

TREKKERS, INC.
REVIEWED FINANCIAL STATEMENTS
AUGUST 31, 2019

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INDEPENDENT ACCOUNTANTS' REVIEW REPORT

Trekkers, Inc.
Rockland, Maine

We have reviewed the accompanying financial statements of Trekkers, Inc., (a non-profit organization) which comprise the statements of financial position as of August 31, 2019 and 2018, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

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

Accountant's Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountant's Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Bath, Maine

December 17, 2019



TREKKERS, INC.
STATEMENTS OF FINANCIAL POSITION
AUGUST 31, 2019 AND 2018

	2019 TOTALS	2018 TOTALS
ASSETS		
CURRENT ASSETS:		
Cash (Note B)	\$ 73,694.11	\$ 202,540.96
Accounts Receivable	6,830.43	1,354.47
Gift Certificates	25.00	55.12
Prepaid Expenses	1,536.76	
Total Current Assets	<u>\$ 82,086.30</u>	<u>\$ 203,950.55</u>
PROPERTY, PLANT, AND EQUIPMENT (NOTE C):		
Buses	\$ 162,974.78	\$ 162,974.78
Equipment	27,412.66	27,412.66
Leasehold Improvements	3,555.86	3,555.86
Total Property, Plant, and Equipment	<u>\$ 193,943.30</u>	<u>\$ 193,943.30</u>
Less: Accumulated Depreciation	(173,343.89)	(168,256.89)
Net Property, Plant, and Equipment	<u>\$ 20,599.41</u>	<u>\$ 25,686.41</u>
OTHER ASSETS:		
Security Deposits	\$ 1,850.00	\$ -
Total Assets	<u><u>\$ 104,535.71</u></u>	<u><u>\$ 229,636.96</u></u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES:		
Deferred Income	\$ 10,067.07	\$ 118,739.59
Accounts Payable	11,910.32	2,474.52
Credit Cards Payable	604.26	3,728.75
Payroll Taxes Payable	205.70	2,542.43
Accrued Payroll	7,836.41	
Note Payable - Short-Term		45,000.00
Total Current Liabilities	<u>\$ 30,623.76</u>	<u>\$ 172,485.29</u>
NET ASSETS:		
Without Donor Restrictions	\$ 5,399.05	\$ (11,231.24)
With Donor Restrictions (Note D)	68,512.90	68,382.91
Total Net Assets	<u>\$ 73,911.95</u>	<u>\$ 57,151.67</u>
Total Liabilities and Net Assets	<u><u>\$ 104,535.71</u></u>	<u><u>\$ 229,636.96</u></u>

TREKKERS, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED AUGUST 31, 2019 AND 2018

	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICTIONS	2019 TOTALS	2018 TOTALS
REVENUES:				
Contribution	\$ 60,467.38	\$ 120,555.79	\$ 181,023.17	\$ 123,225.65
Grants	366,365.00	20,000.00	386,365.00	185,000.00
Contracts	40,000.65		40,000.65	43,249.67
Fundraisers	92,112.89		92,112.89	70,135.72
Other Income	12,805.56		12,805.56	2,823.87
Scholarship Fund Receipt	5,606.75		5,606.75	6,817.90
Interest Income	1,065.65		1,065.65	1,178.60
In-Kind Contributions	3,462.24		3,462.24	2,597.92
Participant Fees	95,010.05		95,010.05	99,547.00
Net Assets Released from Restrictions:				
Restrictions Satisfied by Payments	140,425.80	(140,425.80)		
Total Revenues	<u>\$ 817,321.97</u>	<u>\$ 129.99</u>	<u>\$ 817,451.96</u>	<u>\$ 534,576.33</u>
EXPENSES:				
Salaries and Wages	\$ 464,087.73	\$ -	\$ 464,087.73	\$ 341,012.01
Automobile Expense	10,673.55		10,673.55	10,150.33
Advertising	28,316.91		28,316.91	22,649.24
Program Expense	90,873.82		90,873.82	76,382.79
Depreciation and Amortization	5,087.00		5,087.00	8,273.00
Employee Benefits	42,278.88		42,278.88	36,648.81
Insurance	8,878.54		8,878.54	7,853.54
Miscellaneous	17,420.22		17,420.22	5,745.28
Office Expense	4,906.32		4,906.32	4,448.31
Postage	1,626.81		1,626.81	2,884.27
Printing and Reproduction				1,083.28
Professional Fees	9,530.10		9,530.10	31,462.76
Repairs and Maintenance	5,160.80		5,160.80	4,204.15
Scholarships	5,988.58		5,988.58	4,939.25
Supplies	2,279.81		2,279.81	2,112.20
Taxes - Payroll	39,704.20		39,704.20	30,505.53
Travel	5,168.46		5,168.46	5,850.82
Administrative Expense	52,729.92		52,729.92	65,603.61
Bad Debt Expense	3,010.73		3,010.73	3,141.98
Loss on Sale of Assets	569.30		569.30	552.00
In-Kind Expenses	2,400.00		2,400.00	
Total Expenses	<u>\$ 800,691.68</u>	<u>\$ -</u>	<u>\$ 800,691.68</u>	<u>\$ 665,503.16</u>
Changes in Net Assets	<u>\$ 16,630.29</u>	<u>\$ 129.99</u>	<u>\$ 16,760.28</u>	<u>\$ (130,926.83)</u>
Net Assets, September 1	<u>(11,231.24)</u>	<u>68,382.91</u>	<u>57,151.67</u>	<u>188,078.50</u>
Net Assets, August 31	<u>\$ 5,399.05</u>	<u>\$ 68,512.90</u>	<u>\$ 73,911.95</u>	<u>\$ 57,151.67</u>

