

# **The Nature Conservancy**

**Consolidated Financial Statements and Schedule of  
Expenditures of Federal Awards and Reports**

**In Accordance with OMB Uniform Guidance For the  
year ended June 30, 2021**

**EIN 53-0242652**

# The Nature Conservancy

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June 30, 2021

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## Report of Independent Auditors

To the Board of Directors of The Nature Conservancy

### Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of The Nature Conservancy and its chapters and affiliates (the "Conservancy"), which comprise the consolidated statement of financial position as of June 30, 2021, and the related consolidated statements of activities and of cash flows for the year then ended, and the related notes to the financial statements.

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

Management is responsible for the preparation and fair presentation of the consolidated 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 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 the consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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 our 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, we consider internal control relevant to the Conservancy'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 Conservancy'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 consolidated financial position of The Nature Conservancy and its chapters and affiliates as of June 30, 2021, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Other Matters**

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The accompanying supplemental schedules of consolidated statements of financial position as of June 30, 2021 and 2020 and of summarized consolidated statements of activities for the years ended June 30, 2021 and 2020, are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. The 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 2021 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 2021 information is fairly stated, in all material respects, in relation to the consolidated financial statements taken as a whole.

We previously audited the consolidated statement of financial position as of June 30, 2020, and the related consolidated statements of activities and of cash flows for the year then ended (not presented herein), and in our report dated December 22, 2020, we expressed an unmodified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying supplemental schedules of consolidated statements of financial position as of June 30, 2020 and of summarized consolidated statements of activities for the year then ended is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards for the year ended June 30, 2021 is presented for purposes of additional analysis as required by Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance) and is not a required part of the consolidated financial statements. The accompanying schedule of indirect cost rate computation, and schedule of fringe benefit rate calculation for the year ended June 30, 2021 are presented for purposes of additional analysis, and are not a required part of the basic consolidated financial statements. The 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 schedule of expenditures of federal awards, the schedule of indirect cost rate computation, and schedule of fringe benefit rate calculation, are fairly stated, in all material respects, in relation to the consolidated financial statements taken as a whole.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated December 15, 2021 on our consideration of the Conservancy's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the effectiveness of internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Conservancy's internal control over financial reporting and compliance.

*PricewaterhouseCoopers LLP*

Washington, DC  
December 15, 2021

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

AS OF JUNE 30, 2021

*Amounts in thousands*

<b>Assets</b>	
Cash and cash equivalents	\$ 116,054
Restricted cash and cash equivalents	47,675
Restricted short-term investments	35,578
Government grants and contracts receivable	20,754
Notes and other receivables, net	77,164
Deposits, prepaid expenses and other assets	93,058
Pledges receivable, net	233,861
Securities pledged under securities lending agreement	61,265
Non-conservation lands	10,712
Investments	3,360,086
Right of use assets	42,337
Property and equipment, net	151,504
Conservation lands	2,171,166
Conservation easements	2,415,002
<b>Total assets</b>	<b>\$ 8,836,216</b>
<b>Liabilities</b>	
Accounts payable and accrued liabilities	\$ 144,021
Payable under securities lending agreement	61,265
Deferred revenue and refundable advances	164,700
Lease liabilities	48,594
Bonds and notes payable - Recourse	305,522
Split interest arrangements	222,853
<b>Total liabilities</b>	<b>\$ 946,955</b>
<b>Net Assets</b>	
Without donor restrictions, including noncontrolling interests of \$67,205	\$ 6,251,576
With donor restrictions	1,637,685
<b>Total net assets</b>	<b>\$ 7,889,261</b>
<b>Total liabilities and net assets</b>	<b>\$ 8,836,216</b>

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

**CONSOLIDATED STATEMENT OF ACTIVITIES**

AS OF JUNE 30, 2021

Amounts in thousands

Operating Activities	Without Donor Restrictions	With Donor Restrictions	Total
<b>Contribution Revenues</b>			
Dues and contributions	\$ 328,430	\$ 479,891	\$ 808,321
Contributed goods and services	34,695	-	34,695
Contributed land and easements for conservation	34,791	-	34,791
Contributed non-conservation land	5,201	1,113	6,314
Government grants and contracts	104,790	-	104,790
<b>Total contribution revenues</b>	<b>507,907</b>	<b>481,004</b>	<b>988,911</b>
Sales of conservation land and easements	62,279	-	62,279
Investment returns on operating activities	44,876	-	44,876
Other income	99,351	4,151	103,502
<b>Total revenues</b>	<b>714,413</b>	<b>485,155</b>	<b>1,199,568</b>
Allocation of endowment spending	65,624	-	65,624
Net assets released from restriction	394,221	(394,221)	-
<b>Total revenues and reclassifications</b>	<b>\$ 1,174,258</b>	<b>\$ 90,934</b>	<b>\$ 1,265,192</b>
<b>Expenses</b>			
Conservation activities and actions	\$ 546,505	\$ -	\$ 546,505
Book value of conservation land and easements	73,722	-	73,722
<b>Total program expenses</b>	<b>620,227</b>	<b>-</b>	<b>620,227</b>
General and administration	160,199	-	160,199
Fund-raising	122,519	-	122,519
<b>Total expenses</b>	<b>902,945</b>	<b>-</b>	<b>902,945</b>
<b>Increase (decrease) in net assets from operating activities</b>	<b>\$ 271,313</b>	<b>\$ 90,934</b>	<b>\$ 362,247</b>
<b>Non-operating Activities</b>			
Investment returns on endowments	\$ 221,375	\$ 118,194	\$ 339,569
Investment returns on other non-operating activities	175,891	54,653	230,544
Allocation of endowment spending to operations	(65,624)	-	(65,624)
Reclassification of net assets	(994)	994	-
Gain on swap agreements	28,388	-	28,388
Foreign exchange gains (losses)	2,181	65	2,246
Contributions from noncontrolling interests	25,350	-	25,350
<b>Increase (decrease) in net assets from non-operating activities</b>	<b>\$ 386,567</b>	<b>\$ 173,906</b>	<b>\$ 560,473</b>
<b>Total increase/(Decrease) in net assets</b>	<b>\$ 657,880</b>	<b>\$ 264,840</b>	<b>\$ 922,720</b>
Beginning net assets	5,593,696	1,372,845	6,966,541
Ending net assets	<b>\$ 6,251,576</b>	<b>\$ 1,637,685</b>	<b>7,889,261</b>

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

**CONSOLIDATED STATEMENT OF CASHFLOWS**

AS OF JUNE 30, 2021

Amounts in thousands

**Cash Flows from Operating Activities**

Change in Net Assets	\$ 922,720
Adjustments to reconcile changes in net assets to net cash and cash equivalents used in operating activities	
Depreciation and amortization	10,411
Contributed conservation land and easements	(34,791)
Losses on disposition of conservation lands and easements	11,588
Proceeds from sale of conservation land and easements	62,279
Purchases of conservation land and easements	(87,646)
Change in value of split interest investment	(73,858)
Change in value of swap agreements	28,388
Contributed securities	(181,129)
Proceeds from sale of contributed securities	195,831
Contributed non-conservation land and contributed funds to be held for long term purposes	(25,663)
Net gain on investments	(562,710)
Changes in assets and liabilities	
Notes and other receivables	4,498
Pledges receivable, net	2,858
Deposits, prepaid expenses and other assets	(75,264)
Right of use assets	6,434
Accounts payable and accrued liabilities	8,727
Split interest arrangements payable	20,569
Lease liabilities	(6,152)
Non-conservation lands	7,777
Other changes	4,718
<b>Net cash and cash equivalents used in operating activities</b>	<b>239,585</b>
<b>Cash Flows from Investing Activities</b>	
Proceeds from notes collections	3,758
Issuance of notes receivable	(10,955)
Proceeds from sale of endowment and capital investments	2,626,271
Purchases of endowment and capital investments	(2,767,146)
Purchases of property and equipment	(16,564)
<b>Net cash and cash equivalents provided by investing activities</b>	<b>(164,635)</b>
<b>Cash Flows from Financing Activities</b>	
Proceeds from contribution for long term purpose	17,190
Purchases of split interest investments	(38,591)
Proceeds from split interest arrangements	32,764
Repayments of long-term debt	(176,031)
Proceeds from issuance of long-term debt	147,030
<b>Net cash and cash equivalents provided by financing activities</b>	<b>(17,639)</b>
<b>Net increase in cash, cash equivalents and restricted cash</b>	<b>57,311</b>
Cash, cash equivalents and restricted cash at beginning of year	106,419
<b>Cash, cash equivalents and restricted cash at end of year</b>	<b>\$ 163,729</b>
<b>Supplemental data</b>	
Cash paid for interest	\$ 29,734

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



# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

## Note 1. Significant Accounting Policies

### *Nature of Organization and Activities*

The Nature Conservancy (“The Conservancy”) is a global conservation organization. The mission of The Conservancy is to conserve the lands and waters on which all life depends. The Conservancy conducts its activities throughout the United States, Canada, Latin America, the Caribbean, Europe, Africa, Asia, and the Pacific.

The Conservancy’s primary sources of revenue are contributions from the public (including gifts of land), government grants, investment income and sales of conservation interests to government agencies or other conservation buyers. These resources are used to help solve critical challenges by significantly improving the health of globally important natural systems that enhance the lives of people around the world. Working with partners – including indigenous communities, governments, and businesses – The Conservancy pursues solutions that protect and restore natural systems, use nature sustainably, and broaden support for conservation.

### *Basis of Accounting*

The consolidated financial statements are presented on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (“GAAP”). The consolidated financial statements and accompanying notes include the accounts of all the Conservancy’s business units and affiliates, both domestic and international, including those which are separately incorporated, receive gifts, and perform conservation activities in the name of The Conservancy. The Conservancy is a general partner and has substantive rights to manage and control certain partnerships and reflects the noncontrolling interests separately in net assets without donor restriction. All significant intercompany transactions have been eliminated in consolidation.

### *Basis of Presentation*

In accordance with the provisions of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, *Not-for-Profit Entities*, The Conservancy presents information regarding its financial position and activities according to two classes of net assets:

*Net assets with donor restriction* – A donor-imposed restriction is a stipulation that specifies a use for a contributed asset that is more specific than broad limits resulting from the following: a) the nature of the not-for-profit entity, b) the environment in which it operates, and c) the purposes specified in its articles of incorporation or bylaws or comparable documents. This classification includes contributions whose use by The Conservancy is limited by donor-imposed stipulations that either expire by passage of time – such as pledges receivable - or can be fulfilled by actions of The Conservancy, such as usage for land acquisition, specific programs within the shared conservation agenda - including certain overhead and indirect costs – or for appropriation from true endowment investment income.

When a stipulated time restriction ends or purpose restriction is satisfied, net assets with donor restriction are reclassified to net assets without donor restriction and are reported on the consolidated statement of activities as net assets released from restrictions.

Also included in this classification are contributions whose use by The Conservancy is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of The Conservancy, such that the principal must be maintained permanently by the Conservancy. Contributions for the donor-restricted endowment fund as well as amounts contributed to create a permanent revolving fund for land preservation are classified as net assets with donor restriction. This internal revolving fund is used to finance capital projects and donations to this fund are to be maintained in perpetuity for only this purpose.

*Net assets without donor restriction* – Resources that are not subject to donor-imposed stipulations, including revenues from membership dues, government grants and contracts, investment income (other than the unappropriated and purpose restricted portion of true endowment investment income), and other inflows of assets over which the Board of

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

Directors of The Conservancy (“Board”) has discretionary control. The Board of Directors or management may designate a portion of net assets for a specific purpose; however, these funds are classified as net assets without donor restriction. Noncontrolling interests in limited partnerships represent third-party limited partner ownership in partnerships for which the Conservancy serves as general partner. The Conservancy includes all expenses in this class of net assets, since the use of restricted contributions in accordance with donors’ stipulations results in the release of the restriction.

## *Measure of Operations*

The Conservancy’s measure of operations as presented in the consolidated statement of activities includes revenues from membership dues and contributions (including donor-restricted contributions to endowments), grants and contracts, transfers of conservation land and easements, allocation of endowment spending for operations, and other revenues that are not specified as non-operating below. Operating expenses – including the book value of conservation land and easements sold or donated to the government and others - are reported on the consolidated statement of activities by functional classification. Operating results also include the reclassification of net assets with donor restriction to net assets without donor restriction for which purpose or time restriction has been met.

The Conservancy’s non-operating activity within the consolidated statement of activities includes investment returns and other activities related to endowment (other than annual appropriation for spending), changes in value of split interest arrangements and donor-advised funds, changes in value of derivative instruments, foreign currency remeasurement, and other infrequent transactions.

## *Foreign Currency*

The functional currency of The Conservancy is the US dollar. Gains and losses resulting from remeasurement of foreign currencies into US dollars are recognized as non-operating activities in the consolidated statement of activities. Where transactions of foreign affiliates are recorded in local currency, assets and liabilities are translated into US dollars at the exchange rate in effect at the date of the consolidated statement of financial position.

## *Fair Value*

The Conservancy’s assets and liabilities are generally measured at fair value and are classified in the fair value hierarchy based on the lowest level of input that is significant to the valuation. This hierarchy is broken down into three levels based on inputs that market participants would use in valuing the financial instruments based on market data obtained from source independent of The Conservancy. The three-tier hierarchy of inputs is summarized in the three broad levels as follows:

Level 1 is based upon quoted prices in active market for identical assets and liabilities. Market price data is generally obtained from exchange or deal markets.

Level 2 is based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and on model-based valuation techniques, for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the assets. Inputs are obtained from various sources including market participants, dealers, and brokers.

Level 3 is based on valuation techniques that use significant inputs that are unobservable as they trade infrequently or not at all.

The Conservancy applies the practical expedient guidance contained in FASB ASC-820-10, *Fair Value Measurement and Disclosure*, to determine the fair value for some of its investments at the net asset value (NAV) reported by the fund managers. The guidance permits the use of NAV without adjustment under certain circumstances, unless it is probable that all or a portion of the investment will be sold for an amount different from NAV. As of June 30, 2021, The Conservancy had no plans to sell investments at amounts different from NAV. Investments measured at NAV as a practical expedient are not classified in the fair value hierarchy.

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

Most investments are carried at estimated fair value using the valuation hierarchy framework and NAV. Certain equity investments without readily determinable fair value presented using the measurement alternative in ASC 320 are valued using the initial investment in the underlying investment adjusted for impairment and observable price changes. As of June 30, 2021, based on lack of observable price changes for identical or similar investments of the same issuer no adjustments have been made.

## *Contributions*

Unconditional donor promises to give cash and other assets are reported at fair value at the date that there is sufficient verifiable evidence documenting that a promise was made by the donor and received by The Conservancy. The promises are reported as dues and contributions with donor restrictions if received with donor stipulations that sufficiently limit the use of the donated assets.

The Conservancy recognizes contributed professional services from third parties and contributed goods as revenue and as expense or assets, at the fair value of those services or goods when received. During the fiscal year ended June 30, 2021 contributed goods and services totaled \$34,695,000 in the accompanying consolidated statement of activities.

Government grants and contracts are primarily considered to be contribution transactions, the majority of which are cost-reimbursable grants. The Conservancy 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. Revenue, including approved indirect cost recovery, is recognized when allowable costs have been incurred. The Conservancy’s costs incurred under its government grants and contracts are subject to audit by government agencies. Management believes that disallowance of costs, if any, would not be material to the consolidated financial position or consolidated changes in net assets of The Conservancy.

Revenue from exchange transactions with government agencies that is reflected as other income in the accompanying consolidated statement of activities totaled \$3,872,000 for the fiscal year ended June 30, 2021.

## *Other Accounting Policies*

Disclosures related to specific items in the consolidated statement of financial position and consolidated statement of activities are included in the footnotes of these items respectively.

## *Income Taxes*

The Conservancy has been granted an exemption from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Internal Revenue Service has classified the Conservancy as other than a private foundation. The Conservancy pays income tax relating to its unrelated business income activities, which were primarily generated by income from alternative investments in partnerships. The Conservancy takes no tax positions that it considers to be uncertain.

## *Use of Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from the estimated amounts.

Estimates and assumptions are reviewed on an ongoing basis. Revisions to estimates are recognized prospectively.

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

## *Retirement Plans*

The Conservancy's employees are eligible after one month of services to participate in the Nature Conservancy Savings and Retirement Plan (the "Plan"), in which employees can make voluntary, tax-deferred contributions within specified limits. The Plan was established under the provision of Internal Revenue Code Section 401(k) and has received a favorable determination as to its tax status from the Internal Revenue Service. Certain employees are also eligible to participate in a non-qualified deferred compensation plan created pursuant to the Internal Revenue Code Section 457(b). The Conservancy's contributions to the plans were \$19,379,000 for the year ended June 30, 2021.

## *Subsequent Events*

All subsequent events were evaluated through December 15, 2021, which is the date the financial statements were issued.

## *Contingencies*

The Conservancy is a party to various litigation arising out of the normal conduct of its operations. In the opinion of management, the ultimate resolution of these matters will not materially affect the financial position, changes in net assets, or cash flows of The Conservancy.

## *Related Party Transactions*

The Conservancy recorded \$ 11,070,000 in contribution revenue from current and former members of the Board of Directors of The Conservancy ("Board") during the fiscal year ended June 30, 2021, and \$ 2,557,000 from current and former Board members that is reflected as pledges receivable in the accompanying consolidated statement of financial position. The Conservancy has an unsecured \$10,000,000 zero-interest loan agreement payable in full in 2026 to a current Board member reflected in notes payable in the accompanying consolidated statement of financial position.

