

The Nature Conservancy
Consolidated Financial Statements
For the year ended June 30, 2017
And report thereon



Report of Independent Auditors

To the Board of Directors
The Nature Conservancy

We have audited the accompanying consolidated financial statements of The Nature Conservancy and its chapters and affiliates (the “Conservancy”), which comprise the consolidated statement of financial position as of June 30, 2017, and the related consolidated statements of activities and cash flows for the year then ended.

Management’s Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors’ Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Conservancy’s preparation and fair presentation of the consolidated 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 Conservancy’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 consolidated 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 Nature Conservancy and its chapters and affiliates as of June 30, 2017, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



Other Matter

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The accompanying summarized consolidated statements of financial position as of June 30, 2017 and 2016, the summarized consolidated statements of activities for the year ended June 30, 2017 and 2016, and the schedule of functional expenses for the year ended June 30, 2017 with summarized totals for the year ended June 30, 2016, are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. The 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 audit 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 taken as a whole.

We previously audited the consolidated statement of financial position as of June 30, 2016, and the related consolidated statements of activities and cash flows for the year then ended (not presented herein), and in our report dated December 12, 2016, we expressed an unmodified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying summarized financial information as of June 30, 2016 and for the year then ended is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

PricewaterhouseCoopers LLP

McLean, Virginia
December 11, 2017

The Nature Conservancy
Consolidated Statement of Financial Position
As of June 30, 2017

(Amounts in thousands)

Assets

Cash and cash equivalents	\$ 55,139
Restricted cash and cash equivalents	19,593
Restricted short-term investments	25,000
Government grants and contracts receivable	35,259
Pledges receivable, net	302,670
Securities pledged under securities lending agreement	57,337
Other assets	59,332
Property and equipment, net of accumulated depreciation and amortization	121,800
Investments	
Investments - Capital fund	801,558
Investments - Split interest arrangements	320,946
Investments - Endowment fund	<u>1,199,828</u>
Total investments	2,322,332
Conservation lands	1,834,243
Conservation easements	<u>2,159,042</u>
Total assets	<u>\$ 6,991,747</u>

Liabilities

Accounts payable and accrued liabilities	\$ 117,114
Payable under securities lending agreement	57,337
Deferred revenue and refundable advances	94,919
Bonds and notes payable	303,313
Split interest arrangements payable	<u>197,304</u>
Total liabilities	<u>769,987</u>

Net assets

Unrestricted	
Undesignated	252,404
Land, easements, and capital funds	3,888,245
Board-designated quasi endowment and similar funds	<u>877,375</u>
Total unrestricted	5,018,024
Temporarily restricted	831,918
Permanently restricted	<u>371,818</u>
Total net assets	6,221,760
Total liabilities and net assets	<u>\$ 6,991,747</u>

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

The Nature Conservancy
Consolidated Statement of Activities
For the year ended June 30, 2017

<i>(Amounts in thousands)</i>	Unrestricted	Temporarily restricted	Permanently restricted	Total
Support and revenues				
Dues and contributions	\$ 268,586	\$ 328,736	\$ 10,344	\$ 607,666
Contributed goods and services	19,352	41	-	19,393
Land and easements contributed for conservation	64,651	-	-	64,651
Government grants and contracts	117,218	-	-	117,218
Investment income	166,163	34,137	-	200,300
Other income	86,344	-	-	86,344
Total support and revenues before sales of conservation land and easements and net assets released from restrictions	722,314	362,914	10,344	1,095,572
Sales of conservation land and easements to governments and others	48,193	-	-	48,193
Net assets released from restrictions	267,181	(267,181)	-	-
Total support and revenues	1,037,688	95,733	10,344	1,143,765
Expenses				
Program expenses				
Conservation activities and actions	472,790	-	-	472,790
Book value of conservation land and easements sold or donated to governments and others	83,892	-	-	83,892
Total program expenses	556,682	-	-	556,682
Support services expenses				
General and administration	155,430	-	-	155,430
Fund-raising				
General fund-raising	78,485	-	-	78,485
Membership development	46,650	-	-	46,650
Total support services expenses	280,565	-	-	280,565
Total expenses	837,247	-	-	837,247
Increase/(decrease) in net assets	200,441	95,733	10,344	306,518
Reclassification of net assets	1,154	(159)	(995)	-
Total increase/(decrease) in net assets	201,595	95,574	9,349	306,518
Net assets at beginning of year	4,816,429	736,344	362,469	5,915,242
Net assets at end of year	\$ 5,018,024	\$ 831,918	\$ 371,818	\$ 6,221,760

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

The Nature Conservancy
Consolidated Statement of Cash Flows
For the year ended June 30, 2017

(Amounts in thousands)

Reconciliation of change in net assets to cash used in operating activities:

