

## Project Grant Application

|                    |   |
|--------------------|---|
| Name               | John Dexter   |
| Federal Tax I.D.   | 75-1317961  |
| Incorporation Date | 01-01-1967  |
| Mailing Address    | One Nature Place, McKinney, TX, 75069   |
| Phone Number       | (972) 562-5566  |
| Email              | <a href="mailto:info@heardmuseum.org">info@heardmuseum.org</a>  |
| Website            | <a href="http://www.heardmuseum.org">www.heardmuseum.org</a>  |
| Facebook           | <a href="https://www.facebook.com/ConnectwithNature/">https://www.facebook.com/ConnectwithNature/</a>   |
| Instagram          | <a href="https://www.instagram.com/heardmuseum_connectwithnature/">https://www.instagram.com/heardmuseum_connectwithnature/</a>   |
| Twitter / X        | <a href="https://twitter.com/heardnsm">https://twitter.com/heardnsm</a>   |
| LinkedIn           | <a href="https://www.linkedin.com/company/heard-natural-science-museum-&amp;-wildlife-sanctuary/">https://www.linkedin.com/company/heard-natural-science-museum-&amp;-wildlife-sanctuary/</a> |

Please provide a detailed narrative about your organization including years established, mission, goals, scope of services, successes, contribution to community, etc.

The mission of the Heard Natural Science Museum & Wildlife Sanctuary (the Heard) is to bring nature and people together.

Miss Bessie Heard was 80 years old when she realized the need to preserve an area where future generations could visit to experience nature. She also wanted to establish a museum for her collections and provide education and outreach to bring nature and natural science to the community.

- In 1964, Miss Heard established the Bessie Heard Foundation and purchased 207 acres of land south of McKinney.
- Museum construction began in 1966 and the Heard was opened to the public a year later.
- In 1990, the Heard took some of its land to isolate and restore a 50-acre wetland area within the floodplain of Wilson Creek that now features an outdoor learning center with observation deck, floating study laboratory, and boardwalk.
- By 1993 the wildlife sanctuary had grown to 273 acres with 6.5 miles of naturally carved nature trails, one of the largest

preserves of endangered Blackland Prairie, the most endangered ecosystem in the Western Hemisphere. The Science Resource Center, an outdoor amphitheater with seating for over 500 people, and a Ropes Course were soon added.

- In 2011, a Butterfly House and Garden was added. The butterfly house includes native species, which vary by season and the butterfly garden is filled with host plants that naturally attract the butterflies.

- In 2015, a private fossil collection was donated to the Heard and it included the partial skeleton of a plesiosaur which was discovered and excavated in 1991 in Collin County. Name "Texas Nessie," the skeleton was mounted for display in 2021 and showcases a beautiful, scientifically important specimen.

Since its opening, the goals of the Heard include connecting visitors with nature and providing them with opportunities to observe, learn about, and experience natural science. Today, the Heard features exhibitions of its natural history collections including archaeological artifacts, seashells, insects, bird and mammal skins, fossils, rocks and minerals, and live native animals. The 289-acre sanctuary has five habitats including Blackland prairie, wetlands, bottomland forest, upland forest, and white rock escarpment. Each habitat is unique and offers a variety of plants and animals that live in specific environments.

The Heard offers multiple programs for children, families, students and teachers, and lifelong learners. Designed for all age groups, interests, and abilities programs include guided nature trail walks, live animal presentations, a preschool program, field trips, homeschool science classes, summer camps, adult and teacher workshops, laboratory workshops, scouting programs and merit badge classes. The Heard serves more than 100,000 visitors annually including more than 18,000 school children and 2,748 member households; 2023 saw a 30% increase in program participation requests.

The Heard is governed by a Board of Directors and managed by an executive team that includes management; curatorial, botanical and sanctuary science; education (pre-K through grade 12; family and adult programming); development and membership; marketing and communications; visitor services and museum store; and operations, finance, and facilities. Annually, more than 130 volunteers participate in activities that include working on sanctuary preservation or in the native plant gardens, guiding trails, caring for Animal Ambassadors, and assisting with classes, fieldtrips, or special events.

Organization Type

Nonprofit - 501(c) (Attach a copy of IRS Determination Letter)

IRS Determination Letter for 501(c)3 [25\\_Tax Exempt Certificate\\_3162.pdf](#)

Name John Dexter  
Title Executive Director  
Mailing Address One Nature Place, McKinney, TX, 75069  
Phone Number (214) 679-3343  
Email Address [jdexter@heardmuseum.org](mailto:jdexter@heardmuseum.org)

Name John Dexter  
Title Executive Director  
Mailing Address One Nature Place, McKinney, TX, 75069  
Phone Number (214) 679-3343  
Email Address [jdexter@heardmuseum.org](mailto:jdexter@heardmuseum.org)

Are you the property owner? Yes

Funding - Total Amount Requested \$143,810

Are matching funds available? No

Will funding be requested from any other City of McKinney entity (e.g. TIRZ Grant, City of McKinney 380, CDBG Grant)? No

Have you received or will funding be requested from other organizations / foundations for this project? Yes

Provide name of organization / foundation funding source and amount. North Texas Giving Day - \$18,000  
Individual donor - \$5,000 (for equipment)  
Museum revenue - \$10,000

Has a request for grant funding been submitted to MCDC in the past five years? Yes

Please list. 2023 - Animal Cottages  
2022 - Ropes Course Improvement  
2020 - Animal Exhibit Trail Pavement, Website Design  
2019 - Magic Planet Advertising

Board of Directors See attached.

Board of Directors Attachment [The Heard 2024 Board Members List.pdf](#)

Leadership Staff See attached

Leadership Staff Attachment [The Heard Leadership Team-2024.pdf](#)

Project / Business Name Blackland Prairie Restoration Project

Location of Project Heard Natural Science Museum and Wildlife Sanctuary

Physical Address One Nature Place, McKinney, TX, 75069

Property Size (in acres) 289

Collin CAD Property ID 2720640

What kind of project is proposed? (Check all that apply.) Replacement / repair

Estimated Date of Project Start Date 06/01/2024

Estimated Date of Project Completion Date 11/30/2024

Project Details and Proposed Use

The Heard Natural Science Museum and Wildlife Sanctuary (The Heard) requests funding from the McKinney Community Development Corporation for a significant restoration project comprised of three important components.

1. The Heard currently operates a tractor that is over 25 years old, cannot safely traverse the grounds or clear trails easily, and is continually in need of costly repairs. A new tractor with biosystems-friendly attachments that can manage the varying terrain within the Sanctuary is essential and will be used continually for years to come. To use it optimally, tractor attachments must accompany it and include: 1) a bush hog, which is a type of rotary mower commonly used for agricultural and land management tasks; and 2) a tow-behind 200-gallon sprayer, a versatile piece of equipment that attaches to the tractor and is designed for various agricultural, lawn, and garden applications. This particular tractor will not only substantially increase the effectiveness of the trail maintenance crew, it offers greater protection from bees and other insects that frequently pose a hazard to crews who become victims of attacks when work temporarily disturbs their habitats.

2. The Science Resource Center at The Heard was built beside a nature trail atop a hill and overlooks the beautiful wetlands and wildlife sanctuary. Its observation deck offers additional views of the unique Blackland Prairie habitat and is used by students and teachers visiting on field trips, by scouting groups, families, homeschoolers, and people attending special events such as weddings and corporate gatherings. The deck was built 24 years ago, but because of normal wear and tear brought on by heavy use it is time to replace it with new decking and safety railing.

3. The Heard has over 6.5 miles of self-guided or interpreted nature trails that wind through the diverse habitats of the sanctuary, including tall grass prairie, bottomland hardwood and limestone escarpment. The trails throughout the sanctuary are routinely washed out by flooding and high-speed runoff during rains the most recent of which is a stretch of trail through the Blackland Prairie and visible from a very public area near the Scientific Research Center. The Heard wishes to purchase: 1) flexible course base material made from crushed rock (FlexBase) to replace decomposed granite; and 2) Rip Rap rock. Rip rap prevents soil erosion caused by water flow, protects valuable property, preserves natural habitats, and maintains landscape integrity.

This project is crucial for the preservation and protection of the Heard's Blackland Prairie and Sanctuary. The impact of this work will result in an enhanced visitor experience for teachers and students on field trips, families walking the trails, and groups using the Science Resource Center for corporate and social events.

Days / Hours of Business Operation Tuesday – Saturday from 9am to 4pm  
Sunday – From 1pm to 4pm  
Monday – Closed

What is the total cost for this Project? \$143,810

What percentage of Project funding will be provided by the applicant? 20

Are matching funds available? No

Other Funding Sources N/A

Estimated Annual Taxable Sales \$183,265

Current Appraised Value of Property \$1

Estimated Appraised Value (post-improvement) \$1

Estimated Construction Cost for Total Project \$143,810

Total Estimated Cost for Project Improvements included in grant request \$143,810

Total Grant Amount Requested \$143,810

Attach Competitive Bids for the Project [The Heard - 2024 Project Bids.pdf](#)

Has a feasibility study or market analysis been completed for this proposed project?

No

Attach Executive Summary

[The Heard - Feasibility Study Answer.pdf](#)

Current financial report including current and previous year's profit & loss statement and balance sheet.

[The Heard - FY 2023 PL vs Budget Report.pdf](#)  
[The Heard Balance Sheet 10-1-23 to 2-29-24.pdf](#)  
[The Heard Balance Sheet FY23.pdf](#)  
[The Heard FY24 Profit and Loss to date.pdf](#)

Audited financials for current and previous two years (if not available, please indicate why).

[Heard Museum 2022 Audit.pdf](#)  
[Heard Museum 2023 Audit.pdf](#)

Reason for Unavailable Audited Financials

The Heard Museum 2024 Audit will not be completed until after the end of the fiscal year which is September 30, 2024.

Budget

[The Heard Project Budget 2024.pdf](#)

Financial Statements

[148 The Heard - FY 2023 PL vs Budget Report 2138.pdf](#)  
[148 The Heard Balance Sheet FY23 8257.pdf](#)  
[148 The Heard Leadership Team-2024 2646.pdf](#)

W9

[Heard W-9.pdf](#)

IRS Determination Letter (if applicable)

[Tax Exempt Certificate.pdf](#)

990 Filed with IRS (if applicable)

[The Heard 990 - FY22.pdf](#)

Business plan including mission and goals of company / organization, target customers, staff, growth goals, products / services, location(s), etc.

[The Heard Business Plan 2024.pdf](#)

Describe planned support activities, their use, and

N/A

admission fees (if applicable).

Timeline and schedule from design to completion.

[The Heard Blackland Prairie Restoration Project Timeline and Schedule.pdf](#)

Plans for future expansion / growth.

As part of its 2024 goals to thoroughly examine its grounds and facilities, the Heard will develop a future-focused master plan that will address such concerns as its site issues, including flooding and an extremely outmoded septic system, and physical facilities that are in varying states of disrepair and whose lack of true functionality hinder best museum practices. This year will continue to see ongoing maintenance with the intent that the new master plan will provide a roadmap for overall improvements and excellence. Once plans are more fully developed, the Heard leadership would welcome the chance to share its ideas with the McKinney Community Development Corporation and benefit from its guidance and experience.

We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.

Selecting this option indicates your agreement with the above statement.

Representative Completing Application



Date

03-29-2024

Property Owner



Date

03-29-2024





## Business plan

Eight months ago, the Heard brought on John C. Dexter, PhD, as Executive Director to lead it into a new era of more robust and engaging exhibitions, education offerings and public programming, and to ensure that its collections and unique wildlife sanctuary are preserved and stewarded with great attention to best practices for museums and conservation organizations. As part of Dr. Dexter's work, he has spearheaded a process by which the Board of Directors and staff jointly participate in advancing the Heard, and together they are designing a roadmap for the future. With a mission to **'Educate and inspire by connecting people with the natural world'** and envisioning **'A future where generations of people live in unity with nature'** the Heard is poised to substantially advance its role as a significant cultural asset to the City of McKinney and, as a result, to North Texas.

The Heard is home to five habitats within 289 acres including wetlands, bottomland forest, upland forest, white rock escarpment, and one of the largest preserves of the most endangered ecosystem in the Western Hemisphere, the Blackland Prairie. Each habitat is unique and offers a variety of plants and animals that live in specific environments with 6.5 miles of naturally carved nature trails available to the public to explore and enjoy. Its Museum offers an array of natural history specimens and artifacts originally assembled by founder Bessie Heard and expanded over its 80-year history. Its exhibitions highlight objects from the collections and include special exhibitions with content directly related to its collections and designed to attract visitors from throughout the region into McKinney.

As a private, non-profit organization, the Heard is governed by a volunteer Board of Directors all of whom live or work in the community. Its staff, too, all live in the region and are made up of dedicated people who are committed to the mission and providing an educational and cultural service to the City thereby contributing to a rich quality of life for residents.

This year the Heard has five overarching goals designed to honor its legacy even as it begins the work needed to modernize and become more accessible and engaging for its more than 100,000 visitors:

**Goal 1:** Inventory and assess the diverse collections to ensure that they are displayed, stored, and conserved properly. This includes rethinking exhibitions so that the stories told through objects and artifacts highlight regional natural history, employ state-of-the-art exhibit techniques and technology, and attract a wide array of museumgoers with varying interests. This also includes an all-inclusive evaluation of the Museum building structure and functionality as well as site infrastructure to ensure the Heard offers visitors not just the most exciting and educational experience possible but safe and sound learning environments.

**Goal 2:** Evaluate, refine and refresh all education and public programming to ensure that every visitor can have an engaging and participatory learning experience, that its programs for pre-K through grade 12 visitors continue to support the Texas Education Knowledge Standards, and that programs for adults and families are robust introducing people to new topics and helping deepen their understanding of familiar ones.

**Goal 3:** Continue to conserve and responsibly manage the sanctuary with its rare Blackland Prairie habitat and the four other exceptional wildlife biospheres including making vital upgrades to the heavily used trails and physical facilities within it, such as family and scouting campground areas, the Science Research Center, and the Butterfly House.

**Goal 4:** Increase private philanthropy to diversify revenue sources, redesign the very popular Membership Program to provide members with greater access and value in return for their much-appreciated participation and loyalty, and expand the Museum's sponsorship program to more fully develop and leverage marketing partnerships with the growing McKinney business community.

**Goal 5:** Evaluate and upgrade organization-wide technology infrastructure including software systems, cybersecurity, and hardware crucial for creating and maintaining strong operational practices and processes.

The Heard visitorship is comprised primarily of families, many of whom have school-aged children, students, and educators especially in the pre-K through grade eight age range, and adult life-long learners many of whom live and work in or near McKinney. Through its events program the Heard also attracts members of the corporate and professional communities whether for groups with specific interests such as master naturalists and birders, or for business presentations or team-building, or for celebrations, the organizational and association partnerships continue to grow.

The Heard is also fortunate to attract many visitors outside of McKinney from neighboring communities in Collin, Denton, Dallas, and Tarrant counties. In addition, visitors come from adjacent Oklahoma and Arkansas areas where drive-traffic is most common as well as from across Texas and the U.S. As its efforts over this year bear fruit, the Heard anticipates growing its visitorship and by doing so, helping to more actively advance peoples' understanding of the cultural and educational offerings available in the City of McKinney.



### Equipment



John Deere 5100e  
with 520M Loader  
\$76,500



Bush Hog  
\$12,000



Master MFG Tow Behind  
200-gallon Sprayer  
\$3,800

### Science Resource Center Deck replacement



- TREX Transcend Select Decking and Railing + Deck Plus 3-inch screws \$20,000
- Railing Installation by Welders \$6,000

### Trail Washout Improvements



450 yards of FlexBase to replace  
decomposed granite on trails  
\$22,500



10 yards of Rip Rap erosion rock  
\$1,210



## **Blackland Prairie Restoration Project**

### **Timeline and schedule from design to completion**

|                            |  |
|----------------------------|--|
| June 1 – June 30, 2024     | Purchase Tractor and related equipment<br>Purchase materials for trail maintenance |
| July 1 – July 30, 2024     | Deck Replacement   |
| July 1 – December 31, 2024 | Trail Maintenance  |



**Blackland Prairie Restoration Project - McKinney Community Development Corporation**

|   |              |                   |  |
|---|--------------|-------------------|--|
| <b>Equipment</b>  |              |                   |  |
| John Deere Tractor 5100e with 520M Loader                               |              | \$ 76,500         |  |
| John Deere Bush Hog   |              | \$ 12,000         |  |
| Master MFG Tow-Behind 200 gallon Sprayer                                |              | \$ 3,800          |  |
|   | subtotal     | <b>\$ 92,300</b>  |  |
|   |              |                   |  |
| <b>Science Resource Center - Sanctuary Observation Deck Replacement</b> |              |                   |  |
| TREX Transcend Select Decking and Railing + DeckPlus 3 inch screws      |              | \$ 20,000         |  |
| Railing Installation by Welders   |              | \$ 6,000          |  |
| Onsite labor  |              | \$ 1,800          |  |
|   | subtotal     | <b>\$ 27,800</b>  |  |
|   |              |                   |  |
| <b>Trail Washout Improvements</b>                                       |              |                   |  |
| 450 yard of FlexBase to replace decomposed granite on trails            |              | \$ 22,500         |  |
| 10 yards of Rip Rap erosion rock  |              | \$ 1,210          |  |
|   | subtotal     | <b>\$ 23,710</b>  |  |
|   |              |                   |  |
|   | <b>TOTAL</b> | <b>\$ 143,810</b> |  |



The Heard Natural Science Museum & Wildlife Sanctuary did not conduct a feasibility study related to Blackland Prairie Restoration Project.

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### Quote Summary

**Prepared For:**  
 HEARD NATURAL SCIENCE MUSEUM  
 1 NATURE PL  
 MCKINNEY, TX 75069  
 Mobile: 972-562-5566  
 SDUDAS@HEARDMUSEUM.ORG

**Prepared By:**  
 Mike Barker  
 United Ag & Turf  
 875 S Henry Hynds  
 Van Alstyne, TX 75495  
 Phone: 903-705-0444  
 mikebarker@unitedagt.com

501(c)(3) EXEMPT ORGANIZATION BONUS APPLIED

**Quote Id:** 30475076  
**Created On:** 04 March 2024  
**Last Modified On:** 04 March 2024  
**Expiration Date:** 30 March 2024

#### Equipment Summary

|   | Selling Price |   | Qty |   | Extended     |
|---|---------------|---|-----|---|--------------|
| JOHN DEERE RC10M Pull-Type<br>Center Drive Rotary Cutter - 540<br>RPM PTO | \$ 11,900.00  | X | 1   | = | \$ 11,900.00 |

#### Equipment Total

**\$ 11,900.00**

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#### Quote Summary

|                    |                     |
|--------------------|---------------------|
| Equipment Total    | \$ 11,900.00        |
| SubTotal           | \$ 11,900.00        |
| Total              | \$ 11,900.00        |
| Down Payment       | (0.00)              |
| Rental Applied     | (0.00)              |
| <b>Balance Due</b> | <b>\$ 11,900.00</b> |

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

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JOHN DEERE

# Selling Equipment



Quote Id: 30475076

Customer: HEARD NATURAL SCIENCE MUSEUM

## JOHN DEERE RC10M Pull-Type Center Drive Rotary Cutter - 540 RPM PTO

Hours:

Stock Number:

**Selling Price**

\$ 11,900.00

| Code  | Description  | Qty | Unit         | Extended     |
|-------|--|-----|--------------|--------------|
| 22NAP | RC10M Pull-Type Center Drive Rotary Cutter - 540 RPM PTO | 1   | \$ 14,852.00 | \$ 14,852.00 |

### Standard Options - Per Unit

|                               |  |   |         |                |
|-------------------------------|--|---|---------|----------------|
| 0202                          | United States  | 1 | \$ 0.00 | \$ 0.00        |
| 1210                          | Two 533.4 mm (21 in.) by 133.35 mm (5.25 in.) by 228.6 mm (9 in.) Puncture Proof Laminated Tires | 1 | \$ 0.00 | \$ 0.00        |
| <b>Standard Options Total</b> |  |   |         | <b>\$ 0.00</b> |

### Other Charges

|                            |   |           |                     |
|----------------------------|---|-----------|---------------------|
| Freight                    | 1 | \$ 682.00 | \$ 682.00           |
| <b>Other Charges Total</b> |   |           | <b>\$ 682.00</b>    |
| <b>Suggested Price</b>     |   |           | <b>\$ 15,534.00</b> |

### Customer Discounts

|                                 |  |  |                     |
|---------------------------------|--|--|---------------------|
| <b>Customer Discounts Total</b> |  |  | <b>\$ -3,634.00</b> |
|---------------------------------|--|--|---------------------|

|                            |  |  |                     |
|----------------------------|--|--|---------------------|
| <b>Total Selling Price</b> |  |  | <b>\$ 11,900.00</b> |
|----------------------------|--|--|---------------------|



# Master MFG, 200-Gal Tow Broadcast Sprayer - 5.5GPM, 23ft. Swath, Tank Size 200 Gal, Flow 5.5 GPM, Pressure 60 PSI, Model# SLR-N8-200P-MM

Item# 5540137

No rating value Same page link.

(0)

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**New**

This is a carousel with one large zoomable image and a track of thumbnails on the left. Select any of the thumbnail buttons to change the zoomable image on the right. If a thumbnail is a video or 360 degree image thumbnail, or the last thumbnail in the list, the button will open the product media modal.



• [How can we improve these images?](#)

**\$3499.99**Shipping:

Factory shipped

See Shipping Options

• **Store Pickup:**

Not available - online only

- 200-gallon translucent tank with raised volume markings
- Broadcast spray up to 23 feet with heavy-duty chain boom
- Spray boom includes 14 no-drip, flat fan quick attach nozzles
- Control spray flow with included pressure regulator, pressure gauge and boom shut-off valve
- Spot spray up to 25 feet vertically and 30 feet horizontally
- Prop 65 Warning:

**From:** [trecostcalculator@trex.com](mailto:trecostcalculator@trex.com) [mailto:trecostcalculator@trex.com]

**Sent:** Thursday, April 4, 2024 8:25 AM

**To:** Spencer Dudas

**Subject:** Your Trex Decking & Railing Cost Calculator Results

|  |  |  |
|--|--|--|
| <div style="border: 1px solid black; width: 150px; height: 40px; margin: 0 auto;"></div> |  |  |
|  |  |  |

## Your Cost Breakdown & Materials List

Your cost breakdown is determined by the unique selections made within our detailed tool. Want to see how different choices affect this breakdown? Update your selections to change your results.

[Update My Selections](#)

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|   |                   |
|---|-------------------|
| <b>Trex Transcend® Lineage™ Decking in Jasper</b> | \$17600 - \$19400 |
| <b>Trex Select® Railing</b>                       | \$3400            |
| <b>Trex Fascia</b>                                | \$1200            |

**Trex Hidden Fasteners**

\$900

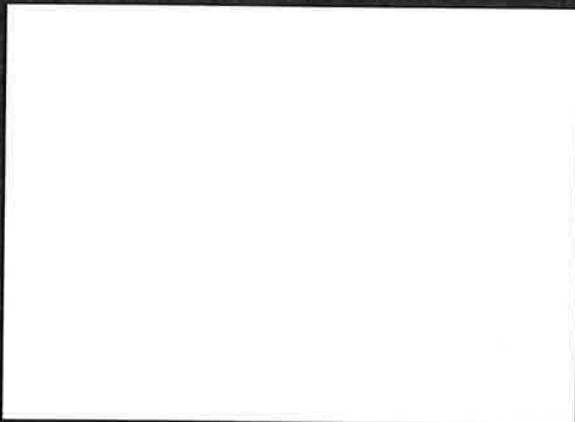
---

**Total Estimated Cost \***

\$23000 - \$24800

*\*Trex actual material costs and install costs can and will vary based on geographic area, site location, seasonality, design complexity, whether the product is stocked locally, and additional features such as stairs, angles, curves, lighting, etc. For most professionally installed projects, materials constitute up to one third of the total installed cost.*

## Trex Tools Make Tackling Any Deck Project Easier



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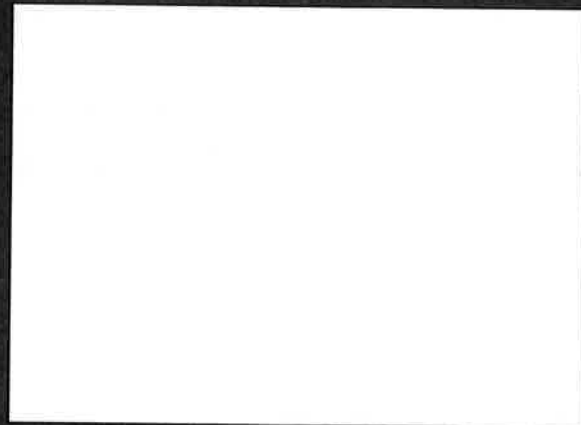
Design every inch of your deck in 3D with our desktop-only Deck Designer tool.

