

**SEACOLOGY**  
**(A Nonprofit Public Benefit Corporation)**

**FINANCIAL STATEMENTS  
AND SUPPLEMENTARY INFORMATION**

**For the Years Ended  
December 31, 2017 and 2016**

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## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors  
Seacology  
Berkeley, California

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Seacology (a nonprofit organization) which comprise the statements of financial position as of December 31, 2017 and 2016, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

### **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.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these 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 audits to obtain reasonable assurance about whether the 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 financial statements referred to above present fairly, in all material respects, the financial position of Seacology as of December 31, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

**Other Matters**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses are presented for purposes of additional analysis and are not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the 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 financial statements as a whole.

*Doran & Associates*

June 26, 2018

**SEACOLOGY**  
(A Nonprofit Public Benefit Corporation)

**STATEMENTS OF FINANCIAL POSITION**  
December 31, 2017 and 2016

	2017	2016
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents (Note 1)	\$ 2,270,990	\$ 549,812
Expedition trust account (Note 1)	8,233	100
Current portion of contributions, grants, and accounts receivable, net of allowance for doubtful accounts (Note 2)	513,723	1,949,535
Prepaid expenses and deposits	82,811	107,758
Total current assets	<u>2,875,757</u>	<u>2,607,205</u>
Contributions, grants and accounts receivable, net of current portion, allowance for doubtful accounts and present value discount (Note 2)	19,052	177,059
Marketable equity securities (Note 3)	5,544,299	5,331,124
Equipment and leasehold improvements, net of accumulated depreciation of \$56,242 at 2017 and \$58,043 at 2016 (Notes 1 and 4)	<u>1,064</u>	<u>1,976</u>
Total assets	<u>\$ 8,440,172</u>	<u>\$ 8,117,364</u>
<b>LIABILITIES AND NET ASSETS</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 34,334	\$ 5,436
Prepaid expedition deposits	8,133	-
Accrued vacation liability (Note 5)	37,162	28,568
Total liabilities	<u>79,629</u>	<u>34,004</u>
Net assets (Note 6):		
Unrestricted net assets:		
Undesignated	3,109,506	2,989,393
Board-designated:		
Force for Good	802,404	672,632
Falealupo endowment (Note 7)	198,449	177,219
Quasi-endowment (Note 7)	<u>3,019,968</u>	<u>951,186</u>
Total unrestricted net assets	<u>7,130,327</u>	<u>4,790,430</u>
Temporarily restricted net assets	<u>1,230,216</u>	<u>3,292,930</u>
Total net assets	<u>8,360,543</u>	<u>8,083,360</u>
Total liabilities and net assets	<u>\$ 8,440,172</u>	<u>\$ 8,117,364</u>

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

**SEACOLOGY**  
**(A Nonprofit Public Benefit Corporation)**

**STATEMENTS OF ACTIVITIES**  
**For the year ended December 31, 2017**

	Unrestricted	Temporarily Restricted	Total
<b>SUPPORT, REVENUE AND TRANSFERS</b>			
Public support:			
Foundation grants	\$ 153,053	\$ 984,484	\$ 1,137,537
Donations and bequests	927,600	406,909	1,334,509
In-kind contributions (Note 1)	<u>820</u>	<u>-</u>	<u>820</u>
Total public support	<u>1,081,473</u>	<u>1,391,393</u>	<u>2,472,866</u>
Revenue:			
Investment income (Note 3)	321,290	310,596	631,886
Expedition income, net of expenses of \$13,952	(10,352)	-	(10,352)
Miscellaneous	<u>1,000</u>	<u>-</u>	<u>1,000</u>
Total revenue	<u>311,938</u>	<u>310,596</u>	<u>622,534</u>
Net assets released from restriction (Note 8)	<u>3,764,703</u>	<u>(3,764,703)</u>	<u>-</u>
Total support, revenue and transfers	<u>5,158,114</u>	<u>(2,062,714)</u>	<u>3,095,400</u>
<b>EXPENSES</b>			
Program services	2,407,209	-	2,407,209
Management and general	171,415	-	171,415
Fundraising	<u>239,593</u>	<u>-</u>	<u>239,593</u>
Total expenses	<u>2,818,217</u>	<u>-</u>	<u>2,818,217</u>
Change in net assets	2,339,897	(2,062,714)	277,183
Net assets, beginning of year	<u>4,790,430</u>	<u>3,292,930</u>	<u>8,083,360</u>
Net assets, end of year	<u>\$ 7,130,327</u>	<u>\$ 1,230,216</u>	<u>\$ 8,360,543</u>