Change in net assets		\$ 306,518
Non-cash adjustments:		
Contributed land and easements	\$ (79,584)	
Losses on disposition of land, easements, and property	31,204	
Realized/Unrealized investment gain	(188,198)	
Change in value of split interest investments	(20,700)	
Change in value of interest rate swaps	(18,275)	
Depreciation and amortization	14,702	
Debt forgiveness	(10,100)	
Other	(1,079)	(272,030)
Changes in assets and liabilities:		
Increase in receivables	(72,797)	
Increase in restricted cash	(5,336)	
Increase in other assets	(1,193)	
Increase in split interests arrangements payable	22,433	
Increase in other liabilities	8,640	(48,253)
Cash provided by (used in) land activities:		
Proceeds from sales of land and easements	63,344	
Purchases of land and easements	(91,625)	(28,281)
Contributions for long-term purposes		(8,643)
Net cash used in operating activities		\$ (50,689)
Investing activities:		
Proceeds from sale of capital and endowment investments	1,083,516	
Purchases of capital and endowment investments	(985,999)	
Purchases of property and equipment, net	(9,632)	
Proceeds from notes receivable	4,955	
Net cash provided by investing activities		92,840
Financing activities:		
Changes in securities pledged under securities lending agreement	(32,858)	
Changes of payable under securities lending agreement	32,858	
Purchases of split interest investments	(47,812)	
Proceeds from split interest arrangements	32,621	
Principal payments on debt	(61,984)	
Proceeds from issuance of debt	14,178	
Proceeds from restricted contributions	8,643	
Net cash used in financing activities		(54,354)
Net change in cash and cash equivalents		(12,203)
Cash and cash equivalents, beginning of year		67,342
Cash and cash equivalents, end of year		\$ 55,139
Supplemental data		
Interest paid	\$ 15,478	

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

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

ACCOUNTING POLICY FOOTNOTES

The following notes present disclosures of the significant accounting policies and related information relating to balances and amounts contained in the consolidated statements of financial position and activities. These notes are an integral part of the consolidated financial statements.

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

1. ORGANIZATION

The Nature Conservancy (“The Conservancy”) is a global conservation organization. The mission of The Conservancy is to conserve the lands and waters on which all life depends. The Conservancy conducts its activities throughout the United States, Canada, Latin America, the Caribbean, Europe, Africa, Asia, and the Pacific.

The Conservancy’s primary sources of revenue are contributions from the public (including gifts of land), investment income, government grants, and sales of conservation interests to government agencies or other conservation buyers. These resources are used to help solve critical challenges by significantly improving the health of globally important natural systems that enhance the lives of people around the world. Working with partners – including indigenous communities, governments, and businesses – The Conservancy pursues solutions that protect and restore natural systems, use nature sustainably, and broaden support for conservation.

2. CONSOLIDATED FINANCIAL STATEMENTS

The consolidated financial statements are presented on the accrual basis of accounting and include the accounts of all The Conservancy’s chapters and affiliates, both domestic and international, including those which are separately incorporated, receive gifts, and perform conservation activities in the name of The Conservancy. All significant intercompany transactions have been eliminated.

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

3. CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Cash and Cash Equivalents, Restricted Cash, and Restricted Short-term Investments

Cash represents operating cash held in bank accounts in high quality financial institutions in the United States and 35 other countries. The cash in non-U.S. accounts is uninsured, but is limited per country to amounts that, in the opinion of management, are not material to the financial statements. Cash equivalents represent short-term, highly liquid investments with maturities of three months or less when purchased. Restricted cash represents monies held in trust related to requirements of specific conservation project agreements. Restricted short-term investments represent certificates of deposit held in trust related to requirements of specific conservation project agreements.

Government Grants and Contracts Receivable/Deferred Revenue and Refundable Advances

The Conservancy receives grants and contracts from federal, state, and local agencies to be used for specific programs or land purchases. The excess of reimbursable expenditures over cash receipts is included in government grants receivable, and any excess of cash receipts over reimbursable expenditures is included in deferred revenue and refundable advances.

Pledges Receivable

Pledges receivable represent unconditional promises to give and are reported at fair value by discounting the expected future pledge payments at the prime interest rate at the balance sheet date, and accordingly are categorized as Level 3 assets. The primary unobservable input used in the fair

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value measurement of The Conservancy's pledges receivable is the discount rate. Significant fluctuations in the discount rate could result in a material change. The discount rate used in the present value technique to determine fair value of pledges receivable is revised at each measurement date to reflect current market conditions and the creditworthiness of donors. In addition, management evaluates payment history and market conditions to estimate allowances for doubtful pledges. Changes in the fair value of pledges receivable are reported in the consolidated statement of activities as contribution revenue except for changes in the allowance which are reported as program expenses at each subsequent reporting date. Pledges receivable past due by 90 days are, in the opinion of management, not material to the financial statements.

Not recorded as pledges receivable are \$92,163,000, that are conditioned upon The Conservancy raising matching gifts or acquiring certain conservation lands. Conditional promises to give are recognized as contributions when the donor-imposed conditions are substantially met.

Securities Lending Agreement

The Conservancy lends certain securities in its investment portfolio to qualified borrowers on a short-term, fully collateralized basis in exchange for interest to help offset custodial fees. Collateral in the form of cash in US dollars, securities issued or guaranteed by the US government, or irrevocable letters of credit issued by banks independent of the borrowers is marked-to-market on a daily basis, and the borrower is required to deliver the difference between the daily market value of the collateral and 102% of the loaned securities' original fair market value if denominated in US dollars or 105% if denominated in foreign currency. The lending agent, in its agreement with The Conservancy, guarantees the repayment of the loan in the event the borrower defaults. The Conservancy retains all the benefits of ownership including rights to dividends, interest, and other cash distributions pertaining to the loaned securities. The Conservancy also retains the right to redeem the loaned securities prior to the stipulated redemption date.

At June 30, 2017, The Conservancy recorded \$57,337,000 in securities pledged under its securities lending program and an equal amount payable to the borrowers under the agreement. These amounts are reflected in assets and liabilities in the consolidated statement of financial position.

Property and Equipment

Property and equipment are carried at cost. Depreciation and amortization is provided using the straight-line method for all depreciable assets over their estimated future lives as follows:

Building and improvements	5 – 30 years
Computer equipment and software	3 – 5 years
Furniture, fixtures, and other	4 – 25 years

Concentration of Credit Risk

The Conservancy's excess cash is invested with high quality institutions, the largest concentrations of which are invested in U.S. Commercial papers (37.0%), certificates of deposit (34.0%), and Repurchase Agreements (10.4%). 100% of the repurchase agreements are backed by U.S. Treasuries and U.S. Agencies.

