

APPALACHIAN MOUNTAIN CLUB

**CONSOLIDATED FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2016 AND 2015**

APPALACHIAN MOUNTAIN CLUB

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Appalachian Mountain Club
Boston, Massachusetts

We have audited the accompanying consolidated financial statements of Appalachian Mountain Club, which comprise the consolidated statements of financial position as of December 31, 2016 and 2015, and the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Appalachian Mountain Club and affiliates as of December 31, 2016 and 2015, and the results of their operations and their cash flows for the years then ended in accordance with U.S. generally accepted accounting principles.

Tonneson & Company, PC

Wakefield, Massachusetts
May 24, 2017

tonneson + co

Certified Public Accountants & Consultants

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APPALACHIAN MOUNTAIN CLUB
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2016 AND 2015

	<u>2016</u>	<u>2015</u>
Assets:		
Cash and Cash Equivalents	\$ 6,986,558	\$ 12,913,533
Accounts Receivable, net	548,821	848,046
Pledges Receivable	2,557,188	2,372,505
Prepaid Expenses and Other Assets	295,019	279,517
Inventories	733,272	689,578
Note Receivable, NMTC	8,660,730	8,660,730
Note Receivable, Property	4,000,000	-
Property and Equipment, net	64,205,248	43,443,348
Investments, at market	<u>62,759,279</u>	<u>61,333,059</u>
Total Assets	<u>\$ 150,746,115</u>	<u>\$ 130,540,316</u>
Liabilities:		
Accounts Payable	\$ 1,398,903	\$ 696,160
Accrued Expenses and Other Liabilities	1,117,346	1,071,225
Annuity Payments Liability	430,834	447,521
Deferred Revenue	1,806,659	1,818,184
Loans Payable, net	<u>12,114,381</u>	<u>12,030,361</u>
Total Liabilities	<u>16,868,123</u>	<u>16,063,451</u>
Net Assets:		
Unrestricted	114,637,337	93,120,943
Temporarily Restricted	15,574,256	17,690,523
Permanently Restricted	<u>3,666,399</u>	<u>3,665,399</u>
Total Net Assets	<u>133,877,992</u>	<u>114,476,865</u>
Total Liabilities and Net Assets	<u>\$ 150,746,115</u>	<u>\$ 130,540,316</u>

See Notes to Consolidated Financial Statements.

APPALACHIAN MOUNTAIN CLUB
CONSOLIDATED STATEMENTS OF ACTIVITIES
YEARS ENDED DECEMBER 31, 2016 AND 2015

	2016				2015			
	Unrestricted		Temporarily	Permanently	Unrestricted		Temporarily	Permanently
	Operating	Other	Restricted	Restricted	Operating	Other	Restricted	Restricted
Revenues:								
Contributions and Gifts	\$ 3,619,486	\$ 4,142,583	\$ 2,638,504	\$ 1,000	\$ 10,401,573	\$ 1,907,626	\$ 4,823,695	\$ 2,375
Membership	3,109,446				3,109,446			
Outdoor Program Centers	12,378,606				12,378,606			
Programs	5,066,295				5,066,295			
Publications	817,470				817,470		441,507	
Interest, Investment & Other	82,047	783,446	81,877		947,370	1,073,801	92,832	
Gains (Loss) from Investments, net		2,346,907	681,943		3,028,850	(1,366,023)	(661,101)	(27,582)
Gain on Sale of Property		14,731,417			14,731,417			
Endowment Spending Allocation	2,555,503	(2,555,503)			-	(2,505,274)		
Special Project Funding	1,007,421	(1,007,421)			-	(880,368)		
Total Revenues	28,636,274	18,441,429	3,402,324	1,000	50,481,927	(1,770,238)	4,696,933	(25,207)
Expenses:								
Member Services	2,918,040				2,918,040			
Outdoor Program Centers	31,737,911	237,988			11,975,899	213,376		
Programs	9,402,265	87,945			9,490,210	9,053,182	362,219	
Publications	662,067				662,067	688,698		
Administrative	2,413,150	81,401			2,494,551	154,044		
Fundraising	1,333,180	422,628			1,755,808	324,452		
Interest & Other	31,392	211,457			242,849	38,608		
Reduction in Land Carrying Value		1,540,476			1,540,476	1,060,353		
Total Expenses	28,498,005	2,581,895	-	-	31,079,900	27,445,955	2,153,052	-
Change in Net Assets Before Transfers and Releases	138,269	15,859,534	3,402,324	1,000	19,401,127	(3,923,290)	4,696,933	(25,207)
Transfers and Releases:								
Transfer of Operating Surplus	(138,269)					303,988		
Releases of Restricted Net Assets		5,518,591	(5,518,591)			(303,988)	(2,969,029)	
Total Change in Net Assets	-	21,516,394	(2,116,267)	1,000	19,401,127	(650,273)	1,727,904	(25,207)
Net Assets, Beginning of Year	-	93,120,943	17,690,523	3,665,399	114,476,865	-	15,962,619	113,424,441
Net Assets, End of Year	\$ -	\$ 114,637,337	\$ 15,574,256	\$ 3,666,399	\$ 133,877,992	\$ -	\$ 17,690,523	\$ 3,665,399
								\$ 114,476,865

