BERBERICH TRAHAN & CO., P.A.
Certified Public Accountants

THE ENVIRONMENTAL INSTITUTE FOR GOLF

FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2017 AND 2016

THE ENVIRONMENTAL INSTITUTE FOR GOLF

FINANCIAL STATEMENTS

Years Ended December 31, 2017 and 2016

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INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees
The Environmental Institute for Golf
Lawrence, Kansas

Report on the Financial Statements

We have audited the accompanying financial statements of The Environmental Institute for Golf (the Institute), which comprise the statement of financial position as of December 31, 2017 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 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.

An Independently Owned Member, RSM US Alliance

RSM US Alliance member firms are separate and independent businesses and legal entities that are responsible for their own acts and omissions, and each are separate and independent from RSM US LLP. RSM US LLP is the U.S. member firm of RSM International, a global network of independent audit, tax, and consulting firms. Members of RSM US Alliance have access to RSM International resources through RSM US LLP but are not member firms of RSM International.

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 Institute as of December 31, 2017, and results of 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.

Other Matter

The financial statements of the Institute, as of and for the year ended December 31, 2016, were audited by other auditors, whose report dated April 21, 2017, expressed an unmodified opinion on those statements.

Berberich Trahan + Co., P.A.

May 22, 2018
Topeka, Kansas

THE ENVIRONMENTAL INSTITUTE FOR GOLF

STATEMENTS OF FINANCIAL POSITION

December 31, 2017 and 2016

	2017	2016
ASSETS		
Cash	$ 164,950	$ 361,784
Accounts receivable, net	22,706	1,300
Pledges receivable, net	365,900	241,050
Due from related party	95	438
Prepaid expenses	23,452	13,520
Investments	8,735,003	7,475,831
Intangible assets, net	33,750	41,250
Total assets	$ 9,345,856	$ 8,135,173
LIABILITIES AND NET ASSETS		
Accounts payable and accrued expenses	$ 74,848	$ 56,949
Due to related parties	16,595	57,317
Refundable advance	-	142,000
Total liabilities	91,443	256,266
Unrestricted	8,888,513	7,637,857
Temporarily restricted	365,900	241,050
Total net assets	9,254,413	7,878,907
Total liabilities and net assets	$ 9,345,856	$ 8,135,173

See accompanying notes to financial statements.

THE ENVIRONMENTAL INSTITUTE FOR GOLF

STATEMENTS OF ACTIVITIES

Years Ended December 31, 2017 and 2016

	2017	2016
UNRESTRICTED NET ASSETS		
Revenues:		
Individual contributions	$ 151,661	$ 147,834
Facility and chapter contributions	59,760	52,468
Industry contributions	88,823	79,519
Silent auction income	103,094	83,760
Scholarship and grant contributions	88,450	238,875
Online auction	291,377	228,485
Disaster relief	124,177	2,050
Investment income	1,581,672	426,724
Net assets released from restrictions	384,028	220,622
Total revenues	2,873,042	1,480,337
Expenses:		
Program services:		
Program activities	1,390,985	1,060,846
Supporting services:		
Management and general	38,523	38,714
Fundraising	192,878	203,984
Total expenses	1,622,386	1,303,544
Change in unrestricted net assets	1,250,656	176,793
TEMPORARILY RESTRICTED NET ASSETS		
Restricted contributions - major gifts	508,878	332,316
Net assets released from restrictions	(384,028)	(220,622)
Change in temporarily restricted net assets	124,850	111,694
Change in net assets	1,375,506	288,487
Net assets, beginning of year	7,878,907	7,590,420
Net assets, end of year	$ 9,254,413	$ 7,878,907

See accompanying notes to financial statements.

THE ENVIRONMENTAL INSTITUTE FOR GOLF

STATEMENTS OF FUNCTIONAL EXPENSES

Years Ended December 31, 2017 and 2016

	2017			
	Program Activities	Management and General	Fundraising	Total Expenses
Salaries, benefits and related expenses	$ 34,520	$ 34,520	$ 69,043	$ 138,083
Research	130,000	-	-	130,000
Education	144,720	-	-	144,720
Environmental programs	347,000	-	-	347,000
Advocacy	300,000	-	-	300,000
Board of trustees and other support	3,616	3,616	27,770	35,002
Travel	1,816	387	775	2,978
Marketing and promotion	-	-	27,819	27,819
Silent auction	-	-	15,547	15,547
Online auction	168,888	-	51,924	220,812
Disaster relief	124,177	-	-	124,177
Scholarships	136,248	-	-	136,248
Total	$ 1,390,985	$ 38,523	$ 192,878	$ 1,622,386