Pursuant to its investment policy, The Conservancy's investments cannot have more than 10% of their assets at market value in securities of any one issuer, be they short-term or long-term, other than the U.S. Government and its Agencies. At June 30, 2017, the single largest non-U.S. Government issuer

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exposure was 5.87% of the Capital and Endowment Fund long term investments. This issue is in the form of a global commingled equity fund.

Investments

Investments are carried at estimated fair market value and reported in three distinct categories:

- *Capital fund* – excess working capital and funds held primarily for the future acquisition of conservation land, easements, and for funding other conservation projects.
- *Split interest arrangements* – donations that are held in trust by The Conservancy or third-party trustees, representing beneficial interests in trusts.
- *Endowment fund* – funds held as long-term capital to generate income for The Conservancy's operations.

Endowment Investment and Spending Policies

The Conservancy's Endowment ("Endowment") includes both donor-restricted endowment funds and funds allocated to quasi endowments, which by Board policy function as endowments. The amount of Endowment income provided each year for operations is established by the Finance Committee of the Board, through its adoption of an annual endowment spending rate and spending rate base. The spending rate for the year ended June 30, 2017 was 5.0% of the average fair market value of the 60 months of calendar years 2011 through 2015.

The Conservancy recognizes that risk must be assumed to achieve its stated long-term investment objectives. Therefore, asset allocations and ranges are necessarily diverse, and consider liquidity needs. The Conservancy has considered its ability to withstand short and intermediate term variability and concluded that the portfolio can tolerate some interim fluctuations in market values and rates of return in order to achieve its objectives. However, The Conservancy realizes that market performance varies and that the portfolio's investment objectives may not be achievable during short-term periods.

The Conservancy has chosen not to manage its underlying assets directly, but to utilize independent investment managers. To maintain prudent diversification and to manage risk, The Conservancy's portfolio is divided among 55 to 65 separate managers.

Conservation Lands and Easements

The Conservancy records land and land interests at cost if purchased or at fair value at the date of acquisition, if all or part of the land was received as a donation. Fair value is generally determined by appraisal at the time of acquisition and is not subsequently adjusted. Upon sale or gift, the book value of the land or land interest is reported as a program expense and the related proceeds, if any, are reported as revenue in the consolidated statement of activities.

Conservation land is real property with significant ecological value. These properties are either managed in an effort to protect the natural biological diversity of the property, or transferred to other organizations who will manage the lands in a similar fashion.

Conservation easements are comprised of listed rights and/or restrictions over the owned property that are conveyed by a property owner to The Conservancy, almost always in perpetuity, in order to protect the owned property as a significant natural area, as defined in federal tax regulations. These intangible assets may be sold or transferred to others so long as the assignee agrees to carry out, in

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perpetuity, the conservation purposes intended by the original grantor. Conservation easements, by their very nature, do not generate material amounts of cash inflow annually.

Bonds and Notes Payable

The Conservancy uses debt, both fixed and variable, primarily to finance the acquisition of conservation lands and easements. Debt is reported at carrying value. At June 30, 2017, The Conservancy is in compliance with all debt covenants.

In order to partially insulate itself from the variable nature of the interest rates on its outstanding debt, The Conservancy has three interest rate swap agreements. The Conservancy pays a fixed rate of 4.373% on \$95,375,000 in return for receipt of variable rate interest in the amount of 3-month LIBOR and pays a fixed rate of 2.962% on \$190,000,000 in return for receipt of variable rate interest in the amount of 67% of 3-month LIBOR. The Conservancy pays a fixed rate of 3.56% on \$25,053,000 in return for receipt of variable rate interest in the amount of 67% of 1-month LIBOR. Maturities of the swap agreements range from 2027 to 2033 and the counterparty to these swaps has the option to terminate at their discretion. The fair value of these interest rate swap agreements are reflected in the accompanying consolidated statement of financial position as accounts payable and accrued liabilities.

Due to the nature of certain variable rate bond agreements, The Conservancy may receive notice of an optional tender on its variable-rate bonds, in which case The Conservancy would have an obligation to purchase the bonds tendered if unable to secure a different source of financing at that time. At June 30, 2017, The Conservancy had a standby liquidity support agreement with a financial institution to support the original principal amount of \$50,000,000 of the variable rate demand obligations. Under this agreement, the financial institution agreed to supply additional liquidity to The Conservancy up to that amount, with which The Conservancy could purchase the bonds if The Conservancy could not remarket the bonds. In the event of a draw on the \$50,000,000 liquidity support line, the due date would be September 14, 2018.

Interest expense incurred on total notes payable for 2017 was \$16,507,000.

Split Interest Arrangements

The Conservancy enters into split interest arrangements whereby donations are held in trust by The Conservancy or third-party trustees and invested. Agreed-upon amounts of the invested funds are payable to the donor or the donor's designee for a specified period of time or until the donor's death, after which time The Conservancy may use the investments for operations or a restricted use specified by the donor. The donated trust asset investments are recorded at fair value based on the latest available information.

The Conservancy utilizes the 2012 Individual Annuity Reserving table to actuarially calculate the liability associated with the estimated donor payments under these arrangements. The Conservancy determines the discount rate to be used in the month the split interest arrangements are entered into with the donor and these rates have ranged from 1% to 9%. The present value of the actuarially determined liability resulting from these gifts is recorded at the date of gift and adjusted annually thereafter to reflect fair value.