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

**SEACOLOGY**  
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**STATEMENTS OF ACTIVITIES (CONTINUED)**  
**For the year ended December 31, 2016**

	Unrestricted	Temporarily Restricted	Total
<b>SUPPORT, REVENUE AND TRANSFERS</b>			
Public support:			
Foundation grants	\$ 187,369	\$ 662,931	\$ 850,300
Donations and bequests	905,663	1,337,048	2,242,711
In-kind contributions (Note 1)	<u>820</u>	<u>-</u>	<u>820</u>
Total public support	<u>1,093,852</u>	<u>1,999,979</u>	<u>3,093,831</u>
Revenue:			
Investment income (Note 3)	85,070	54,452	139,522
Expedition income, net of expenses of \$10,258	(4,589)	-	(4,589)
Miscellaneous	<u>77</u>	<u>-</u>	<u>77</u>
Total revenue	<u>80,558</u>	<u>54,452</u>	<u>135,010</u>
Net assets released from restriction (Note 8)	<u>2,974,324</u>	<u>(2,974,324)</u>	<u>-</u>
Total support, revenue and transfers	<u>4,148,734</u>	<u>(919,893)</u>	<u>3,228,841</u>
<b>EXPENSES</b>			
Program services	1,977,446	-	1,977,446
Management and general	131,361	-	131,361
Fundraising	<u>253,050</u>	<u>-</u>	<u>253,050</u>
Total expenses	<u>2,361,857</u>	<u>-</u>	<u>2,361,857</u>
Change in net assets	1,786,877	(919,893)	866,984
Net assets, beginning of year	<u>3,003,553</u>	<u>4,212,823</u>	<u>7,216,376</u>
Net assets, end of year	<u>\$ 4,790,430</u>	<u>\$ 3,292,930</u>	<u>\$ 8,083,360</u>

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

**SEACOLOGY**  
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**STATEMENTS OF CASH FLOWS**  
**For the years ended December 31, 2017 and 2016**

	2017	2016
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Change in net assets	<u>\$ 277,183</u>	<u>\$ 866,984</u>
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	912	4,562
Unrealized gain on investments	(5,086)	(16,017)
Realized (gain) loss on investments	(557,687)	9,611
Changes in assets and liabilities:		
Contributions, grants, and accounts receivable	1,593,819	1,443,430
Prepaid expenses and deposits	24,947	(12,695)
Accounts payable and accrued expenses	28,898	(40,304)
Accrued vacation liability	8,594	2,203
Prepaid expedition deposits	8,133	-
Total adjustments	<u>1,102,530</u>	<u>1,390,790</u>
Net cash provided by operating activities	<u>1,379,713</u>	<u>2,257,774</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Sales of marketable equity securities	2,862,976	653,297
Purchases and reinvestments of marketable equity securities	(2,513,378)	(3,149,529)
Change in expedition trust account	(8,133)	-
Net cash provided (used) by investing activities	<u>341,465</u>	<u>(2,496,232)</u>
Net increase (decrease) in cash and cash equivalents	1,721,178	(238,458)
Cash and cash equivalents, beginning of year	<u>549,812</u>	<u>788,270</u>
Cash and cash equivalents, end of year	<u>\$ 2,270,990</u>	<u>\$ 549,812</u>

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



**SEACOLOGY**  
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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

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NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization - Seacology (hereafter, the Corporation) is a nonprofit public benefit corporation whose purpose is to protect the threatened species and habitats of the world's islands by working directly with local people to both conserve their natural resources and improve their quality of life. The Corporation's major sources of revenue are foundation grants, donations, and bequests.

Basis of Presentation - Resources are classified for accounting and reporting purposes into three classes of net assets, according to externally imposed restrictions:

*Unrestricted net assets* - Net assets that are not subject to any donor-imposed restrictions.

*Temporarily restricted net assets* - Net assets resulting (a) from contributions and other inflows of assets whose use by the Corporation is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the Corporation pursuant to those stipulations, (b) from other asset enhancements and diminishments that are subject to the same kind of stipulations, and (c) from reclassification from (or to) other classes of net assets as a consequence of donor-imposed stipulations, their expiration by passage of time, or their fulfillment and removal by actions of the Corporation pursuant to those stipulations.