There are no conditional pledges from current and former Board members included in the accompanying note to the consolidated financial statements.

## *Recent Accounting Pronouncements*

In August 2018, the FASB issued ASU 2018-13, *Disclosure Framework – Changes to the Disclosure Requirements for Fair Value Measurement*, which removes the requirement to disclose the valuation process for Level 3 fair value measurements and modifies other disclosures related to Level 3 fair value measurements. ASU 2018-13 is effective for fiscal years beginning after December 15, 2019 (fiscal year 2021); early adoption is permitted for any removed disclosures and entities are permitted to delay adoption of the additional disclosures until the effective date. The Conservancy partially adopted the removal of disclosures as of June 30, 2019 and adopted the remaining provisions as of June 30, 2021.

In August 2018, the FASB issued ASU 2018-15, *Intangibles – Goodwill and Other – Internal-Use Software (Subtopic 350-40): Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract*. The ASU provides guidance related to implementation, setup, and other costs incurred in a cloud computing arrangement that is hosted by a vendor and thus deemed a service contract. Under the new guidance, capitalization requirements for implementation costs associated with cloud computing arrangements have been aligned with the capitalization requirements for internal-use software governed by ASC 350-40. The amendment dictates that certain costs incurred during the application development stage, such as configuration and customization costs, may be capitalized. Costs incurred in the preliminary project stage or the post implementation stage are not eligible for capitalization and must be expensed as incurred. The amendment also addresses the financial statement presentation of capitalized costs as well as amortization and impairment considerations. ASU 2018-15 is effective for fiscal years beginning after December 15, 2020 (fiscal year 2022). The Conservancy has evaluated the anticipated impact of ASU 2018-15 and does not expect the adoption of this ASU to have a material impact on the consolidated financial statements.

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

In March 2020, the FASB issued ASU 2020-04, "Reference Rate Reform (Topic 848): Facilitation of the Effects of Reference Rate Reform on Financial Reporting," which provides optional guidance and expedients for applying GAAP to contracts and other transactions affected by reference rate reform if certain criteria are met. The amendments are intended to ease the potential burden in accounting for (or recognizing the effects of) reference rate reform on financial reporting. The amendments in this update are elective and are effective upon issuance. The Conservancy has evaluated the effect that the adoption of this standard will have on its consolidated financial statements and has noted no material impact.

## Note 2. Liquidity

Financial assets and liquidity resources available within one year of June 30, 2021 for general expenditure such as operating expenses, scheduled principal payments on debt, and land acquisition are as follows (in thousands):

Cash and cash equivalents	\$	116,054
Government grants and contract receivables		20,754
Current notes and other receivables for operations		50,612
Pledge payments available for operations		146,563
Working capital investments		279,963
Board approved appropriation for endowment spending (fiscal 2022)		55,203
<b>Total financial assets available within one year</b>	<b>\$</b>	<b>669,149</b>

Additional liquidity resources:

Bank line of credit	\$	60,000
Private foundation line of credit		634
<b>Total financial assets and liquidity resources available within one year</b>	<b>\$</b>	<b>729,783</b>

Subsequent to year-end, the limit on the Conservancy's line of credit was increased to \$100,000,000.

The Conservancy's endowment funds consist of donor-restricted and Board-designated endowment funds. Income from donor-restricted endowments is restricted for specific purposes and therefore is not available for general expenditure. Although the Conservancy does not intend to spend from its Board-designated endowment funds other than amounts appropriated for general expenditure as part of the annual budget process as described in the schedule above, the total \$1,128,122,000 of Board-designated net assets as of June 30, 2021, could be made available with Board or designee approval.

The Conservancy's cash flows have seasonal variations due to a concentration of contributions received at calendar year end, and financial assets are structured to be available as general expenditures, liabilities, and other obligations come due. To help manage seasonal cash flows or meet unanticipated liquidity needs – such as for opportunistic acquisition of conservation land and easements - the Conservancy maintains lines of credit with banks and private foundations that are drawn upon as needed. At June 30, 2021, there was no balance outstanding on the bank line of credit and there was an outstanding balance of \$19,366,000 on the private foundation line of credit.

## Note 3. Cash and Cash Equivalents

Cash represents working capital held in bank accounts in high quality financial institutions in the United States and 37 other countries. The cash in most non-U.S. accounts is uninsured but is limited per country to amounts that - in the opinion of management - are not material to the financial statements. Cash equivalents represent short-term, highly liquid investments

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

with maturities of three months or less when purchased that do not have donor-imposed restrictions that limit their use to long-term investment, such as endowment funds.

Financial institutions that potentially subject The Conservancy to concentration of credit risk consist principally of cash deposits. Accounts at each institution are insured by the Federal Deposit Insurance Corporation (“FDIC”) up to \$250,000. At June 30, 2021, The Conservancy had \$74,955,000 in excess of the FDIC insured limit.

The balances of cash and cash equivalents of \$116,054,000 and restricted cash and cash equivalents of \$47,675,000 reported within the statement of financial position sum to the total amount of cash, cash equivalents, and restricted cash at end of year of \$163,729,000 as reported on the statement of cash flows.

## Note 4. Restricted Cash and Cash Equivalents and Restricted Short-Term Investments

Restricted cash, cash equivalents, and short-term investments represent monies segregated to meet requirements of specific conservation project agreements. Restricted short-term investments are considered level 1 investments.

Restricted cash and cash equivalents consist of the following at June 30, 2021 (in thousands):

Cash held in trust for mitigation agreements	\$	47,675
<b>Total restricted cash and cash equivalents</b>	<b>\$</b>	<b>47,675</b>
<hr/>		
Certificates of deposit held in trust for mitigation agreements	\$	30,261
Certificates of deposit to satisfy reserve requirements under charitable gift annuity agreement		249
Highly liquid U.S. government and cash instruments under collateral arrangement		5,068
<b>Total restricted short-term investments</b>	<b>\$</b>	<b>35,578</b>

## Note 5. Government Grants and Contracts Receivable

The Conservancy receives grants and contracts from Federal, state, and local agencies to be used for specific programs or land purchases. The excess of reimbursable expenditures over cash receipts is included in government grants receivable, and any excess of cash receipts over reimbursable expenditures is included in deferred revenue and refundable advances. Government receivables are expected to be realized within one year.

Unspent advances from government grants and contracts – both exchange and contribution transactions of \$20,340,000 as of June 30, 2021 are reflected within deferred revenue and refundable advances on the consolidated statement of financial position.

The Conservancy has \$242,047,000 in conditional government grants and contracts as of June 30, 2021.

## Note 6. Notes and Other Receivables

Notes and other receivables consist of the following at June 30, 2021 (in thousands):

Notes receivables, net allowance for doubtful accounts and accrued interest	\$	27,414
Advances to federal, state, and local subaward receipts		1,107
Bequest receivables		16,300
Other receivables, net allowance for doubtful accounts		32,343
<b>Total notes and other receivables</b>	<b>\$</b>	<b>77,164</b>

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

The Nature Conservancy is a named irrevocable beneficiary under various wills, trusts, and non-probate gifts. Bequest receivables are recognized for significant incoming gifts which have matured and are known but for which the Conservancy has not yet received the funds.

Notes receivable are expected to be realized in the following periods (in thousands):

Less than one year	\$	2,569
One to five years		8,658
More than five years		16,099
		<b>27,326</b>
Plus: Accrued interest receivable		88
<b>Total notes receivable and accrued interest</b>	<b>\$</b>	<b>27,414</b>

Advances to subaward recipients, bequests receivable, and other receivables are expected to be realized within one year.

Management regularly assesses the adequacy of the allowance for doubtful accounts by performing evaluations of accounts receivable and notes receivable, including factors such as the financial condition of borrowers and the existence of any guarantees. Balances are written off when deemed uncollectable.

## Note 7. Deposits, Prepaid Expenses, and Other Assets

Deposits, prepaid expenses, and other assets consist of the following at June 30, 2021 (in thousands):

Deposits on conservation land and easements	\$	81,757
Prepaid expenses		6,805
Other assets		4,496
<b>Total deposits, prepaids and other assets</b>	<b>\$</b>	<b>93,058</b>

## Note 8. Pledges Receivable, net

Pledges receivable represent unconditional promises to give and are reported at fair value by discounting the expected future pledge payments at a risk-adjusted rate at the balance sheet date, and accordingly are categorized as Level 3 assets. The primary unobservable input used in the fair value measurement of The Conservancy's pledges receivable is the discount rate. Significant fluctuations in the discount rate could result in a material change. The discount rate used in the present value technique to determine fair value of pledges receivable is revised at each measurement date to reflect current market conditions and the creditworthiness of donors. In addition, management evaluates payment history and market conditions to estimate allowances for doubtful pledges.

Changes in the fair value of pledges receivable are reported in the consolidated statement of activities as contribution revenue except for changes in the allowance which are reported as program expenses at each subsequent reporting date. Net pledge activity resulted in a \$2,858,000 decrease in pledges receivable reflected in the accompanying statement of financial position, comprised of new pledges of \$168,511,000, pledge payments of \$174,256,000, and a \$1,809,000 net change in pledge discount and allowance.

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

Unconditional pledges are expected to be received in the following periods (in thousands):

Less than one year	\$ 147,313
One to five years	99,804
More than five years	1,236
	<b>248,353</b>
Less: Discount of 3.25%	(5,426)
Less: Allowance for doubtful accounts	(9,066)
<b>Total pledges receivable, net</b>	<b>\$ 233,861</b>

Unconditional pledges receivable at June 30, 2021 have the following donor-imposed restrictions (in thousands):

Conservation programs and activities	\$ 219,789
Conservation land and easement acquisition and stewardship	11,367
Endowment	1,705
Other operating activities	1,000
<b>Total pledges receivable, net</b>	<b>\$ 233,861</b>

In addition, at June 30, 2021, the Conservancy has received promises to give that are conditioned upon the occurrence of specified future and uncertain events, such as the Conservancy raising matching gifts or acquiring certain conservation lands. Conditional promises to give are recognized as contribution revenue when the donor-imposed conditions are substantially met.

Conditional pledges at June 30, 2021 have the following conditions (in thousands):

Raised matching funds	\$ 23,943
Land acquisition	39,117
Completion of conservation projects	23,550
Other	9,700
<b>Total conditional pledges</b>	<b>\$ 96,310</b>

## Note 9. Securities Lending Agreement

The Conservancy lends certain securities in its investment portfolio to qualified borrowers on a short-term, fully collateralized basis in exchange for interest to help offset custodial fees. Collateral in the form of cash in US dollars, securities issued or guaranteed by the US government, or irrevocable letters of credit issued by banks independent of the borrowers is marked to market on a daily basis, and the borrower is required to deliver the difference between the daily market value of the collateral and 102% of the loaned securities original fair market value if denominated in US dollars or 105% if denominated in foreign currency. The lending agent, in its agreement with The Conservancy, guarantees the repayment of the loan in the event the borrower defaults. The Conservancy retains all the benefits of ownership including rights to dividends, interest, and other cash distributions pertaining to the loaned securities. The Conservancy also retains the right to redeem the loaned securities prior to the stipulated redemption date.

At June 30, 2021, The Conservancy had recorded \$61,265,000 in securities pledged under its securities lending agreement and an equal amount payable to the borrowers under the agreement. These amounts are reflected in assets and liabilities in the consolidated statement of financial position.



# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

## Note 10. Repurchase Agreements

TNC may enter into repurchase agreements, under the terms of a Master Repurchase Agreement, with selected commercial banks and broker-dealers, under which TNC acquires securities as collateral (debt obligation) subject to an obligation of the counterparty to repurchase and TNC to resell the securities (obligation) at an agreed upon time and price. TNC, through the custodian or a tri-party custodian, receives delivery of the underlying securities collateralizing repurchase agreements. TNC requires the custodian to take possession, to have legally segregated in the Federal Reserve Book Entry System, or to have segregated within the custodian's vault, all securities held as collateral for repurchase agreements. TNC and the counterparties are permitted to sell, re-pledge, or use the collateral associated with the transaction. It is TNC's policy that the market value of the collateral be at least equal to 100% of the repurchase price in the case of a repurchase agreement of one-day duration and 102% of the repurchase price in the case of all other repurchase agreements. Upon an event of default under the terms of the Master Repurchase Agreement, both parties have the right to set-off. If the seller defaults or enters an insolvency proceeding, realization of the collateral by TNC may be delayed, limited or wholly denied.

At June 30, 2021, TNC had an investment in a repurchase agreement with a gross value of \$33,493,000, which is included as part of investments on the Consolidated Statement of Financial Position. The market value of the collateral is 102% of the face value of the repurchase agreement.

## Note 11. Non-Conservation Lands

Real property with little or no ecological value acquired through contributions or in an exchange of conservation land is sold to provide funds for the Conservancy's conservation work. These assets are recorded at fair value in the consolidated statement of activities in the period received. During the fiscal year ended June 30, 2021 contributed non-conservation lands that is reflected in the accompanying consolidated statement of activities totaled \$6,314,000. Fair value is generally determined by appraisal at the time of acquisition. The input to the fair value estimate is classified in Level 3 of the fair value hierarchy. The value of non-conservation lands is reduced to the net realizable value at fiscal year end, and the valuation allowance is reported in the consolidated statement of activities.

Changes in the fair value of non-conservation lands were shown as follows for the year ended June 30, 2021 (in thousands):

	Fair value		Realized	Unrealized	Fair value	
	30-Jun-20	Transfer-in	Sales	Gain/(Loss)	Gain/(Loss)	30-Jun-21
Non-conservation lands	\$10,016	8,473	(7,540)	(188)	(49)	\$10,712

## Note 12. Investments

The Conservancy's investments are held in three distinct categories:

- *Capital fund* – excess working capital and funds held primarily for the future acquisition of conservation land, easements, and for funding other conservation projects.
- *Endowment fund* – funds held as long-term capital to generate income for The Conservancy's operations.
- *Split interest arrangements* – donations that are held in trust by The Conservancy or third-party trustees, representing beneficial interests in trusts.

The overall investment objective of the Conservancy is to invest its assets in a prudent manner that will achieve a long-term return sufficient to fund a portion of its operating activities and increase investment value after inflation. Major investment decisions are authorized by the Board's Finance Committee, which oversees The Conservancy's investment activities in accordance with established policies. The amount of Endowment income provided each year for operations is established by the Finance Committee, through its adoption of an annual endowment spending rate and spending rate base. The spending

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

rate for the year ended June 30, 2021 was 5% of the average fair market value of the 60 months of calendar year 2016 through 2020.

The Conservancy recognizes that risk must be assumed to achieve its stated long-term investment objectives. Therefore asset allocations and ranges are necessarily diverse, and consider liquidity needs. The Conservancy has considered its ability to withstand short and intermediate term variability and concluded that the portfolio can tolerate some interim fluctuations in market values and rates of return in order to achieve its objectives. However, The Conservancy realizes that market performance varies and that the portfolio's investment objectives may not be achievable during short-term periods.

The Conservancy has chosen not to manage its underlying assets directly, but to utilize independent investment managers. To maintain prudent diversification and to manage risk, The Conservancy's portfolio is divided among 70 to 75 separate managers. To mitigate concentration of credit risk, the Conservancy's excess cash is invested with high quality institutions, the largest concentrations of which are invested in money markets (49%), commercial paper (24%), repurchase agreements (16%), U.S. Treasuries (8%) and corporate bonds and notes (3%).

Pursuant to its investment policy, The Conservancy's investments cannot have more than 10% of their assets at market value in securities of any one issuer, be they short-term or long-term, other than the U.S. Government and its Agencies. At June 30, 2021, the largest exposures in the Capital and Endowment Fund long term investments is 4% in a single manager.

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

Investments are presented in the fair value hierarchy and consist of the following as of June 30, 2021 (in thousands):

	Level 1	Level 2	Level 3	NAV	Total
<b>Capital and Endowment Investments Assets</b>					
Short-term investments	\$ 60,290	\$ 71,387	\$ -	\$ -	\$ 131,677
Repurchase agreements	\$ -	\$ 33,493	\$ -	\$ -	\$ 33,493
Fixed income	\$ 26,389	\$ 264,432	\$ -	\$ -	\$ 290,821
Preferred securities	\$ 1,755	\$ -	\$ -	\$ -	\$ 1,755
Exchange traded stock	\$ 299,964	\$ -	\$ -	\$ -	\$ 299,964
Exchange traded funds	\$ 3,396	\$ -	\$ -	\$ -	\$ 3,396
Closed end funds	\$ 59,791	\$ -	\$ -	\$ -	\$ 59,791
Comingled equity funds	\$ -	\$ -	\$ -	\$ 822,752	\$ 822,752
Hedge funds	\$ -	\$ -	\$ -	\$ 776,284	\$ 776,284
Private equity investments	\$ -	\$ -	\$ -	\$ 339,553	\$ 339,553
Private real estate funds	\$ -	\$ -	\$ -	\$ 122,310	\$ 122,310
Endowment investments	\$ 11,083	\$ -	\$ -	\$ 479	\$ 11,562
Total capital and endowment investments	<b>\$ 462,668</b>	<b>\$ 369,312</b>	<b>\$ -</b>	<b>\$ 2,061,378</b>	<b>\$ 2,893,358</b>
<b>Liabilities</b>					
Derivatives	\$ (6)	\$ -	\$ -	\$ -	\$ (6)
<b>Split interest arrangements</b>					
Split interest trusteed					
U.S. Agency Bonds	\$ 6	\$ 3,097	\$ -	\$ -	\$ 3,103
Mutual Funds	\$ 180,957	\$ -	\$ -	\$ -	\$ 180,957
Real Estate	\$ -	\$ -	\$ 18,760	\$ -	\$ 18,760
U.S. Treasuries	\$ 12,396	\$ -	\$ -	\$ -	\$ 12,396
Short Term Investments	\$ 4,311	\$ -	\$ -	\$ -	\$ 4,311
Exchange Traded Funds	\$ 41,902	\$ -	\$ -	\$ -	\$ 41,902
Municipals	\$ -	\$ -	\$ -	\$ -	\$ -
Commingled Equity Funds	\$ -	\$ -	\$ -	\$ 97,160	\$ 97,160
Split interest, non-trusted	\$ -	\$ -	\$ 37,396	\$ -	\$ 37,396
Total Split interest arrangements	<b>\$ 239,572</b>	<b>\$ 3,097</b>	<b>\$ 56,156</b>	<b>\$ 97,160</b>	<b>\$ 395,985</b>
<b>Total Investments measured at fair value or using NAV as a practical expedient</b>				<b>\$ 3,289,337</b>	

Australian Endowment investments consist primarily of closed end funds, fixed income investments, exchange traded funds, and private equity investments.

