



**Scenic Hudson, Inc.
and
The Scenic Hudson Land Trust, Inc.**

**Consolidated Financial Statements
and Supplementary Information
(Together with Independent Auditors' Report)**

June 30, 2019 and 2018

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.

CONSOLIDATED FINANCIAL STATEMENTS
AND SUPPLEMENTARY INFORMATION
(Together with Independent Auditors' Report)

JUNE 30, 2019 AND 2018

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INDEPENDENT AUDITORS' REPORT

The Board of Directors of
Scenic Hudson, Inc. and The Scenic Hudson Land Trust, Inc.

We have audited the accompanying consolidated financial statements of Scenic Hudson, Inc. and The Scenic Hudson Land Trust, Inc. (collectively, the "Organization"), which comprise the consolidated statements of financial position as of June 30, 2019 and 2018, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements based on our audits. We conducted our audits 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 consolidated 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 auditor's 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 entity'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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of June 30, 2019 and 2018, and the changes in their net assets and their cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note 2L to the consolidated financial statements, during the year ended June 30, 2019, the Organization adopted Accounting Standards Update 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities*. Our opinion is not modified with respect to this matter.

Report on the Consolidating and Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information on pages 24 through 26 is presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position and changes in net assets and cash flows of the individual organizations and is not a required part of the consolidated financial statements. The supplementary information on pages 27 through 30 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Marks Paneth LLP

New York, NY
August 30, 2019

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
AS OF JUNE 30, 2019 AND 2018

	2019	2018
ASSETS		
Cash and cash equivalents (Notes 2C and 13)	\$ 25,042,321	\$ 19,784,139
Promises to give and grants receivable, net (Notes 2D, 2E and 4)	8,893,299	10,911,980
Investments, at fair value (Notes 2F, 7, 8 and 11D)	210,259,799	209,788,533
Prepaid expenses and other assets (Note 11A)	1,073,411	583,100
Property and equipment, net (Notes 2G and 5)	28,444	51,021
Program-related investments in land areas, at cost (Notes 2J and 6)	66,389,671	58,413,382
TOTAL ASSETS	\$ 311,686,945	\$ 299,532,155
LIABILITIES		
Accounts payable and accrued expenses (Note 10)	\$ 1,957,373	\$ 1,749,722
Grants payable	-	25,000
Notes payable, net (Notes 2D and 8)	5,449,035	2,514,734
TOTAL LIABILITIES	7,406,408	4,289,456
COMMITMENTS AND CONTINGENCIES (Note 11)		
NET ASSETS (Note 2B)		
Without donor restrictions:		
Operating net assets	23,438,704	17,047,218
Board designated - other endowment (Notes 12A and 12C)	17,973,036	17,856,610
Board designated - easement enforcement fund (Notes 12A and 12C)	963,695	941,458
Net program-related investments in land areas, at cost	60,020,636	54,978,648
Total net assets without donor restrictions	102,396,071	90,823,934
With donor restrictions (Note 12B):		
Endowment (Note 12C)	181,053,272	179,623,583
Other net assets with donor restrictions	20,831,194	24,795,182
Total net assets with donor restrictions	201,884,466	204,418,765
TOTAL NET ASSETS	304,280,537	295,242,699
TOTAL LIABILITIES AND NET ASSETS	\$ 311,686,945	\$ 299,532,155

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
CONSOLIDATED STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	For the Year Ended June 30, 2019			For the Year Ended June 30, 2018		
	Without Donor Restrictions	With Donor Restrictions	Total 2019	Without Donor Restrictions	With Donor Restrictions	Total 2018
OPERATING REVENUES, GAINS AND SUPPORT (Note 2H):						
Contributions, net of costs of direct benefits to donors (Notes 2D, 8 and 9)	\$ 5,901,644	\$ 8,366,646	\$ 14,268,290	\$ 4,655,747	\$ 1,766,895	\$ 6,422,642
Government grants (Notes 2D and 11C)	280,234	-	280,234	217,093	-	217,093
Endowment allocations used to meet spending policy (Note 12)	8,737,000	-	8,737,000	8,511,300	-	8,511,300
Investment activity other than endowment earnings	182,639	-	182,639	147,731	-	147,731
Other revenues	57,936	-	57,936	192,947	-	192,947
Gain on sale of program-related investments in land areas (Note 6)	339,000	-	339,000	-	-	-
Net assets released from restrictions (Note 12)	12,330,634	(12,330,634)	-	1,016,366	(1,016,366)	-
Total Operating Revenues, Gains and Support	<u>27,829,087</u>	<u>(3,963,988)</u>	<u>23,865,099</u>	<u>14,741,184</u>	<u>750,529</u>	<u>15,491,713</u>
OPERATING EXPENSES (Note 2I):						
Program services:						
Sales/donations of property interests below cost to state and local government agencies and unaffiliated nonprofit entities (Note 6)	1,393,948	-	1,393,948	75,521	-	75,521
Other program services	12,463,046	-	12,463,046	12,727,926	-	12,727,926
Total program services	13,856,994	-	13,856,994	12,803,447	-	12,803,447
Management and general	1,582,281	-	1,582,281	1,271,711	-	1,271,711
Fundraising	1,106,746	-	1,106,746	1,284,153	-	1,284,153
Total Operating Expenses	<u>16,546,021</u>	<u>-</u>	<u>16,546,021</u>	<u>15,359,311</u>	<u>-</u>	<u>15,359,311</u>
NET OPERATING ACTIVITY	<u>11,283,066</u>	<u>(3,963,988)</u>	<u>7,319,078</u>	<u>(618,127)</u>	<u>750,529</u>	<u>132,402</u>
Transfers to/from board designated endowment (Note 12C)	150,408	-	150,408	105,621	-	105,621
NET OPERATING ACTIVITY AFTER TRANSFERS	<u>11,433,474</u>	<u>(3,963,988)</u>	<u>7,469,486</u>	<u>(512,506)</u>	<u>750,529</u>	<u>238,023</u>
NON-OPERATING ACTIVITIES (Note 2H):						
Bequests and additions to Board designated funds (Note 2H)	48,073	-	48,073	162,818	-	162,818
Transfers to/from board designated endowment (Note 12C)	(150,408)	-	(150,408)	(105,621)	-	(105,621)
Investment activity (Note 7)	1,019,998	9,387,689	10,407,687	1,145,014	16,286,298	17,431,312
Endowment allocations used to meet spending policy (Note 12)	(779,000)	(7,958,000)	(8,737,000)	(735,300)	(7,776,000)	(8,511,300)
NET NON-OPERATING ACTIVITY	<u>138,663</u>	<u>1,429,689</u>	<u>1,568,352</u>	<u>466,911</u>	<u>8,510,298</u>	<u>8,977,209</u>
CHANGES IN TOTAL NET ASSETS	11,572,137	(2,534,299)	9,037,838	(45,595)	9,260,827	9,215,232
Net Assets - Beginning of Year	<u>90,823,934</u>	<u>204,418,765</u>	<u>295,242,699</u>	<u>90,869,529</u>	<u>195,157,938</u>	<u>286,027,467</u>
NET ASSETS - END OF YEAR	<u>\$ 102,396,071</u>	<u>\$ 201,884,466</u>	<u>\$ 304,280,537</u>	<u>\$ 90,823,934</u>	<u>\$ 204,418,765</u>	<u>\$ 295,242,699</u>

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

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	For the Year Ended June 30, 2019				For the Year Ended June 30, 2018			
	Program Services	Management and General	Fundraising	Total 2019	Program Services	Management and General	Fundraising	Total 2018
Salaries	\$ 3,590,131	\$ 1,003,765	\$ 704,633	\$ 5,298,529	\$ 3,370,856	\$ 796,998	\$ 834,599	\$ 5,002,453
Payroll taxes and employee benefits (Note 10)	<u>986,860</u>	<u>275,916</u>	<u>193,690</u>	<u>1,456,466</u>	<u>915,331</u>	<u>216,419</u>	<u>226,629</u>	<u>1,358,379</u>
Total salaries and related costs	4,576,991	1,279,681	898,323	6,754,995	4,286,187	1,013,417	1,061,228	6,360,832
Conservation easements and monitoring costs (Note 6)	2,024,863	-	-	2,024,863	2,828,528	-	-	2,828,528
Land project expenses	1,568,589	-	-	1,568,589	3,277,734	-	-	3,277,734
Grants and contributions	439,818	-	-	439,818	47,500	-	-	47,500
Remediation expense	-	-	-	-	2,313	-	-	2,313
Sales/donations of property interests below cost to state and local government agencies and unaffiliated nonprofit entities (Note 6)	1,393,948	-	-	1,393,948	75,521	-	-	75,521
Property taxes	389,421	-	-	389,421	164,832	-	-	164,832
Occupancy and insurance (Note 11B)	484,374	42,093	41,111	567,578	436,320	40,840	57,601	534,761
Consultants and experts	1,591,469	56,506	-	1,647,975	870,483	45,332	-	915,815
Legal and audit	144,311	120,351	-	264,662	73,342	79,149	-	152,491
Employee travel and training	133,042	22,051	17,416	172,509	112,969	23,864	19,576	156,409
Office and other expenses	157,755	19,879	19,415	197,049	99,885	13,875	19,570	133,330
Equipment	22,297	6,550	-	28,847	36,481	9,838	7,400	53,719
Program management and public outreach costs	432,310	35,170	130,481	597,961	408,564	45,396	118,778	572,738
Interest (Note 8)	475,229	-	-	475,229	71,052	-	-	71,052
Depreciation and amortization (Note 5)	22,577	-	-	22,577	11,736	-	-	11,736
Costs of direct benefits to donors (Note 9)	<u>-</u>	<u>-</u>	<u>176,505</u>	<u>176,505</u>	<u>-</u>	<u>-</u>	<u>172,575</u>	<u>172,575</u>
Subtotal	13,856,994	1,582,281	1,283,251	16,722,526	12,803,447	1,271,711	1,456,728	15,531,886
Less: expenses deducted directly from revenues on the consolidated statements of activities	<u>-</u>	<u>-</u>	<u>(176,505)</u>	<u>(176,505)</u>	<u>-</u>	<u>-</u>	<u>(172,575)</u>	<u>(172,575)</u>
TOTAL	<u>\$ 13,856,994</u>	<u>\$ 1,582,281</u>	<u>\$ 1,106,746</u>	<u>\$ 16,546,021</u>	<u>\$ 12,803,447</u>	<u>\$ 1,271,711</u>	<u>\$ 1,284,153</u>	<u>\$ 15,359,311</u>