[Design Your Deck](#)

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[Compare Products](#)



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**Brothers Wholesale**  
601 South Cedar Street  
Leonard, TX 75452

[GET DIRECTIONS](#)



**The Home Depot**  
1515 N Central Expresswy  
Mckinney, TX 75070

[GET DIRECTIONS](#)



**Lowe's**  
2055 North Central  
Expressway  
Mckinney, TX 75070

[GET DIRECTIONS](#)

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Find local professionals trained in Trex products and installation



**Lone Star Deck & Fence**  
3107 Kinkaid Drive,  
Dallas, TX 75220

[LEARN MORE](#)



**Reformed Outdoor Structures,  
LLC**

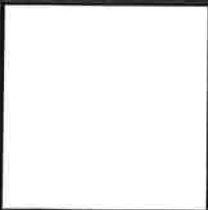
4447 N Central Exp, Ste 110 -  
474,  
Dallas, TX 75205

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Kennedale, TX 76060

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**Quote Summary**

**Prepared For:**  
 HEARD NATURAL SCIENCE MUSEUM  
 1 NATURE PL  
 MCKINNEY, TX 75069  
 Mobile: 972-562-5566  
 SDUDAS@HEARDMUSEUM.ORG

**Prepared By:**  
 Mike Barker  
 United Ag & Turf  
 875 S Henry Hynds  
 Van Alstyne, TX 75495  
 Phone: 903-705-0444  
 mikebarker@unitedagt.com

501(c)(3) EXEMPT ORGANIZATION BONUS APPLIED

**Quote Id:** 30474542  
**Created On:** 04 March 2024  
**Last Modified On:** 04 March 2024  
**Expiration Date:** 30 March 2024

| <b>Equipment Summary</b>     | <b>Suggested List</b> | <b>Selling Price</b> | <b>Qty</b> | <b>Extended</b>     |
|------------------------------|-----------------------|----------------------|------------|---------------------|
| JOHN DEERE 5100E Cab Tractor | \$ 84,753.00          | \$ 69,750.00 X       | 1 =        | \$ 69,750.00        |
| JOHN DEERE 520M Loader       | \$ 8,055.00           | \$ 6,750.00 X        | 1 =        | \$ 6,750.00         |
| <b>Equipment Total</b>       |                       |                      |            | <b>\$ 76,500.00</b> |

**Quote Summary**

|                    |                     |
|--------------------|---------------------|
| Equipment Total    | \$ 76,500.00        |
| SubTotal           | \$ 76,500.00        |
| Total              | \$ 76,500.00        |
| Down Payment       | (0.00)              |
| Rental Applied     | (0.00)              |
| <b>Balance Due</b> | <b>\$ 76,500.00</b> |

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

---

**Quote Id:** 30474542

**Customer:** HEARD NATURAL SCIENCE MUSEUM

## JOHN DEERE 5100E Cab Tractor

**Hours:**
**Stock Number:**
**Suggested List**

\$ 84,753.00

**Selling Price**

\$ 69,750.00

**Extended**

\$ 78,776.00

| Code                               | Description   | Qty | Unit                 | Extended             |
|------------------------------------|---|-----|----------------------|----------------------|
| 697RP                              | 5100E Cab Tractor                                   | 1   | \$ 78,776.00         | \$ 78,776.00         |
| <b>Standard Options - Per Unit</b> |   |     |                      |                      |
| 182A                               | Less AutoTrac™/ Less ISOBUS                         | 1   | \$ 0.00              | \$ 0.00              |
| 183N                               | JDLink™ Modem                                       | 1   | \$ 0.00              | \$ 0.00              |
| 0202                               | United States                                       | 1   | \$ 0.00              | \$ 0.00              |
| 0409                               | English Operator's Manual                           | 1   | \$ 0.00              | \$ 0.00              |
| 0500                               | Less Package  | 1   | \$ 0.00              | \$ 0.00              |
| 1381                               | 12F x 12R PowrReverser™<br>Transmission             | 1   | \$ 0.00              | \$ 0.00              |
| 1725                               | Loader Prep Package                                 | 1   | \$ 2,085.00          | \$ 2,085.00          |
| 1950                               | Less Application                                    | 1   | \$ 0.00              | \$ 0.00              |
| 2050                               | Standard Cab  | 1   | \$ 0.00              | \$ 0.00              |
| 2120                               | Air Suspension Seat                                 | 1   | \$ 888.00            | \$ 888.00            |
| 3025                               | Deluxe Corner Post Exhaust                          | 1   | \$ 0.00              | \$ 0.00              |
| 3320                               | Dual Stackable Rear Valve with Lever<br>Controls    | 1   | \$ 0.00              | \$ 0.00              |
| 3420                               | Dual Mid Valves with Mechanical<br>Joystick Control | 1   | \$ 1,554.00          | \$ 1,554.00          |
| 3820                               | Two Speed PTO - 540/540E rpm                        | 1   | \$ 0.00              | \$ 0.00              |
| 5112                               | 18.4-30 In. 8PR R1 Bias                             | 1   | \$ 0.00              | \$ 0.00              |
| 6040                               | MFWD (Mechanical Front Wheel Drive)<br>Front Axle   | 1   | \$ 0.00              | \$ 0.00              |
| 6118                               | 12.4-24 In. 8PR R1 Bias                             | 1   | \$ 0.00              | \$ 0.00              |
| <b>Standard Options Total</b>      |   |     |                      | <b>\$ 4,527.00</b>   |
| <b>Technology Options</b>          |   |     |                      |                      |
| 1900                               | Less Display  | 1   | \$ 0.00              | \$ 0.00              |
| 1880                               | Less Receiver                                       | 1   | \$ 0.00              | \$ 0.00              |
| <b>Technology Options Total</b>    |   |     |                      | <b>\$ 0.00</b>       |
| <b>Value Added Services Total</b>  |   |     |                      | <b>\$ 0.00</b>       |
| <b>Other Charges</b>               |   |     |                      |                      |
|                                    | Freight   | 1   | \$ 1,450.00          | \$ 1,450.00          |
| <b>Other Charges Total</b>         |   |     |                      | <b>\$ 1,450.00</b>   |
| <b>Suggested Price</b>             |   |     |                      | <b>\$ 84,753.00</b>  |
| <b>Customer Discounts</b>          |   |     |                      |                      |
| <b>Customer Discounts Total</b>    |   |     | <b>\$ -15,003.00</b> | <b>\$ -15,003.00</b> |





JOHN DEERE

# Selling Equipment

**UNITED**  
Ag & Turf

Quote Id: 30474542

Customer: HEARD NATURAL SCIENCE MUSEUM

**Total Selling Price**

**\$ 69,750.00**



JOHN DEERE

# Selling Equipment



Quote Id: 30474542

Customer: HEARD NATURAL SCIENCE MUSEUM

## JOHN DEERE 520M Loader

Hours:

Stock Number:

**Suggested List**

\$ 8,055.00

**Selling Price**

\$ 6,750.00

**Extended**

\$ 9,785.00

| Code                               | Description  | Qty | Unit                | Extended            |
|------------------------------------|--|-----|---------------------|---------------------|
| 14B0P                              | 520M Loader  | 1   | \$ 9,785.00         | \$ 9,785.00         |
| <b>Standard Options - Per Unit</b> |  |     |                     |                     |
| 0202                               | United States  | 1   | \$ 0.00             | \$ 0.00             |
| 0409                               | English  | 1   | \$ 0.00             | \$ 0.00             |
| 0500                               | Less package   | 1   | \$ 0.00             | \$ 0.00             |
| 1995                               | Less mounting frame  | 1   | \$ -1,572.00        | \$ -1,572.00        |
| 2510                               | 520M Standard Farm Loader, Non-Self-Leveling (NSL) - Two-function      | 1   | \$ 0.00             | \$ 0.00             |
| 4526                               | Two-function hoses and parts with Quick-Couplers (Individual Couplers) | 1   | \$ -234.00          | \$ -234.00          |
| 5995                               | Less hood guard  | 1   | \$ -446.00          | \$ -446.00          |
| 6995                               | Less ballast box   | 1   | \$ 0.00             | \$ 0.00             |
| 7610                               | Global carrier   | 1   | \$ 0.00             | \$ 0.00             |
| 8215                               | 1850-mm (73-in.) global heavy-duty bucket                              | 1   | \$ 297.00           | \$ 297.00           |
| <b>Standard Options Total</b>      |  |     |                     | <b>\$ -1,955.00</b> |
| <b>Other Charges</b>               |  |     |                     |                     |
|                                    | Freight  | 1   | \$ 225.00           | \$ 225.00           |
| <b>Other Charges Total</b>         |  |     |                     | <b>\$ 225.00</b>    |
| <b>Suggested Price</b>             |  |     |                     | <b>\$ 8,055.00</b>  |
| <b>Customer Discounts</b>          |  |     |                     |                     |
| <b>Customer Discounts Total</b>    |  |     | <b>\$ -1,305.00</b> | <b>\$ -1,305.00</b> |
| <b>Total Selling Price</b>         |  |     |                     | <b>\$ 6,750.00</b>  |



### Leadership Team

|                                     |                       |
|-------------------------------------|-----------------------|
| Executive Director                  | John C. Dexter, Ph.D. |
| Marketing & Communications Director | Stephanie Jennings    |
| Programs Director                   | Meg Latham            |
| Accountant                          | Mojdeh Lakani         |
| Administrative Operations Manager   | Brittany Kryder       |
| Facilities Manager                  | Pete Madrulli         |
| Gardens Manager                     | Amy Monroy            |
| Operations Manager                  | Spencer Dudas         |
| Nature Preserve Manager             | Braeden Duffee        |
| Living Collections Curator          | Mary Riley-Samuels    |
| Education Coordinator               | Angela Baron          |



**Steve Gray, Board President**

Retired Safety Engineer – Raytheon  
Heard Natural Science Museum and Wildlife Sanctuary  
One Nature Place  
McKinney, Texas 75069

**Sim Israeloff, Board Treasurer**

**(Board Member since 2008, Treasurer since 2009)**  
Heard Natural Science Museum and Wildlife Sanctuary  
One Nature Place  
McKinney, Texas 75069

**Johana Delgado-Acevedo, PhD, Board Secretary**

**(Board Member since 2023, Secretary since 2024)**  
Heard Natural Science Museum and Wildlife Sanctuary  
One Nature Place  
McKinney, Texas 75069

**Rick Glew**

Professor - Vista College  
Member - MCDC  
Heard Natural Science Museum and Wildlife Sanctuary  
One Nature Place  
McKinney, Texas 75069

**Mike Imhoff, PhD**

Retired Chemistry Professor - Austin College  
Heard Natural Science Museum and Wildlife Sanctuary  
One Nature Place  
McKinney, Texas 75069

**Cheryl "Birdie" Miller**

Owner - Wild Birds Unlimited, McKinney  
Heard Natural Science Museum and Wildlife Sanctuary  
One Nature Place  
McKinney, Texas 75069

**Larry Offerdahl**

Retired - Director of Parks and Recreation (Amarillo and McKinney, Texas)  
Heard Natural Science Museum and Wildlife Sanctuary  
One Nature Place  
McKinney, Texas 75069

**Bill Woodfin, MD**

Retired - Physician

Heard Natural Science Museum and Wildlife Sanctuary

One Nature Place

McKinney, Texas 75069

**Josh Verkerk**

Attorney – Black, Mann and Graham LLC.

Heard Natural Science Museum and Wildlife Sanctuary

One Nature Place

McKinney, Texas 75069

**John C. Dexter, PhD, Executive Director**

**(Ex-Officio)**

Executive Director, Heard Natural Science Museum

Heard Natural Science Museum and Wildlife Sanctuary

One Nature Place

McKinney, Texas 75069

Heart Natural Science Museum & Wildlife Sanctuary, Inc.

Budget

October 2023 through September 2024

|                                |  | Budget           |                  | Difference     |
|--------------------------------|--|------------------|------------------|----------------|
|                                |  | Oct '23 - Sep 24 | Oct '22 - Sep 23 |                |
| <b>Ordinary Income/Expense</b> |  |                  |                  |                |
| <b>Income</b>                  |  |                  |                  |                |
|                                | 5025 · Admission Fees                  | 440,000          | 400,000          | 40,000         |
|                                | 5031 · Gift Certificate Income         | 100              | 250              | -150           |
|                                | 5035 · Exhibit Income                  | 1,200            | 1,800            | -600           |
|                                | 5045 · Membership                      | 316,080          | 303,671          | 12,409         |
|                                | 5065 · Museum Retail Sales             | 216,000          | 196,034          | 19,966         |
|                                | 5200 · Program Revenues                | 274,100          | 257,600          | 16,500         |
|                                | 5280 · Magic Planet                    | 30,000           | 25,000           | 5,000          |
|                                | 5290 · Outreach                        | 7,000            | 7,000            | 0              |
|                                | 5291 · Ropes Course Income             | 25,000           | 26,200           | -1,200         |
|                                | 5293 · Canoe Program Income            | 6,000            | 4,000            | 2,000          |
|                                | 5295 · Campout                         | 3,000            | 0                | 3,000          |
|                                | 5400 · Grants, Donations & Sponsorship | 134,500          | 88,045           | 46,455         |
|                                | 5500 · Special Events                  | 41,000           | 43,737           | -2,737         |
|                                | 5515 · Plant Sales                     | 70,000           | 65,000           | 5,000          |
|                                | 5550 · Facility Rental                 | 54,200           | 48,950           | 5,250          |
|                                | 5700 · Interest & Royalties            | 1,500            | 3,500            | -2,000         |
|                                | 5800 · Investment Income               | 52,000           | 42,514           | 9,486          |
|                                | 5833 · Unrealized Gain/Loss Investment | 250,000          | 250,000          | 0              |
|                                | 5900 · Miscellaneous Income            | 600              | 400              | 200            |
|                                | <b>Total Income</b>                    | <b>1,922,280</b> | <b>1,763,701</b> | <b>158,579</b> |
|                                | <b>Gross Profit</b>                    | <b>1,922,280</b> | <b>1,763,701</b> | <b>158,579</b> |
| <b>Expense</b>                 |  |                  |                  |                |
|                                | 6110 · Salaries                        | 1,003,198        | 939,345          | 63,853         |
|                                | 6150 · Medical Insurance               | 57,216           | 41,656           | 15,560         |
|                                | 6170 · Other Benefits                  | 15,400           | 11,089           | 4,311          |
|                                | 6200 · Consultants                     | 53,702           | 36,006           | 17,696         |
|                                | 6300 · Cost of Good Sold/Inventory     | 103,465          | 83,747           | 19,718         |
|                                | 6410 · Exhibits                        | 128,763          | 143,683          | -14,920        |
|                                | 6420 · Special Events Expenses         | 12,500           | 13,100           | -600           |
|                                | 6451 · Plant Sale                      | 31,700           | 26,890           | 4,810          |
|                                | 6491 · Ropes Course Expenses           | 8,500            | 24,458           | -15,958        |
|                                | 6494 · Campout Expenses                | 500              | 0                | 500            |
|                                | 6520 · Utilities                       | 79,268           | 77,200           | 2,068          |
|                                | 6530 · Postage/Shipping                | 2,500            | 2,500            | 0              |
|                                | 6540 · Building & Facilities Costs     | 172,340          | 98,828           | 73,512         |
|                                | 6549.6 · Sanctuary Endowment Supported | 1,500            | 0                | 1,500          |
|                                | 6550 · Holbrook Cabin                  | 14,982           | 14,950           | 32             |
|                                | 6560 · Computer Services/Equipment     | 2,000            | 2,000            | 0              |
|                                | 6570 · Office Equipment Lease/Maint    | 6,493            | 7,000            | -507           |
|                                | 6580 · Office Supplies                 | 3,500            | 3,500            | 0              |
|                                | 6590 · Printing/Publications           | 10,000           | 7,500            | 2,500          |
|                                | 6600 · Education                       | 6,300            | 3,500            | 2,800          |
|                                | 6700 · Travel/Transportation           | 2,150            | 995              | 1,155          |
|                                | 6800 · Marketing /Advertising          | 200              | 175              | 25             |
|                                | 6810 · Advertising/Public Relations    | 56,550           | 35,000           | 21,550         |
|                                | 6900 · Other Operating Expenses        | 51,650           | 55,280           | -3,630         |
|                                | 6950 · Insurance & Taxes               | 49,475           | 43,140           | 6,335          |
|                                | <b>Total Expense</b>                   | <b>1,873,852</b> | <b>1,671,542</b> | <b>202,310</b> |
|                                | <b>Net Ordinary Income</b>             | <b>48,428</b>    | <b>92,159</b>    | <b>-43,731</b> |
|                                | <b>Net Income</b>                      | <b>48,428</b>    | <b>92,159</b>    | <b>-43,731</b> |

**Heard Natural Science Museum & Wildlife Sanctuary, Inc.**  
**Profit & Loss**  
October 2023 through February 2024 (February 2024 Preliminary)

|  |                |                |               |            | TOTAL            |                  |                |            |
|--|----------------|----------------|---------------|------------|------------------|------------------|----------------|------------|
|  | Feb 24         | Feb 23         | \$ Change     | % Change   | Oct '23 - Feb 24 | Oct '22 - Feb 23 | \$ Change      | % Change   |
| <b>Ordinary Income/Expense</b>         |                |                |               |            |                  |                  |                |            |
| <b>Income</b>                          |                |                |               |            |                  |                  |                |            |
| 5025 · Admission Fees                  | 46,980         | 46,718         | 262           | 1%         | 178,196          | 197,672          | -19,476        | -10%       |
| 5031 · Gift Certificate Income         | 0              | 0              | 0             | 0%         | 0                | 100              | -100           | -100%      |
| 5035 · Exhibit Income                  | 31             | 0              | 31            | 100%       | 241              | 558              | -317           | -57%       |
| 5045 · Membership                      | 26,451         | 23,169         | 3,282         | 14%        | 145,841          | 136,374          | 9,467          | 7%         |
| 5065 · Museum Retail Sales             | 13,593         | 18,079         | -4,486        | -25%       | 76,649           | 84,243           | -7,594         | -9%        |
| 5200 · Program Revenues                | 53,213         | 39,881         | 13,332        | 33%        | 137,148          | 107,685          | 29,463         | 27%        |
| 5280 · Magic Planet                    | 0              | 2,145          | -2,145        | -100%      | 9,352            | 10,691           | -1,339         | -13%       |
| 5290 · Outreach                        | 0              | 450            | -450          | -100%      | 2,136            | 738              | 1,398          | 189%       |
| 5291 · Ropes Course Income             | 3,044          | 2,292          | 752           | 33%        | 12,237           | 7,617            | 4,620          | 61%        |
| 5293 · Canoe Program Income            | 854            | 1,895          | -1,041        | -55%       | 2,726            | 3,445            | -719           | -21%       |
| 5295 · Campout                         | 77             | 895            | -818          | -91%       | 371              | 1,584            | -1,213         | -77%       |
| 5400 · Grants, Donations & Sponsorship | 5,202          | 2,192          | 3,010         | 137%       | 86,383           | 65,829           | 20,554         | 31%        |
| 5500 · Special Events                  | 3,115          | 0              | 3,115         | 100%       | 23,565           | 10,717           | 12,848         | 120%       |
| 5550 · Facility Rental                 | 3,492          | 4,538          | -1,046        | -23%       | 14,617           | 12,240           | 2,377          | 19%        |
| 5700 · Interest & Royalties            | 0              | 0              | 0             | 0%         | 505              | 323              | 182            | 56%        |
| 5800 · Investment Income               | 8,019          | 5,082          | 2,937         | 58%        | 31,049           | 21,221           | 9,828          | 46%        |
| 5900 · Miscellaneous Income            | 2,550          | 81             | 2,469         | 3,048%     | 3,562            | 2,634            | 928            | 35%        |
| <b>Total Income</b>                    | <b>166,621</b> | <b>147,417</b> | <b>19,204</b> | <b>13%</b> | <b>724,578</b>   | <b>663,671</b>   | <b>60,907</b>  | <b>9%</b>  |
| <b>Gross Profit</b>                    | <b>166,621</b> | <b>147,417</b> | <b>19,204</b> | <b>13%</b> | <b>724,578</b>   | <b>663,671</b>   | <b>60,907</b>  | <b>9%</b>  |
| <b>Expense</b>                         |                |                |               |            |                  |                  |                |            |
| 6110 · Salaries                        | 85,110         | 63,939         | 21,171        | 33%        | 437,566          | 338,571          | 98,995         | 29%        |
| 6150 · Medical Insurance               | 3,512          | 4,189          | -677          | -16%       | 22,005           | 18,644           | 3,361          | 18%        |
| 6170 · Other Benefits                  | 1,189          | 1,024          | 165           | 16%        | 5,405            | 4,884            | 521            | 11%        |
| 6200 · Consultants                     | 3,248          | 9,186          | -5,938        | -65%       | 28,306           | 16,622           | 11,684         | 70%        |
| 6300 · Cost of Good Sold/Inventory     | 6,360          | 9,406          | -3,046        | -32%       | 35,749           | 40,393           | -4,644         | -11%       |
| 6410 · Exhibits                        | 14,010         | 10,922         | 3,088         | 28%        | 77,770           | 72,364           | 5,406          | 7%         |
| 6420 · Special Events Expenses         | 0              | 44             | -44           | -100%      | 11,651           | 7,996            | 3,655          | 46%        |
| 6451 · Plant Sale                      | 1,533          | 0              | 1,533         | 100%       | 1,533            | 0                | 1,533          | 100%       |
| 6491 · Ropes Course Expenses           | 133            | 133            | 0             | 0%         | 2,868            | 2,497            | 371            | 15%        |
| 6494 · Campout Expenses                | 0              | 0              | 0             | 0%         | 43               | 191              | -148           | -77%       |
| 6520 · Utilities                       | 6,438          | 6,297          | 141           | 2%         | 31,106           | 33,129           | -2,023         | -6%        |
| 6530 · Postage/Shipping                | 200            | 200            | 0             | 0%         | 812              | 810              | 2              | 0%         |
| 6540 · Building & Facilities Costs     | 8,191          | 7,851          | 340           | 4%         | 53,639           | 23,012           | 30,627         | 133%       |
| 6549.6 · Sanctuary Endowment Supported | 0              | 0              | 0             | 0%         | 0                | 276              | -276           | -100%      |
| 6550 · Holbrook Cabin                  | 97             | 1,855          | -1,758        | -95%       | 3,274            | 7,240            | -3,966         | -55%       |
| 6560 · Computer Services/Equipment     | 47             | 0              | 47            | 100%       | 2,018            | 10               | 2,008          | 20,080%    |
| 6570 · Office Equipment Lease/Maint    | 569            | 410            | 159           | 39%        | 2,627            | 2,468            | 159            | 6%         |
| 6580 · Office Supplies                 | 7              | 731            | -724          | -99%       | 724              | 1,371            | -647           | -47%       |
| 6590 · Printing/Publications           | 0              | 682            | -682          | -100%      | 2,485            | 4,586            | -2,101         | -46%       |
| 6600 · Education                       | 0              | 0              | 0             | 0%         | 42               | 246              | -204           | -83%       |
| 6700 · Travel/Transportation           | 204            | 41             | 163           | 398%       | 683              | 719              | -36            | -5%        |
| 6800 · Marketing /Advertising          | 0              | 0              | 0             | 0%         | 123              | 0                | 123            | 100%       |
| 6810 · Advertising/Public Relations    | 1,833          | 2,981          | -1,148        | -39%       | 15,943           | 17,543           | -1,600         | -9%        |
| 6900 · Other Operating Expenses        | 5,326          | 4,385          | 941           | 21%        | 27,964           | 25,974           | 1,990          | 8%         |
| 6950 · Insurance & Taxes               | 3,545          | 2,660          | 885           | 33%        | 36,740           | 31,570           | 5,170          | 16%        |
| 7399 · ExpCap Assets NoGrant Support   | 2,340          | -38            | 2,378         | 6,258%     | 8,051            | 1,219            | 6,832          | 560%       |
| <b>Total Expense</b>                   | <b>143,892</b> | <b>126,898</b> | <b>16,994</b> | <b>13%</b> | <b>809,127</b>   | <b>652,335</b>   | <b>156,792</b> | <b>24%</b> |

**Profit & Loss**

October 2023 through February 2024 (February 2024 Preliminary)

|  |               |                |                |             | TOTAL            |                  |                |             |
|--|---------------|----------------|----------------|-------------|------------------|------------------|----------------|-------------|
|  | Feb 24        | Feb 23         | \$ Change      | % Change    | Oct '23 - Feb 24 | Oct '22 - Feb 23 | \$ Change      | % Change    |
| <b>Net Ordinary Income</b>               | 22,729        | 20,519         | 2,210          | 11%         | -84,549          | 11,336           | -95,885        | -846%       |
| <b>Other Income/Expense</b>              |               |                |                |             |                  |                  |                |             |
| <b>Other Income</b>                      |               |                |                |             |                  |                  |                |             |
| 5429 · Restrict Grants Capital Assets    | -121          | 0              | -121           | -100%       | 24,879           | 51,967           | -27,088        | -52%        |
| 5660 · Temp Unrealized Gain/Loss         | 28,137        | -70,902        | 99,039         | 140%        | 220,410          | 159,575          | 60,835         | 38%         |
| <b>Total Other Income</b>                | 28,016        | -70,902        | 98,918         | 140%        | 245,289          | 211,542          | 33,747         | 16%         |
| <b>Other Expense</b>                     |               |                |                |             |                  |                  |                |             |
| 7400 · Exp Cap Assets Grants-to-BalSheet | 0             | 0              | 0              | 0%          | 0                | 8,986            | -8,986         | -100%       |
| 8000 · Non Operating Exp- Depreciation   | 15,439        | 15,378         | 61             | 0%          | 77,123           | 76,220           | 903            | 1%          |
| <b>Total Other Expense</b>               | 15,439        | 15,378         | 61             | 0%          | 77,123           | 85,206           | -8,083         | -9%         |
| <b>Net Other Income</b>                  | 12,577        | -86,280        | 98,857         | 115%        | 168,166          | 126,336          | 41,830         | 33%         |
| <b>Net Income</b>                        | <b>35,306</b> | <b>-65,761</b> | <b>101,067</b> | <b>154%</b> | <b>83,617</b>    | <b>137,672</b>   | <b>-54,055</b> | <b>-39%</b> |



Heard Natural Science Museum & Wildlife Sanctuary, Inc.

