

**INTERNATIONAL SNOW LEOPARD TRUST**

**FINANCIAL STATEMENTS**

**YEAR ENDED DECEMBER 31, 2023  
(WITH COMPARATIVE TOTALS FOR 2022)**



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(WITH COMPARATIVE TOTALS FOR 2022)**

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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
International Snow Leopard Trust  
Seattle, Washington

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the accompanying financial statements of International Snow Leopard Trust (a nonprofit organization), which comprises the statement of financial position as of December 31, 2023, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of International Snow Leopard Trust as of December 31, 2023, and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### ***Basis for Opinion***

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

#### ***Responsibilities of Management for the Financial Statements***

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

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

***Auditors' Responsibilities for the Audit of the Financial Statements***

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

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of International Snow Leopard Trust's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about International Snow Leopard Trust's ability to continue as a going concern for a reasonable period of time.

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

***Report on Summarized Comparative Information***

We have previously audited the International Snow Leopard Trust's 2022 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 13, 2023. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2022 is consistent, in all material respects, with the audited financial statements from which it has been derived.



**CliftonLarsonAllen LLP**

Bellevue, Washington  
November 13, 2024

**INTERNATIONAL SNOW LEOPARD TRUST**  
**STATEMENT OF FINANCIAL POSITION**  
**DECEMBER 31, 2023**  
**(WITH COMPARATIVE TOTALS FOR 2022)**

<b>ASSETS</b>	2023	2022
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	\$ 3,514,933	\$ 2,927,506
Grants and contributions Receivable	227,575	113,475
Inventory	75,317	90,411
Unconditional Promises to Give	70,672	275,423
Prepaid Expenses and Deposits	31,851	15,551
Total Current Assets	3,920,348	3,422,366
<b>RESTRICTED ASSETS</b>		
Endowment Cash	52,364	110,961
Endowment Investments	3,919,050	3,283,018
Total Restricted Assets	3,971,414	3,393,979
<b>FIXED ASSETS</b>		
Property, Furniture, and Equipment	204,697	200,891
Less: Accumulated Depreciation	(204,154)	(193,144)
Total Fixed Assets	543	7,747
Operating Right of Use Asset, Net of Accumulated Amortization	198,671	183,418
<b>OTHER ASSETS</b>		
Film Production Costs, Net	92,508	107,926
Total Other Assets	92,508	107,926
Total Assets	\$ 8,183,484	\$ 7,115,436
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 61,605	\$ 42,362
Current Lease Liability - Operating	46,634	30,851
Refundable Advance	212,886	48,280
Total Current Liabilities	321,125	121,493
<b>LONG-TERM LIABILITIES</b>		
Long-Term Lease Liability - Operating	155,038	156,266
Total Long-Term Liabilities	155,038	156,266
Total Liabilities	476,163	277,759
<b>NET ASSETS</b>		
Without Donor Restrictions:		
Undesignated	2,221,958	2,074,070
Designated by Board for Long-Term Investment - Endowment	1,075,616	1,075,616
Total Without Donor Restrictions	3,297,574	3,149,686
With Donor Restrictions:		
Purpose Restrictions	1,050,690	137,331
Time Restrictions	70,672	262,275
Perpetual in Nature	3,288,385	3,288,385
Total With Donor Restrictions	4,409,747	3,687,991
Total Net Assets	7,707,321	6,837,677
Total Liabilities and Net Assets	\$ 8,183,484	\$ 7,115,436

See accompanying Notes to Financial Statements.

**INTERNATIONAL SNOW LEOPARD TRUST**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2023**  
**(WITH COMPARATIVE TOTALS FOR 2022)**

