

# **TREES ATLANTA, INC.**

**Financial Statements  
and  
Independent Auditor's Report**  
Years Ended June 30, 2018 and 2017

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**Financial Statements**

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## **Independent Auditor's Report**

The Board of Directors  
Trees Atlanta, Inc.  
Atlanta, Georgia

We have audited the accompanying financial statements of Trees Atlanta, Inc. (a not-for-profit organization), which comprise the statement of financial position as of June 30, 2018, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

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

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

### ***Auditor's Responsibility***

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

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

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

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Trees Atlanta, Inc. as of June 30, 2018, 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 of America.

**Report on Summarized Comparative Information**

We have previously audited the Trees Atlanta, Inc. June 30, 2017 financial statements, and our report dated September 22, 2017, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Hancock Robins & Co, LLP*

Norcross, Georgia  
October 3, 2018

# Trees Atlanta, Inc.

## Statements of Financial Position

<i>June 30,</i>	<b>2018</b>	<b>2017</b>
<b>ASSETS</b>		
Cash and cash equivalents	\$ 4,072,580	\$ 4,716,136
Investments, at fair market value	3,447,702	3,269,245
Trade receivables, less allowance of \$5,000 and \$2,000	1,456,551	740,828
Promises to give, less allowance of \$5,000 and \$8,000	123,019	196,438
Prepaid expenses and other assets	74,657	69,860
Property and equipment, net	3,974,945	3,894,780
<b>Total assets</b>	<b>\$ 13,149,454</b>	<b>\$ 12,887,287</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts payable and accrued liabilities	\$ 293,217	\$ 305,844
Deferred tree maintenance liability	686,865	537,053
Deferred rent liability	27,317	36,619
Deposits	5,148	-
<b>Total liabilities</b>	<b>1,012,547</b>	<b>879,516</b>
<b>Commitments and contingencies (Note 10)</b>		
<b>Net assets</b>		
Unrestricted	5,349,254	5,033,459
Board designated endowment - unrestricted	2,937,044	2,749,874
Board designated reserve - unrestricted	498,429	507,071
Temporarily restricted	3,352,180	3,717,367
<b>Total net assets</b>	<b>12,136,907</b>	<b>12,007,771</b>
<b>Total liabilities and net assets</b>	<b>\$ 13,149,454</b>	<b>\$ 12,887,287</b>

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

# Trees Atlanta, Inc.

## Statements of Activities (With Summarized Comparative Information for Fiscal June 30, 2017)

<i>Years ended June 30,</i>			<b>2018</b>	2017
	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Total</b>	<b>Total</b>
<b>Revenue</b>				
Contributions	\$ 624,694	\$ 393,930	\$ 1,018,624	\$ 1,084,003
Contract and maintenance revenue	2,683,039	-	2,683,039	1,676,911
Fundraising revenue	291,064	5,000	296,064	280,157
Contributed goods and services	39,496	-	39,496	63,417
Rental revenue	54,654	-	54,654	50,550
Education fees	103,422	-	103,422	77,409
Investment income	89,649	-	89,649	71,056
Net realized gain on sale of investments	178,324	-	178,324	42,476
Net unrealized (loss) gain on investments	(47,601)	-	(47,601)	146,886
Net assets released from restrictions	764,117	(764,117)	-	-
<b>Total revenue</b>	<b>4,780,858</b>	<b>(365,187)</b>	<b>4,415,671</b>	<b>3,492,865</b>
<b>Expenses</b>				
Program activities	3,578,886	-	3,578,886	3,066,209
Management and general activities	450,317	-	450,317	430,530
Fundraising activities	257,332	-	257,332	237,722
<b>Total expenses</b>	<b>4,286,535</b>	<b>-</b>	<b>4,286,535</b>	<b>3,734,461</b>
<b>Change in net assets</b>	<b>494,323</b>	<b>(365,187)</b>	<b>129,136</b>	<b>(241,596)</b>
<b>Net assets, beginning of year</b>	<b>8,290,404</b>	<b>\$ 3,717,367</b>	<b>12,007,771</b>	<b>12,249,367</b>
<b>Net assets, end of year</b>	<b>\$ 8,784,727</b>	<b>\$ 3,352,180</b>	<b>\$ 12,136,907</b>	<b>\$ 12,007,771</b>