**Balance Sheet**


As of February 29, 2024 (Preliminary)

|                                  |  | Feb 29, 24          |
|----------------------------------|--|---------------------|
| <b>ASSETS</b>                    |  |                     |
| <b>Current Assets</b>            |  |                     |
| <b>Checking/Savings</b>          |  |                     |
|                                  | 1030 · Independent Bank-Checking       | 226,619.38          |
|                                  | 1040 · Independent Bank-Savings        | 95,515.83           |
|                                  | 1085 · Charles Schwab                  | 1,861,868.19        |
|                                  | 1088 · LPL Financial Accounts          | 1,706,411.03        |
|                                  | 1090 · Petty cash                      | 1,450.00            |
|                                  | <b>Total Checking/Savings</b>          | <b>3,891,864.43</b> |
| <b>Other Current Assets</b>      |  |                     |
|                                  | 1410 · Inventory                       | 24,413.78           |
|                                  | 1516 · Prepaid Exhibit Expenses        | 20,000.00           |
|                                  | <b>Total Other Current Assets</b>      | <b>44,413.78</b>    |
|                                  | <b>Total Current Assets</b>            | <b>3,936,278.21</b> |
| <b>Fixed Assets</b>              |  |                     |
|                                  | 1600 · Net Fixed Assets Main           | 1,721,024.38        |
|                                  | <b>Total Fixed Assets</b>              | <b>1,721,024.38</b> |
|                                  | <b>TOTAL ASSETS</b>                    | <b>5,657,302.59</b> |
| <b>LIABILITIES &amp; EQUITY</b>  |  |                     |
| <b>Liabilities</b>               |  |                     |
| <b>Current Liabilities</b>       |  |                     |
| <b>Accounts Payable</b>          |  |                     |
|                                  | 2010 · Accounts payable                | 62,390.56           |
|                                  | <b>Total Accounts Payable</b>          | <b>62,390.56</b>    |
| <b>Credit Cards</b>              |  |                     |
|                                  | 2124 · Bank of America 8640            | 492.20              |
|                                  | <b>Total Credit Cards</b>              | <b>492.20</b>       |
| <b>Other Current Liabilities</b> |  |                     |
|                                  | 2040 · Rental Security Dep - returnabl | 5,400.00            |
|                                  | 2110 · Accrued payroll                 | 34,600.82           |
|                                  | 2120 · Accrued paid leave              | 25,206.55           |
|                                  | 2140 · Accrued sales taxes             | 0.06                |
|                                  | 2156 · Comissions Payable              | 325.00              |
|                                  | 2157 · Event Setup & Take Down Payable | 700.00              |
|                                  | <b>Total Other Current Liabilities</b> | <b>66,232.43</b>    |
|                                  | <b>Total Current Liabilities</b>       | <b>129,115.19</b>   |
|                                  | <b>Total Liabilities</b>               | <b>129,115.19</b>   |
| <b>Equity</b>                    |  |                     |
|                                  | 3000 · Unrestricted net assets         | 1,928,337.56        |
|                                  | 3001 · Opening Bal Equity              | 3,336,798.11        |
|                                  | 3010 · Unrestrict (retained earnings)  | 194,921.01          |
|                                  | <b>Net Income</b>                      | <b>68,130.72</b>    |
|                                  | <b>Total Equity</b>                    | <b>5,528,187.40</b> |
|                                  | <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <b>5,657,302.59</b> |


Herbert Natural Science Museum & Wildlife Sanctuary, Inc.

Profit & Loss Budget vs. Actual

October 2022 through September 2023 (September 2023 Preliminary)

|  Profit & Loss Statement FY 2023 | TOTAL            |                  |                 |
|---|------------------|------------------|-----------------|
|   | Oct '22 - Sep 23 | Budget           | \$ Over Budget  |
| <b>Ordinary Income/Expense</b>  |                  |                  |                 |
| <b>Income</b>   |                  |                  |                 |
| 5025 · Admission Fees   | 387,740          | 400,000          | -12,260         |
| 5031 · Gift Certificate Income  | 100              | 250              | -150            |
| 5035 · Exhibit Income   | 1,001            | 1,800            | -799            |
| 5045 · Membership   | 279,722          | 303,671          | -23,949         |
| 5065 · Museum Retail Sales  | 187,092          | 196,034          | -8,942          |
| 5200 · Program Revenues   | 265,230          | 257,600          | 7,630           |
| 5280 · Magic Planet   | 26,296           | 25,000           | 1,296           |
| 5290 · Outreach   | 2,788            | 7,000            | -4,212          |
| 5291 · Ropes Course Income  | 22,283           | 26,200           | -3,917          |
| 5293 · Canoe Program Income   | 6,695            | 4,000            | 2,695           |
| 5295 · Campout  | 2,630            | 0                | 2,630           |
| 5400 · Grants, Donations & Sponsorship  | 98,090           | 88,045           | 10,045          |
| 5500 · Special Events   | 34,811           | 43,737           | -8,926          |
| 5515 · Plant Sales  | 62,690           | 65,000           | -2,310          |
| 5550 · Facility Rental  | 39,588           | 48,950           | -9,362          |
| 5700 · Interest & Royalties   | 459              | 3,500            | -3,041          |
| 5800 · Investment Income  | 56,548           | 42,514           | 14,034          |
| 5833 · Unrealized Gain/Loss Investment  | 159,287          | 250,000          | -90,713         |
| 5900 · Miscellaneous Income   | 8,222            | 400              | 7,822           |
| <b>Total Income</b>   | <b>1,641,272</b> | <b>1,763,701</b> | <b>-122,429</b> |
| <b>Gross Profit</b>   | <b>1,641,272</b> | <b>1,763,701</b> | <b>-122,429</b> |
| <b>Expense</b>  |                  |                  |                 |
| 6110 · Salaries   | 905,669          | 939,345          | -33,676         |
| 6150 · Medical Insurance  | 45,992           | 41,656           | 4,336           |
| 6170 · Other Benefits   | 11,440           | 11,089           | 351             |
| 6200 · Consultants  | 35,294           | 36,006           | -712            |
| 6300 · Cost of Good Sold/Inventory  | 88,617           | 83,747           | 4,870           |
| 6410 · Exhibits   | 127,060          | 143,683          | -16,623         |
| 6420 · Special Events Expenses  | 10,797           | 13,100           | -2,303          |
| 6451 · Plant Sale   | 25,010           | 26,890           | -1,880          |
| 6491 · Ropes Course Expenses  | 5,019            | 24,458           | -19,439         |
| 6494 · Campout Expenses   | 542              | 0                | 542             |
| 6500 · Office and General   | 252              | 0                | 252             |
| 6520 · Utilities  | 74,440           | 77,200           | -2,760          |
| 6530 · Postage/Shipping   | 2,167            | 2,500            | -333            |
| 6540 · Building & Facilities Costs  | 74,888           | 98,828           | -23,940         |
| 6549.6 · Sanctuary Endowment Supported  | 803              | 0                | 803             |
| 6550 · Holbrook Cabin   | 11,770           | 14,950           | -3,180          |
| 6560 · Computer Services/Equipment  | 10               | 2,000            | -1,990          |
| 6570 · Office Equipment Lease/Maint   | 6,592            | 7,000            | -408            |
| 6580 · Office Supplies  | 3,709            | 3,500            | 209             |
| 6590 · Printing/Publications  | 9,561            | 7,500            | 2,061           |
| 6600 · Education  | 2,615            | 3,500            | -885            |
| 6700 · Travel/Transportation  | 1,691            | 995              | 696             |
| 6800 · Marketing /Advertising   | 175              | 175              | 0               |
| 6810 · Advertising/Public Relations   | 32,610           | 35,000           | -2,390          |
| 6900 · Other Operating Expenses   | 51,905           | 55,280           | -3,375          |
| 6950 · Insurance & Taxes  | 58,765           | 43,140           | 15,625          |
| 7399 · ExpCap Assets NoGrant Support  | -1               | 0                | -1              |
| <b>Total Expense</b>  | <b>1,587,392</b> | <b>1,671,542</b> | <b>-84,150</b>  |
| <b>Net Ordinary Income</b>  | <b>53,880</b>    | <b>92,159</b>    | <b>-38,279</b>  |

**Heard Natural Science Museum & Wildlife Sanctuary, Inc.**  
**Profit & Loss Budget vs. Actual**  
 October 2022 through September 2023 (September 2023 Preliminary)

|  Profit & Loss Statement FY 2023 | TOTAL               |                 |                   |
|---|---------------------|-----------------|-------------------|
|   | Oct '22 -<br>Sep 23 | Budget          | \$ Over<br>Budget |
| <b>Other Income/Expense</b>   |                     |                 |                   |
| <b>Other Income</b>   |                     |                 |                   |
| 5429 · Restrict Grants Capital Assets   | 151,967             | 99,700          | 52,267            |
| 5465 · Gifts in Kind Income   | 0                   | 264,764         | <b>-264,764</b>   |
| 5660 · Temp Unrealized Gain/Loss  | 1                   | 0               | 1                 |
| <b>Total Other Income</b>   | <b>151,968</b>      | <b>364,464</b>  | <b>-212,496</b>   |
| <b>Other Expense</b>  |                     |                 |                   |
| 6465 · Gifts In Kind Expense  | 0                   | 264,764         | <b>-264,764</b>   |
| 7400 · Exp Cap Assets Grants-to-BalSheet  | <b>-1</b>           | 99,700          | <b>-99,701</b>    |
| 8000 · Non Operating Exp- Depreciation  | 183,986             | 186,150         | <b>-2,164</b>     |
| <b>Total Other Expense</b>  | <b>183,985</b>      | <b>550,614</b>  | <b>-366,629</b>   |
| <b>Net Other Income</b>   | <b>-32,017</b>      | <b>-186,150</b> | 154,133           |
| <b>Net Income</b>   | <b>21,863</b>       | <b>-93,991</b>  | 115,854           |

Heard Natural Science Museum & Wildlife Sanctuary, Inc.  
**Balance Sheet**  
As of September 30, 2023

|                                       |  | Sep 30, 23          |
|---------------------------------------|--|---------------------|
| <b>ASSETS</b>                         |  |                     |
| <b>Current Assets</b>                 |  |                     |
| <b>Checking/Savings</b>               |  |                     |
|                                       | 1030 · Independent Bank-Checking       | 88,581.68           |
|                                       | 1040 · Independent Bank-Savings        | 138,395.77          |
|                                       | 1085 · Charles Schwab                  | 1,747,339.19        |
|                                       | 1088 · LPL Financial Accounts          | 1,819,481.67        |
|                                       | 1090 · Petty cash                      | 1,450.00            |
|                                       | <b>Total Checking/Savings</b>          | <b>3,795,248.31</b> |
| <b>Other Current Assets</b>           |  |                     |
|                                       | 1410 · Inventory                       | 42,752.73           |
|                                       | 1450 · Prepaid expenses                | 15,543.53           |
|                                       | 1499 · Undeposited Funds               | 4,740.85            |
|                                       | 1516 · Prepaid Exhibit Expenses        | 24,000.00           |
|                                       | <b>Total Other Current Assets</b>      | <b>87,037.11</b>    |
|                                       | <b>Total Current Assets</b>            | <b>3,882,285.42</b> |
| <b>Fixed Assets</b>                   |  |                     |
|                                       | 1600 · Net Fixed Assets Main           | 1,782,147.07        |
|                                       | <b>Total Fixed Assets</b>              | <b>1,782,147.07</b> |
| <b>TOTAL ASSETS</b>                   |  | <b>5,664,432.49</b> |
| <b>LIABILITIES &amp; EQUITY</b>       |  |                     |
| <b>Liabilities</b>                    |  |                     |
| <b>Current Liabilities</b>            |  |                     |
| <b>Accounts Payable</b>               |  |                     |
|                                       | 2010 · Accounts payable                | 130,047.50          |
|                                       | <b>Total Accounts Payable</b>          | <b>130,047.50</b>   |
| <b>Credit Cards</b>                   |  |                     |
|                                       | 2124 · Bank of America 8640            | 7,701.42            |
|                                       | <b>Total Credit Cards</b>              | <b>7,701.42</b>     |
| <b>Other Current Liabilities</b>      |  |                     |
|                                       | 2040 · Rental Security Dep - returnabl | 5,600.00            |
|                                       | 2110 · Accrued payroll                 | 34,375.28           |
|                                       | 2120 · Accrued paid leave              | 25,206.55           |
|                                       | 2140 · Accrued sales taxes             | 0.06                |
|                                       | 2156 · Comissions Payable              | 245.00              |
|                                       | 2157 · Event Setup & Take Down Payable | 1,200.00            |
|                                       | <b>Total Other Current Liabilities</b> | <b>66,626.89</b>    |
|                                       | <b>Total Current Liabilities</b>       | <b>204,375.81</b>   |
|                                       | <b>Total Liabilities</b>               | <b>204,375.81</b>   |
| <b>Equity</b>                         |  |                     |
|                                       | 3000 · Unrestricted net assets         | 1,928,337.56        |
|                                       | 3001 · Opening Bal Equity              | 3,336,798.11        |
|                                       | 3010 · Unrestrict (retained earnings)  | 176,299.95          |
|                                       | <b>Net Income</b>                      | <b>18,621.06</b>    |
|                                       | <b>Total Equity</b>                    | <b>5,460,056.68</b> |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> |  | <b>5,664,432.49</b> |

Heard Natural Science Museum  
and Wildlife Sanctuary, Inc.

*Independent Auditor's Report  
and Financial Statements*

Years Ended September 30, 2023 and 2022



**BLAND GARVEY**  
ACCOUNTANTS & CONSULTANTS

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of  
Heard Natural Science Museum and Wildlife Sanctuary, Inc.  
McKinney, Texas

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the financial statements of Heard Natural Science Museum and Wildlife Sanctuary, Inc., which comprise the statement of financial position as of September 30, 2023, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of Heard Natural Science Museum and Wildlife Sanctuary, Inc. as of September 30, 2023, 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.

#### ***Basis for Opinion***

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Heard Natural Science Museum and Wildlife Sanctuary, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### ***Other Matter - Prior Period Financial Statements***

The September 30, 2022 financial statements were reviewed by us, and our report thereon, dated February 15, 2023, stated we were not aware of any material modifications that should be made to those financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. However, a review is substantially less scope than an audit and does not provide a basis for the expression of an opinion on the financial statements as a whole.

***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Heard Natural Science Museum and Wildlife Sanctuary, Inc.'s ability to continue as a going concern for one year after the date that the financial statements are issued.

***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Heard Natural Science Museum and Wildlife Sanctuary, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Heard Natural Science Museum and Wildlife Sanctuary, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

*Bland Garvey, P.C.*

Bland Garvey, P.C.

Richardson, Texas

March 26, 2024



HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF FINANCIAL POSITION  
September 30, 2023 and 2022

|                                      | ASSETS              |                     |
|--------------------------------------|---------------------|---------------------|
|                                      | 2023                | Reviewed<br>2022    |
| <b>CURRENT ASSETS</b>                |                     |                     |
| Cash and cash equivalents            | \$ 134,840          | \$ 353,174          |
| Prepaid expenses                     | 44,286              | 40,449              |
| Inventory                            | 42,753              | 28,886              |
| Restricted cash and cash equivalents | 93,588              | 125,379             |
| Investments                          | 3,566,821           | 3,384,007           |
| <b>TOTAL CURRENT ASSETS</b>          | <b>3,882,288</b>    | <b>3,931,895</b>    |
| <b>PROPERTY AND EQUIPMENT</b>        |                     |                     |
| Land                                 | 1,876,160           | 1,800,197           |
| Buildings                            | 3,702,096           | 3,586,266           |
| Equipment and furniture              | 649,350             | 643,226             |
| Automotive equipment                 | 126,735             | 119,316             |
| Exhibits                             | 579,309             | 545,452             |
| Library                              | 11,814              | 11,814              |
| Construction in progress             | 222,295             | 103,315             |
|                                      | 7,167,759           | 6,809,586           |
| Less accumulated depreciation        | 5,385,613           | 5,201,627           |
|                                      | 1,782,146           | 1,607,959           |
| <b>TOTAL ASSETS</b>                  | <b>\$ 5,664,434</b> | <b>\$ 5,539,854</b> |

See independent auditor's report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF FINANCIAL POSITION  
September 30, 2023 and 2022

LIABILITIES AND NET ASSETS

|   | <u>2023</u>             | <u>Reviewed<br/>2022</u> |
|---|-------------------------|--------------------------|
| Accounts payable                                  | \$ 130,048              | \$ 16,175                |
| Accrued liabilities                               | <u>74,328</u>           | <u>82,242</u>            |
| <br>TOTAL LIABILITIES                             | <br><u>204,376</u>      | <br><u>98,417</u>        |
| <br>COMMITMENTS AND CONTINGENCIES (Notes L and M) |                         |                          |
| <br>NET ASSETS                                    |                         |                          |
| Net assets without donor restrictions             | 5,007,116               | 5,013,908                |
| Net assets with donor restrictions                | <u>452,942</u>          | <u>427,529</u>           |
| <br>TOTAL NET ASSETS                              | <br><u>5,460,058</u>    | <br><u>5,441,437</u>     |
| <br>TOTAL LIABILITIES AND NET ASSETS              | <br><u>\$ 5,664,434</u> | <br><u>\$ 5,539,854</u>  |

See independent auditor's report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF ACTIVITIES  
For the Years Ended September 30, 2023 and 2022

|   | 2023                          |                            |                     | Reviewed<br>2022    |
|---|-------------------------------|----------------------------|---------------------|---------------------|
|   | WITHOUT DONOR<br>RESTRICTIONS | WITH DONOR<br>RESTRICTIONS | TOTAL               | TOTAL               |
| <b>SUPPORT</b>  |                               |                            |                     |                     |
| Gifts and grants  | \$ 77,522                     | \$ 172,718                 | \$ 250,240          | \$ 144,947          |
| Gifts in-kind   | 26,653                        | -                          | 26,653              | 403,124             |
| Memberships   | 281,907                       | -                          | 281,907             | 297,099             |
| Sale of books and educational items, net of tax                                       | 187,091                       | -                          | 187,091             | 189,277             |
| Trips and education   | 325,846                       | -                          | 325,846             | 278,564             |
| Fundraising events  | 97,607                        | -                          | 97,607              | 112,137             |
| Admission fees  | 387,740                       | -                          | 387,740             | 377,105             |
| Rental income   | 46,200                        | -                          | 46,200              | 59,750              |
| Other income  | 9,891                         | -                          | 9,891               | 2,062               |
| Total revenue and support before releases   | <u>1,440,457</u>              | <u>172,718</u>             | <u>1,613,175</u>    | <u>1,864,065</u>    |
| Net assets released from restrictions through<br>satisfaction of program requirements | 147,305                       | (147,305)                  | -                   | -                   |
| Total revenue and support   | <u>1,587,762</u>              | <u>25,413</u>              | <u>1,613,175</u>    | <u>1,864,065</u>    |
| <b>EXPENSES</b>   |                               |                            |                     |                     |
| Program services  | 1,257,084                     | -                          | 1,257,084           | 1,138,445           |
| Management and general  | 286,114                       | -                          | 286,114             | 220,943             |
| Fundraising   | 234,629                       | -                          | 234,629             | 364,845             |
| Total expenses  | <u>1,777,827</u>              | <u>-</u>                   | <u>1,777,827</u>    | <u>1,724,233</u>    |
| Change in net assets from operating activities  | (190,065)                     | 25,413                     | (164,652)           | 139,832             |
| <b>NONOPERATING ACTIVITIES</b>  |                               |                            |                     |                     |
| Investment return, net  | 183,273                       | -                          | 183,273             | (277,620)           |
| CHANGE IN NET ASSETS  | (6,792)                       | 25,413                     | 18,621              | (137,788)           |
| NET ASSETS AT BEGINNING OF YEAR   | <u>5,013,908</u>              | <u>427,529</u>             | <u>5,441,437</u>    | <u>5,579,225</u>    |
| NET ASSETS AT END OF YEAR   | <u>\$ 5,007,116</u>           | <u>\$ 452,942</u>          | <u>\$ 5,460,058</u> | <u>\$ 5,441,437</u> |

See independent auditor's report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
For the Year Ended September 30, 2023

|                                       | PROGRAM<br>SERVICES        | MANAGEMENT<br>AND GENERAL | FUNDRAISING              | TOTAL                      |
|---------------------------------------|----------------------------|---------------------------|--------------------------|----------------------------|
| Cost of goods sold                    | \$ 84,626                  | \$ -                      | \$ 24,784                | \$ 109,410                 |
| Special programs, events and exhibits | 139,442                    | 826                       | 12,466                   | 152,734                    |
| Salaries, benefits and taxes          | 657,978                    | 178,848                   | 112,956                  | 949,782                    |
| Professional fees                     | -                          | 35,293                    | -                        | 35,293                     |
| Supplies                              | 9,721                      | 2,533                     | 1,600                    | 13,854                     |
| Occupancy                             | 117,006                    | 32,471                    | 20,349                   | 169,826                    |
| Equipment maintenance and rental      | 4,550                      | 1,253                     | 791                      | 6,594                      |
| Travel                                | 642                        | 119                       | 75                       | 836                        |
| Conferences and meetings              | 1,452                      | 400                       | 253                      | 2,105                      |
| Advertising and promotions            | 27,021                     | 779                       | 6,767                    | 34,567                     |
| Insurance                             | 19,982                     | 7,408                     | 3,092                    | 30,482                     |
| Gifts in kind expense                 | 13,326                     | -                         | 13,326                   | 26,652                     |
| Credit card processing fees           | 21,633                     | -                         | 21,633                   | 43,266                     |
| Miscellaneous                         | 12,723                     | 3,504                     | 2,213                    | 18,440                     |
| Total expenses before depreciation    | <u>1,110,102</u>           | <u>263,434</u>            | <u>220,305</u>           | <u>1,593,841</u>           |
| Depreciation                          | <u>146,982</u>             | <u>22,680</u>             | <u>14,324</u>            | <u>183,986</u>             |
| <b>TOTAL EXPENSES</b>                 | <u><u>\$ 1,257,084</u></u> | <u><u>\$ 286,114</u></u>  | <u><u>\$ 234,629</u></u> | <u><u>\$ 1,777,827</u></u> |

See independent auditor's report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 STATEMENT OF FUNCTIONAL EXPENSES  
 For the Year Ended September 30, 2022

|                                       | PROGRAM<br>SERVICES | MANAGEMENT<br>AND GENERAL | FUNDRAISING       | REVIEWED<br>TOTAL   |
|---------------------------------------|---------------------|---------------------------|-------------------|---------------------|
| Cost of goods sold                    | \$ 90,080           | \$ -                      | \$ 26,724         | \$ 116,804          |
| Special programs, events and exhibits | 131,365             | 2,363                     | 14,373            | 148,101             |
| Salaries, benefits and taxes          | 385,581             | 108,423                   | 59,632            | 553,636             |
| Professional fees                     | -                   | 42,240                    | -                 | 42,240              |
| Supplies                              | 11,145              | 2,561                     | 1,409             | 15,115              |
| Occupancy                             | 105,195             | 30,491                    | 16,770            | 152,456             |
| Equipment maintenance and rental      | 4,615               | 1,338                     | 736               | 6,689               |
| Travel                                | 553                 | 143                       | 79                | 775                 |
| Conferences and meetings              | 1,111               | 322                       | 177               | 1,610               |
| Advertising and promotions            | 18,684              | 713                       | 5,375             | 24,772              |
| Insurance                             | 14,616              | 5,140                     | 1,979             | 21,735              |
| Gifts in kind expense                 | 201,562             | -                         | 201,562           | 403,124             |
| Credit card processing fees           | 21,006              | -                         | 21,006            | 42,012              |
| Miscellaneous                         | 6,784               | 1,857                     | 1,080             | 9,721               |
| Total expenses before depreciation    | <u>992,297</u>      | <u>195,591</u>            | <u>350,902</u>    | <u>1,538,790</u>    |
| Depreciation                          | <u>146,148</u>      | <u>25,352</u>             | <u>13,943</u>     | <u>185,443</u>      |
| TOTAL EXPENSES                        | <u>\$ 1,138,445</u> | <u>\$ 220,943</u>         | <u>\$ 364,845</u> | <u>\$ 1,724,233</u> |

See independent auditor's report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF CASH FLOWS  
For the Years Ended September 30, 2023 and 2022

|   | <u>2023</u>              | <u>Reviewed<br/>2022</u> |
|---|--------------------------|--------------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>   |                          |                          |
| Change in net assets  | \$ 18,621                | \$ (137,788)             |
| Adjustments to reconcile change in net assets<br>to net cash provided by operating activities |                          |                          |
| Depreciation  | 183,986                  | 185,443                  |
| Unrealized (gain) loss on investments   | (117,716)                | 321,736                  |
| (Increase) decrease in inventory  | (13,867)                 | (383)                    |
| (Increase) decrease in prepaid expenses   | (3,837)                  | (24,831)                 |
| Increase (decrease) in accounts payable   | 113,873                  | 745                      |
| Increase (decrease) in accrued liabilities  | (7,914)                  | 4,058                    |
| Net cash provided by operating activities   | <u>173,146</u>           | <u>348,980</u>           |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>   |                          |                          |
| Dividends reinvested  | (65,098)                 | (447)                    |
| Purchase of property and equipment  | (358,173)                | (149,746)                |
| Net cash used by investing activities   | <u>(423,271)</u>         | <u>(150,193)</u>         |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>   | <u>-</u>                 | <u>-</u>                 |
| Net cash provided (used) by financing activities  | <u>-</u>                 | <u>-</u>                 |
| <b>NET CHANGE IN CASH, CASH<br/>EQUIVALENTS AND RESTRICTED CASH</b>                           | (250,125)                | 198,787                  |
| <b>CASH, CASH EQUIVALENTS AND RESTRICTED<br/>CASH AT BEGINNING OF YEAR</b>                    | <u>478,553</u>           | <u>279,766</u>           |
| <b>CASH, CASH EQUIVALENTS AND RESTRICTED<br/>CASH AT END OF YEAR</b>                          | <u><u>\$ 228,428</u></u> | <u><u>\$ 478,553</u></u> |

See independent accountant's review report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE A – DESCRIPTION OF THE ORGANIZATION

Heard National Science Museum and Wildlife Sanctuary, Inc. (HNSM or Organization) was founded in 1967, by Miss Bessie Heard and was incorporated in 1969, as a non-stock corporation operating as an exempt non-profit organization. The purpose of the Heard Natural Science Museum and Wildlife Sanctuary, Inc. is to provide educational programs emphasizing appreciation of nature and its conservation, to preserve a portion of North Texas land and to preserve, through museum collections, examples of natural history, nature-related art works and memorabilia of the founder. HNSM's objective is not to achieve a profit, but to provide educational programs emphasizing appreciation of nature and its conservation.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The summary of significant accounting policies of HNSM is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of HNSM's management, who is responsible for their integrity and objectivity.