	Without Donor Restrictions	With Donor Restrictions	2023 Total	2022 Total
<b>SUPPORT AND REVENUE</b>				
Grants	\$ 646,473	\$ 354,888	\$ 1,001,361	\$ 948,231
Contributions	1,987,542	-	1,987,542	1,648,872
Special Event Revenue	185,107	-	185,107	176,240
Contributed Services	349	-	349	611
Sales	145,628	-	145,628	152,989
Less:	-	-	-	-
Investment Income (Loss)	(25,608)	577,438	551,830	(643,704)
Foreign Currency Gain (Loss)	(1,881)	-	(1,881)	(129)
Other Income	-	-	-	2,702
Bad Debt Recovery	-	-	-	-
Net Assets Released from Restrictions	210,570	(210,570)	-	-
Total Support and Revenue	<u>3,148,180</u>	<u>721,756</u>	<u>3,869,936</u>	<u>2,285,812</u>
<b>EXPENSES</b>				
Program	2,384,830	-	2,384,830	2,329,228
Management and General	213,151	-	213,151	160,624
Fundraising	402,311	-	402,311	325,489
Total Expenses	<u>3,000,292</u>	<u>-</u>	<u>3,000,292</u>	<u>2,815,341</u>
<b>CHANGE IN NET ASSETS</b>	147,888	721,756	869,644	(529,529)
Net Assets - Beginning of Year	<u>3,149,686</u>	<u>3,687,991</u>	<u>6,837,677</u>	<u>7,367,206</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 3,297,574</u>	<u>\$ 4,409,747</u>	<u>\$ 7,707,321</u>	<u>\$ 6,837,677</u>

See accompanying Notes to Financial Statements.

**INTERNATIONAL SNOW LEOPARD TRUST  
STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED DECEMBER 31, 2023  
(WITH COMPARATIVE TOTALS FOR 2022)**

	<u>Program</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>2023 Total</u>	<u>2022 Total</u>
Salaries and Wages	\$ 500,189	\$ 104,253	\$ 176,429	\$ 780,871	\$ 613,592
Payroll Taxes and Benefits	78,243	17,348	28,219	123,810	120,136
Field Operations	1,573,435	233	-	1,573,668	1,624,186
Travel and Conferences	22,291	4,101	27,427	53,819	44,284
Professional Fees	4,263	58,215	3,973	66,451	54,424
Printing	7,891	623	26,216	34,730	25,224
Postage and Shipping	2,869	871	19,240	22,980	7,920
Occupancy	30,436	255	8,928	39,619	32,011
Office Expenses	19,009	19,066	35,195	73,270	54,154
Special Events	5,816	1,227	34,969	42,012	34,045
Taxes, Fees, and Licenses	12,735	3,380	35,291	51,406	49,593
Credit losses	-	-	367	367	-
Inventory Write Off	10,206	-	-	10,206	18,141
Cost of Goods Sold	100,655	-	-	100,655	103,091
Depreciation and Amortization	16,792	3,579	6,057	26,428	34,540
	<u>\$ 2,384,830</u>	<u>\$ 213,151</u>	<u>\$ 402,311</u>	<u>\$ 3,000,292</u>	<u>\$ 2,815,341</u>
Total Expenses	<u>\$ 2,384,830</u>	<u>\$ 213,151</u>	<u>\$ 402,311</u>	<u>\$ 3,000,292</u>	<u>\$ 2,815,341</u>

See accompanying Notes to Financial Statements.

**INTERNATIONAL SNOW LEOPARD TRUST**  
**STATEMENT OF CASH FLOWS**  
**YEAR ENDED DECEMBER 31, 2023**  
**(WITH COMPARATIVE TOTALS FOR 2022)**

	2023	2022
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 869,644	\$ (529,529)
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation and Amortization	26,428	34,540
Write-off of Inventory	10,206	18,141
Gain on Investments, Net of Fees	(371,475)	673,477
Interest and Dividends Restricted for Endowment	(170,816)	(19,754)
Donation of Securities	(10,133)	(10,249)
Noncash Lease Expense	(698)	3,699
Loss on Write off of Film Production Costs	-	6,621
(Increase) Decrease in Assets:		
Accounts Receivable	(114,100)	(48,213)
Inventory	4,888	20,744
Unconditional Promises to Give	204,751	(250,423)
Prepaid Expenses and Deposits	(16,300)	(9,691)
Increase (Decrease) in Liabilities:		
Accounts Payable and Accrued Expenses	19,243	1,464
Refundable Advance	164,606	(31,545)
Net Cash Provided (Used) by Operating Activities	616,244	(140,718)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Withdrawals from Investments	117,000	173,899
Purchases and Reinvested Earnings into Investments	(371,424)	(19,756)
Purchase of Equipment	(3,806)	(4,665)
Net Cash Provided (Used) by Investing Activities	(258,230)	149,478
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Interest and Dividends Restricted for Endowment	170,816	19,754
Net Cash Provided by Financing Activities	170,816	19,754
<b>NET INCREASE IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH</b>	528,830	28,514
Cash, Cash Equivalents, and Restricted Cash - Beginning of Year	3,038,467	3,009,953
<b>CASH, CASH EQUIVALENTS, AND RESTRICTED CASH - END OF YEAR</b>	\$ 3,567,297	\$ 3,038,467

See accompanying Notes to Financial Statements.



