



Gary McGee & Co. LLP
CERTIFIED PUBLIC ACCOUNTANTS



for Invertebrate Conservation

Financial Statements and Other Information
as of and for the Year Ended December 31, 2015
and Report of Independent Accountants

THE XERCES SOCIETY, INC.

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REPORT OF INDEPENDENT ACCOUNTANTS

*The Board of Directors
The Xerces Society, Inc.:*

We have audited the accompanying financial statements of The Xerces Society, Inc., which comprise the statement of financial position as of December 31, 2015, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Xerces Society, Inc. as of December 31, 2015, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States.

Summarized Comparative Information

The financial statements of The Xerces Society, Inc. as of December 31, 2014 were audited by other auditors whose report dated June 15, 2015 expressed an unmodified opinion on those statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2014 is derived from the 2014 financial statements and is consistent, in all material respects, with the audited financial statements from which it has been derived.

 Amy I. Galt + CO. LLP

May 24, 2016

THE XERCES SOCIETY, INC.

STATEMENT OF FINANCIAL POSITION

DECEMBER 31, 2015

(WITH COMPARATIVE AMOUNTS FOR 2014)

	2015	2014
Assets:		
Cash and cash equivalents	\$ 1,437,404	1,493,856
Government grants, contracts, and other receivables	588,321	440,004
Private grants and contributions receivable (<i>note 4</i>)	92,639	222,490
Investments (<i>note 5</i>)	933,622	93,127
Inventories	84,100	77,391
Prepaid expenses	32,419	16,626
Property and equipment (<i>note 6</i>)	11,036	18,490
Total assets	\$ 3,179,541	2,361,984
Liabilities:		
Accounts payable and accrued expenses	142,146	136,250
Accrued payroll and related expenses	137,098	111,709
Accrued retirement payable	121,377	84,272
Deferred revenue	132,931	16,873
Total liabilities	533,552	349,104
Net assets:		
Unrestricted:		
Available for programs and general operations	1,891,755	1,343,742
Net investment in capital assets	11,036	18,490
Total unrestricted	1,902,791	1,362,232
Temporarily restricted (<i>note 7</i>)	743,198	650,648
Total net assets	2,645,989	2,012,880
Commitments and contingencies (<i>notes 11, 12 and 13</i>)		
Total liabilities and net assets	\$ 3,179,541	2,361,984

See accompanying notes to financial statements.

THE XERCES SOCIETY, INC.

STATEMENT OF ACTIVITIES

YEAR ENDED DECEMBER 31, 2015
(WITH COMPARATIVE TOTALS FOR 2014)

	2015			2014
	Unrestricted	Temporarily restricted	Total	
Revenues, gains, and other support:				
Private grants and contributions	\$ 1,257,569	954,168	2,211,737	1,858,536
Government grants and contracts <i>(note 8)</i>	1,153,779	–	1,153,779	880,984
Program revenue	380,323	–	380,323	330,669
Sales of merchandise	67,549	–	67,549	62,341
Dividend and interest income	4,308	2,673	6,981	7,842
Net increase (decline) in the fair value of investments	(552)	(3,421)	(3,973)	9,310
Total revenues and gains	2,862,976	953,420	3,816,396	3,149,682
Net assets released from restrictions <i>(note 9)</i>	860,870	(860,870)	–	–
Total revenues, gains, and other support	3,723,846	92,550	3,816,396	3,149,682
Expenses <i>(note 10)</i>:				
Program services:				
Pollinator conservation	1,676,181	–	1,676,181	1,325,824
Aquatic conservation	226,451	–	226,451	259,544
Endangered species	466,891	–	466,891	401,281
Other conservation	97,694	–	97,694	72,399
Total program services	2,467,217	–	2,467,217	2,059,048
Supporting services:				
Management and general	321,191	–	321,191	89,167
Fundraising	394,879	–	394,879	330,099
Total supporting services	716,070	–	716,070	419,266
Total expenses	3,183,287	–	3,183,287	2,478,314
Increase in net assets	540,559	92,550	633,109	671,368
Net assets at beginning of year	1,362,232	650,648	2,012,880	1,341,512
Net assets at end of year	\$ 1,902,791	743,198	2,645,989	2,012,880

See accompanying notes to financial statements.

THE XERCES SOCIETY, INC.

