



**DUCKS UNLIMITED, INC. AND AFFILIATES**

Consolidated Financial Statements and Supplementary Information

June 30, 2020 and 2019

(With Independent Auditors' Reports Thereon)

## DUCKS UNLIMITED, INC. AND AFFILIATES

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## Independent Auditors' Report

The Board of Directors  
Ducks Unlimited, Inc. and Affiliates:

We have audited the accompanying consolidated financial statements of Ducks Unlimited, Inc. and Affiliates, which comprise the consolidated balance sheets as of June 30, 2020 and 2019, and the related consolidated statements of activities, support and revenues without donor restrictions and expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### *Management's Responsibility for the Financial Statements*

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

### *Auditors' Responsibility*

Our responsibility is to express an opinion on these consolidated 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 audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the 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 consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Opinion*

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Ducks Unlimited, Inc. and Affiliates as of June 30, 2020 and 2019, and the changes in their net assets and their cash flows for the years then ended, in accordance with U.S. generally accepted accounting principles.



*Other Matter*

Our audit was performed for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating balance sheet, consolidating statement of support and revenues without donor restrictions and expenses, and schedule of donated conservation easements are presented for the purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

KPMG LLP

Memphis, Tennessee  
October 8, 2020

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Consolidated Balance Sheets

June 30, 2020 and 2019

<b>Assets</b>	<b>2020</b>	<b>2019</b>
Cash and cash equivalents	\$ 41,694,717	27,831,121
Restricted cash and cash equivalents	25,668,560	22,951,765
Restricted non-negotiable certificates of deposit	5,067,390	12,152,820
Events receivable, net	297,337	1,014,292
Pledges receivable, net	35,701,274	38,779,712
Habitat conservation and other receivables	23,531,569	26,138,517
Event merchandise inventory	7,138,149	4,266,462
Investments	76,162,686	75,753,451
Land held for conservation purposes	52,835,385	57,795,590
Land, buildings, and equipment, net	18,188,901	19,079,513
Other assets	6,853,965	20,186,916
	<hr/>	<hr/>
Total assets	\$ 293,139,933	305,950,159
	<hr/>	<hr/>
<b>Liabilities and Net Assets</b>		
Accounts payable and accrued expenses	\$ 16,000,588	20,637,594
Compensation and related accruals	5,338,303	8,195,514
Deferred revenue	28,347,358	11,345,737
Pension and deferred compensation accruals	9,787,474	5,187,913
Accrued postretirement benefits	752,253	427,230
Revolving land line of credit	7,385,000	8,385,000
Operating line of credit	7,500,000	—
Other liabilities	1,522,461	1,582,608
	<hr/>	<hr/>
Total liabilities	76,633,437	55,761,596
	<hr/>	<hr/>
Net assets:		
Without donor restrictions	78,312,272	86,437,259
With donor restrictions	138,194,224	163,751,304
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Total net assets	216,506,496	250,188,563
	<hr/>	<hr/>
Total liabilities and net assets	\$ 293,139,933	305,950,159
	<hr/>	<hr/>

See accompanying notes to consolidated financial statements.

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Consolidated Statements of Activities

Years ended June 30, 2020 and 2019

	<u>Without donor restrictions</u>	<u>With donor restrictions</u>	<u>Total net assets</u>
Net assets at June 30, 2018	\$ 81,581,931	157,648,942	239,230,873
Support and revenues:			
Support and revenues without donor restrictions	177,859,508	—	177,859,508
Support and revenues with donor restrictions:			
Major conservation gifts	—	40,220,132	40,220,132
Contributions to donor restricted endowments	—	438,391	438,391
Investment return on donor restricted endowments, net of appropriation for expenditure	—	2,002,773	2,002,773
Habitat reimbursements	—	24,025,342	24,025,342
Other revenues	—	55,147	55,147
Net assets released from restrictions:			
Program restrictions satisfied	56,015,457	(56,015,457)	—
Expiration of time restrictions	3,414,123	(3,414,123)	—
Total support and revenues	<u>237,289,088</u>	<u>7,312,205</u>	<u>244,601,293</u>
Total expenses	<u>231,097,921</u>	<u>—</u>	<u>231,097,921</u>
Excess of support and revenues over expenses	6,191,167	7,312,205	13,503,372
Other changes in net assets:			
Loss on uncollectible pledges	—	(1,209,843)	(1,209,843)
Nonoperational:			
Net periodic benefit cost other than service cost	(559,470)	—	(559,470)
Pension and postretirement benefit liability adjustments other than net periodic costs	<u>(776,369)</u>	<u>—</u>	<u>(776,369)</u>
Total change in net assets	<u>4,855,328</u>	<u>6,102,362</u>	<u>10,957,690</u>
Net assets at June 30, 2019	<u>86,437,259</u>	<u>163,751,304</u>	<u>250,188,563</u>
Support and revenues:			
Support and revenues without donor restrictions	188,205,497	—	188,205,497
Support and revenues with donor restrictions:			
Major conservation gifts	—	34,821,344	34,821,344
Contributions to donor restricted endowments	—	709,384	709,384
Investment return on donor restricted endowments, net of appropriation for expenditure	—	(485,871)	(485,871)
Habitat reimbursements	—	323,858	323,858
Habitat conditional contributions reclassified as liabilities	—	(17,955,252)	(17,955,252)
Other revenues	—	184,424	184,424
Net assets released from restrictions:			
Program restrictions satisfied	38,339,820	(38,339,820)	—
Expiration of time restrictions	3,745,095	(3,745,095)	—
Total support and revenues	<u>230,290,412</u>	<u>(24,487,028)</u>	<u>205,803,384</u>
Total expenses	<u>232,584,915</u>	<u>—</u>	<u>232,584,915</u>
Deficit of support and revenues over expenses	(2,294,503)	(24,487,028)	(26,781,531)
Other changes in net assets:			
Loss on uncollectible pledges	—	(1,070,052)	(1,070,052)
Nonoperational:			
Net periodic benefit cost other than service cost	(863,150)	—	(863,150)
Pension and postretirement benefit liability adjustments other than net periodic costs	<u>(4,967,334)</u>	<u>—</u>	<u>(4,967,334)</u>
Total change in net assets	<u>(8,124,987)</u>	<u>(25,557,080)</u>	<u>(33,682,067)</u>
Net assets at June 30, 2020	\$ <u>78,312,272</u>	<u>138,194,224</u>	<u>216,506,496</u>

See accompanying notes to consolidated financial statements.

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Consolidated Statements of Support and Revenues Without Donor Restrictions and Expenses

Years ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Operational revenue:		
Philanthropic sources:		
Net proceeds from committee events	\$ 34,826,196	47,739,265
Direct response membership	13,290,076	12,210,010
Major gifts	38,971,948	40,085,402
Planned gift maturities	1,918,337	1,000,000
Royalties	<u>2,334,531</u>	<u>2,276,713</u>
Total philanthropic revenue	91,341,088	103,311,390
Other operational support and revenue:		
Federal and state habitat reimbursements	83,764,853	60,821,751
Nongovernmental partnerships	22,917,194	23,233,528
State grants	3,221,397	3,438,652
Donated conservation easements	7,346,804	31,656,126
Advertising revenue	1,964,115	2,582,907
Donated educational programming	15,254,956	6,177,741
Appropriated endowment and quasi-endowment earnings	3,769,513	4,146,234
Other revenues	<u>141,948</u>	<u>69,322</u>
Total operational support and revenue	<u>229,721,868</u>	<u>235,437,651</u>
Operational expense:		
Program service expenses:		
Waterfowl conservation:		
U.S. habitat delivery	129,487,129	110,788,699
Conservation easements	7,346,804	31,656,126
Government relations	3,334,857	3,590,910
Ducks Unlimited Canada	13,604,599	12,101,750
Ducks Unlimited de Mexico	908,326	961,928
Conservation education:		
Magazine	3,779,210	4,076,764
Communications and conferences	7,303,338	7,363,088
Donated educational programming	15,254,956	6,177,741
Education delivery	9,397,561	9,897,092
Membership services	<u>2,868,988</u>	<u>3,504,893</u>
Total program service expenses	<u>193,285,768</u>	<u>190,118,991</u>
Fund-raising expenses:		
Field operations	11,485,907	12,096,445
Direct response membership development	10,168,622	9,236,963
Major gift development and advertising	<u>10,963,001</u>	<u>11,553,410</u>
Total fund-raising expense	32,617,530	32,886,818
Administration	<u>6,681,617</u>	<u>8,092,112</u>
Total operational expense	<u>232,584,915</u>	<u>231,097,921</u>
Operational (loss) surplus	<u>(2,863,047)</u>	<u>4,339,730</u>
Nonoperational:		
Revolving land contributions	2,862,829	1,430,000
Net losses on land sales	(335,940)	(1,080,393)
Other quasi-endowment contributions	356,822	1,156,703
Unappropriated quasi-endowment (loss) earnings	(2,315,167)	345,127
Net periodic benefit cost other than service cost	<u>(863,150)</u>	<u>(559,470)</u>
Nonoperating (loss) surplus	<u>(294,606)</u>	<u>1,291,967</u>
(Deficit) excess of support and revenues without donor restrictions over expenses	\$ <u><u>(3,157,653)</u></u>	\$ <u><u>5,631,697</u></u>

See accompanying notes to consolidated financial statements.

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Consolidated Statements of Cash Flows

Years ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Cash flows from operating activities:		
Change in net assets	\$ (33,682,067)	10,957,690
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Noncash loss (contributions)	4,125,000	(392,000)
Contributions restricted for investment in endowment and capital items	(709,384)	(438,391)
Depreciation	3,439,752	3,394,741
Loss on disposition of conservation lands	335,940	1,121,583
Loss on disposition of equipment	36,060	60,973
Provision for uncollectible pledges	1,070,052	1,209,843
Net realized and unrealized gains on investments	(569,061)	(5,014,722)
Pension and postretirement benefit liability adjustments	4,967,334	776,369
Changes in operating assets and liabilities:		
Restricted short-term investments	7,085,430	845,189
Events receivable	716,955	226,357
Pledges receivable	2,008,386	2,297,664
Habitat conservation and other receivables	2,606,948	3,831,301
Event merchandise inventory	(2,871,687)	(1,062,515)
Other assets	4,985,434	(1,530,411)
Accounts payable and accrued expenses	(3,637,006)	3,578,955
Deferred revenue	17,001,621	1,521,354
Compensation and related accruals	(2,857,211)	467,969
Pension and deferred compensation accruals	(238,398)	(1,108,087)
Accrued postretirement benefits	195,648	(77,441)
Other liabilities	(60,147)	(8,959)
Net cash provided by operating activities	<u>3,949,599</u>	<u>20,657,462</u>
Cash flows from investing activities:		
Purchases of investments	(20,988,444)	(47,824,580)
Proceeds from sale of investments	24,483,709	51,100,613
Building and equipment purchases	(2,585,200)	(3,031,234)
Investments in conservation lands	(6,107,046)	(16,876,695)
Proceeds from sales of conservation lands	<u>10,618,389</u>	<u>8,403,943</u>
Net cash provided by (used in) investing activities	<u>5,421,408</u>	<u>(8,227,953)</u>
Cash flows from financing activities:		
Proceeds from contributions restricted to endowment and capital items	709,384	438,391
Proceeds from borrowings on operating line of credit	15,000,000	2,000,000
Repayments of borrowings on operating line of credit	(7,500,000)	(2,000,000)
Repayments of borrowings on revolving land line of credit	(1,000,000)	(3,435,000)
Proceeds from borrowings on revolving land line of credit	<u>—</u>	<u>4,149,472</u>
Net cash provided by financing activities	<u>7,209,384</u>	<u>1,152,863</u>
Net increase in cash and cash equivalents	16,580,391	13,582,372
Cash and cash equivalents at beginning of year	<u>50,782,886</u>	<u>37,200,514</u>
Cash and cash equivalents at end of year	\$ <u><u>67,363,277</u></u>	\$ <u><u>50,782,886</u></u>
Reconciliation of cash and cash equivalents:		
Cash and cash equivalents	\$ 41,694,717	27,831,121
Restricted cash and cash equivalents	<u>25,668,560</u>	<u>22,951,765</u>
	\$ <u><u>67,363,277</u></u>	\$ <u><u>50,782,886</u></u>
Supplemental disclosures of cash flow information:		
Cash paid for interest	\$ 354,743	243,006

See accompanying notes to consolidated financial statements.



