

**AMERICAN CAMPING ASSOCIATION, INC.  
D/B/A AMERICAN CAMP ASSOCIATION AND  
AMERICAN CAMPING FOUNDATION, INC.**

*Consolidated Financial Statements*

TOGETHER WITH INDEPENDENT AUDITORS' REPORT

*June 30, 2008 and 2007*

**Greenwalt Sponsel & Co., Inc.**

We Deliver Peace of Mind

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# GS&CO Greenwalt Sponsel & Co., Inc.

Business & Financial Advisors

Certified Public Accountants

## INDEPENDENT AUDITORS' REPORT

To the Boards of Directors of American Camping Association, Inc.  
d/b/a American Camp Association and American Camping Foundation, Inc.:

We have audited the accompanying consolidated statements of financial position of American Camping Association, Inc. d/b/a American Camp Association and American Camping Foundation, Inc., as of June 30, 2008 and 2007, and the related consolidated statements of activities and cash flows for the years then ended. These financial statements are the responsibility of American Camping Association, Inc. d/b/a American Camp Association and American Camping Foundation, Inc.'s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of American Camping Association, Inc. d/b/a American Camp Association and American Camping Foundation, Inc. as of June 30, 2008 and 2007, and the changes in their net assets and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States.

*Greenwalt Sponsel & Co., Inc.*

August 22, 2008, except for Note 16,  
as to which the date is October 16, 2008

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Consolidated Statements of Financial Position*

*June 30, 2008 and 2007*

<b><u>ASSETS</u></b>		
	<b><u>2008</u></b>	<b><u>2007</u></b>
<b>Assets</b>		
Cash and cash equivalents (including designated cash of \$28,936 and \$26,294, for 2008 and 2007, respectively)	\$ 1,164,434	\$ 1,108,623
Accounts receivable, net of allowance of \$2,000 and \$2,000, for 2008 and 2007, respectively	67,980	70,733
Contributions receivable, net of allowance of \$44,100 and \$55,100, for 2008 and 2007, respectively	330,115	498,767
Interest receivable	6,962	8,499
Taxes receivable	5,882	-
Prepaid expenses	78,634	58,170
Inventory	14,461	15,673
Investments	3,085,860	3,457,944
Assets held in split interest agreements	211,566	216,222
Building and equipment, net	<u>1,060,969</u>	<u>728,187</u>
<i>Total assets</i>	<u><u>\$ 6,026,863</u></u>	<u><u>\$ 6,162,818</u></u>
<b><u>LIABILITIES AND NET ASSETS</u></b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 303,584	\$ 262,154
Payable to Sections	377,991	347,936
Taxes payable	-	17,901
Unearned dues	1,279,797	1,265,574
Notes payable related party	100,000	-
Escrow funds	29,055	26,194
Liability under split interest agreements	<u>149,804</u>	<u>155,765</u>
<i>Total liabilities</i>	<u>2,240,231</u>	<u>2,075,524</u>
<b>Commitments (Note 10)</b>		
<b>Net Assets</b>		
Unrestricted, including Board designated net assets of \$386,648 and \$339,066 for 2008 and 2007, respectively	696,568	995,730
Temporarily restricted	933,578	1,011,279
Permanently restricted	<u>2,156,486</u>	<u>2,080,285</u>
<i>Total net assets</i>	<u>3,786,632</u>	<u>4,087,294</u>
<i>Total liabilities and net assets</i>	<u><u>\$ 6,026,863</u></u>	<u><u>\$ 6,162,818</u></u>

See accompanying notes to financial statements.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Consolidated Statement of Activities*

*For the Year Ended June 30, 2008*

	2008			<u>Total</u>
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	
<b>Revenues and Other Support</b>				
Membership dues and camp fees	\$ 4,360,696	\$ -	\$ -	\$ 4,360,696
Conference and education	816,411	-	-	816,411
Publications revenue	474,996	-	-	474,996
Grants and contributions	191,482	609,326	53,771	854,579
Investment income	140,193	22,537	-	162,730
Royalties and commissions	91,015	-	-	91,015
Miscellaneous	60,069	-	-	60,069
	<u>6,134,862</u>	<u>631,863</u>	<u>53,771</u>	<u>6,820,496</u>
Net assets released from restrictions	<u>637,257</u>	<u>(637,257)</u>	<u>-</u>	<u>-</u>
	<u>6,772,119</u>	<u>(5,394)</u>	<u>53,771</u>	<u>6,820,496</u>
<b>Expenses</b>				
Distribution to Sections	2,285,864	-	-	2,285,864
Member and field services	405,512	-	-	405,512
Camp and youth development education	1,145,016	-	-	1,145,016
Education publications	462,654	-	-	462,654
Public services				
Standards program	330,575	-	-	330,575
Government relations	57,331	-	-	57,331
Public relations	475,995	-	-	475,995
Scholarships and grants	452,619	-	-	452,619
<i>Total program services</i>	<u>5,615,566</u>	<u>-</u>	<u>-</u>	<u>5,615,566</u>
Management and general				
General and administration	622,201	-	-	622,201
Governance	377,024	-	-	377,024
Fund development	282,793	-	-	282,793
	<u>6,897,584</u>	<u>-</u>	<u>-</u>	<u>6,897,584</u>
<b>Change in Net Assets From Operations</b>	(125,465)	(5,394)	53,771	(77,088)
Net unrealized/realized losses	<u>(172,130)</u>	<u>(51,444)</u>	<u>-</u>	<u>(223,574)</u>
<b>Change in Net Assets</b>	(297,595)	(56,838)	53,771	(300,662)
<b>Transfer of Net Assets</b>	(1,567)	(20,863)	22,430	-
<b>Net Assets, Beginning of Year</b>	<u>995,730</u>	<u>1,011,279</u>	<u>2,080,285</u>	<u>4,087,294</u>
<b>Net Assets, End of Year</b>	<u>\$ 696,568</u>	<u>\$ 933,578</u>	<u>\$ 2,156,486</u>	<u>\$ 3,786,632</u>