STATEMENT OF CASH FLOWS

YEAR ENDED DECEMBER 31, 2015
(WITH COMPARATIVE TOTALS FOR 2014)

	2015	2014
Cash flows from operating activities:		
Cash received from grants, contributions, contracts, and other sources	\$ 3,910,980	3,006,505
Cash received for interest	6,981	7,842
Cash paid to grantees	(7,500)	(7,500)
Cash paid to employees, suppliers, and contractors	(3,122,445)	(2,511,828)
Net cash provided by operating activities	788,016	495,019
Cash flows from investing activities:		
Purchase of investments	(851,008)	(4,987)
Proceeds from sale of investments	9,213	36,095
Reinvestment of dividend and interest income	(2,673)	(5,067)
Capital expenditures	-	(7,852)
Net cash provided by (used in) investing activities	(844,468)	18,189
Net increase (decrease) in cash and cash equivalents	(56,452)	513,208
Cash and cash equivalents at beginning of year	1,493,856	980,648
Cash and cash equivalents at end of year	\$ 1,437,404	1,493,856

See accompanying notes to financial statements.

THE XERCES SOCIETY, INC.

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2015
(WITH COMPARATIVE TOTALS FOR 2014)

	2015				Total
	Program services				
	Pollinator conservation	Aquatic conservation	Endangered species	Other conservation	
Salaries and related expenses	\$ 894,995	118,259	309,473	22,183	1,344,910
Payroll taxes	80,781	11,523	27,684	1,988	121,976
Benefits	141,170	23,245	37,317	3,135	204,867
Contract services and subrecipient awards	172,066	35,223	19,577	–	226,866
Professional services	–	–	–	–	–
Telephone	16,101	1,206	2,725	129	20,161
Insurance	6,160	823	2,099	112	9,194
Rent and utilities	38,900	4,858	12,894	700	57,352
Bank fees	318	115	374	–	807
Equipment and maintenance	40,203	3,188	15,534	363	59,288
Postage	12,545	589	696	4,398	18,228
Supplies	67,533	2,728	2,242	58	72,561
Travel	134,543	19,943	31,511	221	186,218
Books and subscriptions	784	25	188	–	997
Publication design and printing	36,391	3,651	2,972	34,986	78,000
Dues and fees	11,515	507	364	8	12,394
Mailing list rental	–	–	–	–	–
DeWind Education Award	–	–	–	7,500	7,500
Book stock and merchandise	17,991	–	51	21,746	39,788
Depreciation	4,185	568	1,190	167	6,110
Total expenses	\$ 1,676,181	226,451	466,891	97,694	2,467,217

See accompanying notes to financial statements.

Supporting services			
Management and general	Fundraising	Total	2014
219,269	201,063	1,765,242	1,252,047
19,814	18,307	160,097	118,610
37,835	33,475	276,177	228,089
1,830	3,788	232,484	237,053
27,834	20,965	48,799	42,849
1,055	1,709	22,925	19,914
455	1,406	11,055	10,157
2,849	8,654	68,855	55,265
219	11,710	12,736	13,036
2,851	4,975	67,114	41,257
182	33,152	51,562	57,610
670	1,247	74,478	46,875
3,741	1,967	191,926	138,578
–	30	1,027	577
112	42,127	120,239	120,328
2,201	4,725	19,320	18,690
–	4,500	4,500	6,125
–	–	7,500	7,500
9	–	39,797	54,077
265	1,079	7,454	9,677
321,191	394,879	3,183,287	2,478,314

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2015

1. Organization

The Xerces Society, Inc. is a nonprofit organization, founded in 1971, dedicated to protecting the diversity of life through the conservation of invertebrates. The Society was named after the extinct Xerces blue butterfly, *Glaucopsyche xerces*. Advocating for invertebrates and their habitats by working with scientists, land managers, educators, and citizens on conservation and education projects, its core programs focus on endangered species, native pollinators, and watershed health. Funding comes from membership dues and donations, merchandise sales, government grants and contracts, corporate support, foundation grants, and other program revenue.

2. Program Services

During the year ended December 31, 2015, the Society incurred program service expenses in the following major categories:

Pollinator Conservation – The Society’s Pollinator Conservation program works across the United States to educate farmers, land managers, and the public about the importance of pollinating insects and to establish habitat protection and management as keys to their conservation. It directly reaches agricultural professionals and farmers through trainings, workshops, and other outreach events across the United States. It also works to educate farmers, agency staff, and citizens on responsible pesticide use and regulation. As a result of the Society’s work, native pollinators are now a key priority for agricultural conservation programs across the United States, and its efforts have led to hundreds of thousands of acres of habitat improvements for these vital insects.