## DUCKS UNLIMITED, INC. AND AFFILIATES

### Notes to Consolidated Financial Statements

June 30, 2020 and 2019

#### (1) Nature of Activities

Ducks Unlimited, Inc. (DUI) is an internationally supported, nonprofit conservation organization incorporated under the laws of the District of Columbia in 1937. DUI conserves, restores, and manages wetlands and associated habitats for North America's waterfowl. These habitats also benefit other wildlife and people.

Wetlands America Trust, Inc. (WAT) is a nonprofit organization formed in 1985 to support the mission of DUI in providing leadership in the protection of the natural balance of wetland ecosystems, ensuring the future viability of waterfowl and other wetland wildlife in the United States. WAT operates exclusively for the benefit of DUI and complements DUI's domestic habitat programs in harmony with DUI's conservation priorities. WAT is also a fiduciary for DUI and manages endowments and revolving funds. DUI is the sole member of WAT.

Ducks Unlimited Lands, LLC (DUL) is a nonprofit entity formed in 2018 to support DUI in its protection of donated land assets. DUL operates exclusively for the benefit of DUI and complements DUI's domestic habitat programs in harmony with DUI's conservation priorities. DUL is also a fiduciary for DUI, and DUI is the sole member of DUL.

DUI, WAT and DUL's primary sources of revenue are contributions from the public, including gifts of land, investment income, and government grants. These resources are used to conserve portfolios of functional conservation areas across North America.

DUI, WAT and DUL are recognized as organizations exempt from federal income tax under 501(a) as entities described in Section 501(c)(3) of the U.S. Internal Revenue Code, except for taxes on income from activities unrelated to its exempt purposes. The organization does not have any material unrecognized tax positions that should be recognized in the financial statements for 2020 or 2019.

#### (2) Significant Accounting Policies

##### (a) Principles of Consolidation

The consolidated financial statements include the accounts of DUI, WAT, and DUL, hereinafter referred to collectively as DU or the Organization. Significant accounts and transactions between DUI, WAT and DUL have been eliminated in consolidation.

##### (b) Cash and Cash Equivalents

Cash represents operating cash held in bank accounts in high quality financial institutions in the United States. Cash equivalents are highly liquid investments with a maturity of three months or less when purchased.

##### (c) Restricted Cash and Non-negotiable Certificates of Deposit

Restricted cash and non-negotiable certificates of deposit (CDs) are held in bank accounts in high quality financial institutions in the United States. The CDs are 6- to 12-month time deposits and are subject to penalty if redeemed before maturity. They cannot be traded on the open market. Contractual terms, such as those contained in mitigation banking agreements, as well as certain donor stipulations require that these assets be segregated from DU's operating cash until the relevant conservation outcomes have been met. Once met, the cash is transferred to DU's operating cash.

## DUCKS UNLIMITED, INC. AND AFFILIATES

### Notes to Consolidated Financial Statements

June 30, 2020 and 2019

DU applies Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-18, *Statement of Cash Flows (Topic 230) – Restricted Cash*, which requires that the DU consolidated statements of cash flows explain the change during the period in the total of cash, cash equivalents and amounts generally described as restricted cash or cash equivalents.

**(d) Pledges Receivable**

Pledges receivable represent promises from DU supporters to make contributions to DU in future periods under various major donor programs, which generally provide for payments over one to seven years. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. Pledges are reported at the net present value of the estimated future cash flows.

**(e) Habitat Conservation and Other Receivables**

Habitat conservation and other receivables consist of outstanding billings from federal and state agencies as well as from private organizations. The billings consist of reimbursable expenses related to conservation and other mission related activities allowable within the grant, contract, or cooperative agreement.

**(f) Event Merchandise Inventory**

Event merchandise inventory is valued at the lower of cost or net realizable value, using the first-in, first-out method. Slow moving or potentially obsolete inventory items are written down to net realizable value.

**(g) Investments and Fair Value Measurements**

The carrying value of cash and cash equivalents, events receivable, habitat conservation and other receivables and accounts payable approximate fair value because of the short maturity of those instruments.

Investments with readily determinable market values are reported based on the last reported sales price at the end of the reporting period or, in the absence of a reported sale, on the average of the bid and ask price. Investments in private equity and hedge funds are reported at the proportionate share of the estimated fair values of the underlying investments. Those fair values, which are estimated by the general partners or investment managers, are evaluated for reasonableness by the Organization's management, and may differ from the values that would have been used had a ready market existed for those investments. Investment income from donor restricted endowment funds is recognized as net assets with donor restrictions until appropriated for use. Investment income on all other investments is credited directly to net assets without donor restrictions unless otherwise restricted by the donor.

DU values its financial assets and liabilities based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value hierarchy that prioritizes the inputs to valuation techniques is used to measure fair value. The hierarchy maximizes the use of observable inputs and minimizes the use of unobservable

## DUCKS UNLIMITED, INC. AND AFFILIATES

### Notes to Consolidated Financial Statements

June 30, 2020 and 2019

inputs by requiring that the most observable inputs be used when available. The hierarchy is broken down into the following three levels, based on the observability of inputs:

Level 1: Unadjusted quoted prices in active markets for identical assets or liabilities that are observable at the measurement date;

Level 2: Significant observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data; and

Level 3: Significant unobservable inputs for the asset or liability that reflect the reporting entity's own estimates about the assumptions that market participants would use in pricing the asset or liability.

#### **(h) Land Held for Conservation Purposes**

Land held for conservation purposes includes purchased or donated properties to be sold or transferred to governmental agencies or other individuals and organizations for conservation purposes. Purchased land is stated at the lesser of cost or fair value. Donated properties are initially recorded at their appraised values at the date of contribution and are carried at the lower of this amount or fair value.

#### **(i) Land, Buildings, and Equipment**

Land, buildings, and equipment are stated at cost. Expenditures for maintenance and repairs that do not improve or extend the lives of the respective assets are expensed as incurred. When assets are retired or sold, the related cost and accumulated depreciation are removed from the accounts, and any gain or loss on retirement or disposal of the individual assets is recorded as revenue or expense.

Depreciation is computed using the straight-line method over the estimated useful lives of the related assets as follows:

Buildings	10–40 years
Building improvements	5–15 years
Computer equipment and technology conversion costs	3–5 years
Furnishings and equipment	5–10 years

DU periodically reviews the recoverability of long-lived assets. If facts or circumstances indicate the possibility of impairment, DU will prepare a projection of the undiscounted future cash flows of the specific assets and determine if the recorded value is recoverable or if an adjustment to the carrying value of the assets is necessary. DU does not believe that there were any facts or circumstances that indicated an impairment of recorded land, buildings, or equipment as of June 30, 2020 or 2019.

#### **(j) Charitable Gift Annuities**

DU has received several gifts that, pursuant to the gift agreements, require DU to pay a fixed amount for a specified period of time to the donor or to individuals or organizations designated by the donor.

## **DUCKS UNLIMITED, INC. AND AFFILIATES**

### Notes to Consolidated Financial Statements

June 30, 2020 and 2019

The amount recorded as a contribution at the time the gift is made is the difference between the amount of the gift and the present value of the donor stipulated payments to be made by DU as of the date of the gift. DU's liability under these arrangements, which is recorded as a component of other liabilities in the accompanying consolidated balance sheets, is recorded at the net present value of the remaining donor-stipulated payments and is adjusted annually.

#### **(k) Net Assets**

DU reports gifts of cash and other assets as support with donor restrictions if they are received with donor stipulations that limit their use. When a donor restriction is satisfied, that is, when a stipulated time restriction expires or program restriction is accomplished, net assets with donor restrictions are transferred to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions.

DU classifies donor restricted contributions as support without donor restrictions if those restrictions are satisfied in the same reporting period. DU recognizes contributions of collectibles (for example, works of art or similar assets that are held for public exhibition or education) as support without donor restrictions, unless restricted by the donor.

Net assets with donor restrictions include pledges receivable that are restricted by time and/or purpose restrictions, habitat conservation gifts that are restricted by donor stipulation and unappropriated appreciation on donor restricted endowment funds.

#### **(l) Donated Conservation Easements**

Conservation easements represent rights to restrict the use, access, and development of certain properties. Support without donor restrictions and expenses are recognized in equal amounts based upon the appraised value of the easement. DU is obligated to monitor easements to ensure that the restrictions are maintained. DU monitors these easements in the normal course of its operations and associated costs are expensed as incurred.

Estimated value of easements is not included in the consolidated balance sheets because the easements do not represent a future economic benefit to the Organization.

DU receives donor restricted endowments to support donated conservation easements in order to provide funding for ongoing monitoring costs in perpetuity.

#### **(m) Donated Educational Programming**

DU recognizes the in-kind donation of television airtime for public service announcements (PSAs) that provide education about DU's program and mission. Support without donor restrictions and expenses are recognized in equal amounts based upon the estimated value of media content and delivery by a third party.

#### **(n) Pension and Postretirement Benefit Plans**

DU records the overfunded or underfunded status of benefit plans on its consolidated balance sheets. Changes in funded status other than service costs are recognized as other nonoperational changes in net assets in the year in which the change occurs. DU measures the plan at June 30 each year. DU

## DUCKS UNLIMITED, INC. AND AFFILIATES

### Notes to Consolidated Financial Statements

June 30, 2020 and 2019

engages a third-party actuary to perform computations necessary to record its pension and postretirement plan-related balances.

#### **(o) Grants and Cooperative Agreements**

DU receives grants and contracts from federal and state agencies, as well as from private organizations, to be used for specific programs or land purchases. Any excess of reimbursable expenditures over cash receipts is included in habitat conservation receivables. For conditional grants and exchange agreements in which cash is received prior to the incurrence of related costs, such amounts are reflected as deferred revenue on the consolidated balance sheets until the related costs are incurred. DU's costs incurred under its government grants and contracts are subject to audit by government agencies.

#### **(p) Use of Estimates**

The preparation of the consolidated 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 in the consolidated financial statements and accompanying notes. Actual results could differ from those estimates. Estimates are used primarily in the recording of the allowance for uncollectible pledges receivable, the discounting of pledges receivable, determining the fair value of certain investments including lands, determining the fair value of gifts-in-kind associated with donated educational programming, donated lands and donated easements, estimates relating to the pension and other postretirement plans, and reserves for self-insurance.

#### **(q) Donor Restricted Endowment Funds**

Under the provisions of the State of Tennessee's version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA), organizations are required to maintain, and report endowment funds based upon donor intent, whether explicit or implied. Based on its interpretation of the provisions of UPMIFA and a review of underlying endowment agreements, management has determined that reporting the historic dollar value of donor restricted endowments with the related unappropriated investment earnings, as net assets with donor restrictions is appropriate and consistent with the intent of DU's donors.

#### **(r) Recently Issued Accounting Standards**

In March 2017, the FASB issued ASU 2017-07, *Improving the Presentation of Net Periodic Pension Cost and Net Period Pension Postretirement Benefit Cost*, which requires companies to present the service cost component of net benefit cost in the income statement line items where they report compensation cost, and all other components of net benefit cost in the income statement separately from the service cost component and outside of operating income, if this subtotal is presented. Additionally, the service cost component will be the only component that can be capitalized. The standard requires retrospective application for the amendments related to the presentation of the service cost component and other components of net benefit cost, and prospective application for the amendments related to the capitalization requirements for the service cost components of net benefit cost. DU implemented ASU 2017-07 as of July 1, 2019. The ASU did not have a material effect on the consolidated financial statements. However, certain amounts have been reclassified in the 2019

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### Notes to Consolidated Financial Statements

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consolidated financial statements to conform to the presentation of the 2020 consolidated financial statements.

