (continued):

Grants - Grants are deemed to be nonexchange (nonreciprocal) transactions and fall under the contribution accounting guidance. Under this guidance, revenue related to conditional grants and contracts is recorded when the conditions are met. The Organization reports these grants as changes in net assets without donor restrictions when restrictions are met in the same period. Unexpended amounts received but not yet earned are reported as deferred revenue.

Contributed Nonfinancial Assets - Contributed nonfinancial assets are recorded at fair market value at the date of donation. Contributions of services are reported as revenue only if the services create or enhance a nonfinancial asset or would typically need to be purchased by the Organization if they had not been provided by contribution, require specialized skills, and are provided by individuals with those skills. See Note 14 for additional disclosure.

n. Functional Allocation of Expenses

The costs of providing the Organization's program and other activities have been summarized on a functional basis in the statement of activities. Expenses related directly to program services or supporting activities are charged directly while other expenses that are common to several functions are allocated based on management's estimates among major classes of programs services and supporting activities. Expenses, such as salaries and benefits, office, depreciation and general professional services have been allocated among program services, development, and management and support services classifications based primarily on employee efforts, space occupied, and other estimates made by the Organization's management.

o. Advertising Costs

Advertising costs are expensed as incurred. Advertising expense was $8,777 in 2025.

2. Summary of Significant Accounting Policies (continued):

p. Income Taxes

The Organization is a not-for-profit organization as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from federal and state income taxes on trade or business profits generated by activities related to the Organization's exempt function. The Organization may be subject to federal and state income taxes for profits generated from trade or business activities unrelated to the Organization's exempt function. The Organization has processes presently in place to ensure the maintenance of its tax-exempt status, identify and report unrelated business income, and determine its filing and tax obligations in jurisdictions for which it has nexus. As of June 30, 2025, the Organization believes that it has not generated any unrelated business taxable income.

Generally, the Organization is no longer subject to U.S. federal, state, and local or non-U.S. income tax examinations by tax authorities for fiscal years before 2022.

q. Fair Value Measurements

The Organization measures certain financial instruments at fair value on a recurring basis at each reporting period. Certain assets are measured at fair value on a nonrecurring basis annually or when events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. Fair value is estimated as the amount that would be received from the sale of an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Fair value estimates involve uncertainty and significant judgment regarding interest rates, credit risk, prepayments, and other factors, especially when quoted prices are unavailable. Changes in assumptions or market conditions could significantly affect these estimates.

Fair Value Hierarchy

Assets and liabilities recorded at fair value are measured and classified in accordance with a fair value hierarchy consisting of three “levels” based on the observability of valuation inputs:

- **Level 1:** Fair value measurements based on quoted prices (unadjusted) in active markets that the Organization has the ability to access for identical assets or liabilities. Market price data generally is obtained from exchange or dealer markets. The Organization does not adjust the quoted price for such instruments.

2. Summary of Significant Accounting Policies (continued):

q. Fair Value Measurements (continued):

- **Level 2:** Fair value measurements based on inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. Level 2 inputs include quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; and inputs other than quoted prices that are observable for the asset or liability, such as interest rates and yield curves that are observable at commonly quoted intervals.

- **Level 3:** Fair value measurements based on valuation techniques that use significant unobservable inputs. Both observable and unobservable inputs may be used to determine the fair values of positions classified in Level 3. The circumstances for using these measurements include those in which there is little, if any, market activity for the asset or liability. Therefore, the Organization must make certain assumptions about the inputs a hypothetical market participant would use to value that asset or liability.

The Organization maximizes the use of observable inputs and minimizes the use of unobservable inputs when measuring fair value. Financial instruments with quoted prices in active markets generally have more pricing observability and require less judgment in measuring fair value. Conversely, financial instruments for which no quoted prices are available have less observability and are measured at fair value using valuation models or other pricing techniques that require more judgment. Pricing observability is affected by a number of factors, including the type of financial instrument, whether the financial instrument is new to the market and not yet established, the characteristics specific to the transaction, liquidity and general market conditions.

In certain cases, the inputs used to measure the fair value of an asset or liability 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 is determined based on the lowest level input that is significant to the fair value measurement in its entirety.

r. Subsequent Events

The Organization‘s management evaluated events that occurred after June 30, 2025 through October 25, 2025, the date when the financial statements were available to be issued.