*Permanently restricted net assets* - Net assets resulting (a) from contributions and other inflows of assets whose use by the Corporation is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Corporation, (b) from other asset enhancements and diminishments that are subject to the same kinds of stipulations, and (c) from reclassification from (or to) other classes of net assets as a consequence of donor-imposed stipulations.

There were no permanently restricted net assets as of December 31, 2017 and 2016.

Method of Accounting - The financial statements of the Corporation are prepared using the accrual basis of accounting, which reflects revenue when earned and expenses as incurred.

Cash and Cash Equivalents - For purposes of the statement of cash flows, cash is defined as cash in demand deposit accounts as well as cash on hand. Cash equivalents are short term, highly liquid investments that are readily convertible to known amounts of cash and investments so near their maturity that the risk of changes in value due to changes in interest rates is negligible. These are generally investments with maturity dates within three months of the acquisition date. Not included as cash equivalents are funds restricted as to their use, regardless of liquidity or the maturity dates of investments, which include funds held in the expedition trust account.

Contributions - Contributions are recognized when the donor makes a promise to give to the Corporation that is, in substance, unconditional. Donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

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NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

In-Kind Contributions - The Corporation receives the benefit of in-kind goods and services that either (a) create or enhance a nonfinancial asset or (b) require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased by the organization if they had not been provided by contribution.

Equipment and Leasehold Improvements - The Corporation records equipment and leasehold improvements in excess of \$2,000 at historical cost or, if donated, at fair market value at the date of donation. Depreciation is determined on the straight-line method over the estimated useful life of 5 years.

Expedition Trust Account - As a licensed seller of travel for expeditions, the Corporation maintains a separate trust account used to hold participant deposits for travel. Use of these funds is restricted to pay travel service providers and other specific fees.

Income Taxes - The Corporation is exempt from federal and state taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701d of the California Revenue and Taxation Code, and is considered by the IRS to be an organization other than a private foundation. In the opinion of management, there is no unrelated business income.

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

ASC 740-10, *Accounting for Uncertainty in Income Taxes* - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the Corporation to report information regarding its exposure to various tax positions taken by the Corporation. The Corporation has determined whether any tax positions have met the recognition threshold and have measured the Corporation's exposure to those tax positions. Management believes that the Corporation has adequately addressed all relevant tax positions and that there are no unrecorded tax liabilities. Federal and state tax authorities generally have the right to examine and audit the previous three years of tax returns filed. Any interest or penalties assessed to the Corporation are recorded in operating expenses. No interest or penalties from federal or state tax authorities were recorded in the accompanying financial statements.

Accounting Standards, ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*- In May 2014, the FASB issued new revenue recognition guidance, which applies to most contracts with customers. The core revenue recognition principle is that revenue should be recognized as the organization transfers goods or services to customers/clients in an amount reflecting the consideration it expects to receive. This new guidance is effective for the Corporation for annual reporting periods beginning after December 15, 2017. In the opinion of management, the implementation of this standard will not materially impact these financial statements.

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Accounting Standards, ASU 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities (Topic 958)*- In August 2016, the FASB issued new financial statement presentation guidance, which applies to most nonprofit financial statements. The new guidance will impact net asset classes, the presentation of investment return, and other changes, and is effective for annual financial statements issued for fiscal years beginning after December 15, 2017. The new standard is not expected to have a material impact on the Corporation's financial position, results of operations, or cash flows.

Accounting Standards Update, ASU 2016-18, *Statement of Cash Flows (Topic 230): Restricted Cash* - In response to divergence in the way restricted cash is classified and presented in financial statements, FASB issued an amendment requiring that a statement of cash flows explain the change during a reporting period of the total of cash, cash equivalents, and amounts generally described as restricted cash and restricted cash equivalents. The amendment is effective for fiscal years beginning after December 31, 2018. The new standard is expected to have an impact on the Corporation's statement of cash flows.

Accounting Standards, ASU 2016-02, *Leases* - In February 2016, the FASB issued amendments to the way lessees record lease transactions. Upon implementation, lessees will be required to recognize at commencement the right-of-use asset and a lease liability representing the lessee's obligation to make lease payments arising from the lease, as discounted, for all leases except short-term leases. This Standard is effective for annual financial statements issued for fiscal years beginning after December 15, 2019, and early adoption is permitted. Management is currently evaluating the impact the amendments to this ASU will have on the financial statements of the Corporation.