In June 2018, the FASB issued ASU 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. This ASU intends to clarify and improve current accounting guidance to determine when a transaction should be accounted for as a contribution or as an exchange transaction and provides additional guidance about how to determine whether a contribution is conditional. Diversity in practice occurs for grants and other similar contracts from various types of resource providers, but it is most prevalent for governmental grants and contracts. Distinguishing between contributions, both conditional and nonconditional, and exchange transactions is key to the timing of revenue recognition. The adoption of ASU 2018-08 resulted in certain grants and contracts from foundations and governmental entities originally classified as contributions with donor restrictions to be reclassified to deferred revenue due to stipulations within the agreements defined by ASU 2018-08 as reciprocal transactions (exchange) or right of return with barriers (conditional). Most DU grant agreements were deemed conditional as they included the right of return and barriers such as match and requirements to incur only qualifying expenses based on state or federal regulations. DU has elected the “simultaneous release” accounting policy option such that grants received and used within the same period are reported in net assets without donor restriction, consistent with the previous presentation of government grants and contracts revenue in the consolidated statements of activities. Because most federal grants are awarded on a cost reimbursable basis, contribution revenue is triggered by incurring reimbursable costs and timing of revenue recognition is not materially impacted by this ASU. The ASU was implemented on a modified prospective basis as of July 1, 2019.

In August 2016, the FASB issued ASU 2016-15, *Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments – a consensus on the FASB Emerging Issues Task Force*. ASU 2016-15 amends ASC 230, *Statement of Cash Flows*, to add or clarify guidance on the classification of certain cash receipts and payments in the statement of cash flows in the intent of reducing diversity in practice with respect to eight types of cash flows. ASU 2016-15 is effective for DU as of July 1, 2019 and is applied retrospectively. The adoption of ASU 2016-15 did not have a material impact on the consolidated financial statements.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The ASU establishes a comprehensive revenue recognition standard for virtually all industries under U.S. GAAP including those that previously followed industry-specific guidance. The guidance states that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. In June 2020, the FASB issued ASU 2020-05, *Revenue from Contracts with Customers (Topic 606) and Leases (Topic 842) Effective Dates for Certain Entities*, which delayed the effective date of ASU 2014-09 by a year, thus ASU 2014-09 is effective for DU as of July 1, 2020. DU is currently evaluating the effect that ASU 2014-09 will have on its consolidated financial statements.

In August 2018, the FASB issued ASU 2018-13, *Fair Value Measurement, Disclosure Framework – Changes to the Disclosure Requirements for Fair Value Measurement*. This ASU intends to improve the effectiveness of disclosures in the notes to the financial statements by modifying disclosure requirements for fair value measurements. ASU 2018-13 is effective for DU as of July 1, 2020. DU is

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currently assessing the impact that ASU 2018-13 will have on its consolidated financial statements and will adopt the provisions upon the effective date.

In August 2018, the FASB issued ASU No. 2018-15, *Intangibles – Goodwill and Other-Internal-Use Software, Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement that is a Service Contract*. This ASU aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software. The ASU is effective for DU for annual reporting periods beginning after December 15, 2020, with early adoption permitted. DU is currently assessing the impact that ASU 2018-15 will have on its consolidated financial statements and will adopt the provisions upon the effective date.

In 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The ASU changes the accounting treatment for operating leases by recognizing a lease asset and lease liability at the present value of the lease payments in the statements of financial position and disclosing key information about leasing arrangements. In June 2020, the FASB issued ASU 2020-05, delaying the effective date for not-for-profit entities until fiscal years beginning after December 15, 2021, with early adoption permitted. DU is currently evaluating the impact that ASU 2016-02 will have on its consolidated financial statements.

#### **(s) COVID-19 Pandemic**

Due to the COVID-19 pandemic that was declared by the World Health Organization on March 11, 2020, the vast majority of DU's spring in-person events were cancelled or moved online. The full impact of the COVID-19 outbreak continues, and it is unknown what the complete financial effect will be on DU. Virtual events continue to raise funds for the organization, though not at the same rate as before the pandemic began.

The Coronavirus Aid, Relief, and Economic Security (CARES) Act was passed by Congress in March 2020. As part of the CARES Act, DU has received relief through the payroll tax deferral and the employee retention credit provisions.

Management continually monitors the impact of COVID-19 on DU.

#### **(t) Subsequent Events**

DU has evaluated events and transactions for potential recognition or disclosure through October 8, 2020, which is the date these consolidated financial statements were available to be issued. On July 10, DU paid back the entire balance of \$7,500,000 on the operating line of credit.

### **(3) Fund-Raising Events**

DU raises funds to support its conservation mission through fund-raising events in communities throughout the United States. During the years ended June 30, 2020 and 2019, DU volunteers hosted approximately 3,380 and 4,090, respectively, grassroots fund-raising events each year, such as member and sponsor banquets, sporting clay and fishing tournaments, and golf outings. In the year ended June 30, 2020, 592 of those events were virtual events. Chapters are chartered by DU and operate as unincorporated associations to support DU in the local community. Local chapters remit proceeds of these events (net of direct expenses incurred by the chapter in sponsoring and conducting the event) to DU and provide reports

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of receipts and direct expenses. Because the financial transactions of local committees are controlled by the volunteers, net amounts to be remitted to DU are recorded as event receivables in the consolidated balance sheets and net proceeds from committee events in the accompanying consolidated statements of support and revenues without donor restrictions and expenses.

The following unaudited gross proceeds and unaudited direct expenses incurred by DU chapters in conducting these events are based on reports provided by the host chapters for each event.

	<b>Year ended June 30</b>	
	<b>2020</b>	<b>2019</b>
Gross proceeds reported by DU chapters (unaudited)	\$ 89,093,627	112,383,686
Expenses incurred by DU chapters (unaudited)	<u>(31,392,114)</u>	<u>(42,254,139)</u>
Proceeds of events remitted to DU	57,701,513	70,129,547
Less:		
Cost of event merchandise	(22,112,076)	(21,402,982)
State operation allowances	<u>(763,241)</u>	<u>(987,300)</u>
Net proceeds from committee events	<u>\$ 34,826,196</u>	<u>47,739,265</u>



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**(4) Investments and Fair Value Measurements**

The following tables set forth DU's investments by level within the fair value hierarchy, as of June 30, 2020 and 2019:

	<b>2020</b>			
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Investments:				
Equities:				
Large-cap value	\$ 16,544,746	—	—	16,544,746
Large-cap growth	13,939,336	—	—	13,939,336
Small and mid-cap value	39,179	—	—	39,179
Small and mid-cap growth	64,718	—	—	64,718
Small and mid-cap core	17,700,959	—	—	17,700,959
International	2,909,881	—	—	2,909,881
Real estate	1,921,686	—	—	1,921,686
Fixed income	<u>13,303,615</u>	<u>—</u>	<u>—</u>	<u>13,303,615</u>
	<u>\$ 66,424,120</u>	<u>—</u>	<u>—</u>	<u>66,424,120</u>
Investments valued under net asset value (NAV):				
Private equity				1,049,133
Hedge funds				<u>8,689,433</u>
Total investments at fair value				<u>\$ 76,162,686</u>

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	<b>2019</b>			<b>Total</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Investments:				
Equities:				
Large-cap value	\$ 17,789,344	—	—	17,789,344
Large-cap growth	14,160,887	—	—	14,160,887
Small and mid-cap value	889,737	—	—	889,737
Small and mid-cap growth	414,579	—	—	414,579
Small and mid-cap core	16,393,030	—	—	16,393,030
International	7,443,048	—	—	7,443,048
Real estate	2,821,751	—	—	2,821,751
Fixed income	10,489,947	—	—	10,489,947
	<u>\$ 70,402,323</u>	<u>—</u>	<u>—</u>	<u>70,402,323</u>
Investments valued under net asset value (NAV):				
Private equity				1,032,614
Hedge funds				<u>4,318,514</u>
Total investments at fair value				<u>\$ 75,753,451</u>

In accordance with FASB ASC Subtopic 820-10, certain investments that are measured at fair value using the net asset value per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in the tables above are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the accompanying consolidated balance sheets.

At June 30, 2020 and 2019, DU was committed to fund additional amounts to private equity funds totaling approximately \$1,027,000 and \$2,044,000, respectively.

As of July 1, 2019, DU took an additional \$3,750,000 position in a hedge fund investment. Due to the nature of the investment, the funds were sent prior to the subscription date. The value of the transferred funds is reflected within other assets on the consolidated balance sheet as of June 30, 2019 and is in hedge fund investments as of June 30, 2020.

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Investments in hedge funds consist primarily of funds which in turn invest in other hedge funds. Investments in private equity represent funds which invest in illiquid securities from private companies and have limited or no provisions for investor-driven redemption. The table below presents a summary of the fair value, redemption frequency, unfunded commitments, and average life of distribution of hedge fund and private equity investments as of June 30, 2020:

<u>Investment</u>	<u>Fair value</u>	<u>Unfunded commitments</u>	<u>Redemption frequency (if eligible)</u>	<u>Redemption notice period</u>	<u>Expected life span of investment</u>
Private equity	\$ 1,049,133	1,027,045	N/A	N/A	< 10 years
Hedge funds	8,689,433	—	Quarterly – Semiannually	90 days	Indefinite

**(5) Pledges Receivable**

Pledges receivable are summarized as follows at June 30:

	<u>2020</u>	<u>2019</u>
Amounts due:		
Less than 1 year	\$ 23,177,039	22,038,344
1 to 5 years	21,053,208	24,809,730
Greater than 5 years	376,709	540,501
	<u>44,606,956</u>	<u>47,388,575</u>
Less:		
Allowance for uncollectible pledges	(7,695,946)	(7,496,529)
Unamortized present value discount	(1,209,736)	(1,112,334)
	<u>\$ 35,701,274</u>	<u>38,779,712</u>

Fair value of pledges receivable is estimated giving consideration to anticipated future cash receipts (after allowance is made for uncollectible contributions) and discounting such amounts at a rate commensurate with the duration of the donor's payment plan. Such rates ranged from 0.17% to 3.09% as of June 30, 2020, and 0.7% to 3.1% as of June 30, 2019. In subsequent periods, the discount rate is unchanged and the allowance for uncollectible contributions is reassessed and adjusted if necessary. Amortization of the discount is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions. An allowance is recorded for uncollectible pledges based on management's judgment and analysis of the creditworthiness of the donors, past collection experience, and other relevant factors.

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**(6) Land Held for Conservation Purposes**

Land held for conservation purposes is as follows at June 30, 2020:

Location	Acres protected	Carrying value
California	\$ 279	361,391
Colorado	206	395,338
Idaho	649	1,257,881
Illinois	58	100,798
Kansas	2,250	5,245,482
Louisiana	92	—
Michigan	246	432,485
Minnesota	143	786,754
Montana	2,920	1,033,643
Nebraska	4,198	13,582,817
New Jersey	175	6,069
New York	1,389	1,436,340
North Dakota	3,280	1,722,103
South Dakota	6,630	24,435,973
Tennessee	163	—
Vermont	386	320,606
Washington	71	109,422
Wisconsin	553	958,005
Wyoming	342	650,278
	\$ 24,030	52,835,385

Of the above listed land holdings, the following properties have been deemed long-term holdings of the organization:

Location	Acres protected	Carrying value
California	\$ 242	—
Nebraska	1,028	13,712
North Dakota	3,120	1,649,076
	\$ 4,390	1,662,788

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**(7) Donated Conservation Easements**

In addition to holding land for conservation purposes, DU (through its affiliate WAT) also secures conservation easements, deed restrictions, and management agreements on properties. Easement values represent the difference in the appraised value of the property immediately before and after the conservation easements are imposed on the property.

Easement values have been determined by independent third-party appraisals at the time the easement is secured. As discussed in note 2, DU recognizes equal amounts of support without donor restrictions and program expense at the time the easement is secured.