**INTERNATIONAL SNOW LEOPARD TRUST  
STATEMENT OF CASH FLOWS (CONTINUED)  
YEAR ENDED DECEMBER 31, 2023  
(WITH COMPARATIVE TOTALS FOR 2022)**

	2023	2022
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>		
Noncash Investing and Financing Activities:		
Donation of Securities	\$ 10,133	\$ 10,249
 <b>RECONCILIATION OF CASH AND RESTRICTED CASH - END OF YEAR PER THE CASH FLOW STATEMENT TO CASH PER THE STATEMENT OF FINANCIAL POSITION</b>		
Cash and Cash Equivalents	\$ 3,514,933	\$ 2,927,506
Endowment Cash	52,364	110,961
Cash and Cash Equivalents and Restricted Cash per Cash Flow Statement	\$ 3,567,297	\$ 3,038,467

See accompanying Notes to Financial Statements.

**INTERNATIONAL SNOW LEOPARD TRUST  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023**

**NOTE 1 PRINCIPAL ACTIVITY AND SIGNIFICANT ACCOUNTING POLICIES**

**Organization**

International Snow Leopard Trust (the Trust) is a Washington nonprofit corporation formed on January 28, 1981. The Trust is managed by a 12-member board of directors. The Trust is dedicated to the conservation of the snow leopard and its mountain habitat by working in partnership with individuals and institutions in Central Asia. The Trust accomplishes its mission through the implementation of innovative conservation, education, research, and policy programs. The Trust's programs are supported primarily through grants, contributions, and sales of merchandise.

**Financial Statement Presentation**

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

*Net Assets Without Donor Restrictions* – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

*Net Assets With Donor Restrictions* – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

The Trust reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

**Revenue Recognition**

Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met.

At December 31, 2023, there were no contributions that had not been recognized in the accompanying statement of activities because the condition on which they depend were not yet met. The conditional contributions depend on incurring program costs as outlined in the budget submitted in the proposal.

A portion of the Trust's revenue is derived from cost-reimbursable federal, state, local and international contracts and grants, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses.

**INTERNATIONAL SNOW LEOPARD TRUST  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023**

**NOTE 1 PRINCIPAL ACTIVITY AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Revenue Recognition (Continued)**

Amounts received are recognized as revenue when the Trust has incurred expenditures in compliance with specific contract or grant provisions. Amounts received prior to incurring qualifying expenditures are reported as refundable advances in the statement of financial position. The Trust received cost-reimbursable grants of \$1,047,877 that have not been recognized at December 31, 2023, because qualifying expenditures have not yet been incurred, with advance payments of \$212,886 recognized in the statement of financial position as a refundable advance.

Revenues derived from merchandise sales are recognized as goods are delivered to the buyer.

**Cash and Cash Equivalents**

For the purpose of the statement of cash flows, the Trust considers all highly liquid debt instruments purchased with maturities of three months or less to be cash equivalents. Cash and cash equivalents exclude cash restricted for the endowment fund. Cash balances may at times exceed federally insured limits. At December 31, 2023, deposits in excess of federally insured limit were \$3,039,838. The Trust believes it is not exposed to any significant risk of loss on these funds.

**Accounts Receivable and Allowance for Credit Losses**

Accounts receivable are stated at the amount management expects to collect. The Trust's estimate of expected credit losses is subject to inherent uncertainty, and actual losses could differ from these estimates. The Trust reviews its estimate of expected credit losses on a regular basis and makes adjustments as necessary based on changes in economic conditions, customer creditworthiness, and other factors. Any changes in the estimate of expected credit losses are recorded as an adjustment to the contract asset balance and are reflected in the statement of operations. There was no allowance for credit losses at December 31, 2023 and 2022.