Subsequent Events - Subsequent events have been evaluated through June 26, 2018, which is the date the financial statements were available to be issued.

NOTE 2 CONTRIBUTIONS, GRANTS, AND ACCOUNTS RECEIVABLE

The Corporation received pledges, grants, and other receivables for various purposes. The receivables are collectible as follows at December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Current portion	\$ 550,270	\$ 1,955,506
Less: allowance for doubtful accounts	<u>(36,547)</u>	<u>(5,971)</u>
Net current portion	<u>513,723</u>	<u>1,949,535</u>
Long-term portion, year ending December 31:		
2018	N/A	213,332
2019	22,000	22,000
Less: allowance for doubtful accounts	(1,320)	(39,340)
Less: present value discount, 8%	<u>(1,628)</u>	<u>(18,933)</u>
Net long-term portion	<u>19,052</u>	<u>177,059</u>
Total contributions, grants, and accounts receivable	<u>\$ 532,775</u>	<u>\$ 2,126,594</u>

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**NOTES TO FINANCIAL STATEMENTS**  
For the years ended December 31, 2017 and 2016

NOTE 2 CONTRIBUTIONS, GRANTS, AND ACCOUNTS RECEIVABLE (Continued)

Included in pledges receivable is a significant pledge of investments, to be collected by the Corporation over several years. Because the investment instruments underlying the pledge may change in value, the pledge shall be adjusted accordingly until collected.

During the years ended December 31, 2017 and 2016, the Corporation also received several conditional pledges, totaling \$158,716 and \$290,000, respectively. These conditional awards will be recognized by the Corporation upon fulfillment of the conditions.

NOTE 3 MARKETABLE EQUITY SECURITIES

The following are the major categories of marketable equity securities measured at fair value on a recurring basis during the years ended December 31, 2017 and 2016, using quoted prices in active markets for identical assets (Level 1); significant other observable inputs (Level 2); and significant unobservable inputs (Level 3):

<u>Description</u>	Fair Value Measurements Using			<u>Total</u>
	Quoted Price in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
<i>December 31, 2017:</i>				
Corporate stocks / equities	\$ 3,693,526	\$ -	\$ -	\$ 3,693,526
Fixed income and preferreds	1,824,660	-	-	1,824,660
Alternatives	26,113	-	-	26,113
	<u>\$ 5,544,299</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 5,544,299</u>
<i>December 31, 2016:</i>				
Mutual funds	\$ 4,739,693	\$ -	\$ -	\$ 4,739,693
Corporate stocks	591,431	-	-	591,431
	<u>\$ 5,331,124</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 5,331,124</u>

The following summarizes the investment income (loss), including interest earned on bank deposits, earned during the years ended December 31, 2017 and 2016:

	2017	2016
Unrealized gain on investments	\$ 5,086	\$ 16,017
Realized gain (loss) on investments	557,687	(9,611)
Interest and dividend income	69,113	133,116
	<u>\$ 631,886</u>	<u>\$ 139,522</u>

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

NOTE 4 EQUIPMENT AND LEASEHOLD IMPROVEMENTS

Equipment and leasehold improvements consist of the following:

<u>Equipment and leasehold improvements, at cost</u>	<u>Leasehold Improvements</u>	<u>Furniture and Equipment</u>	<u>Other</u>	<u>Total</u>
Balance, December 31, 2015	\$ 20,782	\$ 15,237	\$ 24,000	\$ 60,019
Additions	-	-	-	-
Balance, December 31, 2016	20,782	15,237	24,000	60,019
Additions	-	-	-	-
Disposals	-	(2,713)	-	(2,713)
Balance, December 31, 2017	<u>20,782</u>	<u>12,524</u>	<u>24,000</u>	<u>57,306</u>
<u>Accumulated depreciation</u>				
Balance, December 31, 2015	20,782	12,033	20,666	53,481
Depreciation expense	-	1,228	3,334	4,562
Balance, December 31, 2016	20,782	13,261	24,000	58,043
Depreciation expense	-	912	-	912
Disposals	-	(2,713)	-	(2,713)
Balance, December 31, 2017	<u>20,782</u>	<u>11,460</u>	<u>24,000</u>	<u>56,242</u>
Equipment and leasehold improvements, net	<u>\$ -</u>	<u>\$ 1,064</u>	<u>\$ -</u>	<u>\$ 1,064</u>

NOTE 5 ACCRUED VACATION LIABILITY

Accumulated unpaid employee vacation benefits are recognized as liabilities of the Corporation. A maximum of one and a half year's allotment of vacation days can be accrued. Once an employee reaches the maximum, the employee no longer accrues vacation until the balance drops below the maximum. The value of accumulated vacation at December 31, 2017 and 2016, was \$37,162 and \$28,568, respectively.