Aquatic Conservation – The Society’s Aquatic Conservation program conducts applied research and provides advice and resources to scientists, land managers, and watershed stewards for monitoring the health of streams, rivers, and wetlands. It also works with watershed councils to assess the health of local watersheds and to analyze the success of restoration projects. The Society’s current work includes efforts to protect dragonflies, damselflies, freshwater mussels, and other aquatic invertebrates and to promote ecologically-sound mosquito management.

Endangered Species – The Society’s Endangered Species program advocates on behalf of threatened, endangered, and at-risk invertebrates and their habitats and works with agency staff to provide resources and training for their conservation. Its current work includes efforts to protect endangered bumble bees, butterflies, freshwater mussels, tiger beetles, and other invertebrates. The Society protects habitat on private and public lands for the most imperiled species and regularly provides resources that help land managers conserve endangered insects and other wildlife.

Other Conservation – Through the Conservation and Education program, the Society undertakes a variety of activities to raise awareness and appreciation of the valuable role of invertebrates. These include publication of its magazine, *Wings: Essays on Invertebrate Conservation*, which features the work of renowned wildlife photographers, scientists, and conservationists. The Society also provides dozens of publications for free download through its web site, including guidelines to help farmers and gardeners conserve pollinators, guides to identifying endangered bumble bees, tools for monitoring stream health using aquatic insects, and many more. Another aspect of this program is the Joan M. DeWind award. Each year, two graduate or undergraduate students receive an award of \$3,750 each for Lepidoptera research and conservation projects.

3. Summary of Significant Accounting Policies

The significant accounting policies followed by the Society are described below to enhance the usefulness of the financial statements to the reader.

Basis of Accounting – The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles and the principles of fund accounting. Fund accounting is the procedure by which resources for various purposes are classified for accounting purposes in accordance with activities or objectives specified by donors.

Basis of Presentation – The Society has adopted the provisions of Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) No. 958-605, *Revenue Recognition* and FASB ASC No. 958-205, *Presentation of Financial Statements*. Under these provisions, net assets and all balances and transactions are presented based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Society and changes therein are classified and reported as follows:

- *Unrestricted net assets* – Net assets not subject to donor-imposed stipulations.
- *Temporarily restricted net assets* – Net assets subject to donor-imposed stipulations that will be met either by actions of the Society and/or the passage of time. These balances represent the unexpended portion of externally restricted contributions and investment return to be used for specific programs and activities.

Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions.

Use of Estimates – The preparation of financial statements in conformity with generally accepted accounting principles requires that management make estimates and assumptions that affect the reported amounts of assets and liabilities, the 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 those estimates. In the opinion of management, such differences, if any, would not be significant.

Cash Equivalents – For purposes of the financial statements, the Society considers all liquid investments having initial maturities of three months or less to be cash equivalents.

Investments – Investments consist primarily of index mutual funds, common stock, and brokered certificates of deposit with initial maturities of greater than three months. Net change in the fair value of investments, which consists of the realized gains or losses and the unrealized appreciation (decline) of those investments, is shown in the statement of activities. Interest income is accrued as earned. Security transactions are recorded on a trade date basis.

Inventories – Inventories, which consist primarily of publications and other literature held for sale and for use in the Society’s educational programs, are carried at the lower of cost or fair value. Cost is determined using the first-in, first-out method.

Contributions – Contributions, which include unconditional promises to give (pledges), are recognized as revenues in the period received. Contributions to be received after one year are discounted at an appropriate discount rate commensurate with the risks involved. Amortization of the discount is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions. Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value.

Contributions of capital assets without donor stipulations concerning the use of such long-lived assets are reported as revenues of the unrestricted net asset class. Contributions of cash or other assets to be used to acquire capital assets with such donor stipulations are reported as revenues of the temporarily restricted net asset class; the restrictions are considered to be released at the time of acquisition of such long-lived assets.

At December 31, 2015, the Society had been awarded government grants and contracts totaling \$1,491,266, the receipt of which is conditioned upon the incurrence of certain allowable costs. These funds have not been included in the accompanying financial statements because the associated conditions had not been satisfied as of December 31, 2015.

At December 31, 2015, the Society had also been awarded a grant totaling \$40,000, the receipt of which is conditioned upon the successful review and approval of financial and program reports. These funds have not been included in the accompanying financial statements because the associated conditions had not been satisfied as of December 31, 2015.