Of the \$3,360,086,000 total Investments in the accompanying consolidated statement of financial position, net investments not measured at fair value or reflected in the table above are as follows (in thousands):

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

Equity method investment	\$ 22,244
Equity investment valued using the measurement alternative in ASC 320	8,990
Net investment receivables/payables and other	39,515
<b>Total investments not measured at fair value</b>	<b>\$ 70,749</b>

The Conservancy's investment funds are valued by the following valuation techniques: equity securities and exchange traded funds are typically valued at the last sale price or official closing price on the exchange or principal market where the security trades; debt obligations are valued based on the evaluated prices provided by an independent pricing vendor or broker-dealers; real estate investment properties are valued based on results from an independent appraisal and a professional third-party market valuations; future contracts are typically valued at the last traded price on the exchange on which they trade. The value of certain alternative investments not included in the fair value hierarchy represents the ownership interest in the NAV of the respective partnership. If no public market exists for the investment securities, the fair value is determined by the general partner taking into consideration, among other things, the cost of the securities, prices of recent significant placements of securities of the same issuer, and subsequent developments concerning the companies to which the securities relate. The Conservancy has performed significant due diligence around these investments to ensure NAV is an appropriate measure of fair value.

Investments valued using NAV as a practical expedient consist of the following as of June 30, 2021 (in thousands):

<b>Category of Investments</b>	<b><u>Fair Value at</u></b> <b><u>June 30, 2021</u></b>	<b><u>Unfunded</u></b> <b><u>Commitments</u></b>	<b><u>Redemption</u></b> <b><u>frequency</u></b>	<b><u>Redemption</u></b> <b><u>Notice Period</u></b>
Domestic equity funds	\$ 263,880	\$ -	Monthly, Quarterly	30-60 days
				7 days, 10 business
			Weekly, monthly,	days, 30 days, 90
Global equity funds	391,911	-	quarterly, annually	days
International equity funds	166,961	-	Monthly, quarterly,	10 business days,
			semi-annually,	30 days, 60 days,
			Monthly, quarterly,	
			semi-annually,	
			annually, biennially,	
Hedge funds	776,284	3,000	rolling 2, 3 & 4 years	30 - 90 days
Private equity funds	339,553	193,007	N/A	N/A
Real estate funds	122,310	54,344	N/A	N/A
Endowment	479	-	N/A	N/A
Commingled equity funds	97,160	-	N/A	N/A
<b>Total investments valued using NAV</b>	<b>\$ 2,158,538</b>	<b>\$ 250,351</b>		

Otherwise redeemable investments valued using NAV are typically subject to lockup and rates that may vary from quarterly to 5 years or longer based on contractual agreement and there are no otherwise significant restrictions on the ability to sell investments in this portfolio.

The Conservancy's investments policy allows for the use of derivatives by investment managers and at the portfolio-level to assist in managing assets allocation and exposures. These derivative exposures are exchange-traded and are reported in the fair value of the overall portfolio within Level 1. The use of derivative instruments involves the risk of imperfect correlation

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

in movement in the price of the instruments, interest rates, and the underlying hedged assets. As a result, The Conservancy may not achieve the anticipated benefits of hedging strategies. The Conservancy's derivative contracts held at June 30, 2021 are not accounted for as hedging instruments under GAAP.

The Conservancy's interest rate swap arrangements have inputs which can generally be corroborated by observable market data and are therefore classified within Level 2. Such inputs include market prices for reference securities, yield curves, credit curves, measures of volatility, prepayment rates, assumptions for nonperformance risk, and correlations of such inputs. The valuation methods described above may produce fair value calculations that may not be indicative of net realized value or reflective of future fair values. The Conservancy believes the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different estimate of fair value at the reporting date. The fair value of these interest rate swap agreements is reflected in the accompanying consolidated statement of financial position as accounts payable and accrued liabilities. No collateral is required to be posted/received for the interest rate swaps.

Swap contracts expose the Conservancy to credit risk arising from the potential inability of counterparties to perform under the terms of the contracts. The notional amounts of these contracts do not represent the Conservancy's risk of loss due to counterparty nonperformance. The Conservancy's exposure to credit risk associated with counterparty nonperformance for these contracts is limited to the fair value of such contracts and any related collateral placed with the counterparty, after enforcing any master netting agreements with counterparties that allow the Conservancy to offset amounts owed by the counterparty with amounts payable to the same counterparty. The International Swaps and Derivatives Association, Inc. Master Agreements ("ISDA") Agreements that govern and establish terms for the OTC swaps provide the Conservancy with legal right of set off that is enforceable under law.

Activity and balances related to swap instruments held at June 30, 2021 are shown as follows:

Counterparty	Original Notional	Notional at 6/30/2021	Type	Trade Date	Maturity Date	Fixed Rate	Floating Rate	Fair Value (in thousands)*
Morgan Stanley	62,000,000	62,000,000	IRS - Fixed/Pay	4/4/2019	2/1/2029	4.200%	100% of 3 mo USD LIBOR	\$ (13,909)
<b>Total Fair Value of Swaps</b>								<b>\$ (13,909)</b>

\*Includes credit valuation adjustment

## Note 13. Property and Equipment

Property and equipment valued \$50,000 or more is capitalized. Purchased property and equipment is carried at cost, and donated property and equipment is recognized at fair value at the date of contribution. Depreciation and amortization are computed using the straight-line method for all depreciable assets over the estimated useful lives of the assets, ranging from 5 to 30 years for building and building improvements, 3 to 5 years for computer equipment and software, and 4 to 25 years for furniture, fixtures, and others. \$60,923,000 was fully depreciated at June 30, 2021.

Property and equipment consist of the following at June 30, 2021 (in thousands):

Land for operations	\$ 8,016
Construction in progress	18,937
Buildings and improvements	193,711
Computer equipment and software	41,437
Furniture, fixtures, and other	35,765
	<b>297,866</b>
Less: Accumulated depreciation and amortization	(146,362)
<b>Total property and equipment, net</b>	<b>\$ 151,504</b>

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

## Note 14. Conservation Land and Easements

Conservation land is real property with significant ecological value. These properties are either managed in an effort to protect the natural biological diversity of the property or transferred to other organizations to manage in a similar fashion.

The Conservancy records land and land interests at cost if purchased or at fair value at the date of acquisition, if all or part of the land was received as a donation. Fair value is generally determined by appraisal at the time of acquisition and is not subsequently adjusted. Upon sale or gift, the book value of the land or land interest is reported as a program expense and the related proceeds, if any, are reported as revenue in the consolidated statement of activities.

Conservation easements are comprised of listed rights and/or restrictions over the owned property that are conveyed by a property owner to the Conservancy - almost always in perpetuity - in order to protect the owned property as a significant natural area, as defined in federal tax regulations. These intangible assets may be sold or transferred to others so long as the assignee agrees to carry out, in perpetuity, the conservation purposes intended by the original grantor.

The Conservancy has entered into contracts for the purchase of land and other purchase commitments that have not closed as of June 30, 2021 in the amount of \$98,876,000.

## Note 15. Leases

The Conservancy has entered into both non-cancelable lessor and lessee commitments.

### Lessor commitments

The Conservancy's lessor commitments primarily consist of operating leases for the use of its owned premises. Leases may include options to renew at the end of the lease term. Lease payments received under these commitments include fixed payments for the rental space as well as variable payments based on usage of services and escalating costs of building operations. Total lease income of \$1,822,000 was recorded for the fiscal year ended June 30, 2021.

Future fixed lease income under noncancelable operating leases is as follows as of June 30, 2021 (in thousands):

2022	\$ 2,141
2023	1,966
2024	1,343
2025	660
2026	618
Thereafter	321
<b>Total</b>	<b>\$ 7,049</b>

### Lessee commitments

The Conservancy's lessee commitments predominantly consist of operating leases for office buildings and equipment. Right-of-use assets were \$42,337,000 and lease liabilities were \$48,549,000 as of June 30, 2021. The weighted-average discount rate used to calculate the present value of future minimum lease payments was 3.65%.

Lease terms may contain renewal and extension options and early termination features. The weighted-average lease term was 7.18 years at June 30, 2021.

Lease expenses consist of the following as of June 30, 2021 (in thousands):

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

Operating lease expenses (cost resulting from lease payments)	\$ 12,883
Short-term lease expense	621
Variable lease expense	1,024
Less: Sublease income	(218)
<b>Total lease expense</b>	<b>\$ 14,310</b>

The total cash amount paid for operating leases was \$14,936,000, and noncash additions to operating lease assets was \$2,178,000, for the fiscal year ended June 30, 2021.

Maturity analysis of future minimum lease payments for all operating leases are shown as follows as of June 30, 2021 (in thousands):

2022	\$ 9,852
2023	8,800
2024	7,789
2025	6,518
2026	5,337
Thereafter	18,155
Total minimum lease payment	\$ 56,451
Less: net present value adjustment	(7,512)
<b>Present value of minimum lease payments</b>	<b>\$ 48,939</b>

As of June 30, 2021, the Conservancy has three additional operating leases for office buildings that have not yet commenced with estimated ROU assets of approximately \$461,000 and lease liabilities of approximately \$448,000 to be recognized upon the anticipated lease commencement in July 2021.

## Note 16. Bonds and Notes Payable

Bonds and notes payable consists of the following at June 30, 2021 (in thousands):

	Interest Rate	Maturity	2021
Revenue Bonds			
Series 2019A, Taxable, Unsecured	4.50%	February 2049	40,000
Series 2019B, Taxable, Unsecured	1.26%	February 2024	62,000
Series 2021A, Taxable, Unsecured	0.32%-1.86%	July 2021-July 2033	135,000
Mortgages and loans	0%-3.00%	2021-2041	68,522
<b>Total bonds and notes payables</b>			<b>\$ 305,522</b>

The Conservancy uses debt, both fixed and variable, primarily to finance the acquisition of conservation lands and easements. Debt is reported at carrying value. At June 30, 2021, The Conservancy is in compliance with all financial debt covenants, including requirements to maintain specified liquidity ratios.

Recourse bonds and notes payables are those for which the lenders can hold The Conservancy liable if the bond or payable is defaulted upon.

The following schedule of amounts due is based on the maturity dates per the debt agreements (in thousands):

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

2022	\$	12,177
2023		18,685
2024		93,259
2025		11,761
2026		24,651
Thereafter		144,989
<b>Total bonds and notes payable</b>	<b>\$</b>	<b>305,522</b>

Interest expense incurred on total notes payable for the year ended June 30, 2021 is \$30,084,000.

Subsequent to year end, a related entity of the Conservancy entered into a transaction to purchase the debt of the country of Belize. The related entity is Belize Blue Investment Company, LLC (“BzBIC”), which is a wholly owned subsidiary of Blue Investments for Nature Inc. (“BIN”), a wholly owned subsidiary of the Conservancy. The transaction involved BzBIC obtaining a funding facility from a financial institution. BzBIC then in turn loaned those funds to the country of Belize for use in cancelling certain outstanding debt obligations. As a result of this transaction, the country of Belize will be able to commit significantly more resources to marine protection.

As part of this transaction, BzBIC obtained a loan from a financial institution totaling \$364,000,000 with a per-annum interest rate of 1.60% from issuance through October 2022, 2.10% from October 2022 to October 2023, 3.60% from October 2023 to October 2025, and 4.47% from October 2025 through maturity. The loan matures in October 2040, with payments of principal and accrued interest payable semi-annually in April and October, with interest payments due beginning April of 2022, and principal payments due beginning April of 2032.

Additionally, BzBIC issued a note receivable to the country of Belize totaling \$364,000,000 with a per-annum interest rate of 3.00% from issuance through October 2022, 3.55% from October 2022 to October 2023, 5.15% from October 2023 to October 2025, and 6.04% from October 2025 through maturity. The note receivable matures in October 2040, with payments of principal and accrued interest receivable semi-annually in April and October, with interest payments due beginning April of 2022, and principal payments due beginning April of 2032.

## Note 17. Split Interest Arrangements

The Conservancy enters into split interest arrangements whereby donations are held in trust by The Conservancy or third-party trustees and invested. Agreed-upon amounts of the invested funds are payable to the donor or the donor’s designee for a specified period of time or until the donor’s death, after which time The Conservancy may use the investments for operations or a restricted use specified by the donor.

The donated trust asset investments are recorded at fair value based on the latest available information, and are included in investments following the fair value hierarchy. The marketable securities and exchange traded funds are priced using unadjusted market quotes. Debt obligations are valued based on the evaluated prices provided by an independent pricing vendor or broker-dealers. Alternative investments are valued based on NAV as practical expedient, and real properties are valued by subsequent sales price. For split-interest arrangements where the Conservancy is not the trustee, valuations are based on the values reported by third-party trustees. There is no market for these arrangements, and therefore is classified within Level 3. See Note 12 Investments for the fair value hierarchy of investments from split interest arrangements.

Changes in the fair value of split interest investments classified as Level 3 financial instruments for the year ended June 30, 2021 are shown as follows (in thousands):

	Fair value				Realized	Unrealized	Fair value
	30-Jun-20	Purchases	Transfer-in	Sales	Gain/(Loss)	Gain/(Loss)	30-Jun-21
Split interest arrangements	\$53,488	3,681	3,871	(5,903)	(2)	1,021	\$56,156



# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

A liability for split-interest obligation is recorded for the actuarially-determined present value of the estimated future payments to be made to the beneficiaries.

The Conservancy utilizes the 2012 Individual Annuity Reserving table to actuarially calculate the liability associated with the estimated donor payments under these arrangements. The Conservancy determines the discount rate to be used in the month the split interest arrangements are entered into with the donor and these rates have ranged from 1% to 9%. The present value of the actuarially determined liability resulting from these gifts is recorded at the date of gift and adjusted annually thereafter to reflect fair value.

Split interest arrangements payables consist of the following as of June 30, 2021 (in thousands):

Payable under charitable gift annuities	\$ 100,784
Payable under charitable remainder trusts	97,967
Payable under pooled income funds	2,819
Payable under unsold unitrust	21,283
<b>Total split interest arrangements payable</b>	<b>\$ 222,853</b>

## Note 18. Net Assets

The Conservancy's net assets as of June 30, 2021, include the following (in thousands):

	Without Donor Restrictions	With Donor Restrictions	Total Net Assets
Undesignated	\$ 407,365	\$ -	\$ 407,365
Board-designated funds functioning as endowment	1,128,318	-	1,128,318
Land preservation fund	164,561	176,849	341,410
Land, easements, and capital funds	4,478,748	384,705	4,863,453
Restricted for specific purposes	-	376,562	376,562
Split interest arrangements	5,379	170,521	175,900
Contributed long-lived assets to create permanent endowments	-	436	436
Invested in perpetuity, subject to endowment spending policy	-	528,612	528,612
<b>Total net assets before other</b>	<b>6,184,371</b>	<b>1,637,685</b>	<b>7,822,056</b>
Non-controlling interests	67,205	-	67,205
<b>Total net assets</b>	<b>\$ 6,251,576</b>	<b>\$ 1,637,685</b>	<b>\$ 7,889,261</b>

The Board has approved management's interpretation of the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as enacted by the Council of the District of Columbia. UPMIFA requires the preservation of the fair value of the original gifts as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

The Endowment includes both donor-restricted endowment funds and funds designated by the Board to function as endowments. Board-designated funds functioning as endowment represent funds, subject to the spending policy and appropriation, that have been set aside to support a variety of purposes, including funding program and supporting services. The Conservancy classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, and (b) accumulations to the permanent endowment made in accordance with the direction of the applicable

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by The Conservancy in accordance with the spend policy stated in Note 12.

The Conservancy considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the endowment fund;
- The purpose of the institution and the endowment funds;
- General economic conditions;
- The possible effect of inflation or deflation;
- The expected total return from income and appreciation of investments;
- Other resources of the institution; and
- The investment policy of the institution.