See accompanying notes to financial statements.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Consolidated Statement of Activities*

*For the Year Ended June 30, 2007*

	2007			<u>Total</u>
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	
<b>Revenues and Other Support</b>				
Membership dues and camp fees	\$ 4,177,213	\$ -	\$ -	\$ 4,177,213
Conference and education	796,411	-	-	796,411
Publications revenue	462,933	-	-	462,933
Grants and contributions	147,322	393,063	58,747	599,132
Investment income	135,036	19,968	-	155,004
Royalties and commissions	130,361	-	-	130,361
Miscellaneous	43,633	-	-	43,633
	<u>5,892,909</u>	<u>413,031</u>	<u>58,747</u>	<u>6,364,687</u>
Net assets released from restrictions	750,714	(750,714)	-	-
	<u>6,643,623</u>	<u>(337,683)</u>	<u>58,747</u>	<u>6,364,687</u>
<b>Expenses</b>				
Distribution to Sections	2,248,426	-	-	2,248,426
Member and field services	418,889	-	-	418,889
Camp and youth development education	1,251,349	-	-	1,251,349
Education publications	609,957	-	-	609,957
Public services				
Standards program	436,105	-	-	436,105
Government relations	48,016	-	-	48,016
Public relations	323,375	-	-	323,375
Scholarships and grants	208,030	-	-	208,030
<i>Total program services</i>	<u>5,544,147</u>	<u>-</u>	<u>-</u>	<u>5,544,147</u>
Management and general				
General and administration	540,389	-	-	540,389
Governance	331,144	-	-	331,144
Fund development	173,202	-	-	173,202
	<u>6,588,882</u>	<u>-</u>	<u>-</u>	<u>6,588,882</u>
<b>Change in Net Assets From Operations</b>	54,741	(337,683)	58,747	(224,195)
Net unrealized/realized gains	195,124	56,779	-	251,903
	249,865	(280,904)	58,747	27,708
<b>Change in Net Assets</b>				
<b>Net Assets, Beginning of Year</b>	<u>745,865</u>	<u>1,292,183</u>	<u>2,021,538</u>	<u>4,059,586</u>
<b>Net Assets, End of Year</b>	<u>\$ 995,730</u>	<u>\$ 1,011,279</u>	<u>\$ 2,080,285</u>	<u>\$ 4,087,294</u>

See accompanying notes to financial statements.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Consolidated Statements of Cash Flows*

*For the Years Ended June 30, 2008 and 2007*

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**INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS**

	<b><u>2008</u></b>	<b><u>2007</u></b>
<b>Operating Activities</b>		
Cash received from members, grantors and others	\$ 6,797,140	\$ 6,606,245
Cash paid to Sections, suppliers and employees	(6,770,933)	(6,411,270)
Investment income received	164,267	155,740
Income taxes paid	(43,346)	(85,924)
	<u>147,128</u>	<u>264,791</u>
<i>Net cash provided by operating activities</i>		
<b>Investing Activities</b>		
Purchase of property and equipment	(393,598)	(145,689)
Purchase of investments	(2,522,434)	(863,059)
Maturities and sales of investments	2,670,944	664,049
	<u>(245,088)</u>	<u>(344,699)</u>
<i>Net cash used in investing activities</i>		
<b>Financing Activity</b>		
Proceed from note payable	100,000	-
Proceeds from contributions restricted for permanent endowment	53,771	58,747
	<u>153,771</u>	<u>58,747</u>
<i>Net cash provided by financing activities</i>		
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	55,811	(21,161)
<b>Cash and Cash Equivalents, Beginning of Year</b>	<u>1,108,623</u>	<u>1,129,784</u>
<b>Cash and Cash Equivalents, End of Year</b>	<u><u>\$ 1,164,434</u></u>	<u><u>\$ 1,108,623</u></u>

AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.