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES:		
Changes in net assets	\$ 9,037,838	\$ 9,215,232
Adjustments to reconcile changes in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	22,577	11,736
Change in discount on promises to give and grants receivable	(232,095)	(226,395)
Realized gain on sales of investments	(36,164,784)	(5,173,424)
Unrealized loss (gain) on investments	28,506,356	(9,466,058)
Gain on sale of program-related investments in land areas	(339,000)	-
Sale/donation of property interests below cost to state and local governmental agencies and unaffiliated nonprofit entities	1,393,948	75,521
In-kind contribution for imputed interest on notes payable	(540,928)	(261,567)
Amortization of imputed interest on notes payable	475,229	71,052
Subtotal	2,159,141	(5,753,903)
Changes in operating assets and liabilities:		
(Increase) decrease in assets:		
Promises to give and grants receivable	2,250,776	4,147,595
Prepaid expenses and other assets	(490,311)	(107,105)
Increase (decrease) in liabilities:		
Accounts payable and accrued expenses	207,651	632,934
Grants payable	(25,000)	(300,000)
Net Cash Provided by (Used in) Operating Activities	4,102,257	(1,380,479)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Proceeds from sales of investments	66,367,499	7,000,000
Purchases of investments	(59,180,337)	(2,870,950)
Acquisitions of property and equipment	-	(9,874)
Acquisitions of land areas	(15,870,237)	(4,217,359)
Proceeds from sales of land areas	6,839,000	460,500
Net Cash (Used in) Provided by Investing Activities	(1,844,075)	362,317
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from notes payable	5,000,000	630,936
Repayment of notes payable	(2,000,000)	-
Net Cash Provided by Financing Activities	3,000,000	630,936
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	5,258,182	(387,226)
Cash and Cash Equivalents - Beginning of Year	19,784,139	20,171,365
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 25,042,321	\$ 19,784,139

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

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

NOTE 1 – ORGANIZATION AND NATURE OF ACTIVITIES

The consolidated financial statements of Scenic Hudson, Inc. and The Scenic Hudson Land Trust, Inc. (collectively the “Organization” or “we”) have been prepared by consolidating the financial statements of Scenic Hudson, Inc. (“Scenic Hudson”) and The Scenic Hudson Land Trust, Inc. (the “Land Trust”). All material intercompany transactions and balances have been eliminated in the consolidation.

Scenic Hudson and the Land Trust each are not-for-profit corporations exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (“IRC”) and have been designated as organizations which are not private foundations. They are incorporated under the laws of the State of New York (the “State”) and are exempt from State and local income and sales taxes. As more precisely described in the next paragraph, the Land Trust is a Type I supporting organization of Scenic Hudson, as defined under IRC 509(a)(3).

Scenic Hudson serves as the operating entity who employs all staff. The Land Trust (which has no employees) was founded exclusively for the benefit of and to serve the purposes of Scenic Hudson, to the extent that those purposes relate to acquiring and holding land in the Hudson River Valley, in order to preserve and protect such land for the benefit of the public, including transferring lands to federal, state and local governments and other not-for-profit organizations. Accordingly, the Land Trust acquires conservation easements and normally holds title to program related investments in land and parks owned by the Organization.

The Organization helps citizens and communities preserve land and farms and create parks where people experience the outdoors and enjoy the Hudson River. It also brings together people, businesses and government to protect the river and natural resources that are the engines of the valley’s local economies. Today, in the face of new challenges and the effects of climate change, it is dedicated to making the Hudson Valley a great place to live, work and play. Through the three pillars of its strategic plan, the Organization’s focus is on strengthening and maximizing benefits all can enjoy from the region’s great assets—beautiful open spaces, working farms, and vibrant cities and town centers.

Promoting Regional Identity

We make the Hudson Valley more attractive to residents and employers by helping to create a shared sense of place and stewardship that is recognized far beyond our borders. We protect world-class scenic beauty; conserve family farms that supply fresh food to local and New York City consumers and drive a growing farm-to-table movement; create parks offering recreation and inviting spaces for people to gather; and mobilize citizens to speak out against threats to the Hudson River and other irreplaceable natural assets that make the valley a great place to live and visit.

Building Community

We ensure that our work benefits all of the region’s citizens, urban and rural, especially as demographic shifts continue. We respond to local concerns in diverse communities by partnering with residents and providing them with the expertise to turn neglected natural areas into safe places to exercise, relax, join with family and friends, and teach children about wildlife. In addition to uniting neighborhoods in a shared purpose, carrying out these initiatives affords much-needed skill-building opportunities for teens and has the potential to attract new investment and jobs—the key for revitalizing our cities.

Strengthening Resiliency

We further climate-change adaptation and resilience in our land conservation and community planning work and develop new climate-mitigation policies consistent with our conservation values. We provide guidance for riverfront communities to adapt to and mitigate rising sea levels and other climate-change impacts and develop strategies for embracing renewable energy without sacrificing core assets—iconic views, farmland, critical habitat, cultural/historic resources—that residents and visitors cherish. We help wildlife adapt by conserving lands containing irreplaceable (and flood-resistant) habitat and migration pathways. We also create and manage our parks to serve as models of resiliency.

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

NOTE 1 – ORGANIZATION AND NATURE OF ACTIVITIES (Continued)

Hailed as “one of the nation’s most vigorous regional environmental organizations,” the Organization has been preserving and restoring the Hudson River and its world-class landscapes since its founding in 1963. Since its initial victory halting a hydroelectric plant from defacing Storm King Mountain, considered the birth of the modern grassroots environmental movement, the Organization has worked with citizens and communities to create economic opportunities while opening riverfronts to the public and safeguarding the region’s inspiring natural beauty. Today, with more than 25,000 supporters, the Organization is the largest environmental group focused on the Hudson River Valley. To date, the Organization has created or enhanced more than 65 parks, preserves and historic sites up and down the Hudson River and conserved more than 40,000 acres.

The Organization is guided by its vision for the region:

The Hudson Valley is a community of informed and engaged citizens working to make the region a model of vibrant riverfront cities and towns linked by inviting parks and trails, beautiful and resilient landscapes, and productive farms.

Contributions and investment income constitute the Organization’s primary sources of revenue to achieve its mission and vision. From time to time, the Organization is the recipient of government grants, which leverage these primary revenue sources and other third-party funding.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. *Basis of Accounting and Use of Estimates*

The Organization’s consolidated financial statements have been prepared on the accrual basis of accounting. The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (“U.S. GAAP”) requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

B. *Basis of Presentation*

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

- Net Assets Without Donor Restrictions – represents resources available for support of the Organization’s operations over which the Board of Directors (the “Board”) has discretionary control and not subject to donor (or certain grantor) restrictions. A description of certain of the net assets without donor restrictions of the Organization follows:
 - Operating net assets – this represents the remaining net assets without donor restrictions of the Organization after removing the net program-related investments in land areas, at cost, held by the Land Trust and Board designated net assets (see Note 12A).
 - Net program-related investments in land areas, at cost – this represents the Land Trust’s program-related investments in land areas, at cost (see Note 6), less the notes payable (see Note 8) associated with the program-related investments in the land areas.
- Net Assets With Donor Restrictions – represents net assets subject to donor-imposed restrictions. Some donor-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 donors stipulate that resources 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 was restricted has been fulfilled, or both. As of June 30, 2019 and 2018, the Organization’s net assets with donor restrictions did not include any amounts that must remain intact in perpetuity.

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. *Cash Equivalents*

The Organization considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents, except for those short-term investments managed by the Organization's investment managers as part of its long-term investment strategies.

D. *Promises to Give and Grants Receivable/Contributions and Government Grants*

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Conditional contributions and promises to give are not recognized until they become unconditional, that is when the future and uncertain event on which they depend has occurred.

Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

Donated services are recognized in the consolidated financial statements if the services enhance or create nonfinancial assets or require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. The Organization records contributed services and facility usage at their fair value on the date received. The Organization received contributed legal services and facility usage which amounted to approximately \$144,000 and \$87,000, respectively, for the years ended June 30, 2019 and 2018. Such amounts are reflected as contributions and expense in the accompanying consolidated statements of activities. The Organization also records contribution revenue and a discount for imputed interest on non-interest-bearing notes and loans when the proceeds are received. The notes payable are reported in the consolidated statements of financial position, net of unamortized discount, and the discount is amortized to interest expense over the terms of the notes payable (see Note 8).

Many volunteers, including the Board, have made significant contributions of time in furtherance of the Organization's policies and programs. The value of this contributed time does not meet the criteria of recognition and therefore is not reflected in the accompanying consolidated financial statements.

Contributions of assets other than cash are recorded at their estimated fair value at the date of the gift.

Government grants are recognized as income when reimbursable expenses have been incurred. Earned revenue yet to be billed under contracts in excess of advances is reported as pledges and grants receivable. Advances received from government agencies in excess of expenditures incurred for a contract are reported as government contract advances.