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Notes to Consolidated Financial Statements
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Net Assets

The Conservancy's net assets are reported in the following three classes:

- *Unrestricted net assets* – Revenues derived from dues, unrestricted contributions, government grants and contracts, investment income (other than the temporarily restricted portion of true endowment investment income), and other inflows of assets whose use by The Conservancy is not limited by donor-imposed restrictions. Certain unrestricted net assets have been designated by the Board of Directors to be maintained as quasi endowment funds.
- *Temporarily restricted net assets* – Contributions and other inflows of assets whose use by The Conservancy is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of The Conservancy, such as usage for specific programs, including certain overhead and indirect costs, or for spending from true endowment investment income.

When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and are reported on the consolidated statements of activities as net assets released from restrictions.

- *Permanently restricted net assets* – Contributions and other inflows of assets whose use by The Conservancy is limited by donor-imposed stipulations that the principal must be maintained permanently by The Conservancy. The total amount of permanently restricted net assets on the consolidated statements of financial position includes the donor-restricted endowment funds as well as amounts contributed to create a permanent capital fund. This revolving fund is used to finance capital projects and donations to this fund are to be maintained in perpetuity for only this purpose.

Classification of endowment net assets

The Board of Directors of The Conservancy ("Board") has approved management's interpretation of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as enacted by the Council of the District of Columbia. UPMIFA requires the preservation of the fair value of the original gifts as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

The Endowment includes both donor-restricted endowment funds and funds designated by the Board to function as endowments. The Conservancy classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, and (b) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by The Conservancy.

The Conservancy considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the endowment fund;
- The purposes of the institution and the endowment fund;
- General economic conditions;

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- The possible effect of inflation or deflation;
- The expected total return from income and appreciation of investments;
- Other resources of the institution; and
- The investment policy of the institution.

Endowments with Eroded Corpus

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or The Conservancy requires to be retained as principal in perpetuity. Deficiencies of this nature that are netted in unrestricted net assets were \$1,545,000 as of June 30, 2017. These deficits resulted from unfavorable market fluctuations that occurred shortly after the investment of newly established endowments and authorized appropriation that was deemed prudent.

4. CONSOLIDATED STATEMENT OF ACTIVITIES

Contributions

Unconditional donor promises to give cash and other assets are reported at fair value at the date that there is sufficient verifiable evidence documenting that a promise was made by the donor and received by The Conservancy. The promises are reported as either temporarily or permanently restricted support if received with donor stipulations that sufficiently limit the use of the donated assets.

The Conservancy recognizes contributed professional services from third parties and contributed goods and trade lands as revenue and as expense or assets, at the fair value of those services or goods when received. Trade lands are real property with minimal ecological value. These properties are sold to provide funds for The Conservancy to carry out its conservation work. During the fiscal year ended June 30, 2017 contributed goods and services totaled \$19,393,000 and contributed trade lands that is reflected as Dues and contributions in the accompanying consolidated statement of activities totaled \$14,933,000.

Government Grants and Contracts

Government grants and contracts are considered to be exchange transactions, the majority of which are cost-reimbursable grants. Revenue, including approved indirect cost recovery, is recognized when allowable costs have been incurred. The Conservancy's costs incurred under its government grants and contracts are subject to audit by government agencies. Management believes that disallowance of costs, if any, would not be material to the consolidated financial position or consolidated changes in net assets of The Conservancy.

Program expense allocation

Operating expenses are allocated to program and support categories based on separate cost center types as defined below. Conservation land and easements that are acquired by The Conservancy, but not sold or donated, are reflected as an increase in conservation land and easements on the consolidated statements of financial position and are excluded from the program expense categories on the consolidated statements of activities.

The Conservancy accounts for its program expenditures in the following categories:

- *Conservation Activities and Actions* – Expenditures related to the broad spectrum of activities and actions critical to advancing The Conservancy's mission. Expenditures related to understanding, monitoring, maintaining, restoring, and managing natural areas owned by The

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Conservancy and others are included, as well as expenditures for developing and enhancing The Conservancy's ability to gather and share ecological information and to assess and evaluate threats to natural systems. In addition, this area includes expenditures to mitigate, prevent, or slow the effects of these threats, including investments in the institutional development of domestic and international conservation organizations. Expenditures related to improving public land management and supporting the development of sound global policies, including participating in conferences and events that help establish a common vision for conservation worldwide are included, as well as expenditures associated with community outreach and education of key stakeholders and land users in areas where Conservancy conservation programs reside.

- *General and Administration* – Expenditures related to building and maintaining an efficient business infrastructure, including those related to corporate governance, to support and advance the programmatic conservation objectives of The Conservancy.
- *General Fund-Raising* – Expenditures related to fund-raising strategies that provide the revenue stream for both operations and capital needs to further the accomplishment of The Conservancy's mission and objectives.
- *Membership Development* – Expenditures related to the acquisition and retention of The Conservancy's members primarily through the use of a direct-mail program.

5. COMMITMENTS AND CONTINGENCIES

Litigation

The Conservancy is a party to various litigation arising out of the normal conduct of its operations. In the opinion of The Conservancy's management, the ultimate resolution of these matters will not materially affect the financial position, changes in net assets, or cash flows of The Conservancy.

Leases

The Conservancy has entered into non-cancelable operating leases for office space, which expire at various dates through 2031. Certain of these leases contain rent escalation clauses, usually based on the consumer price index.

Land acquisitions and other commitments

The Conservancy has entered into contracts for the purchase of land and other purchase commitments that have not closed as of June 30, 2017, in the amount of \$39,159,000.