Conservation easement activity during the years ended June 30, 2020 and 2019 was as follows:

	2020		2019	
	Acres	Value at date of easement	Acres	Value at date of easement
Donated conservation easements secured during the year ended June 30	3,465	\$ 7,346,804	8,574	\$ 31,656,126
Total donated conservation easements held as of June 30	429,089	715,101,161	425,624	707,754,357

**(8) Land, Buildings, and Equipment**

Land, buildings, and equipment consist of the following at June 30:

	2020	2019
Land	\$ 1,405,264	1,405,264
Buildings and improvements:		
Memphis Headquarters	9,272,240	9,137,152
Western Regional Office	1,085,380	1,085,380
Great Plains Regional Office	2,366,511	2,366,511
Heritage Center in Memphis	14,000,000	14,000,000
Computer and technology conversion costs	8,180,202	7,187,104
Furnishings and equipment	13,367,823	12,804,931
	49,677,420	47,986,342
Less accumulated depreciation	(31,488,519)	(28,906,829)
	\$ 18,188,901	19,079,513

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**(9) Liquidity**

The Organization's financial assets available within one year of the consolidated balance sheet as of June 30, 2020 and 2019 for general expenditure was as follows:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 41,694,717	27,831,121
Restricted cash, cash equivalents and CDs	30,735,950	35,104,585
Investments	75,113,553	75,753,451
Events receivable, net	297,337	1,014,292
Current pledge receivable, net	20,162,007	20,036,772
Habitat conservation and other receivables	<u>23,531,569</u>	<u>26,138,517</u>
Total financial assets available within one year	<u>191,535,133</u>	<u>185,878,738</u>
Less:		
Amounts unavailable for general expenditure within one year due to:		
Restricted by donors with purpose restrictions	(56,289,519)	(78,991,674)
Restricted by donors in perpetuity*	(44,369,172)	(44,191,252)
Contractual restrictions	<u>(28,347,358)</u>	<u>(11,345,737)</u>
Total amounts unavailable for general expenditure within one year	<u>(129,006,049)</u>	<u>(134,528,663)</u>
Amounts unavailable to management without Board approval:		
Board designated for quasi-endowment*	(24,226,729)	(27,447,375)
Board designated for strategic conservation initiatives	<u>(3,480,208)</u>	<u>(4,096,576)</u>
Total amounts unavailable without Board approval	<u>(27,706,937)</u>	<u>(31,543,951)</u>
Total financial assets available to management as of June 30, for general expenditure within one year	<u>\$ 34,822,147</u>	<u>19,806,124</u>

\* Net of spend available within one year

As part of the Organization's liquidity management, DU has a policy to structure its financial assets to be available as its general expenditures, liabilities and other general obligations come due. In addition, Ducks Unlimited invests excess cash in short term investments. As discussed in note 10, to help manage unanticipated liquidity needs, management has two available operating lines of credit totaling \$35,000,000, of which \$7,500,000 was drawn as of June 30, 2020. Also, management could utilize proceeds from land holdings described in note 6 with the approval of the Board. Management had one operating line of credit for \$15,000,000 available as of June 30, 2019. There was not an outstanding balance on the operating line of credit as of June 30, 2019.

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#### (10) Line of Credit

DU has an operating line of credit agreement (the Credit Agreement) for up to \$15,000,000. The borrowing rate on the Credit Agreement is the lesser of the lender's maximum variable rate of interest or a rate equal to the base commercial rate of interest. As of June 30, 2020, the borrowing rate was 1.55%. The Credit Agreement contains certain restrictions limiting DU's ability to incur additional indebtedness, enter into merger, consolidation, sale, or acquisition activities other than in the normal course of business. The Credit Agreement also prohibits DU from granting any security interest in its inventory, pledges, other receivables, investments, and fixed assets. On October 4, 2018, the Credit Agreement was amended. Under the amendment, the expiration date is October 1, 2021, and the borrowing rate is the lesser of the lender's maximum variable rate of interest or the Reserve Adjusted London Interbank Offered Rate (LIBOR) plus one and thirty-eight-hundredths percent (1.38%). As of June 30, 2020 and 2019, the outstanding balance under the Credit Agreement was \$7,500,000 and \$0, respectively. The \$7,500,000 June 30, 2020 balance was paid off in July 2020.

In April 2020, DU entered into an additional operating line of credit agreement (the Second Agreement) for up to \$20,000,000. The borrowing rate on the Credit Agreement is any interest rate up to the maximum variable rate that the Bank can lawfully charge. As of June 30, 2020, the borrowing rate was 1.55%. The Credit Agreement contains certain restrictions limiting DU's ability to incur additional indebtedness, enter into merger, consolidation, sale, or acquisition activities other than in the normal course of business. The Credit Agreement also prohibits DU from granting any security interest in its inventory, pledges, other receivables, investments, and fixed assets. The expiration date is October 17, 2020, unless the parties mutually agree to extend it. As of June 30, 2020, the outstanding balance under the Second Agreement was \$0.

DU also has a line of credit agreement to finance the acquisition of conservation properties in order to restore the habitat value of the properties and then to sell those properties, retaining conservation easements to be held for long-term conservation by DU or its transferees. Under the arrangement, DU may borrow up to \$10,000,000 at a rate equal to the lesser of a) the lender's maximum variable rate of interest or b) a rate chosen by the lender. The lender may choose to charge a rate equal to the base commercial rate of interest or the Reserve Adjusted LIBOR Rate plus one and thirty-eight-hundredths percent (1.38%). The agreement requires that minimum net assets without donor restrictions be at least \$50 million and contains certain restrictions limiting DU's ability to incur additional indebtedness, enter into merger, consolidation, sale, or acquisition activities other than in the normal course of business. The agreement also prohibits DU from granting any security interest in its inventory, pledges, other receivables, investments, and fixed assets. On October 4, 2018, the credit arrangement was amended. Under the amendment, the expiration date is October 1, 2021, and the borrowing rate is equal to the lesser of a) the lender's maximum variable rate of interest or b) a rate chosen by the lender. The lender may choose to charge a rate equal to the base commercial rate of interest or the Reserve Adjusted LIBOR plus one and thirty-eight-hundredths percent (1.38%). As of June 30, 2020, the borrowing rate was 1.55% and approximately \$7,385,000 was outstanding under the agreement. As of June 30, 2019, the borrowing rate was 3.82% and approximately \$8,385,000 was outstanding under the agreement.

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#### (11) Concentration of Credit Risk

DU had deposits with financial institutions that exceeded federal depository insurance limits by \$15,633,260 and \$22,581,502 at June 30, 2020 and 2019, respectively. A gift with donor restrictions of \$7,310,823 was included in the June 30, 2019 amount. The funds from this restricted gift were invested in a Certificate of Deposit Account Registry Service (CDARS) program in August 2019, thereby eliminating any credit risk. DU has not experienced any losses on cash deposits and management considers the risk of loss to be remote. Additionally, DU's investment consultant monitors the credit rating of each of its financial institutions.

#### (12) Benefit Plans

DU has a defined benefit pension plan (the Pension Plan), which prior to the suspension of future accruals, effective December 31, 2012, covered all full-time and certain eligible part-time employees. Prior to December 31, 2012, for employees hired prior to January 1, 1998, monthly retirement benefits were calculated as 2% of each employee's average monthly compensation for the highest consecutive 36 months of compensation out of the last 120 months of employment multiplied by their years of service, offset by a percentage of their primary social security benefits. Prior to December 31, 2012, for employees hired on January 1, 1998 through September 30, 2002, monthly retirement benefits were calculated as 1% of each employee's average monthly compensation for the highest consecutive 36 months of compensation out of the last 120 months of employment multiplied by their years of service up to a maximum of 25 years. Additionally, for employees hired on January 1, 1998 through September 30, 2002 the sum of their calculated retirement benefit and primary social security benefit cannot exceed 75% of their average monthly compensation. Employees hired on or subsequent to October 1, 2002, receive a cash balance benefit equal to 2% of their annual compensation plus interest based on the 10-year treasury yield. Employees are vested 100% in the plan after five years of service. DU contributes such amounts as are necessary to maintain the plan as a qualified pension plan under the Employee Retirement Income Security Act of 1974, as amended.

DU also sponsors unfunded defined benefit healthcare and life insurance plans (the Postretirement Medical and Life Plans) that provide postretirement benefits to full-time employees who have worked at least 10 years for DU. To qualify for benefits under the health and life insurance plans, employees must have attained ages of at least 62 and 55, respectively, while in service with DU. In April 2009, DU amended the Postretirement Medical and Life Plans to eliminate life insurance benefits provided to retirees; to eliminate retiree health coverage for all current, former, and future employees of DU, except for participants over the age of 58 as of May 1, 2009, or certain senior level management positions held as of May 1, 2009; and to require that retirees pay a portion of the monthly premium cost.

In May 2020, DU offered a one-time healthcare benefit to employees who opted into a voluntary retirement program that was offered to eligible employees. As part of the offering, DU agreed to maintain an employee's current healthcare coverage under the Organization's existing healthcare plan at no cost to the employee. The employee will receive the benefit until the employee reaches 65 years of age or the employee accepts a compensated role at any nonprofit organization. Per ASU 715, *Compensation – Retirement Benefits* a liability and expense were recognized for the net present value of future healthcare benefits for those employees that signed the program agreement on or before June 30, 2020. During the year ended June 30, 2020, approximately \$254,000 of healthcare expenses were recognized within operational expenses. The liability is reflected within the accrued postretirement benefits line item on the consolidated balance sheet as of June 30, 2020.



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Information with respect to the plans was as follows at June 30:

	Pension		Postretirement medical and life	
	2020	2019	2020	2019
Change in benefit obligation:				
Benefit obligation at beginning				
of the year	\$ 54,468,924	52,872,570	427,230	505,862
Service cost	300,000	250,000	—	—
Interest cost	1,613,807	1,962,446	10,846	16,393
Special termination benefit	—	—	253,976	—
Actuarial loss (gain)	5,714,829	3,525,140	70,371	(73,978)
Benefits paid	(895,796)	(870,687)	(10,170)	(21,047)
Settlement	(3,488,343)	(2,973,941)	—	—
Actual expenses paid	(285,943)	(296,604)	—	—
Benefit obligation at end of the year	57,427,478	54,468,924	752,253	427,230
Change in plan assets:				
Plan assets at fair value at beginning of the year	50,691,022	48,738,092	—	—
Actual return on plan assets	1,579,371	4,094,162	—	—
Employer contributions	1,500,000	2,000,000	10,170	21,047
Benefits paid	(895,796)	(870,687)	(10,170)	(21,047)
Settlement	(3,488,343)	(2,973,941)	—	—
Actual expenses paid	(285,943)	(296,604)	—	—
Plan assets at fair value at end of the year	49,100,311	50,691,022	—	—
Funded status:				
Benefit obligation in excess of plan assets	\$ (8,327,167)	(3,777,902)	(752,253)	(427,230)

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Assumptions used in the actuarial determination of the projected benefit obligation were as follows at June 30:

	<b>Pension</b>		<b>Postretirement medical and life</b>	
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
Discount rate	2.25 %	3.13 %	1.50 %	2.88 %
Expected long-term rate of return on plan assets	7.00	7.00	—	—
Healthcare cost trend rate	—	—	7.50	7.50

The expected long-term rate of return on plan assets reflects DU's expectations of long-term average rates of return on funds invested to provide benefits included in the projected benefit obligation. In developing the expected long-term rate of return assumption, DU evaluated input from its third-party actuarial and investment firms and considered other factors, including inflation, interest rates, peer data, and historical returns.

The weighted average annual assumed rate of increase in the per capita cost of covered benefits (healthcare cost trend rate) is assumed to decrease gradually to 3.94% over 55 years and remain level thereafter.

The Pension Plan's actual and target asset allocations were as follows:

	<b>Actual asset allocation</b>		<b>Target allocation</b>
	<b>June 30, 2020</b>	<b>June 30, 2019</b>	
Equities:			
Large-cap	28 %	26 %	20%-60%
Small and mid-cap	15	13	10%-30%
International	9	14	5%-20%
Real estate	2	3	0%-5%
Fixed income	37	34	15%-40%
Alternatives	6	8	0%-20%
Cash and cash equivalents	3	2	0%-10%
Total	<u>100 %</u>	<u>100 %</u>	

DU invests in a diversified portfolio of equity and fixed income securities designed to maximize returns while minimizing risk associated with return volatility. Risk tolerance is established through careful consideration of plan liabilities, plan funded status, and in consultation with both DU's investment consultant and Investment Sub-committee. Investment risk is measured and monitored on an ongoing basis through quarterly investment portfolio reviews, annual liability measurements, and periodic asset/liability studies. In addition, the target asset allocation is periodically reviewed and adjusted by the Investment Sub-committee and approved by the Finance Committee as appropriate. DU may contribute to

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

the plan; such contributions are allocated to the asset categories based on the target allocations over a period of time. Accordingly, the actual asset allocation may vary from the target allocation.