E. *Allowance for Uncollectible Promises to Give and Grants Receivable*

The Organization determines whether an allowance for uncollectible promises to give and grants receivable should be provided based on prior years' experience and management's analysis of specific promises to give and grants made. As of June 30, 2019 and 2018, the Organization determined an allowance of \$50,000 was appropriate.

F. *Investments*

The Organization reports investments at fair value in the accompanying consolidated statements of financial position. Interest, dividends and gains and losses on investments are reflected in the consolidated statements of activities as increases or decreases in net assets without donor restrictions, unless their use is restricted by explicit donor stipulations or by law. Investment income and gains restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the income and gains are recognized.

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Investments are stated at fair value, as defined in Notes 2K and 7. Money market funds, equities and fixed income securities are reported at publicly quoted market prices. Investments in commingled funds and alternative investments are recorded at fair value, as determined by the general partners or investment manager. Such funds may trade in derivative instruments that involve varying degrees of market risk including credit exposure, liquidity and interest rates. Due to the level of risk associated with securities and the level of uncertainty related to changes in their value, it is possible that market conditions could have a near-term material effect on balances reported in the accompanying consolidated statements of financial position and activities.

As more fully described in Note 12, it is the Organization's policy to make an annual appropriation to support the acquisition of land areas and conservation easements, as well as other operating activities, at the discretion of the Board, of an amount equal to a designated percentage of the average asset fair values of the respective endowments at the end of a rolling twelve fiscal quarter period. For the years ended June 30, 2019 and 2018, the appropriation amounted to 5% of the average asset fair value for the rolling twelve fiscal quarter periods ended December 31, 2017 and 2016, respectively.

G. *Property and Equipment*

Property and equipment is capitalized by the Organization, provided its cost is \$5,000 or more and its useful life is three years or more. Property and equipment is recorded at cost. Depreciation is provided on a straight-line basis over the estimated life of the asset or, in the case of leasehold improvements, the term of the lease, whichever is shorter.

H. *Operating and Non-Operating Activities*

The Organization includes in its definition of operations all revenues and expenses that are an integral part of its programs, excluding purchases of program-related investments in land areas in fee which are recorded at cost, and supporting activities. Operating activities include an authorized investment income allocation from the donor-restricted endowment (see Note 12B) and all contributions, except for bequests greater than \$10,000 and additions to the easement enforcement fund. All activities related to the Board designated endowment and easement enforcement fund are recognized as non-operating activities.

I. *Functional Allocation of Expenses*

The cost of providing the various programs and supporting services has been summarized on a functional basis in the accompanying consolidated statements of functional expenses. Accordingly, certain costs have been allocated among the program and supporting services benefited.

The consolidated financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. Salaries, payroll taxes and employee benefits, occupancy, office-related expenses and equipment are allocated on the basis of estimated time and effort or square footage. Insurance, consultants and experts, legal and audit, employee training, public outreach, interest, depreciation and amortization are allocated directly to the program or supporting function benefited.

J. *Program-Related Investments in Land Areas and Conservation Easements*

Purchased land areas are recorded at cost. Donated land areas are recognized at fair market value at the date of the contribution. Land project expenses, such as park development and management costs, are expensed in the period incurred. Purchased easements are expensed in the period acquired.

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NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions for the purpose of purchasing land areas or conservation easements are included in net assets with donor restrictions at year-end if the purchase of the land area or conservation easement has not been completed. Donated conservation easements are not recorded as revenue or expense by the Organization, except those conservation easements donated (in full or in part) by third parties to satisfy the requirements of governmental funding programs.

The Organization recognizes that it is the responsibility of the donor to report the appraised value of a donated conservation easement to the Internal Revenue Service; the Organization does not participate in the appraisal or reporting of these values.

K. *Fair Value Measurements*

Fair value measurements are based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In order to increase consistency and comparability in fair value measurements, a fair value hierarchy prioritizes observable and unobservable inputs used to measure fair value into three levels, as described in Note 7.

L. *Recently Enacted Accounting Standards*

Financial Accounting Standards Board (“FASB”) Accounting Standards Update (“ASU”) 2016-14 *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements of Not-for-Profit Entities* (“ASU 2016-14”), was adopted for the year ended June 30, 2019. ASU 2016-14 provides for a number of changes, including the presentation of two classes of net assets and enhanced disclosure on the liquidity and availability of resources and the allocation of functional expenses. During the year ended June 30, 2019, the Organization implemented ASU 2016-14 and has adjusted the presentation in these consolidated financial statements accordingly. Unrestricted net assets of \$90,823,934 and temporarily restricted net assets of \$204,418,765, respectively, as of June 30, 2018 were reclassified to net assets without donor restrictions and net assets with donor restrictions to conform to the new presentation. In addition, consolidated statements of functional expenses were included in the Organization’s consolidated financial statements for the years ended June 30, 2019 and 2018 as part of the adoption of ASU 2016-14.

NOTE 3 – LIQUIDITY AND AVAILABILITY OF RESOURCES FOR GENERAL EXPENDITURES

The Organization regularly monitors liquidity required to meet its operating needs and other obligations as they become due, while also striving to maximize the investment of its available funds. The Organization has various sources of liquidity at its disposal, including cash and cash equivalents, annual appropriations from its Board designated and donor-restricted endowment funds (see Note 12) and a line of credit (see Note 11D).

For purposes of analyzing resources available to meet general expenditures over a twelve-month period, the Organization considers all expenditures related to its ongoing program activities, as well as services undertaken to support those activities, but excludes discretionary capital expenditures (such as the purchase of fee interests in land and conservation easements). Because the Organization only commits to such discretionary capital expenditures when resources are available, it does not need to maintain or manage liquidity in respect of such expenditures; instead, following a commitment, funds are restricted or earmarked for such committed capital expenditure. Funds restricted or committed to discretionary capital expenditures are not included in funds constituting liquidity available for general expenditures.

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NOTE 3 – LIQUIDITY AND AVAILABILITY OF RESOURCES FOR GENERAL EXPENDITURES (Continued)

Financial assets available for such general expenditures, that is, without donor or other restrictions limiting their use, or with donor restrictions the Organization reasonably believes will be met within one year of the consolidated statement of financial position date, comprised the following as of June 30, 2019:

Cash and cash equivalents	\$ 25,042,321
Less: cash and cash equivalents with donor restrictions not available for general expenditure	(11,797,250)
Available portion of payout on donor-restricted endowments for use over the next fiscal year	2,446,000
Payout on Board designated endowments over the next fiscal year	830,000
Promises to give for general expenditure due in less than one year	<u>5,070,704</u>
	<u>\$ 21,591,775</u>

As part of its liquidity management plan, the Organization invests cash in excess of anticipated operating needs and other obligations in short-term investments, including certificates of deposit and money market funds. Occasionally, the Board designates a portion of any operating surplus to the Board Designated Endowment (see Note 12C).

As more precisely described in Notes 12A and 12B, the Board Designated Endowment is subject to a spending rate to be determined annually by the Board. Although the Organization does not intend to spend from the Board Designated Endowment (other than amounts appropriated for general expenditure as part of the Board's annual budget approval), these amounts could be made available if necessary.

NOTE 4 – PROMISES TO GIVE AND GRANTS RECEIVABLE

Promises to give and grants receivable were as follows as of June 30:

	<u>2019</u>	<u>2018</u>
Without donor restrictions	\$ 5,020,704	\$ 941,554
Restricted to future programs and periods	<u>3,872,595</u>	<u>9,970,426</u>
Total	<u>\$ 8,893,299</u>	<u>\$ 10,911,980</u>

Promises to give and grants receivable were scheduled to be collected as follows as of June 30:

	<u>2019</u>	<u>2018</u>
Less than one year	\$ 6,372,860	\$ 5,926,554
One to five years	<u>2,654,313</u>	<u>5,125,000</u>
	9,027,173	11,051,554
Less: Reserve for uncollectible receivables	(50,000)	(50,000)
Less: Discount to net present value	<u>(83,874)</u>	<u>(89,574)</u>
Total	<u>\$ 8,893,299</u>	<u>\$ 10,911,980</u>

Promises to give and grants receivable due after one year are discounted to net present value using the risk-adjusted discount rate in effect on the date of the gifts. A discount of \$83,874 and \$89,574 was applied to unconditional promises to give as of June 30, 2019 and 2018, respectively, based on risk-adjusted discount rates between 0.79% and 2.88% and 0.44% and 2.62%, respectively.

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NOTE 5 – PROPERTY AND EQUIPMENT

Property and equipment consisted of the following as of June 30:

	<u>2019</u>	<u>2018</u>	<u>Estimated Useful Lives</u>
Furniture and equipment	\$ 60,737	\$ 60,737	3-7 Years
Transportation equipment	136,383	136,383	4-5 Years
Leasehold improvements	<u>23,910</u>	<u>23,910</u>	5 Years
Total cost	221,030	221,030	
Less: accumulated depreciation and amortization	<u>(192,586)</u>	<u>(170,009)</u>	
Net book value	<u>\$ 28,444</u>	<u>\$ 51,021</u>	

Depreciation and amortization amounted to \$22,577 and \$11,736 for the years ended June 30, 2019 and 2018, respectively.

NOTE 6 – PROGRAM-RELATED INVESTMENTS IN LAND AREAS AND CONSERVATION EASEMENTS

Program-related investments in land areas and conservation easements consisted of the following as of June 30:

	<u>2019</u>	<u>2018</u>
Program-related investments in land areas, at cost	\$ 66,389,671	\$ 58,413,382
Less: reserve for impairment	<u>-</u>	<u>-</u>
Net book value	<u>\$ 66,389,671</u>	<u>\$ 58,413,382</u>

Program-related investments in land areas, at cost, consist of land held for conservation or for transfer/resale.