Endowment funds are categorized as following in net asset classes as of June 30, 2021 (in thousands):

	Without Donor Restrictions	With Donor Restrictions	Total Endowment
Invested in perpetuity, subject to endowment spending policy	\$ -	\$ 528,612	\$ 528,612
Board-designated funds functioning as endowment	1,128,318	-	1,128,318
<b>Total endowment funds</b>	<b>\$ 1,128,318</b>	<b>\$ 528,612</b>	<b>\$ 1,656,930</b>

Changes in endowment net assets for the year ended June 30, 2021 are summarized as follows (in thousands):

	Without Donor Restrictions	With Donor Restrictions	Total Endowment
Endowment net assets at beginning of year	\$ 940,453	\$ 406,947	\$ 1,347,400
Investment returns on endowments, net	221,375	118,194	339,569
Contributions and pledge payments received	375	17,587	17,962
Matching fund to donor restricted true endowment	-	505	505
Transfers to create funds functioning as endowment	14,918	1,220	16,138
Allocation of endowment spending	(65,624)	-	(65,624)
Net assets released from restrictions	16,821	(16,821)	-
<b>Subtotal of endowment funds before reclassification</b>	<b>1,128,318</b>	<b>527,632</b>	<b>1,655,950</b>
Reclassification and transfer of net assets	-	980	980
<b>Total endowment funds</b>	<b>\$ 1,128,318</b>	<b>\$ 528,612</b>	<b>\$ 1,656,930</b>

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or the Uniform Prudent Management of Institutional Funds Act (UPMIFA) requires The Conservancy to retain as principal in perpetuity. Deficiencies of this nature exist in 2 donor-restricted endowment funds, which together have an original gift value of \$35,000, a current fair value of \$15,000, and a deficiency of \$20,000 as of June 30, 2021. These deficiencies resulted from unfavorable market fluctuations that occurred shortly after the investment of new contributions for donor-restricted endowment funds and authorized appropriation that was deemed prudent.

# Notes to Consolidated Financial Statements

For the year ended June 30, 2021

The Conservancy has a policy that permits spending from underwater endowment funds up to the Board-approved annual endowment spending rate in accordance with UPMIFA's prudence standard.

## Note 19. Program Expense Allocation

Operating expenses are allocated to program and support categories based on separate cost center types as defined below. Conservation land and easements that are acquired by The Conservancy, but not sold or donated, are reflected as an increase in conservation land and easements on the consolidated statements of financial position and are excluded from the program expense categories on the consolidated statements of activities.

The Conservancy accounts for its program expenditures in the following categories:

- *Conservation* – Expenditures related to the broad spectrum of activities and actions critical to advancing The Conservancy's mission. Expenditures related to understanding, monitoring, maintaining, restoring, and managing natural areas owned by The Conservancy and others are included, as well as expenditures for developing and enhancing The Conservancy's ability to gather and share ecological information and to assess and evaluate threats to natural systems. In addition, this area includes expenditures to mitigate, prevent, or slow the effects of these threats, including investments in the institutional development of domestic and international conservation organizations. Expenditures related to improving public land management and supporting the development of sound global policies, including participating in conferences and events that help establish a common vision for conservation worldwide are included, as well as expenditures associated with community outreach and education of key stakeholders and land users in areas where Conservancy conservation programs reside.
- *General and Administrative* – Expenditures related to building and maintaining an efficient business infrastructure, including those related to corporate governance, to support and advance the programmatic conservation objectives of The Conservancy.
- *Fundraising and Membership* – Expenditures related to fund-raising strategies that provide the revenue stream for both operations and capital needs to further the accomplishment of The Conservancy's mission and objectives, and expenditures related to the acquisition and retention of The Conservancy's members primarily through the use of a direct-mail program.

Each functional classification displays expenses related to the underlying operations by natural classification. Expenses are allocated directly to program and support services based on separate cost centers for each functional expense category. Certain expenses are attributable to more than one functional expense category and require allocation on a reasonable basis that is consistently applied. Salaries and other compensation that constitute direct conduct or supervision of program or support functions are allocated on the basis of estimates of time and effort, and employee benefits are allocated proportionately to salaries. Depreciation and amortization are allocated to the functional categories in which the underlying assets are used. Interest expense on external debt is allocated to the functional categories which have benefitted from the proceeds of the external debt.

Expenses by functional classification are shown as follows for the year ended June 30, 2021 (in thousands):

## Notes to Consolidated Financial Statements

For the year ended June 30, 2021

	Conservation	General and Administrative	Fundraising and Membership	Total Expenses
Salaries and Benefits	\$ 253,205	\$ 103,202	\$ 74,599	\$ 431,006
Professional services	113,342	9,488	11,186	134,016
Grants and subawards	64,206	252	(1)	64,457
Travel	1,580	106	175	1,861
Publication, printing and postage	5,510	299	27,953	33,762
Supplies and equipment	18,942	7,462	2,938	29,342
Depreciation and amortization	7,843	2,568	-	10,411
Interest expenses	28,091	1,710	-	29,801
Occupancy	1,799	11,766	92	13,657
Contributed goods and services non-cash expenses	14,244	17,125	3,326	34,695
All other	37,743	6,222	2,250	46,215
	<b>546,505</b>	<b>160,200</b>	<b>122,518</b>	<b>829,223</b>
Book value of donated conservation land & easements	73,722	-		73,722
<b>Total expenses</b>	<b>\$ 620,227</b>	<b>\$ 160,200</b>	<b>\$ 122,518</b>	<b>\$ 902,945</b>

### Note 20. Noncontrolling Interests

The Conservancy is a general partner in partnerships in which third parties have noncontrolling equity investments, which are separately presented on the consolidated statement of position as a component of net assets without donor restriction.

Changes in consolidated net assets without donor restrictions for the year ended June 30, 2021 are summarized as follows (in thousands):

	Controlling Interests	Noncontrolling interests	Total net assets without donor restrictions
Net assets without donor restrictions at beginning of year	\$ 5,551,841	\$ 41,855	\$ 5,593,696
Change in net assets from operating activities	271,967	(654)	271,313
Contributions from noncontrolling interests	-	25,350	25,350
Other changes in net assets from non-operating activities	360,563	654	361,217
<b>Total net assets without donor restrictions</b>	<b>\$ 6,184,371</b>	<b>\$ 67,205</b>	<b>\$ 6,251,576</b>

**SUPPLEMENTAL SCHEDULES**

For the years ended June 30, 2021 and 2020

**Supplemental Schedules**

The following supplemental schedules include the consolidated statements of financial position as of June 30, 2021 (with comparative totals as of June 30, 2020) and the summarized consolidated statements of activities for the year ended June 30, 2021 (with comparative totals for the year ended June 30, 2020).

While these schedules are not required under Generally Accepted Accounting Principles, they provide useful additional detail to help the user of these financial statements understand how funds are spent, as well as providing prior year comparisons.

**SUPPLEMENTAL SCHEDULES – CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

As of June 30, 2021 and 2020

<b>Assets</b>	<b>2021</b>		<b>2020</b>	
Cash and cash equivalents	\$	116,054	\$	76,606
Restricted cash and cash equivalents		47,675		29,813
Restricted short-term investments		35,578		35,307
Government grants and contracts receivable		20,754		32,285
Notes and other receivables		77,164		63,979
Deposits, prepaid expenses and other assets		93,058		17,794
Pledges receivable, net		233,861		236,719
Securities pledged under securities lending agreement		61,265		37,081
Non-conservation lands		10,712		10,016
Investments		3,360,086		2,592,077
Right of use assets		42,337		48,771
Property and equipment, net		151,504		152,334
Conservation lands		2,171,166		2,150,851
Conservation easements		2,415,002		2,386,747
<b>Total Assets</b>	<b>\$</b>	<b>8,836,216</b>	<b>\$</b>	<b>7,870,380</b>
<b>Liabilities</b>				
Accounts payable and accrued liabilities	\$	144,021	\$	145,425
Payable under securities lending agreement		61,265		37,081
Deferred revenue and refundable advances		164,700		126,181
Lease liabilities		48,594		54,746
Bonds and notes payable - Non-recourse		-		23,000
Bonds and notes payable - Recourse		305,522		315,123
Split interest arrangements payable		222,853		202,283
<b>Total Liabilities</b>		<b>946,955</b>		<b>903,839</b>
<b>Net Assets</b>				
Without donor restrictions, including noncontrolling interests of \$67,205 in 2021 and \$41,855 in 2020	\$	6,251,576	\$	5,593,696
With donor restrictions		1,637,685		1,372,845
<b>Total Net Assets</b>		<b>7,889,261</b>		<b>6,966,541</b>
<b>Total Liabilities and Net Assets</b>	<b>\$</b>	<b>8,836,216</b>	<b>\$</b>	<b>7,870,380</b>

**SUPPLEMENTAL SCHEDULES – SUMMARIZED CONSOLIDATED STATEMENTS OF ACTIVITIES**

For the years ended June 30, 2021 and 2020

<b>Operating Activities</b>	<b>2021</b>	<b>2020</b>
<b>Contribution revenues:</b>		
Dues and contributions	\$ 808,321	\$ 740,534
Contributed goods and services	34,695	39,997
Contributed conservation land and easements	34,791	84,716
Contributed non-conservation land	6,314	2,714
Government grants and contracts	104,790	126,423
<b>Total contribution revenues</b>	<b>988,911</b>	<b>994,384</b>
Sale of conservation land and easements	62,279	64,227
Investment returns on operating activities	44,876	10,519
Other income	103,502	122,711
<b>Total revenues</b>	<b>1,199,568</b>	<b>1,191,841</b>
Allocation of endowment spending	65,624	61,626
<b>Total revenues and reclassifications</b>	<b>1,265,192</b>	<b>1,253,467</b>
<b>Expenses:</b>		
Conservation	546,505	536,341
Book value of conservation land and easements sold or donated	73,722	124,988
<b>Total program expenses</b>	<b>620,227</b>	<b>661,329</b>
General and administrative	160,199	180,679
Fundraising and membership	122,519	138,127
<b>Total expenses</b>	<b>902,945</b>	<b>980,135</b>
<b>Increase (decrease) in net assets from operating activities</b>	<b>362,247</b>	<b>273,332</b>
<b>Non-Operating Activities</b>		
Investment returns on endowments	339,569	61,940
Investment returns on other non-operating activities	230,544	5,793
Allocation of endowment spending to operations	(65,624)	(61,626)
Gains (losses) on interest rate swap agreements	28,388	(24,602)
Foreign exchange gains (losses)	2,246	(2,533)
Contributions from noncontrolling interests	25,350	(2,398)
<b>Increase (decrease) in net assets from non-operating activities</b>	<b>560,473</b>	<b>(23,426)</b>
<b>Total increase in net assets</b>	<b>922,720</b>	<b>249,906</b>
Net assets at beginning of year	6,966,541	6,716,635
<b>Net assets at end of year</b>	<b>\$ 7,889,261</b>	<b>\$ 6,966,541</b>

**Schedule of Expenditures of Federal Awards, Notes to Schedule of Federal Awards, Schedule of Indirect Cost Rate Computation and Fringe Benefit Rate Calculation, and Reports under OMB Uniform Guidance**



# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
<b>RESEARCH AND DEVELOPMENT CLUSTER</b>					
10.001	Agricultural Research_Basic and Applied Research	DIRECT	58-2070-7-003	\$ -	\$ 115,739
<b>10.001 R&amp;D Total</b>				-	<b>115,739</b>
11.427	Fisheries Development and Utilization Research and Development Grants and Cooperative Agreements Program	DIRECT	NA15NMF4270323	-	42,624
<b>11.427 R&amp;D Total</b>				-	<b>42,624</b>
11.431	Climate and Atmospheric Research	DIRECT	NA17OAR4310274	-	78,540
<b>11.431 R&amp;D Total</b>				-	<b>78,540</b>
15.657	Endangered Species Conservation Recovery Implementation Funds	DIRECT	F20AC11276-00	-	10,472
<b>15.657 R&amp;D Total</b>				-	<b>10,472</b>
15.808	U.S. Geological Survey_ Research and Data Collection	DIRECT	G18AC00378	-	26,336
<b>15.808 R&amp;D Total</b>				-	<b>26,336</b>
15.945	Cooperative Research and Training Programs Resources of the National Park System	DIRECT	P14AC01732	-	37,586
15.945	Cooperative Research and Training Programs Resources of the National Park System	DIRECT	P20AC00676	-	41,428
<b>15.945 R&amp;D Total</b>				-	<b>79,014</b>
43.001	Science	DIRECT	80NSSC19K0188	-	121,234
43.001	Science	DIRECT	NNX17AF58G	-	22,293
<b>43.001 R&amp;D Total</b>				-	<b>143,527</b>
<b>Direct R&amp;D Awards Total</b>				-	<b>496,252</b>
<b>Federal Pass-Through</b>					
10.307	Organic Agriculture Research and Extension Initiative	Washington State University	126216_G003505	-	(1,648)
<b>10.307 R&amp;D Total</b>				-	<b>(1,648)</b>
11.432	National Oceanic and Atmospheric Administration (NOAA) Cooperative Institutes	University of Michigan	SUBK00013869	-	20,304
<b>11.432 R&amp;D Total</b>				-	<b>20,304</b>
15.560	SECURE Water Act Research Agreements	Board of Regents, NV System Higher Education-DRI	GR11495	-	73
<b>15.560 R&amp;D Total</b>				-	<b>73</b>
15.634	State Wildlife Grants	Oklahoma Department of Wildlife Conservation	T-117-M-1	-	24,754
<b>15.634 R&amp;D Total</b>				-	<b>24,754</b>
15.678	Cooperative Ecosystem Studies Units	TX A&M University	M2100318	-	19,526
<b>15.678 R&amp;D Total</b>				-	<b>19,526</b>
47.074	Biological Sciences	Yale University	GR107021 CON-80001839	-	14,617
<b>47.074 R&amp;D Total</b>				-	<b>14,617</b>
66.469	Great Lakes Program	Michigan State University	RC110860B	-	59,541
<b>66.469 R&amp;D Total</b>				-	<b>59,541</b>
81.135	Advanced Research Projects Agency - Energy	Marine Biological Laboratory	54335	-	45,393
<b>81.135 Total</b>				-	<b>45,393</b>
<b>Pass Through R&amp;D Awards Total</b>				-	<b>182,560</b>
<b>TOTAL RESEARCH AND DEVELOPMENT CLUSTER</b>				-	<b>678,812</b>

The accompanying notes are an integral part of this schedule.

# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
<b>FISH AND WILDLIFE CLUSTER</b>					
15.605	Sport Fish Restoration Program	Rhode Island Dept of Environmental Management	3258920	-	124,581
15.605	Sport Fish Restoration Program	Rhode Island Dept of Environmental Management	3374051	-	20,996
15.605	Sport Fish Restoration Program	Rhode Island Dept of Environmental Management	3425240	-	22,963
15.605	Sport Fish Restoration Program	Rhode Island Dept of Environmental Management	3481879	-	25,309
<b>15.605 Total</b>				-	<b>193,848</b>
15.611	Wildlife Restoration and Basic Hunter Education	NE Game and Parks Commission	GROUSE-MNBUL-20-02	-	16,154
15.611	Wildlife Restoration and Basic Hunter Education	OR Department of Fish and Wildlife	01092020 FWS ODFW JUNIPER	-	24,925
15.611	Wildlife Restoration and Basic Hunter Education	Rhode Island Dept of Environmental Management	3610720	-	18,618
15.611	Wildlife Restoration and Basic Hunter Education	Pennsylvania Game Commission	4000022236	-	119,514
15.611	Wildlife Restoration and Basic Hunter Education	Ohio Department of Natural Resources	6119 FWS ODNR WOODRAT	-	3,741
15.611	Wildlife Restoration and Basic Hunter Education	Tennessee Wildlife Resources Agency	64828	-	1,934
15.611	Wildlife Restoration and Basic Hunter Education	Tennessee Wildlife Resources Agency	65092	-	66,615
15.611	Wildlife Restoration and Basic Hunter Education	Tennessee Wildlife Resources Agency	65138	-	11,371
15.611	Wildlife Restoration and Basic Hunter Education	Ohio Department of Natural Resources	82020 FWS ODNR WOODRAT2	-	10,483
15.611	Wildlife Restoration and Basic Hunter Education	WI Department of Natural Resources	WHPF10418	-	7,254
15.611	Wildlife Restoration and Basic Hunter Education	WI Department of Natural Resources	WHPF12419	-	6,726
15.611	Wildlife Restoration and Basic Hunter Education	WI Department of Natural Resources	WHPF12519	-	19,796
<b>15.611 Total</b>				-	<b>307,131</b>
<b>TOTAL FISH AND WILDLIFE CLUSTER</b>					<b>500,979</b>
<b>HIGHWAY PLANNING &amp; CONSTRUCTION CLUSTER</b>					
20.205	Highway Planning and Construction	University of Vermont	33638SUB53307	-	23,308
<b>20.205 Total</b>				-	<b>23,308</b>
20.219	Recreational Trails Program	Arkansas Department Of Transportation	80572	-	88,876
20.219	Recreational Trails Program	Louisiana Department of Culture, Recreation and Tourism	H.014313	-	8,755
<b>20.219 Total</b>				-	<b>97,630</b>
<b>TOTAL HIGHWAY PLANNING &amp; CONSTRUCTION CLUSTER</b>					<b>120,938</b>
<b>Other Awards</b>					
10.025	Plant and Animal Disease, Pest Control, and Animal Care	DIRECT	AP19PPQH000C007	-	13,457
10.025	Plant and Animal Disease, Pest Control, and Animal Care	DIRECT	AP19PPQH000C012	-	55,991
10.025	Plant and Animal Disease, Pest Control, and Animal Care	DIRECT	AP20PPQH000C011	-	106,720
10.025	Plant and Animal Disease, Pest Control, and Animal Care	DIRECT	AP20PPQH000C014	-	131,847
<b>10.025 Total</b>				-	<b>308,015</b>
10.069	Conservation Reserve Program	Southern Indiana Cooperative Invasives Management	17-005-1	-	3,750
10.069	Conservation Reserve Program	National Wildlife Federation	1908-052	-	1,034
10.069	Conservation Reserve Program	National Fish and Wildlife Foundation	2503.18.062045	-	2,124
10.069	Conservation Reserve Program	DIRECT	69-6740-17-024	-	7,020
10.069	Conservation Reserve Program	DIRECT	68-6114-17-024	4,679	5,147
<b>10.069 Total</b>				<b>4,679</b>	<b>19,075</b>

The accompanying notes are an integral part of this schedule.

# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
10.072	Wetlands Reserve Program	National Fish and Wildlife Foundation	1907.18.059644	17,722	51,991
10.072	Wetlands Reserve Program	DIRECT	6652KY06005F1	-	25,460
10.072	Wetlands Reserve Program	DIRECT	6652KY0800MS4	-	42,825
10.072	Wetlands Reserve Program	DIRECT	6652KY97005H9	-	43,258
10.072	Wetlands Reserve Program	DIRECT	68-5C16-17-015	844,673	922,716
10.072	Wetlands Reserve Program	DIRECT	68-7103-15-026	-	145,617
10.072	Wetlands Reserve Program	DIRECT	NR177217XXXXC008	-	41,104
10.072	Wetlands Reserve Program	DIRECT	NR194423XXXXC025	-	710,690
<b>10.072 Total</b>				<b>862,395</b>	<b>1,983,661</b>
10.310	Agriculture and Food Research Initiative (AFRI)	DIRECT	2019-67012-29720	-	73,047
10.310	Agriculture and Food Research Initiative (AFRI)	The Ohio State University	60065334	-	16,555
<b>10.310 Total</b>				<b>-</b>	<b>89,602</b>
10.664	Cooperative Forestry Assistance	Longleaf Alliance	02.2021.00.00	-	9,689
10.664	Cooperative Forestry Assistance	DIRECT	15-DG-11020000-069	359,972	543,855
10.664	Cooperative Forestry Assistance	DIRECT	17-DG-11062765-705	-	18,373
10.664	Cooperative Forestry Assistance	DIRECT	17-DG-11062765-709	265,130	278,849
10.664	Cooperative Forestry Assistance	DIRECT	18-DG-11083150-015	-	125,688
10.664	Cooperative Forestry Assistance	DIRECT	18-DG-11420004-047	2,981	5,718
10.664	Cooperative Forestry Assistance	DIRECT	18DG11420004268	-	61,198
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.18.059339	1,643	18,740
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.18.059583	-	5,063
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.18.059696	-	3,524
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.19.063532	11,297	28,477
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.19.063721	-	18,107
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.19.063744	4,151	10,181
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.19.064108	-	16,009
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.20.067309	-	16,128
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.20.067328	-	6,884
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.20.067629	-	20,492
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	1903.20.067684	959	2,563
10.664	Cooperative Forestry Assistance	DIRECT	19-DG-11420000-118	-	21,515
10.664	Cooperative Forestry Assistance	DIRECT	19-DG-11420000-166	-	44,461
10.664	Cooperative Forestry Assistance	DIRECT	19-DG-11420000-278	-	29,229
10.664	Cooperative Forestry Assistance	DIRECT	20-DG-11094200-011	-	62,454
10.664	Cooperative Forestry Assistance	DIRECT	20-DG-11094200-050	-	10,129

The accompanying notes are an integral part of this schedule.

# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
10.664	Cooperative Forestry Assistance	DIRECT	21-DG-11094200-004	-	23,580
10.664	Cooperative Forestry Assistance	National Fish and Wildlife Foundation	59685	-	13,968
10.664	Cooperative Forestry Assistance	WA Department of Natural Resources	93-097902	28,569	85,608
10.664	Cooperative Forestry Assistance	NE Forest Service	BA-2020-12	-	84,468
10.664	Cooperative Forestry Assistance	Longleaf Alliance	LLA TNC 050120	-	7,500
10.664	Cooperative Forestry Assistance	Longleaf Alliance	LLA_TNC_040221	-	5,000
10.664	Cooperative Forestry Assistance	MT Department of Natural Resources and Conservation	LSR-19-002	-	24,650
10.664	Cooperative Forestry Assistance	Clearwater Resource Council	MPA 2020-001	-	30,179
10.664	Cooperative Forestry Assistance	KY Division of Forestry	PON2 210000527	-	12,752
10.664	Cooperative Forestry Assistance	DIRECT	21-DG-11094200-033	-	82
<b>10.664 Total</b>				<b>674,702</b>	<b>1,645,113</b>
10.674	State and Private Forestry Wood Innovation Program - Wood Utilization Assistance	DIRECT	18-DG-11062765-739	-	316
10.674	Forest Products Lab: Technology Marketing Unit (TMU)	DIRECT	19-DG-11083150-023	-	51,170
<b>10.674 Total</b>				-	<b>51,486</b>
10.675	Urban and Community Forestry Program	Indiana Department of Natural Resources	41714	-	47,300
10.675	Urban and Community Forestry Program	DIRECT	20-DG-11132544-037	-	47,201
<b>10.675 Total</b>				-	<b>94,501</b>
10.676	Forest Legacy Program	VA Department of Forestry	08202020 FOREST LEGACY	-	25,890
10.676	Forest Legacy Program	DIRECT	17-CA-11052021-216	-	5,086
<b>10.676 Total</b>				-	<b>30,976</b>
10.679	Collaborative Forest Restoration	DIRECT	17-DG-11030200-016	-	81,757
10.679	Collaborative Forest Restoration	DIRECT	17-DG-11030300-023	22,307	32,027
10.679	Collaborative Forest Restoration	NM Grant Soil and Water Conservation District	Grant 121817	-	623
<b>10.679 Total</b>				<b>22,307</b>	<b>114,407</b>
10.680	Forest Health Protection	DIRECT	15-CA-11420004-238	4,093	5,055
10.680	Forest Health Protection	DIRECT	18-CA-11132546-031	-	1,798
10.680	Forest Health Protection	MT Department of Natural Resources and Conservation	FHE-19-001	-	51,000
<b>10.680 Total</b>				<b>4,093</b>	<b>57,853</b>
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0405.20.069980	-	2,122
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	50118060163	-	2,260
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0603.17.057354	-	154
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1903.17.055862	-	4,335
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1903.17.056054	8,333	33,426
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1904.18.059367	-	18,866
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1906.18.062524	-	29,632
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1906.18.062550	14,857	19,823
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1906.19.066381	-	283
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1906.19.066394	-	128,687
10.683	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	2008.19.063552	-	121
<b>10.683 Total</b>				<b>23,190</b>	<b>239,709</b>

The accompanying notes are an integral part of this schedule.

# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
10.684	International Forestry Programs	DIRECT	19-DG-11132762-223	-	26,112
10.684	International Forestry Programs	DIRECT	20-DG-11132762-321	-	18,092
<b>10.684 Total</b>				-	<b>44,204</b>
10.691	Good Neighbor Authority	New Mexico Energy, Minerals and Natural Resources Departmen	19-521-0400-0220	-	4,237
<b>10.691 Total</b>				-	<b>4,237</b>
10.693	Watershed Restoration and Enhancement Agreement Authority	DIRECT	20-PA-11080500-223	-	91,026
10.693	Watershed Restoration and Enhancement Agreement Authority	National Forest Foundation	LN-003	-	19,927
<b>10.693 Total</b>				-	<b>110,954</b>
10.698	State & Private Forestry Cooperative Fire Assistance Program	DIRECT	18-CA-11132543-039	1,079,429	2,347,305
10.698	State & Private Forestry Cooperative Fire Assistance Program	DIRECT	18-CA-11132543-049	-	787,895
10.698	State & Private Forestry Cooperative Fire Assistance Program	DIRECT	19-DG-11420000-205	3,067	6,594
10.698	State & Private Forestry Cooperative Fire Assistance Program	DIRECT	20-DG-11094200-105	-	4,117
<b>10.698 Total</b>				<b>1,082,496</b>	<b>3,145,911</b>
10.902	Soil and Water Conservation	Longleaf Alliance	02.2021.00.00	-	14,279
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	0405.20.069980	-	2,844
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	0407.17.058363	-	40,714
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	0603.17.057354	-	489
10.902	Soil and Water Conservation	Nebraska Community Foundation	0801.17.058921	-	42,716
10.902	Soil and Water Conservation	Southern Indiana Cooperative Invasives Management	17-005-1	-	3,750
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1903.18.059339	993	11,323
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1903.19.063532	2,994	7,546
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1903.19.063692	-	5,049
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1903.19.064108	-	11,527
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1903.20.067684	3,835	10,253
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1904.19.064159	-	3,837
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1906.18.062550	4,725	6,304
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	1907.18.059644	11,814	34,660
10.902	Soil and Water Conservation	National Wildlife Federation	1908-052	-	2,068
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	2503.17.058001	-	11,809
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	2503.18.062000	-	3,817
10.902	Soil and Water Conservation	DIRECT	2503.18.062009	-	4,244
10.902	Soil and Water Conservation	National Fish and Wildlife Foundation	2503.18.062045	-	6,443
10.902	Soil and Water Conservation	South Dakota State University	3TC362	-	10,781
10.902	Soil and Water Conservation	DIRECT	69-6740-17-024	-	5,700
10.902	Soil and Water Conservation	US Endowment for Forestry and Communities	E18-48	-	11,828
10.902	Soil and Water Conservation	Natural Resources Conservation Service	E19-67	-	48,227
10.902	Soil and Water Conservation	DIRECT	NR177217XXXXC008	-	21,395
10.902	Soil and Water Conservation	DIRECT	NR187335XXXXC020	-	326
10.902	Soil and Water Conservation	DIRECT	NR196740XXXXG004	-	2,077
10.902	Soil and Water Conservation	DIRECT	NR203A750023C024	-	88,257
10.902	Soil and Water Conservation	DIRECT	NR204741XXXXC010	25,023	28,766
10.902	Soil and Water Conservation	DIRECT	NR2052KYXXXXC001	29,982	29,982
10.902	Soil and Water Conservation	DIRECT	NR206322XXXXC009	-	6,439
10.902	Soil and Water Conservation	DIRECT	NR206526XXXXG001	-	2,424
<b>10.902 Total</b>				<b>79,366</b>	<b>479,874</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
10.904	Watershed Protection and Flood Prevention	Pixley Irrigation District	NR199104XXXXC012	-	19,410
<b>10.904 Total</b>				-	<b>19,410</b>
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	0405.20.069980	-	502
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	0603.17.057354	-	4
10.912	Environmental Quality Incentives Program	Southern Indiana Cooperative Invasives Management	17-005-1	-	3,750
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	1903.18.059339	1,058	12,073
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	1903.19.063532	3,192	8,045
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	1903.19.063692	-	5,049
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	1904.19.064159	-	4,091
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	1906.18.062550	5,038	6,721
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	2503.18.062000	-	4,070
10.912	Environmental Quality Incentives Program	DIRECT	2503.18.062009	-	4,524
10.912	Environmental Quality Incentives Program	National Fish and Wildlife Foundation	2503.18.062045	-	2,340
10.912	Environmental Quality Incentives Program	Southeast Land Trust of New Hampshire	61324-TNC	-	41,075
10.912	Environmental Quality Incentives Program	DIRECT	69-3A75-17-288	-	25,317
10.912	Environmental Quality Incentives Program	DIRECT	69-3A75-17-289	105,583	478,936
10.912	Environmental Quality Incentives Program	DIRECT	69-5D21-17-115	-	5,028
10.912	Environmental Quality Incentives Program	DIRECT	NR177217XXXXG002	-	11,200
10.912	Environmental Quality Incentives Program	DIRECT	NR181218XXXXG001	-	5,292
10.912	Environmental Quality Incentives Program	DIRECT	NR183A750008G010	69,255	177,690
10.912	Environmental Quality Incentives Program	DIRECT	NR184423XXXXC051	-	1,701
10.912	Environmental Quality Incentives Program	DIRECT	NR184741XXXXC002	20,489	27,272
10.912	Environmental Quality Incentives Program	DIRECT	NR1964ZZZZG015	-	32,693
10.912	Environmental Quality Incentives Program	DIRECT	NR196740XXXXG004	-	2,077
10.912	Environmental Quality Incentives Program	DIRECT	NR202C31XXXXG001	-	21,172
10.912	Environmental Quality Incentives Program	DIRECT	NR203A750013G025	22,366	117,295
10.912	Environmental Quality Incentives Program	DIRECT	NR206526XXXXG001	-	8,483
10.912	Environmental Quality Incentives Program	DIRECT	NR209104XXXXG003	3,617	17,908
<b>10.912 Total</b>				<b>230,598</b>	<b>1,024,308</b>
10.924	Conservation Stewardship Program	Southern Indiana Cooperative Invasives Management	17-005-1	-	3,750
10.924	Conservation Stewardship Program	National Fish and Wildlife Foundation	1903.18.059339	1,235	14,086
10.924	Conservation Stewardship Program	National Fish and Wildlife Foundation	1903.19.063532	3,724	9,387
10.924	Conservation Stewardship Program	National Fish and Wildlife Foundation	1903.19.063692	-	5,049
10.924	Conservation Stewardship Program	National Fish and Wildlife Foundation	1904.19.064159	-	4,773
10.924	Conservation Stewardship Program	National Fish and Wildlife Foundation	1906.18.062550	5,877	7,841
10.924	Conservation Stewardship Program	National Fish and Wildlife Foundation	2503.18.062000	-	4,749
10.924	Conservation Stewardship Program	DIRECT	2503.18.062009	-	5,279
10.924	Conservation Stewardship Program	National Fish and Wildlife Foundation	2503.18.062045	-	2,730
10.924	Conservation Stewardship Program	DIRECT	NR196740XXXXG004	-	6,229
10.924	Conservation Stewardship Program	DIRECT	NR200325XXXXG002	2,864	10,111
10.924	Conservation Stewardship Program	DIRECT	NR206526XXXXG001	-	15,795
<b>10.924 Total</b>				<b>13,700</b>	<b>89,779</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
10.928	Emergency Watershed Protection Program - Floodplain Easements Disaster Relief Appropriations Act	DIRECT	68-2C31-17-200	-	49,363
<b>10.928 Total</b>				-	<b>49,363</b>
10.931	Agricultural Conservation Easement Program	National Fish and Wildlife Foundation	0405.20.069980	-	837
10.931	Agricultural Conservation Easement Program	DIRECT	0619ALE0010140	-	197,625
10.931	Agricultural Conservation Easement Program	National Fish and Wildlife Foundation	1903.19.063692	-	5,049
10.931	Agricultural Conservation Easement Program	National Fish and Wildlife Foundation	1907.18.059644	17,722	51,991
10.931	Agricultural Conservation Easement Program	National Wildlife Federation	1908-052	-	1,034
10.931	Agricultural Conservation Easement Program	National Fish and Wildlife Foundation	2503.18.062045	-	2,125
10.931	Agricultural Conservation Easement Program	DIRECT	54032519PA02	-	1,449,750
10.931	Agricultural Conservation Easement Program	DIRECT	541106150IFZ	-	987,000
10.931	Agricultural Conservation Easement Program	DIRECT	5452KY1801PQD	-	396,163
10.931	Agricultural Conservation Easement Program	DIRECT	66632212019G6	-	(2,498)
10.931	Agricultural Conservation Easement Program	DIRECT	68-1428-16-757	-	16,170
10.931	Agricultural Conservation Easement Program	DIRECT	68-5C16-16-682	-	648
10.931	Agricultural Conservation Easement Program	DIRECT	68-7103-17-030	-	3,333
10.931	Agricultural Conservation Easement Program	DIRECT	68-7442-16-510	-	163,500
10.931	Agricultural Conservation Easement Program	DIRECT	69-0325-17-520	-	1,500,000
10.931	Agricultural Conservation Easement Program	DIRECT	69-0325-19-001	-	1,350,000
10.931	Agricultural Conservation Easement Program	DIRECT	69-6740-17-024	-	7,115
10.931	Agricultural Conservation Easement Program	DIRECT	N3019ALE0010126	-	825,000
10.931	Agricultural Conservation Easement Program	DIRECT	NR177217XXXXC008	-	14,373
10.931	Agricultural Conservation Easement Program	DIRECT	NR185C16XXXXC004	84,413	2,083,941
10.931	Agricultural Conservation Easement Program	DIRECT	NR193B19XXXXC008	-	16,006
10.931	Agricultural Conservation Easement Program	DIRECT	NR200325XXXXG002	2,752	9,714
10.931	Agricultural Conservation Easement Program	DIRECT	NR207103XXXXC036	-	197,844
10.931	Agricultural Conservation Easement Program	DIRECT	WRP 66-0436-18-001	-	36,765
<b>10.931 Total</b>				<b>104,887</b>	<b>9,313,485</b>
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	Sealaska Corporation	072619-SEALASKA	-	42,872
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	68-0436-17-032	-	16,325
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	68-1218-18-003	45,901	197,152
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	68-33A7-16-944	-	931
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	68-5D21-15-03	89,585	89,585
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	68-7103-16-966	-	6,033
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	NR181320XXXXC017	34,235	34,235
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	NR185C16XXXXC004	-	113,629
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	NR185C16XXXXC011	-	52,156
10.932	(Department of Agriculture) NRCS Regional Conservation Partnership	DIRECT	NR185C16XXXXC004	-	1,108
<b>10.932 Total</b>				<b>169,721</b>	<b>554,026</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
10.U02	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.17.055862	-	12,102
10.U04	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.18.059339	4,929	56,223
10.U05	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.18.059475	11,633	14,367
10.U06	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.18.059476	-	7,633
10.U07	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.18.059583	-	5,063
10.U08	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.19.063532	6,778	17,086
10.U09	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.20.067577	-	7,123
10.U10	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	1903.20.067629	-	6,027
10.U11	Department of Agriculture / UNKNOWN	DIRECT	5463221401GV2	-	(4,116)
10.U12	Department of Agriculture / UNKNOWN	National Fish and Wildlife Foundation	59685	-	18,626
<b>TOTAL U.S. DEPARTMENT OF AGRICULTURE</b>				<b>3,295,474</b>	<b>19,610,083</b>
11.012	Integrated Ocean Observing System (IOOS)	Southeast Coastal Ocean Observing Regional Association	05012020 SECOORA SA SAND	-	44,268
11.012	Integrated Ocean Observing System (IOOS)	Southeast Coastal Ocean Observing Regional Association	IOOS.16(028).TNC.MC.MINIP	-	8,830
<b>11.012 Total</b>				<b>-</b>	<b>53,098</b>
11.417	Sea Grant Support	University of Rhode Island	00086-2/05192020	-	6,085
11.417	Sea Grant Support	University of Vermont	32817SUB53193	-	23,304
11.417	Sea Grant Support	Northeastern University	505183-78050	-	8,254
<b>11.417 Total</b>				<b>-</b>	<b>37,643</b>
11.419	Coastal Zone Management Administration Awards	Indiana Department of Natural Resources	33830	-	24,712
11.419	Coastal Zone Management Administration Awards	NH Department of Environmental Services	04072021 CROSSINGS III	-	739
11.419	Coastal Zone Management Administration Awards	Camden County, GA	306-7.4B	-	17,734
11.419	Coastal Zone Management Administration Awards	SC DHEC	4600797484	-	78,667
11.419	Coastal Zone Management Administration Awards	Virginia DEQ Coastal Zone Management	NA19NOS4190163 94.02	-	39,390
11.419	Coastal Zone Management Administration Awards	Green Bay Metropolitan Sewerage District	TNC-ER-PSA-200901-5523	-	12,517
<b>11.419 Total</b>				<b>-</b>	<b>173,759</b>
11.429	Marine Sanctuary Program	National Marine Sanctuary Foundation	20-05-B-272	-	66,000
<b>11.429 Total</b>				<b>-</b>	<b>66,000</b>
11.431	Climate and Atmospheric Research	Conservation Science Partners	SC-TNC-NOAA202012	-	11,337
<b>11.431 Total</b>				<b>-</b>	<b>11,337</b>
11.438	Pacific Coast Salmon Recovery_Pacific Salmon Treaty Program	Idaho Office of Species Conservation	012 20 SA	-	1,041
11.438	Pacific Coast Salmon Recovery_Pacific Salmon Treaty Program	Idaho Office of Species Conservation	021 16 SA	-	615,829
11.438	Pacific Coast Salmon Recovery_Pacific Salmon Treaty Program	Washington State Recreation and Conservation Office	19-1522	-	11,747
11.438	Pacific Coast Salmon Recovery_Pacific Salmon Treaty Program	Oregon Watershed Enhancement Board	218-8201-16514	-	47,940
11.438	Pacific Coast Salmon Recovery_Pacific Salmon Treaty Program	California Department of Fish and Wildlife	Q1910520	-	13,037
11.438	Pacific Coast Salmon Recovery_Pacific Salmon Treaty Program	California Department of Fish and Wildlife	Q2050906	-	43,641
<b>11.438 Total</b>				<b>-</b>	<b>733,235</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
11.454	Unallied Management Projects	DIRECT	NA19NMF4540076	-	52,789
11.454	Unallied Management Projects	DIRECT	NA20NMF4540078	4,035	87,025
<b>11.454 Total</b>				<b>4,035</b>	<b>139,814</b>
11.457	Chesapeake Bay Studies	DIRECT	NA18NMF4570274	-	47,365
<b>11.457 Total</b>				-	<b>47,365</b>
11.463	Habitat Conservation	WA State Department of Fish and Wildlife	19-15089	-	37,175
11.463	Habitat Conservation	DIRECT	NA16NMF4630307	71,088	124,599
11.463	Habitat Conservation	DIRECT	NA16NMF4630309	-	56,863
11.463	Habitat Conservation	DIRECT	NA17NMF4630007	-	21,797
11.463	Habitat Conservation	DIRECT	NA17NMF4630122	175,179	1,591,025
11.463	Habitat Conservation	DIRECT	NA17NMF4630296	-	53,871
11.463	Habitat Conservation	DIRECT	NA17NMF4630301	-	192,926
11.463	Habitat Conservation	DIRECT	NA17NMF4630302	130,000	238,526
11.463	Habitat Conservation	DIRECT	NA18NMF4630223	-	111,893
11.463	Habitat Conservation	DIRECT	NA19NMF4630075	37,906	395,556
11.463	Habitat Conservation	DIRECT	NA19NMF4630256	-	43,455
11.463	Habitat Conservation	DIRECT	NA19NMF4630261	-	138,456
11.463	Habitat Conservation	DIRECT	NA19NMF4630272	4,233	15,446
11.463	Habitat Conservation	DIRECT	NA19NMF4630281	-	172,514
<b>11.463 Total</b>				<b>418,407</b>	<b>3,194,102</b>
11.469	Congressionally Identified Awards and Projects	DIRECT	NA15NMF4690242	-	31,259
<b>11.469 Total</b>				-	<b>31,259</b>
11.472	Unallied Science Program	Cape Cod Commercial Fishermen's Alliance	06082021 CCCFA EM FY21	-	2,431
11.472	Unallied Science Program	Gulf of Maine Research Institute	20-MAXREM-21-TNC	-	17,038
<b>11.472 Total</b>				-	<b>19,469</b>
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.18.062087	6,160	18,510
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.18.062246	174,180	289,658
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.18.062525	-	111,775
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.19.065706	30,427	153,145
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.19.065993	-	1,152
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.19.066847	-	30,875
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.20.069447	-	17,585
11.473	Coastal Services Center	National Fish and Wildlife Foundation	68899	-	7,695
11.473	Coastal Services Center	DIRECT	NA17NOS4730141	116,058	164,969
11.473	Coastal Services Center	National Fish and Wildlife Foundation	0318.20.069532	-	77,908
<b>11.473 Total</b>				<b>326,825</b>	<b>873,272</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
11.478	Center for Sponsored Coastal Ocean Research_Coastal Ocean Program	George Mason University	E2049263	-	38,450
<b>11.478 Total</b>				-	<b>38,450</b>
11.482	Coral Reef Conservation Program	National Fish and Wildlife Foundation	66888	-	42,964
11.482	Coral Reef Conservation Program	Hawaii Department of Land and Natural Resources	C10127	-	32,223
11.482	Coral Reef Conservation Program	Hawaii Department of Land and Natural Resources	C91228	-	6,450
11.482	Coral Reef Conservation Program	DIRECT	NA16NOS4820106	15,305	539,463
11.482	Coral Reef Conservation Program	DIRECT	NA20NOS4820134	-	167,908
<b>11.482 Total</b>				<b>15,305</b>	<b>789,008</b>
<b>TOTAL U.S. DEPARTMENT OF COMMERCE</b>				<b>764,572</b>	<b>6,207,811</b>
12.401	National Guard Military Operations and Maintenance (O&M) Projects	Maine Department of Defense, Veterans and Emergency Management	15A 20160502 328	-	25
12.401	National Guard Military Operations and Maintenance (O&M) Projects	Mississippi Military Department	20-PSC-03-F	-	121,976
12.401	National Guard Military Operations and Maintenance (O&M) Projects	Mississippi Military Department	21-PSC-01-F	-	310,103
<b>12.401 Total</b>				-	<b>432,104</b>
12.610	Community Economic Adjustment Assistance for Compatible Use and Joint Land Use Studies	DIRECT	W9124J-15-2-0003	-	7,534
<b>12.610 Total</b>				-	<b>7,534</b>
12.632	Legacy Resource Management Program/DOD	Longleaf Alliance	02.2021.00.00	-	17,338
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.18.059339	1,643	18,741
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.18.059475	8,948	11,050
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.18.059476	-	12,936
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.18.059696	-	8,809
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.19.063532	22,595	56,954
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.19.063721	-	19,616
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.19.063744	4,151	10,182
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.20.067328	-	6,884
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.20.067577	-	17,809
12.632	Legacy Resource Management Program/DOD	National Fish and Wildlife Foundation	1903.20.067684	4,793	12,816
12.632	Legacy Resource Management Program/DOD	Longleaf Alliance	LLA_TNC_050120	-	7,500
12.632	Legacy Resource Management Program/DOD	Longleaf Alliance	LLA_TNC_040221	-	5,000
<b>12.632 Total</b>				<b>42,130</b>	<b>205,635</b>
12.U01	Department of Defense / UNKNOWN	VT Department of Environmental Conservation	36057	-	1,936
12.U02	Department of Defense / UNKNOWN	DIRECT	N62473-19-RP-00196	-	8,547
12.U03	Department of Defense / UNKNOWN	DIRECT	USACOE_052120_SRP2020	76,000	133,965
12.U04	Department of Defense / UNKNOWN	DIRECT	W9124J-15-2-0005	-	328,042
<b>TOTAL U.S. DEPARTMENT OF DEFENSE</b>				<b>118,130</b>	<b>1,117,763</b>
15.035	Forestry on Indian Lands	Confederated Salish & Kootenai Tribes	M18-046	-	52,278
<b>15.035 Total</b>				-	<b>52,278</b>