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

NOTE 6 NET ASSETS

Unrestricted net assets:

The Corporation has unrestricted net assets that are not subject to donor imposed restrictions. The balance of unrestricted net assets at December 31, 2017 and 2016, was \$7,130,327 and \$4,790,430, respectively. Included in that amount are net assets that have been designated by the Board of Directors to be used as follows:

	2017	2016
Force for Good	\$ 802,404	\$ 672,632
Falealupo endowment (see Note 7)	198,449	177,219
Quasi-endowment (see Note 7)	3,019,968	951,186
	\$ 4,020,821	\$ 1,801,037

Temporarily restricted net assets:

These are contributions which were received with donor stipulations that limit the use of the assets for specific purposes and/or for specific time periods. Temporarily restricted net assets at December 31, 2017 and 2016, are designated for the following uses:

	2017	2016
Island Conservation projects	\$ 849,249	\$ 1,150,380
Time-restricted	357,773	2,193,916
Other	-	1,617
Pacific Islands projects	62,689	11,261
Less: allowance for uncollectible receivable and present value discount on restricted grants	(39,495)	(64,244)
	\$ 1,230,216	\$ 3,292,930

NOTE 7 ENDOWMENT

The Corporation's endowment consists of three investment accounts established for a variety of purposes. Its endowment consists of Board-designated endowment funds. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

NOTE 7 ENDOWMENT (CONTINUED)

Interpretation of Law - The Board of Directors of the Corporation has interpreted the California State Prudent Management of Institutional Funds Act (SPMIFA) as requiring the preservation of the fair market value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Corporation classifies as permanently restricted net assets (a) the original value of the gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) 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, if applicable.

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 organization in a manner consistent with the standard of prudence prescribed in SPMIFA. In accordance with SPMIFA, the organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund
2. The purpose of the organization and the donor-restricted endowment fund
3. General economic conditions
4. The possible effect of inflation and deflation
5. The expected total return from income and the appreciation of investments
6. Other resources of the organization
7. The investment policies of the organization

Endowment Net Asset Composition by Type of Fund as of:

<u>December 31, 2017</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Board-designated endowment funds:				
Falealupo endowment	\$ 198,449	\$ -	\$ -	\$ 198,449
Quasi-endowment	<u>3,019,968</u>	<u>-</u>	<u>-</u>	<u>3,019,968</u>
Total funds	<u>\$ 3,218,417</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,218,417</u>
<u>December 31, 2016</u>				
Board-designated endowment funds:				
Falealupo endowment	\$ 177,219	\$ -	\$ -	\$ 177,219
Quasi-endowment	<u>951,186</u>	<u>-</u>	<u>-</u>	<u>951,186</u>
Total funds	<u>\$ 1,128,405</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,128,405</u>

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

NOTE 7 ENDOWMENT (CONTINUED)

Changes in Endowment Net Assets for the Fiscal Years Ended December 31, 2017 and 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, December 31, 2015	\$ 473,953	\$ -	\$ -	\$ 473,953
Investment return:				
Interest and dividends	-	31,939	-	31,939
Unrealized gain/loss	-	26,694	-	26,694
Service charges	-	(4,181)	-	(4,181)
Total investment return	-	54,452	-	54,452
Contributions	700,000	-	-	700,000
Appropriation of endowment assets for expenditure	54,452	(54,452)	-	-
Distribution	(100,000)	-	-	(100,000)
Endowment net assets, December 31, 2016	1,128,405	-	-	1,128,405
Investment return:				
Interest and dividends	-	49,877	-	49,877
Unrealized gain/loss	-	284,077	-	284,077
Service charges	-	(23,357)	-	(23,357)
Total investment return	-	310,597	-	310,597
Contributions	1,887,578	-	-	1,887,578
Appropriation of endowment assets for expenditure	310,597	(310,597)	-	-
Distribution	(108,163)	-	-	(108,163)
Endowment net assets, December 31, 2017	<u>\$ 3,218,417</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,218,417</u>



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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

