

FINANCIAL STATEMENTS



**FOR THE YEAR ENDED SEPTEMBER 30, 2015
WITH SUMMARIZED FINANCIAL
INFORMATION FOR 2014**

AMERICAN CANOE ASSOCIATION

CONTENTS

	PAGE NO.
INDEPENDENT AUDITOR'S REPORT	2 - 3
EXHIBIT A - Statement of Financial Position, as of September 30, 2015, with Summarized Financial Information for 2014	4
EXHIBIT B - Statement of Activities and Change in Net Assets, for the Year Ended September 30, 2015, with Summarized Financial Information for 2014	5
EXHIBIT C - Statement of Functional Expenses, for the Year Ended September 30, 2015, with Summarized Financial Information for 2014	6
EXHIBIT D - Statement of Cash Flows, for the Year Ended September 30, 2015, with Summarized Financial Information for 2014	7
NOTES TO FINANCIAL STATEMENTS	8 - 13

GELMAN, ROSENBERG

& FREEDMAN

CERTIFIED PUBLIC ACCOUNTANTS



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
American Canoe Association
Fredericksburg, Virginia

We have audited the accompanying financial statements of the American Canoe Association (ACA), which comprise the statement of financial position as of September 30, 2015, and the related statements of activities and change in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of ACA as of September 30, 2015, and the change in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

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Report on Summarized Comparative Information

We have previously audited ACA's 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 3, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2014, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Gelman Rosenberg & Friedman

June 27, 2017

AMERICAN CANOE ASSOCIATION
STATEMENT OF FINANCIAL POSITION
AS OF SEPTEMBER 30, 2015
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

ASSETS

	<u>2015</u>	<u>2014</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 715,878	\$ 578,976
Accounts receivable	1,725	1,514
Due from related parties	3,192	-
Inventory	59,998	64,824
Prepaid expenses	<u>37,706</u>	<u>14,906</u>
Total current assets	<u>818,499</u>	<u>660,220</u>
FIXED ASSETS		
Furniture	78,197	74,373
Computer equipment	95,925	87,428
Leasehold improvements	4,835	4,835
Other	<u>5,000</u>	<u>5,000</u>
	183,957	171,636
Less: Accumulated depreciation	<u>(100,932)</u>	<u>(62,972)</u>
Net fixed assets	<u>83,025</u>	<u>108,664</u>
OTHER ASSETS		
Land:		
Sugar Island	1,314,221	1,314,221
Fredericksburg	345,000	345,000
Investments	298,157	436,692
Deposit	<u>-</u>	<u>2,500</u>
Total other assets	<u>1,957,378</u>	<u>2,098,413</u>
TOTAL ASSETS	<u>\$ 2,858,902</u>	<u>\$ 2,867,297</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Notes payable	\$ 159,754	\$ 177,278
Accounts payable and accrued liabilities	90,511	98,475
Deferred revenue	<u>23,862</u>	<u>20,164</u>
Total current liabilities	<u>274,127</u>	<u>295,917</u>
NET ASSETS		
Unrestricted	2,111,613	1,988,493
Temporarily restricted	<u>473,162</u>	<u>582,887</u>
Total net assets	<u>2,584,775</u>	<u>2,571,380</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 2,858,902</u>	<u>\$ 2,867,297</u>

See accompanying notes to financial statements.

AMERICAN CANOE ASSOCIATION

**STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED SEPTEMBER 30, 2015
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014**