During the years ended June 30, 2019 and 2018, the Organization acquired program-related investments in land areas for a total of \$15,870,237 and \$4,217,359, respectively.

During the year ended June 30, 2019, the Organization sold/donated three properties (and a conservation easement) with a carrying value of \$7,893,948 to third parties for \$6,839,000 resulting in a net loss of \$1,054,948, which is included in the accompanying consolidated statements of activities as “sale/donation of property interests below cost to state and local government agencies and unaffiliated nonprofit entities” of \$1,393,948 and “gain on sale of program-related investments in land areas” of \$339,000. During the year ended June 30, 2018, the Organization sold/donated two properties with a carrying value of \$536,021 to third parties for \$460,500 resulting in a net loss of \$75,521, which is included in the accompanying consolidated statements of activities as “sale/donation of property interests below cost to state and local government agencies and unaffiliated nonprofit entities.”

The Organization held conservation easements on various properties in the State as of June 30, 2019 and 2018. During the years ended June 30, 2019 and 2018, the Organization purchased easements, inclusive of closing costs, for \$2,009,093 and \$2,817,428, respectively, and such amounts are included in the accompanying consolidated statements of functional expenses as conservation easements and monitoring costs.

NOTE 7 – INVESTMENTS AND FAIR VALUE MEASUREMENTS

As noted in Note 2F, investments are reported at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3).

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NOTE 7 – INVESTMENTS AND FAIR VALUE MEASUREMENTS (Continued)

The three levels of the fair value hierarchy are described below:

- Level 1: Unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.
- Level 2: Inputs other than quoted prices within Level 1 that are observable for the asset or liability, either directly or indirectly. Investments in this category generally include corporate debt and less liquid securities such as securities traded on certain foreign exchanges. A significant adjustment to a Level 2 input could result in the Level 2 measurement becoming a Level 3 measurement.
- Level 3: Inputs that are unobservable for the asset or liability and that include situations where there is little, if any, market activity for the asset or liability. The inputs into the determination of fair value are based upon the best information in the circumstances and may require significant management judgment or estimation. Investments in this category generally include equity and debt positions in private companies.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, an investment's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. The Organization's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the investment.

The Organization assesses the levels of the investments at each measurement date, and transfers between levels are recognized on the actual date of the event or change in circumstances that caused the transfer.

All assets carried at fair value have been valued using a market approach. There were no changes in the valuation techniques during the current year. The following are the valuation techniques used by the Organization to measure different financial instruments at fair value and the level within the fair value hierarchy in which the financial instrument is categorized:

- Investments in securities traded on a national securities exchange are stated at the last reported sales price on the day of valuation. These financial instruments are classified as Level 1 in the fair value hierarchy.
- Securities traded in the over-the-counter market and listed securities for which no sale was reported on that date are stated at the last quoted bid price. Corporate bonds are valued based on the last reported bid price provided by broker-dealers or independent pricing services. These financial instruments are classified as Level 2 in the fair value hierarchy.
- Investments in pooled investment funds are valued at fair value based on the applicable percentage ownership of the investment funds' net assets as of the measurement date, as reported to the Organization by the investment fund. The majority of investment funds value securities and other financial instruments on a fair value basis of accounting. The estimated fair values of certain investments of the investment funds, which may include private placements and other securities for which prices are not readily available, are determined by the management or sponsor of the respective investment funds and may not reflect amounts that could be realized upon immediate sale, nor amounts that ultimately may be realized. These financial instruments are classified as Level 3 in the fair value hierarchy, except for those pooled investment funds that are measured at fair value using the net asset value per share (or its equivalent) which have not been classified in the fair value hierarchy.

Accordingly, the estimated fair values may differ significantly from the values that would have been used had a ready market existed for these investments. The fair value of the Organization's investments in investment funds generally represents the amount the Organization would expect to receive if it were to liquidate its investment in the investment fund, excluding any redemption charges that may apply.

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NOTE 7 – INVESTMENTS AND FAIR VALUE MEASUREMENTS (Continued)

The following table presents the Organization's fair value hierarchy for those assets measured at fair value as of June 30, 2019:

Description	2019 Fair Value Measurements Using			Total
	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3	
Money Market Funds	\$ 28,715,285	\$ -	\$ -	\$ 28,715,285
Total Money Market Funds	<u>28,715,285</u>	<u>-</u>	<u>-</u>	<u>28,715,285</u>
Equity Securities				
U.S. Mutual Funds	353,297	-	-	353,297
U.S. Regulated Equity Securities	<u>75,955,088</u>	<u>-</u>	<u>-</u>	<u>75,955,088</u>
Total Equity Securities	<u>76,308,385</u>	<u>-</u>	<u>-</u>	<u>76,308,385</u>
Fixed Income				
Mutual Funds - U.S.	8,416,633	-	-	8,416,633
Exchange Traded Funds - Treasury Bonds	<u>7,495,569</u>	<u>-</u>	<u>-</u>	<u>7,495,569</u>
Total Fixed Income	<u>15,912,202</u>	<u>-</u>	<u>-</u>	<u>15,912,202</u>
Pooled Investment Funds				
Ex-U.S. Commingled Funds	-	-	11,557,201	11,557,201
Global Commingled Funds	-	-	19,356,996	19,356,996
Alternative Investment Funds	<u>-</u>	<u>-</u>	<u>9,657,026</u>	<u>9,657,026</u>
Total Pooled Investment Funds	<u>-</u>	<u>-</u>	<u>40,571,223</u>	<u>40,571,223</u>
Total Investments at Fair Value	<u>\$ 120,935,872</u>	<u>\$ -</u>	<u>\$ 40,571,223</u>	<u>161,507,095</u>
Investments Measured at Net Asset Value (a):				
Ex-U.S. Commingled Funds				47,370,509
Alternative Investment funds				<u>1,382,195</u>
Total investments measured at Net Asset Value				<u>48,752,704</u>
Total Investments				<u>\$ 210,259,799</u>

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NOTE 7 – INVESTMENTS AND FAIR VALUE MEASUREMENTS (Continued)

The following table presents the Organization's fair value hierarchy for those assets measured at fair value as of June 30, 2018:

Description	2018 Fair Value Measurements Using			Total
	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3	
Money Market Funds	\$ 22,082,798	\$ -	\$ -	\$ 22,082,798
Total Money Market Funds	<u>22,082,798</u>	<u>-</u>	<u>-</u>	<u>22,082,798</u>
Equity Securities				
Vanguard S&P 500 Index Fund	46,995,536	-	-	46,995,536
U.S. Mutual Funds	289,716	-	-	289,716
U.S. Regulated Equity Securities	39,141,936	-	-	39,141,936
Emerging Markets Mutual Funds	10,210,170	-	-	10,210,170
Total Equity Securities	<u>96,637,358</u>	<u>-</u>	<u>-</u>	<u>96,637,358</u>
Fixed Income				
Mutual Funds - U.S.	7,925,359	-	-	7,925,359
Exchange Traded Funds - Treasury Bonds	7,370,908	-	-	7,370,908
Total Fixed Income	<u>15,296,267</u>	<u>-</u>	<u>-</u>	<u>15,296,267</u>
Pooled Investment Funds				
Ex-U.S. Commingled Funds	-	-	13,389,852	13,389,852
Alternative Investment Funds	-	-	12,142,685	12,142,685
Total Pooled Investment Funds	<u>-</u>	<u>-</u>	<u>25,532,537</u>	<u>25,532,537</u>
Total Investments at Fair Value	<u>\$ 134,016,423</u>	<u>\$ -</u>	<u>\$ 25,532,537</u>	<u>159,548,960</u>
Investments Measured at Net Asset Value (a):				
Ex-U.S. Commingled Funds				43,467,782
Alternative Investment funds				<u>6,771,791</u>
Total investments measured at Net Asset Value				<u>50,239,573</u>
Total Investments				<u>\$ 209,788,533</u>

(a) In accordance with FASB Accounting Standards Codification ("ASC") 820-10, certain investments that are measured at fair value using the net asset value per share (or its equivalent) as a practical expedient, have not been classified in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the consolidated statements of financial position.

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NOTE 7 – INVESTMENTS AND FAIR VALUE MEASUREMENTS (Continued)

The changes in assets measured at fair value for which the Organization has used Level 3 inputs to determine fair value are as follows for the years ended June 30:

	<u>2019</u>	<u>2018</u>
Balance, beginning of year	\$ 25,532,537	\$ 23,570,889
Purchases	17,500,000	-
Redemptions	(5,055,830)	-
Net appreciation	<u>2,594,516</u>	<u>1,961,648</u>
Balance, end of year	<u>\$ 40,571,223</u>	<u>\$ 25,532,537</u>

The Organization's policy is to recognize transfers in and transfers out as of the beginning of the reporting period of the event or change in circumstance that caused the transfer. For the years ended June 30, 2019 and 2018, there were no transfers between levels.

The following table summarizes the Organization's investments in pooled investment funds at June 30, 2019:

<u>Investment Objective</u>	<u>Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency (if currently permitted)</u>	<u>Redemption Notice Period</u>
Long-only securities	\$ 42,294,745	\$ -	Monthly	10 business days
Long-only securities	11,557,201		Monthly	1st of Month
Long-only securities	11,587,228		Quarterly	30 days notice
Long-only securities (1)	10,000,000	-	Quarterly	60 days notice
Fixed Income - private equity	9,657,026	-	Quarterly	60 days notice
Multi-strategy	7,769,768	-	Monthly	30 days notice
Multi-strategy	5,075,764	-	Quarterly	60 days notice
Private equity (2)	1,182,195	262,521	Not Permitted	
Private equity	200,000	3,777,294	Not Permitted	
Total	<u>\$ 99,323,927</u>	<u>\$ 4,039,815</u>		

(1) The initial investment date was July 1, 2019, and as of June 30, 2019 such investment was included in money market funds in the accompanying fair value hierarchy disclosure.