The Conservancy has remaining funding commitments to private equity, real estate, and hedge fund investment managers of \$246,931,000 at June 30, 2017.

6. RETIREMENT PLANS

The Conservancy's employees are eligible after one month of service to participate in The Nature Conservancy Savings and Retirement Plan (the "Plan"), in which employees can make voluntary, tax-deferred contributions within specified limits. The Plan was established under the provisions of Internal Revenue Code Section 401(k) and has received a favorable determination as to its tax status from the Internal Revenue Service. Certain employees are also eligible to participate in a non-

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qualified deferred compensation plan created pursuant to Internal Revenue Code Section 457(b). The Conservancy's contributions to the plans were \$16,856,000 for the year ended June 30, 2017.

7. INCOME TAXES

The Conservancy has been granted an exemption from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Internal Revenue Service has classified The Conservancy as other than a private foundation. The Conservancy pays a nominal amount of tax relating to several unrelated business income activities, primarily rental income from debt-financed property. The Conservancy takes no tax positions that it considers to be uncertain.

8. SUBSEQUENT EVENTS

All subsequent events were evaluated through December 11, 2017, which is the date the financial statements were issued.

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FOOTNOTE SCHEDULES

The following schedules represent required disclosures of more detailed information regarding certain balances and amounts contained in the consolidated statements of financial position and activities. These are an integral part of the footnotes to the consolidated financial statements.

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9. Pledges receivable

As of June 30, 2017, unconditional promises to give were as follows:

(In thousands)

Amounts due in

Less than one year	\$ 191,136
One to five years	136,072
More than five years	70
Subtotal	<u>327,278</u>

Fair value adjustments:

Discount of 4.25%	(12,931)
Allowance for doubtful accounts	(11,677)
Total	<u>\$ 302,670</u>

10. Other assets

Other assets consisted of the following at June 30, 2017:

(In thousands)

Deposits on land	\$ 1,314
Trade lands	16,819
Other receivables	5,010
Prepaid expenses	7,502
Notes receivable	22,016
Other assets	6,671
Total	<u>\$ 59,332</u>

11. Property and equipment

Property and equipment consisted of the following at June 30, 2017:

(In thousands)

Land for operations	\$ 7,210
Buildings and improvements	156,475
Construction in progress	5,309
Computer equipment and software	39,315
Furniture, fixtures, and other	22,893
	<u>231,202</u>
Accumulated depreciation and amortization	(109,402)
Total	<u>\$ 121,800</u>

Depreciation and amortization expense was \$14,702,000 during the year ended June 30, 2017. Of the total assets listed above, \$28,539,000 was fully depreciated at June 30, 2017.

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12. Bonds and notes payable

(In thousands)

Unsecured Colorado Educational and Cultural Facilities Authority Revenue Bonds, Tax Exempt, Series 2002A issued in the original principal amount of \$25,053,000, variable interest rate pursuant to rate swap, 0.91% as of June 30, 2017, due July 2024.	\$ 10,121
Unsecured Colorado Educational and Cultural Facilities Authority Revenue Refunding Bonds, Tax Exempt, Series 2012 issued in the original principal amount of \$144,435,000, with a variable interest rate reset weekly, 1.00% as of June 30, 2017, due July 2033.	122,466
Unsecured Taxable Revenue Bonds Series 2009 in the aggregate principal amount of \$100,000,000 issued July 1, 2009, fixed rate of 6.30% due July 2019.	100,000
Loans and mortgages, some of which are collateralized by the land and other assets, and payable in monthly or annual installments, including interest ranging from 0% to 6.0%; final payments are due at various dates through 2033.	45,691
Conservation Notes, unsecured notes payable in various amounts with interest ranging from 0.40% to 2.0%, due at various dates through 2022.	18,707
Other notes payable without interest due on demand	6,328
Total	<u>\$ 303,313</u>

The following schedule of amounts due is based on the maturity dates per the debt agreements:

(In thousands)

2018	\$ 91,238
2019	58,981
2020	120,678
2021	2,347
2022	2,235
Thereafter	27,834
Total	<u>\$ 303,313</u>

13. Split interest arrangements payable

(In thousands)

Payable under charitable gift annuities	\$ 94,764
Payable under charitable remainder trusts	76,934
Payable under pooled income funds	3,986
Payable under unsold unitrust	21,620
Total	<u>\$ 197,304</u>

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

14. Net Assets

Temporarily restricted net assets are available for the following purposes:

(In thousands)

Land acquisition and other conservation projects	\$ 273,643
Time restricted for periods after June 30	190,280
Time and purpose restricted for periods after June 30	246,958
True endowment gains subject to future Board of Directors' appropriation	121,037
Total	<u>\$ 831,918</u>

Permanently restricted net assets are restricted in perpetuity; they include donor-restricted endowments and donor-restricted permanent capital funds. The total amount of permanently restricted net assets in the consolidated statement of financial position includes donor-restricted endowment funds of \$203,369,000 displayed in the table below, as well as other amounts such as those contributed to create a permanent capital fund. Permanently restricted net assets in the land preservation fund were \$166,733,000 as of June 30, 2017. The Conservancy also holds \$1,716,000 of contributed long-lived assets whose proceeds are donor-restricted to create a permanent endowment.