	2015			2014
	Unrestricted	Temporarily Restricted	Total	Total
REVENUE				
Contributions	\$ 223,414	\$ 32,117	\$ 255,531	\$ 258,134
Government grants	2,000	225,000	227,000	298,725
Investment (loss) income	-	(6,561)	(6,561)	40,145
Contributed land	-	-	-	345,000
Membership	719,175	-	719,175	662,841
Program income	171,385	-	171,385	184,150
Sales of inventory	71,635	-	71,635	51,219
Other revenue	3,735	-	3,735	23,223
Net assets released from donor restrictions	<u>360,281</u>	<u>(360,281)</u>	<u>-</u>	<u>-</u>
Total revenue	<u>1,551,625</u>	<u>(109,725)</u>	<u>1,441,900</u>	<u>1,863,437</u>
EXPENSES				
Program Expenses	1,181,483	-	1,181,483	1,195,850
Management and General	<u>247,022</u>	<u>-</u>	<u>247,022</u>	<u>197,094</u>
Total expenses	<u>1,428,505</u>	<u>-</u>	<u>1,428,505</u>	<u>1,392,944</u>
Change in net assets	123,120	(109,725)	13,395	470,493
Net assets at beginning of year	<u>1,988,493</u>	<u>582,887</u>	<u>2,571,380</u>	<u>2,100,887</u>
NET ASSETS AT END OF YEAR	<u>\$ 2,111,613</u>	<u>\$ 473,162</u>	<u>\$ 2,584,775</u>	<u>\$ 2,571,380</u>

AMERICAN CANOE ASSOCIATION
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2015
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

	2015			2014
	Program Expenses	Management and General	Total Expenses	Total Expenses
Payroll expenses, taxes and benefits	\$ 452,943	\$ 135,728	\$ 588,671	\$ 633,661
Insurance and other expenses	92,916	16,397	109,313	163,587
Facilities and equipment	144,758	24,812	169,570	147,164
Contract services	114,112	20,137	134,249	68,755
Operations	119,633	21,111	140,744	114,928
Event costs	80,659	14,234	94,893	188,271
Bank/finance charge	8,884	1,568	10,452	1,684
Credit card processing fees	22,511	3,973	26,484	22,738
Grants to other organizations	10,000	-	10,000	10,730
Sponsorship	83,715	-	83,715	29,864
Merchandise and member benefits	51,352	9,062	60,414	11,562
TOTAL	\$ 1,181,483	\$ 247,022	\$ 1,428,505	\$ 1,392,944

AMERICAN CANOE ASSOCIATION
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED SEPTEMBER 30, 2015
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

	<u>2015</u>	<u>2014</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 13,395	\$ 470,493
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	37,960	21,868
Realized and unrealized loss (gain)	10,106	(37,295)
Liability written off	-	(23,223)
Contributed land	-	(345,000)
(Increase) decrease in:		
Accounts receivable	(3,403)	56,072
Inventory	4,826	(3,984)
Prepaid expenses	(22,800)	(12,599)
Deposit	2,500	-
Increase (decrease) in:		
Accounts payable and accrued liabilities	(7,964)	31,577
Deferred revenue	<u>3,698</u>	<u>3,760</u>
Net cash provided by operating activities	<u>38,318</u>	<u>161,669</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of fixed assets	(12,321)	(101,938)
Purchase of investments	(3,545)	(2,642)
Sale of investments	<u>131,974</u>	<u>22,127</u>
Net cash provided (used) by investing activities	<u>116,108</u>	<u>(82,453)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Payments on notes payable	<u>(17,524)</u>	<u>(18,333)</u>
Net cash used by financing activities	<u>(17,524)</u>	<u>(18,333)</u>
Net increase in cash and cash equivalents	136,902	60,883
Cash and cash equivalents at beginning of year	<u>578,976</u>	<u>518,093</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 715,878</u>	<u>\$ 578,976</u>
SUPPLEMENTAL INFORMATION		
Interest Paid	<u>\$ 6,705</u>	<u>\$ 8,073</u>
NON-CASH ACTIVITIES		
Contributed Land	<u>\$ -</u>	<u>\$ 345,000</u>

See accompanying notes to financial statements.

AMERICAN CANOE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2015

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The American Canoe Association (ACA) was founded in 1880 and incorporated in 1927 to unite persons interested in canoeing, to provide educational, informational and training services, and to increase the safety, enjoyment and skills of those canoeing on rivers, lakes, estuaries and bodies of water.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with ACA's financial statements for the year ended September 30, 2014, from which the summarized information was derived.