See Notes to Consolidated Financial Statements.

APPALACHIAN MOUNTAIN CLUB
CONSOLIDATED STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2016 AND 2015
INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

	<u>2016</u>	<u>2015</u>
Cash Flows from Operating Activities:		
Change in Net Assets	\$ 19,401,127	\$ 1,052,424
Adjustments to Reconcile Change in Net Assets to net cash provided by Operating Activities:		
Depreciation	1,592,441	1,623,822
Interest on Debt Issuance Costs	84,020	10,113
Reduction in Land Carrying Value	1,540,476	1,060,353
Investment Income and Realized Gains, net	(867,703)	(2,668,921)
Gain on Disposal of Property and Equipment	(14,746,277)	(14,500)
Net Unrealized (Gains) Losses on Investments	(3,023,458)	3,867,312
Changes in Certain Assets and Liabilities:		
Accounts Receivable	299,225	(216,601)
Pledges Receivable	(184,683)	(1,365,677)
Prepaid Expenses	(15,502)	94,907
Inventories	(43,694)	51,992
Accounts Payable	702,743	(17,287)
Accrued Expenses and Other Liabilities	46,121	(617,922)
Annuity Payments Liability	(16,687)	37,962
Deferred Revenue	(11,525)	607,513
Net cash provided by Operating Activities	<u>4,756,624</u>	<u>3,505,490</u>
Cash Flows from Investing Activities:		
Additions to Property and Equipment	(24,096,227)	(4,798,531)
Proceeds from Sale of Property and Equipment	10,947,687	14,500
Purchases of Investments	(15,097,156)	(4,675,240)
Proceeds from Sale of Investments	<u>17,562,097</u>	<u>7,013,098</u>
Net cash used in Investing Activities	<u>(10,683,599)</u>	<u>(2,446,173)</u>
Cash Flows from Financing Activities:		
Issuance of Notes Receivable	-	(8,660,730)
Proceeds from Loans Payable	<u>-</u>	<u>12,030,361</u>
Net cash provided by Financing Activities	<u>-</u>	<u>3,369,631</u>
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	<u>(5,926,975)</u>	<u>4,428,948</u>
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	<u>12,913,533</u>	<u>8,484,585</u>
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$ 6,986,558</u>	<u>\$ 12,913,533</u>

Supplemental Data: Cash paid for interest during the years ended December 31, 2016 and 2015 amounted to \$127,437 and \$28,495, respectively.

Supplemental schedule of non-cash investing and financing activities: During the year ended December 31, 2016, the AMC entered into a note receivable agreement related to the sale of their Boston properties in the amount of \$4,000,000 (Refer to Note G).

See Notes to Consolidated Financial Statements.