In-Kind Contributions – A number of unpaid volunteers have made significant contributions of their time to develop and implement the Society’s programs. In accordance with FASB ASC No. 958-605, *Revenue Recognition*, significant services received which create or enhance a nonfinancial asset or require specialized skills that the Society would have purchased if not donated are recognized in the statement of activities.

In-kind contributions of land, buildings, equipment, and other materials are recorded where there is an objective basis upon which to value these contributions and where the contributions are an essential part of the Society’s activities.

During the year ended December 31, 2015, the Society recorded no in-kind contributions.

Capital Assets and Depreciation – Property and equipment are carried at cost, and at fair value when acquired by gift. The Society capitalizes depreciable assets with a value of \$3,000 or more and having a useful life of five years or more. Depreciation and amortization are provided on a straight-line basis over the estimated useful lives of the respective assets, which is generally five years.

Revenue Recognition – All grants and contributions are considered available for the unrestricted general operations of the Society unless specifically restricted by a donor. Service revenues are recognized at the time the services are provided and the revenues are earned.

Advertising Expenses – Advertising and marketing costs, representing primarily costs incurred to expand the region’s awareness of the Society’s programs and activities, are charged to expense as they are incurred.

Grants – Grants are accrued when awarded by the Society and unconditional. Grants are provided from available resources and in accordance with restrictions imposed by donors.

Concentrations of Credit Risk – The Society’s financial instruments consist primarily of cash, cash equivalents, certificates of deposit, mutual funds, and common stock, which may subject the Society to concentrations of credit risk as, from time to time, for example, cash balances may exceed amounts insured by the Federal Deposit Insurance Corporation (“FDIC”). All interest-bearing checking and savings accounts, money market deposit accounts, and certificates of deposit are insured by the FDIC for up to \$250,000 per depositor, per insured bank, for each account ownership category.

Certain receivables may also, from time to time, subject the Society to concentrations of credit risk. To minimize its exposure to significant losses from customer or donor insolvencies, the Society's management evaluates the financial condition of its customers and donors, and monitors concentrations of credit risk arising from similar geographic regions, activities, or economic characteristics. When necessary, receivables are reported net of an allowance for uncollectible accounts.

Income Taxes – The Society is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code and comparable state law. In addition, the Society has been recognized as a public charity under Sections 509(a)(1) and 170(b)(1)(A)(vi) of the Internal Revenue Code.

Subsequent Events – As required by FASB ASC No. 855, *Subsequent Events*, subsequent events have been evaluated by management through May 24, 2016, which is the date the financial statements were available to be issued.

Summarized Financial Information for 2014 – The accompanying financial information as of and for the year ended December 31, 2014 is presented for comparative purposes only and is not intended to represent a complete financial statement presentation.

Other Significant Accounting Policies – Other significant accounting policies are set forth in the financial statements and the following notes.

4. Private Grants and Contributions Receivable

Grants and contributions receivable consist of unconditional promises expected to be collected in less than one year and total \$92,639 at December 31, 2015.

5. Investments

A summary of investments, carried at fair value, as of December 31, 2015 is as follows:

Certificates of deposit (brokered)	\$ 844,508
Mutual funds:	
S&P 500 index fund	41,394
Intermediate bond index fund	42,772
Common stock	4,948
	\$ 933,622

6. Property and Equipment

A summary of property and equipment at December 31, 2015 is as follows:

Equipment	\$ 37,219
Furniture and fixtures	26,466
	63,685
Less accumulated depreciation and amortization	(52,649)
	\$ 11,036

7. Restrictions and Limitations on Net Asset Balances

Temporarily restricted net assets at December 31, 2015 represent grants, contributions, and other unexpended revenues and gains available for specific program purposes and future periods, as follows:

Pollinator conservation	\$ 505,663
Other conservation	118,133
Endangered species	66,764
Aquatic conservation	10,000
For general operating purposes in future periods	42,638
	\$ 743,198

8. Net Assets Released from Restrictions

During the year ended December 31, 2015, restrictions on contributions in the amount of \$860,870 expired or were otherwise satisfied by the organization's expenditures in satisfaction of the restricted purposes, or by the occurrence of other events specified by donors.

9. Expenses

The costs of providing the various programs and other activities of the Society have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses by natural classification are presented in the statement of functional expenses.

10. Operating Leases

The Society leases office space under two operating lease agreements that expire June 30, 2016. Subsequent to year end, the Society entered into an agreement to extend one of the leases through June of 2021. Minimum future lease payments of \$249,777 are due under this extended lease agreement.

