

COSLEY FOUNDATION, INC.
WHEATON, ILLINOIS

ANNUAL FINANCIAL REPORT

FOR THE FISCAL YEAR ENDED
DECEMBER 31, 2019

COSLEY FOUNDATION, INC.

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FINANCIAL SECTION

INDEPENDENT AUDITORS' REPORT

This section includes the opinion of the Foundation's independent auditing firm.



INDEPENDENT AUDITORS' REPORT

May 22, 2020

Board of Directors
Cosley Foundation, Inc.
Wheaton, Illinois

We have audited the accompanying financial statements of the Cosley Foundation, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2019 and 2018, and the related statements of activities cash flows, and functional expenses for the year 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 opinions on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of 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 Cosley Foundation, Inc.'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 Cosley Foundation, Inc.'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 opinions.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Cosley Foundation, Inc., as of December 31, 2019 and 2018, and the changes in its net assets and its cash flow for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Other Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Cosley Foundation, Inc.'s (a nonprofit organization) financial statements. The supplemental schedules are presented for purposes of additional analysis and are not a required part of the financial statements.

The supplemental schedules are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the financial statements. Such information has been subjected to the auditing procedures applied in the audit 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 basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplemental schedules are fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Lauterbach & Amen, LLP
LAUTERBACH & AMEN, LLP

FINANCIAL STATEMENTS

COSLEY FOUNDATION, INC.

**Statement of Financial Position
December 31, 2019 and 2018**

	<u>2019</u>	<u>2018</u>
ASSETS		
Cash and cash equivalents	\$ 1,096,245	\$ 928,285
Receivables - net of allowance		
Accounts	12,249	17,461
Other	116	116
Inventory	17,418	17,703
Prepays	500	350
TOTAL ASSETS	<u>\$ 1,126,528</u>	<u>\$ 963,915</u>
LIABILITIES		
Accounts payable	<u>\$ 57,628</u>	<u>\$ 110,110</u>
NET ASSETS		
With Donor Restrictions	111,295	107,396
Without Donor Restrictions	957,605	746,409
TOTAL NET ASSETS	<u>1,068,900</u>	<u>853,805</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 1,126,528</u>	<u>\$ 963,915</u>

The notes to the financial statements are an integral part of this statement.

COSLEY FOUNDATION, INC.

**Statement of Activities
For the Fiscal Year Ended December 31, 2019**

	Totals	Without Donor Restrictions	With Donor Restrictions
Revenue and support			
Fund raising events			
Festival of lights/Christmas sales	\$ 221,796	\$ 221,796	\$ —
Cosley Classic	72,001	72,001	—
Fall Fest/pumpkin sales	25,016	25,016	—
Run for the Animals	107,498	107,498	—
Gift shop and concession sales	180,167	180,167	—
Total fund raising events	606,478	606,478	—
Fund raising event costs			
Festival of Lights/Christmas sales	106,604	106,604	—
Cosley Classic	42,192	42,192	—
Fall Fest/pumpkin sales	12,286	12,286	—
Run for the Animals	53,113	53,113	—
Cost of goods sold	70,065	70,065	—
Capital Campaign	3,250	3,250	—
Total fund raising event costs	287,510	287,510	—
Total net fund raising event revenue	318,968	318,968	—
Memberships	59,453	59,453	—
Contributions	248,740	78,726	170,014
Interest earned	783	748	35
Other revenue	495	495	—
Net assets released from restrictions	—	166,150	(166,150)
TOTAL REVENUE AND SUPPORT	628,439	624,540	3,899
Expenses			
Program services			
Contribution to Wheaton Park District	111,016	111,016	—
Capital Campaign	151,884	151,884	—
Total program services	262,900	262,900	—
Management and general			
Administrative	138,121	138,121	—
Bank service charges	124	124	—
Credit card service fees	12,199	12,199	—
Total management and general	150,444	150,444	—
TOTAL EXPENSES	413,344	413,344	—
CHANGES IN NET ASSETS	215,095	211,196	3,899
NET ASSETS - BEGINNING	853,805	746,409	107,396
NET ASSETS - ENDING	\$ 1,068,900	\$ 957,605	\$ 111,295

The notes to the financial statements are an integral part of this statement.

COSLEY FOUNDATION, INC.