The accompanying notes are an integral part of this schedule.

# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
15.228	National Fire Plan - Wildland Urban Interface Community Fire	DIRECT	L17AC00354	-	1,104
<b>15.228 Total</b>				-	<b>1,104</b>
15.231	Fish, Wildlife and Plant Conservation Resource Management	National Fish and Wildlife Foundation	0801.17.058942	-	50,000
15.231	Fish, Wildlife and Plant Conservation Resource Management	National Wildlife Federation	1908-052	-	6,266
15.231	Fish, Wildlife and Plant Conservation Resource Management	National Fish and Wildlife Foundation	2501.20.067044	-	42,255
15.231	Fish, Wildlife and Plant Conservation Resource Management	DIRECT	2503.18.062009	-	1,715
15.231	Fish, Wildlife and Plant Conservation Resource Management	DIRECT	L17AC00150	1,507	10,957
<b>15.231 Total</b>				<b>1,507</b>	<b>111,193</b>
15.233	Forests and Woodlands Resource Management	DIRECT	L19AC00170	-	8,395
15.233	Forests and Woodlands Resource Management	DIRECT	L19AC00298	-	343,777
<b>15.233 Total</b>				-	<b>352,172</b>
15.236	Environmental Quality and Protection Resource Management	Wyoming Department of Environmental Quality	72318 AML NATIVE PLANTS	-	8,324
<b>15.236 Total</b>				-	<b>8,324</b>
15.245	Plant Conservation and Restoration Management	DIRECT	L17AC00150	7,632	55,505
15.245	Plant Conservation and Restoration Management	DIRECT	L19AC00158	-	17,823
15.245	Plant Conservation and Restoration Management	DIRECT	L19AC00290	-	45,837
15.245	Plant Conservation and Restoration Management	DIRECT	L20AC00316	-	19,357
<b>15.245 Total</b>				<b>7,632</b>	<b>138,522</b>
15.247	Wildlife Resource Management	National Fish and Wildlife Foundation	2503.19.066490	-	6,898
15.247	Wildlife Resource Management	National Fish and Wildlife Foundation	2503.19.066601	-	3,472
15.247	Wildlife Resource Management	DIRECT	L19AC00107	-	46,991
15.247	Wildlife Resource Management	DIRECT	L20AC00523	-	1,349
<b>15.247 Total</b>				-	<b>58,710</b>
15.252	Abandoned Mine Land Reclamation (AMLR) Program	VA Department of Mines, Minerals and Energy	012120 AML PILOT	-	15,448
15.252	Abandoned Mine Land Reclamation (AMLR) Program	Wyoming Department of Environmental Quality	72318 AML NATIVE PLANTS	-	8,324
<b>15.252 Total</b>				-	<b>23,772</b>
15.435	GoMESA	Alabama Department of Conservation and Natural Resources	G-TNCBLBR/19/TNC	-	4,500
<b>15.435 Total</b>				-	<b>4,500</b>
15.507	WaterSMART (Sustaining and Manage America's Resources for Tomorrow)	Maybell Irrigation District	R18AP00221	-	42,412
<b>15.507 Total</b>				-	<b>42,412</b>
15.508	Providing Water to At-Risk Natural Desert Terminal Lakes	DIRECT	R14AP00120	-	(7,389)
15.508	Providing Water to At-Risk Natural Desert Terminal Lakes	DIRECT	R17AP00014	-	936,165
<b>15.508 Total</b>				-	<b>928,776</b>
15.535	Upper Colorado River Basin Fish and Wildlife Mitigation Program	Utah Reclamation and Mitigation Commission	15FCUT-2030	-	25,768
15.535	Upper Colorado River Basin Fish and Wildlife Mitigation Program	Utah Reclamation and Mitigation Commission	21FC-UT-2480	-	16,084
<b>15.535 Total</b>				-	<b>41,852</b>
15.554	Cooperative Watershed Management Program	Northern Arizona University	1003924-01	-	27,383
15.554	Cooperative Watershed Management Program	DIRECT	R19AP00268	-	30,144
<b>15.554 Total</b>				-	<b>57,527</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
15.564	Central Valley Project Conservation	DIRECT	R20AP00045	-	106,476
<b>15.564 Total</b>				-	<b>106,476</b>
15.608	Fish and Wildlife Management Assistance	DIRECT	F15AC01104	-	27,509
15.608	Fish and Wildlife Management Assistance	DIRECT	F16AP00181	-	2,442
15.608	Fish and Wildlife Management Assistance	DIRECT	F17AP00899	-	84,425
15.608	Fish and Wildlife Management Assistance	DIRECT	F18AC00764	-	1,463
15.608	Fish and Wildlife Management Assistance	DIRECT	F18AC00805	-	140,836
15.608	Fish and Wildlife Management Assistance	DIRECT	F18AP00636	-	59,188
15.608	Fish and Wildlife Management Assistance	DIRECT	F19AC00625	-	33,259
15.608	Fish and Wildlife Management Assistance	DIRECT	F19AP00530	-	2,256
15.608	Fish and Wildlife Management Assistance	DIRECT	F19AP00727	-	250,000
15.608	Fish and Wildlife Management Assistance	DIRECT	F20AC11884-00	-	157
15.608	Fish and Wildlife Management Assistance	DIRECT	F20AP00129	-	5,161
15.608	Fish and Wildlife Management Assistance	DIRECT	F20AP10085-00	44,125	50,000
15.608	Fish and Wildlife Management Assistance	DIRECT	F20AP10447-00	-	7,913
15.608	Fish and Wildlife Management Assistance	DIRECT	F20AP10835	-	13,228
15.608	Fish and Wildlife Management Assistance	North Carolina Wildlife Resources Commission	HC-0005	-	250,000
15.608	Fish and Wildlife Management Assistance	DIRECT	F19AC00784	-	2,238
<b>15.608 Total</b>				<b>44,125</b>	<b>930,075</b>
15.614	Coastal Wetlands Planning, Protection and Restoration Act	Georgia Department of Natural Resources	2020-1	-	1,000,000
15.614	Coastal Wetlands Planning, Protection and Restoration Act	Oregon Watershed Enhancement Board	215-8005-15688	-	21,730
<b>15.614 Total</b>				-	<b>1,021,730</b>
15.615	Cooperative Endangered Species Conservation Fund	Mississippi Department of Wildlife Fisheries & Parks	022020 USFWS/MDWFP FROG	-	20,502
15.615	Cooperative Endangered Species Conservation Fund	Arkansas Game and Fish Commission	091619NESBITTSPRING	-	1,519
15.615	Cooperative Endangered Species Conservation Fund	Mississippi Department of Wildlife Fisheries & Parks	2021GF	-	32,774
15.615	Cooperative Endangered Species Conservation Fund	Arkansas Game and Fish Commission	AREF18AP00064	-	9,717
15.615	Cooperative Endangered Species Conservation Fund	Oregon Parks & Recreation Department	FY19-E30TW25	-	53,557
15.615	Cooperative Endangered Species Conservation Fund	Oregon Parks & Recreation Department	FY20-E30TW26	-	13,020
<b>15.615 Total</b>				-	<b>131,089</b>
15.623	North American Wetlands Conservation Fund	Ducks Unlimited, Inc.	04292019 UMR MIGRATION	-	11,278
15.623	North American Wetlands Conservation Fund	DIRECT	F16AP00210	28,678	28,678
15.623	North American Wetlands Conservation Fund	DIRECT	F16AP00354	-	436,509
15.623	North American Wetlands Conservation Fund	DIRECT	F16AP00516	-	44,400
15.623	North American Wetlands Conservation Fund	DIRECT	F17AP00266	-	330,000
15.623	North American Wetlands Conservation Fund	DIRECT	F18AP00414	-	1,480
15.623	North American Wetlands Conservation Fund	DIRECT	F19AP00669	1,000,000	1,000,000
15.623	North American Wetlands Conservation Fund	North Carolina Coastal Land Trust	F20AP10106	-	325,000
15.623	North American Wetlands Conservation Fund	DIRECT	F21AP0114700	-	755,060
15.623	North American Wetlands Conservation Fund	Ducks Unlimited, Inc.	US-KS-28-5	-	135,932
<b>15.623 Total</b>				<b>1,028,678</b>	<b>3,068,337</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
15.630	Coastal Program	DIRECT	F15AC00994	-	2,218
15.630	Coastal Program	DIRECT	F16AC00476	-	6,142
15.630	Coastal Program	DIRECT	F17AC00645	-	2,466
15.630	Coastal Program	DIRECT	F17AC00812	-	12,202
15.630	Coastal Program	DIRECT	F17AC01059	-	19,970
15.630	Coastal Program	DIRECT	F18AC00583	10,000	26,322
15.630	Coastal Program	DIRECT	F18AC00714	-	15,319
15.630	Coastal Program	DIRECT	F19AC00865	-	13,748
15.630	Coastal Program	DIRECT	F20AC00108	-	3,142
<b>15.630 Total</b>				<b>10,000</b>	<b>101,529</b>
15.631	Partners for Fish and Wildlife	Arkansas Wildlife Federation	03282018 PFW STRWBRY RV	-	11,004
15.631	Partners for Fish and Wildlife	DIRECT	F14AC01158	-	24,365
15.631	Partners for Fish and Wildlife	DIRECT	F15AC00655	-	2,090
15.631	Partners for Fish and Wildlife	DIRECT	F15AC00722	-	31,656
15.631	Partners for Fish and Wildlife	DIRECT	F15AC00994	-	19,965
15.631	Partners for Fish and Wildlife	DIRECT	F15AC01103	-	1,877
15.631	Partners for Fish and Wildlife	DIRECT	F15AC01196	-	76,832
15.631	Partners for Fish and Wildlife	DIRECT	F16AC00200	-	25,000
15.631	Partners for Fish and Wildlife	DIRECT	F16AC00848	-	516
15.631	Partners for Fish and Wildlife	DIRECT	F16AC00992	-	14,480
15.631	Partners for Fish and Wildlife	DIRECT	F16AC01083	-	125,706
15.631	Partners for Fish and Wildlife	DIRECT	F17AC00462	-	257
15.631	Partners for Fish and Wildlife	DIRECT	F17AC00554	-	1,591
15.631	Partners for Fish and Wildlife	DIRECT	F17AC00736	-	15,457
15.631	Partners for Fish and Wildlife	DIRECT	F17AC00783	-	228
15.631	Partners for Fish and Wildlife	DIRECT	F17AC00846	-	10,578
15.631	Partners for Fish and Wildlife	DIRECT	F17AC01128	-	93
15.631	Partners for Fish and Wildlife	DIRECT	F18AC00376	-	4,950
15.631	Partners for Fish and Wildlife	DIRECT	F18AC00392	-	5,500
15.631	Partners for Fish and Wildlife	DIRECT	F19AC00538	-	1,466
15.631	Partners for Fish and Wildlife	DIRECT	F19AC00587	-	26,441
15.631	Partners for Fish and Wildlife	DIRECT	F19AC00590	-	15,961
15.631	Partners for Fish and Wildlife	DIRECT	F19AC00789	-	3,982
15.631	Partners for Fish and Wildlife	DIRECT	F19AC00801	-	412
15.631	Partners for Fish and Wildlife	DIRECT	F19AC00865	-	8,249
15.631	Partners for Fish and Wildlife	DIRECT	F19AC00929	-	11,801
15.631	Partners for Fish and Wildlife	DIRECT	F20AC10783-00	-	339
15.631	Partners for Fish and Wildlife	DIRECT	F20AC10972-00	-	9,117
15.631	Partners for Fish and Wildlife	DIRECT	F20AC11442	-	36,877
15.631	Partners for Fish and Wildlife	DIRECT	ILPLO-FY20-TNCTREES	-	8,101
15.631	Partners for Fish and Wildlife	DIRECT	MOPLO-19-SW	-	8,997
<b>15.631 Total</b>				<b>-</b>	<b>503,888</b>