	2016			
	Program Activities	Management and General	Fundraising	Total Expenses
Salaries, benefits and related expenses	$ 33,942	$ 33,942	$ 67,883	$ 135,767
Research	120,000	-	-	120,000
Education	130,850	-	-	130,850
Environmental programs	256,000	-	-	256,000
Advocacy	250,000	-	-	250,000
Board of trustees and other support	4,331	4,331	29,519	38,181
Travel	3,523	441	883	4,847
Marketing and promotion	-	-	38,617	38,617
Silent auction	-	-	17,911	17,911
Online auction	122,075	-	49,171	171,246
Disaster relief	2,050	-	-	2,050
Scholarships	138,075	-	-	138,075
Total	$ 1,060,846	$ 38,714	$ 203,984	$ 1,303,544

See accompanying notes to financial statements.

THE ENVIRONMENTAL INSTITUTE FOR GOLF

STATEMENTS OF CASH FLOWS

Years Ended December 31, 2017 and 2016

	2017	2016
Cash flows from operating activities:		
Changes in net assets	$ 1,375,506	$ 288,487
Adjustments to reconcile changes in net assets to net cash flows provided by (used in) operating activities:		
Amortization expense	7,500	7,500
Unrealized/realized gain on investments	(1,499,547)	(327,631)
Changes in assets and liabilities:		
Accounts receivable	(21,063)	111,463
Pledges receivable	(144,600)	(128,100)
Allowance for uncollectible contributions	8,676	1,936
Unamortized discount	11,074	14,470
Prepaid expenses	(9,932)	3,143
Accounts payable and accrued expenses	(22,823)	(50,657)
Refundable advance	(142,000)	142,000
Net cash provided by (used in) operating activities	(437,209)	62,611
Cash flows from investing activities:		
Purchase of investments	(15,285,630)	(124,598)
Proceeds from sale of investments	15,526,005	331,000
Net cash provided by investing activities	240,375	206,402
Net increase (decrease) in cash	(196,834)	269,013
Cash and cash equivalents, beginning of year	361,784	92,771
Cash and cash equivalents, end of year	$ 164,950	$ 361,784

See accompanying notes to financial statements.

1 - Organization and Summary of Significant Accounting Policies

Organization

The Environmental Institute for Golf (the Institute) focuses on providing funding and financial support for programs and services involving information collection, scientific research, education and outreach that communicate the best management practices of environmental stewardship of the golf course. As part of its focus on education, the Institute also funds a collegiate scholarship program. The Institute is supported primarily through contributions from organizations and individual donors.

Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents consists of checking accounts.

Deposits

The Institute maintain deposits in banks. These deposits are insured by the Federal Deposit Insurance Corporation (FDIC) up to $ 250,000 per bank. The Institute's deposits may have exceeded the FDIC insurance limits during the years ended December 31, 2017 and 2016.

Accounts Receivable

Accounts receivable are stated at the amounts billed to customers. The majority of the Institute's accounts receivable are due from corporate sponsors for research activities related to the Institute's mission. The Institute records an allowance for doubtful accounts, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions. Accounts receivable are written off when management believes all collection efforts have been exhausted. No material amounts were considered uncollectible based on past collectability experience for the years ended December 31, 2017 and 2016.

1 - Organization and Summary of Significant Accounting Policies (Continued)

Pledges Receivable

Pledges receivable are for receivables that are generally due within one to three years of the date of the pledge. Pledges receivable are stated at the pledged amount. The carrying amount of pledges receivable is reduced by the amount of the unamortized discount related to promises to give that are to be collected over a period longer than one year. Management has established a valuation allowance that reflects management's best estimate of amounts that will not be collected based on specific donors' pledges and the aging of pledges receivable. All pledges or portions thereof deemed to be uncollectible are written off to the allowance for uncollectible pledges. Management has established an allowance of $ 25,074 and $ 16,398 as of December 31, 2017 and 2016.

Investments

The Institute's investments are reported at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Institute invests in mutual funds.