Consolidated Statements of Cash Flows, Continued

For the Years Ended June 30, 2008 and 2007

Page 2 of 2

**RECONCILIATION OF CHANGE IN NET ASSETS TO NET CASH**  
**FROM OPERATING ACTIVITIES**

	<u>2008</u>	<u>2007</u>
<b>Change in Net Assets</b>	<u>\$ (300,662)</u>	<u>\$ 27,708</u>
<b>Adjustments to Reconcile Change in Net Assets to Net Cash From Operating Activities</b>		
Depreciation and amortization	60,816	58,399
Realized gain on sale of investments	(301,551)	-
Unrealized (gain) loss on investments	525,125	(251,903)
Contributions restricted for permanent endowment	(53,771)	(58,747)
Decrease in value of split interest agreement	(1,305)	(2,073)
<i>(Increase) decrease in operating assets:</i>		
Accounts receivable	2,753	68,544
Contributions receivable	168,652	299,365
Interest receivable	1,537	736
Taxes receivable	(5,882)	-
Prepaid expenses	(20,464)	12,392
Inventory	1,212	140,465
<i>Increase (decrease) in operating liabilities:</i>		
Accounts payable and accrued expenses	41,430	(34,678)
Payable to Sections	30,055	(105,389)
Taxes payable	(17,901)	17,293
Unearned dues	14,223	93,131
Escrow funds	2,861	(452)
 <i>Total adjustments</i>	 <u>447,790</u>	 <u>237,083</u>
 <b>Net Cash From Operating Activities</b>	 <u><u>\$ 147,128</u></u>	 <u><u>\$ 264,791</u></u>

# AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION AND AMERICAN CAMPING FOUNDATION, INC.

*Notes to Consolidated Financial Statements*

*June 30, 2008 and 2007*

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## 1. NATURE OF OPERATIONS

The American Camping Association, Inc. d/b/a American Camp Association (Association) was incorporated as a not-for-profit organization in September 1960 under the laws of the State of Indiana. The Association is a community of camp professionals who, for nearly 100 years, have joined together to share their knowledge and experience and to ensure the quality of camp and youth development programs. The Association is committed to unparalleled quality learning experiences and to helping its members, camps and the public.

The American Camping Foundation, Inc. (Foundation) was incorporated as a not-for-profit organization in June 1990 under the laws of the State of Indiana. The Foundation was organized to raise funds for the support of the Association and currently administers an endowment whose income is used solely for the Association's benefit. The directors of the Foundation also serve in an advisory capacity to the Association in all financial areas.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### *Basis of Presentation*

The accompanying financial statements have been prepared on the accrual basis of accounting. The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of the revenues, expenses, gains, losses and other changes in net assets during the reporting period. Actual results could differ from those estimates.

### *Principles of Consolidation*

The consolidated financial statements include the accounts of the American Camping Association, Inc. and American Camping Foundation, Inc. (together referred to as the "Organization"). All material interorganization accounts and transactions have been eliminated in consolidation.

### *Cash and Cash Equivalents*

The Organization considers all liquid investments with original maturities of three months or less to be cash equivalents. At June 30, 2008 and 2007, cash equivalents consisted of cash, money markets accounts and treasury bills. The Organization has maintained cash balances in excess of Federal Deposit Insurance Corporation insured limits from time to time during the year and at June 30, 2008.

### *Accounts Receivable and Credit Policies*

Accounts receivable are stated at the amount billed to members. The Association provides an allowance for doubtful accounts, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions. Accounts receivable are ordinarily due 30 days after the issuance of the invoice. Accounts over 60 days are considered delinquent and anything over 90 days is sent to a third party collection agency. Delinquent receivables are written off based on individual credit evaluation and specific circumstances of the member.

### *Inventory*

Inventory consists of office supplies and is stated at the lower of cost or market. Cost is determined on the first-in, first out (FIFO) method.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Notes to Consolidated Financial Statements*

*June 30, 2008 and 2007*

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED**

*Inventory, Continued*

During 2006, the Association entered into a publishing agreement with Healthy Learning and transitioned the distribution and fulfillment of the Association's bookstore products to Healthy Learning. In less than eighteen months Healthy Learning published and updated over fifty products. In 2007, the Association wrote off the remaining outdated inventory.

*Investments*

Investments are carried at fair value. Realized and unrealized gains and losses are reflected in the statements of activities.

*Building and Equipment*

Expenditures for building and equipment and items which substantially increase the useful lives of the existing assets are capitalized at cost. The Association provides for depreciation on the straight-line method at rates designed to depreciate the costs of assets over estimated useful lives as follow:

	Years
Building	5-50
Furniture and equipment	5-10
Computer equipment	3-7

Depreciation and amortization expense was \$60,816 and \$58,399 for the years ended June 30, 2008 and 2007, respectively.

*Deferred Revenue and Revenue Recognition*

Income from membership dues and camp fees is collected annually for services performed throughout the year. Revenues are recognized on a straight-line basis throughout the year. Camping Magazine subscription revenue is recognized per issue. Pre conference exhibit sales are recognized in the fiscal year the event occurs.