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

# Trees Atlanta, Inc.

## Statements of Cash Flows

<i>Years ended June 30,</i>	<b>2018</b>	2017
<b>Operating activities</b>		
Change in net assets	\$ 129,136	\$ (241,596)
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities		
Non-cash donation of property	-	4,950
Depreciation	160,126	153,039
Net realized gain on sale of investments	(178,324)	(42,476)
Net unrealized loss (gain) on investments	47,601	(146,886)
Changes in assets and liabilities		
Trade receivables	(715,724)	(581,754)
Promises to give	73,419	773,819
Tenant allowance receivable	-	28,958
Prepaid expenses and other assets	(4,797)	(6,271)
Accounts payable and accrued liabilities	(12,627)	200,065
Deferred tree maintenance liability	149,812	115,905
Deferred rent liability	(9,302)	(7,323)
Deposit liability	5,148	-
<b>Cash (used in) provided by operating activities</b>	<b>(355,532)</b>	250,430
<b>Investing activities</b>		
Purchase of investments	(448,382)	(377,179)
Proceeds from sales and maturities of investments	400,648	331,146
Purchase of property and equipment	(240,841)	(33,149)
Disposal of property and equipment	551	-
<b>Cash used in investing activities</b>	<b>(288,024)</b>	(79,182)
<b>(Decrease) increase in cash and cash equivalents</b>	<b>(643,556)</b>	171,248
<b>Cash and cash equivalents, beginning of year</b>	<b>4,716,136</b>	4,544,888
<b>Cash and cash equivalents, end of year</b>	<b>\$ 4,072,580</b>	\$ 4,716,136

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

## Notes to Financial Statements

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### 1. Nature of Operations and Summary of Significant Accounting Policies

#### *General*

Trees Atlanta, Inc. (the Organization) is a not-for profit organization that protects and improves Atlanta's urban forest by planting trees, conserving forests and educating youth and adults.

The Organization began in 1985 by planting 40 trees in downtown Atlanta and has since planted 125,000 trees across metro Atlanta. The Organization plants and maintains the majority of trees with the assistance of community and corporate volunteers, creating the dual benefit of greater operating efficiency and a more involved and educated public. Volunteers also assist with the restoration of greenspaces that have been overrun by invasive plants, helping to return those areas to native landscapes and providing improved public access.

Trees Atlanta has made a concerted effort in recent years to expand educational programming for both youth and adults. The Organization aims to help Atlanta's citizens understand the benefits that the tree canopy provides and deliver the tools needed to protect and enhance the urban forest in their own backyards and neighborhoods.

The Organization qualifies as a not-for-profit organization exempt from income tax under Section 501(c)(3) of the Internal Revenue Code.

#### *Basis of Presentation*

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2017, from which the summarized information was derived.

#### *Use of Estimates*

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, 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 significantly from those estimates.

#### *Functional Expenses*

The Organization allocates its expenses on a functional basis among its various programs and supporting services. Expenses that can be identified with a specific program and supporting service are allocated directly according to their functional expenditure classification. Other expenses that are common to several functions are allocated by various statistical bases.

**Notes to Financial Statements**

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**1. Nature of Operations and Summary of Significant Accounting Policies (cont.)**

***Net Asset Presentation***

The Organization reports its information regarding its financial position and activities according to three classes of net assets depending upon the existence or nature of any donor-imposed restriction. The following is a description of these classes of net assets:

*Unrestricted* - Those resources over which the Board of Directors has discretionary control. Certain of these resources have been designated by the Board of Directors for specific purposes and are included in the accompanying statements of financial position in unrestricted board designated endowment and board designated reserve. The Board of Directors can release these designations at its discretion. Additionally, donor-restricted resources whose restrictions are met in the same reporting period that they are received are also included in unrestricted net assets. All other unrestricted resources are included in unrestricted net assets.

*Temporarily Restricted* - Those resources subject to donor-imposed restrictions that will be satisfied by actions of the Organization or the passage of time.

*Permanently Restricted* - Those resources subject to a donor-imposed restriction that will be maintained permanently by the Organization. At June 30, 2018 and 2017, the Organization did not have any permanently restricted net assets.

***Board Designated Funds***

The endowment and reserve amounts consist of funds designated as such by the Board of Directors. Endowment and reserve assets are pooled for investment purposes. Income, including interest, dividends, and realized and unrealized gains and losses from pooled investments, are included in unrestricted or board designated net assets.

***Cash and Cash Equivalents***

The Organization considers all short-term, highly liquid investments with original maturities at the purchase date of three months or less to be cash equivalents.