(2) The Organization's investments are primarily invested in illiquid investments for extended time periods measured in years. Due to the nature of the underlying investments, distributions and redemptions prior to the scheduled fund termination dates are at the sole discretion of these funds. Typically, distributions are made by the funds as the underlying investments are sold or otherwise liquidated.

The Organization's investments in certain funds have liquidity restraints due to lock-up periods. The aggregate fair value of these investments subject to lock-ups was \$1,382,195 with unfunded commitments of \$4,039,815 as of June 30, 2019.

The Organization has committed to make capital contributions totaling \$3,000,000 to a pooled investment fund. As of June 30, 2019, no capital contributions had been made by the Organization to the pooled investment fund. In August 2019, the Organization made a capital contribution of \$150,000 to this pooled investment fund.

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NOTE 7 – INVESTMENTS AND FAIR VALUE MEASUREMENTS (Continued)

The components of the net return on investments as reported in the accompanying consolidated statements of activities included the following for the years ended June 30:

	<u>2019</u>	<u>2018</u>
Interest and dividends	\$ 3,779,242	\$ 3,685,172
Realized gains	36,164,784	5,173,424
Unrealized (losses) gains	(28,506,356)	9,466,058
Investment fees	<u>(1,029,983)</u>	<u>(893,342)</u>
Total investment activity, net	<u>\$ 10,407,687</u>	<u>\$ 17,431,312</u>

Certain investments serve as collateral for the Organization's notes payable and line of credit as further described in Notes 8 and 11D, respectively.

NOTE 8 – NOTES PAYABLE

In fiscal year 2015, the Organization secured loans from a foundation in the amounts of \$2,000,000 and \$500,000, respectively, to purchase land and build parks for public use, which are due during fiscal year 2025, ten years from the dates of the loans. The loans are interest-free for the first five years and then bear interest at 0.25% per annum on the unpaid principal balance beginning with the sixth year of the loans until maturity. In August 2018, the \$2,000,000 loan was repaid in full. In fiscal year 2019, the Organization secured a \$5 million loan from the same foundation to purchase land. This loan is noninterest bearing and is to be repaid in annual installments of \$1 million commencing in September 2019 and ending in 2023. The outstanding loans were collateralized by investment accounts holding equity securities with a fair value of approximately \$13,317,000 and \$5,051,000, respectively, as of June 30, 2019 and 2018.

In fiscal year 2018, the Organization secured a loan of approximately \$631,000 from a third party to purchase land. The repayment of such loan is to be in the form of a credit against the purchase price of such property subject to compliance with certain conditions set forth in a conditional contract of sale with such third party. The loan bears no interest (except in the event of default as defined by the agreement) and is unsecured, as a general obligation of the Organization.

Imputed interest on the notes payable was calculated at an effective rate between 2.40% and 5.5%, and such imputed interest at the dates the notes were initiated of \$540,928 and \$261,567, respectively, was recognized as an in-kind contribution during the years ended June 30, 2019 and 2018. The imputed interest is being amortized over the lives of the loans and imputed interest expense related to the loans amounted to \$475,229 and \$71,052, respectively, including the full amount of unamortized interest expense related to loans repaid prior to maturity date, for the years ended June 30, 2019 and 2018. Notes payable consisted of the following as of June 30:

	<u>2019</u>	<u>2018</u>
Principal balance	\$ 6,130,936	\$ 3,130,936
Less: imputed interest	<u>(681,901)</u>	<u>(616,202)</u>
	<u>\$ 5,449,035</u>	<u>\$ 2,514,734</u>

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NOTE 9 – SPECIAL EVENTS INCOME

A gala event was held by the Organization during the years ended June 30, 2019 and 2018. Special events income, net of costs of direct benefits to donors such as meals and facilities rental, is included in contributions in the accompanying consolidated statements of activities and consisted of the following for the years ended June 30:

	2019	2018
Proceeds from special events	\$ 752,419	\$ 540,995
Less: costs of direct benefits to donors	(176,505)	(172,425)
Special events income, net	\$ 575,914	\$ 368,570

NOTE 10 – PENSION PLANS

The Organization has a tax deferred annuity 403(b) plan for eligible employees. The Organization contributes 6% of eligible employees' salaries to the plan and a matching contribution of up to 2% for those employees who contribute to the plan. The cost to the Organization for this plan for the years ended June 30, 2019 and 2018 amounted to \$357,921 and \$349,162, respectively.

The Organization also offers a deferred compensation arrangement under Section 457(b) of the IRC for key employees. The Organization does not make any contributions to the 457(b) plan. The Organization and certain key employees are also parties to a 457(f) plan. The Organization contributed \$144,631 to the 457(f) plan for each of the years ended June 30, 2019 and 2018. As of June 30, 2019 and 2018, the Organization's liability related to the 457(f) plan amounted to \$576,978 and \$432,347, respectively, and such amounts are included in accounts payable and accrued expenses in the accompanying consolidated financial statements.

NOTE 11 – COMMITMENTS AND CONTINGENCIES

A. As of June 30, 2019 and 2018, the Organization had made deposits totaling \$700,000 and \$45,000, respectively, on contracts to purchase land areas. Such amounts are included as prepaid expenses and other assets in the accompanying consolidated statements of financial position.

B. The Organization's lease agreements for space provide for future minimum rental payments as follows:

2020	\$	300,000
2021		296,000
2022		222,000
		\$ 818,000

During the years ended June 30, 2019 and 2018, rent expense amounted to \$352,381 and \$329,873, respectively.

C. Government supported programs are subject to audit by the granting agency. The Organization expects that any changes that could result from the audits would not have a material impact on the consolidated financial statements.

D. The Organization has a line of credit with a bank with a maximum borrowing amount of \$5,000,000. Interest is at the one-month London Interbank Offered Rate ("LIBOR") plus 2.5%, and the line of credit expires on March 31, 2020. The Organization has pledged certain of its investments as collateral for the borrowings on the line of credit in an amount equal to twice the outstanding borrowings for a maximum collateral amount of \$10,000,000. As of June 30, 2019 and 2018, there were no borrowings outstanding.

E. The Organization is a party to various lawsuits or complaints generally arising in the ordinary course of business. The Organization believes it has adequate insurance to cover any material damages and, accordingly, such litigation will not have a material adverse effect on its financial condition.

F. The Organization believes it had no uncertain income tax positions as of June 30, 2019 and 2018 in accordance with ASC 740 "Income Taxes", which provides standards for establishing and classifying any tax provisions for uncertain tax positions.

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NOTE 12 – RESTRICTIONS ON NET ASSETS

A. *Board Designated Net Assets*

Board designated net assets, included within net assets without donor restrictions as “Board designated – other endowment” in the accompanying consolidated statements of financial position, are used to account for funds set aside by Scenic Hudson’s Board (the “Board Designated Endowment”), as well as investment income earned on those funds, to be used as determined upon approval by the Board. Endowment allocations of \$728,000 and \$682,000, designated as “endowment allocations used to meet spending policy” in the accompanying consolidated statements of activities, were appropriated from the Board Designated Endowment to support operations for the years ended June 30, 2019 and 2018, respectively.

In fiscal year 2004, the Board established a Board designated easement enforcement fund. The Board designated the fund as a reserve to pay legal and other easement monitoring costs that may be incurred to defend the Organization’s contractual rights and privileges established through conservation easements owned. Endowment allocations of \$51,000 and \$53,300, designated as “endowment allocations used to meet spending policy” in the accompanying consolidated statements of activities, were appropriated from the easement enforcement fund to support operations for the years ended June 30, 2019 and 2018, respectively. The easement enforcement fund net asset balance amounted to \$963,695 and \$941,458 as of June 30, 2019 and 2018, respectively.

B. *Net Assets with Donor Restrictions*

The Organization was the recipient of an endowment established in accordance with the Order Approving Plan of Dissolution and Distribution issued by the Supreme Court of the State of New York dated June 14, 2001, which distributed the assets of the Lila Acheson and DeWitt Wallace Fund for the Hudson Highlands. The endowment is known as the Lila Acheson and DeWitt Wallace Hudson Valley Land Preservation Endowment (the “Wallace Endowment”). Up to 20% of the original fair value of the endowment, valued on the date of distribution, may be spent for certain specified purposes provided that certain conditions are satisfied. The original value of the endowment was established at the fair value of assets on the dates of transfer, consistent with the terms of the endowment agreement. The assets had a fair value of \$124,225,420 on the dates of transfer.

The Wallace Endowment is classified as net assets with donor restrictions due to the Organization’s ability to spend a percentage of the Wallace Endowment, as established by the Board, so long as the spending policy is in accordance with the spending policy adopted for other endowments of the Organization. The Board of Directors approved that amounts released for spending from the Board Designated Endowment and the Wallace Endowment for the years ended June 30, 2019 and 2018, shall be an amount equal to 5% of the average asset fair values of the respective endowments, at the end of the rolling twelve fiscal quarters ending December 31, 2017 and December 31, 2016, and that management may withdraw these amounts at their discretion to meet program needs. Accordingly, endowment allocations of \$7,734,000 and \$7,549,000, designated as “endowment allocations used to meet spending policy” in the accompanying consolidated statements of activities, were appropriated from the Wallace Endowment to support operations for the years ended June 30, 2019 and 2018, respectively.