*Contributions*

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

Gifts of land, buildings, equipment and other long-lived assets are reported as unrestricted revenue and net assets unless explicit donor stipulations specify how such assets must be used, in which case the gifts are reported as temporarily or permanently restricted revenue and net assets. Absent explicit donor stipulations for the time long-lived assets must be held, expirations of restrictions resulting in reclassification of temporarily restricted net assets as unrestricted net assets are reported when the long-lived assets are placed in service.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Notes to Consolidated Financial Statements*

*June 30, 2008 and 2007*

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED**

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

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

*Income Attributable to Restricted Net Assets*

The classification of the permanent endowment historical gift value and the related appreciation or depreciation on the investment thereon will be governed by the donor's explicit or implicit restrictions. When the governing documents are silent, the appreciation related to each specific endowment will follow the donor's income usage restriction. That is, gains will be unrestricted if the donor's income usage restriction is unrestricted. Net losses or depreciation on investments held in permanent endowments will first reduce the income from that endowment fund earned in prior periods and held in temporarily restricted net assets where the restrictions have not been met. Any loss in excess of those amounts will be recorded as a decrease in unrestricted net assets. Subsequent recovery of investment market value will reduce previously accrued deficits, with unrestricted amounts reinstated first.

*Temporarily and Permanently Restricted Net Assets*

Temporarily restricted net assets are those whose use by the Organization has been limited by donors to a specific time period or purpose. Permanently restricted net assets have been restricted by donors to be maintained by the Organization in perpetuity.

*Income Taxes*

The Association and Foundation are exempt from federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code. Neither organization is considered to be a private foundation. The Association does pay income tax on unrelated business income.

*Expense Allocation*

Expenses have been classified as program services, management and general, and fund development based on the actual direct expenditures and cost allocations based upon actual time and expense studies.

*Advertising*

The Organization incurred \$33,039 and \$18,207 in advertising expense which is included in the expenses in the statement of activities in the years ended June 30, 2008 and 2007, respectively. These costs were expensed as incurred.

**3. DESIGNATED CASH**

Designated cash balances consist of the following:

	<u>2008</u>	<u>2007</u>
Net payments made by Sections for funding of the deductible on the Association's liability insurance in the event of a claim	<u>\$ 28,936</u>	<u>\$ 26,294</u>

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**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Notes to Consolidated Financial Statements*

*June 30, 2008 and 2007*

**4. CONTRIBUTIONS RECEIVABLE**

Contributions receivable consisted of the following:

	<u>2008</u>	<u>2007</u>
Due within one year	\$ 196,526	\$ 244,300
Due in one to five years	189,858	337,073
	<u>386,384</u>	<u>581,373</u>
Less:		
Allowance for uncollectible contributions	(44,100)	(55,100)
Unamortized discount	(12,169)	(27,506)
	<u>\$ 330,115</u>	<u>\$ 498,767</u>

Contributions receivable are restricted for: CAMPAign '07 Honor our Past, Assure Our Future and the Kennebec Campership Fund. Discount rates ranged from 5.13% to 3.06% for 2008 and 2007. All contributions receivable are classified as temporarily restricted net assets.

**5. INVESTMENTS**

Information about the Association and the Foundation's investments is as follows:

	<u>2008</u>		<u>2007</u>	
	<u>Cost</u>	<u>Market</u>	<u>Cost</u>	<u>Market</u>
CDs	\$ 750,000	\$ 750,000	\$ 700,000	\$ 700,000
U.S. Government obligations	508,931	515,203	941,433	924,140
U.S. Treasury securities	119,182	115,401	-	-
Mutual funds	1,650,263	1,687,963	1,049,858	1,633,902
Bonds	22,087	17,293	206,132	199,902
	<u>\$ 3,050,463</u>	<u>\$ 3,085,860</u>	<u>\$ 2,897,423</u>	<u>\$ 3,457,944</u>

The following schedule summarizes the investment return and its classification in the statements of activities for the years ended June 30:

	<u>2008</u>	<u>2007</u>
Dividends and interest (net of expenses of \$1,909 and \$1,893 in 2008 and 2007, respectively)	\$ 162,730	\$ 155,004
Net realized gain on investments	301,551	-
Net unrealized gain (loss) on investments	<u>(525,125)</u>	<u>251,903</u>
Total return on investments	<u>\$ (60,844)</u>	<u>\$ 406,907</u>

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Notes to Consolidated Financial Statements*

*June 30, 2008 and 2007*

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**6. BUILDING AND EQUIPMENT**

The Organization's building and equipment are as follows:

	<u>2008</u>	<u>2007</u>
Building	\$ 1,073,149	\$ 1,069,724
Furniture and equipment	268,797	268,797
Computer equipment	1,634,875	1,109,089
Technology hardware and software not yet in service	-	135,612
	<u>2,976,821</u>	<u>2,583,222</u>
Accumulated depreciation and amortization	<u>(1,915,852)</u>	<u>(1,855,035)</u>
	<u>\$ 1,060,969</u>	<u>\$ 728,187</u>

**7. SPLIT INTEREST AGREEMENTS**

The Foundation is the recipient of contributions to several split interest agreements.

- A charitable remainder unitrust was established in 1992 with an original value of approximately \$175,000 and a 5% payout. Two-thirds of the remainder will revert to the Foundation and one-third to another charity.
- A charitable remainder unitrust with an original value of approximately \$40,000 and a 5% payout was created in 1998. All remaining assets revert to the Foundation.
- A gift annuity of \$25,000 was purchased in 1996. It has a 6.5% payout.