***Investments***

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values on the statements of financial position. Unrealized gains and losses are included in the change in net assets.

Investment transactions are recorded on the trade date. Realized gains and losses on the sale of investments are calculated on the basis of specific identification of the securities sold. Investment income is recorded on an accrual basis.

***Trade Receivables***

Trade receivables are recorded at net realizable value and result from contracts to plant trees and other various services by the Organization.

Notes to Financial Statements

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**1. Nature of Operations and Summary of Significant Accounting Policies (cont.)**

*Trade Receivables (cont.)*

An allowance for uncollectible contracts is provided based on management’s evaluation of potential uncollectible trade receivables at year-end. Changes in the allowance for uncollectible contracts are charged to the provision for bad debt expense. Trade receivables are charged-off when management deems them uncollectible. The allowance for uncollectible contracts as of June 30, 2018 and 2017 was \$5,000 and \$2,000, respectively.

*Promises to Give*

Unconditional promises to give that are expected to be collected within one year are reported at their net realizable value. If material, unconditional promises to give that are expected to be collected in future years are discounted to their present value. Amortization of the discount is recorded as an adjustment to contribution revenue.

An allowance for uncollectible contributions is provided based on management’s evaluation of potential uncollectible promises to give at year-end. Changes in the allowance for uncollectible contributions are charged to the provision for bad debt expense. The allowance for uncollectible contributions as of June 30, 2018 and 2017 was \$5,000 and \$8,000, respectively.

*Property and Equipment*

The Organization capitalizes all property and equipment with a cost of \$2,000 if purchased, and a fair value of \$2,000 at the date of donation if received by a contribution. Property and equipment are recorded at cost less accumulated depreciation. Depreciation is computed on a straight-line basis over the estimated useful lives of the property and equipment as follows:

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Buildings and improvements	5 - 40 years
Furniture and equipment	5 - 10 years
Computers and software	3 - 10 years
Vehicles	5 - 10 years

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Leasehold improvements are depreciated over the lesser of their useful lives or the term of the lease. The Organization reviews long lived assets for impairment whenever events or circumstances indicate that the carrying amount of an asset may not be recoverable.

*Deferred Tree Maintenance Liability*

For each tree planted by the Organization, a portion of the corresponding revenue is deferred for future tree maintenance. The Organization recognizes the revenue over the related maintenance period. This revenue is recorded under contract and maintenance revenue on the statements of activities.

**Notes to Financial Statements**

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**1. Nature of Operations and Summary of Significant Accounting Policies (cont.)**

*Deferred Tree Maintenance Liability (cont.)*

During the year ended June 30, 2012, the Organization conducted a capital campaign (the 2011 Capital Campaign) to honor the retirement of the Organization's founder and Executive Director, Marcia Bansley. The 2011 Capital Campaign raised over \$2 million in funds for the Marcia Bansley Atlanta Canopy tree planting program, the Atlanta BeltLine Arboretum and the Leadership Transition Fund. Certain portions of the funds raised were designated for the maintenance of trees planted through the Marcia Bansley Atlanta Canopy and Atlanta BeltLine Arboretum programs. As a result, approximately \$22,600 of funds are included within the deferred tree maintenance liability for the year ended June 30, 2017 for the future watering, pruning and mulching of planted trees. These funds were fully utilized during the year ended June 30, 2018.

*Contributions*

Contributions are reported as either temporarily or permanently restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified as unrestricted net assets and are reported as an increase in unrestricted net assets.

*Contract Revenue*

Contract revenue consists of revenue from contracts to plant trees and other various services by the Organization. Such revenue is recognized once the services have been performed by the Organization.

*Contributed Goods and Services*

Contributed goods are recorded at fair market value at the date of the contribution. At June 30, 2018 and 2017, the balance in contributed goods consists primarily of donated silent auction items.

A substantial number of volunteers have made significant contributions of their time to the Organization's programs. The value of this contributed time is not reflected in the financial statements since it does not require a specialized skill. During the years ended June 30, 2018 and 2017, the Organization received approximately 34,000 hours of donated tree planting services at an estimated value of approximately \$820,000 and \$814,000, respectively.

*Subsequent Events*

Subsequent events have been evaluated and disclosed through October 3, 2018, the date the financial statements were available to be issued.