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

A. Organization:

The Appalachian Mountain Club, together with its consolidated affiliates AMC Maine Woods Initiative, LLC and AMC Maine Woods Funding, LLC (collectively, the "AMC"), is a not-for-profit environmental conservation and recreation corporation with the mission of promoting the protection, enjoyment and understanding of the mountains, forest, waters, and trails of the Appalachian Region. In pursuit of this aim, AMC provides educational and experiential opportunities to its membership and the general public in the belief that successful conservation depends on this experience. Campsite, shelter, and lodging facilities, trail maintenance programs, land stewardship, scientific research, environmental conservation, and local chapter activities together with the publication of guidebooks, maps, and a variety of other publications further this mission.

B. Summary of Significant Accounting and Reporting Policies:

The significant accounting policies followed by the AMC are as follows:

Basis of Presentation

The accompanying consolidated financial statements include the accounts of the AMC, its affiliates, and its volunteer-managed facilities and chapters. All significant intercompany accounts and transactions are eliminated in the consolidated financial statements.

Estimates

The preparation of consolidated financial statements in conformity with U.S. generally accepted accounting principles requires management to make certain estimates and assumptions that affect the reported amounts of assets and liabilities. Significant estimates for the AMC include the present value of future cash flows from pledges receivable, the allowance for doubtful accounts in connection with pledges receivable, allowances for inventory obsolescence and accrued liabilities, and the fair value of investments. Actual results could differ from those estimates.

Basis of Accounting

The accompanying consolidated financial statements of the AMC for the years ended December 31, 2016 and 2015 are prepared on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles. Contributions received, including unconditional promises to give, are recognized as revenues in the period received at their fair values. Restricted contributions that are received and expensed in the current year for the restricted purpose are recorded as unrestricted contributions.

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

Summary of Significant Accounting and Reporting Policies, Continued

Basis of Accounting, Continued

Net assets are reported by classification based on the existence or absence of donor imposed restrictions:

Unrestricted net assets include all resources which are not subject to donor-imposed restrictions. Activity in unrestricted net assets is shown in the Consolidated Statements of Activities classified as Operating and Other. Unrestricted-Operating revenues consist of revenues, endowment spending allocations, and special project funding which support annual operating and program expenses of the organization. Unrestricted-Operating expenses consist of annual operating expenses of the organization related to member services, outdoor program centers, other programs, publications, administrative, and annual fundraising. Unrestricted-Other revenues and expenses include unrestricted revenues and expenses from capital fundraising campaigns, income and gains (losses) from investments, interest expense and other financing costs, and allocation of a portion of depreciation expense reflecting asset acquisitions that are funded through donor contributions.

Temporarily restricted net assets carry specific, donor-imposed restrictions on the expenditure or other use of contributed funds. Temporary restrictions may expire either because of the passage of time or because certain actions are taken by the AMC which fulfill the restrictions. When a donor restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Consolidated Statements of Activities as use of restricted funds.

Temporarily restricted net assets consist of the following at December 31, 2016 and 2015:

	<u>2016</u>	<u>2015</u>
Accumulated appreciation on permanently restricted net assets	\$ 4,522,556	\$ 4,394,349
Funds for future operations, programs, and property and equipment	8,494,512	10,923,669
Donor pledges receivable	<u>2,557,188</u>	<u>2,372,505</u>
	<u>\$ 15,574,256</u>	<u>\$ 17,690,523</u>

Permanently restricted net assets are those that are subject to donor-imposed restrictions which will never lapse, thus requiring that the funds be retained permanently. Permanently restricted net assets consist of the original gift value of investments to be held indefinitely as endowment, the income of which is available to support certain operations of the AMC.

Investments

Mutual funds are public investment vehicles valued using the net asset value ("NAV") provided by the administrator of the fund and calculated at the close of business on the NYSE. The NAV is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. Investments in mutual funds are classified within Quoted Prices in Active Markets for Identical Assets. Alternative Investments are reported using the NAV per share reported by the investment managers. The investment managers have various processes and controls in place to insure that fair value is reasonably estimated. They perform due diligence procedures over third-party pricing service providers in order to support their use in the valuation process. These investments are classified within Unobservable Inputs. There have been no changes in the methodologies used at December 31, 2016 and 2015. Dividends, interest and net gains/losses on investments are reflected in the Consolidated Statements of Activities. Investment income from restricted assets that is earned and used in the current year for the restricted purpose is recorded as unrestricted investment income.