All assets are valued at fair value, and the fair value of assets held in trust at June 30, 2008 and 2007 was \$211,566 and \$216,222, respectively.

The present value of the estimated future payments is calculated using a discount rate of 7.06% and applicable mortality tables. At June 30, 2008 and 2007, the associated liabilities were \$149,804 and \$155,765, respectively.

**8. LINE OF CREDIT**

The Association has a \$500,000 line of credit due and payable on demand. At June 30, 2008 and 2007, there was no outstanding balance. The line is collateralized by substantially all of the Association's assets. Interest varies with the one month LIBOR rate plus 2.5%, which was 7.03% on June 30, 2008, and is payable monthly.

**9. NOTE PAYABLE RELATED PARTY**

On January 29, 2008, a board member advanced \$100,000 for operating purposes. The note is unsecured and has a 0% interest rate in effect for eighteen months. The principal amount is due in full eighteen months from initiation of the agreement and may be extended by written notice for one additional year.

**10. LEASES**

The Association leases various office equipment under noncancelable operating lease arrangements. These leases have expiration dates through 2009. Rental expense for these leases included in the statements of activities in each of the years ended June 30, 2008 and 2007 was \$18,756.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Notes to Consolidated Financial Statements*

*June 30, 2008 and 2007*

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**10. LEASES, CONTINUED**

Minimum rental payments required under the operating leases, which have remaining terms in excess of one year as of June 30, 2008, are as follows:

2009	\$ 2,736
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The Association also leases the land upon which the national administrative headquarters is located. This lease expires March 31, 2036 and is renewable upon the written agreement of both parties. In lieu of cash rent paid to the lessor, the Association pays the annual costs of maintenance and upkeep for the leased premises.

**11. TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets are available for the following purposes or period:

	<u>2008</u>	<u>2007</u>
Scholarships	\$ 560,068	\$ 521,548
Fundraising expenses	9,051	15,025
Research	250,000	328,631
Repositioning initiative	112,159	143,775
Other	2,300	2,300
	<u>\$ 933,578</u>	<u>\$ 1,011,279</u>

**12. PERMANENTLY RESTRICTED NET ASSETS**

Income from the following permanently restricted net assets is expendable to support:

	<u>2008</u>	<u>2007</u>
Scholarships	\$ 475,159	\$ 425,896
Fundraising expenses	51,000	51,000
Any activity of the Organization	1,630,327	1,603,389
	<u>\$ 2,156,486</u>	<u>\$ 2,080,285</u>

The Foundation's Board has designated that a portion of unrestricted net assets, which represents investment return from the endowment in excess of the amount authorized to support the current operations, is to be reinvested as quasi endowment. The Board-designated quasi endowment is \$386,648 and \$339,066 for 2008 and 2007, respectively.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Notes to Consolidated Financial Statements*

*June 30, 2008 and 2007*

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**13. NET ASSETS RELEASED FROM RESTRICTIONS**

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

	<u>2008</u>	<u>2007</u>
Purpose restrictions accomplished -		
Scholarships	\$ 445,888	\$ 207,631
Research	100,000	312,900
Repositioning initiative	88,369	226,637
Other	3,000	3,546
	<u>\$ 637,257</u>	<u>\$ 750,714</u>

**14. RETIREMENT PLAN**

The Association has a defined-contribution retirement plan. Contributions to the plan are made for all employees, 21 years of age or older, with at least three months of service. The Association is required to make contributions equal to eight percent of the employee's annual salary when the employee contribution is equal to at least five percent. The retirement plan contribution totaled \$127,253 in 2008 and \$102,024 in 2007.

**15. RELATED PARTIES**

The American Camping Association, Inc. is a national association with twenty-four locally chartered Sections, some of which are incorporated. Because each Section is a legal entity with its own board of directors, their activities are reported separately and are not included in these financial statements. All membership dues and camp fees are collected by national headquarters. The distribution to Sections includes an allocated share of membership dues and camp fees.

The American Camping Association, Inc. has filed for a group exemption from federal income tax under Section 501(c)(3). Twenty of the Sections are included under the group exemption. The other four Sections have applied and received their own exempt status.

**16. SUBSEQUENT EVENT**

Subsequent to year-end the Foundation's investments declined by \$495,496, or 17%, due to market conditions.

# GS&CO Greenwalt Sponsel & Co., Inc.

Business & Financial Advisors

Certified Public Accountants

## INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION

To the Boards of Directors of American Camping Association, Inc.  
d/b/a American Camp Association and American Camping Foundation, Inc.:

Our audits of the June 30, 2008 and 2007 financial statements were conducted for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. Our report on the basic consolidated financial statements appears on page 1. The supplementary information shown in Exhibits I through V is presented for the purpose of additional analysis and is not a required part of the basic financial statements. Such information for the years ended June 30, 2008 and 2007 has been subjected to the same auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

*Greenwalt Sponsel & Co., Inc.*

August 22, 2008

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Consolidating Statement of Financial Position*