**2. Concentrations of Credit Risk**

The Organization maintains cash balances in financial institutions which may at times exceed the insured amount covered by the Federal Deposit Insurance Corporation. The amounts that exceeded FDIC insured limits as of June 30, 2018 and 2017, was approximately \$3,930,000 and \$4,500,000, respectively.

Notes to Financial Statements

**3. Promises to Give**

The Organization's contributions receivable consists of unconditional promises to give as follows:

<i>June 30,</i>	<b>2018</b>	2017
Receivable in less than one year	\$ 121,519	\$ 130,188
Receivable in one to three years	6,500	74,250
Total promises to give	<b>128,019</b>	204,438
Less allowance for uncollectible promises	<b>5,000</b>	8,000
Net promises to give	<b>\$ 123,019</b>	\$ 196,438

Promises to give that are expected to be collected in future years have not been discounted to their present value due to the immaterial effect of discounting on the financial statements.

**4. Investments**

Investments are stated at fair value and consist of the following:

	<b>2018</b>			2017		
	Cost	Market Value	Unrealized Gain/(Loss)	Cost	Market Value	Unrealized Gain/(Loss)
Cash	\$ 2,768,402	\$ 2,768,402	\$ -	\$ 3,424	\$ 3,424	\$ -
Equity securities	537,218	679,300	142,082	1,681,188	1,923,011	241,823
Mutual funds	-	-	-	1,393,713	1,342,810	(50,903)
	<b>\$ 3,305,620</b>	<b>\$ 3,447,702</b>	<b>\$ 142,082</b>	<b>\$ 3,078,325</b>	<b>\$ 3,269,245</b>	<b>\$ 190,920</b>

On June 29, 2018, the Organization initiated a transfer of all investments to a new broker with trades settled the next fiscal year. Investments were made in accordance with the Organization's investment policy.

Notes to Financial Statements

**5. Property and Equipment**

Property and equipment consisted of the following:

<i>June 30,</i>	<b>2018</b>	2017
Land	\$ 1,250,000	\$ 1,250,000
Buildings and improvements	3,508,860	3,508,861
Furniture and equipment	153,350	153,350
Computers and software	190,647	188,529
Vehicles	305,157	170,851
Construction in progress	103,867	-
	<b>5,511,881</b>	5,271,591
Accumulated depreciation	<b>(1,536,936)</b>	(1,376,811)
	<b>\$ 3,974,945</b>	\$ 3,894,780

**6. Fair Value of Financial Instruments**

*Valuation Hierarchy*

Accounting principles generally accepted in the United States of America establish a three-level valuation hierarchy for disclosure of fair value measurements. The valuation hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. The three levels are defined as follows:

*Level 1* - inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in active markets.

*Level 2* - inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets, and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument.

*Level 3* - inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The following tables set forth, by level within the fair value hierarchy, the Organization's investment assets at fair value as of June 30, 2018 and 2017. As required by accounting principles generally accepted in the United States of America, assets and liabilities are classified in their entirety based upon the lowest level of input that is significant to the fair value measurement.

<i>June 30, 2018</i>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Cash	\$ 2,768,402	\$ -	\$ -	\$ 2,768,402
Equity securities	679,300	-	-	679,300
<b>Total investments at fair value</b>	<b>\$ 3,447,702</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 3,447,702</b>

**Notes to Financial Statements**

**6. Fair Value of Financial Instruments (cont.)**

*Valuation Hierarchy (cont.)*

<i>June 30, 2017</i>	Level 1	Level 2	Level 3	Total
Cash	\$ 3,424	\$ -	\$ -	\$ 3,424
Equity securities	1,923,011	-	-	1,923,011
Mutual funds	1,342,810	-	-	1,342,810
<b>Total investments at fair value</b>	<b>\$ 3,269,245</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 3,269,245</b>

**7. Temporarily Restricted Net Assets**

During the year ended June 30, 2015, the Organization launched a capital campaign (the 2014 Capital Campaign) to enhance education programs, accelerate tree planting efforts, expand conservation initiatives and extend the Atlanta BeltLine Arboretum. As of June 30, 2018, the 2014 Capital Campaign raised approximately \$5 million in funds. The funds raised through the 2014 Capital Campaign will be utilized over several years and are recorded in temporarily restricted net assets. During the years ended June 30, 2018 and 2017, approximately \$427,000 and \$727,000, respectively, of the funds were utilized for 2014 Capital Campaign programs and released from temporarily restricted net assets.