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

Summary of Significant Accounting and Reporting Policies, Continued

Gift Annuity Fund and Pooled Life Income Fund

The AMC has planned giving agreements with donors consisting primarily of charitable gift annuities and pooled life income funds. Assets are invested and payments are made to donors and/or other beneficiaries in accordance with the agreements.

Contribution revenue is recorded as restricted income when the agreements are executed, measured by the fair value of assets received net of the liabilities for future payments to donors. Investments are adjusted to fair value, and the liabilities for future annuity payments are adjusted based on donor life expectancies and on prevailing interest rates.

Cash Equivalents

Cash equivalents are comprised of highly liquid investments, with a maturity of less than three months at the time of investment. This may include money market deposits or other similar investments.

Pledges and Accounts Receivable

Pledges and accounts receivable are stated at the amount management expects to collect from outstanding balances. The allowance for doubtful accounts is determined by applying a percentage against total receivables, based on management's judgment concerning the future collectability of the receivables. Amounts considered to be past due are charged against the allowance when the account is referred to a collection agency, or otherwise deemed uncollectible. The allowance for doubtful accounts receivable is \$11,550 and \$14,512 at December 31, 2016 and 2015, respectively.

Inventories

Inventories, principally retail merchandise and books, are stated at the lower of cost (on an average cost method) or market.

Property and Equipment

Property and equipment are recorded at historical cost or fair value at date of gift or bequest. Major renewals and improvements are capitalized, while maintenance and repairs are expensed when incurred. Depreciation is determined using the straight-line method over the estimated useful lives. Estimated lives for building and improvements, land improvements, furniture, fixtures, and equipment range from 3 to 40 years.

Deferred Revenue

The AMC defers recognition of outdoor program center reservations revenues to the period in which the related reservation occurs and the related expenses are incurred.

Collections

Collection items are artifacts related to the historical programs of the AMC, which are catalogued and preserved for educational and research purposes. No collection items were capitalized as of December 31, 2016 and 2015.

Donated Services

The consolidated financial statements do not include amounts for donated services since an objective basis for measurement of the value of such services is not available, and these services are not specialized as defined by U.S. generally accepted accounting principles; however, substantial numbers of volunteers have donated significant amounts of their time and energy to the AMC.

APPALACHIAN MOUNTAIN CLUB
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2016 AND 2015

Summary of Significant Accounting and Reporting Policies, Continued

Concentration of Credit Risk

Financial instruments which potentially subject the AMC to concentrations of credit risk consist principally of cash and cash equivalents and short term investments. The AMC maintains its cash in bank deposit accounts, which, at times, may exceed federally insured limits. The bank deposit accounts are insured through FDIC up to \$250,000. The maximum loss that could have resulted from that risk amounted to approximately \$9,000,000 for the year ended December 31, 2016. The AMC places its cash in highly rated financial institutions. The AMC has not experienced any losses in such accounts and does not believe it is exposed to significant credit risk on cash.

Tax Status

The AMC has been granted a tax exemption under Section 501(c)(3) of the Internal Revenue Code. In determining the recognition of uncertain tax positions, the AMC applies a more-likely-than-not recognition threshold and determines the measurement of uncertain tax positions considering the amounts and probabilities of the outcomes that could be realized upon ultimate settlement with taxing authorities. As of December 31, 2016, the AMC has no uncertain tax positions that qualify for either recognition or disclosure in the consolidated financial statements. The AMC is generally subject to potential examination by taxing jurisdictions for the prior three years.

Financial Statement Presentation

The accompanying financial statements for 2015 have been restated to include Adventure Travel Program trip revenues and expenses as program revenue and participant expense, in order to be consistent with the 2016 presentation. The effect of the restatement was to increase program revenue by \$866,818 and increase program expense by \$866,818.

Recent Accounting Pronouncements

In 2016, the AMC retrospectively adopted the provisions of ASU 2015-03, Simplifying the Presentation of Debt Issuance Costs, to present debt issuance costs related to a recognized debt liability on the statement of financial position as a direct deduction from the carrying amount of that related debt liability, rather than presented separately as an asset on the statement of financial position. In addition, the provisions of ASU 2015-03 require the amortization of debt issuance costs to be recorded as interest expense. Loans Payable as of December 31, 2015 was previously reported on the statement of financial position as \$12,611,804 with the associated \$581,443 of unamortized debt issuance costs included in financing costs. Amortization of the debt issuance costs during 2015 of \$10,113 is reported as interest expense in the accompanying statement of activities and was previously presented as amortization expense.