Endowment funds are categorized in the following net asset classes as of June 30, 2017:

(In thousands)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ (1,545)	\$ 121,037	\$ 203,369	\$ 322,861
Board-designated endowment funds	<u>878,920</u>	<u>-</u>	<u>-</u>	<u>878,920</u>
Total endowment funds	<u>\$ 877,375</u>	<u>\$ 121,037</u>	<u>\$ 203,369</u>	<u>\$ 1,201,781</u>

Changes in endowment funds by net asset classification for the year ended June 30, 2017 are summarized as follows:

(In thousands)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, beginning of year	\$ 816,123	\$ 102,532	\$ 196,036	\$ 1,114,691
Investment returns	90,384	32,533	-	122,917
Contributions and other revenue	63	-	8,328	8,391
Interfund transfers	10,945	2,784	-	13,729
Appropriation of assets for expenditure	(56,890)	-	-	(56,890)
Net assets released from restrictions	<u>16,812</u>	<u>(16,812)</u>	<u>-</u>	<u>-</u>
Subtotal endowment funds	<u>877,437</u>	<u>121,037</u>	<u>204,364</u>	<u>1,202,838</u>
Reclassification of net assets	<u>(62)</u>	<u>-</u>	<u>(995)</u>	<u>(1,057)</u>
Total endowment funds	<u>\$ 877,375</u>	<u>\$ 121,037</u>	<u>\$ 203,369</u>	<u>\$ 1,201,781</u>

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

15. Assets and liabilities carried at fair value

Assets and liabilities measured at fair value are classified in the fair value hierarchy based on the lowest level of input that is significant to the valuation.

Fair value for Level 1 is based upon quoted prices in active markets for identical assets and liabilities. Market price data is generally obtained from exchange or dealer markets.

Fair value for Level 2 is based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and on model-based valuation techniques, for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the assets. Inputs are obtained from various sources including market participants, dealers, and brokers.

Fair value for Level 3 is based on valuation techniques that use significant inputs that are unobservable as they trade infrequently or not at all.

Investments included in Level 3 consist of The Conservancy's split interest arrangements (principally highly liquid fixed securities, publicly listed common stocks, alternative investments and real properties). The marketable securities are priced using unadjusted market quotes. Alternative investments are valued based on NAV as practical expedient, and real properties are valued by subsequent sales price. The Conservancy uses a standard charitable gift calculation model and a discount rate that is commensurate with fair value to determine the present value of split interest agreements where The Conservancy serves as trustee. For split interest agreements where The Conservancy is not the trustee, valuations are based on the values reported by third-party trustees, while noting that the valuation techniques for future distributions expected to be received over the term of the agreement and unobservable inputs - such as discount rates, life expectancies, and trust payouts – may vary widely among trustees. There is no market for these agreements, and therefore both assets and liabilities are classified within Level 3.

The Conservancy uses the practical expedient to determine the fair value for some of its investments, which permits the use of Net Asset Value (NAV) without adjustment under certain circumstances. Investments that are measured at fair value using the net asset value per share (or its equivalent) as a practical expedient have not been categorized in the fair value hierarchy. The fair value amounts presented in the table below allow reconciliation of the fair value hierarchy to the amounts presented in the consolidated statement of financial position.

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

Assets and liabilities measured at fair value:

(In thousands)

	Level 1	Level 2	Level 3	NAV as Practical Expedient	Total
Investments:					
Short-term investments	\$ 14,857	\$ 7,050	\$ -	\$ -	\$ 21,907
Repurchase agreements	-	789	-	-	789
Fixed income:					
U.S. treasuries	65,052	-	-	-	65,052
Asset-backed securities	-	55,898	-	-	55,898
Commercial paper	-	38,868	-	-	38,868
Municipals	-	2,443	-	-	2,443
Corporate debt	-	124,604	-	-	124,604
Mortgage-backed securities	-	11,034	-	-	11,034
U.S. agency bonds	-	38,482	-	-	38,482
Preferred securities	1,013	-	-	-	1,013
Exchange traded stocks	212,669	-	-	-	212,669
Commingled equity funds	-	-	-	534,587	534,587
Exchange traded funds	11,090	-	-	-	11,090
Closed end mutual funds	81,543	-	-	-	81,543
Derivatives	218	-	-	-	218
Hedge funds	-	-	-	493,650	493,650
Private equity	7,903	-	-	209,325	217,228
Private real estate	-	-	-	68,035	68,035
Split interests, trustee	161,107	96,394	33,009	-	290,510
Split interests, non-trustee	-	-	30,436	-	30,436
Total investments at fair value	<u>555,452</u>	<u>375,562</u>	<u>63,445</u>	<u>1,305,597</u>	<u>2,300,056</u>
Securities pledged under securities lending agreements	\$ 57,337	\$ -	\$ -	\$ -	\$ 57,337
Trade lands	-	16,819	-	-	16,819
Pledges receivable	-	-	302,670	-	302,670
Total assets measured at fair value	<u>\$ 612,789</u>	<u>\$ 392,381</u>	<u>\$ 366,115</u>	<u>\$ 1,305,597</u>	<u>\$ 2,676,882</u>
Interest rate swaps liability	\$ -	\$ 32,382	\$ -	\$ -	\$ 32,382
Payable under securities lending agreements	57,337	-	-	-	57,337
Payable under split interest arrangements	-	-	197,304	-	197,304
Total liabilities measured at fair value	<u>\$ 57,337</u>	<u>\$ 32,382</u>	<u>\$ 197,304</u>	<u>\$ -</u>	<u>\$ 287,023</u>

Of the \$2,322,332,000 total investments in the accompanying statement of financial position, net investments payables/receivables of \$22,276,000 are not measured at fair value or reflected in the table above.