*June 30, 2008*

*Exhibit I*

*Page 1 of 2*

	<b><u>American Camp Association</u></b>	<b><u>American Camping Foundation</u></b>	<b><u>Eliminations</u></b>	<b><u>Total</u></b>
<b><u>ASSETS</u></b>				
Cash and cash equivalents	\$ 766,649	\$ 397,785	\$ -	\$ 1,164,434
Accounts receivable, net of allowance	67,991	-	(11)	67,980
Contributions receivable, net of allowance	330,115	-	-	330,115
Interest receivable	6,962	-	-	6,962
Taxes receivable	5,882	-	-	5,882
Prepaid expenses	78,634	-	-	78,634
Inventory	14,461	-	-	14,461
Investments	845,277	2,240,583	-	3,085,860
Assets held in split interest agreements	-	211,566	-	211,566
Building and equipment, net	1,060,969	-	-	1,060,969
	<u>1,060,969</u>	<u>-</u>	<u>-</u>	<u>1,060,969</u>
<i>Total assets</i>	<u>\$ 3,176,940</u>	<u>\$ 2,849,934</u>	<u>\$ (11)</u>	<u>\$ 6,026,863</u>
<b><u>LIABILITIES AND NET ASSETS</u></b>				
<b>Liabilities</b>				
Accounts payable and accrued expenses	\$ 303,584	\$ 11	\$ (11)	\$ 303,584
Payable to Sections	377,991	-	-	377,991
Unearned dues	1,279,797	-	-	1,279,797
Note payable-related party	100,000	-	-	100,000
Escrow funds	29,055	-	-	29,055
Liability under split interest agreements	-	149,804	-	149,804
	<u>-</u>	<u>149,804</u>	<u>-</u>	<u>149,804</u>
<i>Total liabilities</i>	<u>2,090,427</u>	<u>149,815</u>	<u>(11)</u>	<u>2,240,231</u>
<b>Net Assets</b>				
Unrestricted, including Foundation Board designated assets of \$386,648	223,959	472,609	-	696,568
Temporarily restricted	862,554	71,024	-	933,578
Permanently restricted	-	2,156,486	-	2,156,486
	<u>-</u>	<u>2,156,486</u>	<u>-</u>	<u>2,156,486</u>
<i>Total net assets</i>	<u>1,086,513</u>	<u>2,700,119</u>	<u>-</u>	<u>3,786,632</u>
	<u>1,086,513</u>	<u>2,700,119</u>	<u>-</u>	<u>3,786,632</u>
<i>Total liabilities and net assets</i>	<u>\$ 3,176,940</u>	<u>\$ 2,849,934</u>	<u>\$ (11)</u>	<u>\$ 6,026,863</u>

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

*Consolidating Statement of Financial Position  
June 30, 2007*

*Exhibit I  
Page 2 of 2*

	<b><u>American Camp Association</u></b>	<b><u>American Camping Foundation</u></b>	<b><u>Eliminations</u></b>	<b><u>Total</u></b>
<b><u>ASSETS</u></b>				
Cash and cash equivalents	\$ 1,033,441	\$ 75,182	\$ -	\$ 1,108,623
Accounts receivable, net of allowance	70,733	-	-	70,733
Contributions receivable, net of allowance	498,767	-	-	498,767
Interest receivable	8,499	-	-	8,499
Prepaid expenses	58,170	-	-	58,170
Inventory	15,673	-	-	15,673
Investments	799,624	2,658,320	-	3,457,944
Assets held in split interest agreements	-	216,222	-	216,222
Building and equipment, net	728,187	-	-	728,187
	<u>728,187</u>	<u>-</u>	<u>-</u>	<u>728,187</u>
<i>Total assets</i>	<u>\$ 3,213,094</u>	<u>\$ 2,949,724</u>	<u>\$ -</u>	<u>\$ 6,162,818</u>
<b><u>LIABILITIES AND NET ASSETS</u></b>				
<b>Liabilities</b>				
Accounts payable and accrued expenses	\$ 262,154	\$ -	\$ -	\$ 262,154
Payable to Sections	347,936	-	-	347,936
Taxes payable	17,901	-	-	17,901
Unearned dues	1,265,574	-	-	1,265,574
Escrow funds	26,194	-	-	26,194
Liability under split interest agreements	-	155,765	-	155,765
	<u>-</u>	<u>155,765</u>	<u>-</u>	<u>155,765</u>
<i>Total liabilities</i>	<u>1,919,759</u>	<u>155,765</u>	<u>-</u>	<u>2,075,524</u>
<b>Net Assets</b>				
Unrestricted, including Foundation Board designated assets of \$339,066	412,412	583,318	-	995,730
Temporarily restricted	880,923	130,356	-	1,011,279
Permanently restricted	-	2,080,285	-	2,080,285
	<u>-</u>	<u>2,080,285</u>	<u>-</u>	<u>2,080,285</u>
<i>Total net assets</i>	<u>1,293,335</u>	<u>2,793,959</u>	<u>-</u>	<u>4,087,294</u>
<i>Total liabilities and net assets</i>	<u>\$ 3,213,094</u>	<u>\$ 2,949,724</u>	<u>\$ -</u>	<u>\$ 6,162,818</u>