**Statement of Activities
For the Fiscal Year Ended December 31, 2018**

	Totals	Without Donor Restrictions	With Donor Restrictions
Revenue and support			
Fund raising events			
Festival of lights/Christmas sales	\$ 210,821	\$ 210,821	\$ —
Cosley Classic	81,115	81,115	—
Fall Fest/pumpkin sales	26,965	26,965	—
Run for the Animals	105,408	105,408	—
Gift shop and concession sales	175,093	175,093	—
Paws for Breakfast	795	795	—
Total fund raising events	<u>600,197</u>	<u>600,197</u>	<u>—</u>
Fund raising events costs			
Festival of Lights/Christmas sales	108,633	108,633	—
Cosley Classic	40,954	40,954	—
Fall Fest/pumpkin sales	11,249	11,249	—
Run for the Animals	42,160	42,160	—
Cost of goods sold	70,567	70,567	—
Paws for Breakfast	795	795	—
Total fund raising events costs	<u>274,358</u>	<u>274,358</u>	<u>—</u>
Total net fund raising event revenue	<u>325,839</u>	<u>325,839</u>	<u>—</u>
Memberships	43,231	43,231	—
Contributions	132,015	43,888	88,127
Interest earned	766	690	76
Other revenue	411	411	—
Net assets released from restrictions	—	157,903	(157,903)
TOTAL REVENUE AND SUPPORT	<u>502,262</u>	<u>571,962</u>	<u>(69,700)</u>
Expenses			
Program services			
Contribution to Wheaton Park District	147,173	147,173	—
Capital Campaign	110,730	110,730	—
Total program services	<u>257,903</u>	<u>257,903</u>	<u>—</u>
Management and general			
Administrative	131,563	131,563	—
Bank service charges	21	21	—
Credit card service fees	8,843	8,843	—
Total management and general	<u>140,427</u>	<u>140,427</u>	<u>—</u>
TOTAL EXPENSES	<u>398,330</u>	<u>398,330</u>	<u>—</u>
CHANGES IN NET ASSETS	103,932	173,632	(69,700)
NET ASSETS - BEGINNING	749,873	572,777	177,096
NET ASSETS - ENDING	<u>\$ 853,805</u>	<u>\$ 746,409</u>	<u>\$ 107,396</u>

The notes to the financial statements are an integral part of this statement.

COSLEY FOUNDATION, INC.

Statement of Cash Flows
For the Fiscal Years Ended December 31, 2019 and 2018

	2019	2018
CASH FROM OPERATING ACTIVITIES		
Change in net assets	\$ 215,095	\$ 103,932
Adjustments to reconcile change in net assets to net cash from operating activities:		
Accounts receivable	5,212	1,962
Inventory	285	41
Prepays	(150)	(350)
Accounts payable	(52,482)	18,310
NET CHANGE IN CASH AND CASH EQUIVALENTS	167,960	123,895
CASH AND CASH EQUIVALENTS - BEGINNING	928,285	804,390
CASH AND CASH EQUIVALENTS - ENDING	<u>\$ 1,096,245</u>	<u>\$ 928,285</u>

The notes to the financial statements are an integral part of this statement.

COSLEY FOUNDATION, INC.

Notes to the Financial Statements

December 31, 2019

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Foundation Purpose

The Cosley Foundation, Inc. , Inc. (Foundation), incorporated under the Not-for-profit Corporation Act of the State of Illinois, is engaged in fund-raising activities solely to benefit the Cosley Zoo (Zoo). The Zoo is a historical zoo, farm, museum, nature center and outdoor educational facility, owned and operated by the Wheaton Park District. The activities of the Zoo include the maintaining of a historic railroad station, barn, aviaries, other buildings and grounds, feeding and veterinary care of animals, and sponsoring of educational programs. The aim of the Foundation is to provide the Zoo with a stable, ascertainable funding base.

Basis of Accounting

The financial statements are prepared using the accrual basis of accounting in which revenue is recognized when earned and expenses are recognized when incurred.

Net Assets

The Foundation's financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America. Net assets of Foundation and changes therein are classified and reported as follows:

Net assets without donor restrictions - Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of the Foundation's management and the board of directors.

Net assets with donor restrictions - Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Foundation or 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.

Use of Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America 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 reported period. Actual results could differ from those estimates.

COSLEY FOUNDATION, INC.

**Notes to the Financial Statements
December 31, 2019**

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Cash and Cash Equivalents

For the purpose of the Statement of Financial Position, cash and cash equivalents are considered to be cash on hand, demand deposits, and cash with fiscal agent. For the purpose of the Statement of Cash Flows, cash and cash equivalents are considered to be cash on hand, demand deposits, cash with fiscal agent, and all highly liquid investments with an original maturity of three months or less.

Receivables

In the Statement of Financial Position, receivables are stated at the amount billed. The Foundation does not charge late fees on amounts past due. An allowance for uncollectible accounts has not been established since management believes all accounts are substantially collectible. Management's periodic evaluation of the collectability of receivables is based on past experience, known and inherent risks in the receivables, adverse situations that may affect the Foundation's ability to be repaid, and current economic conditions. Receivables deemed uncollectible are charged to expense.