Subsequent Events

The date to which events occurring after December 31, 2016 have been evaluated for possible adjustment to the consolidated financial statements or disclosure is the date of the Independent Auditor's Report which is the date the consolidated financial statements were available to be issued.

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

C. Investments:

The following table summarizes the AMC's financial assets measured at fair value as of December 31, 2016 and December 31, 2015:

	2016		2015	
	Quoted Prices in Active Markets for Identical Assets	Unobservable Inputs	Quoted Prices in Active Markets for Identical Assets	Unobservable Inputs
Uninvested Cash and Cash				
Equivalents Pending Investment	\$ 4,192,690	\$	\$ 185,583	\$
Mutual Funds:				
U.S. Equity	23,980,625		25,053,669	
Non-U.S. Equity	11,393,078		12,831,317	
U.S. Fixed Income	6,475,085		7,592,861	
Non-U.S. Fixed Income	2,008,222		1,763,841	
Blended	1,036,245		1,003,826	
Alternative Investments:				
Marketable Alternatives		8,214,455		7,835,140
Private Equity/Venture Capital		4,796,647		4,397,883
Split Interest Agreements:				
Gift Annuity Fund	565,804		578,385	
Pooled Life Income Fund	96,428		90,554	
	\$ 49,748,177	\$ 13,011,102	\$ 49,100,036	\$ 12,233,023

The fair value of publicly traded mutual funds is based upon quoted market prices and net asset values. Amounts held as alternative investments represent hedge funds and private equity partnerships for which quoted market prices or valuations are not readily available and are carried at estimated fair values provided by investment managers. The following are the changes in alternative investments measured at fair value for the years ended December 31, 2016 and 2015:

	Fair Value Measurements Using Significant Unobservable Inputs	
	2016	2015
Beginning balance	\$ 12,233,023	\$ 11,873,667
Total gains (realized/unrealized)	384,128	225,841
Total investment loss, net	(85,200)	(94,834)
Purchases and capital calls	819,798	848,205
Sales and distributions	(340,647)	(619,856)
Ending balance	\$ 13,011,102	\$ 12,233,023

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

Investments, Continued

The components of gains (losses) from investments for the years ended December 31, 2016 and 2015 are as follows:

	<u>2016</u>	<u>2015</u>
Realized gains, net	\$ 24,433	\$ 2,040,134
Unrealized gains (losses), net	3,023,458	(3,867,312)
Change in value of planned giving agreements	<u>(19,041)</u>	<u>(227,528)</u>
Total gains (losses), net	<u>\$ 3,028,850</u>	<u>\$ (2,054,706)</u>

D. Pledges Receivable:

Pledges receivable of \$2,557,188 and \$2,372,505 are recorded in the consolidated financial statements as of December 31, 2016 and 2015, respectively. Pledges are recorded at the present value of estimated future cash flows. The present value of estimated future cash flows has been measured utilizing a risk free-rate of return (1.8% at December 31, 2016 and 2.0% at December 31, 2015). The resulting discount amounted to \$73,297 at December 31, 2016 and \$101,974 at December 31, 2015. An allowance of \$284,132 has been made for potentially unfulfilled pledges at December 31, 2016 and \$263,612 at December 31, 2015.

Pledges, net of discounts and allowances, are expected to be collected as follows:

	<u>2016</u>	<u>2015</u>
In one year or less	\$ 1,082,254	\$ 914,400
Between one and five years	<u>1,474,934</u>	<u>1,458,105</u>
Total Pledges Receivable	<u>\$ 2,557,188</u>	<u>\$ 2,372,505</u>

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

E. Endowment:

The AMC's endowment consists of approximately 100 individual funds established for a variety of purposes. It includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by U.S. generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The AMC interprets the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result, the AMC classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the AMC.