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

Rollforward of Level 3 financial instruments:

(In thousands)

	Fair value as of June 30, 2016	Realized gains (losses)	Unrealized gains (losses)	Purchases	Sales	Fair value as of June 30, 2017
Split interest arrangements	\$ 42,703	\$ 62	\$ (1,576)	\$ 28,366	\$ (6,110)	\$ 63,445
Pledges receivable	231,868	-	70,802	-	-	302,670
Total investments and pledges	<u>\$ 274,571</u>	<u>\$ 62</u>	<u>\$ 69,226</u>	<u>\$ 28,366</u>	<u>\$ (6,110)</u>	<u>\$ 366,115</u>

Of the net realized and unrealized gains of \$69,288,000 in the table above, \$1,514,000 are reflected in the accompanying statement of activities as investment losses. The remaining amounts include a \$70,802,000 increase in pledges, of which a net \$75,729,000 increase is reflected in the accompanying statement of financial position and statement of activities as the result of pledge payments and pledge contributions. The remaining \$4,927,000 decrease is reflected as conservation activities and actions program expense.

The value of certain alternative investments not included in the fair value hierarchy represents the ownership interest in the NAV of the respective partnership. The fair values of the securities held by limited partnerships that do not have readily determinable fair values are determined by the general partner and are based on appraisals, or other estimates that require varying degrees of judgment. If no public market exists for the investment securities, the fair value is determined by the general partner taking into consideration, among other things, the cost of the securities, prices of recent significant placements of securities of the same issuer, and subsequent developments concerning the companies to which the securities relate. The Conservancy has performed significant due diligence around these investments to ensure NAV is an appropriate measure of fair value.

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

Investments valued using NAV practical expedient as of June 30, 2017:

<i>(In thousands)</i>	<u>Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency</u>	<u>Redemption Notice Period</u>
Commingled equity funds	\$ 534,587	\$ -	Daily (restrictions apply), weekly, monthly, quarterly	2 days, 6 business days, 7 days, 10 business days, 14 days, 30 days, 60 days, 90 days
Hedge funds	493,650	-	Monthly, quarterly, semi-annually, annually, biennially, rolling 2, 3 & 4 years	30 - 90 days
Private equity funds	209,325	209,515	N/A	N/A
Real estate funds	68,035	37,416	N/A	N/A
Total	<u>\$ 1,305,597</u>	<u>\$ 246,931</u>		

The Conservancy's investment policy allows for the use of derivatives by investment managers and at the portfolio-level to assist in managing asset allocation and exposures. These derivative exposures are exchange-traded and are reported in the fair value of the overall portfolio within Level 1.

In order to partially insulate itself from the variable nature of the interest rates on its outstanding debt, The Conservancy has three interest rate swap agreements that fix the rates on several variable rate bonds. The Conservancy's interest rate swap arrangements have inputs which can generally be corroborated by observable market data and are therefore classified within Level 2. Such inputs include market prices for reference securities, yield curves, credit curves, measures of volatility, prepayment rates, assumptions for nonperformance risk, and correlations of such inputs. The valuation methods described above may produce fair value calculations that may not be indicative of net realized value or reflective of future fair values. The Conservancy believes the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date.

The use of derivative instruments involves the risk of imperfect correlation in movement in the price of the instruments, interest rates, and the underlying hedged assets. As a result, The Conservancy may not achieve the anticipated benefits of hedging strategies. The Conservancy's derivatives contracts held at June 30, 2017 are not accounted as hedging instruments under GAAP.

The following table lists fair value and relevant notional information of derivatives by contract type, as included in the consolidated statement of financial position and statement of activities.

The Nature Conservancy
Notes to Consolidated Financial Statements
June 30, 2017

Summary of derivative investments at June 30, 2017:

(*\$ in thousands*)

	Fair value as of June 30, 2017 Location in Consolidated Statement of Financial Position	Amount	Changes in Fair Values		As of June 30, 2017		Number of Contracts
			Location in Consolidated Statement of Activities	Amount	Collateral Amount	Notional Value	
Futures - developed global equity (Short position)	Investments	\$ 219	Investment gain	\$ 576	\$ 7,438	\$ (131,919)	1,236
Futures - emerging market equity (Long position)	Investments	(1)	Investment gain	(20)	27	555	11
Interest rate swaps	Accounts payable and accrued liabilities	32,382	Other income	18,275	-	234,496	3

Investment gains consisted of the following for the year ended June 30, 2017:

(*In thousands*)

Dividends and interest income	\$ 22,241
Realized and unrealized gain	188,198
Change in value of split interest arrangements	1,604
Management expenses	(11,743)
Total investment income	<u><u>\$ 200,300</u></u>

16. Leases

The following is a schedule of future minimum lease payments for all operating leases as of June 30, 2017:

(*In thousands*)

2018	\$ 7,612
2019	5,952
2020	5,539
2021	4,607
2022	3,772
Thereafter	7,242
Total minimum lease payments	<u><u>\$ 34,724</u></u>

Occupancy expense was \$13,150,000 for the year ended June 30, 2017.

The Nature Conservancy
Supplemental Schedules
For the years ended June 30, 2017 and 2016

SUPPLEMENTAL SCHEDULES

Following are supplemental schedules:

Consolidated statements of financial position as of June 30, 2017 (with comparative totals as of June 30, 2016)

Summarized consolidated statements of activities for the year ended June 30, 2017 (with comparative totals for the year ended June 30, 2016)

Schedule of functional expenses as reported in the consolidated statement of activities for the year ended June 30, 2017 by natural account classification (with comparative totals for the year ended June 30, 2016).

While these schedules are not required under Generally Accepted Accounting Principles, they provide useful additional detail to help the user of these financial statements understand how funds are spent, as well as providing prior year comparisons.