Cash and cash equivalents -

ACA considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, ACA maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Investments -

Investments are recorded at their readily determinable fair value. Realized and unrealized gains and losses are included in investment income in the Statement of Activities and Change in Net Assets.

Accounts receivable -

Accounts receivable approximate fair value. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established. Accounts receivable are expected to be collected within one year.

Fixed assets -

Fixed assets in excess of \$1,000 are capitalized and stated at cost. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three to seven years. The cost of maintenance and repairs is recorded as expenses are incurred. Depreciation expense for the year ended September 30, 2015 totaled \$37,960.

Income taxes -

ACA is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. ACA is not a private foundation.

AMERICAN CANOE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2015

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)

Uncertain tax positions -

For the year ended September 30, 2015, ACA has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Inventory -

Inventory consists of canoeing merchandise and publications, which are recorded at the lower of cost or market value using the average cost method.

Revenue recognition -

Membership dues, contributions and government grant revenue are recognized when notification is received from the donor, which is generally when received. Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with donor-imposed restrictions and satisfaction of time restrictions. Funds in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements. Program income is generally recognized when earned. Deferred revenue consists of advance payments received for memberships.

Net asset classification -

The net assets are reported in two self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of ACA.
- **Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of ACA and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Change in Net Assets as net assets released from restrictions.

Contributed land -

Contributed land is recorded at its fair market value as of the date of the gift. In addition, volunteers have donated significant amounts of their time to ACA; these donated services are not reflected in the financial statements since these services do not meet the criteria for recognition as contributed services.

Use of estimates -

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

AMERICAN CANOE ASSOCIATION

NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2015

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Risks and uncertainties -

ACA invests in various investment securities. Investment securities are exposed to various risks such as interest rates, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the accompanying financial statements.

Fair value measurement -

ACA adopted the provisions of FASB ASC 820, *Fair Value Measurement*. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurement. ACA accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

2. INVESTMENTS

Investments consist of an interest in a pool of investment funds held with the United States Olympic Foundation. ACA does not control the investments and is obligated to pay annually five percent of the value of the fund, as of December of the preceding year, to the USA Canoe/Kayak team. Investment gains and losses and income are reinvested in the Fund. The payment made during the year ended September 30, 2015 totaled \$76,974 and is included in "Sponsorship" on the Statement of Functional Expenses. During the year ACA received authorization to transfer an additional \$55,000 from the fund, which was used for operational purposes. Net investment loss from this investment totaled \$(6,561) for the year ended September 30, 2015, which consisted of the following:

Interest and dividends	\$ 3,545
Unrealized loss	(25,158)
Realized gain	<u>15,052</u>
TOTAL INVESTMENT LOSS	<u>\$ (6,561)</u>

3. SUGAR ISLAND - LAND AND BUILDINGS

ACA was granted possession of eight islands located in the St. Lawrence River in Canada in 1901. In 2009, a court in Canada concluded after a legal proceeding that ACA was the sole and absolute owner in fee simple of these islands. ACA recorded the value of those lands in 2009, based upon the assessed value of the land by Canadian authorities, for \$1,300,000. This amount, plus the value of certain buildings on the property, is shown in other assets on the Statement of Financial Position.

AMERICAN CANOE ASSOCIATION

**NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2015**

4. NOTE PAYABLE

ACA entered into a Promissory Note Agreement with Wells Fargo Bank in August 2008, for a line of credit with a ceiling of \$350,000. ACA initially borrowed approximately \$240,000. In July 2011, the note was restructured under a Forbearance Agreement, whereby ACA would make monthly payments of principal and interest totaling \$2,200. Interest is charged at 4.25% per annum, and totaled \$6,705 for the year ended September 30, 2015. The note matured on August 1, 2013. ACA is seeking to renew the note under similar terms; however, no agreement has been reached as of the date of these financial statements. The note is secured by all of ACA's personal property.