**Basis of accounting**

HNSM prepares its financial statements using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (US GAAP), which reflects all significant receivables, payables and other liabilities. These accounting policies have been consistently applied in the preparation of the financial statements.

**Basis of presentation**

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Net assets without donor restrictions – Net assets available for general use and not subject to donor-imposed restrictions. Net assets without donor restrictions also include the investment in equipment and buildings, net of accumulated depreciation. HNSM's Board of Directors may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions – Net assets of HNSM that are restricted by specific donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature that may or will be met, either by actions of HNSM and/or the passage of time. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Realized and unrealized gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law.

Expirations of donor-imposed restrictions on net assets are reported as reclassifications between the applicable classes of net assets.

**Measure of operations**

The statement of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to HNSM's ongoing activities. Non-operating activities are limited to financial costs and other activities considered to be of a more unusual or nonrecurring nature.

**Use of estimates**

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Management also estimates and discloses the amount of contingent assets and liabilities that it considers to be materially significant. Significant estimates include the calculation of depreciation expense. Actual results could differ from those estimates.

**Financial instruments**

The amounts reflected in the statement of financial position for cash, accounts payable, and accrued expenses approximate fair value.

**Cash and cash equivalents**

HNSM's cash and cash equivalents consists of cash on deposit with banks and all unrestricted highly liquid investments with an initial maturity of three months or less from the date of purchase, except for those amounts that are held in the investment portfolio which are invested for long-term purposes. HNSM uses the indirect method to present cash flows from operating activities.



HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Concentrations of credit risk**

HNSM derives its revenue from contributions, programs and admission fees. Continued funding from these sources at current levels is dependent upon various factors. Such factors include economic conditions, donor satisfaction and public perception of mission effectiveness and relative importance. HNSM operates entirely within the McKinney, Texas area.

HNSM maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. At September 30, 2023, HNSM did not exceed these limits and has not experienced any losses in such accounts. HNSM believes it is not exposed to any significant credit risk on cash and cash equivalents.

**Inventory**

Inventory of products held for sale are valued at the lower of cost or net realizable value, with cost determined on a first-in, first-out basis. Inventory consisted of merchandise at the Heard Museum Store in the amount of \$42,753 and \$28,886 at September 30, 2023 and 2022, respectively.

**Property and equipment**

All acquisitions of equipment and all expenditures for repairs, maintenance, renewals and betterments that materially prolong the useful lives of assets are capitalized. Property and equipment is carried at cost or, if donated, at the approximate fair value at the date of donation. Such donations are reported as support without restrictions unless the donor has restricted the donated asset to a specific purpose.

Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, HNSM reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. HNSM capitalizes property and equipment additions that are equal to or greater than \$1,000.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Equipment is depreciated using the straight-line method over the estimated useful lives of the individual assets. Estimated useful lives are as follows:

|                            | <u>Estimated<br/>Useful Life</u> |
|----------------------------|----------------------------------|
| Land                       | N/A                              |
| Land improvements          | 10 to 20 years                   |
| Buildings                  | 10 to 33 years                   |
| Furniture and equipment    | 7 to 10 years                    |
| Vehicles                   | 6 years                          |
| Exhibits and display cases | 10 years                         |

Depreciation expense amounted to \$183,986 and \$185,443 for the years ended September 30, 2023 and 2022, respectively.

**Investments**

Equity and fixed income securities and other short-term investments (including cash and cash equivalents) are carried at market value.

The net realized and unrealized gains (losses) in market value of investments are reflected in the accompanying statement of activities.

All investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair value. Fair values are based on quoted market prices. If a quoted market price is not available, fair value is estimated using quoted market prices for similar investment securities.

Net appreciation (depreciation) in the fair value of investments which consists of the realized gains or losses and the unrealized appreciation (depreciation) on those investments, is presented in the statements of activities in accordance with donor restrictions as investment return. Investment return is presented net of investment fees. The actual cost versus the proceeds at time of sale is primarily used to determine the basis for computing realized gains or losses.

Investment securities are exposed to various risks, such as interest rate, market and credit risk. Due to the level of risk associated with certain investment securities, changes may occur in the values of the investments which could materially affect the amounts reported in the statement of financial position.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Fair value measurements**

Fair value is defined as the price that would be received to sell an asset in the principal or most advantageous market for the asset in an orderly transaction between market participants on the measurement date. Fair value should be based on the assumptions market participants would use when pricing an asset. US GAAP establishes a fair value hierarchy that prioritizes investments based on those assumptions. The fair value hierarchy gives the highest priority to quoted prices in active markets (observable inputs) and the lowest priority to an entity's assumptions (unobservable inputs). HNMS groups assets at fair value in three levels, based on the markets in which the assets are traded and the reliability of the assumptions used to determine fair value. These levels are:

*Level 1* – Unadjusted quoted prices for identical assets or liabilities in active markets as of the measurement date.

*Level 2* – Other observable inputs, either directly or indirectly, including:

- Quoted prices for similar assets in active markets;
- Quoted prices for identical or similar assets in non-active markets;
- Inputs other than quoted prices that are observable for the asset; and,
- Inputs that are derived principally from or corroborated by other observable market data.

*Level 3* – Unobservable inputs that cannot be corroborated by observable market data.

Mutual funds, exchange traded funds and fixed income securities are valued at the closing quoted price in an active market. Cash and cash equivalents held within the investment portfolio are carried at cost. HNSM has adopted the provisions of authoritative guidance which defines fair value as the price that would be received to sell an asset or paid to transfer a liability (i.e., the exit price) in an orderly transaction between market participants at the measurement date. The authoritative guidance also establishes a framework for the measurement of fair value and enhances disclosures about fair value measurements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Contributions**

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contributions is recognized. All other donor restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Contributions of property and equipment are recorded at their estimated fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise the contributions are reported as net assets without donor restrictions.

Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend are substantially met. Conditional gifts received prior to the satisfaction of conditions are recorded as refundable advances.

HNSM derived approximately 20% and 17% of its revenue from contributions and special events for the years ended September 30, 2023 and 2022, respectively.

**Donated services**

No amounts have been reflected in the financial statements for donated services. HNSM pays for most services requiring specific expertise. However, many individuals volunteer their time to perform a variety of tasks that assist HNSM with its operations.

**Functional expense allocation**

Directly identifiable expenses are charged to program and support services. Expenses related to more than one function are charged to program and supporting services on the basis of periodic time and expense studies. Allocated expenses includes occupancy expense, insurance expense, salaries, benefits and taxes expense, professional fees, supplies expense, equipment maintenance expense, travel expense, conference and meeting expense, advertising and promotions expense and other related expenses.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

HNSM operates various programs which include a wildlife sanctuary restoration and trail system, education and outreach programs, trips, public information, exhibits and collections, and a retail museum store.

The costs of providing programs and other activities have been summarized on a functional basis in the statement of functional expenses.

**Accounting for taxes collected from customers**

HNSM collects sales taxes from customers in the normal course of business on sales of taxable items from the gift shop. Gross revenues on these sales are shown net of the related taxes collected.

**Tax-exempt status**

HNSM is a not-for-profit organization exempt from federal income taxes under Internal Revenue Code Section 501(c)(3). Accordingly, no provision for federal income tax has been made. HNSM files the required annual federal informational return for tax-exempt organizations. HNSM has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated income; to determine its filing and tax obligations; and to identify and evaluate other matters that may be considered tax positions.

HNSM is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. HNSM's open tax periods are from September 30, 2020, to September 30, 2023.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE C – LIQUIDITY AND AVAILABILITY OF RESOURCES

The following table reflects the HNSM’s financial assets as of September 30, 2023 and 2022, respectively, reduced by amounts not available for general expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, or because the Board of Directors has set aside the funds for specific reserves as board designated endowments.

HNSM financial assets available within one year of the statement of financial position date for general expenditures are as follows:

|  | <u>2023</u>         | <u>2022</u>         |
|--|---------------------|---------------------|
| Financial assets at year end:  |                     |                     |
| Cash and cash equivalents  | \$ 228,428          | \$ 478,553          |
| Investments  | 3,566,821           | 3,384,007           |
| Less amounts not available to be used within one year due to:                          |                     |                     |
| Subject to donor restriction – nature of expenditure                                   | (93,588)            | (125,379)           |
| Board designations:  |                     |                     |
| Amounts set aside for exhibits   | <u>(44,808)</u>     | <u>(60,609)</u>     |
| Financial assets available to meet cash needs for general expenditures within one year | <u>\$ 3,656,853</u> | <u>\$ 3,676,572</u> |

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 September 30, 2023 and 2022

NOTE C – LIQUIDITY AND AVAILABILITY OF RESOURCES

HNSM’s financial assets have been reduced by amounts not available for general use. As part of the HNSM’s liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. Although HNSM does not intend to spend from its board designated fund other than amounts appropriated for annual exhibits, amounts from this fund could be made available if necessary.

NOTE D – CASH AND CASH EQUIVALENTS

Cash consists of the following at September 30:

|   | 2023       | 2022       |
|---|------------|------------|
| Cash – without donor restriction        | \$ 90,032  | \$ 292,565 |
| Board designated endowments             | 44,808     | 60,609     |
| Total cash – without donor restrictions | 134,840    | 353,174    |
| Cash – with donor restrictions          | 93,588     | 125,379    |
| Total cash and cash equivalents         | \$ 228,428 | \$ 478,553 |

NOTE E – INVESTMENTS

Investments consist of equities, fixed income funds and publicly traded mutual funds with readily determinable fair market values and are reported at gross fair values.

The Charles Schwab account balances at September 30, 2023 and 2022, are \$1,747,339 and \$1,674,370, respectively, consisting of funds without restrictions of \$1,396,080, funds restricted by the Texas Department of Transportation (TXDOT) of \$302,100 and total unrealized gains of \$49,159 at September 31, 2023 and funds without restrictions of \$1,327,696, funds restricted by the TXDOT of \$302,100 and total unrealized gains of \$44,574 at September 30, 2022. The LPL Financial account balances at September 30, 2023 and 2022 are \$1,819,482 and \$1,709,637, respectively, consisting of funds without restrictions of \$1,750,924 and total unrealized gains of \$68,558 at September 30, 2023 and funds without restrictions of \$1,671,919 and total unrealized gains of \$37,718 at September 30, 2022.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE E – INVESTMENTS

The investment accounts as of September 30, 2023, were as follows:

|                           | <u>Schwab</u>       | <u>LPL</u>          |
|---------------------------|---------------------|---------------------|
| Cash and cash equivalents | \$ 294,495          | \$ 16,795           |
| Equities                  | 495,188             | 572,386             |
| Fixed Income              | 200,894             | 1,229,098           |
| Bond Funds                | 408,893             | -                   |
| ETFs                      | <u>347,869</u>      | <u>1,203</u>        |
| Totals                    | <u>\$ 1,747,339</u> | <u>\$ 1,819,482</u> |

The investment accounts as of September 30, 2022, were as follows:

|                           | <u>Schwab</u>       | <u>LPL</u>          |
|---------------------------|---------------------|---------------------|
| Cash and cash equivalents | \$ 492,911          | \$ 86,278           |
| Equities                  | 486,126             | 614,368             |
| Fixed Income              | -                   | 317,885             |
| Bond Funds                | 398,840             | -                   |
| ETFs                      | <u>296,493</u>      | <u>691,106</u>      |
| Totals                    | <u>\$ 1,674,370</u> | <u>\$ 1,709,637</u> |

NOTE F – FAIR VALUE MEASUREMENTS

The following table sets forth by level, within the fair value hierarchy, HSNM's assets and liabilities at fair value as of September 30, 2023:

|                                 | Assets at Fair Value<br>as of September 30, 2023 |                |                | Total              |
|---------------------------------|--|----------------|----------------|--------------------|
|                                 | <u>Level 1</u>                                   | <u>Level 2</u> | <u>Level 3</u> |                    |
| Financial assets                |  |                |                |                    |
| Cash and equivalents            | \$ 539,719                                       | \$ -           | \$ -           | \$ 539,719         |
| Equities                        | 1,067,574  | -              | -              | 1,067,574          |
| Fixed income funds              | 1,429,991  | -              | -              | 1,429,991          |
| Bond funds                      | 408,893  | -              | -              | 408,893            |
| ETFs                            | <u>349,072</u>                                   | <u>-</u>       | <u>-</u>       | <u>349,072</u>     |
| Total investments at fair value | <u>\$ 3,795,249</u>                              | <u>\$ -</u>    | <u>\$ -</u>    | <u>\$3,795,249</u> |



HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 September 30, 2023 and 2022

NOTE F – FAIR VALUE MEASUREMENTS

The following table sets forth by level, within the fair value hierarchy, HSNM’s assets and liabilities at fair value as of September 30, 2022:

|                                 | Assets at Fair Value<br>as of September 30, 2022 |         |         | Total       |
|---------------------------------|--|---------|---------|-------------|
|                                 | Level 1  | Level 2 | Level 3 |             |
| Financial assets                |  |         |         |             |
| Cash and equivalents            | \$ 1,057,742                                     | \$ -    | \$ -    | \$1,057,742 |
| Equities                        | 1,100,494  | -       | -       | 1,100,494   |
| Fixed income funds              | 317,885  | -       | -       | 317,885     |
| Bond funds                      | 398,840  | -       | -       | 398,840     |
| ETFs                            | 987,599  | -       | -       | 987,599     |
| Total investments at fair value | \$ 3,862,560                                     | \$ -    | \$ -    | \$3,862,560 |

NOTE G – NET ASSETS

HNSM maintains its records on a net asset accounting basis in order to ensure observance of the limitations and restrictions placed on the use of its resources. This is the procedure by which net assets for various purposes are classified for accounting and reporting purposes into self-balancing funds according to their nature and purpose.

Net assets without donor restrictions are those funds available for the support of HNSM’s programs. Net assets with donor restrictions are those funds restricted by the grantor(s) to be expended only for specific purposes.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE G – NET ASSETS

Net Assets With Restrictions

|                                    | 2023       | 2022       |
|------------------------------------|------------|------------|
| Texas Department of Transportation | \$ 302,100 | \$ 302,100 |
| Other programs and exhibits        | 150,842    | 125,429    |
| Total with donor restrictions      | \$ 452,942 | \$ 427,529 |

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

Purpose restrictions accomplished by donor restrictions released:

|                             | 2023       | 2022      |
|-----------------------------|------------|-----------|
| Other programs and exhibits | \$ 147,305 | \$ 31,421 |
| Total restrictions released | \$ 147,305 | \$ 31,421 |

NOTE H – FUNDRAISING EXPENSE

The ratio of fundraising expense to amounts raised is as follows:

|                     | 2023       | 2022         |
|---------------------|------------|--------------|
| Gifts and grants    | \$ 250,240 | \$ 144,947   |
| Gifts in kind       | 26,653     | 403,124      |
| Fundraising events  | 97,607     | 112,137      |
| Memberships         | 281,907    | 297,099      |
| Trips and education | 325,846    | 278,564      |
| Total funds raised  | \$ 982,253 | \$ 1,235,871 |

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 September 30, 2023 and 2022

NOTE H – FUNDRAISING EXPENSE

|  | 2023       | 2022       |
|--|------------|------------|
| Fundraising expense                            | \$ 234,629 | \$ 364,845 |
| Ratio of fundraising expense to amounts raised | 24%        | 30%        |

NOTE I – GIFTS IN KIND

HNSM recorded \$26,653 and \$403,124, respectively of contributions in kind that were associated with advertising to various events and exhibits for the years ended September 30, 2023 and 2022, included in support in the statement of activities.

NOTE J – ARTIFACT COLLECTION

HNSM’s collection consists of diverse examples of natural history, anthropological, fine art, and taxidermy items. The majority of these items were donated by Bessie Heard from her personal collections. In conformity with the practice followed by many museums, art objects purchased and donated are not included in the statement of financial position. The values of the objects acquired by gift, for which HNSM can make a reasonable estimate, are reported as gifts in the statement of financial activity in the year received. The cost of all objects purchased, together with the value of objects acquired by gift as indicated previously are reported as a separate program expense.

NOTE K – DEFINED CONTRIBUTION PLAN

HNSM has a defined contribution plan pursuant to Section 403(b) of the Internal Revenue Code. Employees who work 1,000 hours or more annually have been eligible to participate in the plan. However, since June of 2011, contributions by HNSM have been suspended as a cost reduction to the Museum, and currently there is no plan to reinstate contributions. The balance in the forfeiture account is \$0, and there were no contributions to the plan for the years ended September 30, 2023 and 2022.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 September 30, 2023 and 2022

NOTE L – OPERATING LEASES

HNSM has an equipment lease agreement with an original term of forty-eight months. In July 2020, the lease with Pitney Bowes Financial Services was renewed through June 2024 for monthly rent payments of \$139, payable quarterly. Lease expense for the years ended September 30, 2023 and 2022, was approximately \$6,594 and \$6,689, respectively.

Future minimum rental payments are as follows:

| <u>Year Ended<br/>September 30,</u> | <u>Amount</u>    |
|-------------------------------------|------------------|
| 2024                                | \$ 6,067         |
| 2025                                | 4,920            |
| 2026                                | 4,920            |
| 2027                                | 3,690            |
| Thereafter                          | -                |
|                                     | <u>\$ 19,597</u> |

NOTE M – LAND

Historically, HNSM leased the Camp Smitty facilities from the Camp Fire USA Lone Star Council for \$1 a year under an arrangement that allowed five year lease options to be exercised through 2021. The final lease option ran through June 3, 2021. On July 31, 2013, Camp Fire USA Lone Star sold the land with the lease to Mr. and Mrs. Seal and Mr. and Mrs. Judy, who became the new property owners and from whom HNSM then continued to lease the land with the same lease terms. In 2015, HNSM finalized a transaction with the new property owners, whereby HNSM swapped land with an equivalent value for the land that had been leased by HNSM. In this swap HNSM relinquished the lease option and lease renewal option that would have allowed the organization to lease the land through 2021. HNSM also relinquished adjacent HNSM land to the leaseholders and in return received permanent ownership and deed to the land that the Camp Smitty building was built.

NOTE N – ADVERTISING COSTS

HNSM incurs non-direct advertising costs and has adopted a policy of expensing such costs as incurred. HNSM recorded \$34,567 and \$24,772, respectively, in advertising and promotional expense for the years ended September 30, 2023 and 2022, all of which was expensed as incurred, and approximately 20% and 22%, respectively of which were included in fundraising expense.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2023 and 2022

NOTE O – SUBSEQUENT EVENTS

HNSM has evaluated and disclosed subsequent events up to and including March 26, 2024, which is the date the financial statements were available for issuance.

Heard Natural Science Museum  
and Wildlife Sanctuary, Inc.

*Independent Accountant's Review Report  
and Financial Statements*

Years Ended September 30, 2022 and 2021



## INDEPENDENT ACCOUNTANT'S REVIEW REPORT

To the Board of Directors of  
The Heard Natural Science Museum and Wildlife Sanctuary, Inc.  
McKinney, Texas

We have reviewed the accompanying financial statements of The Heard Natural Science Museum and Wildlife Sanctuary, Inc. (a not-for-profit organization), which comprise the statements of financial position as of September 30, 2022 and 2021, and the related statements of financial activity, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of entity management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

### ***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.

### ***Accountant's Responsibility***

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of The Heard Natural Science Museum and Wildlife Sanctuary, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

The Heard Natural Science Museum and Wildlife Sanctuary, Inc.  
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***Accountant's Conclusion***

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

*Bland Marney, P.C.*

Richardson, Texas

February 15, 2023



HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF FINANCIAL POSITION  
September 30, 2022 and 2021

| ASSETS                               |                     |                     |
|--------------------------------------|---------------------|---------------------|
|                                      | 2022                | 2021                |
| <b>CURRENT ASSETS</b>                |                     |                     |
| Cash and cash equivalents            | \$ 353,174          | \$ 176,914          |
| Prepaid expenses                     | 40,449              | 15,618              |
| Inventory                            | 28,886              | 28,503              |
| Restricted cash and cash equivalents | 125,379             | 102,852             |
| Investments                          | 3,384,007           | 3,705,296           |
| <b>TOTAL CURRENT ASSETS</b>          | <b>3,931,895</b>    | <b>4,029,183</b>    |
| <b>PROPERTY AND EQUIPMENT</b>        |                     |                     |
| Land                                 | 1,800,197           | 1,773,694           |
| Buildings                            | 3,586,266           | 3,568,228           |
| Equipment and furniture              | 643,226             | 641,336             |
| Automotive equipment                 | 119,316             | 119,316             |
| Exhibits                             | 545,452             | 545,452             |
| Library                              | 11,814              | 11,814              |
| Construction in progress             | 103,315             | -                   |
|                                      | 6,809,586           | 6,659,840           |
| Less accumulated depreciation        | 5,201,627           | 5,016,184           |
|                                      | 1,607,959           | 1,643,656           |
| <b>TOTAL ASSETS</b>                  | <b>\$ 5,539,854</b> | <b>\$ 5,672,839</b> |

See independent accountant's review report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF FINANCIAL POSITION  
September 30, 2022 and 2021

LIABILITIES AND NET ASSETS

|   |                         |                         |
|---|-------------------------|-------------------------|
| Accounts payable                                  | \$ 16,175               | \$ 15,430               |
| Accrued liabilities                               | <u>82,242</u>           | <u>78,184</u>           |
| <br>TOTAL LIABILITIES                             | <br><u>98,417</u>       | <br><u>93,614</u>       |
| <br>COMMITMENTS AND CONTINGENCIES (Notes L and M) |                         |                         |
| <br>NET ASSETS                                    |                         |                         |
| Net assets without donor restrictions             | 5,013,908               | 5,174,273               |
| Net assets with donor restrictions                | <u>427,529</u>          | <u>404,952</u>          |
| <br>TOTAL NET ASSETS                              | <br><u>5,441,437</u>    | <br><u>5,579,225</u>    |
| <br>TOTAL LIABILITIES AND NET ASSETS              | <br><u>\$ 5,539,854</u> | <br><u>\$ 5,672,839</u> |

See independent accountant's review report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
STATEMENT OF FINANCIAL ACTIVITY  
For the Years Ended September 30, 2022 and 2021

|  | 2022                          |                            |                     | 2021                |
|--|-------------------------------|----------------------------|---------------------|---------------------|
|  | WITHOUT DONOR<br>RESTRICTIONS | WITH DONOR<br>RESTRICTIONS | TOTAL               | TOTAL               |
| <b>SUPPORT</b>   |                               |                            |                     |                     |
| Gifts and grants   | \$ 90,949                     | \$ 53,998                  | \$ 144,947          | \$ 181,890          |
| Gifts in-kind  | 403,124                       | -                          | 403,124             | 264,764             |
| Memberships  | 297,099                       | -                          | 297,099             | 251,205             |
| Sale of books and educational items, net of tax                                    | 189,277                       | -                          | 189,277             | 181,584             |
| Trips and education  | 278,564                       | -                          | 278,564             | 144,880             |
| Fundraising events   | 112,137                       | -                          | 112,137             | 52,767              |
| Admission fees   | 377,105                       | -                          | 377,105             | 467,135             |
| Rental income  | 59,750                        | -                          | 59,750              | 31,515              |
| PPP note payable forgiveness   | -                             | -                          | -                   | 120,700             |
| Other income   | 2,062                         | -                          | 2,062               | 2,013               |
| Total revenue and support before releases  | <u>1,810,067</u>              | <u>53,998</u>              | <u>1,864,065</u>    | <u>1,698,453</u>    |
| Net assets released from restrictions through satisfaction of program requirements | <u>31,421</u>                 | <u>(31,421)</u>            | <u>-</u>            | <u>-</u>            |
| Total revenue and support  | <u>1,841,488</u>              | <u>22,577</u>              | <u>1,864,065</u>    | <u>1,698,453</u>    |
| <b>EXPENSES</b>  |                               |                            |                     |                     |
| Program services   | 1,138,445                     | -                          | 1,138,445           | 1,115,780           |
| Management and general   | 220,943                       | -                          | 220,943             | 258,820             |
| Fundraising  | 364,845                       | -                          | 364,845             | 282,909             |
| Total expenses   | <u>1,724,233</u>              | <u>-</u>                   | <u>1,724,233</u>    | <u>1,657,509</u>    |
| Change in net assets from operating activities                                     | 117,255                       | 22,577                     | 139,832             | 40,944              |
| <b>NONOPERATING ACTIVITIES</b>   |                               |                            |                     |                     |
| Investment return, net   | <u>(277,620)</u>              | <u>-</u>                   | <u>(277,620)</u>    | <u>281,265</u>      |
| CHANGE IN NET ASSETS   | (160,365)                     | 22,577                     | (137,788)           | 322,209             |
| NET ASSETS AT BEGINNING OF YEAR  | <u>5,174,273</u>              | <u>404,952</u>             | <u>5,579,225</u>    | <u>5,257,016</u>    |
| NET ASSETS AT END OF YEAR  | <u>\$ 5,013,908</u>           | <u>\$ 427,529</u>          | <u>\$ 5,441,437</u> | <u>\$ 5,579,225</u> |