The Organization maintains two donor-restricted funds which were established pursuant to a donor-restricted gift from The Shelby Cullom Davis Foundation (the “Foundation”). Firstly, the Land Trust maintains The Kathryn W. Davis Fund for Hudson River Parkland Acquisition, funded with \$10,000,000 from the Foundation which is to be used to acquire land for new parks and preserves, and to acquire conservation easements to secure, protect and/or improve land in the Hudson Valley for public recreation, protection of natural habitat and scenery, and public access to the Hudson River.

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

NOTE 12 – RESTRICTIONS ON NET ASSETS (Continued)

Secondly, Scenic Hudson maintains the Kathryn W. Davis Fund for Park Planning and Community Land Use, funded with \$5,000,000 from the Foundation which is to be used to support the Organization’s staff, consultants, and other costs for park design, park management and/or acquisition and land use planning. During the year ended June 30, 2014, the Organization received the funds from the Foundation to establish an endowment fund for this restricted purpose. Spending from this fund shall be calculated in the same manner as all other endowment funds maintained by the Organization. Accordingly, endowment allocations of \$224,000 and \$227,000, designated as “endowment allocations used to meet spending policy” in the accompanying consolidated statements of activities, were appropriated from this donor-restricted endowment to support the restricted purpose described above for the years ended June 30, 2019 and 2018, respectively.

Net assets with donor restrictions consisted of the following as of June 30:

	2019	2018
Scenic Hudson, Inc.:		
Restricted to future programs and periods	\$ 8,644,519	\$ 2,821,864
Kathryn W. Davis Fund for Park Planning and Community Land Use Endowment	5,064,084	5,046,478
	13,708,603	7,868,342
The Scenic Hudson Land Trust, Inc.:		
Lila Acheson and DeWitt Wallace Hudson Valley Land Preservation Endowment	175,989,188	174,577,105
Land acquisitions and other land preservation and conservation expenses	12,186,675	21,973,318
	188,175,863	196,550,423
Total net assets with donor restrictions	\$ 201,884,466	\$ 204,418,765

During the years ended June 30, 2019 and 2018, the Organization released net assets with donor restrictions by satisfying donor-imposed restrictions either by incurring expenses or due to the passage of time.

C. *Endowment Net Assets*

The Organization recognized that New York State adopted as law the New York Prudent Management of Institutional Funds Act (“NYPMIFA”) on September 17, 2010. NYPMIFA replaced the prior law which was the Uniform Management of Institutional Funds Act (“UMIFA”). NYPMIFA created a rebuttable presumption of imprudence if an organization appropriates more than 7% of a donor-restricted endowment fund’s fair value (averaged over a period of not less than the preceding five years) in any year. Any unappropriated earnings that would otherwise be considered without donor restrictions are reflected as net assets with donor restrictions until appropriated.

ASC 958-205 provides guidance on the net asset classifications of donor-restricted endowment funds for a not-for-profit organization that is subject to the Uniform Prudent Management of Institutional Funds Act (“UPMIFA”). ASC 958-205 also improves disclosure about an organization’s endowment funds, whether or not the organization is subject to UPMIFA.

The Organization maintains several endowment funds as further described in Notes 12A and 12B. However, such Board designated and donor-restricted endowment funds are not subject to the appropriation provisions of NYPMIFA, and therefore, the Organization has implemented only the disclosure guidance provided for in ASC 958-205.

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

NOTE 12 – RESTRICTIONS ON NET ASSETS (Continued)

In accordance with U.S. GAAP, organizations are required to disclose any deterioration of the fair value of assets associated with donor-restricted endowment funds that fall below the level the donor requires the organization to retain in perpetuity. The Organization had no donor-restricted endowment funds required to be maintained in perpetuity as of June 30, 2019 and 2018.

The Organization's endowment investment policy is to invest primarily in a mix of equities, fixed income securities and alternative investments based on an asset allocation consistent with prudent levels of risk and the desire to preserve the real value of the endowment in terms of its ability to support the Organization's activities over time. The Organization recognizes that the endowment allows for consideration of investment strategies involving a sustainable future. In this context, the Organization seeks to align investments with its mission either through direct investment or by avoiding certain sectors and/or markets. This strategy is monitored regularly in accordance with the aforementioned return objectives. The Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). Annual spending from the endowment funds is described in Notes 2F, 12A and 12B.

Changes in endowment net assets for the year ended June 30, 2019 were as follows:

	Board Designated - Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 18,798,068	\$ 179,623,583	\$ 198,421,651
Investment activity:			
Interest and dividends	466,878	3,314,409	3,781,287
Realized gains	4,559,306	31,605,478	36,164,784
Unrealized losses	(3,926,123)	(24,580,233)	(28,506,356)
Investment fees	(80,063)	(951,965)	(1,032,028)
Total return on investments	1,019,998	9,387,689	10,407,687
Bequests and additions to Board designated fund and net assets with donor restrictions	48,073	-	48,073
Transfer from Board designated fund to operating activities	(150,408)	-	(150,408)
Endowment earnings used to meet spending policy for Board designated funds (Note 12A)	(779,000)	(224,000)	(1,003,000)
Endowment earnings used to meet spending policy for Wallace Endowment (Note 12B)	-	(7,734,000)	(7,734,000)
	138,663	1,429,689	1,568,352
Endowment net assets, end of year	\$ 18,936,731	\$ 181,053,272	\$ 199,990,003

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
JUNE 30, 2019 AND 2018

NOTE 12 – RESTRICTIONS ON NET ASSETS (Continued)

Changes in endowment net assets for the year ended June 30, 2018 were as follows:

	Board Designated - Without Donor Restrictions	With Donor Restrictions	Total
Endowment net assets, beginning of year	\$ 18,331,157	\$ 171,113,285	\$ 189,444,442
Investment activity:			
Interest and dividends	300,030	3,387,445	3,687,475
Realized gains	118,870	5,054,555	5,173,425
Unrealized gains	789,384	8,676,674	9,466,058
Investment fees	(63,270)	(832,376)	(895,646)
Total return on investments	1,145,014	16,286,298	17,431,312
Bequests and additions to Board designated fund and net assets with donor restrictions	57,197	-	57,197
Endowment earnings used to meet spending policy for Board designated funds (Note 12A)	(735,300)	(227,000)	(962,300)
Endowment earnings used to meet spending policy for Wallace Endowment (Note 12B)	-	(7,549,000)	(7,549,000)
	466,911	8,510,298	8,977,209
Endowment net assets, end of year	\$ 18,798,068	\$ 179,623,583	\$ 198,421,651

NOTE 13 – CONCENTRATION OF CREDIT RISK

Cash and cash equivalents that potentially subject the Organization to a concentration of credit risk include cash accounts with banks that exceed the Federal Deposit Insurance Corporation (“FDIC”) insurance limits. The FDIC provides deposit insurance coverage up to \$250,000 per depositor. As of June 30, 2019 and 2018, there was approximately \$5,049,000 and \$7,103,000, respectively, of cash and cash equivalents held with one bank that exceeded FDIC limits.

In addition, the Organization had cash held in money market funds held with one bank that were not insured by the FDIC, which amounted to approximately \$19,592,000 and \$12,881,000 as of June 30, 2019 and 2018, respectively.

NOTE 14 – RECLASSIFICATIONS

Certain line items in the June 30, 2018 consolidated financial statements have been reclassified to conform to the June 30, 2019 presentation. The reclassifications had no effect on prior year net assets as reported.

NOTE 15 – SUBSEQUENT EVENTS

Management has evaluated, for potential recognition and disclosure, events subsequent to the date of the consolidated statement of financial position through August 30, 2019, the date the consolidated financial statements were available to be issued.

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
SUPPLEMENTARY INFORMATION
CONSOLIDATING SCHEDULES OF FINANCIAL POSITION
AS OF JUNE 30, 2019 AND 2018

	As of June 30, 2019				As of June 30, 2018			
	Scenic Hudson, Inc.	The Scenic Hudson Land Trust, Inc.	Consolidating Eliminations	Consolidated Total 2019	Scenic Hudson, Inc.	The Scenic Hudson Land Trust, Inc.	Consolidating Eliminations	Consolidated Total 2018
ASSETS								
Cash and cash equivalents	\$ 7,663,704	\$ 17,378,617	\$ -	\$ 25,042,321	\$ 3,460,737	\$ 16,323,402	\$ -	\$ 19,784,139
Promises to give and grants receivable, net	4,428,563	4,464,736	-	8,893,299	2,323,782	8,588,198	-	10,911,980
Investments, at fair value	24,006,339	186,253,460	-	210,259,799	22,725,768	187,062,765	-	209,788,533
Due from related party	-	50,868	(50,868)	-	-	54,522	(54,522)	-
Prepaid expenses and other assets	60,579	1,012,832	-	1,073,411	53,827	529,273	-	583,100
Property and equipment, net	15,405	13,039	-	28,444	26,659	24,362	-	51,021
Program-related investments in land areas, at cost	920,000	65,469,671	-	66,389,671	920,000	57,493,382	-	58,413,382
TOTAL ASSETS	\$ 37,094,590	\$ 274,643,223	\$ (50,868)	\$ 311,686,945	\$ 29,510,773	\$ 270,075,904	\$ (54,522)	\$ 299,532,155
LIABILITIES								
Accounts payable and accrued expenses	\$ 1,164,071	\$ 793,302	\$ -	\$ 1,957,373	\$ 750,067	\$ 999,655	\$ -	\$ 1,749,722
Grants payable	-	-	-	-	-	25,000	-	25,000
Due to related party	50,868	-	(50,868)	-	54,522	-	(54,522)	-
Notes payable, net	-	5,449,035	-	5,449,035	-	2,514,734	-	2,514,734
TOTAL LIABILITIES	1,214,939	6,242,337	(50,868)	7,406,408	804,589	3,539,389	(54,522)	4,289,456
NET ASSETS								
Without donor restrictions:								
Operating net assets	4,198,012	19,240,692	-	23,438,704	2,981,232	14,065,986	-	17,047,218
Board designated - other endowment	17,973,036	-	-	17,973,036	17,856,610	-	-	17,856,610
Board designated - easement enforcement fund	-	963,695	-	963,695	-	941,458	-	941,458
Net program-related investments in land areas, at cost	-	60,020,636	-	60,020,636	-	54,978,648	-	54,978,648
Total net assets without donor restrictions	22,171,048	80,225,023	-	102,396,071	20,837,842	69,986,092	-	90,823,934
With donor restrictions:								
Endowment	5,064,084	175,989,188	-	181,053,272	5,046,478	174,577,105	-	179,623,583
Other net assets with donor restrictions	8,644,519	12,186,675	-	20,831,194	2,821,864	21,973,318	-	24,795,182
Total net assets with donor restrictions	13,708,603	188,175,863	-	201,884,466	7,868,342	196,550,423	-	204,418,765
TOTAL NET ASSETS	35,879,651	268,400,886	-	304,280,537	28,706,184	266,536,515	-	295,242,699
TOTAL LIABILITIES AND NET ASSETS	\$ 37,094,590	\$ 274,643,223	\$ (50,868)	\$ 311,686,945	\$ 29,510,773	\$ 270,075,904	\$ (54,522)	\$ 299,532,155