The accompanying notes are an integral part of this schedule.

**The Nature Conservancy  
Schedule of Expenditures of Federal Awards  
For the year ended June 30, 2021**

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	01122017 SWG T72 NF AFSLN	-	10,122
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	03102020 SWG T94	-	1,698
15.634	State Wildlife Grants	NH Fish and Game Department	06212017 NHFGFWS SWG 2017	-	233
15.634	State Wildlife Grants	Department of Game Fish and Parks	09272016 SD GFP USFWS SWG	-	10,722
15.634	State Wildlife Grants	Georgia Department of Natural Resources	10042019MOODYFOREST13	-	35,995
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	11072017 SWG T-84	-	2,179
15.634	State Wildlife Grants	Florida Fish and Wildlife Conservation Commission	17142	-	6,471
15.634	State Wildlife Grants	Florida Fish and Wildlife Conservation Commission	20001	-	88,620
15.634	State Wildlife Grants	Florida Fish and Wildlife Conservation Commission	20009	-	12,649
15.634	State Wildlife Grants	Minnesota Department of Natural Resources	3000163657	-	39,865
15.634	State Wildlife Grants	Rhode Island Dept of Environmental Management	3203667	-	41,661
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	3242020 SWG T-95	-	24,339
15.634	State Wildlife Grants	Nebraska Game and Parks Commission	CPRBUL-20-01	-	9,245
15.634	State Wildlife Grants	Maine Department of Inland Fisheries and Wildlife	FOCUS AREAS UPDATE	-	4,561
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	SWG T58	-	2,696
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	T 89	-	6,232
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	T-107	-	10,757
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	T-110	-	1,927
15.634	State Wildlife Grants	Arkansas Game and Fish Commission	T-111	-	21,783
<b>15.634 Total</b>				-	<b>331,755</b>
15.635	Neotropical Migratory Bird Conservation	DIRECT	F19AP00599	-	(3,793)
<b>15.635 Total</b>				-	<b>(3,793)</b>
15.637	Migratory Bird Joint Ventures	Pheasants Forever, Inc.	F15AC01136	-	2,088
15.637	Migratory Bird Joint Ventures	DIRECT	F20AC10718	-	5,006
15.637	Migratory Bird Joint Ventures	Pheasants Forever	PCSR-FWS 2021-01	-	64,766
15.637	Migratory Bird Joint Ventures	Pheasants Forever	PCSR-FWS 2021-02	-	34,265
15.637	Migratory Bird Joint Ventures	Pheasants Forever	SGI 2.0-18-04	-	18,212
<b>15.637 Total</b>				-	<b>124,337</b>
15.647	Migratory Bird Conservation	DIRECT	F19AC00865	-	43,151
15.647	Migratory Bird Conservation	DIRECT	F21AP00208-00	105,000	197,750
<b>15.647 Total</b>				<b>105,000</b>	<b>240,901</b>
15.651	Wildlife Without Borders-Africa Program	DIRECT	F17AP00435	10,000	98,758
<b>15.651 Total</b>				<b>10,000</b>	<b>98,758</b>
15.654	Visitor Facility Enhancements - Refuges and Wildlife	DIRECT	F19AC00451	-	13,610
<b>15.654 Total</b>				-	<b>13,610</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
15.657	Endangered Species Conservation Recovery Implementation Funds	DIRECT	F19AP00221	-	63,181
15.657	Endangered Species Conservation Recovery Implementation Funds	DIRECT	F19AP00780	-	13,977
15.657	Endangered Species Conservation Recovery Implementation Funds	DIRECT	F20AC10460-00	-	635
<b>15.657 Total</b>				-	<b>77,793</b>
15.658	Natural Resource Damage Assessment, Restoration and Implementation	Mississippi State University	015900.341559.01	-	3,307
15.658	Natural Resource Damage Assessment, Restoration and Implementation	Geosyntec Consultants, Inc.	02202020 DI CAUSEWAY	-	2,861
15.658	Natural Resource Damage Assessment, Restoration and Implementation	DIRECT	F18AC00231	-	378
<b>15.658 Total</b>				-	<b>6,546</b>
15.662	Great Lakes Restoration	Oswego County Soil and Water Conservation District	031509-FLOWPA AIS	-	1,581
15.662	Great Lakes Restoration	National Fish and Wildlife Foundation	0501.17.056228	601	742
15.662	Great Lakes Restoration	National Fish and Wildlife Foundation	0501.18.060008	77,984	157,873
15.662	Great Lakes Restoration	National Fish and Wildlife Foundation	0501.19.064495	20,817	37,764
15.662	Great Lakes Restoration	National Fish and Wildlife Foundation	0501.19.064501	4,198	86,855
15.662	Great Lakes Restoration	National Fish and Wildlife Foundation	0501.20.67748	-	20,450
15.662	Great Lakes Restoration	National Fish and Wildlife Foundation	50118060163	-	58,255
15.662	Great Lakes Restoration	Great Lakes Commission	05112021AISPHASEIV	-	33,338
15.662	Great Lakes Restoration	Door County Soil and Water Conservation Department	07062020 DOOR SWCD	-	1,859
15.662	Great Lakes Restoration	Huron Pines	10282020HURONPINES	-	4,787
15.662	Great Lakes Restoration	National Fish and Wildlife Foundation	2008.19.063552	-	14,826
15.662	Great Lakes Restoration	Michigan Department of Environment, Great Lakes and Energy	2018-0211	1,673	39,951
15.662	Great Lakes Restoration	Michigan State University	502945	-	6,248
15.662	Great Lakes Restoration	DIRECT	F18AC00017	-	18,802
15.662	Great Lakes Restoration	DIRECT	F19AC00996	-	16,128
<b>15.662 Total</b>				<b>105,273</b>	<b>499,459</b>
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0111.20.067055	-	21,211
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0403.18.062897	-	(30,728)
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0407.19.066264	28,588	36,460
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0602.19.065721	2,588	3,742
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0603.18.062874	-	32,872
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	0801.17.059739	-	2,817
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1901.18.061914	-	35,018
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1903.20.067328	-	68,838
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1904.19.064159	-	12,702
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1906.18.062524	-	10,775
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1906.18.062550	4,692	6,260
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	1906.19.066394	-	41,534
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	2007.20.069221	-	89,995
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	2007.20.069745	-	19,778
15.663	National Fish and Wildlife Foundation	DIRECT	2503.18.062009	-	16,857
15.663	National Fish and Wildlife Foundation	National Fish and Wildlife Foundation	67036	-	24,713
<b>15.663 Total</b>				<b>35,868</b>	<b>392,844</b>

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# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
15.664	Fish and Wildlife Coordination and Assistance Programs	National Fish and Wildlife Foundation	1904.17.055652	-	20,755
15.664	Fish and Wildlife Coordination and Assistance Programs	DIRECT	F18AP00190	-	4,185
15.664	Fish and Wildlife Coordination and Assistance Programs	DIRECT	F20AP00217	-	52,948
<b>15.664 Total</b>				-	<b>77,888</b>
15.669	Cooperative Landscape Conservation	DIRECT	F12AC01516	-	14,738
<b>15.669 Total</b>				-	<b>14,738</b>
15.670	Adaptive Science	National Fish and Wildlife Foundation	0403.18.063182	-	7,694
15.670	Adaptive Science	National Fish and Wildlife Foundation	0403.19.065162	23,441	93,484
15.670	Adaptive Science	DIRECT	F20AC10790-00	-	6,839
<b>15.670 Total</b>				<b>23,441</b>	<b>108,017</b>
15.674	National Fire Plan-Wildland Urban Interface Community Fire Assistance	National Fish and Wildlife Foundation	0403.20.068523	-	2,526
<b>15.674 Total</b>				-	<b>2,526</b>
15.677	Hurricane Sandy Disaster Relief Activities-FWS	DIRECT	F18AC00026	35,821	57,619
<b>15.677 Total</b>				<b>35,821</b>	<b>57,619</b>
15.678	Cooperative Ecosystem Studies Units	DIRECT	F18AC00992	-	506
<b>15.678 Total</b>				-	<b>506</b>
15.820	National Climate Change and Wildlife Science Center	DIRECT	G20AC00116	-	12,522
<b>15.820 Total</b>				-	<b>12,522</b>
15.944	Natural Resource Stewardship	DIRECT	P17AC01110	-	6,627
15.944	Natural Resource Stewardship	DIRECT	P17AC01687	-	91
15.944	Natural Resource Stewardship	DIRECT	P18AC00179	-	50,357
15.944	Natural Resource Stewardship	DIRECT	P19AC00168	-	19,712
<b>15.944 Total</b>				-	<b>76,787</b>
15.945	Cooperative Research and Training Programs (Resources of the National Park System)	DIRECT	P18AC00108	-	36,908
15.945	Cooperative Research and Training Programs (Resources of the National Park System)	DIRECT	P20AC00948	-	295,719
<b>15.945 Total</b>				-	<b>332,627</b>
15.U01	Department of the Interior / UNKNOWN	U.S. Fish and Wildlife Service	05042021 RESILIENCE MAP	-	3,015
15.U02	Department of the Interior / UNKNOWN	US Endowment for Forestry and Communities	20-00070	-	125,000
15.U03	Department of the Interior / UNKNOWN	Leech Lake Band of Ojibwe	2019073	-	27,907
15.U04	Department of the Interior / UNKNOWN	University of Arizona	492487	-	22,000
<b>TOTAL U.S. DEPARTMENT OF INTERIOR</b>				<b>1,407,345</b>	<b>10,327,628</b>
19.017	Environmental and Scientific Partnerships and Programs	DIRECT	S-LMAQM-16-GR-1290	962,406	2,539,092
19.017	Environmental and Scientific Partnerships and Programs	DIRECT	SLMAQM18CA2106	-	108,381
<b>19.017 Total</b>				<b>962,402</b>	<b>2,647,473</b>
<b>TOTAL U.S. DEPARTMENT OF STATE</b>				<b>962,402</b>	<b>2,647,473</b>
20.U01	Department of Transportation / UNKNOWN	California Department of Transportation	07A3844	-	433,934
<b>TOTAL U.S. DEPARTMENT OF TRANSPORTATION</b>				-	<b>433,934</b>

The accompanying notes are an integral part of this schedule.



# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
21.015	Resources and Ecosystems Sustainability, Tourist Opportunities, and Revived Economies of the Gulf Coast States	Monroe County, FL	62419 MONROE CTY RESTORE	220,628	276,174
21.015	Resources and Ecosystems Sustainability, Tourist Opportunities, and Revived Economies of the Gulf Coast States	Santa Rosa County	SRCR01052019	-	5,580
<b>21.015 Total</b>				<b>220,628</b>	<b>281,754</b>
21.019	COVID-19 Coronavirus Relief Fund	NH Governor's Office For Emergency Relief and Recovery	08272020 NH CARES ACT2020	-	7,158
<b>21.019 Total</b>				<b>-</b>	<b>7,158</b>
<b>TOTAL U.S. DEPARTMENT OF TREASURY</b>				<b>220,628</b>	<b>288,912</b>
66.129	Southeast New England Coastal Watershed Restoration	Audubon Society of Rhode Island	011320-STORMWATER	-	8,251
66.129	Southeast New England Coastal Watershed Restoration	Southeastern Regional Planning & Economic Development District	10012018 SRPEDD EPA RTWN	-	2,297
66.129	Southeast New England Coastal Watershed Restoration	University of Southern Maine	SNEP01-02	-	49,771
<b>66.129 Total</b>				<b>-</b>	<b>60,319</b>
66.437	Long Island Sound Program	National Fish and Wildlife Foundation	1401.18.061430	-	13,677
66.437	Long Island Sound Program	National Fish and Wildlife Foundation	1401.19.065887	-	45,995
66.437	Long Island Sound Program	New England Interstate Water Pollution Control Commission	S-2021-014	-	9,840
<b>66.437 Total</b>				<b>-</b>	<b>69,512</b>
66.441	Healthy Watersheds Consortium Grant Program	US Endowment for Forestry and Communities	E18-48	-	8,378
<b>66.441 Total</b>				<b>-</b>	<b>8,378</b>
66.460	Nonpoint Source Implementation Grants	MO Department of Natural Resources	06282019 MDNR EPA 319	-	4,451
66.460	Nonpoint Source Implementation Grants	Ohio EPA	20HEPA-07/NATURE-FD31920	-	11,508
66.460	Nonpoint Source Implementation Grants	Department of Health - Clean Water Branch	ASO LOG NO. 20-165	-	2,452
66.460	Nonpoint Source Implementation Grants	NV Div. of Environmental Protection	DEPS 20-064	-	19,630
66.460	Nonpoint Source Implementation Grants	NV Div. of Environmental Protection	DEPS 21-020	-	4,223
66.460	Nonpoint Source Implementation Grants	MO Department of Natural Resources	G19-NPS-04	-	163,842
66.460	Nonpoint Source Implementation Grants	NH Department of Environmental Services	RI-21-C-01	-	39
66.460	Nonpoint Source Implementation Grants	Arkansas Natural Resources Commission	SGA 20-1500	-	968
66.460	Nonpoint Source Implementation Grants	Arkansas Natural Resources Commission	SGA 20-900	-	2,845
<b>66.460 Total</b>				<b>-</b>	<b>209,958</b>
66.461	Regional Wetland Program Development Grants	WI Department of Natural Resources	07212020 PRW ASSESS	-	24,301
66.461	Regional Wetland Program Development Grants	Nevada Natural Heritage Program	CD-99T39201-1	-	1,216
<b>66.461 Total</b>				<b>-</b>	<b>25,517</b>
66.466	Chesapeake Bay Program	Shorersivers. Inc	0602.18.062899	-	8,343
66.466	Chesapeake Bay Program	National Fish and Wildlife Foundation	0602.19.065721	97,412	140,858
66.466	Chesapeake Bay Program	National Fish and Wildlife Foundation	0603.17.057354	-	545
66.466	Chesapeake Bay Program	National Fish and Wildlife Foundation	0603.18.062874	-	84,204
66.466	Chesapeake Bay Program	The Mid-Atlantic 4R Nutrient Stewardship Association	068263-003	-	3,159
66.466	Chesapeake Bay Program	Chesapeake Bay Trust	15769	-	(28)
66.466	Chesapeake Bay Program	Stroud Water Research Center	370072	-	10,888
66.466	Chesapeake Bay Program	The Mid-Atlantic 4R Nutrient Stewardship Association	57424-6	-	43,839
<b>66.466 Total</b>				<b>97,412</b>	<b>291,808</b>

The accompanying notes are an integral part of this schedule.