3. Cash and Cash Equivalents

The following is a reconciliation of cash, cash equivalents, and restricted cash shown in the statement of cash flows at June 30:

		2025
Cash and cash equivalents		
Cash accounts	$	238,634
Cash held in investments		540,950
Money market accounts		187,975
Clearing accounts and petty cash		13,604
Total cash and cash equivalents		981,163
Restricted cash and cash equivalents		
Restricted cash accounts		1,075,117
Restricted money market accounts		12,421
Total restricted cash and cash equivalents		1,087,538
Total cash, cash equivalents, and restricted cash and cash equivalents shown in the statement of cash flows	$	2,068,701

4. Investments in Marketable Securities

The following is a summary of the Organization's investments in marketable securities:

As of June 30, 2025		**Cost**		**Gain/(Loss)**		**Market**
Equity security funds	$	6,613,501	$	4,580,842	$	11,194,343
Fixed income funds		6,295,904		(255,052)		6,040,852
Real estate investment funds		684,531		68,865		753,396
Total	$	13,593,936	$	4,394,655	$	17,988,591

5. Fair Value Measurements

Assets and Liabilities Measured at Fair Value on a Recurring Basis

The following is a description of the valuation methodologies and inputs used for assets and liabilities recognized in the accompanying statement of financial position measured at fair value on a recurring basis.

Mutual Funds

Whenever available, the Organization obtains quoted prices in active markets for identical assets at the statement of financial position date to measure funds with readily determinable fair values. Market price data is generally obtained from exchange or dealer markets. All investments in mutual funds are classified as equity securities.

	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total Fair Value
June 30, 2025				
Assets:				
Equity security funds	$ 11,194,343	$ -	$ -	$ 11,194,343
Fixed income funds	6,040,852	-	-	6,040,852
Real estate investment funds	753,396	-	-	753,396
Total assets	$ 17,988,591	$ -	$ -	$ 17,988,591

Interest and dividend income on assets measured under the fair value option totaling $483,586 are recognized and included in net investment income in the statement of activities. Other gains (losses) on assets measured under the fair value option totaling $1,561,756 are recognized and included in net investment results in the statement of activities.

6. Bequests Receivable

Bequests receivable consist of the following at June 30:

		2025
Bequests due within one year	$	84,000
Bequests due in more than five years		250,000
Bequests receivable, gross		334,000
Less discount to net present value		46,198
Bequests receivable, net	$	287,802

Bequests receivable consists of $250,000 to be paid at the closing of the Makowski Trust, which will occur no later than August 17, 2031 and $84,000 to be paid from the Donald J Marshall Living Trust. The discount rate used to measure the net present value was 3.41%, resulting in $46,198 of a present value discount that is amortized annually up through the year ending June 30, 2032. During the year ended June 30, 2025, the Organization recognized $6,823 of interest income related to the amortization of this discount.

7. Accounts Payable and Accrued Expenses

Accounts payable and accrued expenses consisted of the following at June 30:

		2025
Accounts payable	$	59,107
Accrued payroll and related benefits		1,998
Accrued vacation		69,779
Total accounts payable and accrued expenses	$	130,884

8. Lease Income

The Organization leases property with terms ranging from one to 99 years.

Total rental income recognized for the year ended June 30, 2025 was $26,973.

8. Lease Income (continued):

Future minimum rental income to be received is as follows as of June 30, 2025:

Year		Operating Leases
2026	$	19,373
2027		2,573
2028		2,573
2029		2,573
2030		2,573
Thereafter		139,997
Total	$	169,662

9. Debt

Long-term debt consists of the following at June 30:

		2025
Note payable with Toyota, 4.99% interest bearing, collateralized by vehicle; monthly payments of $564 through October 2025.	$	2,008
Note payable with John Deere Financial, non -interest bearing, collateralized by vehicle; monthly payments of $437 through June 2028.		15,720
Related party note payable, collateralized by the mortgage deed; no interest; due and payable in full December 2026 with option to pre-pay unpaid principal balances in whole or in part at any time upon ten days prior written notice without prepayment charge, penalty or fee.		340,000
Total long-term debt		357,728
Less unamortized imputed interest		(33,796)
Less current maturities		(7,248)
Net long-term debt	$	316,684

9. Debt (continued):

The aggregate amounts of principal maturities of long-term debt outstanding at June 30, 2025 are as follows:

Year		**Future Payments**
2026	$	7,248
2027		345,240
2028		5,240
Total long-term debt	$	357,728

Line of Credit

The Organization has a $260,000 demand line of credit with a bank for its working capital needs expiring November 1, 2027. Interest under this line of credit is 5.49% for the 3 year term and is payable monthly. There were no borrowings outstanding under this line of credit at June 30, 2025.

10. Commitments

Markus Property

In March 2024, the Organization entered into a purchase contract to acquire an approximately 500-acre property in the Town of Taghkanic, New York for a total purchase price of $4,000,000. To fund this purchase price, the Organization is expected to complete the following: 1) entered into a $3,057,000 grant with New York State Department of Agriculture and Markets; 2) receive $500,00 from SHLT; and 3) receive $700,000 from PCLB. The closing on the purchase of this property occurred on July 2,2025.