**Inventory**

Inventory consists of hand-felted wool products, art, and other items for sale through the online store of the Trust. Inventory is valued at the lower of cost (weighted average basis) or net realizable value.

**Property and Equipment**

All acquisitions of furniture and equipment in excess of \$1,000 and all expenditures for repairs and maintenance that prolong the useful lives of assets are capitalized.

Depreciation is provided on the straight-line basis over the estimated useful lives of three to five years. Furniture and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation.

The Trust produced a documentary film focused on the Livestock Insurance Program. All direct costs incurred in the production of the film are capitalized. The Trust begins amortization of the capitalized film from the date of release. Amortization is provided on straight-line basis over the estimated useful life of five years. Amortization of the costs of the capitalized film during 2023 was \$7,709.

**INTERNATIONAL SNOW LEOPARD TRUST**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**NOTE 1 PRINCIPAL ACTIVITY AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**In-Kind Contributions**

Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received.

Many volunteers have donated time to the Trust's activities. However, the value of these volunteer services is not recorded in the accompanying financial statements as they do not meet the criteria for recognition.

**Functional Allocation of Expenses**

The costs of program and supporting services activities have been summarized on a functional basis in the statement of activities. The statement of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include depreciation, and office and occupancy, which are both allocated on a square footage basis, as well as salaries and benefits, which are allocated on the basis of estimates of time and effort. Other expenses are allocated based on the allocation of salaries.

**Income Tax**

The Trust is exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code. It has been classified as an organization that is not a private foundation within the meaning of section 509(a) because it is an organization of the type described in Section 509(a)(2). The Trust's income tax filings are subject to examination by various taxing authorities.

The Trust follows the provisions of uncertain tax positions as addressed in Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) *Subtopic 740-10, Income Taxes*. The Trust believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements.

**Shipping and Handling Costs**

Freight billed to customers is considered sales revenue and the related freight costs as postage and shipping in the statement of functional expenses.

**Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect 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 revenue and expenses during the reporting period. Actual results could differ from those estimates.

**INTERNATIONAL SNOW LEOPARD TRUST**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**NOTE 1 PRINCIPAL ACTIVITY AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Adoption of New Accounting Standard**

The Organization has adopted ASU 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*, as amended, which modifies the measurement of expected credit losses. The Organization adopted this new guidance utilizing the modified retrospective transition method. The adoption of this standard did not have a material impact on the Organization's financial statements but did change how the allowance for credit losses is determined.

**Leases**

The Trust leases commercial real estate of approximately 1,337 rentable square feet of interior space. The Trust determines if an arrangement is a lease at inception. Operating leases are included in operating lease right-of-use (ROU) assets, other current liabilities, and operating lease liabilities on the statement of financial position. Finance leases are included in property and equipment, other current liabilities, and other long-term liabilities on the statement of financial position.

ROU assets represent the Trust's right to use an underlying asset for the lease term and lease liabilities represent the Trust obligation to make lease payments arising from the lease. ROU assets and liabilities are recognized at the lease commencement date based on the present value of lease payments over the lease term. As most leases do not provide an implicit rate, the Trust uses a risk-free rate based on the information available at commencement date in determining the present value of lease payments. The operating lease ROU asset also includes any lease payments made and excludes lease incentives. The lease terms may include options to extend or terminate the lease when it is reasonably certain that the Trust will exercise that option. Lease expense for lease payments is recognized on a straight-line basis over the lease term. The Trust has elected to recognize payments for short-term leases with a lease term of 12 months or less as expense as incurred and these leases are not included as lease liabilities or right of use assets on the statement of financial position.

The Trust has elected not to separate non-lease components from lease components and instead accounts for each separate lease component and the non-lease component as a single lease component.

Trust's lease agreements do not contain any material residual value guarantees or material restrictive covenants.

**Reclassifications**

Certain reclassifications have been made to the 2022 financial statement presentation to correspond to the current year's format. Net assets and changes in net assets are unchanged due to these reclassifications.

**INTERNATIONAL SNOW LEOPARD TRUST  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023**

**NOTE 2 COMPARATIVE FINANCIAL STATEMENTS**

The financial statements include certain prior year summarized comparative information in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Trust's financial statements for the year ended December 31, 2022, from which the summarized information was derived.