Investment return that is initially restricted by donor stipulation and for which the restriction will be satisfied in the same year is included in unrestricted net assets. Other investment return is reflected in the statements of activities as unrestricted, temporarily restricted or permanently restricted based upon the existence and nature of any donor or legally imposed restrictions.

Intangible Assets

The intangible asset resulted from the acquisition of the name and program rights for "Rounds 4 Research" during 2012 in the amount of $ 75,000. The agreement allows the Institute to provide a national online auction that solicits and sells donated golf tee times to raise funds on behalf of the Institute in support of the environmental programs for Golf Course Superintendents Association of America (the Association). These costs are being amortized over 10 years using the straight-line method half-year convention.

Refundable Advance

Refundable advances consist of amounts received with a conditional promise to contribute them. Once the conditions have been substantially met or explicitly waived by the donor, these advances will be recorded as revenue. As of December 31, 2017 and 2016, $ 0 and $ 142,000, respectively, had been received and recorded as refundable advances.

1 - Organization and Summary of Significant Accounting Policies (Continued)

Contributions

Gifts of cash and other assets received without donor stipulations are reported as unrestricted revenue and net assets. Gifts received with a donor stipulation that limits their use are reported as temporarily or permanently restricted revenue and net assets. When a donor stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restriction. If a restriction is fulfilled in the same time period in which the contribution is received, the contribution is reported as unrestricted support.

Unconditional gifts expected to be collected within one year are reported at their net realizable value. Unconditional gifts expected to be collected in future years are initially reported at fair value determined using the discounted present value of estimated future cash flows technique. The resulting discount is amortized using the interest method and is reported as contribution revenue.

Conditional gifts depend on the occurrence of a specified future and uncertain event to bind the potential donor and are recognized as assets and revenue when the conditions are substantially met and the gift becomes unconditional.

Temporarily and Permanently Restricted Net Assets

Temporarily restricted net assets are net assets subject to donor-imposed restrictions that may or will be met either by actions of the Institute and/or the passage of time. Permanently restricted net assets have been restricted by donors to be maintained by the Institute in perpetuity. The Institute had no permanently restricted net assets at December 31, 2017 or 2016.

Board Designated Endowment

Board designated net assets are those whose use by the Institute has been limited by the Board of Trustees to a specific time period or purpose.

Included in the board designated funds are the Robert Trent Jones Fund, the Investing in the Beauty of Golf Fund, the Scotts Company Fund, the Michael Hurdzan Fund, the R.A. Moore Fund, the Melrose Leadership Academy and the Williams Leadership Fund. These funds have been designated by the Board of Trustees for environmental programs including education, research, and related activities.

1 - Organization and Summary of Significant Accounting Policies (Continued)

Contributions (Continued)

Income Taxes

The Institute is a not-for-profit corporation as described in Section 501(c)(3) of the Internal Revenue Code (the Code), is exempt from federal income taxes pursuant to Section 501(a) of the Code and has not been classified as a private foundation under Section 509(a) of the Code.

The Institute's policy is to evaluate uncertain tax positions annually. Management has evaluated the Institute's tax positions and concluded that the Institute had taken no uncertain tax positions that require adjustment to the financial statements.

Form 990 filed by the Institute is subject to examination by the Internal Revenue Service up to three years from the extended due date of each return. Forms 990 filed by the Institute are no longer subject to examination for the fiscal years ended December 31, 2013 and prior.

Functional Allocation of Expenses

The majority of the Institute's expenses are allocated between the Institute's programs based on management estimates.

Risks and Uncertainties

The Institute maintains a significant portion of its total assets in mutual funds. Investment securities are exposed to various risks, such as interest rate, market fluctuation and credit risk. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in risks in the near term would materially affect investments and the amounts reported in the statement of financial position.

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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

1 - Organization and Summary of Significant Accounting Policies (Continued)

Advertising

The Institute incurs costs for promoting its programs and activities in various publications and media. These costs are expensed as incurred and amounted to $ 10,505 and $ 22,306 for the years ended December 31, 2017 and 2016, respectively.

Pending Accounting Pronouncements

In August 2016, FASB issued ASU No. 2016-14, Not-for-Profit Entities (Topic 958): *Presentation of Financial Statements of Not-for-Profit Entities*, which changes presentation and disclosure requirements for not-for-profit entities to provide more relevant information about their resources (and the changes in those resources) to donors, grantors, creditors, and other users. These include qualitative and quantitative requirements in the following areas: net asset classes, investment return, expenses and liquidity and availability of resources. The standard is effective for not-for-profit organizations for periods beginning after December 15, 2017. Early application of the amendment is permitted. Management is currently evaluating the effect the standard may have on the financial statements.