NOTE 7 ENDOWMENT (CONTINUED)

Description of Amounts Classified as Permanently Restricted Net Assets and Temporarily Restricted Net Assets (Endowment Only) for the Fiscal Years Ended December 31, 2017 and 2016

*Permanently Restricted Net Assets*

	2017	2016
The portion of perpetual endowment funds that is required to be retained Permanently either by explicit donor stipulation of SPMIFA	\$ -	\$ -
Total endowment funds classified as permanently restricted net assets	\$ -	\$ -

Description of Amounts Classified as Permanently Restricted Net Assets and Temporarily Restricted Net Assets (Endowment Only) for the Fiscal Years Ended December 31, 2017 and 2016

*Temporarily Restricted Net Assets*

	2017	2016
Term endowment funds	\$ -	\$ -
The portion of perpetual endowment funds subject to a time restriction under SPMIFA:		
Without purpose restrictions	-	-
With purpose restrictions	-	-
Total endowment funds classified as temporarily restricted net assets	\$ -	\$ -

Funds with Deficiencies

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 SPMIFA requires the organization to retain as a fund of perpetual duration. In accordance with GAAP, deficiencies of this nature would be reported in unrestricted net assets. There were no funds with deficiencies as of December 31, 2017 and 2016.

Return Objectives and Risk Parameters

For Falealupo Endowment and other endowment funds, the Corporation's objective is to earn a long-term real return, net of investment expenses, of at least 5% per annum pending market conditions. "Real return" means the time-weighted total return on the investment portfolio in excess of inflation as measured by the Consumer Price Index ("CPI"). Liquidity and capital preservation (price protection) are the Corporation's essential investment considerations at this time.

When the Corporation's total capital assets reach a level at which a portion may be considered a true "endowment", the Corporation expects that the total investment objective for such endowment will be a long-term return in excess of CPI + 5%.

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**NOTES TO FINANCIAL STATEMENTS**  
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NOTE 7    ENDOWMENT (CONTINUED)

Strategies Employed for Achieving Objectives

The Corporation seeks to achieve the return objective through diversification across multiple asset classes and, when appropriate, active security selection.

When the Corporation's total capital assets reach a level at which a portion may be considered a true "endowment", the Corporation's strategy will be to invest a portion of the endowment in "alternative" investments in restricted securities with little or no liquidity and significant capital risk.

The Investment Committee is responsible for reviewing and modifying as necessary the Investment Policy Statement, including the endowment.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Quasi-endowment held for operating purposes fund shall make an annual distribution to the Corporation general account for annual operating purposes in an amount to be determined by the Board, between 0% and 6% of the market value of the endowment fund on the preceding December 31. Such distribution shall be made no later than March 31 of each year. The annual distribution amount shall be initially set at 0% until the endowment fund reaches a balance of \$5,000,000, at which time the annual distribution amount will be set at 4% of the moving average of the last three years' total market value of the endowment fund on each December 31. An increase of the 6% maximum limit may be changed by the Board only with a dual vote per the procedures set forth below for extraordinary distributions from the endowment account. The annual distribution amount should be set by the Board within a range normally considered prudent.

A separate quasi-endowment fund was established in 2016 to contribute to the Corporation's long-term viability. Each year, some of these separate quasi-endowment funds will be withdrawn and deposited into the general operating account to be used for projects and operations, other than the Sri Lanka Mangrove protection program. In 2016, the amount withdrawn was \$100,000, with future withdrawals to increase by CPI.

Quasi-endowment Extraordinary Distributions: In order to withdraw and distribute funds from the Quasi-endowment to the general operating account in excess of the annual distribution amount established by the Board, the proposed withdrawal must be communicated to the Board members and the vote of at least 75% of the acting Board members, not just a quorum of those present, must approve the withdrawal by two separate votes at least 30 days apart. Such notice shall be given in person, or by written or electronic communication as provided in the By-Laws for the giving of notices.

Amounts earned on investment returns for the Quasi-endowment Fund are released from restriction and appropriated as earned.

Distributions from the Falealupo Endowment may be made from both investment principal and income. Amounts earned on investment returns for the Falealupo Endowment are released from restriction and appropriated as earned. Distributions from the Falealupo Endowment are made on a case-by-case basis.