Prepays/Inventories

Certain payments to vendors reflect costs applicable to future accounting periods and are recorded as prepaids in both the government-wide and fund financial statements. Prepays/inventories are valued at cost, which approximates market, using the first-in/first-out (FIFO) method.

Contributions

All contributions are considered to be available for unrestricted use, unless specifically restricted by the donor. Amounts received that are designated for future periods, or restricted by the donor for specific purposes, are reported as with donor restrictions support that increase in the net asset classes. However, if a restriction is fulfilled in the same time period in which the contribution is received, the Foundation reports the support as without donor restrictions.

Gifts of property and equipment are reported as unrestricted support, unless explicit donor stipulations specify how the donated asset must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used, and gifts of cash or other assets that must be used to acquire long-lived assets, are reported as restricted support. Absent explicit donor stipulations about how these long-lived assets must be maintained, the Foundation reports expiration of donor restrictions when the donated or acquired long-lived assets are placed in service.

COSLEY FOUNDATION, INC.

Notes to the Financial Statements
December 31, 2019

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Income Taxes

The Foundation is exempt from income tax under IRC section 501(c)(3), and similarly, is exempt from State of Illinois taxes under the Illinois Tax Act Section 205(a), though it is subject to tax on income unrelated to its exempt purpose, unless that income is otherwise excluded by the Code. The Foundation has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated income; to determine its filing and tax obligations in jurisdictions for which it has nexus; and to identify and evaluate other matters that may be considered tax positions. The Foundation has determined that there are no material uncertain tax positions that require recognition or disclosure in the financial statements. There was no unrelated business income for the year ended December 31, 2019.

The Foundation's Forms 990, *Return of Organization Exempt from Income Tax*, are subject to examination by the IRS, generally, for three years after they were filed. Annual filings with the State of Illinois are, similarly, subject to examination.

Budgetary Information

The budget is prepared on the same basis and uses the same accounting principles as are used to prepare the financial statements. The budget is authorized by the board of directors, which is reviewed monthly against actual revenue and expenses by the board. The board discussed with staff the provisions for generating revenue, assuring long-term solvency, and maintaining services. Their recommendations are presented to the board of directors for discussion and decision making. No supplemental appropriations were made during the year.

The Foundation had an excess of actual expenses over budget of \$44,707 as of the date of this report.

NOTE 2 - DETAIL NOTES ON ALL FUNDS

Cash and Cash Equivalents

At December 31, 2019, cash and cash equivalents included \$1,096,245 held in commercial banks of which the entire balance was insured by the Federal Deposit Insurance Corporation.

COSLEY FOUNDATION, INC.

Notes to the Financial Statements
December 31, 2019

NOTE 2 - DETAIL NOTES ON ALL FUNDS - Continued

Net Assets

Net Assets with donor restrictions as of December 31, 2019 and December 31, 2018 was comprised of the following:

	<u>2019</u>	<u>2018</u>
Lincoln Marsh renovation and development	\$ 14,454	\$ 24,860
Capital Campaign	<u>96,841</u>	<u>82,536</u>
	<u>\$ 111,295</u>	<u>\$ 107,396</u>

The source of net assets released from donor restrictions by incurring expenses satisfying the restriction, or by the occurrence of events specified by the donor, was as follows for the years ended December 31, 2019 and December 31, 2018:

	<u>2019</u>	<u>2018</u>
Lincoln March expenses	\$ 11,016	\$ 47,173
Capital Campaign	<u>155,134</u>	<u>110,730</u>
	<u>\$ 166,150</u>	<u>\$ 157,903</u>

Availability and Liquidity

The following represents Foundation's financial assets at December 31, 2019:

Financial assets at year end:	
Cash and cash equivalents	\$ 1,096,245
Receivables	<u>12,365</u>
Total financial assets	1,108,610
Less amounts not available to be used within one year:	
Net assets with donor restrictions	<u>111,295</u>
Financial assets available to meet general expenditures over the next twelve months	<u><u>997,315</u></u>

COSLEY FOUNDATION, INC.