The fair values of DU's pension plan assets at June 30, 2020 and 2019 by asset category are as follows:

		<b>2020</b>			
		<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Cash and cash equivalents	\$	1,375,461	—	—	1,375,461
Equities:					
Large-cap value		5,743,783	—	—	5,743,783
Large-cap growth		7,891,159	—	—	7,891,159
Small and mid-cap core		7,313,385	—	—	7,313,385
International		4,199,713	—	—	4,199,713
Real estate		1,215,773	—	—	1,215,773
Fixed income		18,027,846	—	—	18,027,846
	\$	<u>45,767,120</u>	<u>—</u>	<u>—</u>	<u>45,767,120</u>
Investments valued under NAV:					
Private equity					343,522
Hedge funds					<u>2,989,669</u>
	\$				<u>49,100,311</u>
		<b>2019</b>			
		<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Cash and cash equivalents	\$	1,123,964	—	—	1,123,964
Equities:					
Large-cap value		6,361,664	—	—	6,361,664
Large-cap growth		6,950,117	—	—	6,950,117
Small and mid-cap core		6,865,501	—	—	6,865,501
International		6,839,907	—	—	6,839,907
Real estate		1,402,588	—	—	1,402,588
Fixed income		17,294,379	—	—	17,294,379
	\$	<u>46,838,120</u>	<u>—</u>	<u>—</u>	<u>46,838,120</u>
Investments valued under NAV:					
Private equity					392,186
Hedge funds					<u>3,460,716</u>
	\$				<u>50,691,022</u>

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Notes to Consolidated Financial Statements

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In accordance with FASB ASC Subtopic 820-10, certain investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy. The fair value amounts presented in the tables above are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the accompanying financial statements.

At June 30, 2020 and 2019, DU's pension plan was committed to fund additional amounts to private equity funds totaling approximately \$255,000 and \$261,000, respectively.

Net periodic pension and postretirement benefit and settlement costs, based on actuarial evaluations, comprised the following components for the years ended June 30:

	Pension		Postretirement medical and life	
	2020	2019	2020	2019
Service cost	\$ 300,000	250,000	—	—
Interest cost	1,613,807	1,962,446	10,846	16,393
Expected return on plan assets	(3,318,758)	(3,324,000)	—	—
Amortization of net actuarial loss (gain)	1,384,751	1,134,634	(59,004)	(72,787)
Net periodic benefit income/(cost)	(20,200)	23,080	(48,158)	(56,394)
Settlement expense	1,231,506	842,784	—	—
	\$ <u>1,211,306</u>	<u>865,864</u>	<u>(48,158)</u>	<u>(56,394)</u>

At June 30, the items not yet recognized as a component of net periodic expense, but which have been recognized in the accompanying consolidated financial statements as a reduction to net assets, were as follows:

	Pension		Postretirement medical and life	
	2020	2019	2020	2019
Net actuarial loss (gain)	\$ 20,273,890	15,435,931	(170,605)	(299,980)

The June 30, 2020 balance of net actuarial loss/(gain) for the pension and the postretirement medical and life plans expected to be amortized in fiscal 2021 is approximately \$1,800,000 and \$1,385,000, respectively.

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

Estimated future benefit payments, which have been adjusted to reflect the effect of future service costs, were as follows as of June 30, 2020:

	<b>Pension</b>	<b>Postretirement medical and life</b>
Year(s) ending June 30:		
2021	\$ 4,213,000	165,000
2022	3,382,000	165,000
2023	3,210,000	116,000
2024	3,154,000	52,000
2025	3,447,000	49,000
2026–2030	15,848,034	138,000

DU may contribute at its discretion to the Pension Plan or to the Postretirement Medical and Life Plans. During the fiscal year ended June 30, 2020, DU contributed \$1,500,000 to the Pension Plan and \$10,170 to the Postretirement Medical and Life Plans. For the fiscal year ended June 30, 2019, DU contributed \$2,000,000 to the Pension Plan and contributed \$21,047 to the Postretirement Medical and Life Plans.

*Other Plans*

On January 1, 2000, DU offered a defined contribution retirement plan (the 401(k) Plan) that covers all employees. Employer matching contributions to the 401(k) Plan were approximately \$1,476,000 and \$1,692,000 for the years ended June 30, 2020 and 2019, respectively. Enhanced benefits made to the 401(k) plan in conjunction with the pension plan freeze in 2013 were approximately \$1,780,000 and \$2,091,000 for the years ended June 30, 2020 and 2019, respectively.

In addition to the retirement plans discussed above, DU has entered into other nonqualified deferred compensation plans that provide for increased benefits for certain individuals. DU accrues the expense for these agreements over the estimated service period based on the net present value of future benefits. Discount rates were 2.25% and 3.13% as of June 30, 2020 and 2019, respectively.

The components of the pension and nonqualified deferred compensation accrual balance were as follows as of June 30, 2020 and 2019:

	<b>2020</b>	<b>2019</b>
Nonqualified deferred compensation	\$ 1,460,307	1,410,011
Unfunded pension plan liabilities	8,327,167	3,777,902
	\$ 9,787,474	5,187,913

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

**(13) Commitments and Contingencies**

**(a) Leases**

DU leases office space under various operating leases. Rent expense for all operating leases was approximately \$1,293,000 and \$1,250,000, for the years ended June 30, 2020 and 2019, respectively.

Future minimum payments, by year and in the aggregate, under noncancelable operating leases with terms of one year or more at June 30, 2020, approximate:

Year ending June 30:	
2021	\$ 1,024,000
2022	834,000
2023	810,000
2024	578,000
2025	437,000
Thereafter	<u>811,000</u>
	<u>\$ 4,494,000</u>

The land upon which DU's headquarters building in Memphis, Tennessee is constructed is leased under a long-term agreement. Lease payments are \$1 per year and the agreement has a maturity date of August 14, 2021. DU has the right to extend this agreement for up to two additional 10-year terms and intends to do so.

**(b) Litigation**

DU is a party to certain litigation and claims in the normal course of conducting its business.

Management believes, based in part on consultation with legal counsel, that the ultimate resolution of these matters will not have a material effect on the accompanying consolidated financial statements.

**(14) Functional Expenses including Nonoperational Pension Costs**

The costs of providing the various programs and activities have been summarized on a functional basis in the consolidated statements of support and revenues without donor restrictions and expenses. Accordingly, certain joint costs such as information technology, insurance and building expenses have been allocated among the programs and supporting services based on usage and square footage.

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

Functional expenses for the period ending June 30, 2020 were the following:

	<u>Program</u>	<u>Supporting service</u>			
	<u>Conservation and Education</u>	<u>Fund-raising</u>	<u>Administration</u>	<u>Total supporting service expenses</u>	<u>Total expenses June 30, 2020</u>
Employee compensation and benefits	\$ 43,475,317	16,548,870	4,540,432	21,089,302	64,564,619
Public and donor relations	435,441	2,128,871	48,528	2,177,399	2,612,840
Contract services and professional fees	2,174,223	1,188,345	993,232	2,181,577	4,355,800
Information technology	2,429,013	1,517,147	182,444	1,699,591	4,128,604
Travel and meetings	1,688,092	2,087,713	47,943	2,135,656	3,823,748
Interest	240,803	—	91,030	91,030	331,833
Equipment, supplies, repairs and depreciation	3,196,071	296,785	196,169	492,954	3,689,025
Office, occupancy and other expenses	2,915,378	764,212	465,658	1,229,870	4,145,248
Insurance	499,020	249,431	110,969	360,400	859,420
Membership enrollment premiums	—	4,375,774	—	4,375,774	4,375,774
Postage and shipping	2,095,848	2,146,774	19,028	2,165,802	4,261,650
Printing and publication	2,774,723	1,550,774	8,089	1,558,863	4,333,586
Donated public service announcements	15,254,956	—	—	—	15,254,956
Waterfowl conservation:					
Ducks Unlimited Canada	13,604,599	—	—	—	13,604,599
Ducks Unlimited de Mexico	908,326	—	—	—	908,326
Habitat development	94,713,109	—	—	—	94,713,109
Conservation easements	7,346,804	—	—	—	7,346,804
Other conservation	138,124	—	—	—	138,124
	<u>\$ 193,889,847</u>	<u>32,854,696</u>	<u>6,703,522</u>	<u>39,558,218</u>	<u>233,448,065</u>

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

Functional expenses for the period ending June 30, 2019 were the following:

	<u>Program</u>		<u>Supporting service</u>		<u>Total expenses June 30, 2019</u>
	<u>Conservation and Education</u>	<u>Fund-raising</u>	<u>Administration</u>	<u>Total supporting service expenses</u>	
Employee compensation and benefits	\$ 44,406,446	16,766,044	5,455,675	22,221,719	66,628,165
Public and donor relations	447,710	2,126,588	—	2,126,588	2,574,298
Contract services and professional fees	3,121,376	1,502,433	804,283	2,306,716	5,428,092
Information technology	2,230,391	1,388,340	516,582	1,904,922	4,135,313
Travel and meetings	2,318,422	2,750,087	349,678	3,099,765	5,418,187
Interest	271,636	—	17,055	17,055	288,691
Equipment, supplies, repairs and depreciation	3,128,291	322,567	247,629	570,196	3,698,487
Office, occupancy and other expenses	2,978,935	842,661	329,351	1,172,012	4,150,947
Insurance	463,049	227,682	93,078	320,760	783,809
Membership enrollment premiums	—	3,607,161	—	3,607,161	3,607,161
Postage and shipping	2,310,111	2,015,405	26,511	2,041,916	4,352,027
Printing and publication	2,326,552	1,552,135	34,601	1,586,736	3,913,288
Donated public service announcements	6,177,741	—	—	—	6,177,741
Waterfowl conservation:					
Ducks Unlimited Canada	12,101,750	—	—	—	12,101,750
Ducks Unlimited de Mexico	961,928	—	—	—	961,928
Habitat development	75,601,826	—	—	—	75,601,826
Conservation easements	31,656,126	—	—	—	31,656,126
Other conservation	179,555	—	—	—	179,555
	<u>\$ 190,681,845</u>	<u>33,101,103</u>	<u>7,874,443</u>	<u>40,975,546</u>	<u>231,657,391</u>

**(15) Allocation of Joint Costs**

DU conducted events that included conservation education and appeals for contributions that incurred joint costs of approximately \$20,883,000 and \$21,994,000 for the years ended June 30, 2020 and 2019, respectively, which were allocated as follows:

	<u>2020</u>	<u>2019</u>
Fund-raising	\$ 11,485,907	12,096,445
Conservation education	9,397,561	9,897,092
	<u>\$ 20,883,468</u>	<u>21,993,537</u>



**DUCKS UNLIMITED, INC. AND AFFILIATES**

Notes to Consolidated Financial Statements

June 30, 2020 and 2019

**(16) Nets Assets**

The components of net assets were as follows at June 30:

	<b>2020</b>	<b>2019</b>
Net assets:		
Without donor restrictions:		
Board designated for revolving land	\$ 41,951,712	39,538,357
Board designated quasi endowment	27,753,190	29,615,987
Accumulated surplus	8,607,370	17,282,915
Total net assets without donor restrictions	78,312,272	86,437,259
	<b>2020</b>	<b>2019</b>
With donor restrictions:		
Purpose restricted	\$ 56,289,519	78,991,674
Time restricted	35,701,274	38,779,712
Donor restricted endowments	46,203,431	45,979,918
Total net assets with donor restrictions	138,194,224	163,751,304
Total net assets	\$ 216,506,496	250,188,563

**(17) Endowment Funds**

DU's endowment consists of numerous individual donor gifts, which are grouped into funds based on the donor restriction and does not include any funds designated by the Board of Directors to function as endowments.

Based on the interpretation of UPMIFA by the Board of Directors of DU, and absent explicit donor stipulations to the contrary, DU classifies the original value of gifts donated to the donor restricted endowment, as well as accumulations to the permanent endowment made at the direction of the donor, as net assets with restrictions. The remaining portion of donor restricted endowment fund net earnings are also classified as net assets with donor restrictions until those amounts are appropriated for expenditure by DU's Board of Directors in a manner consistent with the standard of prudence prescribed by UPMIFA.

DU has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. DU's current policy is to appropriate for distribution each year 4% of its endowment funds' fair value as of the calendar year end preceding the fiscal year in which the distribution is planned. Accordingly, endowment assets are invested in a manner that is intended to produce long-term growth sufficient to fund current targeted spending appropriation levels and to maintain the purchasing power of the endowment while assuming a moderate level of investment risk.

## DUCKS UNLIMITED, INC. AND AFFILIATES

### Notes to Consolidated Financial Statements

June 30, 2020 and 2019

To satisfy its long-term rate-of-return objectives for endowments, DU 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). DU targets a diversified asset allocation that places emphasis on investments in equities (approximately 75% weighting) and bond strategies (approximately 25% weighting) to achieve its long-term return objectives within prudent risk constraints.