See independent accountant's review report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 STATEMENT OF FUNCTIONAL EXPENSES  
 For the Year Ended September 30, 2022

|                                       | PROGRAM<br>SERVICES | MANAGEMENT<br>AND GENERAL | FUNDRAISING       | TOTAL               |
|---------------------------------------|---------------------|---------------------------|-------------------|---------------------|
| Cost of goods sold                    | \$ 90,080           | \$ -                      | \$ 26,724         | \$ 116,804          |
| Special programs, events and exhibits | 131,365             | 2,363                     | 14,373            | 148,101             |
| Salaries, benefits and taxes          | 385,581             | 108,423                   | 59,632            | 553,636             |
| Professional fees                     | -                   | 42,240                    | -                 | 42,240              |
| Supplies                              | 11,145              | 2,561                     | 1,409             | 15,115              |
| Occupancy                             | 105,195             | 30,491                    | 16,770            | 152,456             |
| Equipment maintenance and rental      | 4,615               | 1,338                     | 736               | 6,689               |
| Travel                                | 553                 | 143                       | 79                | 775                 |
| Conferences and meetings              | 1,111               | 322                       | 177               | 1,610               |
| Advertising and promotions            | 18,684              | 713                       | 5,375             | 24,772              |
| Insurance                             | 14,616              | 5,140                     | 1,979             | 21,735              |
| Gifts in kind expense                 | 201,562             | -                         | 201,562           | 403,124             |
| Credit card processing fees           | 21,006              | -                         | 21,006            | 42,012              |
| Miscellaneous                         | 6,784               | 1,857                     | 1,080             | 9,721               |
| Total expenses before depreciation    | <u>992,297</u>      | <u>195,591</u>            | <u>350,902</u>    | <u>1,538,790</u>    |
| Depreciation                          | <u>146,148</u>      | <u>25,352</u>             | <u>13,943</u>     | <u>185,443</u>      |
| TOTAL EXPENSES                        | <u>\$ 1,138,445</u> | <u>\$ 220,943</u>         | <u>\$ 364,845</u> | <u>\$ 1,724,233</u> |

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
For the Year Ended September 30, 2021

|                                       | PROGRAM<br>SERVICES | MANAGEMENT<br>AND GENERAL | FUNDRAISING       | TOTAL               |
|---------------------------------------|---------------------|---------------------------|-------------------|---------------------|
| Cost of goods sold                    | \$ 81,279           | \$ -                      | \$ 12,708         | \$ 93,987           |
| Special programs, events and exhibits | 116,890             | 803                       | 4,351             | 122,044             |
| Salaries, benefits and taxes          | 491,257             | 158,842                   | 79,421            | 729,520             |
| Professional fees                     | 2,357               | 26,240                    | 387               | 28,984              |
| Supplies                              | 6,227               | 1,983                     | 992               | 9,202               |
| Occupancy                             | 96,669              | 31,742                    | 15,871            | 144,282             |
| Equipment maintenance and rental      | 5,121               | 1,681                     | 841               | 7,643               |
| Travel                                | 386                 | 127                       | 63                | 576                 |
| Conferences and meetings              | 473                 | 155                       | 78                | 706                 |
| Advertising and promotions            | 12,679              | 811                       | 1,465             | 14,955              |
| Insurance                             | 15,369              | 5,694                     | 2,096             | 23,159              |
| Gifts in kind expense                 | 132,382             | -                         | 132,382           | 264,764             |
| Credit card processing fees           | 16,882              | -                         | 16,882            | 33,764              |
| Miscellaneous                         | 8,744               | 2,870                     | 1,436             | 13,050              |
| Total expenses before depreciation    | <u>986,715</u>      | <u>230,948</u>            | <u>268,973</u>    | <u>1,486,636</u>    |
| Depreciation                          | <u>129,065</u>      | <u>27,872</u>             | <u>13,936</u>     | <u>170,873</u>      |
| TOTAL EXPENSES                        | <u>\$ 1,115,780</u> | <u>\$ 258,820</u>         | <u>\$ 282,909</u> | <u>\$ 1,657,509</u> |

HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF CASH FLOWS  
For the Years Ended September 30, 2022 and 2021

|   | <u>2022</u>       | <u>2021</u>       |
|---|-------------------|-------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>   |                   |                   |
| Change in net assets  | \$ (137,788)      | \$ 322,209        |
| Adjustments to reconcile change in net assets<br>to net cash provided by operating activities |                   |                   |
| Depreciation  | 185,443           | 170,873           |
| Forgiveness of the Paycheck Protection Plan<br>note payable                                   | -                 | (120,700)         |
| Unrealized (gain) loss on investments   | 321,736           | (242,584)         |
| (Increase) decrease in inventory  | (383)             | (8,983)           |
| (Increase) decrease in prepaid expenses   | (24,831)          | 5,553             |
| Increase (decrease) in accounts payable   | 745               | (7,019)           |
| Increase (decrease) in accrued liabilities  | 4,058             | 7,902             |
| Net cash provided by operating activities   | <u>348,980</u>    | <u>127,251</u>    |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>   |                   |                   |
| Purchase of investments   | (447)             | (35,881)          |
| Purchase of property and equipment  | <u>(149,746)</u>  | <u>(279,651)</u>  |
| Net cash used by investing activities   | <u>(150,193)</u>  | <u>(315,532)</u>  |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>   | <u>-</u>          | <u>-</u>          |
| Net cash provided by financing activities   | <u>-</u>          | <u>-</u>          |
| <b>NET CHANGE IN CASH, CASH<br/>EQUIVALENTS AND RESTRICTED CASH</b>                           | 198,787           | (188,281)         |
| <b>CASH, CASH EQUIVALENTS AND RESTRICTED<br/>CASH AT BEGINNING OF YEAR</b>                    | <u>279,766</u>    | <u>468,047</u>    |
| <b>CASH, CASH EQUIVALENTS AND RESTRICTED<br/>CASH AT END OF YEAR</b>                          | <u>\$ 478,553</u> | <u>\$ 279,766</u> |

See independent accountant's review report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY, INC.  
STATEMENTS OF CASH FLOWS  
For the Years Ended September 30, 2022 and 2021

|   | 2022 | 2021         |
|---|------|--------------|
| <b>SUPPLEMENTAL SCHEDULE OF NONCASH<br/>INVESTMENT AND FINANCIAL ACTIVITIES</b> |      |              |
| Forgiveness of PPP note payable   | \$ - | \$ (120,700) |
| Satisfaction of PPP note payable  | -    | 120,700      |
| Net cash outlay   | \$ - | \$ -         |

See independent accountant's review report and accompanying notes to financial statements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE A – DESCRIPTION OF THE ORGANIZATION

Heard National Science Museum and Wildlife Sanctuary, Inc. (HNSM or Organization) was founded in 1967, by Miss Bessie Heard and was incorporated in 1969, as a non-stock corporation operating as an exempt non-profit organization. The purpose of the Heard Natural Science Museum and Wildlife Sanctuary, Inc. is to provide educational programs emphasizing appreciation of nature and its conservation, to preserve a portion of North Texas land and to preserve, through museum collections, examples of natural history, nature-related art works and memorabilia of the founder. HNSM's objective is not to achieve a profit, but to provide educational programs emphasizing appreciation of nature and its conservation.

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The summary of significant accounting policies of HNSM is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of HNSM's management, who is responsible for their integrity and objectivity.

**Basis of accounting**

HNSM prepares its financial statements using the accrual basis of accounting principles generally accepted in the United States of America (US GAAP), which reflects all significant receivables, payables and other liabilities. These accounting policies have been consistently applied in the preparation of the financial statements.

**Basis of presentation**

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Net assets without donor restrictions – Net assets available for general use and not subject to donor-imposed restrictions. Net assets without donor restrictions also include the investment in equipment and buildings, net of accumulated depreciation. HNSM's Board of Directors may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions – Net assets of HNSM that are restricted by specific donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature that may or will be met, either by actions of HNSM and/or the passage of time. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.



HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

**NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Revenues are reported as increases in net assets without donor restrictions unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Realized and unrealized gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions unless their use is restricted by explicit donor stipulation or by law.

Expirations of donor-imposed restrictions on net assets are reported as reclassifications between the applicable classes of net assets.

**Measure of operations**

The statement of activities reports all changes in net assets, including changes in net assets from operation and non-operating activities. Operating activities consist of those items attributable to HNSM's ongoing activities. Non-operating activities are limited to financial costs and other activities considered to be of a more unusual or nonrecurring nature.

**Use of estimates**

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Management also estimates and discloses the amount of contingent assets and liabilities that it considers to be materially significant. Significant estimates include the calculation of depreciation expense. Actual results could differ from those estimates.

**Financial instruments**

The amounts reflected in the statement of financial position for cash, accounts payable, accrued expenses, and the note payable approximate fair value.

**Cash and cash equivalents**

HNSM's cash and cash equivalents consists of cash on deposit with banks and all unrestricted highly liquid investments with an initial maturity of three months or less from the date of purchase, except for those amounts that are held in the investment portfolio which are invested for long-term purposes. HNSM uses the indirect method to present cash flows from operating activities.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Concentrations of credit risk**

HNSM derives its revenue from contributions, programs and admission fees. Continued funding from these sources at current levels is dependent upon various factors. Such factors include economic conditions, donor satisfaction and public perception of mission effectiveness and relative importance. HNSM operates entirely within the McKinney, Texas area.

HNSM maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. At September 30, 2022, HNSM exceeded these limits by \$234,250. HNSM has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

**Inventory**

Inventory of products held for sale are valued at the lower of cost or net realizable value, with cost determined on a first-in, first-out basis. Inventory consisted of merchandise at the Heard Museum Store in the amount of \$28,886 and \$28,503 at September 30, 2022 and 2021, respectively.

**Property and equipment**

All acquisitions of equipment and all expenditures for repairs, maintenance, renewals and betterments that materially prolong the useful lives of assets are capitalized. Property and equipment is carried at cost or, if donated, at the approximate fair value at the date of donation. Such donations are reported as support without restrictions unless the donor has restricted the donated asset to a specific purpose.

Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, HNSM reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. HNSM capitalizes property and equipment additions that are equal to or greater than \$1,000.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Equipment is depreciated using the straight-line method over the estimated useful lives of the individual assets. Estimated useful lives are as follows:

|                            | <u>Estimated<br/>Useful Life</u> |
|----------------------------|----------------------------------|
| Land                       | N/A                              |
| Land improvements          | 10 to 20 years                   |
| Buildings                  | 10 to 33 years                   |
| Furniture and equipment    | 7 to 10 years                    |
| Vehicles                   | 6 years                          |
| Exhibits and display cases | 10 years                         |

Depreciation expense amounted to \$185,443 and \$170,873 for the years ended September 30, 2022 and 2021, respectively.

**Investments**

Equity and fixed income securities and other short-term investments (including cash and cash equivalents) are carried at market value.

The net realized and unrealized gains (losses) in market value of investments are reflected in the accompanying statement of activities.

All investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair value. Fair values are based on quoted market prices. If a quoted market price is not available, fair value is estimated using quoted market prices for similar investment securities.

Net appreciation (depreciation) in the fair value of investments which consists of the realized gains or losses and the unrealized appreciation (depreciation) on those investments, is presented in the statements of activities in accordance with donor restrictions as investment return. Investment return is presented net of investment fees. The actual cost versus the proceeds at time of sale is primarily used to determine the basis for computing realized gains or losses.

Investment securities are exposed to various risks, such as interest rate, market and credit risk. Due to the level of risk associated with certain investment securities, changes may occur in the values of the investments which could materially affect the amounts reported in the statement of financial position.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Fair value measurements**

Fair value is defined as the price that would be received to sell an asset in the principal or most advantageous market for the asset in an orderly transaction between market participants on the measurement date. Fair value should be based on the assumptions market participants would use when pricing an asset. US GAAP establishes a fair value hierarchy that prioritizes investments based on those assumptions. The fair value hierarchy gives the highest priority to quoted prices in active markets (observable inputs) and the lowest priority to an entity's assumptions (unobservable inputs). HNMS groups assets at fair value in three levels, based on the markets in which the assets are traded and the reliability of the assumptions used to determine fair value. These levels are:

*Level 1* – Unadjusted quoted prices for identical assets or liabilities in active markets as of the measurement date.

*Level 2* – Other observable inputs, either directly or indirectly, including:

- Quoted prices for similar assets in active markets;
- Quoted prices for identical or similar assets in non-active markets;
- Inputs other than quoted prices that are observable for the asset; and,
- Inputs that are derived principally from or corroborated by other observable market data.

*Level 3* – Unobservable inputs that cannot be corroborated by observable market data.

Mutual funds, exchange traded funds and fixed income securities are valued at the closing quoted price in an active market. Cash and cash equivalents held within the investment portfolio are carried at cost. The note payable is valued based on quoted market prices for similar issues. HNMS has adopted the provisions of authoritative guidance which defines fair value as the price that would be received to sell an asset or paid to transfer a liability (i.e., the exit price) in an orderly transaction between market participants at the measurement date. The authoritative guidance also establishes a framework for the measurement of fair value and enhances disclosures about fair value measurements.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Contributions**

Contributions received are recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Contributions that are restricted by the donor are reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the contributions is recognized. All other donor restricted contributions are reported as increases in net assets with donor restrictions depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Contributions of property and equipment are recorded at their estimated fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise the contributions are reported as net assets without donor restrictions.

Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend are substantially met. Conditional gifts are received prior to the satisfaction of conditions are recorded as refundable advances.

HNSM derived approximately 22% and 27% of its revenue from contributions and special events for the years ended September 30, 2022 and 2021, respectively.

**Donated services**

No amounts have been reflected in the financial statements for donated services. HNSM pays for most services requiring specific expertise. However, many individuals volunteer their time to perform a variety of tasks that assist HNSM with its operations.

**Functional expense allocation**

Directly identifiable expenses are charged to program and support services. Expenses related to more than one function are charged to program and supporting services on the basis of periodic time and expense studies. Allocated expenses includes occupancy expense, insurance expense, salaries, benefits and taxes expense, professional fees, supplies expense, equipment maintenance expense, travel expense, conference and meeting expense, advertising and promotions expense and other related expenses.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

HNSM operates various programs which include a wildlife sanctuary restoration and trail system, education and outreach programs, trips, public information, exhibits and collections, and a retail museum store.

The costs of providing programs and other activities have been summarized on a functional basis in the statement of functional expenses.

**Accounting for taxes collected from customers**

HNSM collects sales taxes from customers in the normal course of business on sales of taxable items from the gift shop. Gross revenues on these sales are shown net of the related taxes collected.

**Tax-exempt status**

HNSM is a not-for-profit organization exempt from federal income taxes under Internal Revenue Code Section 501(c)(3). Accordingly, no provision for federal income tax has been made. HNSM files the required annual federal informational return for tax-exempt organizations. HNSM has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated income; to determine its filing and tax obligations; and to identify and evaluate other matters that may be considered tax positions.

HNSM is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. HNSM's open tax periods are from September 30, 2019, to September 30, 2022.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 September 30, 2022 and 2021

NOTE B – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

In February 2016, FASB issued Accounting Standard Update No. 2016-02, Leases. The new standard establishes a right-of-use (ROU) model that requires a lessee to record a ROU asset and a lease liability on the statement of financial position for all leases with terms longer than twelve months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the statement of activities. This update is effective for fiscal year-end financial statements beginning after December 15, 2021. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. HNSM is currently evaluating the impact of its adoption of ASU 2016-02 on its financial statements.

NOTE C – LIQUIDITY AND AVAILABILITY OF RESOURCES

The following table reflects the HNSM’s financial assets as of September 30, 2022 and 2021, respectively, reduced by amounts not available for general expenditure within one year. Financial assets are considered unavailable when illiquid or not convertible to cash within one year, or because the Board of Directors has set aside the funds for specific reserves as board designated endowments.

HNSM financial assets available within one year of the statement of financial position date for general expenditures are as follows:

|  | <u>2022</u>         | <u>2021</u>         |
|--|---------------------|---------------------|
| Financial assets at year end:  |                     |                     |
| Cash and cash equivalents  | \$ 478,553          | \$ 279,766          |
| Investments  | 3,384,007           | 3,705,296           |
| Less amounts not available to be used within one year due to:                          |                     |                     |
| Subject to donor restriction – nature of expenditure                                   | (125,379)           | (102,852)           |
| Board designations:  |                     |                     |
| Amounts set aside for exhibits   | <u>(60,609)</u>     | <u>(62,075)</u>     |
| Financial assets available to meet cash needs for general expenditures within one year | <u>\$ 3,676,572</u> | <u>\$ 3,820,135</u> |

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE C – LIQUIDITY AND AVAILABILITY OF RESOURCES

HNSM’s financial assets have been reduced by amounts not available for general use. As part of the HNSM’s liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. Although HNSM does not intend to spend from its board designated fund other than amounts appropriated for annual exhibits, amounts from this fund could be made available if necessary.

NOTE D – CASH AND CASH EQUIVALENTS

Cash consists of the following at September 30:

|   | 2022       | 2021       |
|---|------------|------------|
| Cash – without donor restriction        | \$ 292,565 | \$ 114,839 |
| Board designated endowments             | 60,609     | 62,075     |
| Total cash – without donor restrictions | 353,174    | 176,914    |
| Cash – with donor restrictions          | 125,379    | 102,852    |
| Total cash and cash equivalents         | \$ 478,553 | \$ 279,766 |

NOTE E – INVESTMENTS

Investments consist of equities, fixed income funds and publicly traded mutual funds with readily determinable fair market values and are reported at gross fair values.

The Charles Schwab account balances at September 30, 2022 and 2021, are \$1,674,370 and \$1,851,309, respectively, consisting of funds without restrictions of \$1,327,696, funds restricted by the Texas Department of Transportation (TXDOT) of \$302,100 and total unrealized gains of \$44,574 at September 31, 2022 and funds without restrictions of \$1,349,850, funds restricted by the TXDOT of \$302,100 and total unrealized gains of \$199,359 at September 30, 2021. The LPL Financial account balances at September 30, 2022 and 2021 are \$1,709,637 and \$1,853,987, respectively, consisting of funds without restrictions of \$1,671,919 and total unrealized gains of \$37,718 at September 30, 2022 and funds without restrictions of \$1,649,318 and total unrealized gains of \$204,669 at September 30, 2021.



HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE E – INVESTMENTS

The investment accounts as of September 30, 2022, were as follows:

|                           | <u>Schwab</u>       | <u>LPL</u>          |
|---------------------------|---------------------|---------------------|
| Cash and cash equivalents | \$ 492,911          | \$ 86,278           |
| Equities                  | 486,126             | 614,368             |
| Fixed Income              | -                   | 317,885             |
| Bond Funds                | 398,840             | -                   |
| ETFs                      | <u>296,493</u>      | <u>691,106</u>      |
| Totals                    | <u>\$ 1,674,370</u> | <u>\$ 1,709,637</u> |

The investment accounts as of September 30, 2021, were as follows:

|                           | <u>Schwab</u>       | <u>LPL</u>          |
|---------------------------|---------------------|---------------------|
| Cash and cash equivalents | \$ 529,129          | \$ 92,928           |
| Equities                  | 579,392             | 677,551             |
| Fixed Income              | -                   | 355,193             |
| Bond Funds                | 463,471             | -                   |
| ETFs                      | <u>279,317</u>      | <u>728,315</u>      |
| Totals                    | <u>\$ 1,851,309</u> | <u>\$ 1,853,987</u> |

NOTE F – FAIR VALUE MEASUREMENTS

The following table sets forth by level, within the fair value hierarchy, HSNM's assets and liabilities at fair value as of September 30, 2022:

|                                 | Assets at Fair Value<br>as of September 30, 2022 |                |                | Total              |
|---------------------------------|--|----------------|----------------|--------------------|
|                                 | <u>Level 1</u>                                   | <u>Level 2</u> | <u>Level 3</u> |                    |
| Financial assets                |  |                |                |                    |
| Cash and equivalents            | \$ 579,189                                       | \$ -           | \$ -           | \$ 579,189         |
| Equities                        | 1,100,494  | -              | -              | 1,100,494          |
| Fixed income funds              | 317,885  | -              | -              | 317,885            |
| Bond funds                      | 398,840  | -              | -              | 398,840            |
| ETFs                            | 987,599  | -              | -              | 987,599            |
| Total investments at fair value | <u>\$ 3,384,007</u>                              | <u>\$ -</u>    | <u>\$ -</u>    | <u>\$3,384,007</u> |

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE F – FAIR VALUE MEASUREMENTS

The following table sets forth by level, within the fair value hierarchy, HSNM’s assets and liabilities at fair value as of September 30, 2021:

|                                 | Assets at Fair Value<br>as of September 30, 2021 |         |         | Total       |
|---------------------------------|--|---------|---------|-------------|
|                                 | Level 1  | Level 2 | Level 3 |             |
| Financial assets                |  |         |         |             |
| Cash and equivalents            | \$ 622,057                                       | \$ -    | \$ -    | \$ 622,057  |
| Equities                        | 1,256,943  | -       | -       | 1,256,943   |
| Fixed income funds              | 355,193  | -       | -       | 355,193     |
| Bond funds                      | 463,471  | -       | -       | 463,471     |
| ETFs                            | 1,007,632  | -       | -       | 1,007,632   |
| Total investments at fair value | \$ 3,705,296                                     | \$ -    | \$ -    | \$3,705,296 |

NOTE G – NET ASSETS

HNSM maintains its records on a net asset accounting basis in order to ensure observance of the limitations and restrictions placed on the use of its resources. This is the procedure by which net assets for various purposes are classified for accounting and reporting purposes into self-balancing funds according to their nature and purpose.

Net assets without donor restrictions are those funds available for the support of HNSM’s programs. Net assets with donor restrictions are those funds restricted by the grantor(s) to be expended only for specific purposes.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 September 30, 2022 and 2021

NOTE G – NET ASSETS

Net Assets With Restrictions

|                                    | 2022       | 2021       |
|------------------------------------|------------|------------|
| Texas Department of Transportation | \$ 302,100 | \$ 302,100 |
| Other programs and exhibits        | 125,429    | 102,852    |
| Total with donor restrictions      | \$ 427,529 | \$ 404,952 |

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

Purpose restrictions accomplished by donor restrictions released:

|                             | 2022      | 2021       |
|-----------------------------|-----------|------------|
| Other programs and exhibits | \$ 31,421 | \$ 177,452 |
| Total restrictions released | \$ 31,421 | \$ 177,452 |

NOTE H – FUNDRAISING EXPENSE

The ratio of fundraising expense to amounts raised is as follows:

|                     | 2022         | 2021       |
|---------------------|--------------|------------|
| Gifts and grants    | \$ 144,947   | \$ 181,890 |
| Gifts in kind       | 403,124      | 264,764    |
| Fundraising events  | 112,137      | 52,767     |
| Memberships         | 297,099      | 251,205    |
| Trips and education | 278,564      | 144,880    |
| Total funds raised  | \$ 1,235,871 | \$ 895,506 |

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE H – FUNDRAISING EXPENSE

|  | 2022       | 2021       |
|--|------------|------------|
| Fundraising expense                            | \$ 364,845 | \$ 282,909 |
| Ratio of fundraising expense to amounts raised | 30%        | 32%        |

NOTE I – GIFTS IN KIND

HNSM recorded \$403,124 and \$264,764, respectively of contributions in kind that were associated with advertising to various events and exhibits for the years ended September 30, 2022 and 2021, included in support in the statement of activities.

NOTE J – ARTIFACT COLLECTION

HNSM’s collection consists of diverse examples of natural history, anthropological, fine art, and taxidermy items. The majority of these items were donated by Bessie Heard from her personal collections. In conformity with the practice followed by many museums, art objects purchased and donated are not included in the statement of financial position. The values of the objects acquired by gift, for which HNSM can make a reasonable estimate, are reported as gifts in the statement of financial activity in the year received. The cost of all objects purchased, together with the value of objects acquired by gift as indicated previously are reported as a separate program expense.

NOTE K – DEFINED CONTRIBUTION PLAN

HNSM has a defined contribution plan pursuant to Section 403(b) of the Internal Revenue Code. Employees who work 1,000 hours or more annually have been eligible to participate in the plan. However, since June of 2011, contributions by HNSM have been suspended as a cost reduction to the Museum, and currently there is no plan to reinstate contributions. The balance in the forfeiture account is \$0, and there were no contributions to the plan for the years ended September 30, 2022 and 2021.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
 NOTES TO FINANCIAL STATEMENTS  
 September 30, 2022 and 2021

NOTE L – OPERATING LEASES

HNSM has an equipment lease agreement with an original term of forty-eight months. In July 2020, the lease with Pitney Bowes Financial Services was renewed through June 2024 for monthly rent payments of \$139, payable quarterly. Lease expense for the years ended September 30, 2022 and 2021, was approximately \$6,689 and \$7,643, respectively.