In May 2014, FASB issued ASU No. 2014-09, *Revenue from Contracts with Customers*, which provides a robust framework for addressing revenue recognition issues and replaces most of the existing revenue recognition guidance including industry-specific guidance in current U.S. GAAP. The standard is effective for nonpublic entities for periods beginning after December 15, 2018. Management is currently evaluating the effect that the standard will have on the financial statements.

Reclassification

Certain prior year information was reclassified to conform to the current year presentation.

2 - Investments

The fair values of investments were as follows at December 31:

	2017	2016
Mutual funds	$ 1,515,358	$ 7,475,831
Cash	46,529	-
Corporate bonds	1,622,634	-
Exchange traded funds	5,550,482	-
	$ 8,735,003	$ 7,475,831

Investment income consisted of the following for the years ended December 31:

	2017	2016
Interest and dividend income	$ 82,125	$ 99,093
Net realized and unrealized gains	1,499,547	327,631
Total investment income	$ 1,581,672	$ 426,724

3 - Fair Value Measurements

The disclosure provisions of the Fair Value Measurements and Disclosures Topic of the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC 820) establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value.

3 - Fair Value Measurements (Continued)

The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820 are described below:

Level 1	Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;
Level 2	Quoted prices in markets that are not considered to be active or financial instruments for which all significant inputs are observable, either directly or indirectly;
Level 3	Prices or valuations that require inputs that are both significant to fair value measurement and unobservable.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in methodologies used at December 31, 2017 and 2016.

Mutual funds: Valued at the daily closing price as reported by the fund. Mutual funds held by the Company are open-end mutual funds that are registered with the Securities and Exchange Commission. The funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by the Company are deemed to be actively traded.

Corporate bonds: Valued at the daily closing price reported on the active market on which the individual corporate bonds are traded.

Exchange traded funds: Valued at the daily closing price reported on the active market on which the individual exchange traded fund is traded.

3 - Fair Value Measurements (Continued)

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Institute believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The availability of observable market data is monitored to assess the appropriate classification of financial instruments within the fair value hierarchy. Changes in economic conditions or model-based valuation techniques may require the transfer of financial instruments from one fair value level to another. In such instances, the transfer is reported at the end of the reporting period.

Fair values of assets measured on a recurring basis at December 31, 2017 and 2016 are as follows:

	Year Ended December 31, 2017			
	Level 1	Level 2	Level 3	Total
Mutual funds:				
Large blend	$ 717,836	$ -	$ -	$ 717,836
Large cap value	797,522	-	-	797,522
Total mutual funds	1,515,358	-	-	1,515,358
Exchange traded funds:				
Short term bond	70,241	-	-	70,241
Small cap value	432,066	-	-	432,066
Large blend	5,048,175	-	-	5,048,175
Total exchange traded funds	5,550,482	-	-	5,550,482
Corporate bonds	1,622,634	-	-	1,622,634
	$ 8,688,474	$ -	$ -	$ 8,688,474

	Year Ended December 31, 2016			
	Level 1	Level 2	Level 3	Total
Mutual funds - equity	$ 6,026,161	$ -	$ -	$ 6,026,161
Mutual funds - bond and fixed income	1,449,670	-	-	1,449,670
	$ 7,475,831	$ -	$ -	$ 7,475,831

3 - Fair Value Measurements (Continued)

There were no transfers between the levels during the year. The Institute's policy is to only recognize transfers in and out of the levels at the end of the fiscal year; interim changes in the fair value inputs are not recognized.

4 - Pledges Receivable, Net

Pledges receivable, net consisted of the following:

	2017	2016
Due within one year	$ 167,450	$ 88,533
Due in one to five years	250,450	184,767
	417,900	273,300
Less:		
Allowance for uncollectible contributions	(25,074)	(16,398)
Unamortized discount	(26,926)	(15,852)
Net pledges receivable	$ 365,900	$ 241,050

The discount rate used in valuing pledges receivable ranged from 2.25% - 3.50% for the years ended December 31, 2017 and 2016, respectively.

Pledges receivable are temporarily restricted due to a time restriction. During the years ended December 31, 2017 and 2016, $ 384,028 and $ 220,622, respectively, were collected and released from restriction.