# The Nature Conservancy

## Schedule of Expenditures of Federal Awards

### For the year ended June 30, 2021

CFDA	PROJECT TITLE/PROJECT NAME	PASS-THROUGH GRANTOR	AGREEMENT ID #	PASSED TO SUBRECIPIENT	FY2021 TOTAL FEDERAL EXPENDITURES
66.469	Great Lakes Program	Indiana Department of Natural Resources	22885	-	384,098
66.469	Great Lakes Program	DIRECT	00E01448	3,553	4,381
66.469	Great Lakes Program	DIRECT	00E02222	31,606	41,326
66.469	Great Lakes Program	DIRECT	00E02810	51,255	160,977
66.469	Great Lakes Program	Fox-Wolf Watershed Alliance	05222015LowerFox	-	4,269
66.469	Great Lakes Program	Ohio Department of Natural Resources	20191211 ODNR EPA MBSP	-	28,767
66.469	Great Lakes Program	Lake County Parks and Recreation Board	IDEMLCPA106373	-	21,281
66.469	Great Lakes Program	Ohio EPA	NATURE-FDMAP17	-	623,841
<b>66.469 Total</b>				<b>86,414</b>	<b>1,268,940</b>
66.475	Gulf of Mexico Program	DIRECT	MX-00D92119-0	-	133,241
<b>66.475 Total</b>				-	<b>133,241</b>
66.481	Lake Champlain Basin Program	VT Department of Environmental Conservation	36057	-	968
66.481	Lake Champlain Basin Program	VT Department of Environmental Conservation	2019-LCBP-WER-01	-	32,277
<b>66.481 Total</b>				-	<b>33,245</b>
66.818	Brownfields Assessment and Cleanup Cooperative Agreements	DIRECT	96378601	-	2,716
<b>66.818 Total</b>				-	<b>2,716</b>
<b>TOTAL ENVIRONMENTAL PROTECTION AGENCY</b>				<b>183,826</b>	<b>2,103,634</b>
81.U01	Department of Energy / UNKNOWN	DIRECT	CLN20148	-	49,062
<b>TOTAL U.S. DEPARTMENT OF ENERGY</b>				-	<b>49,062</b>
87.052	Gulf Coast Ecosystem Restoration Council Oil Spill Impact Program	MS Department of Environmental Quality	20-00077	-	26,205
<b>87.052 Total</b>				-	<b>26,205</b>
<b>TOTAL CONSUMER PRODUCT SAFETY COMMISSION</b>				-	<b>26,205</b>
94.006	AmeriCorps	DIRECT	18NDHVA001	-	308,828
94.006	AmeriCorps	State of Arizona	AC-VSG-18-090118-14Y2	-	14,002
<b>94.006 Total</b>				-	<b>322,830</b>
<b>TOTAL CORPORATION FOR NATIONAL AND COMMUNITY SERVICE</b>				-	<b>322,830</b>
97.045	Cooperating Technical Partners	DIRECT	EMF-2019-CA-00020	-	5,599
97.045	Cooperating Technical Partners	DIRECT	EMF-2020-CA-00006	-	116,629
<b>97.045 Total</b>				-	<b>122,228</b>
<b>TOTAL U.S. DEPARTMENT OF HOMELAND SECURITY</b>				-	<b>122,228</b>
98.001	USAID Foreign Assistance for Programs Overseas	Cardno Emerging Markets USA, Ltd.	4752-001-CRA-002	-	289,627
98.001	USAID Foreign Assistance for Programs Overseas	DIRECT	720FDA19CA00029	-	428,389
98.001	USAID Foreign Assistance for Programs Overseas	Wildlife Conservation Society	ABCG110223_TNC	1,934	114,057
98.001	USAID Foreign Assistance for Programs Overseas	DIRECT	AID-497-A-16-00011	-	1,279,514
98.001	USAID Foreign Assistance for Programs Overseas	DIRECT	AID-615-A-15-00012	578,636	790,373
98.001	USAID Foreign Assistance for Programs Overseas	DIRECT	AID-615-A-15-00013	632,736	820,910
98.001	USAID Foreign Assistance for Programs Overseas	DIRECT	AID-621-A-15-000004	606,048	1,492,080
<b>98.001 Total</b>				<b>1,819,354</b>	<b>5,214,950</b>
<b>TOTAL U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT</b>				<b>1,819,354</b>	<b>5,214,950</b>
<b>Total Research and Development Cluster</b>				\$ -	\$ 678,812
<b>Total All Other Federal Clusters</b>				\$ -	\$ 621,917
<b>Total All Other Federal Expenditures</b>				\$ 8,771,731	\$ 48,472,513
<b>TOTAL FEDERAL EXPENDITURES</b>				\$ <b>8,771,731</b>	\$ <b>49,773,242</b>

The accompanying notes are an integral part of this schedule.

# **The Nature Conservancy**

## **Notes to Schedule of Expenditures of Federal Awards**

### **For the year ended June 30, 2021**

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#### **1. Basis of presentation**

The accompanying Schedule of Expenditures of Federal Awards (the Schedule) summarizes the federal expenditures of The Nature Conservancy (The Conservancy) under programs of the U.S. federal government for the year ended June 30, 2021. The amounts reported as federal expenditures were obtained from the Conservancy's financial system. Because the Schedule of Expenditures of Federal Awards presents only a selected portion of the operations of the Conservancy, it is not intended to and does not present the consolidated financial position, changes in net assets and cash flows of the Conservancy.

The Schedule includes all grants, contracts, and similar agreements entered into directly between The Conservancy and agencies and departments of the U.S. federal government or passed through directly to the Conservancy through agencies receiving federal funding. The schedule also includes the amounts awarded to sub recipients, which includes approximately \$8.8 million of sub awards to organizations assisting in project implementation in FY 2021.

The Conservancy has a negotiated indirect cost rate agreement with Department of the Interior as the cognizant agency for indirect costs. As such, The Conservancy is not eligible to use the 10 percent de minimis indirect cost rate allowed under Uniform Guidance.

#### **2. Summary of significant accounting policies**

For the purpose of the Schedule, expenditures for federal award programs are recognized on the accrual basis of accounting. Negative amounts on the Schedule are adjustments to expenditures reported in the prior year in the course of normal business. Full CFDA and pass through numbers are presented when available.

**The Nature Conservancy**  
**Schedule of Indirect Cost Rate Computation**  
**For the year ended June 30, 2021**

Elements of Cost	Costs for Indirect Cost Rate Calculation
Personnel (Salaries and Fringe Benefits)	430,374,467
Contract, professional fees	133,391,985
Grants and subawards	50,911,094
Supplies and equipment	27,382,960
Publication, printing and postage	33,762,106
Occupancy	13,656,982
Travel	1,753,285
Interest expenses	-
Depreciation and amortization	10,410,843
Lease Expenses-Others	1,592,100
Non-cash pledge payment	150,541
Contributed Goods & Services_ Expenses	-
All other	44,125,817
Book value of land sold	-
<i><u>Total Costs for Indirect Cost Rate Calculation</u></i>	<i><u>747,512,181</u></i>
Exclusions	140,770,264
Unallowables	24,163,148
<i><u>Total Expenses</u></i>	<i><u>912,445,593</u></i>
Direct Costs before Exclusions	737,579,292
Indirect Costs before Exclusions	174,866,301
<i><u>The Nature Conservancy's Total Expenses per Audited Financial</u></i>	<i><u>912,445,593</u></i>
Direct Costs before Exclusions	737,579,292
Less: Exclusions to Direct Costs	(140,770,264)
Total Direct After Exclusions	596,809,028
Indirect Costs before Exclusions	174,866,301
Less: Exclusions to Indirect Costs	0
Less: Unallowables to Indirect Costs	(24,163,148)
Indirect Cost Pool After Exclusions and Unallowables	150,703,153
<b>Indirect Cost Rate</b>	<b>25.25%</b>

Excluded from the computation of the allowable indirect costs are unallowable costs totaling \$24,163,148; as of June 30, 2021. Exclusions from the computation of the total direct cost base are primarily composed of external transfers of land and the value of land sold or donated to government agencies and other conservation organizations totaling \$140,770,264; because their inclusion distorts the assessment of indirect costs.

**The Nature Conservancy**  
**Schedule of Fringe Benefit Rate Calculation**  
**For the year ended June 30, 2021**

Fringe benefit account	Fringe benefit expense - regular employees	Fringe benefit expense - short-term employees	Fringe benefit expense - foreign employees	Total
ACCRUED VACATION EXPENSE	\$ 19,787,182	\$ -	\$ -	\$ 19,787,182
SICK, HOLIDAY, ADMIN LEAVE & NON-TERM LIMIT				
MANDATORY SEVERANCE	10,473	-	-	10,473
VACATION EXPENSE	3,084	-	-	3,084
SICK LEAVE EXPENSE	5,459,158	12,993	-	5,472,151
HOLIDAY LEAVE EXPENSE	15,828,458	37,671	-	15,866,129
MILITARY LEAVE EXPENSE	-	-	-	-
HEALTH PLAN EXPENSE	27,341,999	-	-	27,341,999
LIFE INSURANCE	679,779	-	-	679,779
ACCIDENTAL DEATH/DISEMBLEMENT	109,112	-	-	109,112
DISABILITY INSURANCE	1,023,800	-	-	1,023,800
TRAVEL ACCIDENT INSURANCE	-	-	-	0
WORKERS' COMPENSATION	1,264,075	12,120	-	1,276,195
FICA TAX	21,184,764.00	203,125	-	21,387,889
PENSION PLANS	19,234,757	46,012	-	19,280,769
STATE EMPLOYMENT TAXES	770,613	7,447	-	778,060
MEDICAL INSURANCE EXPENSE			2,287,975	
PENSION/SS TAX EXPENSE			46,212	
OTHER SOCIAL TAX EXPENSE			49,130	
SAVINGS PLAN EXPENSE			1,910,695	
LIFE INSURANCE			361,278	
EDUCATIONAL ASSISTANCE				
EMPLOYEE RELOCATION/MOVING EXPENSES & EXPAT ALLOWANCES	492,475			
PROFESSIONAL FEES	624,360	-		624,360
<b>TOTAL FRINGE BENEFIT EXPENSE</b>	<b>\$ 113,814,089</b>	<b>\$ 319,368</b>	<b>\$ 4,655,290</b>	<b>\$ 118,788,747</b>
<b>TOTAL SALARIES EXPENSE</b>	<b>\$ 254,088,772</b>	<b>\$ 2,436,269</b>	<b>\$ 32,944,720</b>	<b>\$ 289,469,761</b>
<b>FRINGE BENEFIT EXPENSE AS A PERCENTAGE OF SALARIES EXPENSE</b>	<b>44.79%</b>	<b>13.11%</b>	<b>14.13%</b>	



**Report of Independent Auditors on Internal Control Over Financial Reporting and on Compliance  
and Other Matters Based on an Audit of Financial Statements Performed in  
Accordance with *Government Auditing Standards***

To the Board of Directors of  
The Nature Conservancy:

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the consolidated financial statements of The Nature Conservancy and its chapters and affiliates (the "Conservancy"), which comprise the consolidated statement of financial position as of June 30, 2021, and the related consolidated statements of activities and of cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated December 15, 2021.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Conservancy's internal control over financial reporting ("internal control") as a basis for designing the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Conservancy's internal control. Accordingly, we do not express an opinion on the effectiveness of the Conservancy's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Conservancy's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*PricewaterhouseCoopers LLP*

Washington, DC  
December 15, 2021



**Report of Independent Auditors on Compliance with Requirements  
That Could Have a Direct and Material Effect on Each Major Program and on Internal Control Over  
Compliance in Accordance with the Uniform Guidance**

To the Board of Directors of  
The Nature Conservancy:

**Report on Compliance for Each Major Federal Program**

We have audited The Nature Conservancy's compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of The Nature Conservancy's major federal programs for the year ended June 30, 2021. The Nature Conservancy's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

***Management's Responsibility***

Management is responsible for compliance with federal statutes, regulations and the terms and conditions of its federal awards applicable to its federal programs.

***Auditors' Responsibility***

Our responsibility is to express an opinion on compliance for each of The Nature Conservancy's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about The Nature Conservancy's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of The Nature Conservancy's compliance.





### ***Opinion on Each Major Federal Program***

In our opinion, The Nature Conservancy complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2021.

### ***Report on Internal Control Over Compliance***

Management of The Nature Conservancy is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered The Nature Conservancy's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of The Nature Conservancy's internal control over compliance.

*A deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

*PricewaterhouseCoopers LLP*

Washington, DC  
December 15, 2021

## **Schedule of Findings and Questioned Costs**

**The Nature Conservancy**  
**Schedule of Findings and Questioned Costs**  
**For the year ended June 30, 2021**

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**Section I – Summary of Auditor’s Results**

**Financial Statements**

Type of auditor’s report issued: Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? yes no
- Significant deficiency(ies) identified that are not considered to be material weaknesses? yes none reported

Noncompliance material to financial statements noted? yes no

**Federal Awards**

Internal control over major programs

- Material weakness(es) identified? yes no
- Significant deficiency(ies) identified that are not considered to be material weaknesses yes none reported

Type of auditor’s report issued on compliance for major programs: Unmodified

Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)? yes no

Identification of major programs:

<b>CFDA Numbers:</b>	<b>Name of Federal Program of Cluster</b>
10.072	Wetlands Reserve Program
10.664	Cooperative Forestry Assistance
10.931	Agricultural Conservation Easement Program
11.463	Habitat Conservation
19.017	Environmental and Scientific Partnerships and Programs
66.469	Great Lakes Program
98.001	USAID Foreign Assistance for Programs Overseas

Dollar threshold used to distinguish between type A and type B programs: \$1,493,197

Auditee qualified as low-risk auditee? yes no

**The Nature Conservancy**  
**Schedule of Findings and Questioned Costs**  
**For the year ended June 30, 2021**

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**Section II – Financial Statement Findings**

None identified.

**The Nature Conservancy**  
**Schedule of Findings and Questioned Costs**  
**For the year ended June 30, 2021**

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**Section III – Federal Award Findings and Questioned Costs**

None identified.

**Schedule of Prior Audit Findings**

# **The Nature Conservancy**

## **Summary Schedule of Prior Audit Findings**

### **For the year ended June 30, 2021**

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#### **Summary Schedule of Prior Audit Findings**

Finding 2020-001: SEFA Preparation

Condition:

During fiscal year 2020, management had net expenses of \$7,140 improperly included on the FY20 SEFA. The out of period expenditures identified during the current year are the result of multiple expenditures across various awards and CFDA's that were not properly accrued for in the prior year (FY19), which resulted in at least \$7,140 recorded in the current year (FY20) related to prior periods.

It is noted that when aggregating the out of period expenditures, there is no change to the major program determination in the current or prior year.

Status:

Management's accrual process includes the Account Manager running a "G/L Transaction Search" report after June 30, and prior to final close of the year. The report shows transactions related to the prior year but processed in the current fiscal year. Transactions above the pre-defined threshold are accrued to the prior year.

Effective January 20, 2021, management revised the process by lowering the threshold to \$10,000 from \$30,000 utilized in FY2020 and prior. The threshold was reduced to ensure a more accurate SEFA accrual process. This new procedure was utilized during the FY 2021 Single Audit.



## Report of Independent Auditors

To the Board of Directors of  
The Nature Conservancy:

We have audited the consolidated financial statements of The Nature Conservancy and its chapters and affiliates as of and for the year ended June 30, 2021 and our report thereon appears on pages 1-3 of this document. That audit was conducted for the purpose of forming an audit opinion on the consolidated financial statements taken as a whole. The schedule of compensation, reimbursements, benefits and other payments to agency head, political subdivision head, or chief executive officer for the year ended June 30, 2021 is presented for purposes of additional analysis as required by the Louisiana Legislative Auditor and is not a required part of the consolidated financial statements. The 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 taken as a whole.

*PricewaterhouseCoopers LLP*

December 15, 2021  
Washington, DC



**The Nature Conservancy**  
**Schedule of Compensation, Reimbursements, Benefits and Other Payments to**  
**Agency Head, Political Subdivision Head, or Chief Executive Officer**  
**For the year ended June 30, 2021**

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Name: Jennifer Morris  
 Title: Chief Executive Officer

	<b>July 1, 2020 - June 30, 2021</b>
<b>Purpose</b>	<b>Amount Paid with Public Funds</b>
Salary	\$0
Fringe Benefits - Medical	\$0
Fringe Benefits - Retirement	\$0
Fringe Benefits - Insurance	\$0
Fringe Benefits - Pre-tax Health	\$0
Reimbursements	\$0
Total	\$0