**NOTE 3 LIQUIDITY AND AVAILABILITY**

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

Cash and Cash Equivalents	\$ 3,514,933
Accounts Receivable	227,575
Unconditional Promises to Give, Current	<u>70,672</u>
Total	<u><u>\$ 3,813,180</u></u>

Excess funds, if any, are invested in the short-term Money Market account until resources are needed for paying expenditures. No other formal investment policy has been adopted since the International Snow Leopard Trust annual operating budget is designed as a breakeven budget, and excess funds are generally not held greater than one fiscal year.

Endowment funds consist of donor-restricted endowments. Income from donor-restricted endowments is restricted for specific purposes, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure.

**NOTE 4 FAIR VALUE MEASUREMENTS**

FASB ASC, *Subtopic 820-10, Fair Value Measurements and Disclosures*, establishes a hierarchy for measuring fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3).

Fair values of assets measured at December 31, 2023 were as follows:

	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Cash	\$ 311,950	\$ 311,950	\$ -	\$ -
Exchange Traded Funds	196,546	196,546	-	-
Money Market Funds	19,641	19,641	-	-
Stocks and Options	10,153	10,153	-	-
Mutual Funds	<u>3,380,760</u>	<u>3,380,760</u>	-	-
Total Investments at Fair Value	<u><u>\$ 3,919,050</u></u>	<u><u>\$ 3,919,050</u></u>	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>

**INTERNATIONAL SNOW LEOPARD TRUST  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023**

**NOTE 5 UNCONDITIONAL PROMISES TO GIVE**

Unconditional promises to give are recorded as receivables and revenue when received. The Trust distinguishes between contributions received for each net asset category in accordance with donor-imposed restrictions. Pledges are recorded after being discounted to the anticipated net present value of the future cash flows if applicable. The discount is not considered material at December 31, 2023. All amounts are considered collectible at December 31, 2023.

Pledges are expected to be realized in the following periods:

In One Year or Less	\$ 70,672
Between One and Five Years	-
Total	\$ 70,672

**NOTE 6 DONOR-RESTRICTED NET ASSETS**

Donor-restricted net assets at December 31, 2023 were restricted for the following:

Conservation	\$ 341,827
Educational Activities	25,833
Time Restrictions	70,672
Earnings - Endowment Corpus	683,030
Perpetual in Nature	3,288,385
Total	\$ 4,409,747

**NOTE 7 ENDOWMENT**

**Endowment Funds**

International Snow Leopard Trust's endowment consists of four donor-restricted endowment funds. The Felburn and Schiller funds are general funds. The Freeman fund specifies that \$1,000 be granted annually to an individual that lives in the snow leopard range and works to promote the conservation of the species. The Ranger rewards fund specifies that £4,200 worth of Citizen-Ranger Wildlife Protection Program (CRWPP) financial awards, equivalent to \$5,081 at December 31, 2023, be granted annually.

**Interpretation of Relevant Law**

The Foundation follows the Uniform Prudent Management of Institutional Funds Act (UPMIFA) and its own bylaws. The board of directors of the Trust has interpreted UPMIFA as requiring the preservation of the historical dollar amount of a donor-restricted endowment fund absent explicit donor stipulations to the contrary. As a result of this interpretation, the Trust classifies as net assets with donor restrictions, perpetual in nature (a) the original value of 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.

**INTERNATIONAL SNOW LEOPARD TRUST  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2023**

**NOTE 7 ENDOWMENT (CONTINUED)**

**Interpretation of Relevant Law (Continued)**

The remaining portion of the donor-restricted endowment fund that is not classified in net assets with donor restrictions, perpetual in nature is classified as net assets with donor restrictions, purpose restricted until those amounts are appropriated for expenditure by the Trust in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Trust 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 purposes of 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 Trust
7. The investment policies of the Trust

**Investment Return Objectives, Risk Parameters, and Strategies**

The Trust has adopted investment and spending policies for endowment assets, approved by the board of directors that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain and preserve the principal value of these endowment assets. Under this policy the endowment assets are invested in a manner that is intended to provide absolute returns in excess of Treasury bill rates after all expenses and inflation.

Returns will be measured over standard economic cycles of three, five, and ten years while assuming a moderate level of investment risk. International Snow Leopard Trust expects its endowment funds, over time, to provide an average rate of return of approximately 7% annually. Actual returns in any given year may vary from this amount.