From time to time, the fair value of assets associated with an individual donor restricted endowment fund may fall below the fund's original value. Deficiencies of this nature are reported in net assets with donor restrictions. These deficiencies historically have resulted principally from unfavorable market fluctuations. Subsequent gains that restore the fair value of the assets of the endowment fund to the required level are classified as an increase in net assets with donor restrictions. There were no endowment funds with deficiencies as of June 30, 2020 or 2019.

Endowment net assets and changes therein as of and for the years ended June 30, 2020 and 2019 are as follows:

	<u>Endowment contributions</u>	<u>Unappropriated investment earnings</u>	<u>Total</u>
Endowment net assets, June 30, 2018	\$ 34,623,415	8,915,339	43,538,754
Investment return:			
Interest and dividends	—	730,212	730,212
Net appreciation	—	3,040,877	3,040,877
Contributions	438,391	—	438,391
Appropriation for expenditure	<u>—</u>	<u>(1,768,316)</u>	<u>(1,768,316)</u>
Endowment net assets, June 30, 2019	35,061,806	10,918,112	45,979,918
Investment return:			
Interest and dividends	—	604,822	604,822
Net appreciation	—	772,697	772,697
Contributions	709,384	—	709,384
Appropriation for expenditure	<u>—</u>	<u>(1,863,390)</u>	<u>(1,863,390)</u>
Endowment net assets, June 30, 2020	<u>\$ 35,771,190</u>	<u>10,432,241</u>	<u>46,203,431</u>

## **SUPPLEMENTARY INFORMATION**

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Consolidating Balance Sheet

June 30, 2020

<b>Assets</b>	<b>Consolidated</b>	<b>Eliminations</b>	<b>Ducks Unlimited, Inc.</b>	<b>Wetlands America Trust, Inc.</b>	<b>Ducks Unlimited Lands, LLC</b>
Cash and cash equivalents	\$ 41,694,717	—	37,639,089	4,053,859	1,769
Restricted cash and cash equivalents	25,668,560	—	18,245,201	7,423,359	—
Restricted non-negotiable certificates of deposit	5,067,390	—	5,067,390	—	—
Receivables:					
Events receivable, net	297,337	—	297,337	—	—
Pledges receivable, net	35,701,274	—	35,701,274	—	—
Habitat conservation and other receivables	23,531,569	—	23,531,569	—	—
Affiliate	—	(58,886,283)	58,886,283	—	—
Total receivables	59,530,180	(58,886,283)	118,416,463	—	—
Event merchandise inventory	7,138,149	—	7,138,149	—	—
Investments	76,162,686	—	11,646,050	64,516,636	—
Land held for conservation purposes	52,835,385	—	—	52,835,385	—
Land, buildings, and equipment, net	18,188,901	—	18,188,901	—	—
Other assets	6,853,965	—	4,422,247	2,431,718	—
Total assets	\$ 293,139,933	(58,886,283)	220,763,490	131,260,957	1,769
<b>Liabilities and Net Assets</b>					
Accounts payable and accrued expenses	\$ 16,000,588	—	15,995,588	5,000	—
Compensation and related accruals	5,338,303	—	5,338,303	—	—
Deferred revenue	28,347,358	—	28,138,871	208,487	—
Pension and deferred compensation accruals	9,787,474	—	9,787,474	—	—
Accrued postretirement benefits	752,253	—	752,253	—	—
Revolving land line of credit	7,385,000	—	—	7,385,000	—
Operating line of credit	7,500,000	—	7,500,000	—	—
Other liabilities	1,522,461	—	1,368,554	153,907	—
Due to affiliate	—	(58,886,283)	—	58,880,958	5,325
Total liabilities	76,633,437	(58,886,283)	68,881,043	66,633,352	5,325
Net assets:					
Without donor restrictions	78,312,272	—	23,245,980	55,069,848	(3,556)
With donor restrictions	138,194,224	—	128,636,467	9,557,757	—
Total net assets	216,506,496	—	151,882,447	64,627,605	(3,556)
Total liabilities and net assets	\$ 293,139,933	(58,886,283)	220,763,490	131,260,957	1,769

See accompanying independent auditors' report on supplementary information.

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Consolidating Statement of Support and Revenues Without Donor Restrictions and Expenses

Year ended June 30, 2020

	<u>Consolidated</u>	<u>Eliminations and reclassifications</u>	<u>Ducks Unlimited, Inc.</u>	<u>Wetlands America Trust</u>	<u>Ducks Unlimited Lands, LLC</u>
Operational revenue:					
Philanthropic sources:					
Net proceeds from committee events	\$ 34,826,196	—	34,826,196	—	—
Direct response membership	13,290,076	—	13,290,076	—	—
Major gifts	38,971,948	—	37,899,101	1,072,847	—
Planned gift maturities	1,918,337	—	1,918,337	—	—
Royalties	2,334,531	—	2,334,531	—	—
Total philanthropic revenue	91,341,088	—	90,268,241	1,072,847	—
Other operational support and revenue:					
Federal and state habitat reimbursements	83,764,853	—	83,764,853	—	—
Nongovernmental partnerships	22,917,194	—	22,917,194	—	—
State grants	3,221,397	—	3,221,397	—	—
Donated conservation easements	7,346,804	—	—	7,346,804	—
Advertising revenue	1,964,115	—	1,964,115	—	—
Donated educational programming	15,254,956	—	15,254,956	—	—
Services contributed by affiliate	—	(722,881)	—	722,881	—
Appropriated endowment and quasi-endowment earnings	3,769,513	(290,837)	3,769,513	290,837	—
Other revenues	141,948	—	111,948	30,000	—
Total operational support and revenue	229,721,868	(1,013,718)	221,272,217	9,463,369	—
Operational expense:					
Program service expenses:					
Waterfowl conservation:					
U.S. habitat delivery	129,487,129	(3,095,296)	131,454,395	1,128,030	—
Conservation easements	7,346,804	—	—	7,346,804	—
Government relations	3,334,857	—	3,334,857	—	—
Ducks Unlimited Canada	13,604,599	—	13,604,599	—	—
Ducks Unlimited de Mexico	908,326	—	908,326	—	—
Conservation education:					
Magazine	3,779,210	—	3,779,210	—	—
Communications and conferences	7,303,338	—	7,303,338	—	—
Donated educational programming	15,254,956	—	15,254,956	—	—
Education delivery	9,397,561	—	9,397,561	—	—
Membership services	2,868,988	—	2,868,988	—	—
Total program service expenses	193,285,768	(3,095,296)	187,906,230	8,474,834	—
Fund-raising:					
Field operations	11,485,907	—	11,485,907	—	—
Direct response membership development	10,168,622	—	10,168,622	—	—
Major gift development and advertising	10,963,001	—	10,963,001	—	—
Total fund-raising expense	32,617,530	—	32,617,530	—	—
Administration	6,681,617	—	6,587,798	92,367	1,452
Services received from affiliate	—	(722,881)	—	722,881	—
Total operational expense	232,584,915	(3,818,177)	227,111,558	9,290,082	1,452
Operational surplus (losses)	(2,863,047)	2,804,459	(5,839,341)	173,287	(1,452)
Nonoperational:					
Revolving land contributions	2,862,829	—	—	2,862,829	—
Net losses on land sales	(335,940)	—	—	(335,940)	—
Other quasi-endowment contributions	356,822	—	1,030,312	(673,490)	—
Unappropriated quasi-endowment earnings	(2,315,167)	(2,804,459)	157,470	331,822	—
Net periodic benefit cost other than service cost	(863,150)	—	(863,150)	—	—
Nonoperating surplus (loss)	(294,606)	(2,804,459)	324,632	2,185,221	—
Excess (deficit) of support and revenues without donor restrictions over expenses	\$ (3,157,653)	—	(5,514,709)	2,358,508	(1,452)

See accompanying independent auditors' report on supplementary information.

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Schedule of Donated Conservation Easements

June 30, 2020

Property	Acres protected	Location	Estimated value at time of gift
Current year:			
Kilsock Bay, LLC (Harry Oxner)	957	South Carolina	\$ 2,331,697
Young Family Farm (Bill & Vivian Young)	168	Michigan	1,360,000
Brandt CE (Dowd, Brandt, Dowd)	135	Nebraska	67,500
Holzfaster Playas II 320 CE (Ralph & Gloria Holzfaster)	308	Nebraska	55,000
McWha CE (McWha Industries, Inc)	257	Nebraska	235,500
Thorn Tree Forest, LLC (Benjamin Harrison)	257	South Carolina	232,000
Luque Grande View Farms, LLC	317	Louisiana	910,000
Roseland II CE Amendment-Roseland Plantation, LLC	335	Louisiana	840,000
Covey Call, LLC (Scarborough Tract-Blake Amick)	242	South Carolina	48,000
Mallard Land & Cattle	80	Colorado	147,000
Pheasant Land Company, LLP (Pheasant Land Co II West)	131	Nebraska	43,776
Pheasant Land Company, LLP (Pheasant Land Co II East)	80	Nebraska	26,831
Don G. Wellons	122	North Carolina	610,000
RP Wellons CECO, LLC (Robert Wellons)	76	North Carolina	439,500
	<u>3,465</u>		<u>7,346,804</u>
Prior years:			
Holly Bend Limited Partnership	126	Mississippi	105,000
Lori Durand	99	New York	11,000
Durand's East Edge Ranch	89	New York	14,000
Arcadia Plantation	374	South Carolina	5,512,000
Flyway Club	209	Missouri	1,225,000
Nagasaki Gun Club	247	Mississippi	500,000
The Honey Hole	85	Mississippi	2,076,000
BelAir, 2nd amendment	—	South Carolina	235,000
Special K Membership Company	1,690	Mississippi	3,350,000
Robinson Crusoe	1,233	Tennessee/Mississippi	6,800,000
Myrtle Grove-Marvin Tracts B & C	358	South Carolina	491,814
Sonnenberg	164	Nebraska	194,500
Sandy Bayou Farm	400	Mississippi	930,000
Shane Roth	298	Nebraska	221,500
Nemours-Greenpoint	1,856	South Carolina	2,172,750
Glover Plantation	2,027	South Carolina	1,630,672
Harmony Farm	500	Nebraska	928,000
Warhawk Land Company	527	Mississippi	1,230,000
True Luck	289	Missouri	1,360,000
True Luck 2	326	Missouri	1,550,000
Diamond Land Membership Company	2,108	Louisiana	4,500,000
Grayson	1,200	Texas	4,800,000
Myrtle Grove Plantation	1,715	South Carolina	2,385,732
Patriots Plantation	1,868	South Carolina	1,666,550
Reinhardt	71	Nebraska	9,000
Kastner Family Property	1,126	Mississippi	2,250,000
Summers II	292	Nebraska	445,000
Marianna Farms	1,919	Mississippi	2,400,000
Nemours-Neuport Tract	1,178	South Carolina	948,884
Paradox Wildlife	1,430	Mississippi	861,900
Rivers Run, Amendment	172	Mississippi	810,000
Sanders Farm	418	South Carolina	297,978
Thorn tree Swamp	483	South Carolina	460,000
Sumners	702	Nebraska	760,000
Grandview II, LLC	48	Nebraska	20,000
Coca Cola Woods	1,042	Arkansas	4,850,000
Twin Rivers Farm, LLE	425	Missouri	1,979,200
366/Brasher	366	Arkansas	1,165,000
Severin Slough	245	Nebraska	186,000

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Schedule of Donated Conservation Easements