In accordance with UPMIFA, when making a determination to appropriate or accumulate donor-restricted endowment funds, the AMC considers factors which include: the duration and preservation of the fund; the purposes of the AMC and the donor-restricted endowment fund; general economic conditions; the possible effect of inflation and deflation; the expected total return from income and the appreciation of investments; other resources of the AMC; and the investment policies of the AMC.

The endowment net assets composition by type of fund as of December 31, 2016 and 2015 is as follows:

	<u>2016</u>			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor restricted endowment funds	\$	\$ 10,482,819	\$ 3,666,399	\$ 14,149,218
Board designated endowment funds	45,639,845			45,639,845
Endowment Net Assets, End of Year	<u>\$ 45,639,845</u>	<u>\$ 10,482,819</u>	<u>\$ 3,666,399</u>	<u>\$ 59,789,063</u>

	<u>2015</u>			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor restricted endowment funds	\$	\$ 10,005,924	\$ 3,665,399	\$ 13,671,323
Board designated endowment funds	44,746,903			44,746,903
Endowment Net Assets, End of Year	<u>\$ 44,746,903</u>	<u>\$ 10,005,924</u>	<u>\$ 3,665,399</u>	<u>\$ 58,418,226</u>

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

Endowment, Continued

The changes in endowment net assets for the years ended December 31, 2016 and 2015 are as follows:

	2016			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment Net Assets, Beginning of Year	\$ 44,746,903	\$ 10,005,924	\$ 3,665,399	\$ 58,418,226
Net assets released from restriction	505,367	(505,367)		-
Investment income and gains, net	2,792,693	763,822		3,556,515
Contributions and transfers	150,385	218,440	1,000	369,825
Endowment spending allocation	(2,555,503)			(2,555,503)
Endowment Net Assets, End of Year	<u>\$ 45,639,845</u>	<u>\$ 10,482,819</u>	<u>\$ 3,666,399</u>	<u>\$ 59,789,063</u>

	2015			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment Net Assets, Beginning of Year	\$ 47,343,831	\$ 10,895,146	\$ 3,690,606	\$ 61,929,583
Net assets released from restriction	577,668	(550,086)	(27,582)	-
Investment income and gains, net	(747,723)	(339,436)		(1,087,159)
Contributions and transfers	78,401	300	2,375	81,076
Endowment spending allocation	(2,505,274)			(2,505,274)
Endowment Net Assets, End of Year	<u>\$ 44,746,903</u>	<u>\$ 10,005,924</u>	<u>\$ 3,665,399</u>	<u>\$ 58,418,226</u>

From time to time, the fair value of assets associated with individual donor-restricted endowments may fall below the level that the donor or the UPMIFA requires the AMC to retain as a fund for perpetual duration. There were no deficiencies reported in unrestricted net assets as of December 31, 2016 and 2015.

The AMC's investment goal for the Endowment Fund is to provide a current spendable return consistent with the long-term preservation of assets in real terms. Endowment fund investments are exposed to various risks such as interest rate, credit, and overall market volatility. Accordingly, the AMC has established an asset allocation policy, investment guidelines and performance standards for the investment of the Fund's assets, in order to control risks and monitor investment performance. However, experience has shown that market performance will vary and that the portfolio's investment objectives may not be achievable during short-term periods. The annual endowment spending made available for the operations of the AMC is an amount equal to a weighted average calculation of the prior year's spending amount, adjusted for inflation, and 4.5% of the previous year's invested endowment balance.

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

F. Note Receivable, NMTC:

Note receivable consists of the following at December 31, 2016 and 2015:

	<u>2016</u>	<u>2015</u>
Notes Receivable due 2044; Interest receivable ranges from 1.43% to 1.451%; to be received on the earlier of 2044 or the settlement of AMC's loans payable due 2049	\$ 8,660,730	\$ 8,660,730
Total Notes Receivable	\$ <u>8,660,730</u>	\$ <u>8,660,730</u>

The above referenced notes are part of a financing structured under the New Markets Tax Credit ("NMTC") program of the U.S. Treasury Department and will be paid concurrent with the settlement of the corresponding Loans Payable (see Note H). In connection with these notes, AMC and an outside organization made contributions to AMC Maine Woods Funding, LLC, treated as a partnership under tax law, resulting in a 5% minority ownership by the outside organization.