**Strategies Employed for Achieving Objectives**

To satisfy its long-term rate-of-return objectives, the Trust relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Trust targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

**Spending Policy and How the Investment Objectives Relate to Spending Policy**

The Trust has a policy of appropriating for distribution each year 4% of its endowment fund's fair value at September 30 of the current year. In establishing this policy, the Trust considered the long-term expected return on its endowment. Accordingly, over the long term, the Trust expects the current spending policy to allow its endowment to grow at an average of 3% annually.

This is consistent with the Trust's objective to maintain the principal value of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.



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**NOTE 7 ENDOWMENT (CONTINUED)**

**Spending Policy and How the Investment Objectives Relate to Spending Policy  
(Continued)**

Endowment net asset composition by type of fund as of December 31, 2023 was as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total Net Endowment Assets</u>
Donor-Restricted Endowment Funds:			
Felburn Foundation Endowment	\$ -	\$ 1,137,745	\$ 1,137,745
Freeman Endowment	-	116,391	116,391
Schiller Endowment	-	2,318,869	2,318,869
IWT Endowment	-	281,410	281,410
Shimasaki Board Designated Endowment	1,075,616	45,549	1,121,165
Total Funds at December 31, 2023	<u>\$ 1,075,616</u>	<u>\$ 3,899,964</u>	<u>\$ 4,975,580</u>

Changes in endowment net assets for the year ended December 31, 2023, were as follows:

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total Net Endowment Assets</u>
Endowment Net Assets -			
January 1, 2023	\$ 1,075,616	\$ 3,393,978	\$ 4,469,594
Contributions	-	-	-
Investment Income (Loss)	-	586,976	586,976
Investment Income (Loss) - Board Designated	-	45,549	45,549
Investment Fees	-	(9,539)	(9,539)
Amounts Appropriated for Expenditure	-	(117,000)	(117,000)
Endowment Net Assets -			
December 31, 2023	<u>\$ 1,075,616</u>	<u>\$ 3,899,964</u>	<u>\$ 4,975,580</u>

**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 UPMIFA requires the Trust to retain as a fund of perpetual duration (underwater endowments). The Trust's spending policy states that in no event shall funds be distributed from the endowment fund that would reduce its balance below the principal of the endowment.

**NOTE 8 LEASES – ASC 842**

The Trust leases commercial real estate property under a long-term lease agreement. The lease expires in 2028. Additionally, the agreement requires the Organization to pay taxes, insurance, and repairs.

The following table provides quantitative information concerning the Trust's leases.

Operating Lease Costs	<u>\$ 42,563</u>
Total Lease Costs	<u>\$ 42,563</u>

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**NOTE 8 LEASES – ASC 842 (CONTINUED)**

The Trust classifies the total undiscounted lease payments that are due in the next 12 months as current. A maturity analysis of annual undiscounted cash flows for lease liabilities as of December 31, 2023, is as follows:

<u>Year Ended December 31,</u>	<u>Amount</u>
2024	\$ 45,400
2025	46,758
2026	48,161
2027	49,610
2028	20,925
Thereafter	-
Total Lease Payments	<u>210,854</u>
Less: Interest	<u>(9,182)</u>
Present Value of Lease Liability	<u>\$ 201,672</u>

Other information related to the Organization’s operating lease as of December 31, 2023 was as follows:

Other Information:

Cash Paid for Amounts Included in the

Measurement of Lease Liability:

Operating Cash Flows from Operating Lease	\$ 39,562
Right-of-Use Assets Obtained in Exchange for New Operating Lease Liability	\$ 237,574
Weighted-Average Remaining Lease Term	4.4
Weighted-Average Discount Rate	2%

**NOTE 9 LINE OF CREDIT**

The Trust has a \$110,000 bank line of credit with Beneficial State Bank, which matures November 8, 2025. Amounts borrowed under this agreement bear interest at 6.75%. At December 31, 2023, there was no balance outstanding. The line is secured by Inventory, equipment, deposit accounts, and investments owned by the Trust.

**NOTE 10 SUBSEQUENT EVENTS**

In preparing these financial statements, the Trust has evaluated events and transactions for potential recognition or disclosure through November 13, 2024, the date the financial statements were available to be issued and has determined there are no such transaction.



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