June 30, 2020

Property	Acres protected	Location	Estimated value at time of gift
Moore Ranch Amendment 2	35	Texas	\$ 33,720
Woods of Bayou Deview (Joel Kaye)	603	Arkansas	478,400
Woods of Bayou Deview (Barry Properties LLC)	603	Arkansas	478,400
Double Dog Ranch	530	Nebraska	124,500
Wauford	72	Ohio	21,400
Cartensen	72	Ohio	36,400
Triple K Ranch	92	Nebraska	11,000
Wilson Farm	128	Colorado	2,300,000
Smith Doering	269	Nebraska	129,500
Smith Doering	269	Nebraska	129,500
Black River Preserve	1,472	South Carolina	701,320
Duck Factory, LLC	55	Nebraska	40,000
Foster	222	New York	67,350
Kosman Investments, LLC	460	Nebraska	555,000
Pheasant Land	242	Nebraska	207,000
Ranbay	862	Arkansas	800,000
The Bend	303	Missouri	1,164,000
Over and Under	397	Missouri	1,612,300
Rhodes Kinsey	1,042	South Carolina	1,191,680
Mallard Pointe	1,383	Arkansas	1,522,000
Chenoa Farm	478	Mississippi	1,077,000
Free State Plantation	933	Mississippi	533,000
North Conservation Farm	85	Washington	671,336
Willow Edge	133	Mississippi	139,500
Falling Run	84	North Carolina	250,000
Pringle Tract	478	South Carolina	450,000
Presidents Duck Club	83	Missouri	410,000
Golden Eagle Wildlife Preserve, Inc.	127	Illinois	390,000
Bulow Retreat	123	South Carolina	426,000
Lessard	36	Washington	1,000
Springer Meadows	121	Wyoming	12,320
Greentree Hunting Club	628	Arkansas	1,760,000
Mallard Farms	946	Arkansas	624,072
Eagle'sNest GC	198	Colorado	120,000
Tealbrook Farms Ag	189	California	10,000
Rosenau	317	Washington	18,000
O'Brien	95	Nebraska	74,700
River Edge Farm	965	Arkansas	1,588,550
Raney West	572	Mississippi	472,000
Savannah Oaks	700	Texas	100,000
Barnhill Farm	626	North Carolina	2,219,000
Ring Slough	442	Arkansas	868,000
Cronin Tract	75	Missouri	58,820
Seven Oaks Farm	56	Missouri	100,105
Herrod	889	Nebraska	115,000
Waccamaw River Tract	2,255	North Carolina	1,090,000
Baldwin	700	Missouri	3,263,000
The Limit Club	62	Missouri	250,190
Cypress Creek Preserve	919	Mississippi	1,425,000
Monument	541	Arkansas	2,488,900
Davis Island	6,090	Mississippi	8,500,000
Free State Plantation	933	Mississippi	533,000
Bayou DeView Farm and Hunt Club	241	Arkansas	500,000
Longfield Plantation	610	South Carolina	945,500
Pigweed Plantation	164	South Carolina	410,000
The Swamp	329	South Carolina	310,000
North Island	5	Michigan	162,000

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Schedule of Donated Conservation Easements

June 30, 2020

Property	Acres protected	Location	Estimated value at time of gift
Schafer	413	Nebraska	\$ 380,000
Birdlands	2,135	Mississippi	2,621,000
Klotz Tract	427	Arkansas	521,875
Rothermich	19	Missouri	31,130
Westchester Plantation	455	Virginia	891,000
Schlenke	19	Missouri	32,645
DT Ranch II	1,189	Colorado	300,000
Kleager	427	Nebraska	490,000
Anderson	21	Missouri	32,305
Poor Boy	29	Missouri	56,002
Green Wing Farms	59	Missouri	184,000
Backwater Farms	32	Missouri	230,000
The Ford Tract	476	South Carolina	414,000
Dyer Moore	30	Texas	29,000
Rural Hall Plantation	178	South Carolina	536,000
Salt Marsh Plantation	206	South Carolina	495,000
Naples Plantation	721	Louisiana	406,000
Raccoon Ranch	1,200	Missouri	5,084,100
Decoy Inn, LLC	96	Missouri	246,000
Barnett/Stimpson	310	Tennessee	237,900
Quantico Creek	69	Virginia	920,000
Lawton-Boggy Tract	295	South Carolina	516,000
River House Plantation	427	South Carolina	811,000
The Bullet Hole	79	Arkansas	150,000
Pintail Farms	331	Missouri	774,000
Orchard Farm Hunting Club	171	Missouri	746,000
Carlson-Cunz	180	Minnesota	180,000
Kittle Property	445	Mississippi	634,000
Whistling Wings	784	Missouri	5,024,300
Peebles Place	443	South Carolina	540,460
Bird Point Farm	86	South Carolina	590,000
Hermitage Plantation	1,087	South Carolina	2,049,970
Anderson Property	364	Nebraska	546,500
Kauller-Kaith Tract	183	Minnesota	73,000
Como Tract	362	Mississippi	438,500
Middleton Place LLC	5,800	South Carolina	8,105,001
Crab Orchard Plantation	2,819	South Carolina	4,900,000
Main Pass LLC	13,952	Louisiana and Mississippi	14,728,500
Main Pass LLC	10,291	Louisiana	10,481,000
LLOG Exploration Company LLC	3,446	Mississippi	3,830,500
LLOG Exploration Offshore, Inc.	194	Mississippi	356,500
Thomas S. Lenort	39	Minnesota	196,808
Buyck's Bluff	722	South Carolina	5,152,600
Indian Properties (Haskell & Huchi Plantation)	110	South Carolina	212,000
Mingo Plantation IV	257	South Carolina	492,000
Toheda	247	Louisiana	404,700
Pintail Alley	1,600	Louisiana	480,000
Rowan Tract	717	Mississippi	1,056,934
Chris von Gontard Property	199	Texas	253,984
River Valley Ranch I	585	Colorado	1,826,200
Prairie Ridge Partners LLC	869	Nebraska	561,000
Alligator Bayou Properties LLC	819	Louisiana	748,000
The Baradhi Farm	157	Texas	60,000
Waterfowl Habitat, LLC	85	Maryland	170,000
Drake Land Farms, LLC	866	Colorado	200,000
Bayou Haha	385	Louisiana	167,000
Diamond Lake and Land Co, LLC	1,295	Louisiana and Mississippi	2,401,660
Carey Boone Trace	1,257	Louisiana	588,000



**DUCKS UNLIMITED, INC. AND AFFILIATES**

Schedule of Donated Conservation Easements

June 30, 2020

Property	Acres protected	Location	Estimated value at time of gift
Mount Pleasant Plantation	3,685	South Carolina	\$ 10,600,000
Tanglewood 2nd amendment	25	South Carolina	50,000
Wing Tips Plantation	1,009	South Carolina	1,134,000
Bayou Meto Farm's LLC	240	Arkansas	790,000
Bear Bayou, LLC	640	Arkansas	2,300,000
Davies/Shepard	128	Arkansas	217,000
The Brake	479	Arkansas	559,000
White Lake Waterfowl, LLC	225	Tennessee	495,000
Golden Eagle Ranch II	2,074	Colorado	520,000
The Pineland – First Amendment	222	South Carolina	440,000
Hunter's Paradise	70	Kentucky	420,500
Cedar Lane Farm, LLC	422	Mississippi	1,264,800
Cedar Lane Farm, LLC	405	Tennessee	1,215,200
Delta Duck & Game Club	450	Mississippi	222,948
Neal Hansen	1,448	Nebraska	1,014,000
Mingo Hunt Club III	488	South Carolina	712,800
Pigweed Plantation	869	South Carolina	1,443,000
Lusero Ranch	205	Colorado	337,500
Donahue Company, Inc.	371	Arkansas	500,000
Lester Ranch	476	Colorado	735,000
Cache Slough Timber Farms	274	Arkansas	681,000
Kaye Farms, LLC	675	Arkansas	902,344
Crenshaw Property	1,011	Mississippi	1,064,650
Pine, LLC	150	Missouri	216,000
Tanglewood First Amendment	34	South Carolina	81,000
Muddy Creek Farms	707	Tennessee	965,000
Barber Property	262	Texas	218,750
Batten-Boggy Tract	315	South Carolina	681,000
Young Farms (Todd Young)	116	Arkansas	211,760
Young Farms (Vern and Phyllis Young)	209	Arkansas	388,000
Highlands Plantation Hunting Club, LLC	1,300	Mississippi	1,581,000
Dardenne Realty Co.	559	Missouri	1,400,000
Big Cypress Duck Hole	552	Arkansas	805,000
Lake Hill Farm	225	New York	802,100
Arcadia Plantation	3,612	South Carolina	54,416,350
Cougar Bay First Amendment	79	South Carolina	160,000
Ivanhoe Plantation, Inc.	932	South Carolina	1,309,000
Holifield Farms	478	Arkansas	888,000
Pin Oak Club, LLC	720	Arkansas	1,090,000
Teal-Denmon Tract	460	Louisiana	138,000
Duty Ferry Farms, Inc.	1,384	Louisiana	689,000
The Teal Partnership	1,392	Louisiana	693,000
Horseshoe Hill, LP	216	Mississippi	312,000
Decoy Lakes First Amendment	131	North Carolina	432,500
Millbrook, LLC	1,176	South Carolina	4,258,800
Millbrook Hanahan (Grayson Hanahan)	137	South Carolina	320,400
Millbrook Hanahan (Grayson Hanahan)	539	South Carolina	794,221
Millbrook Hanahan (Roger Hanahan)	697	South Carolina	1,027,179
Esperanze Plantation	1,192	Louisiana	972,000
Robinson Tract	190	Louisiana	638,000
Minasian Ranch	660	California	1,145,000
Roseland Plantation, LLC	3,412	Louisiana	2,772,126
Point Pleasant, LLC	1,180	Louisiana	960,872
Gumwood, LLC	660	Arkansas	198,000
Como Tract Amendment	400	Mississippi	409,000
Martin-Rimini Tract	148	South Carolina	260,000
Batten Black Swamp	2,031	South Carolina	3,818,000

**DUCKS UNLIMITED, INC. AND AFFILIATES**

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Property	Acres protected	Location	Estimated value at time of gift
Beaver Dam Tract First Amendment	26	South Carolina	\$ 181,000
Blackfish Farms, LLC	1,400	Arkansas	1,125,000
Cocoa Slough, LLC	842	Arkansas	725,000
Belleau Farm	1,550	Missouri	13,521,500
West Creek	99	Virginia	14,369,500
York Woods Amendment	1,204	Mississippi	1,265,000
Higel II Amendment	555	Colorado	518,925
Crowther	420	Colorado	491,500
Willis Wharf	125	Virginia	836,000
Twin Bayous	52	Arkansas	106,000
Deadwood Duck Club	160	Arkansas	400,000
Behring Ranch	810	California	975,000
Cross/Sheehy Ranch	316	Colorado	555,000
Little Bijou Ranch	440	Colorado	253,000
Davey Land	320	Colorado	131,200
Flink Property	52	Minnesota	65,200
Irby Woods	497	Mississippi	1,556,000
Old Rivers	295	Mississippi	286,450
Batten-Carswell	291	South Carolina	560,000
The Oaks Plantation	112	South Carolina	186,000
Uxbridge Plantation	232	South Carolina	1,999,000
Burke Farm	1,360	Texas	560,000
East Bernard	247	Texas	170,000
Matagorda	384	Texas	170,000
Barber-Long Beaverdam Creek	144	Texas	86,400
The Big Woods on the Trinity	2,363	Texas	1,198,000
Dover Plantation	821	South Carolina	30,800,000
Tanglewood	82	South Carolina	212,000
McNeil III	1,080	Colorado	1,475,000
Monteray Delta Plantation	127	Louisiana	4,205,000
Mary's Island	970	South Carolina	207,800
Cheeha-Combahee	12,524	South Carolina	2,742,200
Godfrey Tract	155	South Carolina	32,500
McMillian	20	South Carolina	20,000
Medway	7,225	South Carolina	4,435,500
Ashepoo-Fenwick	9,423	South Carolina	2,592,700
Hasty Point Plantation	762	South Carolina	443,900
Kinloch Plantation	5,801	South Carolina	2,685,000
Hartwell Farms	591	Georgia	438,400
Oak Grove Plantation	995	South Carolina	524,000
Salt Marsh Plantation	349	South Carolina	460,000
Musselboro Island	962	South Carolina	1,325,600
Clermont Plantation	435	South Carolina	477,500
Commander Island	385	South Carolina	259,800
Weymouth	187	South Carolina	480,000
Dunavant	12,160	Montana	3,610,000
Kennedy-Trailsend Ranch	3,142	Montana	3,710,000
Nightingale Hall Plantation	617	South Carolina	406,481
Quail Hollow	1,850	Mississippi	1,360,000
Buford's Brake	732	Mississippi	630,000
Becks Bay	6,626	Mississippi	5,080,000
Bolder's Island	1,649	South Carolina	365,400
Easterly/Penn	2,175	Mississippi	545,000
Hartwell Farms II	58	Georgia	52,800
Hicks Farm	130	Georgia	106,100
Indian Hut Tree Farm	1,642	South Carolina	656,700
Raccoon Island	1,743	South Carolina	377,500
Roanoke Plantation	200	Alabama	216,000