TREKKERS, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED AUGUST 31, 2019 AND 2018

	2019 TOTALS	2018 TOTALS
CASH FLOWS FROM OPERATING ACTIVITIES:		
Contributions	\$ 181,023.17	\$ 123,225.65
Grants	278,706.22	303,339.59
Contracts	40,000.65	43,249.67
Fundraisers	92,112.89	70,135.72
Other Income	12,835.62	2,823.87
Scholarship Fund Receipt	5,606.75	6,817.90
Interest Income	1,065.65	1,178.60
In-Kind Contributions	3,462.24	2,597.92
Participant Fees	88,808.81	93,363.79
Total Receipts	<u>\$ 703,622.00</u>	<u>\$ 646,732.71</u>
EXPENDITURES:		
Program Services	\$ 348,138.00	\$ 191,683.59
Management and General	438,761.55	458,545.55
Total Disbursements	<u>\$ 786,899.55</u>	<u>\$ 650,229.14</u>
Net Cash Used in Operating Activities	<u>\$ (83,277.55)</u>	<u>\$ (3,496.43)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of Investments	\$ (26,739.28)	\$ (25,416.98)
Proceeds from Sale of Investments	26,169.98	24,864.98
Net Cash Used in Investing Activities	<u>\$ (569.30)</u>	<u>\$ (552.00)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Net Proceeds From Borrowing	\$ -	\$ 55,000.00
Principal Payments on Debt	(45,000.00)	(43,107.42)
Net Cash Provided by (Used in) Financing Activities	<u>\$ (45,000.00)</u>	<u>\$ 11,892.58</u>
Increase (Decrease) in Cash	<u>\$ (128,846.85)</u>	<u>\$ 7,844.15</u>
Cash Balance, January 1	202,540.96	194,696.81
Cash Balance, December 31	<u>\$ 73,694.11</u>	<u>\$ 202,540.96</u>
Increase (Decrease) in Net Assets (Exhibit B)	\$ 16,760.28	\$ (130,926.83)
Adjustments to Reconcile Net Income (Loss) to Net Cash		
Used in Operating Activities:		
Depreciation	5,087.00	8,273.00
Realized Loss	569.30	552.00
Changes in Operating Assets and Liabilities:		
(Increase) Decrease in Accounts Receivable	4,909.69	(6,183.21)
(Increase) Decrease in Prepaid Expenses	(1,536.76)	587.50
Increase (Decrease) in Accounts Payable	6,311.31	5,621.99
Increase (Decrease) in Accrued Payroll and Taxes	5,211.22	239.53
(Increase) Decrease in Security Deposits	(1,850.00)	
Increase (Decrease) in Deferred Revenue	(118,739.59)	118,339.59
Net Cash Used in Operating Activities	<u>\$ (83,277.55)</u>	<u>\$ (3,496.43)</u>

TREKKERS, INC.
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2019

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Organization and Purpose

Trekkers, Inc. is an exempt organization under Internal Revenue Code 501(c)(3). Trekkers, Inc. provides an outdoor-based mentoring program that connects young people with caring adults through expeditionary learning, community service and adventure-based education. Trekkers, Inc. follows students as they “graduate” from one program to the next along a six-year journey that starts in the 7th grade and continues until they graduate from high school.