Future minimum rental payments are as follows:

| <u>Year Ended<br/>September 30,</u> | <u>Amount</u>   |
|-------------------------------------|-----------------|
| 2023                                | \$ 1,530        |
| 2024                                | 1,147           |
| Thereafter                          | <u>-</u>        |
|                                     | <u>\$ 2,677</u> |

NOTE M – LAND

Historically, HNSM leased the Camp Smitty facilities from the Camp Fire USA Lone Star Council for \$1 a year under an arrangement that allowed five year lease options to be exercised through 2021. The final lease option ran through June 3, 2021. On July 31, 2013, Camp Fire USA Lone Star sold the land with the lease to Mr. and Mrs. Seal and Mr. and Mrs. Judy, who became the new property owners and from whom HNSM then continued to lease the land with the same lease terms. In 2015, HNSM finalized a transaction with the new property owners, whereby HNSM swapped land with an equivalent value for the land that had been leased by HNSM. In this swap HNSM relinquished the lease option and lease renewal option that would have allowed the organization to lease the land through 2021. HNSM also relinquished adjacent HNSM land to the leaseholders and in return received permanent ownership and deed to the land that the Camp Smitty building was built.

NOTE N – ADVERTISING COSTS

HNSM incurs non-direct advertising costs and has adopted a policy of expensing such costs as incurred. HNSM recorded \$24,772 and \$14,955, respectively, in advertising and promotional expense for the years ended September 30, 2022 and 2021, all of which was expensed as incurred, and approximately 22% and 10%, respectively of which were included in fundraising expense.

HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.  
NOTES TO FINANCIAL STATEMENTS  
September 30, 2022 and 2021

NOTE O – SUBSEQUENT EVENTS

HNSM has evaluated and disclosed subsequent events up to and including February 15, 2023, which is the date the financial statements were available for issuance.

Caution: Forms printed from within Adobe Acrobat products may not meet IRS or state taxing agency specifications. When using Acrobat, select the "Actual Size" in the Adobe "Print" dialog.

CLIENT'S COPY



**BLAND GARVEY**  
ACCOUNTANTS & CONSULTANTS

July 24, 2023

HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.  
ONE NATURE PLACE  
MCKINNEY, TX 75069-8840

Enclosed is the organization's 2021 Exempt Organization return.

Specific filing instructions are as follows.

**FORM 990 RETURN:**

This return has qualified for electronic filing. After you have reviewed the return for completeness and accuracy, please sign, date and return Form 8879-TE to our office. We will transmit the return electronically to the IRS and no further action is required. Return Form 8879-TE to us by August 15, 2023.

We prepared return from information you furnished us without verification. Upon examination of the return by tax authorities, requests may be made for underlying data. We therefore recommend that you preserve all records which you may be called upon to produce in connection with such possible examinations.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

A copy of the return is enclosed for your files. We suggest that you retain this copy indefinitely.

Laura Zerger



Form **8879-TE**

# IRS e-file Signature Authorization for a Tax Exempt Entity

OMB No. 1545-0047

For calendar year 2021, or fiscal year beginning OCT 1, 2021, and ending SEP 30, 2022

# 2021

Department of the Treasury  
Internal Revenue Service

▶ **Do not send to the IRS. Keep for your records.**  
▶ **Go to [www.irs.gov/Form8879TE](http://www.irs.gov/Form8879TE) for the latest information.**

Name of filer **HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

EIN or SSN  
**75-1317961**

Name and title of officer or person subject to tax **JOHN DEXTER  
EXEC DIRECTOR**

## Part I Type of Return and Return Information

Check the box for the return for which you are using this Form 8879-TE and enter the applicable amount, if any, from the return. Form 8038-CP and Form 5330 filers may enter dollars and cents. For all other forms, enter whole dollars only. If you check the box on line 1a, 2a, 3a, 4a, 5a, 6a, 7a, 8a, 9a, or 10a below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, 5b, 6b, 7b, 8b, 9b, or 10b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not complete more than one line in Part I.**

|     |                          |                                     |  |     |                   |
|-----|--------------------------|-------------------------------------|--|-----|-------------------|
| 1a  | Form 990 check here      | <input checked="" type="checkbox"/> | b Total revenue, if any (Form 990, Part VIII, column (A), line 12)     | 1b  | <b>1,786,438.</b> |
| 2a  | Form 990-EZ check here   | <input type="checkbox"/>            | b Total revenue, if any (Form 990-EZ, line 9)                          | 2b  |                   |
| 3a  | Form 1120-POL check here | <input type="checkbox"/>            | b Total tax (Form 1120-POL, line 22)                                   | 3b  |                   |
| 4a  | Form 990-PF check here   | <input type="checkbox"/>            | b Tax based on investment income (Form 990-PF, Part V, line 5)         | 4b  |                   |
| 5a  | Form 8868 check here     | <input type="checkbox"/>            | b Balance due (Form 8868, line 3c)                                     | 5b  |                   |
| 6a  | Form 990-T check here    | <input type="checkbox"/>            | b Total tax (Form 990-T, Part III, line 4)                             | 6b  |                   |
| 7a  | Form 4720 check here     | <input type="checkbox"/>            | b Total tax (Form 4720, Part III, line 1)                              | 7b  |                   |
| 8a  | Form 5227 check here     | <input type="checkbox"/>            | b FMV of assets at end of tax year (Form 5227, Item D)                 | 8b  |                   |
| 9a  | Form 5330 check here     | <input type="checkbox"/>            | b Tax due (Form 5330, Part II, line 19)                                | 9b  |                   |
| 10a | Form 8038-CP check here  | <input type="checkbox"/>            | b Amount of credit payment requested (Form 8038-CP, Part III, line 22) | 10b |                   |

## Part II Declaration and Signature Authorization of Officer or Person Subject to Tax

Under penalties of perjury, I declare that  I am an officer of the above entity or  I am a person subject to tax with respect to (name of entity) \_\_\_\_\_, (EIN) \_\_\_\_\_ and that I have examined a copy of the 2021 electronic return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the return to the IRS and to receive from the IRS (a) an acknowledgment of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the electronic return and, if applicable, the consent to electronic funds withdrawal.

**PIN: check one box only**

I authorize **BLAND GARVEY, PC** to enter my PIN **75080**  
ERO firm name Enter five numbers, but do not enter all zeros

as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

As an officer or person subject to tax with respect to the entity, I will enter my PIN as my signature on the tax year 2021 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Signature of officer or person subject to tax ▶ \_\_\_\_\_

Date ▶ \_\_\_\_\_

## Part III Certification and Authentication

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

**75927575080**

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2021 electronically filed return indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature ▶ **BLAND GARVEY, PC**

Date ▶ **07/24/23**

**ERO Must Retain This Form - See Instructions  
Do Not Submit This Form to the IRS Unless Requested To Do So**

LHA For Privacy act and Paperwork Reduction Act Notice, see instructions.

Form **8879-TE** (2021)

EXTENDED TO AUGUST 15, 2023

**Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2021**

Open to Public Inspection

Form **990**

Department of the Treasury  
Internal Revenue Service

**A For the 2021 calendar year, or tax year beginning OCT 1, 2021 and ending SEP 30, 2022**

|  |  |  |   |
|--|--|--|---|
| <b>B</b> Check if applicable:<br><input type="checkbox"/> Address change<br><input type="checkbox"/> Name change<br><input type="checkbox"/> Initial return<br><input type="checkbox"/> Final return/terminated<br><input type="checkbox"/> Amended return<br><input type="checkbox"/> Application pending | <b>C Name of organization</b><br>HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.   |  | <b>D Employer identification number</b><br>75-1317961   |
|  | Doing business as<br>ONE NATURE PLACE  |  | <b>E Telephone number</b><br>972-562-5566   |
|  | Number and street (or P.O. box if mail is not delivered to street address) Room/suite<br>MCKINNEY, TX 75069-8840   |  | <b>G Gross receipts \$</b> 1,924,608.   |
|  | City or town, state or province, country, and ZIP or foreign postal code<br><b>F Name and address of principal officer: JOHN DEXTER</b><br>SAME AS C ABOVE |  | <b>H(a) Is this a group return for subordinates?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No<br><b>H(b) Are all subordinates included?</b> <input type="checkbox"/> Yes <input type="checkbox"/> No<br>If "No," attach a list. See instructions<br><b>H(c) Group exemption number</b> |
| <b>I Tax-exempt status:</b> <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527   |  |  |   |
| <b>J Website:</b> WWW.HEARDMUSEUM.ORG  |  |  |   |
| <b>K Form of organization:</b> <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other  |  |  | <b>L Year of formation:</b> 1969  |
| <b>M State of legal domicile:</b> TX   |  |  |   |

| Part I Summary   |  | Prior Year                              | Current Year              |
|--|--|---|---------------------------|
| Activities & Governance  | 1 Briefly describe the organization's mission or most significant activities: PROVIDE EDUCATIONAL PROGRAMS EMPHASIZING APPRECIATION OF NATURE AND ITS CONSERVATION, PRESERVING |   |                           |
|  | 2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.                                      |   |                           |
|  | 3 Number of voting members of the governing body (Part VI, line 1a)  | 3                                       | 12                        |
|  | 4 Number of independent voting members of the governing body (Part VI, line 1b)  | 4                                       | 12                        |
|  | 5 Total number of individuals employed in calendar year 2021 (Part V, line 2a)   | 5                                       | 59                        |
|  | 6 Total number of volunteers (estimate if necessary)   | 6                                       | 125                       |
|  | 7 a Total unrelated business revenue from Part VIII, column (C), line 12   | 7a                                      | 0.                        |
| b Net unrelated business taxable income from Form 990-T, Part I, line 11     | 7b   | 0.                                      |                           |
| Revenue  | 8 Contributions and grants (Part VIII, line 1h)  | 818,557.                                | 843,969.                  |
|  | 9 Program service revenue (Part VIII, line 2g)   | 612,015.                                | 656,077.                  |
|  | 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)   | 52,106.                                 | 56,765.                   |
|  | 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)  | 168,322.                                | 229,627.                  |
|  | 12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)  | 1,651,000.                              | 1,786,438.                |
| Expenses   | 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)  | 0.                                      | 0.                        |
|  | 14 Benefits paid to or for members (Part IX, column (A), line 4)   | 0.                                      | 0.                        |
|  | 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)   | 724,818.                                | 545,309.                  |
|  | 16 a Professional fundraising fees (Part IX, column (A), line 11e)   | 0.                                      | 0.                        |
|  | b Total fundraising expenses (Part IX, column (D), line 25)  | 325,062.                                |                           |
|  | 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)  | 846,557.                                | 1,057,181.                |
| 18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) | 1,571,375.   | 1,602,490.                              |                           |
| 19 Revenue less expenses. Subtract line 18 from line 12                      | 79,625.  | 183,948.                                |                           |
| Net Assets or Fund Balances  | 20 Total assets (Part X, line 16)  | Beginning of Current Year<br>5,672,839. | End of Year<br>5,539,854. |
|  | 21 Total liabilities (Part X, line 26)   | 93,614.                                 | 98,417.                   |
|  | 22 Net assets or fund balances. Subtract line 21 from line 20  | 5,579,225.                              | 5,441,437.                |

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

|                        |   |                                      |   |   |                   |
|------------------------|---|--------------------------------------|---|---|-------------------|
| Sign Here              | Signature of officer  | Date                                 |   |   |                   |
|                        | JOHN DEXTER, EXEC. DIRECTOR<br>Type or print name and title |                                      |   |   |                   |
| Paid Preparer Use Only | Print/Type preparer's name<br>LAURA ZERGER                  | Preparer's signature<br>LAURA ZERGER | Date<br>07/24/23  | Check if self-employed <input type="checkbox"/> | PTIN<br>P01216964 |
|                        | Firm's name<br>BLAND GARVEY, PC                             | Firm's EIN<br>75-1854024             | Firm's address<br>2600 N. CENTRAL EXPY. #550<br>RICHARDSON, TX 75080-2007 | Phone no.<br>972-231-2503                       |                   |

May the IRS discuss this return with the preparer shown above? See instructions  Yes  No

SEE SCHEDULE O FOR ORGANIZATION MISSION STATEMENT CONTINUATION

HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.

Form 990 (2021)

75-1317961 Page 2

**Part III** Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:

**PROVIDE EDUCATIONAL PROGRAMS EMPHASIZING APPRECIATION OF NATURE AND  
ITS CONSERVATION, PRESERVING A PORTION OF NORTH TEXAS LAND AND  
PRESERVING THROUGH MUSEUM COLLECTIONS EXAMPLES OF NATURAL HISTORY,  
NATURE RELATED ART WORKS AND MEMORABILIA OF FOUNDER, BESSIE HEARD**

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ **555,615.** including grants of \$ ) (Revenue \$ **377,105.**)

**ADMISSION TO THE 289 ACRE WILDLIFE PRESERVE AND EXHIBIT AREAS, WHICH  
SUPPORTS THE MISSION OF BRINGING PEOPLE AND NATURE TOGETHER**

4b (Code: ) (Expenses \$ **278,048.** including grants of \$ ) (Revenue \$ **248,440.**)

**ADULT AND FAMILY EDUCATION PROGRAMS TO INCREASE PUBLIC AWARENESS OF THE  
MUSEUM'S PROGRAMS, TO ENHANCE GENERAL PUBLIC UNDERSTANDING OF PLANT AND  
WILDLIFE HABITATIONS, AND TO PROVIDE ENVIRONMENTAL EDUCATION**

4c (Code: ) (Expenses \$ **34,173.** including grants of \$ ) (Revenue \$ **30,534.**)

**CANOE AND ROPES COURSE PROGRAMS  
TO OFFER TEAM BUILDING WHILE ENRICHING AWARENESS OF NATURE AND HOW WE  
INTERACT WITH EACH OTHER AS WELL AS WITH OUR NATURAL SURROUNDINGS**

4d Other program services (Describe on Schedule O.)

(Expenses \$ **172,071.** including grants of \$ ) (Revenue \$ **153,747.**)

4e Total program service expenses **1,039,907.**

Form 990 (2021)

**HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

**Part IV Checklist of Required Schedules**

|     |  | Yes | No |
|-----|--|-----|----|
| 1   | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)?<br><i>If "Yes," complete Schedule A</i>  | X   |    |
| 2   | Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ? See instructions  | X   |    |
| 3   | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>  |     | X  |
| 4   | <b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>   |     | X  |
| 5   | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Rev. Proc. 98-19? <i>If "Yes," complete Schedule C, Part III</i>  |     | X  |
| 6   | Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>  |     | X  |
| 7   | Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>  |     | X  |
| 8   | Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>   |     | X  |
| 9   | Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>            |     | X  |
| 10  | Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>  |     | X  |
| 11  | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X, as applicable.   |     |    |
| 11a | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>   | X   |    |
| 11b | Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>  |     | X  |
| 11c | Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>  |     | X  |
| 11d | Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>   | X   |    |
| 11e | Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>   |     | X  |
| 11f | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>  | X   |    |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>  |     | X  |
| 12b | Was the organization included in consolidated, independent audited financial statements for the tax year?<br><i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>  |     | X  |
| 13  | Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>   |     | X  |
| 14a | Did the organization maintain an office, employees, or agents outside of the United States?  |     | X  |
| 14b | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i> |     | X  |
| 15  | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>  |     | X  |
| 16  | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>  |     | X  |
| 17  | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I. See instructions</i>  |     | X  |
| 18  | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>  | X   |    |
| 19  | Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>  |     | X  |
| 20a | Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>   |     | X  |
| 20b | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?   |     |    |
| 21  | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>   |     | X  |

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**Part IV Checklist of Required Schedules** *(continued)*

|     |   | Yes | No |
|-----|---|-----|----|
| 22  | Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>  |     | X  |
| 23  | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>  |     | X  |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>   |     | X  |
| b   | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?   |     |    |
| c   | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?  |     |    |
| d   | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?   |     |    |
| 25a | <b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>  |     | X  |
| b   | Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>  |     | X  |
| 26  | Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>   |     | X  |
| 27  | Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> |     | X  |
| 28  | Was the organization a party to a business transaction with one of the following parties (see the Schedule L, Part IV, instructions for applicable filing thresholds, conditions, and exceptions):  |     |    |
| a   | A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>   |     | X  |
| b   | A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>  |     | X  |
| c   | A 35% controlled entity of one or more individuals and/or organizations described in line 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>   |     | X  |
| 29  | Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>   | X   |    |
| 30  | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>   |     | X  |
| 31  | Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>   |     | X  |
| 32  | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>   |     | X  |
| 33  | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>   |     | X  |
| 34  | Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>   |     | X  |
| 35a | Did the organization have a controlled entity within the meaning of section 512(b)(13)?   |     | X  |
| b   | If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>  |     |    |
| 36  | <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>  |     | X  |
| 37  | Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>  |     | X  |
| 38  | Did the organization complete Schedule O and provide explanations on Schedule O for Part VI, lines 11b and 19?<br><b>Note:</b> All Form 990 filers are required to complete Schedule O  | X   |    |

**Part V Statements Regarding Other IRS Filings and Tax Compliance**

Check if Schedule O contains a response or note to any line in this Part V

|    |  | Yes | No |
|----|--|-----|----|
| 1a | Enter the number reported in box 3 of Form 1096. Enter -0- if not applicable   |     |    |
|    |  | 20  |    |
| b  | Enter the number of Forms W-2G included on line 1a. Enter -0- if not applicable  |     |    |
|    |  | 0   |    |
| c  | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? | X   |    |

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**Part V** Statements Regarding Other IRS Filings and Tax Compliance (continued)

|     |  | Yes | No |
|-----|--|-----|----|
| 2a  | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return  |     |    |
|     | 2a   |     | 59 |
| b   | If at least one is reported on line 2a, did the organization file all required federal employment tax returns?<br><b>Note:</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. See instructions.                 | X   |    |
| 3a  | Did the organization have unrelated business gross income of \$1,000 or more during the year?  |     | X  |
| b   | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O  |     |    |
| 4a  | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?         |     | X  |
| b   | If "Yes," enter the name of the foreign country<br>See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).   |     |    |
| 5a  | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?  |     | X  |
| b   | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?   |     | X  |
| c   | If "Yes" to line 5a or 5b, did the organization file Form 8886-T?  |     |    |
| 6a  | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?  |     | X  |
| b   | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?  |     |    |
| 7   | <b>Organizations that may receive deductible contributions under section 170(c).</b>   |     |    |
| a   | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?  |     | X  |
| b   | If "Yes," did the organization notify the donor of the value of the goods or services provided?  |     |    |
| c   | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?   |     | X  |
| d   | If "Yes," indicate the number of Forms 8282 filed during the year  |     | 7d |
| e   | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?  |     |    |
| f   | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?   |     |    |
| g   | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?   |     |    |
| h   | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?   |     |    |
| 8   | <b>Sponsoring organizations maintaining donor advised funds.</b> Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?   |     |    |
| 9   | <b>Sponsoring organizations maintaining donor advised funds.</b>   |     |    |
| a   | Did the sponsoring organization make any taxable distributions under section 4966?   |     |    |
| b   | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?  |     |    |
| 10  | <b>Section 501(c)(7) organizations.</b> Enter:   |     |    |
| a   | Initiation fees and capital contributions included on Part VIII, line 12   | 10a |    |
| b   | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities  | 10b |    |
| 11  | <b>Section 501(c)(12) organizations.</b> Enter:  |     |    |
| a   | Gross income from members or shareholders  | 11a |    |
| b   | Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)  | 11b |    |
| 12a | <b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?  |     |    |
| b   | If "Yes," enter the amount of tax-exempt interest received or accrued during the year  | 12b |    |
| 13  | <b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>  |     |    |
| a   | Is the organization licensed to issue qualified health plans in more than one state?<br><b>Note:</b> See the instructions for additional information the organization must report on Schedule O.   |     |    |
| b   | Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  | 13b |    |
| c   | Enter the amount of reserves on hand   | 13c |    |
| 14a | Did the organization receive any payments for indoor tanning services during the tax year?   |     | X  |
| b   | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O  |     |    |
| 15  | Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year?<br>If "Yes," see the instructions and file Form 4720, Schedule N.                       |     | X  |
| 16  | Is the organization an educational institution subject to the section 4968 excise tax on net investment income?<br>If "Yes," complete Form 4720, Schedule O.   |     | X  |
| 17  | <b>Section 501(c)(21) organizations.</b> Did the trust, any disqualified person, or mine operator engage in any activities that would result in the imposition of an excise tax under section 4951, 4952 or 4953?<br>If "Yes," complete Form 6069. |     |    |

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**Part VI Governance, Management, and Disclosure.** For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI

**Section A. Governing Body and Management**

|  |           |    | Yes      | No       |
|--|-----------|----|----------|----------|
| <b>1a</b> Enter the number of voting members of the governing body at the end of the tax year  | <b>1a</b> | 12 |          |          |
| If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.          |           |    |          |          |
| <b>b</b> Enter the number of voting members included on line 1a, above, who are independent  | <b>1b</b> | 12 |          |          |
| <b>2</b> Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?   | <b>2</b>  |    |          | <b>X</b> |
| <b>3</b> Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person? | <b>3</b>  |    |          | <b>X</b> |
| <b>4</b> Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?  | <b>4</b>  |    |          | <b>X</b> |
| <b>5</b> Did the organization become aware during the year of a significant diversion of the organization's assets?  | <b>5</b>  |    |          | <b>X</b> |
| <b>6</b> Did the organization have members or stockholders?  | <b>6</b>  |    |          | <b>X</b> |
| <b>7a</b> Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?   | <b>7a</b> |    |          | <b>X</b> |
| <b>b</b> Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?   | <b>7b</b> |    |          | <b>X</b> |
| <b>8</b> Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:   |           |    |          |          |
| <b>a</b> The governing body?   | <b>8a</b> |    | <b>X</b> |          |
| <b>b</b> Each committee with authority to act on behalf of the governing body?   | <b>8b</b> |    | <b>X</b> |          |
| <b>9</b> Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses on Schedule O      | <b>9</b>  |    |          | <b>X</b> |

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code.)

|   |            |  | Yes | No       |
|---|------------|--|-----|----------|
| <b>10a</b> Did the organization have local chapters, branches, or affiliates?   | <b>10a</b> |  |     | <b>X</b> |
| <b>b</b> If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?   | <b>10b</b> |  |     |          |
| <b>11a</b> Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?  | <b>11a</b> |  |     | <b>X</b> |
| <b>b</b> Describe on Schedule O the process, if any, used by the organization to review this Form 990.  |            |  |     |          |
| <b>12a</b> Did the organization have a written conflict of interest policy? If "No," go to line 13  | <b>12a</b> |  |     | <b>X</b> |
| <b>b</b> Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?  | <b>12b</b> |  |     |          |
| <b>c</b> Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe on Schedule O how this was done   | <b>12c</b> |  |     |          |
| <b>13</b> Did the organization have a written whistleblower policy?   | <b>13</b>  |  |     | <b>X</b> |
| <b>14</b> Did the organization have a written document retention and destruction policy?  | <b>14</b>  |  |     | <b>X</b> |
| <b>15</b> Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?  |            |  |     |          |
| <b>a</b> The organization's CEO, Executive Director, or top management official   | <b>15a</b> |  |     | <b>X</b> |
| <b>b</b> Other officers or key employees of the organization  | <b>15b</b> |  |     | <b>X</b> |
| If "Yes" to line 15a or 15b, describe the process on Schedule O. See instructions.  |            |  |     |          |
| <b>16a</b> Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?  | <b>16a</b> |  |     | <b>X</b> |
| <b>b</b> If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? | <b>16b</b> |  |     |          |

**Section C. Disclosure**

- 17** List the states with which a copy of this Form 990 is required to be filed ▶ NONE
- 18** Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website     Another's website     Upon request     Other (explain on Schedule O)
- 19** Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, address, and telephone number of the person who possesses the organization's books and records ▶ \_\_\_\_\_  
JOHN DEXTER - 972-562-5566  
ONE NATURE PLACE, MCKINNEY, TX 75069-8840