The fair value of the note approximates the carrying value based upon terms and rates ACA could obtain for obligations of a similar nature.

5. PADDLESPORT PUBLISHING, INC.

ACA is an 83.3% shareholder of Paddlesport Publishing, Inc. (PPI), a separate for-profit corporation. This corporation is dormant and is no longer active in business. All investments and amounts advanced to PPI by ACA have been written off, and PPI does not have any realizable assets at this time. No accounts payables or other liabilities of PPI are reflected on these financial statements, as they are not expected to be paid.

6. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at September 30, 2015:

ACA Olympic Committee Fund	\$ 298,157
Government grant and other programs	128,255
Other	<u>46,750</u>
	<u>\$ 473,162</u>

The following temporarily restricted net assets were released from donor restrictions by incurring expenses (or through the passage of time) which satisfied the restricted purposes specified by the donors:

ACA Olympic Committee Fund	\$ 131,974
Government grant and other programs	205,399
Other	<u>22,908</u>
	<u>\$ 360,281</u>

7. LEASE COMMITMENTS

ACA leased office space under a lease agreement, which originated in October 2013, until they moved into a new office space in January 2014. ACA's new lease is under a three-year agreement. Base rent is \$2,500 per month, plus a proportionate share of expenses, increasing by a factor of 3% per year.

AMERICAN CANOE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2015

7. LEASE COMMITMENTS (Continued)

The following is a schedule of the future minimum lease payments:

Year Ending September 30,

2016	\$ 31,673
2017	<u>5,305</u>
	<u>\$ 36,978</u>

Rent expense was \$30,675 for the year ended September 30, 2015, for this office space. ACA also pays storage and rent for separate camps. Rent for these spaces totaled \$13,697.

8. PENSION PLAN

ACA sponsors a 401(k) plan for the benefit of its employees. Employees may defer a portion of their salary into the plan, up to the statutory limit. ACA currently does not match or contribute to the plan.

9. RELATED PARTY

In February 2015, ACA entered into a management agreement with the U.S. Canoe and Kayak Team, Inc. (USACK). Under the agreement, the CEO of American Canoe also became the CEO of USACK. The two organizations are working to effect a transition whereby the operations of USACK would be transferred to ACA.

10. FAIR VALUE MEASUREMENT

In accordance with FASB ASC 820, *Fair Value Measurement*, ACA has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

Investments recorded in the Statement of Financial Position are categorized based on the inputs to valuation techniques as follows:

Level 1. These are investments where values are based on unadjusted quoted prices for identical assets in an active market ACA has the ability to access.

Level 2. These are investments where values are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, or model-based valuation techniques that utilize inputs that are observable either directly or indirectly for substantially the full-term of the investments.

Level 3. These are investments where inputs to the valuation methodology are unobservable and significant to the fair value measurement.

AMERICAN CANOE ASSOCIATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2015

10. FAIR VALUE MEASUREMENT (Continued)

Following is a description of the valuation methodology used for investments measured at fair value. There have been no changes in the methodologies used at September 30, 2015.

Pooled Separate Account: Valued at the net asset value of ACA's interest in the pool of assets held by the United States Olympic Foundation.

The table below summarizes, by level within the fair value hierarchy, ACA's investments as of September 30, 2015:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Asset Class:				
Pooled Separate Account	\$ <u> -</u>	\$ <u> 298,157</u>	\$ <u> -</u>	\$ <u> 298,157</u>

The following table breaks down the makeup of the pool of assets in the pooled separate account as of September 30, 2015:

Alternative investments	35.58%
Domestic equities	29.88%
International equities	23.80%
Domestic bonds	6.46%
International bonds	2.84%
Cash and cash equivalents	1.44%
TOTAL	100.00%

11. SUBSEQUENT EVENTS

In preparing these financial statements, ACA has evaluated events and transactions for potential recognition or disclosure through June 27, 2017, the date the financial statements were issued.