5 - Intangible Assets

The purchase of the name and program rights to “Rounds 4 Research” as described in Note 1 is being amortized over 10 years using the straight-line method half-year convention.

	2017	2016
"Rounds 4 Research"	$ 75,000	$ 75,000
Accumulated amortization	(41,250)	(33,750)
Net carrying value	$ 33,750	$ 41,250

Amortization expense was $ 7,500 for the years ended December 31, 2017 and 2016 and is expected to be $ 7,500 for each year over the next four years with $ 3,750 in the fifth and final year.

6 - Endowment

The Institute’s endowment consists of seven individual funds established for a variety of purposes. The endowment includes funds designated by the governing body to function as endowments (board-designated endowment funds). As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.

6 - Endowment (Continued)

The Institute's governing body has interpreted the State of Kansas Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulation to the contrary. As a result of this interpretation, the Institute 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 donor-restricted endowment funds is classified as temporarily restricted net assets until those amounts are appropriate for expenditure by the Institute in a manner consistent with the standard of prudence prescribed by UPMIFA. At December 31, 2017 and 2016, the Institute has not received any gifts that are classified as permanently restricted net assets. In accordance with UPMIFA, the Institute considers the following factors in making a determination to appropriate or accumulated donor-restricted endowment funds:

(1) The duration and preservation of the fund
(2) The purposes of the Institute and the donor-restricted endowment fund
(3) General economic conditions
(4) The possible effect of inflation and deflation
(5) The expected total return from income and the appreciation of investments
(6) Other resources of the Institute
(7) The investment policies of the Institute

The composition of board-designated net assets by type of endowment fund at December 31, 2017 and 2016 was:

	2017	2016
Board-designated endowment funds	$ 8,888,513	$ 7,637,857

6 - Endowment (Continued)

Changes in endowment net assets for the years ended December 31, 2017 and 2016 were:

	2017	2016
Endowment net assets, beginning of year	$ 7,637,857	$ 7,461,064
Investment return:		
Interest and dividends	81,831	98,399
Net appreciation	1,488,879	325,217
Total investment return	1,570,710	423,616
Contributions	65,750	53,375
Endowment expenditures	(245,627)	(156,541)
Appropriation of endowment assets for expenditures	(140,177)	(143,657)
Subtotal	(320,054)	(246,823)
Endowment net assets, end of year	$ 8,888,513	$ 7,637,857

The Institute has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs and other items supported by its endowment. Endowment assets include those assets of donor-restricted endowment funds the Institute must hold in perpetuity or for donor-specified periods, as well as those of board-designated endowment funds. Under the Institute's policies, the primary investment goal is to maintain the level of initial assets contributed while providing for the generation of investment income to fund programs. The Institute's investment policy details other guidelines for investment assets. The Institute expects its endowment funds to provide an average rate of return of approximately 6.4% annually over time. Actual returns in any given year may vary from this amount.

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

6 - Endowment (Continued)

The Institute has a spending policy of appropriating for expenditures each year 4.50% of the funds in the investment portfolio. In establishing this policy, the Institute considered the long-term expected return on its endowment.

7 - Related Party Transactions

The Institute is related by common management to the Association. The Institute paid salaries amounting to approximately $ 138,000 and $ 136,000 for the years ended December 31, 2017 and 2016, respectively, for certain services provided by the Association. The Institute provided grants of approximately $ 914,500 and $ 743,500 to the Association during the years ended December 31, 2017 and 2016, respectively. The grants were used specifically to fund environmental programs including research, continuing education, environmental outreach, advocacy, and information collection efforts. The Institute's scholarship efforts are funded directly through the Institute. The Association incurs certain indirect costs on behalf of the Institute. These indirect costs have been recorded within the financial statements as in-kind contributions and expenses.

The Institute had accounts payable of $ 16,595 and $ 57,317 due to the Association at December 31, 2017 and 2016, respectively.

The Institute is related by common management to Golf Course Superintendents Association of America Communications, Inc. (Communications). No amounts were due to Communications at December 31, 2017 and 2016. The Institute had accounts receivable of $ 95 and $ 438 due from Communications at December 31, 2017 and 2016, respectively.

8 - Subsequent Events

The Institute has evaluated subsequent events through the date of the independent auditor's report, which is the date that the financial statements are available to be issued.