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

NOTE 8 NET ASSETS RELEASED FROM RESTRICTION

During the years ended December 31, 2017 and 2016, the following temporarily restricted funds were used for their restricted purposes, and they were released to unrestricted net assets:

	2017	2016
Island Conservation projects	\$ 1,230,495	\$ 961,374
Endowment gains (losses) (see Note 7)	310,597	54,452
Seacology Prize event underwriting	37,285	29,839
Pacific Island projects	36,322	48,864
Western Pacific Islands projects	12,250	27,025
Time-restricted	2,132,583	1,839,696
Save an Acre	1,880	2,620
Other specific purposes	3,291	10,454
	\$ 3,764,703	\$ 2,974,324

NOTE 9 LEASE

The Corporation leases its offices in Berkeley, California, under a lease maturing September 30, 2022. Minimum monthly rent ranges from \$3,264 to \$3,767. Rent expense for the lease for the years ended December 31, 2017 and 2016, was \$41,148 and \$40,346, respectively.

The estimated future minimum payments for the long-term lease for the current and succeeding years are as follows:

Year ending December 31,	
2018	\$ 41,970
2019	42,810
2020	43,666
2021	44,539
2022	33,903
	\$ 206,888

NOTE 10 TAX SHELTERED ANNUITY

The Corporation established a 403(b) deferred income plan at TIAA for all employees who have completed four months of service with the Corporation. Voluntary contributions are made by employees who choose to participate to the extent permissible by law. Additionally, the Corporation contributes an amount equal to 15% of employee salaries for eligible staff. During the years ended December 31, 2017 and 2016, the Corporation made contributions totaling \$94,985 and \$94,904, respectively, to the plan.

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**NOTES TO FINANCIAL STATEMENTS**  
For the years ended December 31, 2017 and 2016

NOTE 11 JOINT COSTS

The Corporation achieves some of its programmatic goals in newsletter mailings, its website, and expeditions that include requests for contributions. In 2017 and 2016, the costs of these activities include \$18,056 and \$19,762, respectively, of joint costs that are not directly attributable to the program, fundraising, or management and general component of the activities. The joint costs incurred in 2017 and 2016 were allocated as follows:

	<u>Program</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
<u>2017:</u>				
Postage	\$ 2,584	\$ 110	\$ 604	\$ 3,298
Printing	9,985	16	1,120	11,121
Travel and meetings	<u>2,508</u>	<u>-</u>	<u>1,129</u>	<u>3,637</u>
	<u>\$ 15,077</u>	<u>\$ 126</u>	<u>\$ 2,853</u>	<u>\$ 18,056</u>
<u>2016:</u>				
Postage	\$ 2,177	\$ 431	\$ 1,485	\$ 4,093
Printing	9,123	-	1,189	10,312
Travel and meetings	<u>1,881</u>	<u>-</u>	<u>3,476</u>	<u>5,357</u>
	<u>\$ 13,181</u>	<u>\$ 431</u>	<u>\$ 6,150</u>	<u>\$ 19,762</u>

NOTE 12 LICENSE AGREEMENTS

The Corporation has entered into exclusive non-transferable License Agreements with Seacology Germany, Seacology Japan, and Seacology UK. These agreements allow the licensees to carry on the Seacology concept into Germany, Japan, Austria, Switzerland, and Great Britain and the United Kingdom, so that more projects can be launched on developing islands throughout the world. The Corporation is the sole owner of the Seacology name, service, and trademarks associated directly with particular, unique and evolving conservation policies, concepts and practices, the Seacology brand, and extending to the manner and style with which Seacology, Inc. conducts its affairs.

Licensees agree that all work they undertake will be consistent with the concept, and licensees will not pursue any course of conduct or policy that the Corporation believes to be inconsistent with same.

Under the License Agreements, the Corporation presents the Licensees with projects on islands throughout the world (primarily islands in developing nations). As a representative organization, licensees can only fund “Seacology projects” which are identified, developed, structured and offered to them by the Corporation. These License Agreements may be terminated at any time upon 30 days written notice.

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**NOTES TO FINANCIAL STATEMENTS**  
**For the years ended December 31, 2017 and 2016**

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NOTE 12 LICENSE AGREEMENTS (CONTINUED)

During the years ended December 31, 2017 and 2016, the Corporation received the following pledges and contributions from licensees to fund specific projects:

	<u>2017</u>	<u>2016</u>
Seacology Germany	\$ -	\$ -
Seacology Japan	<u>14,019</u>	<u>20,000</u>
	<u>\$ 14,019</u>	<u>\$ 20,000</u>

At December 31, 2017 and 2016, \$2,000 and \$3,000, respectively, was receivable from Seacology Germany.