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**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

|  |   |   | (A)<br>Total revenue | (B)<br>Related or exempt<br>function revenue | (C)<br>Unrelated<br>business revenue | (D)<br>Revenue excluded<br>from tax under<br>sections 512 - 514 |  |
|--|---|---|----------------------|--|--------------------------------------|---|--|
| Contributions, Gifts, Grants<br>and Other Similar Amounts        | 1 a Federated campaigns   | 1a  |                      |  |                                      |   |  |
|  | b Membership dues   | 1b  | 297,098.             |  |                                      |   |  |
|  | c Fundraising events  | 1c  |                      |  |                                      |   |  |
|  | d Related organizations   | 1d  |                      |  |                                      |   |  |
|  | e Government grants (contributions)   | 1e  |                      |  |                                      |   |  |
|  | f All other contributions, gifts, grants, and<br>similar amounts not included above   | 1f  | 546,871.             |  |                                      |   |  |
|  | g Noncash contributions included in lines 1a-1f   | 1g  | \$ 403,124.          |  |                                      |   |  |
|  | <b>h Total. Add lines 1a-1f</b>   |   | <b>843,969.</b>      |  |                                      |   |  |
|  | Program Service<br>Revenue  | 2 a <b>ADMISSIONS</b>                             | Business Code        | 713990                                       | 377,105.                             | 377,105.  |  |
| b <b>EDUCATION</b>   |   |   | 611600               | 238,471.                                     | 238,471.                             |   |  |
| c <b>CANOES &amp; ROPES</b>                                      |   |   | 611600               | 30,534.                                      | 30,534.                              |   |  |
| d <b>ADULT ED</b>  |   |   | 611600               | 9,967.                                       | 9,967.                               |   |  |
| e  |   |   |                      |  |                                      |   |  |
| f All other program service revenue                              |   |   |                      |  |                                      |   |  |
| <b>g Total. Add lines 2a-2f</b>                                  |   |   | <b>656,077.</b>      |  |                                      |   |  |
| Other Revenue  | 3 Investment income (including dividends, interest, and<br>other similar amounts)   |   |                      | 56,765.                                      |                                      | 56,765.   |  |
|  | 4 Income from investment of tax-exempt bond proceeds  |   |                      |  |                                      |   |  |
|  | 5 Royalties   |   |                      | 3,669.                                       |                                      | 3,669.  |  |
|  | 6 a Gross rents   | 6a  | (i) Real             | 59,450.                                      |                                      |   |  |
|  |   | b Less: rental expenses                           | 6b                   | 8,326.                                       |                                      |   |  |
|  |   | c Rental income or (loss)                         | 6c                   | 51,124.                                      |                                      |   |  |
|  | d Net rental income or (loss)   |   |                      | 51,124.                                      | 51,124.                              |   |  |
|  | 7 a Gross amount from sales of<br>assets other than inventory   | 7a  | (i) Securities       |  |                                      |   |  |
|  |   | b Less: cost or other basis<br>and sales expenses | 7b                   |  |                                      |   |  |
|  |   | c Gain or (loss)                                  | 7c                   |  |                                      |   |  |
|  | d Net gain or (loss)  |   |                      |  |                                      |   |  |
|  | 8 a Gross income from fundraising events (not<br>including \$ _____ of<br>contributions reported on line 1c). See<br>Part IV, line 18 | 8a  |                      | 112,138.                                     |                                      |   |  |
|  |   | b Less: direct expenses                           | 8b                   | 39,929.                                      |                                      |   |  |
| c Net income or (loss) from fundraising events                   |   |   |                      | 72,209.                                      |                                      | 72,209.   |  |
| 9 a Gross income from gaming activities. See<br>Part IV, line 19 | 9a  |   |                      |  |                                      |   |  |
|  | b Less: direct expenses   | 9b  |                      |  |                                      |   |  |
|  | c Net income or (loss) from gaming activities   |   |                      |  |                                      |   |  |
| 10 a Gross sales of inventory, less returns<br>and allowances    | 10a   |   | 189,278.             |  |                                      |   |  |
|  | b Less: cost of goods sold  | 10b   | 89,915.              |  |                                      |   |  |
|  | c Net income or (loss) from sales of inventory  |   |                      | 99,363.                                      | 99,363.                              |   |  |
| Miscellaneous<br>Revenue   | 11 a <b>EXHIBIT INCOME</b>  | Business Code                                     | 713990               | 1,550.                                       | 1,550.                               |   |  |
|  | b <b>MISCELLANEOUS INCOME</b>   |   | 561499               | 1,492.                                       | 1,492.                               |   |  |
|  | c <b>GIFT CERTIFICATE INCOM</b>   |   | 561499               | 220.   | 220.                                 |   |  |
|  | d All other revenue   |   |                      |  |                                      |   |  |
|  | <b>e Total. Add lines 11a-11d</b>   |   |                      | <b>3,262.</b>                                |                                      |   |  |
| <b>12 Total revenue. See instructions</b>                        |   |   | <b>1,786,438.</b>    | <b>809,826.</b>                              | <b>0.</b>                            | <b>132,643.</b>   |  |

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**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VII.

|  | (A)<br>Total expenses | (B)<br>Program service expenses | (C)<br>Management and general expenses | (D)<br>Fundraising expenses |
|--|-----------------------|---------------------------------|--|-----------------------------|
| 1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21   |                       |                                 |  |                             |
| 2 Grants and other assistance to domestic individuals. See Part IV, line 22  |                       |                                 |  |                             |
| 3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16   |                       |                                 |  |                             |
| 4 Benefits paid to or for members  |                       |                                 |  |                             |
| 5 Compensation of current officers, directors, trustees, and key employees   |                       |                                 |  |                             |
| 6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)   |                       |                                 |  |                             |
| 7 Other salaries and wages   | 440,391.              | 304,861.                        | 87,439.                                | 48,091.                     |
| 8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)   |                       |                                 |  |                             |
| 9 Other employee benefits  | 49,642.               | 34,253.                         | 9,928.                                 | 5,461.                      |
| 10 Payroll taxes   | 55,276.               | 38,141.                         | 11,055.                                | 6,080.                      |
| 11 Fees for services (nonemployees):   |                       |                                 |  |                             |
| a Management   |                       |                                 |  |                             |
| b Legal  |                       |                                 |  |                             |
| c Accounting   | 17,820.               |                                 | 17,820.                                |                             |
| d Lobbying   |                       |                                 |  |                             |
| e Professional fundraising services. See Part IV, line 17  |                       |                                 |  |                             |
| f Investment management fees   | 16,318.               |                                 | 16,318.                                |                             |
| g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)   | 6,357.                | -131.                           | 6,509.                                 | -21.                        |
| 12 Advertising and promotion   | 427,896.              | 220,246.                        | 713.                                   | 206,937.                    |
| 13 Office expenses   |                       |                                 |  |                             |
| 14 Information technology  | 18,063.               |                                 | 18,063.                                |                             |
| 15 Royalties   |                       |                                 |  |                             |
| 16 Occupancy   | 152,456.              | 105,195.                        | 30,491.                                | 16,770.                     |
| 17 Travel  | 775.                  | 553.                            | 143.                                   | 79.                         |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials  |                       |                                 |  |                             |
| 19 Conferences, conventions, and meetings  | 1,610.                | 1,111.                          | 322.                                   | 177.                        |
| 20 Interest  |                       |                                 |  |                             |
| 21 Payments to affiliates  |                       |                                 |  |                             |
| 22 Depreciation, depletion, and amortization   | 185,443.              | 146,148.                        | 25,352.                                | 13,943.                     |
| 23 Insurance   | 21,735.               | 14,616.                         | 5,140.                                 | 1,979.                      |
| 24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.) |                       |                                 |  |                             |
| a <b>ADMISSIONS</b>  | 135,062.              | 131,365.                        | 2,363.                                 | 1,334.                      |
| b <b>CREDIT CARD FEES</b>  | 43,978.               | 21,006.                         | 1,966.                                 | 21,006.                     |
| c <b>SUPPLIES</b>  | 15,115.               | 11,145.                         | 2,561.                                 | 1,409.                      |
| d <b>MISCELLANEOUS</b>   | 7,864.                | 6,783.                          |  | 1,081.                      |
| e All other expenses   | 6,689.                | 4,615.                          | 1,338.                                 | 736.                        |
| <b>25 Total functional expenses.</b> Add lines 1 through 24e   | <b>1,602,490.</b>     | <b>1,039,907.</b>               | <b>237,521.</b>                        | <b>325,062.</b>             |
| 26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.                                      |                       |                                 |  |                             |

Check here  if following SOP 98-2 (ASC 958-720)

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**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

|   |  | (A)<br>Beginning of year |            | (B)<br>End of year |            |
|---|--|--------------------------|------------|--------------------|------------|
| <b>Assets</b>   | <b>1</b> Cash - non-interest-bearing .....   | 279,766.                 | <b>1</b>   | 478,553.           |            |
|   | <b>2</b> Savings and temporary cash investments .....  |                          | <b>2</b>   |                    |            |
|   | <b>3</b> Pledges and grants receivable, net .....  |                          | <b>3</b>   |                    |            |
|   | <b>4</b> Accounts receivable, net .....  |                          | <b>4</b>   |                    |            |
|   | <b>5</b> Loans and other receivables from any current or former officer, director,<br>trustee, key employee, creator or founder, substantial contributor, or 35%<br>controlled entity or family member of any of these persons ..... |                          |            | <b>5</b>           |            |
|   | <b>6</b> Loans and other receivables from other disqualified persons (as defined<br>under section 4958(f)(1)), and persons described in section 4958(c)(3)(B) .....  |                          |            | <b>6</b>           |            |
|   | <b>7</b> Notes and loans receivable, net .....   |                          |            | <b>7</b>           |            |
|   | <b>8</b> Inventories for sale or use .....   | 28,503.                  | <b>8</b>   | 28,886.            |            |
|   | <b>9</b> Prepaid expenses and deferred charges .....   | 15,618.                  | <b>9</b>   | 40,449.            |            |
|   | <b>10a</b> Land, buildings, and equipment: cost or other<br>basis. Complete Part VI of Schedule D .....  | 10a 6,706,271.           |            |                    |            |
|   | <b>b</b> Less: accumulated depreciation .....  | 10b 5,201,627.           | 1,643,656. | 10c                | 1,504,644. |
|   | <b>11</b> Investments - publicly traded securities .....   |                          |            | <b>11</b>          |            |
|   | <b>12</b> Investments - other securities. See Part IV, line 11 .....   |                          |            | <b>12</b>          |            |
|   | <b>13</b> Investments - program-related. See Part IV, line 11 .....  |                          |            | <b>13</b>          |            |
|   | <b>14</b> Intangible assets .....  |                          |            | <b>14</b>          |            |
|   | <b>15</b> Other assets. See Part IV, line 11 .....   | 3,705,296.               | <b>15</b>  |                    | 3,487,322. |
| <b>16 Total assets.</b> Add lines 1 through 15 (must equal line 33) ..... | 5,672,839.   | <b>16</b>                |            | 5,539,854.         |            |
| <b>Liabilities</b>  | <b>17</b> Accounts payable and accrued expenses .....  | 93,614.                  | <b>17</b>  | 98,417.            |            |
|   | <b>18</b> Grants payable .....   |                          | <b>18</b>  |                    |            |
|   | <b>19</b> Deferred revenue .....   |                          | <b>19</b>  |                    |            |
|   | <b>20</b> Tax-exempt bond liabilities .....  |                          | <b>20</b>  |                    |            |
|   | <b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D .....  |                          | <b>21</b>  |                    |            |
|   | <b>22</b> Loans and other payables to any current or former officer, director,<br>trustee, key employee, creator or founder, substantial contributor, or 35%<br>controlled entity or family member of any of these persons .....     |                          |            | <b>22</b>          |            |
|   | <b>23</b> Secured mortgages and notes payable to unrelated third parties .....   |                          |            | <b>23</b>          |            |
|   | <b>24</b> Unsecured notes and loans payable to unrelated third parties .....   |                          |            | <b>24</b>          |            |
|   | <b>25</b> Other liabilities (including federal income tax, payables to related third<br>parties, and other liabilities not included on lines 17-24). Complete Part X<br>of Schedule D .....  |                          |            | <b>25</b>          |            |
|   | <b>26 Total liabilities.</b> Add lines 17 through 25 .....   | 93,614.                  | <b>26</b>  |                    | 98,417.    |
| <b>Net Assets or Fund Balances</b>  | <b>Organizations that follow FASB ASC 958, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27, 28, 32, and 33.</b>  |                          |            |                    |            |
|   | <b>27</b> Net assets without donor restrictions .....  | 5,174,273.               | <b>27</b>  | 5,013,908.         |            |
|   | <b>28</b> Net assets with donor restrictions .....   | 404,952.                 | <b>28</b>  | 427,529.           |            |
|   | <b>Organizations that do not follow FASB ASC 958, check here</b> <input type="checkbox"/> <b>and complete lines 29 through 33.</b>   |                          |            |                    |            |
|   | <b>29</b> Capital stock or trust principal, or current funds .....   |                          | <b>29</b>  |                    |            |
|   | <b>30</b> Paid-in or capital surplus, or land, building, or equipment fund .....   |                          | <b>30</b>  |                    |            |
|   | <b>31</b> Retained earnings, endowment, accumulated income, or other funds .....   |                          | <b>31</b>  |                    |            |
|   | <b>32 Total net assets or fund balances</b> .....  | 5,579,225.               | <b>32</b>  |                    | 5,441,437. |
| <b>33 Total liabilities and net assets/fund balances</b> .....            | 5,672,839.   | <b>33</b>                |            | 5,539,854.         |            |

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**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

|    |  |    |            |
|----|--|----|------------|
| 1  | Total revenue (must equal Part VIII, column (A), line 12)  | 1  | 1,786,438. |
| 2  | Total expenses (must equal Part IX, column (A), line 25)   | 2  | 1,602,490. |
| 3  | Revenue less expenses. Subtract line 2 from line 1   | 3  | 183,948.   |
| 4  | Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))                      | 4  | 5,579,225. |
| 5  | Net unrealized gains (losses) on investments   | 5  | -321,736.  |
| 6  | Donated services and use of facilities   | 6  |            |
| 7  | Investment expenses  | 7  |            |
| 8  | Prior period adjustments   | 8  |            |
| 9  | Other changes in net assets or fund balances (explain on Schedule O)   | 9  | 0.         |
| 10 | Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B)) | 10 | 5,441,437. |

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

|    |  | Yes | No |
|----|--|-----|----|
| 1  | Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____<br>If the organization changed its method of accounting from a prior year or checked "Other," explain on Schedule O.  |     |    |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant?<br>If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:<br><input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis | X   |    |
| 2b | Were the organization's financial statements audited by an independent accountant?<br>If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:<br><input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis                                      |     | X  |
| 2c | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?<br>If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.  |     | X  |
| 3a | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?   |     | X  |
| 3b | If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits   |     |    |

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**HEARD NATURAL SCIENCE MUSEUM AND  
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**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

| Calendar year (or fiscal year beginning in) ▶  | (a) 2017 | (b) 2018 | (c) 2019 | (d) 2020 | (e) 2021 | (f) Total |
|--|----------|----------|----------|----------|----------|-----------|
| <b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....  |          |          |          |          |          |           |
| <b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....   |          |          |          |          |          |           |
| <b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge .....   |          |          |          |          |          |           |
| <b>4 Total.</b> Add lines 1 through 3 .....  |          |          |          |          |          |           |
| <b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) ..... |          |          |          |          |          |           |
| <b>6 Public support.</b> Subtract line 5 from line 4.  |          |          |          |          |          |           |

**Section B. Total Support**

| Calendar year (or fiscal year beginning in) ▶   | (a) 2017 | (b) 2018 | (c) 2019 | (d) 2020 | (e) 2021 | (f) Total                  |
|---|----------|----------|----------|----------|----------|----------------------------|
| <b>7</b> Amounts from line 4 .....  |          |          |          |          |          |                            |
| <b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....  |          |          |          |          |          |                            |
| <b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on .....   |          |          |          |          |          |                            |
| <b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....   |          |          |          |          |          |                            |
| <b>11 Total support.</b> Add lines 7 through 10   |          |          |          |          |          |                            |
| <b>12</b> Gross receipts from related activities, etc. (see instructions) .....   |          |          |          |          | 12       |                            |
| <b>13 First 5 years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> ..... |          |          |          |          |          | ▶ <input type="checkbox"/> |

**Section C. Computation of Public Support Percentage**

|   |    |                            |
|---|----|----------------------------|
| <b>14</b> Public support percentage for 2021 (line 6, column (f), divided by line 11, column (f)) .....   | 14 | %                          |
| <b>15</b> Public support percentage from 2020 Schedule A, Part II, line 14 .....  | 15 | %                          |
| <b>16a 33 1/3% support test - 2021.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....  |    | ▶ <input type="checkbox"/> |
| <b>b 33 1/3% support test - 2020.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....   |    | ▶ <input type="checkbox"/> |
| <b>17a 10% -facts-and-circumstances test - 2021.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization .....    |    | ▶ <input type="checkbox"/> |
| <b>b 10% -facts-and-circumstances test - 2020.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization ..... |    | ▶ <input type="checkbox"/> |
| <b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions .....  |    | ▶ <input type="checkbox"/> |

HEARD NATURAL SCIENCE MUSEUM AND  
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**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

| Calendar year (or fiscal year beginning in) ▶  | (a) 2017   | (b) 2018   | (c) 2019   | (d) 2020   | (e) 2021   | (f) Total  |
|--|------------|------------|------------|------------|------------|------------|
| 1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")   | 339,069.   | 410,307.   | 1,080,396. | 181,888.   | 143,747.   | 2,155,407. |
| 2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose | 872,900.   | 961,107.   | 856,289.   | 1,046,817. | 1,145,718. | 4,882,831. |
| 3 Gross receipts from activities that are not an unrelated trade or business under section 513   |            |            |            |            |            |            |
| 4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf  |            |            |            |            |            |            |
| 5 The value of services or facilities furnished by a governmental unit to the organization without charge  |            |            |            |            |            |            |
| <b>6 Total.</b> Add lines 1 through 5  | 1,211,969. | 1,371,414. | 1,936,685. | 1,228,705. | 1,289,465. | 7,038,238. |
| 7a Amounts included on lines 1, 2, and 3 received from disqualified persons  |            |            |            |            |            | 0.         |
| b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year           |            |            |            |            |            | 0.         |
| c Add lines 7a and 7b  |            |            |            |            |            | 0.         |
| <b>8 Public support.</b> (Subtract line 7c from line 6.)   |            |            |            |            |            | 7,038,238. |

**Section B. Total Support**

| Calendar year (or fiscal year beginning in) ▶   | (a) 2017   | (b) 2018   | (c) 2019   | (d) 2020   | (e) 2021   | (f) Total  |
|---|------------|------------|------------|------------|------------|------------|
| 9 Amounts from line 6   | 1,211,969. | 1,371,414. | 1,936,685. | 1,228,705. | 1,289,465. | 7,038,238. |
| 10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources | 94,971.    | 99,964.    | 93,074.    | 86,420.    | 119,884.   | 494,313.   |
| b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975                           | 94,971.    | 99,964.    | 93,074.    | 86,420.    | 119,884.   | 494,313.   |
| c Add lines 10a and 10b   |            |            |            |            |            |            |
| 11 Net income from unrelated business activities not included on line 10b, whether or not the business is regularly carried on      |            |            |            |            |            |            |
| 12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)                                  | 2,004.     |            |            |            |            | 2,004.     |
| <b>13 Total support.</b> (Add lines 9, 10c, 11, and 12.)  | 1,308,944. | 1,471,378. | 2,029,759. | 1,315,125. | 1,409,349. | 7,534,555. |

14 **First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here

**Section C. Computation of Public Support Percentage**

|  |    |         |
|--|----|---------|
| 15 Public support percentage for 2021 (line 8, column (f), divided by line 13, column (f)) | 15 | 93.41 % |
| 16 Public support percentage from 2020 Schedule A, Part III, line 15                       | 16 | 93.40 % |

**Section D. Computation of Investment Income Percentage**

|   |    |        |
|---|----|--------|
| 17 Investment income percentage for 2021 (line 10c, column (f), divided by line 13, column (f)) | 17 | 6.56 % |
| 18 Investment income percentage from 2020 Schedule A, Part III, line 17                         | 18 | 6.54 % |

19a **33 1/3% support tests - 2021.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

b **33 1/3% support tests - 2020.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions



**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

|  | Yes | No |
|--|-----|----|
| <b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>  |     |    |
| <b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>   |     |    |
| <b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>   |     |    |
| <b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>   |     |    |
| <b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>  |     |    |
| <b>4a</b> Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>  |     |    |
| <b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>  |     |    |
| <b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>   |     |    |
| <b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i> |     |    |
| <b>b Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?   |     |    |
| <b>c Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?  |     |    |
| <b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>  |     |    |
| <b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>  |     |    |
| <b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described on line 7? <i>If "Yes," complete Part I of Schedule L (Form 990).</i>  |     |    |
| <b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>   |     |    |
| <b>b</b> Did one or more disqualified persons (as defined on line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>  |     |    |
| <b>c</b> Did a disqualified person (as defined on line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>   |     |    |
| <b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i>  |     |    |
| <b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>   |     |    |

**HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

**Part IV Supporting Organizations** *(continued)*

|   | Yes | No |
|---|-----|----|
| 11 Has the organization accepted a gift or contribution from any of the following persons?  |     |    |
| a A person who directly or indirectly controls, either alone or together with persons described on lines 11b and 11c below, the governing body of a supported organization? | 11a |    |
| b A family member of a person described on line 11a above?  | 11b |    |
| c A 35% controlled entity of a person described on line 11a or 11b above? <i>If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.</i>                              | 11c |    |

**Section B. Type I Supporting Organizations**

|  | Yes | No |
|--|-----|----|
| 1 Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i> | 1   |    |
| 2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>   | 2   |    |

**Section C. Type II Supporting Organizations**

|   | Yes | No |
|---|-----|----|
| 1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i> | 1   |    |

**Section D. All Type III Supporting Organizations**

|  | Yes | No |
|--|-----|----|
| 1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided? | 1   |    |
| 2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>   | 2   |    |
| 3 By reason of the relationship described on line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>  | 3   |    |

**Section E. Type III Functionally Integrated Supporting Organizations**

|  |    |  |
|--|----|--|
| 1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).  |    |  |
| a <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.  |    |  |
| b <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.   |    |  |
| c <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).   |    |  |
| 2 Activities Test. Answer lines 2a and 2b below.   |    |  |
| a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i> | 2a |  |
| b Did the activities described on line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>  | 2b |  |
| 3 Parent of Supported Organizations. Answer lines 3a and 3b below.   |    |  |
| a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>If "Yes" or "No" provide details in Part VI.</i>   | 3a |  |
| b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>   | 3b |  |

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 ( *explain in Part VI*). See instructions.  
All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

| Section A - Adjusted Net Income |  | (A) Prior Year | (B) Current Year (optional) |
|---------------------------------|--|----------------|-----------------------------|
| 1                               | Net short-term capital gain  | 1              |                             |
| 2                               | Recoveries of prior-year distributions   | 2              |                             |
| 3                               | Other gross income (see instructions)  | 3              |                             |
| 4                               | Add lines 1 through 3.   | 4              |                             |
| 5                               | Depreciation and depletion   | 5              |                             |
| 6                               | Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions) | 6              |                             |
| 7                               | Other expenses (see instructions)  | 7              |                             |
| 8                               | <b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4)  | 8              |                             |

| Section B - Minimum Asset Amount |   | (A) Prior Year | (B) Current Year (optional) |
|----------------------------------|---|----------------|-----------------------------|
| 1                                | Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year): |                |                             |
| a                                | Average monthly value of securities   | 1a             |                             |
| b                                | Average monthly cash balances   | 1b             |                             |
| c                                | Fair market value of other non-exempt-use assets  | 1c             |                             |
| d                                | <b>Total</b> (add lines 1a, 1b, and 1c)   | 1d             |                             |
| e                                | <b>Discount</b> claimed for blockage or other factors ( <i>explain in detail in Part VI</i> ):                                  |                |                             |
| 2                                | Acquisition indebtedness applicable to non-exempt-use assets  | 2              |                             |
| 3                                | Subtract line 2 from line 1d.   | 3              |                             |
| 4                                | Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).                                  | 4              |                             |
| 5                                | Net value of non-exempt-use assets (subtract line 4 from line 3)  | 5              |                             |
| 6                                | Multiply line 5 by 0.035.   | 6              |                             |
| 7                                | Recoveries of prior-year distributions  | 7              |                             |
| 8                                | <b>Minimum Asset Amount</b> (add line 7 to line 6)  | 8              |                             |

| Section C - Distributable Amount |   |   | Current Year |
|----------------------------------|---|---|--------------|
| 1                                | Adjusted net income for prior year (from Section A, line 8, column A)   | 1 |              |
| 2                                | Enter 0.85 of line 1.   | 2 |              |
| 3                                | Minimum asset amount for prior year (from Section B, line 8, column A)  | 3 |              |
| 4                                | Enter greater of line 2 or line 3.  | 4 |              |
| 5                                | Income tax imposed in prior year  | 5 |              |
| 6                                | <b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions). | 6 |              |

7  Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).

**HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

| <b>Section D - Distributions</b> |   | <b>Current Year</b> |
|----------------------------------|---|---------------------|
| <b>1</b>                         | Amounts paid to supported organizations to accomplish exempt purposes   | <b>1</b>            |
| <b>2</b>                         | Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity               | <b>2</b>            |
| <b>3</b>                         | Administrative expenses paid to accomplish exempt purposes of supported organizations   | <b>3</b>            |
| <b>4</b>                         | Amounts paid to acquire exempt-use assets   | <b>4</b>            |
| <b>5</b>                         | Qualified set-aside amounts (prior IRS approval required - <i>provide details in Part VI</i> )  | <b>5</b>            |
| <b>6</b>                         | Other distributions ( <i>describe in Part VI</i> ). See instructions.   | <b>6</b>            |
| <b>7</b>                         | <b>Total annual distributions.</b> Add lines 1 through 6.   | <b>7</b>            |
| <b>8</b>                         | Distributions to attentive supported organizations to which the organization is responsive ( <i>provide details in Part VI</i> ). See instructions. | <b>8</b>            |
| <b>9</b>                         | Distributable amount for 2021 from Section C, line 6  | <b>9</b>            |
| <b>10</b>                        | Line 8 amount divided by line 9 amount  | <b>10</b>           |

| <b>Section E - Distribution Allocations</b> (see instructions)   | <b>(i)<br/>Excess Distributions</b> | <b>(ii)<br/>Underdistributions<br/>Pre-2021</b> | <b>(iii)<br/>Distributable<br/>Amount for 2021</b> |
|--|-------------------------------------|---|--|
| <b>1</b> Distributable amount for 2021 from Section C, line 6  |                                     |   |  |
| <b>2</b> Underdistributions, if any, for years prior to 2021 (reasonable cause required - <i>explain in Part VI</i> ). See instructions.   |                                     |   |  |
| <b>3</b> Excess distributions carryover, if any, to 2021   |                                     |   |  |
| <b>a</b> From 2016   |                                     |   |  |
| <b>b</b> From 2017   |                                     |   |  |
| <b>c</b> From 2018   |                                     |   |  |
| <b>d</b> From 2019   |                                     |   |  |
| <b>e</b> From 2020   |                                     |   |  |
| <b>f</b> <b>Total</b> of lines 3a through 3e   |                                     |   |  |
| <b>g</b> Applied to underdistributions of prior years  |                                     |   |  |
| <b>h</b> Applied to 2021 distributable amount  |                                     |   |  |
| <b>i</b> Carryover from 2016 not applied (see instructions)  |                                     |   |  |
| <b>j</b> Remainder. Subtract lines 3g, 3h, and 3i from line 3f.  |                                     |   |  |
| <b>4</b> Distributions for 2021 from Section D, line 7: \$   |                                     |   |  |
| <b>a</b> Applied to underdistributions of prior years  |                                     |   |  |
| <b>b</b> Applied to 2021 distributable amount  |                                     |   |  |
| <b>c</b> Remainder. Subtract lines 4a and 4b from line 4.  |                                     |   |  |
| <b>5</b> Remaining underdistributions for years prior to 2021, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, <i>explain in Part VI</i> . See instructions. |                                     |   |  |
| <b>6</b> Remaining underdistributions for 2021. Subtract lines 3h and 4b from line 1. For result greater than zero, <i>explain in Part VI</i> . See instructions.                        |                                     |   |  |
| <b>7</b> <b>Excess distributions carryover to 2022.</b> Add lines 3j and 4c.   |                                     |   |  |
| <b>8</b> Breakdown of line 7:  |                                     |   |  |
| <b>a</b> Excess from 2017  |                                     |   |  |
| <b>b</b> Excess from 2018  |                                     |   |  |
| <b>c</b> Excess from 2019  |                                     |   |  |
| <b>d</b> Excess from 2020  |                                     |   |  |
| <b>e</b> Excess from 2021  |                                     |   |  |



**Schedule B**  
**(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Schedule of Contributors**

▶ Attach to Form 990 or Form 990-PF.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2021**

Name of the organization

**HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

Employer identification number

**75-1317961**

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)( 3 ) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

**Note:** Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

**General Rule**

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

**Special Rules**

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (1) \$5,000; or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ..... ▶ \$ \_\_\_\_\_

**Caution:** An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990).

LHA For Paperwork Reduction Act Notice, see the instructions for Form 990, 990-EZ, or 990-PF.

Schedule B (Form 990) (2021)

|  |   |
|--|---|
| Name of organization<br><b>HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.</b> | Employer identification number<br><b>75-1317961</b> |
|--|---|

**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

| (a)<br>No. | (b)<br>Name, address, and ZIP + 4  | (c)<br>Total contributions | (d)<br>Type of contribution   |
|------------|--|----------------------------|---|
| 1          | NINA HEARD ASTIN CHARITABLE TRUST<br>100 N MAIN ST, 6TH FLOOR, MAC<br>D4001-065<br><br>WINSTON SALEM, NC 27101 | \$ 27,000.                 | Person <input checked="" type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/><br>(Complete Part II for noncash contributions.) |
| 2          | COMMUNITIES FOUNDATION OF TEXAS<br>5500 CARUTH HAVEN LN<br><br>DALLAS, TX 75225                                | \$ 15,111.                 | Person <input checked="" type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/><br>(Complete Part II for noncash contributions.) |
| 3          | CHARLES AND TAMELA MILLER<br>5916 CARNEGIE LN<br><br>PLANO, TX 75093   | \$ 10,000.                 | Person <input checked="" type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/><br>(Complete Part II for noncash contributions.) |
| 4          | GOOGLE<br>1600 AMPHITHEATRE PARKWAY<br><br>MOUNTAIN VIEW, CA 94043   | \$ 18,824.                 | Person <input type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input checked="" type="checkbox"/><br>(Complete Part II for noncash contributions.) |
| 5          | WILLIAM AND FRANCIS WOODFIN<br>4696 COUNTY ROAD 412<br><br>MCKINNEY, TX 75071                                  | \$ 5,000.                  | Person <input checked="" type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/><br>(Complete Part II for noncash contributions.) |
| 6          | B.B. OWEN TRUST<br>P.O BOX 832350<br><br>RICHARDSON, TX 75083  | \$ 50,000.                 | Person <input checked="" type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/><br>(Complete Part II for noncash contributions.) |

|  |   |
|--|---|
| Name of organization<br><b>HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.</b> | Employer identification number<br><b>75-1317961</b> |
|--|---|

**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

| (a)<br>No. | (b)<br>Name, address, and ZIP + 4                         | (c)<br>Total contributions | (d)<br>Type of contribution   |
|------------|---|----------------------------|---|
| 7          | KXAS - NBC 5<br><br>PO BOX 419306<br><br>BOSTON, MA 02241 | \$ 384,300.                | Person <input type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input checked="" type="checkbox"/> <p style="font-size: small;">(Complete Part II for noncash contributions.)</p> |
| _____      | _____<br>_____<br>_____                                   | \$ _____                   | Person <input type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/> <p style="font-size: small;">(Complete Part II for noncash contributions.)</p>            |
| _____      | _____<br>_____<br>_____                                   | \$ _____                   | Person <input type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/> <p style="font-size: small;">(Complete Part II for noncash contributions.)</p>            |
| _____      | _____<br>_____<br>_____                                   | \$ _____                   | Person <input type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/> <p style="font-size: small;">(Complete Part II for noncash contributions.)</p>            |
| _____      | _____<br>_____<br>_____                                   | \$ _____                   | Person <input type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/> <p style="font-size: small;">(Complete Part II for noncash contributions.)</p>            |
| _____      | _____<br>_____<br>_____                                   | \$ _____                   | Person <input type="checkbox"/><br>Payroll <input type="checkbox"/><br>Noncash <input type="checkbox"/> <p style="font-size: small;">(Complete Part II for noncash contributions.)</p>            |



|  |   |
|--|---|
| Name of organization<br><b>HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.</b> | Employer identification number<br><b>75-1317961</b> |
|--|---|

**Part II Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

| (a)<br>No.<br>from<br>Part I | (b)<br>Description of noncash property given | (c)<br>FMV (or estimate)<br>(See instructions.) | (d)<br>Date received |
|------------------------------|--|---|----------------------|
| 4                            | IN-KIND, ADVERTISING                         | \$ 18,824.                                      |                      |
| 7                            | IN-KIND, ADVERTISING                         | \$ 384,300.                                     |                      |
|                              |  | \$  |                      |
|                              |  | \$  |                      |
|                              |  | \$  |                      |
|                              |  | \$  |                      |
|                              |  | \$  |                      |
|                              |  | \$  |                      |

|  |   |
|--|---|
| Name of organization<br><b>HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.</b> | Employer identification number<br><b>75-1317961</b> |
|--|---|

**Part III** Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this info, once) ▶ \$ \_\_\_\_\_  
Use duplicate copies of Part III if additional space is needed.

| (a) No. from Part I                     | (b) Purpose of gift | (c) Use of gift                          | (d) Description of how gift is held |
|---|---------------------|--|-------------------------------------|
|   |                     |  |                                     |
| <b>(e) Transfer of gift</b>             |                     |  |                                     |
| Transferee's name, address, and ZIP + 4 |                     | Relationship of transferor to transferee |                                     |
|   |                     |  |                                     |
| (a) No. from Part I                     | (b) Purpose of gift | (c) Use of gift                          | (d) Description of how gift is held |
|   |                     |  |                                     |
| <b>(e) Transfer of gift</b>             |                     |  |                                     |
| Transferee's name, address, and ZIP + 4 |                     | Relationship of transferor to transferee |                                     |
|   |                     |  |                                     |
| (a) No. from Part I                     | (b) Purpose of gift | (c) Use of gift                          | (d) Description of how gift is held |
|   |                     |  |                                     |
| <b>(e) Transfer of gift</b>             |                     |  |                                     |
| Transferee's name, address, and ZIP + 4 |                     | Relationship of transferor to transferee |                                     |
|   |                     |  |                                     |
| (a) No. from Part I                     | (b) Purpose of gift | (c) Use of gift                          | (d) Description of how gift is held |
|   |                     |  |                                     |
| <b>(e) Transfer of gift</b>             |                     |  |                                     |
| Transferee's name, address, and ZIP + 4 |                     | Relationship of transferor to transferee |                                     |
|   |                     |  |                                     |

**SCHEDULE D**  
**(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Financial Statements**

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.**  
▶ **Attach to Form 990.**

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

OMB No. 1545-0047

**2021**

**Open to Public Inspection**

**Name of the organization** HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC. **Employer identification number** 75-1317961

**Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.** Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

|   | (a) Donor advised funds                                  | (b) Funds and other accounts |
|---|--|------------------------------|
| 1 Total number at end of year   |  |                              |
| 2 Aggregate value of contributions to (during year)   |  |                              |
| 3 Aggregate value of grants from (during year)  |  |                              |
| 4 Aggregate value at end of year  |  |                              |
| 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?  | <input type="checkbox"/> Yes <input type="checkbox"/> No |                              |
| 6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? | <input type="checkbox"/> Yes <input type="checkbox"/> No |                              |

**Part II Conservation Easements.** Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

|   |   |
|---|---|
| <input type="checkbox"/> Preservation of land for public use (for example, recreation or education) | <input type="checkbox"/> Preservation of a historically important land area |
| <input type="checkbox"/> Protection of natural habitat  | <input type="checkbox"/> Preservation of a certified historic structure     |
| <input type="checkbox"/> Preservation of open space   |   |

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

|  | Held at the End of the Tax Year |
|--|---------------------------------|
| a Total number of conservation easements   | 2a                              |
| b Total acreage restricted by conservation easements   | 2b                              |
| c Number of conservation easements on a certified historic structure included in (a)   | 2c                              |
| d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register | 2d                              |

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ \_\_\_\_\_

4 Number of states where property subject to conservation easement is located ▶ \_\_\_\_\_

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?  Yes  No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \_\_\_\_\_

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ \_\_\_\_\_

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?  Yes  No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.** Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

|   |            |
|---|------------|
| (i) Revenue included on Form 990, Part VIII, line 1 | ▶ \$ _____ |
| (ii) Assets included in Form 990, Part X            | ▶ \$ _____ |

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

|   |            |
|---|------------|
| a Revenue included on Form 990, Part VIII, line 1 | ▶ \$ _____ |
| b Assets included in Form 990, Part X             | ▶ \$ _____ |



**HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

Schedule D (Form 990) 2021

75-1317961 Page 3

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

| (a) Description of security or category (including name of security)      | (b) Book value | (c) Method of valuation: Cost or end-of-year market value |
|---|----------------|---|
| (1) Financial derivatives .....   |                |   |
| (2) Closely held equity interests .....                                   |                |   |
| (3) Other .....   |                |   |
| (A) .....   |                |   |
| (B) .....   |                |   |
| (C) .....   |                |   |
| (D) .....   |                |   |
| (E) .....   |                |   |
| (F) .....   |                |   |
| (G) .....   |                |   |
| (H) .....   |                |   |
| <b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶ |                |   |

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

| (a) Description of investment   | (b) Book value | (c) Method of valuation: Cost or end-of-year market value |
|---|----------------|---|
| (1) .....   |                |   |
| (2) .....   |                |   |
| (3) .....   |                |   |
| (4) .....   |                |   |
| (5) .....   |                |   |
| (6) .....   |                |   |
| (7) .....   |                |   |
| (8) .....   |                |   |
| (9) .....   |                |   |
| <b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶ |                |   |

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

| (a) Description   | (b) Book value |
|---|----------------|
| (1) CONSTRUCTION IN PROGRESS  | 103,315.       |
| (2) CHARLES SCHWAB AND LPL FINANCIAL ACCOUNTS                               | 3,384,007.     |
| (3) .....   |                |
| (4) .....   |                |
| (5) .....   |                |
| (6) .....   |                |
| (7) .....   |                |
| (8) .....   |                |
| (9) .....   |                |
| <b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶ | 3,487,322.     |

**Part X Other Liabilities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

| 1. (a) Description of liability   | (b) Book value |
|---|----------------|
| (1) Federal income taxes  |                |
| (2) .....   |                |
| (3) .....   |                |
| (4) .....   |                |
| (5) .....   |                |
| (6) .....   |                |
| (7) .....   |                |
| (8) .....   |                |
| (9) .....   |                |
| <b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶ |                |

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII

**HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

**Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

|   |   |    |    |
|---|---|----|----|
| 1 | Total revenue, gains, and other support per audited financial statements        |    | 1  |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12:             |    |    |
| a | Net unrealized gains (losses) on investments                                    | 2a |    |
| b | Donated services and use of facilities  | 2b |    |
| c | Recoveries of prior year grants   | 2c |    |
| d | Other (Describe in Part XIII.)  | 2d |    |
| e | Add lines 2a through 2d   |    | 2e |
| 3 | Subtract line 2e from line 1  |    | 3  |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line 1:            |    |    |
| a | Investment expenses not included on Form 990, Part VIII, line 7b                | 4a |    |
| b | Other (Describe in Part XIII.)  | 4b |    |
| c | Add lines 4a and 4b   |    | 4c |
| 5 | Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) |    | 5  |

**Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

|   |  |    |    |
|---|--|----|----|
| 1 | Total expenses and losses per audited financial statements                       |    | 1  |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25:                |    |    |
| a | Donated services and use of facilities   | 2a |    |
| b | Prior year adjustments   | 2b |    |
| c | Other losses   | 2c |    |
| d | Other (Describe in Part XIII.)   | 2d |    |
| e | Add lines 2a through 2d  |    | 2e |
| 3 | Subtract line 2e from line 1   |    | 3  |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1:               |    |    |
| a | Investment expenses not included on Form 990, Part VIII, line 7b                 | 4a |    |
| b | Other (Describe in Part XIII.)   | 4b |    |
| c | Add lines 4a and 4b  |    | 4c |
| 5 | Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.) |    | 5  |

**Part XIII Supplemental Information.**

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

**PART X, LINE 2:**

HNSM IS A NOT-FOR-PROFIT ORGANIZATION EXEMPT FROM FEDERAL INCOME TAXES UNDER INTERNAL REVENUE CODE SECTION 501(C)(3). ACCORDINGLY, NO PROVISION FOR FEDERAL INCOME TAX HAS BEEN MADE. HNSM FILES THE REQUIRED ANNUAL FEDERAL INFORMATIONAL RETURN FOR TAX-EXEMPT ORGANIZATIONS. HNSM HAS PROCESSES PRESENTLY IN PLACE TO ENSURE THE MAINTENANCE OF ITS TAX-EXEMPT STATUS; TO IDENTIFY AND REPORT UNRELATED INCOME; TO DETERMINE ITS FILING AND TAX OBLIGATIONS; AND TO IDENTIFY AND EVALUATE OTHER MATTERS THAT MAY BE CONSIDERED TAX POSITIONS. HNSM IS SUBJECT TO ROUTINE AUDITS BY TAXING JURISDICTIONS; HOWEVER, THERE ARE CURRENTLY NO AUDITS FOR ANY TAX PERIODS IN PROGRESS. HNSM'S OPEN TAX PERIODS ARE FROM SEPTEMBER 30, 2019, TO SEPTEMBER 30, 2022.







**HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.**

**Part II Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

|                 |   | (a) Event #1      | (b) Event #2          | (c) Other events | (d) Total events                |
|-----------------|---|-------------------|-----------------------|------------------|---------------------------------|
|                 |   | SPRING PLANT SALE | HOLIDAYS AT THE HEARD | 5                | (add col. (a) through col. (c)) |
|                 |   | (event type)      | (event type)          | (total number)   |                                 |
| Revenue         | 1 Gross receipts .....  | 64,177.           | 19,181.               | 28,780.          | 112,138.                        |
|                 | 2 Less: Contributions .....   |                   |                       |                  |                                 |
|                 | 3 Gross income (line 1 minus line 2) .....                            | 64,177.           | 19,181.               | 28,780.          | 112,138.                        |
| Direct Expenses | 4 Cash prizes .....   |                   |                       |                  |                                 |
|                 | 5 Noncash prizes .....  |                   |                       |                  |                                 |
|                 | 6 Rent/facility costs .....   |                   |                       |                  |                                 |
|                 | 7 Food and beverages .....  |                   |                       |                  |                                 |
|                 | 8 Entertainment .....   |                   |                       |                  |                                 |
|                 | 9 Other direct expenses .....   | 26,890.           | 5,280.                | 7,759.           | 39,929.                         |
|                 | 10 Direct expense summary. Add lines 4 through 9 in column (d) .....  |                   |                       |                  | 39,929.                         |
|                 | 11 Net income summary. Subtract line 10 from line 3, column (d) ..... |                   |                       |                  | 72,209.                         |

**Part III Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

|                 |  | (a) Bingo   | (b) Pull tabs/instant bingo/progressive bingo                       | (c) Other gaming  | (d) Total gaming (add col. (a) through col. (c)) |
|-----------------|--|---|---|---|--|
| Revenue         | 1 Gross revenue .....  |   |   |   |  |
| Direct Expenses | 2 Cash prizes .....  |   |   |   |  |
|                 | 3 Noncash prizes .....   |   |   |   |  |
|                 | 4 Rent/facility costs .....  |   |   |   |  |
|                 | 5 Other direct expenses .....  |   |   |   |  |
|                 | 6 Volunteer labor .....  | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No |  |
|                 | 7 Direct expense summary. Add lines 2 through 5 in column (d) .....        |   |   |   |  |
|                 | 8 Net gaming income summary. Subtract line 7 from line 1, column (d) ..... |   |   |   |  |

9 Enter the state(s) in which the organization conducts gaming activities: \_\_\_\_\_

a Is the organization licensed to conduct gaming activities in each of these states?  Yes  No

b If "No," explain: \_\_\_\_\_

\_\_\_\_\_

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year?  Yes  No

b If "Yes," explain: \_\_\_\_\_

\_\_\_\_\_

HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.

11 Does the organization conduct gaming activities with nonmembers?  Yes  No

12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming?  Yes  No

13 Indicate the percentage of gaming activity conducted in:  
a The organization's facility 

|     |   |
|-----|---|
| 13a | % |
| 13b | % |

  
b An outside facility

14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:  
Name ▶ \_\_\_\_\_  
Address ▶ \_\_\_\_\_

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue?  Yes  No

b If "Yes," enter the amount of gaming revenue received by the organization ▶ \$ \_\_\_\_\_ and the amount of gaming revenue retained by the third party ▶ \$ \_\_\_\_\_

c If "Yes," enter name and address of the third party:  
Name ▶ \_\_\_\_\_  
Address ▶ \_\_\_\_\_

16 Gaming manager information:  
Name ▶ \_\_\_\_\_  
Gaming manager compensation ▶ \$ \_\_\_\_\_  
Description of services provided ▶ \_\_\_\_\_  
\_\_\_\_\_  
 Director/officer     Employee     Independent contractor

17 Mandatory distributions:  
a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?  Yes  No  
b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ \$ \_\_\_\_\_

**Part IV Supplemental Information.** Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**SCHEDULE M  
(Form 990)**

**Noncash Contributions**

OMB No. 1545-0047

**2021**

**Open to Public  
Inspection**

Department of the Treasury  
Internal Revenue Service

- ▶ Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
- ▶ Attach to Form 990.
- ▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

Name of the organization **HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY, INC.** Employer identification number **75-1317961**

| Part I | Types of Property   | (a)<br>Check if applicable | (b)<br>Number of contributions or items contributed | (c)<br>Noncash contribution amounts reported on Form 990, Part VIII, line 1g | (d)<br>Method of determining noncash contribution amounts |
|--------|---|----------------------------|---|--|---|
| 1      | Art - Works of art  |                            |   |  |   |
| 2      | Art - Historical treasures                                |                            |   |  |   |
| 3      | Art - Fractional interests                                |                            |   |  |   |
| 4      | Books and publications                                    |                            |   |  |   |
| 5      | Clothing and household goods                              |                            |   |  |   |
| 6      | Cars and other vehicles                                   |                            |   |  |   |
| 7      | Boats and planes  |                            |   |  |   |
| 8      | Intellectual property                                     |                            |   |  |   |
| 9      | Securities - Publicly traded                              |                            |   |  |   |
| 10     | Securities - Closely held stock                           |                            |   |  |   |
| 11     | Securities - Partnership, LLC, or trust interests         |                            |   |  |   |
| 12     | Securities - Miscellaneous                                |                            |   |  |   |
| 13     | Qualified conservation contribution - Historic structures |                            |   |  |   |
| 14     | Qualified conservation contribution - Other               |                            |   |  |   |
| 15     | Real estate - Residential                                 |                            |   |  |   |
| 16     | Real estate - Commercial                                  |                            |   |  |   |
| 17     | Real estate - Other                                       |                            |   |  |   |
| 18     | Collectibles  |                            |   |  |   |
| 19     | Food inventory  |                            |   |  |   |
| 20     | Drugs and medical supplies                                |                            |   |  |   |
| 21     | Taxidermy   |                            |   |  |   |
| 22     | Historical artifacts                                      |                            |   |  |   |
| 23     | Scientific specimens                                      |                            |   |  |   |
| 24     | Archeological artifacts                                   |                            |   |  |   |
| 25     | Other ▶ ( <u>IN-KIND ADVER</u> )                          | X                          | 2   | 403,124.   | COMPARABLE SALES  |
| 26     | Other ▶ ( _____ )   |                            |   |  |   |
| 27     | Other ▶ ( _____ )   |                            |   |  |   |
| 28     | Other ▶ ( _____ )   |                            |   |  |   |

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement **29**

|   | Yes | No |
|---|-----|----|
| 30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least three years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period? |     | X  |
| b If "Yes," describe the arrangement in Part II.  |     |    |
| 31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?   |     | X  |
| 32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?  |     | X  |
| b If "Yes," describe in Part II.  |     |    |
| 33 If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.   |     |    |



**SCHEDULE O  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2021**

Open to Public  
Inspection

Name of the organization

HEARD NATURAL SCIENCE MUSEUM AND  
WILDLIFE SANCTUARY, INC.

Employer identification number

75-1317961

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

A PORTION OF NORTH TEXAS LAND AND PRESERVING THROUGH MUSEUM COLLECTIONS

EXAMPLES OF NATURAL HISTORY, NATURE RELATED ART WORKS AND MEMORABILIA

OF FOUNDER, BESSIE HEARD

FORM 990, PART VI, SECTION B, LINE 11B:

FORM 990 IS REVIEWED BY THE BOARD OF DIRECTORS BEFORE SIGNING

FORM 990, PART VI, SECTION C, LINE 19:

UPON WRITTEN REQUEST

**INTERNAL REVENUE SERVICE**  
District Director

**DEPARTMENT OF THE TREASURY**  
1100 Commerce St., Dallas, TX 75242

HEARD NATURAL SCIENCE MUSEUM  
AND WILDLIFE SANCTUARY INC  
ONE NATURE PL  
MCKINNEY, TEXAS  
75069

Person to Contact:  
Barbara Mitchell

Telephone Number:  
(214)767-1162

Refer Reply to:  
EP/EO:MC:4940 DAL

Date:  
DECEMBER 27, 1993

EIN:  
75-1317961

Dear Sir or Madam:

Our records show that HEARD NATURAL SCIENCE MUSEUM AND WILDLIFE SANCTUARY INC is exempt from Federal Income Tax under section 501(c)(3) of the Internal Revenue Code. This exemption was granted DECEMBER 1969 and remains in full force and effect. Contributions to your organization are deductible in the manner and to the extent provided by section 170 of the Code.

We have classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Internal Revenue Code because you are an organization described in section 170(b)(1)(A)(vi).

If we may be of further assistance, please contact the person whose name and telephone number are shown above.

Sincerely Yours,

*Barbara Mitchell*

EP/EO Correspondence Examiner  
Customer Service Section

## Request for Taxpayer Identification Number and Certification

**Give Form to the  
requester. Do not  
send to the IRS.**

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type.  
See Specific Instructions on page 3.

|  |   |
|--|---|
| 1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.<br><b>Heard Natural Science Museum &amp; Wildlife Sanctuary</b>  |   |
| 2 Business name/disregarded entity name, if different from above<br><b>Heard Museum</b>  |   |
| 3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.<br><br><input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate<br><br><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____<br><b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.<br><br><input type="checkbox"/> Other (see instructions) ▶ _____ | 4 Exemptions (codes apply only to certain entities, not Individuals; see instructions on page 3):<br><br>Exempt payee code (if any) _____<br><br>Exemption from FATCA reporting code (if any) _____<br><br><i>(Applies to accounts maintained outside the U.S.)</i> |
| 5 Address (number, street, and apt. or suite no.) See instructions.<br><b>1 Nature Pl</b>  | Requester's name and address (optional)   |
| 6 City, state, and ZIP code<br><b>McKinney, TX 75069</b>   |   |
| 7 List account number(s) here (optional)   |   |

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

|                                       |   |   |   |   |   |   |   |   |   |
|---------------------------------------|---|---|---|---|---|---|---|---|---|
| <b>Social security number</b>         |   |   |   |   |   |   |   |   |   |
|                                       |   |   |   |   |   |   |   |   |   |
| <b>or</b>                             |   |   |   |   |   |   |   |   |   |
| <b>Employer identification number</b> |   |   |   |   |   |   |   |   |   |
| 7                                     | 5 | - | 1 | 3 | 1 | 7 | 9 | 6 | 1 |

### Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

|                  |                            |                       |
|------------------|----------------------------|-----------------------|
| <b>Sign Here</b> | Signature of U.S. person ▶ | Date ▶ <b>9/27/23</b> |
|------------------|----------------------------|-----------------------|

### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (Interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*