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
SUPPLEMENTARY INFORMATION
CONSOLIDATING SCHEDULE OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2019

	Scenic Hudson, Inc.			The Scenic Hudson Land Trust, Inc.			Consolidating Eliminations	Consolidated 2019 Total
	Without Donor Restrictions	With Donor Restrictions	Total 2019	Without Donor Restrictions	With Donor Restrictions	Total 2019		
OPERATING REVENUES, GAINS AND SUPPORT:								
Contributions, net of costs of direct benefits to donors	\$ 7,259,836	\$ 8,328,289	\$ 15,588,125	\$ 691,585	\$ 38,357	\$ 729,942	\$ (2,049,777)	\$ 14,268,290
Government grants	85,734	-	85,734	194,500	-	194,500	-	280,234
Endowment allocations used to meet spending policy	952,000	-	952,000	7,785,000	-	7,785,000	-	8,737,000
Investment activity other than endowment earnings	50,124	-	50,124	132,515	-	132,515	-	182,639
Other revenues	-	-	-	57,936	-	57,936	-	57,936
Gain on sale of program-related investments in land areas	-	-	-	339,000	-	339,000	-	339,000
Net assets released from restrictions	2,505,634	(2,505,634)	-	9,825,000	(9,825,000)	-	-	-
Total Operating Revenues, Gains and Support	10,853,328	5,822,655	16,675,983	19,025,536	(9,786,643)	9,238,893	(2,049,777)	23,865,099
OPERATING EXPENSES:								
Program services:								
Sales/donations of property interests below cost to state and local government agencies and unaffiliated nonprofit entities	-	-	-	1,393,948	-	1,393,948	-	1,393,948
Other program services	7,143,629	-	7,143,629	7,205,755	-	7,205,755	(1,886,338)	12,463,046
Total program services	7,143,629	-	7,143,629	8,599,703	-	8,599,703	(1,886,338)	13,856,994
Management and general	1,536,581	-	1,536,581	166,706	-	166,706	(121,006)	1,582,281
Fundraising	1,106,746	-	1,106,746	42,433	-	42,433	(42,433)	1,106,746
Total Operating Expenses	9,786,956	-	9,786,956	8,808,842	-	8,808,842	(2,049,777)	16,546,021
NET OPERATING ACTIVITY	1,066,372	5,822,655	6,889,027	10,216,694	(9,786,643)	430,051	-	7,319,078
Transfers to/from board designated endowment	150,408	-	150,408	-	-	-	-	150,408
NET OPERATING ACTIVITY AFTER TRANSFERS	1,216,780	5,822,655	7,039,435	10,216,694	(9,786,643)	430,051	-	7,469,486
NON-OPERATING ACTIVITIES:								
Bequests and additions to Board designated funds	19,448	-	19,448	28,625	-	28,625	-	48,073
Transfers to/from board designated endowment	(150,408)	-	(150,408)	-	-	-	-	(150,408)
Investment activity	975,386	241,606	1,216,992	44,612	9,146,083	9,190,695	-	10,407,687
Endowment allocations used to meet spending policy	(728,000)	(224,000)	(952,000)	(51,000)	(7,734,000)	(7,785,000)	-	(8,737,000)
NET NON-OPERATING ACTIVITY	116,426	17,606	134,032	22,237	1,412,083	1,434,320	-	1,568,352
CHANGES IN TOTAL NET ASSETS	1,333,206	5,840,261	7,173,467	10,238,931	(8,374,560)	1,864,371	-	9,037,838
Net assets - Beginning of Year	20,837,842	7,868,342	28,706,184	69,986,092	196,550,423	266,536,515	-	295,242,699
NET ASSETS - END OF YEAR	\$ 22,171,048	\$ 13,708,603	\$ 35,879,651	\$ 80,225,023	\$ 188,175,863	\$ 268,400,886	\$ -	\$ 304,280,537

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
SUPPLEMENTARY INFORMATION
CONSOLIDATING SCHEDULE OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2018

	Scenic Hudson, Inc.			The Scenic Hudson Land Trust, Inc.			Consolidating Eliminations	Consolidated 2018 Total
	Without Donor Restrictions	With Donor Restrictions	Total 2018	Without Donor Restrictions	With Donor Restrictions	Total 2018		
OPERATING REVENUES, GAINS AND SUPPORT:								
Contributions, net of costs of direct benefits to donors	\$ 6,128,913	\$ 1,389,162	\$ 7,518,075	\$ 427,409	\$ 377,733	\$ 805,142	\$ (1,900,575)	\$ 6,422,642
Government grants	50	-	50	217,043	-	217,043	-	217,093
Endowment allocations used to meet spending policy	909,000	-	909,000	7,602,300	-	7,602,300	-	8,511,300
Investment activity other than endowment earnings	43,994	-	43,994	103,737	-	103,737	-	147,731
Other revenues	32,697	-	32,697	160,250	-	160,250	-	192,947
Net assets released from restrictions	1,396,366	(1,396,366)	-	(380,000)	380,000	-	-	-
Total Operating Revenues, Gains and Support	8,511,020	(7,204)	8,503,816	8,130,739	757,733	8,888,472	(1,900,575)	15,491,713
OPERATING EXPENSES:								
Program services:								
Sales/donations of property interests below cost to state and local government agencies and unaffiliated nonprofit entities	-	-	-	75,521	-	75,521	-	75,521
Other program services	5,990,226	-	5,990,226	8,478,907	-	8,478,907	(1,741,207)	12,727,926
Total program services	5,990,226	-	5,990,226	8,554,428	-	8,554,428	(1,741,207)	12,803,447
Management and general	1,226,011	-	1,226,011	148,320	-	148,320	(102,620)	1,271,711
Fundraising	1,284,153	-	1,284,153	56,748	-	56,748	(56,748)	1,284,153
Total Operating Expenses	8,500,390	-	8,500,390	8,759,496	-	8,759,496	(1,900,575)	15,359,311
NET OPERATING ACTIVITY	10,630	(7,204)	3,426	(628,757)	757,733	128,976	-	132,402
Transfers to/from board designated endowment	105,621	-	105,621	-	-	-	-	105,621
NET OPERATING ACTIVITY AFTER TRANSFERS	116,251	(7,204)	109,047	(628,757)	757,733	128,976	-	238,023
NON-OPERATING ACTIVITIES:								
Bequests and additions to Board designated funds	162,818	-	162,818	-	-	-	-	162,818
Transfers to/from board designated endowment	(105,621)	-	(105,621)	-	-	-	-	(105,621)
Investment activity	1,145,014	407,318	1,552,332	-	15,878,980	15,878,980	-	17,431,312
Endowment allocations used to meet spending policy	(682,000)	(227,000)	(909,000)	(53,300)	(7,549,000)	(7,602,300)	-	(8,511,300)
NET NON-OPERATING ACTIVITY	520,211	180,318	700,529	(53,300)	8,329,980	8,276,680	-	8,977,209
CHANGES IN TOTAL NET ASSETS	636,462	173,114	809,576	(682,057)	9,087,713	8,405,656	-	9,215,232
Net assets - Beginning of Year	20,201,380	7,695,228	27,896,608	70,668,149	187,462,710	258,130,859	-	286,027,467
NET ASSETS - END OF YEAR	\$ 20,837,842	\$ 7,868,342	\$ 28,706,184	\$ 69,986,092	\$ 196,550,423	\$ 266,536,515	\$ -	\$ 295,242,699