NOTE 13 RISKS, UNCERTAINTIES AND CONCENTRATIONS

The Corporation relies on a significant amount of funding received in the form of donations and grants from individuals and foundations as well as investment income to support its operations. The current global financial markets may have an impact on the level of funding provided by these funding sources and the market value of marketable equity securities held by the Corporation. While it is impracticable to determine the impact of these events, management is taking steps to address potential changes in funding levels and reduce the Corporation's exposure to impact from these events.

One special-purpose funder provided a grant totaling \$705,395, which is 23% of the total public support, in 2017. This grant is also reported in contributions, grants, and accounts receivable at December 31, 2017, representing 37% of gross receivables.

As of December 31, 2017, the Corporation had exceeded the federally insured cash limit of \$250,000 on its several depository accounts. At December 31, 2017, the Corporation had approximately \$1,543,000 on deposit in excess of federally insured limits.

**SUPPLEMENTARY INFORMATION**

**SEACOLOGY**  
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**SCHEDULES OF FUNCTIONAL EXPENSES**  
**For the year ended December 31, 2017**

	Program	Management and General	Fundraising	Total
Bookkeeping and accounting	\$ -	\$ 64,351	\$ -	\$ 64,351
Computer services	9,334	1,290	2,953	13,577
Consultants: Field representatives	133,287	-	-	133,287
Consultants: other	16,550	-	7,365	23,915
Dues, subscriptions and publications	2,566	331	801	3,698
Insurance	7,358	4,999	2,264	14,621
Legal fees	-	275	-	275
Licenses and permits	-	1,100	-	1,100
Office supplies and maintenance	11,377	1,506	3,646	16,529
Postage and delivery	3,084	411	1,570	5,065
Printing	9,994	148	4,819	14,961
Property taxes	-	291	-	291
Public education	40,149	-	-	40,149
Rent and utilities	30,878	4,285	9,778	44,941
Salaries and employee benefits	627,961	85,102	200,577	913,640
Telephone	3,107	415	992	4,514
Travel and meetings	73,048	6,764	4,423	84,235
In-kind expenses	556	61	203	820
Depreciation expense	627	85	200	912
Seacology Prize Expenses	37,785	-	-	37,785
Grant payments/project expenses	1,399,541	-	-	1,399,541
Miscellaneous	<u>7</u>	<u>1</u>	<u>2</u>	<u>10</u>
Total expenses	<u>\$ 2,407,209</u>	<u>\$ 171,415</u>	<u>\$ 239,593</u>	<u>\$ 2,818,217</u>
	<u>85%</u>	<u>6%</u>	<u>9%</u>	<u>100%</u>

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**SCHEDULES OF FUNCTIONAL EXPENSES (CONTINUED)**  
For the year ended December 31, 2016

	Program	Management and General	Fundraising	Total
Bookkeeping and accounting	\$ -	\$ 29,875	\$ -	\$ 29,875
Computer services	6,511	894	2,355	9,760
Consultants: Field representatives	124,867	-	-	124,867
Consultants: other	854	-	2,062	2,916
Dues, subscriptions and publications	2,029	286	667	2,982
Insurance	8,709	4,882	2,905	16,496
Licenses and permits	-	685	-	685
Office supplies and maintenance	7,446	989	2,524	10,959
Postage and delivery	2,673	642	2,951	6,266
Printing	9,205	785	8,737	18,727
Property taxes	-	292	-	292
Public education	22,199	-	-	22,199
Rent and utilities	29,710	4,189	10,058	43,957
Salaries and employee benefits	593,414	82,052	205,381	880,847
Telephone	2,761	381	950	4,092
Travel and meetings	59,847	4,909	13,142	77,898
In-kind expenses	521	68	231	820
Depreciation expense	3,073	425	1,064	4,562
Seacology Prize Expenses	29,989	-	-	29,989
Grant payments/project expenses	1,073,567	-	-	1,073,567
Miscellaneous	71	7	23	101
<b>Total expenses</b>	<b><u>\$ 1,977,446</u></b>	<b><u>\$ 131,361</u></b>	<b><u>\$ 253,050</u></b>	<b><u>\$ 2,361,857</u></b>
	<b><u>84%</u></b>	<b><u>6%</u></b>	<b><u>10%</u></b>	<b><u>100%</u></b>