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Schedule of Donated Conservation Easements

June 30, 2020

Property	Acres protected	Location	Estimated value at time of gift
Rosebank Plantation	260	South Carolina	\$ 410,000
Rural Hall	176	South Carolina	330,000
South Fenwick Island	322	South Carolina	303,000
Dead Buffalo Ranch	3,573	North Dakota	270,000
Crow Hill Plantation	274	South Carolina	365,600
Huspah Plantation	319	South Carolina	1,650,000
Lonely Hearts Hunt Club	133	South Carolina	160,000
Oak Forest Plantation	286	South Carolina	4,818,000
Springfield Plantation	250	South Carolina	263,100
Beaver Dam Tract	84	South Carolina	113,000
South Fenwick Island Amendment	6	South Carolina	5,800
Claypool Reservoir	1,355	Arkansas	1,082,500
Pon-Pon	3,249	South Carolina	—
Delhomme Reserve	2,253	Texas	—
Hill River Tract	424	South Carolina	827,200
Augusta Plantation	942	South Carolina	250,000
Ben Knott Tract	371	South Carolina	165,000
Pitts Tracts A-F	9,101	Louisiana	3,255,000
Pitts Hurricane Lake Tract	1,214	Louisiana	687,200
Exchange Plantation	690	South Carolina	930,000
Kennedy-Trailsend Amend 1-3	474	Montana	228,000
Prescott Plantation	317	South Carolina	123,100
North Pasture	380	South Carolina	313,500
Ward Lake	3,250	Mississippi	2,725,000
Old Dominion Plantation	718	South Carolina	870,000
Chicahominy	281	Virginia	563,000
Pinchback Plantation	1,890	Mississippi	330,000
Pintail Club	95	Washington	1,330,000
Maurene Plantation	2,653	South Carolina	1,895,000
Terry Pasture	500	South Carolina	1,032,000
Rose Hill Plantation	1,200	South Carolina	840,000
Wando Farms	558	South Carolina	2,150,000
Bear Island	151	South Carolina	39,200,000
Beaver Creek Crossing	821	Mississippi	1,110,000
Becks Bay Amendment	640	Mississippi	365,000
Bobo Brake	751	Mississippi	600,000
Walters Farm	551	Colorado	340,100
Rio Ranch	360	Colorado	415,000
Two Rivers	2,585	Arkansas	1,660,000
Big Black Farms	434	Mississippi	390,600
Kitterlin Creek	2,974	Louisiana	1,695,000
O'Connor	102	Virginia	491,500
Redfish Point	73	Texas	44,000
Duck Lake	2,922	Mississippi	2,530,000
Lamps Woodard	354	North Carolina	218,000
Caduceus Farms	1,802	Louisiana	586,000
713 Club, LLC	1,272	Arkansas	1,815,000
Lea Farm	25	Oregon	25,800
Leshar Farm	29	Oregon	27,000
Ward Lake Amendment	1,177	Mississippi	625,000
River Property	89	Colorado	68,800
Beaver Creek Crossing Amendment	175	Mississippi	332,500
Corzine Ranch	2,488	Colorado	520,000
Generostee Creek	477	South Carolina	1,610,000
Caeli Farms, LLC	406	Virginia	1,555,000
Bear Island Hunt Club	505	South Carolina	350,000
Cheeha-Combahee Amendment	20	South Carolina	58,400
Wheeler Island 40	1,658	Arkansas	1,470,000

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Schedule of Donated Conservation Easements

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Property	Acres protected	Location	Estimated value at time of gift
Dacus Lake Partners	1,953	Arkansas/TN	\$ 815,000
Danikow Tract	623	Tennessee	410,000
Mill Creek Property	950	South Carolina	3,206,500
Oaks Plantation	208	South Carolina	481,250
Muddy Waters LLC	3,159	Mississippi	3,350,000
Nightingale Hall Amendment	105	South Carolina	189,540
Tara Wildlife	4,688	Mississippi	4,200,000
Montana	1,234	California	172,000
David Young	142	Mississippi	238,050
Ellis Lake	1,813	Mississippi	1,167,400
Willtown Crossing Farms	220	South Carolina	300,000
Chaplin Farms	700	South Carolina	328,000
Dyer Moore	97	Texas	69,355
Stringfield Nursery	22	South Carolina	136,000
Kennedy B.C. – Tuplagum	2,653	Mississippi	1,500,000
Kennedy – York Woods	3,832	Mississippi	3,095,000
Kennedy-Trailsend 5th Amendment	544	Montana	779,000
Duncan Hunt Club	49	North Carolina	98,600
Black Oak Farm	310	Arkansas	260,000
Weymouth Plantation Amendment	212	South Carolina	432,000
Rainey Acres	240	South Carolina	254,400
Sewee Plantation	374	South Carolina	5,877,700
Kensington Plantation	344	South Carolina	2,590,000
David Martin	310	Mississippi	145,000
Clifton Farms	1,755	Mississippi	1,310,000
Mallard Creek Farms	250	North Carolina	209,000
Everett-Driver	140	Mississippi	65,000
Mudlake	2,145	Arkansas	2,135,000
Section 13 Farms	735	Arkansas	836,000
Dunavant – Lewiston	475	Montana	343,000
Deer Yard Farms	750	Illinois	1,558,500
Wildwood Acres	167	South Carolina	234,000
Dawhoo Plantation	716	South Carolina	1,971,200
Texas Plantation	785	North Carolina	1,232,500
Ritter-Black River	334	South Carolina	293,700
Malphrus Tract	929	South Carolina	1,162,500
Braxton Farms	212	Virginia	817,000
Harrison Ranch	884	Mississippi	400,000
McNeil Ranch	520	Colorado	624,000
Decoy Lakes	331	North Carolina	720,000
Meadow Ranch	5,440	Colorado	723,520
Dixie Farms	2,100	Mississippi	787,000
Circle T	1,507	Arkansas	3,680,000
Nagasaki Gun Club	137	Mississippi	231,000
Getz Ranch	320	Colorado	240,000
Lester Ranch	783	Colorado	501,200
TPC Farm	1,213	Mississippi	1,905,000
Buzzard Corner	375	North Carolina	1,771,000
Pamlico Farms I	619	North Carolina	1,612,000
Willow Bend Plantation	670	South Carolina	4,306,000
Rice Hope Plantation	237	South Carolina	1,108,525
Marais Temp Clair Duck Club	635	Missouri	1,561,500
Ware Creek Preserve	1,039	Virginia	18,111,000
Texas Plantation II	668	North Carolina	1,224,000
Tibshrany Farm	311	South Carolina	257,500
Annandale Plantation	3,458	South Carolina	5,400,000
Gilmore Property	138	Arkansas	120,987
Heth Property	480	Arkansas	240,747

**DUCKS UNLIMITED, INC. AND AFFILIATES**

Schedule of Donated Conservation Easements

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<b>Property</b>	<b>Acres protected</b>	<b>Location</b>	<b>Estimated value at time of gift</b>
Bel Air Farms	45	South Carolina	\$ 482,000
Cache River Property	240	Arkansas	162,000
Golden Eagle Ranch	1,107	Colorado	1,045,000
Moreland Club	293	South Carolina	275,000
Mark Wheeler	65	Washington	190,000
Winea Plantation	348	South Carolina	900,000
Feliciana Land Co.	1,400	Mississippi	1,583,000
MacLean Tract	24	South Carolina	61,250
Bulow Land I	49	South Carolina	1,205,000
Bulow Land II	305	South Carolina	981,750
Blackfish Island	380	Arkansas	547,400
Mud Lake Bottoms	138	Arkansas	193,200
Running Bayou	1,036	Mississippi	837,200
Kase	101	New York	61,000
John Lindquist Property	170	Minnesota	548,520
Young Property	240	Mississippi	293,836
Willows Bend Amendment	604	South Carolina	5,846,600
DT Ranch	808	Colorado	610,000
Lohr Property	52	Missouri	109,000
Bobo Brake Amendment	548	Mississippi	490,000
Verser Farms	359	Arkansas	262,500
Pamilco Farms II	446	North Carolina	3,477,000
Seminole Plantation	350	South Carolina	618,500
Black Swamp Plantation	538	South Carolina	840,000
Cook's Mountain	1,200	South Carolina	5,496,000
Wurster Tract	490	Louisiana	220,500
Timmerman Property	320	Missouri	742,950
Old Rivers Farm	581	Mississippi	455,100
Cougar Bay/Notyacht	521	South Carolina	900,000
Getz Ranch Amendment	640	Colorado	452,500
Blue House Plantation	382	South Carolina	2,780,000
Bulow Plantation III	178	South Carolina	4,044,000
Springsteen Plantation	818	South Carolina	1,514,000
Ward Lake – McGehee	275	Mississippi	137,500
Windfall Point	105	South Carolina	827,100
Pig Pen/Windsor Plantation	169	South Carolina	310,050
Poplar Grove	3,100	South Carolina	11,750,000
Mingo Plantation	593	South Carolina	534,000

**DUCKS UNLIMITED, INC. AND AFFILIATES**

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Property	Acres protected	Location	Estimated value at time of gift
Haralson Tract	669	Arkansas	\$ 1,116,600
Holified Farms	320	Arkansas	525,000
Bivens Bayou	648	Arkansas	907,200
McNeil II & III	230	Colorado	242,000
Jensen	159	Minnesota	208,463
Lester II	825	Colorado	536,250
Alligator Bayou	560	Arkansas	784,000
Higel Ranch	298	Colorado	238,400
Walters/Chadwell	304	Colorado	297,200
Spring Hope	348	South Carolina	450,000
Mingo Plantation II	398	South Carolina	450,000
The Bridge Farm	80	Colorado	97,000
Potato Hill	1,336	Mississippi	564,400
The Pineland	577	South Carolina	490,000
Bel-Air Farm, Wilson Tract	68	South Carolina	343,500
Birdeye Farm	180	Arkansas	218,000
Togo Farm	809	Arkansas	626,042
Mulberry Plantation, Inc.	3,174	South Carolina	3,018,697
Arundel Plantation Properties, LLC	1,138	South Carolina	4,220,000
Deed restrictions:			
Springfield Marsh	696	South Carolina	74,000
Hanahan	33	South Carolina	—
Management agreements:			
Mary's Island	3,740	South Carolina	—
Cosumnes-Crane Ranch (Fitzgerald)	368	California	—
Shane Roth	—	Nebraska	(88,725)
Benelli LLC	234	Missouri	310,000
The Fall River Resource Conservation District	4,491	California	1,960,000
Nemours Plantation Wildlife Foundation	1,336	South Carolina	1,400,154
Nemours Plantation Wildlife Foundation	1,143	South Carolina	979,047
James Todd Watkins and Margaret Kirkland Watkins	166	South Carolina	378,800
Elbow Slough, LLC	1,278	Arkansas	2,040,000
Diamond Point Land Company, LLC	934	Mississippi	2,241,000
Warhawk Land Company, LLC	757	Mississippi	1,818,000
Lusco and Lusco, LLC	876	Mississippi	2,102,000
Thomas J. Ward	25	Nebraska	17,500
B.G.B. Properties, LLC	200	Arkansas	176,000
Over & Under II, LLC	196	Missouri	790,000
Heritage Farms of Carlisle County, LLC	1,276	Kentucky	4,712,000
B.G.B. Properties, LLC	120	Arkansas	118,000
Pon Pon Plantation, LLC	260	South Carolina	1,850,000
Le Chevalier, LLC	3,748	Louisiana	6,850,000
Marcello Da Pointe, LLC	556	Mississippi	1,224,000
Cane Island Club, LLC	375	South Carolina	18,800,000
Steamboat Island Farm (Phelan Trust)	307	Missouri	1,560,000
Bay Creek Farms, LLC	90	Michigan	89,000
Beaver Bay (Summit AG Fund II, LLP)	70	North Dakota	203,126
McArthur Swamp (Pacific Gas and Electric Co.)	3,168	California	1,080,000
	<u>425,624</u>		<u>707,754,357</u>
	<u>429,089</u>		<u>\$ 715,101,161</u>

See accompanying independent auditors' report.