Basis of Presentation

The financial statements have been prepared in accordance with U.S. generally accepted accounting principles (“US GAAP”), which require the Project to report information regarding its financial position and activities according to the following net asset classifications:

Net Assets without Donor Restrictions:

These are net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Project. These net assets may be used at the discretion of the Project and the Board of Directors.

Net Assets with Donor Restrictions:

These are net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity. Donor restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions in the statement of activities.

Cash and Cash Equivalents

For purposes of the Statement of Cash Flows, the cash balance includes all checking and savings held by Trekkers, Inc.

Use of Estimates

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

Accounts Receivable

Accounts Receivable are stated at the amount management expects to be collected based on Management’s assessment of the credit history with customers having outstanding balances and current relationships with them. It was concluded that realized losses on balances outstanding at year end will be immaterial and therefore no allowance for uncollectible accounts is considered necessary.

TREKKERS, INC.
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2019

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D):

Property, Plant, and Equipment

It is Trekkers, Inc.'s policy to capitalize Property, Plant, and Equipment with a useful life greater than one year. Purchased Property, Plant, and Equipment is capitalized at cost. Donations of Property, Plant, and Equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire Property, Plant, and Equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, Trekkers, Inc. reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. Trekkers, Inc. reclassifies temporarily restricted net assets to unrestricted net assets at that time. Property, Plant, and Equipment are depreciated using the modified accelerated cost recovery system.

Useful lives used for depreciation are as follows:

Equipment	5 to 7 Years
Buses	5 Years

The following is a summary of changes during the year:

	BALANCE 9/1/18	ADDITIONS	DISPOSALS	BALANCE 8/31/19
Buses	\$ 162,974.78	\$	\$	\$ 162,974.78
Equipment	27,412.66			27,412.66
Leasehold Improvements	3,555.86			3,555.86
Total Property, Plant and Equipment	\$ 193,943.30	\$	\$	\$ 193,943.30
Less: Accumulated Depreciation	(168,256.89)	(5,087.00)		(173,343.89)
Property, Plant and Equipment Net of Accumulated Depreciation	<u>\$ 25,686.41</u>	<u>\$ (5,087.00)</u>	<u>\$</u>	<u>\$ 20,599.41</u>

Recent Accounting Pronouncements

Revenue Recognition

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, Revenue from Contracts with Customers, to clarify the principles for recognizing revenue and to develop a common revenue standard for U.S. GAAP and International Financial Reporting Standards (IFRS). The core principle of the guidance requires entities to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The guidance is effective for all nonpublic entities with annual periods beginning after December 15, 2018. Management is currently evaluating the impact of adoption on its financial statements.

TREKKERS, INC.
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2019

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONT'D):

Recent Accounting Pronouncements (Cont'd)

Leases

In February 2016, the FASB issued ASU 2016-02, Leases. This new standard will provide users of the financial statements a more accurate picture of the assets and the long-term financial obligations of companies that lease. The standard is for a dual-model approach; a lessee will account for most existing capital leases as Type A leases, and most existing operating leases as Type B leases. Both will be reported on the statement of financial position of the company for leases with a term exceeding 12 months. Lessors will see some changes, too, largely made to align with the revised lease model. For nonpublic companies, the new leasing standard will apply for fiscal years beginning after December 15, 2019. The standard requires retroactive application to previously issued financial statements for 2019 and 2018, if presented. Management is currently evaluating the impact of adoption on its financial statements.

Not-for-Profit Entities

In August 2016, the FASB issued ASU 2016-14, Not-for-Profit Entities: Presentation of Financial Statements of Not-for-Profit Entities, to amend current reporting requirements to make several improvements including reducing complexities of information presented within Not-for-Profit financial statements. A main provision of this update is that a Not-for-Profit entity will report two classes of net assets (amounts for net assets with donor restrictions and net assets without donor restrictions), rather than the currently required three classes. The guidance is effective for annual periods beginning after December 15, 2018, with early application permitted. This standard requires retroactive application to previously issued financial statements for 2018, if presented. Management has implemented this statement in the current years financial statements.