G. Property and Equipment:

Property and equipment consists of the following as of December 31, 2016 and 2015:

	<u>2016</u>	<u>2015</u>
Land	\$ 28,023,721	\$ 21,204,506
Buildings and improvements	43,956,257	34,009,089
Furniture, fixtures and equipment	8,047,007	7,399,962
Construction in progress	5,156,628	1,772,264
	<u>85,183,613</u>	<u>64,385,821</u>
Accumulated depreciation	<u>(20,978,365)</u>	<u>(20,942,473)</u>
Property and equipment, net	\$ <u>64,205,248</u>	\$ <u>43,443,348</u>

Depreciation expense for 2016 totaled \$1,592,441 and \$1,623,822 for 2015. The AMC has permits with Federal, State and municipal agencies to operate and maintain facilities and campsites within the boundaries controlled by the various governmental entities. These permits range in term from one to forty years, and have expiration dates from 2017 to 2055. During December 2016, the AMC purchased 4,358 acres of land in Maine surrounding Silver Lake, adjacent to AMC's Katahdin Iron Works property, for approximately \$3,900,000. As a condition of the contribution received in support of the purchase, a conservation easement was placed on a significant portion of the land, which resulted in a \$1,540,476 reduction in the carrying value of the land and a corresponding amount of expense on the Consolidated Statements of Activities. In January 2015, the AMC purchased 4,311 acres of land in Maine on Baker Mountain, abutting AMC's Katahdin Iron Works property, for approximately \$2,200,000. As a condition of a contribution received in support of the purchase, a conservation easement was placed on a significant portion of the land, which resulted in a \$1,060,353 reduction in the carrying value of the land and a corresponding amount of expense on the Consolidated Statements of Activities.

As part of its Maine Woods Initiative, a 75,000 acre conservation and recreation project in the 100-mile Wilderness region of Maine, the AMC is reconstructing Medawisla Lodge and Cabins, which when re-opened will add capacity to AMC's Maine Lodge network. Through December 31, 2016, AMC has spent approximately \$4,800,000 on the facilities, which will open to the public in July 2017.

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

Property and Equipment, Continued

On September 22, 2016, the AMC executed agreements to sell properties in Boston, Massachusetts for \$15,000,000, and received \$11,000,000 of the purchase price. AMC received a non-interest bearing note for the remaining \$4,000,000, which will be repaid upon purchaser taking possession of the properties, but no later than September 23, 2017. The note is secured by a second mortgage on the buildings located at 3, 4 and 5 Joy Street, Boston, Massachusetts. As of December 31, 2016, borrowings owed to AMC under this agreement amounted to \$4,000,000. In addition, AMC executed an agreement with the purchaser to lease the properties located at 3, 4 and 5 Joy Street, Boston, Massachusetts for up to twelve months, ending September 23, 2017. The lease agreement provides for the first six months to be rent-free. Variable escalating monthly rental payments totaling approximately \$196,000 are payable commencing March 2017 through September 2017, or upon purchaser taking possession of the properties. Rent expense has been recorded on a straight-line basis over the expected lease term. Rent expense amounted to \$52,715 for the year ended December 31, 2016.

On December 5, 2016, the AMC executed agreements to purchase property for approximately \$13,400,000, including a commercial building valued at approximately \$9,200,000, and land of \$4,200,000. This property will serve as the AMC's future organizational headquarters located at 10 City Square in Boston's Charlestown neighborhood, as well as providing income through leasing of retail and office space (Refer to Note I).