The Nature Conservancy
Supplemental Schedule - Consolidated Statements of Financial Position
As of June 30, 2017 and 2016

<i>(Amounts in thousands)</i>	2017	2016
Assets		
Cash and cash equivalents	\$ 55,139	\$ 67,342
Restricted cash	19,593	14,257
Restricted short-term investments	25,000	25,000
Government grants and contracts receivable	35,259	33,264
Pledges receivable, net	302,670	231,868
Collateral received under securities lending agreement	57,337	24,479
Deposits on land and other assets	59,332	55,288
Property and equipment, net of accumulated depreciation and amortization	121,800	129,166
Investments - Capital fund	801,558	794,938
Investments - Split interest arrangements	320,946	284,344
Investments - Endowment fund	1,199,828	1,115,398
Conservation lands	1,834,243	1,832,270
Conservation easements	2,159,042	2,089,865
Total assets	<u>\$ 6,991,747</u>	<u>\$ 6,697,479</u>
Liabilities		
Accounts payable and accrued liabilities	\$ 117,114	\$ 129,769
Payable under securities lending agreement	57,337	24,479
Deferred revenue and refundable advances	94,919	91,899
Bonds and notes payable	303,313	361,219
Split interest arrangements payable	197,304	174,871
Total liabilities	<u>769,987</u>	<u>782,237</u>
Net assets		
Unrestricted		
Undesignated	252,404	559,363
Land, easements, and capital funds	3,888,245	3,440,943
Board-designated quasi endowment and similar funds	877,375	816,123
Total unrestricted	5,018,024	4,816,429
Temporarily restricted	831,918	736,344
Permanently restricted	371,818	362,469
Total net assets	<u>6,221,760</u>	<u>5,915,242</u>
Total liabilities and net assets	<u>\$ 6,991,747</u>	<u>\$ 6,697,479</u>

The Nature Conservancy
Supplemental Schedule - Summarized Consolidated Statements of Activities
For the years ended June 30, 2017 and 2016

<i>(Amounts in thousands)</i>	2017	2016
Support and revenues		
Dues and contributions	\$ 627,059	\$ 602,854
Land and easements contributed for conservation	64,651	33,406
Government grants and contracts	117,218	109,744
Investment income	200,300	(59,345)
Sales of conservation land and easements to governments and others	48,193	71,690
Other	<u>86,344</u>	<u>45,601</u>
Total support and revenues	1,143,765	803,950
Expenses		
Program expenses	556,682	552,631
General and administration	155,430	146,862
Fund-raising		
General fund-raising	78,485	77,214
Membership development	<u>46,650</u>	<u>35,969</u>
Total expenses	<u>837,247</u>	<u>812,676</u>
Increase in net assets	306,518	(8,726)
Net assets at beginning of year	<u>5,915,242</u>	<u>5,923,968</u>
Net assets at end of year	<u>\$ 6,221,760</u>	<u>\$ 5,915,242</u>

The Nature Conservancy

Supplemental Schedule - Schedules of Functional Expenses

For the year ended June 30, 2017 with summarized totals for the year ended June 30, 2016

(Amounts in thousands)

	Program expenses		Support services expenses				Total Support services expenses	Totals				
	Conservation activities and actions	General and administration	Fund-raising		2017 Total expenses	2016 Total expenses						
			General fund-raising	Membership development								
Personnel	\$ 225,185	\$ 87,462	\$ 61,193	\$ 4,108	\$ 152,763	\$ 377,948	\$ 349,971					
Contract, professional fees	85,426	10,037	4,721	22,506	37,264	122,690	104,601					
Grants and allocations	56,252	245	48	-	293	56,545	60,369					
Supplies	9,721	4,983	605	1,242	6,830	16,551	14,571					
Telecommunications	1,427	1,398	188	25	1,611	3,038	3,073					
Postage and mailing service	1,297	266	373	9,705	10,344	11,641	12,247					
Occupancy	2,023	10,915	207	5	11,127	13,150	12,740					
Equipment rental and maintenance	4,101	1,820	161	15	1,996	6,097	5,552					
Printing and publication	5,014	133	983	7,138	8,254	13,268	12,349					
Travel	17,077	3,331	3,011	98	6,440	23,517	23,260					
Conferences and meetings	8,805	2,488	1,810	9	4,307	13,112	12,820					
Interest	16,553	12	-	-	12	16,565	18,097					
Depreciation and amortization	7,558	7,143	1	-	7,144	14,702	14,426					
Equipment	3,961	146	19	-	165	4,126	3,125					
Taxes and licenses	1,437	919	81	32	1,032	2,469	2,737					
Utilities, repairs, maintenance, and construction	8,666	2,126	131	-	2,257	10,923	8,311					
Insurance	2,947	2,795	42	-	2,837	5,784	5,182					
Real estate taxes	4,192	1,057	11	-	1,068	5,260	5,758					
Closing costs	1,150	974	1	-	975	2,125	1,539					
Contributed goods and services non-cash expense	4,473	10,461	3,763	697	14,921	19,394	22,737					
All other	5,525	6,719	1,136	1,070	8,925	14,450	16,302					
Subtotal	472,790	155,430	78,485	46,650	280,565	753,355	709,767					
Book value of conservation land and easements sold or donated to government and others	83,892	-	-	-	-	83,892	102,909					
Total	<u>\$ 556,682</u>	<u>\$ 155,430</u>	<u>\$ 78,485</u>	<u>\$ 46,650</u>	<u>\$ 280,565</u>	<u>\$ 837,247</u>	<u>\$ 812,676</u>					