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
SUPPLEMENTARY INFORMATION
(SCENIC HUDSON, INC.)
SCHEDULES OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	<u>For the Year Ended June 30, 2019</u>				<u>For the Year Ended June 30, 2018</u>			
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total 2019</u>	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total 2018</u>
Salaries	\$ 3,590,131	\$ 1,003,765	\$ 704,633	\$ 5,298,529	\$ 3,370,856	\$ 796,998	\$ 834,599	\$ 5,002,453
Payroll taxes and employee benefits	<u>986,860</u>	<u>275,916</u>	<u>193,690</u>	<u>1,456,466</u>	<u>915,331</u>	<u>216,419</u>	<u>226,629</u>	<u>1,358,379</u>
Total salaries and related costs	4,576,991	1,279,681	898,323	6,754,995	4,286,187	1,013,417	1,061,228	6,360,832
Occupancy	334,045	42,093	41,111	417,249	293,993	40,840	57,601	392,434
Consultants and experts	1,591,469	56,506	-	1,647,975	870,483	45,332	-	915,815
Legal and audit	46,046	74,651	-	120,697	26,243	33,449	-	59,692
Employee travel and training	133,042	22,051	17,416	172,509	112,969	23,864	19,576	156,409
Office - general	157,755	19,879	19,415	197,049	99,885	13,875	19,570	133,330
Equipment	22,297	6,550	-	28,847	36,481	9,838	7,400	53,719
Program and public outreach costs	270,730	35,170	130,481	436,381	261,700	45,396	118,778	425,874
Depreciation and amortization	11,254	-	-	11,254	2,285	-	-	2,285
Costs of direct benefits to donors	<u>-</u>	<u>-</u>	<u>176,505</u>	<u>176,505</u>	<u>-</u>	<u>-</u>	<u>172,575</u>	<u>172,575</u>
Subtotal	7,143,629	1,536,581	1,283,251	9,963,461	5,990,226	1,226,011	1,456,728	8,672,965
Less: expenses deducted directly from revenues on the consolidated statements of activities	<u>-</u>	<u>-</u>	<u>(176,505)</u>	<u>(176,505)</u>	<u>-</u>	<u>-</u>	<u>(172,575)</u>	<u>(172,575)</u>
TOTAL	<u>\$ 7,143,629</u>	<u>\$ 1,536,581</u>	<u>\$ 1,106,746</u>	<u>\$ 9,786,956</u>	<u>\$ 5,990,226</u>	<u>\$ 1,226,011</u>	<u>\$ 1,284,153</u>	<u>\$ 8,500,390</u>

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
SUPPLEMENTARY INFORMATION
(THE SCENIC HUDSON LAND TRUST, INC.)
SCHEDULES OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	<u>For the Year Ended June 30, 2019</u>			<u>For the Year Ended June 30, 2018</u>				
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total 2019</u>	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total 2018</u>
Conservation easements and monitoring costs	\$ 2,024,863	\$ -	\$ -	\$ 2,024,863	\$ 2,828,528	\$ -	\$ -	\$ 2,828,528
Land project expenses	1,568,589	-	-	1,568,589	3,277,734	-	-	3,277,734
Program and business management services	2,047,918	121,006	42,433	2,211,357	1,888,071	102,620	56,748	2,047,439
Grants and contributions	439,818	-	-	439,818	47,500	-	-	47,500
Remediation expense	-	-	-	-	2,313	-	-	2,313
Loss on sale/transfer of property interests to state and local government agencies and unaffiliated nonprofit entities	1,393,948	-	-	1,393,948	75,521	-	-	75,521
Property taxes	389,421	-	-	389,421	164,832	-	-	164,832
Insurance	150,329	-	-	150,329	142,327	-	-	142,327
Legal and audit fees	98,265	45,700	-	143,965	47,099	45,700	-	92,799
Interest	475,229	-	-	475,229	71,052	-	-	71,052
Depreciation and amortization	11,323	-	-	11,323	9,451	-	-	9,451
TOTAL	<u>\$ 8,599,703</u>	<u>\$ 166,706</u>	<u>\$ 42,433</u>	<u>\$ 8,808,842</u>	<u>\$ 8,554,428</u>	<u>\$ 148,320</u>	<u>\$ 56,748</u>	<u>\$ 8,759,496</u>

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
SUPPLEMENTARY INFORMATION
SCHEDULES OF PROGRAM-RELATED INVESTMENTS IN LAND AREAS
AS OF JUNE 30, 2019 AND 2018

	<u>2019</u>	<u>2018</u>
Scenic Hudson, Inc.:		
Hyde Park - Morgan Estate	\$ 920,000	\$ 920,000
Scenic Hudson Land Trust, Inc.:		
Esopus Meadows Point, River Road	1,010,803	1,010,803
Esopus, River Road, Waskew/EMEC	267,274	267,274
Four Mile Point Road, Coxsackie (Four Mile Point)	217,955	217,955
Ramshorn Marsh, Catskill - Blenner	237,484	237,484
Ramshorn Marsh, Catskill - Vincent	402,002	402,002
Black Creek - Route 9W, Esopus	2,840,009	2,840,009
Esopus, River Road	714,583	714,583
Poet's Walk/Astor Cove I/Mandara	1,726,922	1,726,922
Esopus Meadows Point, Mazza	164,320	164,320
Shaupeneak Ridge, Esopus	989,779	989,779
Ramshorn Marsh, Catskill - Iten	167,468	167,468
Beacon Terminal, Madam Brett	320,886	320,886
Foundry Cove (Marin), Cold Spring	523,062	523,062
Foundry Cove (Spevak), Cold Spring	1,924,329	1,924,329
Beacon Waterfront - Garrett Storm	881,296	881,296
Beacon Waterfront - Kellam	781,805	781,805
King James Weyant, Ft Montgomery	272,040	272,040
Shaupeneak Ridge, Additions	91,303	91,303
Wappingers Greenway	229,920	229,920
Fishkill Base of Mt. Beacon	443,510	443,510
Beacon Waterfront - Cohen	1,608,552	1,608,552
Stockport - Saurusaitis	75,172	75,172
Snake Hill - New Windsor	1,092,921	1,092,921
Binnen Kill - Chi	413,472	413,472
Beacon - University Settlement Camp	36,001	36,001
Hyde Park - Clear View Acres (Dominican Camp)	1,269,218	1,269,218
Hyde Park - Golden	410,825	410,825
Black Creek - Gordon	1,108,701	1,108,701
Foundry Cove (Kemble), Cold Spring	188,372	188,372
Illinois Mountain	1,355,217	1,355,217
Esopus Meadows Point, Patchoros	513,447	513,447
FDR Viewshed - WA Lloyd	2,117,223	2,117,223
Black Creek - Mahairas	141,977	141,977
FDR Viewshed - Murillo	964,368	964,368
Shaupeneak Ridge - Laties	714,137	714,137
Black Creek - Matera	393,401	393,401
Franny Reese State Park - Djirdjirian	88,363	88,363
Shaupeneak Ridge, Venditti	26,598	26,598
South Bay - Dansky	578,185	578,185
Olana View Shed - ALDD Co. Inc.	929,190	929,190
Esopus, River Road - Esopus Lakes (Silver Realty)	3,569,367	3,569,367
Shaupeneak Ridge, Rosen Frog Hollow Farm	513,473	513,473
South Bay - 4269 Route 9	226,168	226,168
Hohenstein/Bronck Island	420,072	420,072
Esopus Meadows - DeCicco	44,865	44,865
Esopus Meadows - Gordon	1,220,433	1,220,433
Shaupeneak Ridge, Arnika	1,028,735	1,028,735
NBR Enterprises LLC	388,860	388,860
Lower Esopus River Watch	64,428	64,428
Esopus River Road - Esopus Lakes (Bamer)	508,201	508,201
Esopus River Road - Bohan	14,521	14,521
Shaupeneak Ridge - Tax Parcel	37,526	37,526
Waste Management	941,727	941,727
Sloane Everett	-	5,478,341
Christian Brothers - Esopus	46,408	46,408
Paparelli	63,149	63,149
Olson Property	69,743	69,743
Popo/Rothlein	4,293,404	4,293,404
Shanok Property	150,488	150,488
Dominican Sisters - Falling Waters	2,581,387	2,581,387
Illinois Mountain - Alsdorf	59,105	59,105
Orsi-Dickerson	10,599	10,599
Lambert	640,187	640,187
Ciccione	-	440,269
Wally Property	418,603	418,603
Muise Property	13,956	13,956
Kalin Property	1,243,197	1,243,197
Catskill Creek LLC	562,071	562,071
Ayers	112,346	111,097
Lake Valhalla	12,355,819	-
Gordon LLC	484,197	-
Stockport Flats/Krizar	942,563	-
Firnbach	110,899	-
Heritage Acres	4,101,084	4,100,912
	<u>65,469,671</u>	<u>57,493,382</u>
Program-related investments in land areas, at cost	\$ 66,389,671	\$ 58,413,382

SCENIC HUDSON, INC. AND THE SCENIC HUDSON LAND TRUST, INC.
SUPPLEMENTARY INFORMATION
SOURCES AND USES OF FUNDS AND OTHER KEY FINANCIAL INFORMATION
AS OF AND FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	2019	2018
SOURCES OF FUNDS:		
Contributions without donor restrictions	\$ 6,181,878	\$ 4,872,840
Releases of contributions with donor restrictions	12,330,634	1,016,366
Endowment earnings used to meet spending policy	8,737,000	8,511,300
Proceeds from sales of natural land areas and improvements	6,839,000	460,500
Other revenues	240,575	340,678
Total Sources of Funds	34,329,087	15,201,684
USES OF FUNDS:		
Purchases of natural land areas and improvements (in fee)	15,870,237	4,217,359
Program services expenses:		
Purchases of conservation easements and easement monitoring costs	2,024,863	2,828,528
Park construction and management	1,568,589	3,277,734
Salaries and related benefits	4,576,991	4,286,187
Other	5,686,551	2,410,998
Supporting services expenses	2,689,027	2,555,864
Total Uses of Funds	32,416,258	19,576,670
NET SOURCES AND USES OF FUNDS	\$ 1,912,829	\$ (4,374,986)
OTHER KEY FINANCIAL INFORMATION:		
Program-related investments in land areas, at cost - beginning of year	\$ 58,413,382	\$ 54,732,044
Purchases of natural land areas and improvements (in fee)	15,870,237	4,217,359
Sales/donations of property interests to state and local governmental agencies and unaffiliated nonprofit entities at cost	(7,893,948)	(536,021)
Program-related investments in land areas, at cost - end of year	\$ 66,389,671	\$ 58,413,382