H. Loans Payable:

Loans payable consists of the following at December 31, 2016 and 2015:

	<u>2016</u>	<u>2015</u>
Secured borrowings due 2049 (subject to put & call agreement); interest payable at 1%	\$ 12,611,804	\$ 12,611,804
Less unamortized debt issuance costs	<u>(497,423)</u>	<u>(581,443)</u>
Total Loans Payable, Net	<u>\$ 12,114,381</u>	<u>\$ 12,030,361</u>

The above referenced loans are part of a financing structure under the NMTC program of the U.S. Treasury Department (see also Note F). Loan proceeds are to be used for specified project expenses in Piscataquis County, Maine by the AMC's wholly owned subsidiary AMC Maine Woods Initiative, LLC. The loans are secured by certain assets, and interest expense for these loans for 2016 was \$127,437 and 2015 was \$12,610. The loan and related agreements specify debt forgiveness provisions at maturity, and require the AMC to comply with certain covenants. At December 31, 2016, management is not aware of any violations of the covenants. In conjunction with the Loans Payable, single purpose lending entities were established by the lenders whose sole activities are the loans to the AMC Maine Woods Initiative, LLC. The AMC has entered into a put and call agreement with the lenders whereby the AMC may acquire the lending entities from the bank in 2022 or thereafter. It is expected that the AMC will acquire the entities in 2022 and will repay all amounts outstanding, less debt forgiveness amounts, at that time.

APPALACHIAN MOUNTAIN CLUB

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

I. Commitments:

Line of Credit

The AMC has a line of credit agreement with a commercial bank which expires in July 2019, secured by certain mutual funds investments. The maximum borrowings available under the agreement are \$5,000,000, limited to 70% of pledged mutual funds. The agreement provides that any borrowings are due on or before the expiration date of the agreement and bear interest at LIBOR plus 1.45%. There were no outstanding borrowings under the agreement at December 31, 2016 and 2015.

Real Estate Rental Income

In conjunction with the purchase of 10 City Square in Boston's Charlestown neighborhood during December 2016, the AMC entered into eight long-term, non-cancelable lease agreements to lease office space. The agreements provide for fixed minimum monthly rental income ranging from approximately \$2,500 to \$24,000 and expire at various times through April 2024. Rental income amounted to approximately \$70,000 for the year ended December 31, 2016.

The future minimum rental income receivable, by year, under the non-cancelable lease agreements as of December 31, 2016 are as follows:

<u>Years ending December 31,</u>	<u>Amount</u>
2017	\$ 824,225
2018	648,071
2019	666,412
2020	666,271
2021	415,936
Thereafter	<u>840,524</u>
	<u>\$ 4,061,439</u>

Lease Commitments

In conjunction with the purchase of 10 City Square in Boston's Charlestown neighborhood during December 2016, the AMC entered into a long-term, non-cancelable lease agreement to lease parking spaces. The agreement provides for fixed minimum monthly rental payments of \$4,375 and expires March 2025. Rental expense amounted to approximately \$4,000 for the year ended December 31, 2016.

The AMC has various long-term, non-cancelable lease agreements to lease office space. The agreements provide for fixed minimum monthly rental payments ranging from approximately \$825 to \$4,200 and expire at various times through March 2019. Rental expense amounted to approximately \$109,000 for the year ended December 31, 2016.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2016 AND 2015

Commitments, Continued:

The future minimum annual rental payments required under the long-term non-cancelable lease agreement as of December 31, 2016 are as follows:

<u>Years ending December 31,</u>	<u>Amount</u>
2017	\$ 107,885
2018	101,940
2019	64,921
2020	53,747
2021	54,075
Thereafter	<u>173,491</u>
	<u>\$ 556,059</u>

J. Retirement Plans:

The AMC has a defined contribution plan which covers substantially all of its full-time employees. Contributions are determined as a percent of each covered employee's gross salary. The percentage rate is based on an employee's years of completed service. Employees who entered the plan prior to December 31, 2011 are immediately vested in all contributions. The plan was amended effective January 1, 2012, and all employees who enter the plan after that date are subject to a five year gradual vesting schedule for their employer matching contributions. The expense related to the plan was \$609,084 for 2016 and \$517,400 for 2015. The AMC also sponsors a deferred compensation plan in which all eligible employees may participate. The AMC makes no contribution to this plan.

Although it has not expressed any intent to do so, the AMC has the right under the plans to discontinue its contributions at any time and to terminate the plans subject to the provisions of the Employee Retirement Income Security Act of 1974. However, no such action may deprive any participant or beneficiary under the plans of any vested right. In the event of a plan termination, participants remain vested in their accounts.