Notes to the Financial Statements
December 31, 2019

NOTE 2 - DETAIL NOTES ON ALL FUNDS - Continued

Availability and Liquidity - Continued

The following represents Foundation's financial assets at December 31, 2018:

Financial assets at year end:		
Cash and cash equivalents	\$	928,285
Receivables		<u>17,577</u>
Total financial assets		945,862
Less amounts not available to be used within one year:		
Net assets with donor restrictions		<u>107,396</u>
Financial assets available to meet general expenditures over the next twelve months		<u><u>838,466</u></u>

Contributed Goods/Services

The Foundation recognized contribution revenue and related expenses for certain goods and services received at fair value. For the years ended December 31, 2019 and December 31, 2018, those included the following:

	<u>2019</u>	<u>2018</u>
Use of golf course	\$ 10,000	\$ 10,000
Equipment, supplies, and other services for fundraising events	<u>18,269</u>	<u>18,748</u>
	<u><u>\$ 28,269</u></u>	<u><u>\$ 28,748</u></u>

In addition, volunteers donated a significant number of hours, estimated at a value of approximately \$8,136 and \$6,732 for the years ended December 31, 2019 and December 31, 2018, respectively, in the Foundation's fundraising efforts, which is not reflected in the accompanying financial statements.

COSLEY FOUNDATION, INC.

**Notes to the Financial Statements
December 31, 2019**

NOTE 2 - DETAIL NOTES ON ALL FUNDS - Continued

Donation Agreement

On October 24, 2012, the Foundation entered into a donation agreement with the Wheaton Park District to fund the purchase of certain real property which will be partially used for administrative and operational functions of the Cosley Zoo. The agreement is an intention to give, which provides a sum of \$800,000 to be paid in 16 annual installments of \$50,000 commencing on July 15, 2013 through and including July 15, 2028. The current year installment is included as part of program service expense. Future installments will be recorded as an expense in the year the contribution is made.

On September 15, 2016, the Foundation entered into a donation agreement with the Wheaton Park District to fund the costs associated with the contract for the Animal Welcome Center/Quarantine Facility for Cosley Zoo. The agreement is an intention to give, which provides a sum of \$250,000 donated in December 2016 and \$25,000 donated annually beginning December 2017 until the donation balance is reached in December 2026. The current year installment is included as part of program service expense. Future installments will be recorded as an expense in the year the contribution is made.

NOTE 3 - SUBSEQUENT EVENT

Subsequent to the date of the financial statements and prior to the audit opinion date, the World Health Organization declared the COVID-19 virus a public health emergency. As of the date of this report, the extent of the impact of COVID-19 on the Foundation's operations and financial position cannot be determined.

SUPPLEMENTAL SCHEDULES

COSLEY FOUNDATION, INC.

**Schedule of Revenue and Support - Budget and Actual
For the Fiscal Year Ended December 31, 2019**

	Budget	Actual	Variance Over (Under)
Revenue and support			
Fund raising events			
Festival of lights/Christmas sales	\$ 196,000	\$ 221,796	\$ 25,796
Cosley Classic	74,750	72,001	(2,749)
Fall Fest/pumpkin sales	27,000	25,016	(1,984)
Run for the Animals	106,900	107,498	598
Gift shop and concession sales	180,000	180,167	167
Total fund raising events	<u>584,650</u>	<u>606,478</u>	<u>21,828</u>
Fund raising event costs			
Festival of lights/Christmas sales	99,794	106,604	6,810
Cosley Classic	45,203	42,192	(3,011)
Fall Fest/pumpkin sales	15,520	12,286	(3,234)
Run for the Animals	52,911	53,113	202
Cost of goods sold	69,050	70,065	1,015
Capital Campaign	—	3,250	3,250
Total fund raising event costs	<u>282,478</u>	<u>287,510</u>	<u>5,032</u>
Total net fund raising event revenue	<u>302,172</u>	<u>318,968</u>	<u>16,796</u>
Memberships	<u>30,000</u>	<u>59,453</u>	<u>29,453</u>
Contributions	<u>166,000</u>	<u>248,740</u>	<u>82,740</u>
Interest earned	<u>580</u>	<u>783</u>	<u>203</u>
Other revenue	<u>452</u>	<u>495</u>	<u>43</u>
TOTAL REVENUE AND SUPPORT	<u><u>\$ 499,204</u></u>	<u><u>\$ 628,439</u></u>	<u><u>\$ 129,235</u></u>

COSLEY FOUNDATION, INC.

**Schedule of Expenses - Budget and Actual
For the Fiscal Year Ended December 31, 2019**

	Budget	Actual	Variance Over (Under)
Expenses			
Program services			
Contribution to Wheaton Park District	\$ 105,000	\$ 111,016	\$ 6,016
Capital Campaign	116,000	151,884	35,884
Total program services	<u>221,000</u>	<u>262,900</u>	<u>41,900</u>
Management and general			
Administrative	140,312	138,121	(2,191)
Bank service charges	150	124	(26)
Credit card service fees	12,207	12,199	(8)
Total management and general	<u>152,669</u>	<u>150,444</u>	<u>(2,225)</u>
TOTAL EXPENSES	<u>\$ 373,669</u>	<u>\$ 413,344</u>	<u>\$ 39,675</u>