Subsequent Events

As of December 17, 2019, the date the financial statements were available to be issued, management has reviewed events after August 31, 2019, and has determined that there are no material subsequent events requiring disclosure.

NOTE B - CASH AND CASH EQUIVALENTS:

At year-end the carrying amount of Trekkers, Inc.'s deposits (checking, certificates of deposit, and savings accounts) was \$73,694.11 and the bank balance was \$76,227.61. Of the bank balance, \$76,227.61 was covered by federal depository insurance.

TREKKERS, INC.
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2019

NOTE C - PROPERTY, PLANT, AND EQUIPMENT:

The following is a summary of changes in the fixed asset accounts:

	BALANCE 9/1/18	ADDITIONS	DISPOSALS	BALANCE 8/31/19
Van	\$ 24,000.00	\$	\$	\$ 24,000.00
Lucy	58,974.02			58,974.02
Equipment	27,412.66			27,412.66
Daisy	80,000.76			80,000.76
Leasehold Improvements	3,555.86			3,555.86
Total	\$ 193,943.30	\$	\$	\$ 193,943.30
Less: Accumulated Depreciation	(168,256.89)	(5,087.00)		(173,343.89)
Net Book Value	<u>\$ 25,686.41</u>	<u>\$ (5,087.00)</u>	<u>\$</u>	<u>\$ 20,599.41</u>

NOTE D - TEMPORARILY RESTRICTED NET ASSETS:

Temporarily restricted net assets consisted of the following at August 31, 2019:

Scholarship	\$ 4,208.12
Education	2,713.50
Bus Fund	15,198.12
Trekkers Training Inst.	22,346.25
Holiday Fund	19.51
Working Capital	4,454.12
Capacity Building	19,573.28
	<u>\$ 68,512.90</u>

NOTE E - LINE OF CREDIT:

The Organization currently has a line of credit through First National Bank with an interest rate of 5.50%. There were no transfers from the credit line to checking for the year. Payments made to the line of credit have totaled \$45,000.00 for the year. There is no outstanding balance on the credit line as of August 31, 2019.

NOTE F - COMMITMENTS:

On September 26, 2018 Trekkers, Inc. entered into a lease agreement with J. Edward Knight & Co. for professional office use at 58 Park Street, Suite 202, Rockland, Maine 04841. The lease agreement is for a term of two years beginning on November 1, 2018 through October 31, 2020 with an installment schedule of \$1,850.00 per month for a total of \$44,400.00. Prior to move in date, Trekkers, Inc. had been required to pay a deposit in the amount of \$1,850.00. There is an option to renew the lease for another two years at the end of the lease term.

TREKKERS, INC.
NOTES TO FINANCIAL STATEMENTS
AUGUST 31, 2019

NOTE G - DONATED SERVICES:

The Organization has trained volunteer workers whose services are estimated at fair market value and are recorded as in-kind income and expense.

NOTE H - INCOME TAXES:

The Organization is exempt from income taxes on related business income under Section 501(c)(3) of the Internal Revenue Code.

Tax-exempt organizations could incur income taxes as the result of a tax position they have historically taken on various tax exposure items including unrelated business income or tax status. Under guidance issued by the Financial Accounting Standards Board, assets and liabilities are established for uncertain tax positions taken or positions expected to be taken on income tax returns when such positions are judged to not meet the "more-likely-than-not" threshold, based upon the technical merits of the position. Estimated interest and penalties, if applicable, related to uncertain tax positions are included as a component of income tax expense.

The Organization has evaluated the position taken on its filed tax returns. The Organization has concluded no uncertain income tax positions exist at August 31, 2019. The Organization's tax years from 2015 through 2019 are open and subject to examination.

NOTE I - EMPLOYEE RETIREMENT BENEFITS:

Trekkers, Inc. offers a Simple IRA with an employer-match to all full-time employees after sixty days of continuous employment, provided that the Organization has sufficient resources. Employees may elect to have one, two, or three percent of wages matched by Trekkers, Inc. towards the Simple IRA Retirement Savings Plan. The Plan is managed by Edward Jones. During the fiscal year ending August 31, 2019 employees' contributions totaled \$9,128.00 and employer contributions totaled \$5,260.00.