Rent expense under all operating leases for the year ended December 31, 2015 totalled \$58,043.

11. Employee Retirement Benefits

The Society maintains a qualified profit-sharing retirement plan, as described under Section 401(k) of the Internal Revenue Code. Employees must complete one year of service, have worked 1,000 or more hours at the time of their anniversary, and be 21 years of age in order to become eligible to participate in the plan. Qualified employees become eligible to make voluntary contributions to the plan on a pre-tax basis up to the limits allowed by law. Upon meeting the employee eligibility requirements, employee and employer contributions are fully vested. The Society makes a safe harbor contribution totaling 3% of qualifying compensation as well as a discretionary contribution to the plan. During the year ended December 31, 2015, the Society contributed \$121,377 to this plan, which was 8% of participants' qualifying compensation for the year ended December 31, 2015.

12. Contingencies

Amounts received or receivable under the Society's government grants and contracts are subject to audit and adjustment by the granting or contracting agencies. Any expenditures or claims disallowed as a result of such audits would become a liability of the organization's unrestricted net assets. In the opinion of the Society's management, any adjustments that might result from such audits would not be material to the Society's overall financial statements.

13. Fair Value Measurements

Included in the accompanying financial statements are certain financial instruments carried at fair value. The fair value of an asset or a liability is the amount that would be received to sell an asset or paid to transfer a liability in a current transaction between willing parties, that is, other than in a forced or liquidation sale. Fair values are based on quoted market prices when available.

All financial assets and liabilities presented at fair value have been classified, for disclosure purposes, based on a hierarchy defined by FASB ASC No. 820, *Fair Value Measurements and Disclosures*. The hierarchy gives the highest ranking to fair values determined using unadjusted quoted prices in active markets for identical assets and liabilities and the lowest ranking to fair values determined using methodologies and models with unobservable inputs, as follows:

- *Level 1* – Values are unadjusted quoted prices for identical assets and liabilities in active markets accessible at the measurement date.
- *Level 2* – Inputs include quoted prices for similar assets or liabilities in active markets, quoted prices from those willing to trade in markets that are not active, or other inputs that are observable or can be corroborated by market data for the term of the instrument.

- *Level 3* – Certain inputs are unobservable (supported by little or no market activity) and significant to the fair value measurement. Unobservable inputs reflect the Society’s best estimate of what hypothetical market participants would use to determine a transaction price for the asset or liability at the reporting date.

At December 31, 2015, the following financial assets are measured at fair value on a recurring basis:

	Level 1	Level 2	Total
<i>Investments (note 5):</i>			
Mutual funds	\$ 84,166	–	84,166
Stocks	4,948	–	4,948
Certificates of deposit	–	844,508	844,508
	\$ 89,114	844,508	933,622

14. Reclassification of 2014 Comparative Totals

Certain 2014 amounts presented herein have been reclassified to conform to the 2015 presentation.

15. Statement of Cash Flows Reconciliation

The following presents a reconciliation of the increase in net assets (as reported on the statement of activities) to net cash provided by operating activities (as reported on the statement of cash flows):

Increase in net assets	\$ 633,109
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<i>Adjustments to reconcile increase in net assets to net cash provided by operating activities:</i>	
Depreciation	7,454
Net decline in the fair value of investments	3,973
<i>Net changes in:</i>	
Government grants, contracts, and other receivables	(148,317)
Private grants and contributions receivable	129,851
Inventory	(6,709)
Prepaid expenses	(15,793)
Accounts payable and accrued expenses	5,896
Accrued payroll and related expenses	25,389
Accrued retirement payable	37,105
Deferred revenue	116,058
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Total adjustments	154,907
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Net cash provided by operating activities	\$ 788,016
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THE XERCES SOCIETY, INC.

GOVERNING BOARD AND MANAGEMENT

2015 Board Members

David Frazee Johnson, *President*

Logan Lauvray, *Vice President*

Linda Craig, C.P.A., C.F.P., *Treasurer*

Sacha H. Spector, *Secretary*

Marla Spivak, Ph.D.

Management

Scott Hoffman Black, *Executive Director*

Karl Souza, *Director of Finance & Operations*

Lara Bjork, *Director of Grants & Corporate Giving*

Megan Faria, *Financial Manager*

THE XERCES SOCIETY, INC.

INQUIRIES AND OTHER INFORMATION

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