Easements and Public Conservation Areas

Acceptance of easements and donor restricted public conservation areas impose on the Organization a perpetual obligation to monitor and steward the properties.

As of June 30, 2025 the Organization holds a total of 268 easements on 31,407 acres, in Columbia County. The Organization's expense for monitoring and stewarding easements was $242,909 for the year ended June 30, 2025.

10. Commitments (continued):

Harrier Hill Park

The Organization has entered into a contract to monitor, maintain and provide certain management services at Harrier Hill Park in Stockport, NY. The property is owned by SHLT. The contract requires SHLT to pay the Organization $4,000 per year for site management and monitoring as well as reimburse the Organization for any repairs made to the site; repairs greater than $100 must be preapproved by SHLT.

Farmland Access, Resources, and Matching Program (FARM)

In 2013, the Organization entered into an agreement with Dutchess Land Conservancy, Inc. (DLC) to provide programmatic services expanding the scope of what has been the Farmer Landowner Match Program from Columbia County into Dutchess County. DLC agreed, among other terms, to pay a $3,000 upfront fee and $1,000 per month to the Organization for staff time related to this program.

In 2018, the program was updated and rebranded as the FARM program. The agreement with DLC was updated in September 2022 and the fee structure modified. Under the current agreement, DLC will pay $6,000 per year to the Organization for staff time related to managing this program on their behalf. The agreement with DLC will end on April 30, 2026.

Rensselaer Plateau Alliance USDA Grant Partnership

The Organization partnered with the Rensselaer Plateau Alliance (RPA), Highstead Foundation, Housatonic Valley Association, and others in a successful grant application to the United States Department of Agriculture ("USDA") - National Resources Conservation Service for $6.2 million. The RPA was the lead applicant and will serve as the grant manager. The contract was signed by RPA on August 8, 2022 and the term of the grant is through August 16, 2027. The Organization's matching responsibility is set at $375,000 cash match over a five-year period with this amount decreasing if the Organization is successful in negotiating a greater number of easement bargain sales than initially estimated.

Columbia Land Conservancy, Inc.
Notes to the Financial Statements
For the year ended June 30, 2025

11. Net Assets With Donor Restrictions

Net assets with donor restrictions are available for the following purposes as of June 30:

		2025
Subject to expenditures for specified purpose:		
Public conservation area management	$	236,327
PCA special project- Hudson and Greenport connectors		273,878
Community outreach and education		
Affordable housing collaboration		7,500
Capital campaign: Community engagement		49,830
Paden legacy fund advancing conservation education (PLACE)		274,547
Land protection		
Farm & forest: general		80,705
Taghkanic watershed project		709,936
Land held to be donated to NYS Rail Trail		36,500
Professional development and staff wellness		95,653
Strategic planning		33,805
Greenport funds		17,711
Land transfer navigation program		12,500
Total net assets subject to expenditures for specified purpose		1,828,892
Subject to the Organization's spending policy and appropriation:		
Conservation easement stewardship and legal defense funds		2,139,685
Subject to passage for time:		
Capital campaign: general fund		20,742
Bequests		203,802
Unamortized imputed interest		33,796
Total net assets subject to time restrictions		258,340

11. Net Assets With Donor Restrictions (continued):

		2025
Donor restricted endowments (subject to spending policy, and appropriations, net of accumulated earnings)		
Endowment		
Public conservation area management		5,687,133
Public conservation area staffing		809,553
Staff housing		143,167
General fund (David and Peggy Rockefeller endowment)		1,457,385
PCAs supports (Ellsworth Kelly Fund)		1,445,550
Total Endowment		9,542,788
Land required to be held for PCAs		5,844,979
Total net assets subject to restriction in perpetuity		15,387,767
Total net assets with donor restrictions	$	19,614,684

The sources of net assets released from restrictions are as follows for the year ended June 30:

		2025
Public conservation areas and support	$	346,154
Community and engagement		107,469
PLACE		55,000
Land protection		225,475
Professional developement and wellness		25,337
Strategic planning		67,897
Greenport funds		7,789
Conservation easement and legal defense		57,589
ATF land navigator		8,313
Land and easement acquisition		2,146,544
Expiration of time restriction		30,643
General fund		81,453
Total net assets released from restrictions	$	3,159,663

12. Net Assets Without Donor Restrictions

Net assets without donor restrictions comprises the following as of June 30:

		2025
Undesignated	$	2,503,834
Board designated		8,488,036
Total net assets without donor restrictions	$	10,991,870

Changes to board designated amounts for the year ended June 30 were as follows:

		2025
Board designated assets at beginning of the year	$	6,920,806
Bequests		204,000
Land donations - conservation lands		108,325
Investment return		574,836
Transfers to board designated		1,232,749
Releases		(552,680)
Total board designated assets end of year	$	8,488,036

12. Net Assets Without Donor Restrictions (continued):

Board designated net assets are as follows for the year ended June 30:

	2025
Purpose restricted:	
General reserves	$ 6,129,933
Mark Levy - early gifts	7,600
Total purpose restricted board designated net assets	6,137,533
Conservation lands:	
Hudson Connector	54,000
Schor Conservation Area	645,750
Hand Hollow Conservation	230,253
Round Ball Mountain	612,000
Four Sisters	220,500
Thomson Finch Farm	588,000
Total conservation lands	2,350,503
Total board designated net assets	$ 8,488,036

13. Endowment

The Organization's endowment consists of 5 individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the governing board to function as endowments. Net assets associated with endowment funds, including funds designated by the governing board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Organization's Board of Trustees has interpreted the enacted version of Uniform Prudent Management of Institutional Funds Act (UPMIFA) as allowing the Organization to appropriate for expenditure or accumulate so much of an endowment fund as the Organization determines is prudent for the uses, benefits, purposes, and duration for which the endowment fund is established, subject to the intent of the donor as expressed in the gift instrument. Unless stated otherwise in the gift instrument, the assets in an endowment fund shall be donor-restricted assets until appropriated for expenditure by the Board of Trustees.

13. Endowment (continued):

The remaining portion of the donor-restricted endowment fund is classified as net assets with donor restrictions until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purposes of the Organization and the donor-restricted endowment 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 Organization
- The investment policies of the Organization

Endowment net assets consist of the following at June 30:

		2025
Donor restricted endowments funds	$	5,890,878
Accumulated investment gains		3,651,910
Total endowment net assets	$	9,542,788

Changes in endowment net assets for the year ended June 30, are as follows:

		With Donor Restrictions
Endowment net assets, July 1, 2024	$	8,500,551
Investment return		1,108,178
Appropriated for expenditures per policy		(265,941)
Transfers in		200,000
Change in endowment net assets		1,042,237
Endowment net assets, June 30, 2025	$	9,542,788

14. Contributed Nonfinancial Assets

Contributed nonfinancial assets recognized in the statement of activities are as follows:

		2025
Land	$	148,325
Services		12,398
Goods		7,119
Total contributed nonfinancial assets	$	167,842

The contributed nonfinancial assets the Organization recognized in the statement of activities did not have donor-imposed restrictions. The contributed land will be used for public conservation areas. In valuing the land, the Organization estimated the fair value based on an appraisal. Donated land is included in contributions on the Statement of Activities.

The contributed services include professional services for tree clean up and a cocktail reception. In valuing the contributed services, the Organization estimated the fair value based on current rates for similar services. Contributed goods were valued at fair market value based on donor invoice or readily available market prices. Contributed goods were utilized by development for fundraising and community events.

15. Retirement Plan

The Organization sponsors a voluntary 403(b) retirement plan. The plan provides for annual contributions of 3% of wages earned after one year of service. Amounts charged to expense for the defined contribution plan totaled $51,521 for the year ended June 30, 2025.

16. Related Party Transactions

The Organization holds a related party loan as described in Note 9. The loan is a non-interest bearing loan from a board member received in November 2022. The loan balance was $340,000 as of June 30, 2025 and no repayments were made during the fiscal year. Repayment of the loan is due December 2026.

17. Liquidity and Availability of Resources

The Organization's financial assets available for general use at June 30, 2025, consist of the following:

		2025
Financial assets available:		
Cash and cash equivalents	$	2,068,701
Grant receivable		69,327
Bequests, net of allowance		287,802
Pledges receivable		50,000
Accounts receivable		19,742
Investments		17,988,591
Total financial assets available		20,484,163
Less:		
Permanently restricted net assets (excluding land)		(5,890,877)
Restricted for purpose and or time		(7,878,828)
Board designated net assets (excluding land)		(6,137,533)
Less time restrictions within one year		84,000
Financial assets available to meet cash needs for general expenditures within one year	$	660,925

The Organization has an investment asset management policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. The policy anticipates that the Organization will hold at least $1,000,000 of its board designated assets in reserve as an emergency fund should conditions require. As of June 30, 2025, there was $6,129,933 of board designated net assets for general reserves, and $2,350,503 of board designated net assets for conservation lands which can be spent with board approval. The Organization also has a line of credit, see note 9. Management has deemed this level of liquidity sufficient.

18. Major Donors

During the year ended June 30, 2025, the Organization received 38% of its revenue from the NYS Department of Agriculture and Markets, and 13% of its revenue from a private foundation. These revenues were related to sales and acquisition and land.