During the year ended June 30, 2012, the Organization conducted a capital campaign (the 2011 Capital Campaign) to honor the retirement of the Organization’s founder and Executive Director, Marcia Bansley. The 2011 Capital Campaign raised over \$2 million in funds for the Marcia Bansley Atlanta Canopy tree planting program, the Atlanta BeltLine Arboretum and the Leadership Transition Fund. The funds raised through the 2011 Capital Campaign will be utilized over several years and are recorded in temporarily restricted net assets. During the years ended June 30, 2018 and 2017, approximately \$18,000 and \$9,000, respectively, of the funds were utilized for 2011 Capital Campaign programs and released from temporarily restricted net assets.

At June 30, 2018 and 2017, the Organization had temporarily restricted net assets of approximately \$3,352,000 and \$3,717,000, respectively, restricted for use by the Organization’s various campaigns and programs. The temporarily restricted net assets balance at June 30, 2018 primarily relates to funds received related to the 2014 Capital Campaign.

**8. Board-Designated Funds**

Board-designated funds consist of the board designated endowment and board designated operating reserve funds.

The board-designated endowment consists of funds established to provide a solid foundation for the Organization’s long-term operational success. The endowment is focused on long-term growth and capital appreciation. The amount of board-designated endowment funds for the years ended June 30, 2018 and 2017 were approximately \$2,937,000 and \$2,750,000, respectively.

**Notes to Financial Statements**

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**8. Board-Designated Funds (cont.)**

The board-designated reserve consists of liquid securities designated for use in the event of cash shortfalls and is made up of excess operating reserves held in investment and money market accounts. The reserve ensures the stability of the mission, programs, employment, and ongoing operations of the Organization and is intended to provide an internal source of funds for situations such as a sudden increase in expenses, one-time unbudgeted expenses, unanticipated loss in funding, or uninsured losses. The amount of board-designated reserve funds for the years ended June 30, 2018 and 2017 was approximately \$498,000 and \$507,000, respectively.

As required by the accounting principles generally accepted in the United States of America, 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 board designations.

The Organization has adopted investment and spending policies for endowment assets that seek to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce long-term capital growth in excess of inflation while assuming a moderate level of investment risk.

To satisfy its long-term return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term objectives within prudent risk constraints.

The Organization has a policy allowing for the distribution of no greater than 3% of the total Endowment market value in a given calendar year. During the years ended June 30, 2018 and 2017 all investment income and gains were reinvested into the endowment. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, over the long-term, the Organization expects the current spending policy to allow its endowment to grow annually.

**9. Employee Benefit Plans**

The Organization sponsors a 403(b)(7) retirement plan, covering substantially all employees meeting certain age and service requirements. For the years ended June 30, 2018 and 2017, the Organization made contributions amounting to approximately \$10,800 and 6,200, respectively.

**Notes to Financial Statements**

**10. Commitment and Contingencies**

The Organization leases office space under a non-cancelable operating lease expiring in August 2020. Rental expense included in the statements of activities was approximately \$64,000 and \$62,000 for the years ended June 30, 2018 and 2017, respectively.

Future minimum lease payments under non-cancelable operating leases having remaining terms in excess of one year as of June 30, 2018 are as follows:

<i>June 30,</i>		
2019	\$	69,962
2020		72,061
2021		12,309
	\$	154,332

On August 1, 2017, the Organization entered into a license agreement with the Atlanta Development Authority through its designated special agent, Atlanta Beltline, Inc. to use a portion of real property located in the City of Atlanta. The Organization intends to use this property as a storage site for materials and equipment and to park vehicles. In return, the Organization has agreed to make improvements to the building located on the property with a total estimated cost of \$125,000. The property, building, and improvements will remain the property of the Licensor. The license expires on July 31, 2022. The Organization has capitalized construction costs associated with these improvements and will begin depreciating these costs over the life of the lease when construction is completed. As of June 30, 2018, construction was still in progress and costs incurred to date were \$103,900.

**11. Significant Contributors**

For the years ended June 30, 2018 and 2017 the Organization received 49% and 45% of its revenue from its two largest contributors. In addition, one customer receivable balance represented 90% of total trade receivables as of June 30, 2018. As of June 30, 2017, one customer receivable balance represented 52% of total trade receivables. Additionally, as of June 30, 2018, two donor receivable balances represented 39% and 19% of total promises to give. As of June 30, 2017, two donor receivable balances represented 24% and 20% of total promises to give.