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

Consolidating Statement of Activities  
For the Year Ended June 30, 2008

Exhibit II  
Page 1 of 2

	AMERICAN CAMP ASSOCIATION			AMERICAN CAMPING FOUNDATION					2008 Consolidated
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Eliminations	
<b>Revenues and Other Support</b>									
Membership dues and camp fees	\$ 4,360,696	\$ -	\$ 4,360,696	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,360,696
Conference and education	816,411	-	816,411	-	-	-	-	-	816,411
Publications revenue	474,996	-	474,996	-	-	-	-	-	474,996
Grants and contributions	198,182	609,326	807,508	100	-	53,771	53,871	(6,800)	854,579
Investment income	61,951	-	61,951	78,242	22,537	-	100,779	-	162,730
Royalties and commissions	91,015	-	91,015	-	-	-	-	-	91,015
Miscellaneous	60,069	-	60,069	-	-	-	-	-	60,069
	<u>6,063,320</u>	<u>609,326</u>	<u>6,672,646</u>	<u>78,342</u>	<u>22,537</u>	<u>53,771</u>	<u>154,650</u>	<u>(6,800)</u>	<u>6,820,496</u>
Net assets released from restrictions	606,832	(606,832)	-	30,425	(30,425)	-	-	-	-
	<u>6,670,152</u>	<u>2,494</u>	<u>6,672,646</u>	<u>108,767</u>	<u>(7,888)</u>	<u>53,771</u>	<u>154,650</u>	<u>(6,800)</u>	<u>6,820,496</u>
<b>Expenses</b>									
Distribution to sections	2,285,864	-	2,285,864	-	-	-	-	-	2,285,864
Member and field services	405,512	-	405,512	-	-	-	-	-	405,512
Camp and youth development education	1,145,016	-	1,145,016	-	-	-	-	-	1,145,016
Educational publications	462,654	-	462,654	-	-	-	-	-	462,654
Public services									
Standards program	330,575	-	330,575	-	-	-	-	-	330,575
Government relations	57,331	-	57,331	-	-	-	-	-	57,331
Public relations	475,995	-	475,995	-	-	-	-	-	475,995
Scholarships and grants	423,484	-	423,484	35,935	-	-	35,935	(6,800)	452,619
<i>Total program services</i>	<u>5,586,431</u>	<u>-</u>	<u>5,586,431</u>	<u>35,935</u>	<u>-</u>	<u>-</u>	<u>35,935</u>	<u>(6,800)</u>	<u>5,615,566</u>
Management and general									
General and administration	602,942	-	602,942	19,259	-	-	19,259	-	622,201
Governance	377,024	-	377,024	-	-	-	-	-	377,024
Fund development	282,793	-	282,793	-	-	-	-	-	282,793
	<u>6,849,190</u>	<u>-</u>	<u>6,849,190</u>	<u>55,194</u>	<u>-</u>	<u>-</u>	<u>55,194</u>	<u>(6,800)</u>	<u>6,897,584</u>
<b>Change in Net Assets From Operations</b>	(179,038)	2,494	(176,544)	53,573	(7,888)	53,771	99,456	-	(77,088)
Net unrealized/realized losses	(7,848)	-	(7,848)	(164,282)	(51,444)	-	(215,726)	-	(223,574)
<b>Change in Net Assets</b>	(186,886)	2,494	(184,392)	(110,709)	(59,332)	53,771	(116,270)	-	(300,662)
<b>Transfer of Net Assets</b>	(1,567)	(20,863)	(22,430)	-	-	22,430	22,430	-	-
<b>Net Assets, Beginning of Year</b>	<u>412,412</u>	<u>880,923</u>	<u>1,293,335</u>	<u>583,318</u>	<u>130,356</u>	<u>2,080,285</u>	<u>2,793,959</u>	<u>-</u>	<u>4,087,294</u>
<b>Net Assets, End of Year</b>	<u>\$ 223,959</u>	<u>\$ 862,554</u>	<u>\$ 1,086,513</u>	<u>\$ 472,609</u>	<u>\$ 71,024</u>	<u>\$ 2,156,486</u>	<u>\$ 2,700,119</u>	<u>\$ -</u>	<u>\$ 3,786,632</u>

See independent auditors' report on supplementary information.

**AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.**

Consolidating Statement of Activities  
For the Year Ended June 30, 2007

Exhibit II  
Page 2 of 2

	AMERICAN CAMP ASSOCIATION			AMERICAN CAMPING FOUNDATION					2007 Consolidated
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Eliminations	
<b>Revenues and Other Support</b>									
Membership dues and camp fees	\$ 4,177,213	\$ -	\$ 4,177,213	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,177,213
Conference and education	796,411	-	796,411	-	-	-	-	-	796,411
Publications revenue	462,933	-	462,933	-	-	-	-	-	462,933
Grants and contributions	155,168	393,063	548,231	-	-	58,747	58,747	(7,846)	599,132
Investment income	63,797	-	63,797	71,239	19,968	-	91,207	-	155,004
Royalties and commissions	130,361	-	130,361	-	-	-	-	-	130,361
Miscellaneous	43,633	-	43,633	-	-	-	-	-	43,633
	5,829,516	393,063	6,222,579	71,239	19,968	58,747	149,954	(7,846)	6,364,687
Net assets released from restrictions	736,668	(736,668)	-	14,046	(14,046)	-	-	-	-
	6,566,184	(343,605)	6,222,579	85,285	5,922	58,747	149,954	(7,846)	6,364,687
<b>Expenses</b>									
Distribution to sections	2,248,426	-	2,248,426	-	-	-	-	-	2,248,426
Member and field services	418,889	-	418,889	-	-	-	-	-	418,889
Camp and youth development education	1,251,349	-	1,251,349	-	-	-	-	-	1,251,349
Educational publications	609,957	-	609,957	-	-	-	-	-	609,957
Public services									
Standards program	436,105	-	436,105	-	-	-	-	-	436,105
Government relations	48,016	-	48,016	-	-	-	-	-	48,016
Public relations	323,375	-	323,375	-	-	-	-	-	323,375
Scholarships and grants	197,131	-	197,131	18,745	-	-	18,745	(7,846)	208,030
<i>Total program services</i>	5,533,248	-	5,533,248	18,745	-	-	18,745	(7,846)	5,544,147
Management and general									
General and administration	523,633	-	523,633	16,756	-	-	16,756	-	540,389
Governance	331,144	-	331,144	-	-	-	-	-	331,144
Fund development	173,202	-	173,202	-	-	-	-	-	173,202
	6,561,227	-	6,561,227	35,501	-	-	35,501	(7,846)	6,588,882
<b>Change in Net Assets From Operations</b>	4,957	(343,605)	(338,648)	49,784	5,922	58,747	114,453	-	(224,195)
Net unrealized/realized gains	9,265	-	9,265	185,859	56,779	-	242,638	-	251,903
	14,222	(343,605)	(329,383)	235,643	62,701	58,747	357,091	-	27,708
<b>Change in Net Assets</b>									
<b>Net Assets, Beginning of Year</b>	398,190	1,224,528	1,622,718	347,675	67,655	2,021,538	2,436,868	-	4,059,586
<b>Net Assets, End of Year</b>	\$ 412,412	\$ 880,923	\$ 1,293,335	\$ 583,318	\$ 130,356	\$ 2,080,285	\$ 2,793,959	\$ -	\$ 4,087,294

See independent auditors' report on supplementary information.

AMERICAN CAMPING ASSOCIATION, INC. D/B/A AMERICAN CAMP ASSOCIATION  
AND AMERICAN CAMPING FOUNDATION, INC.

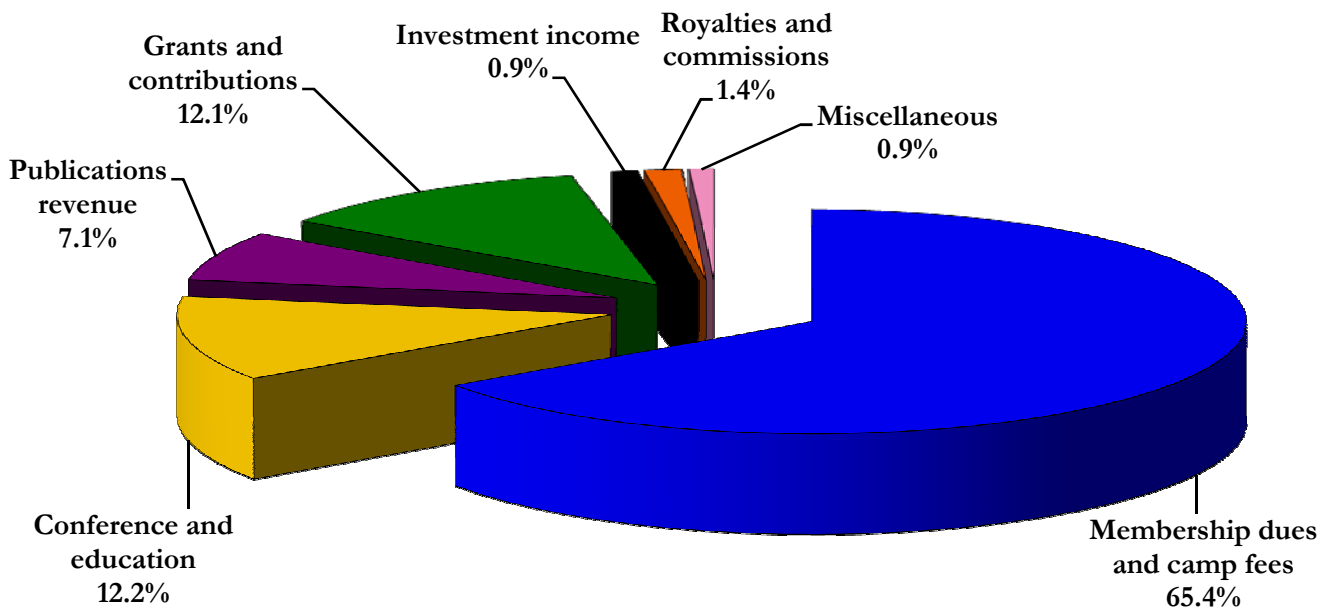
Consolidating Statement of Functional Expenses

For the Year Ended June 30, 2008

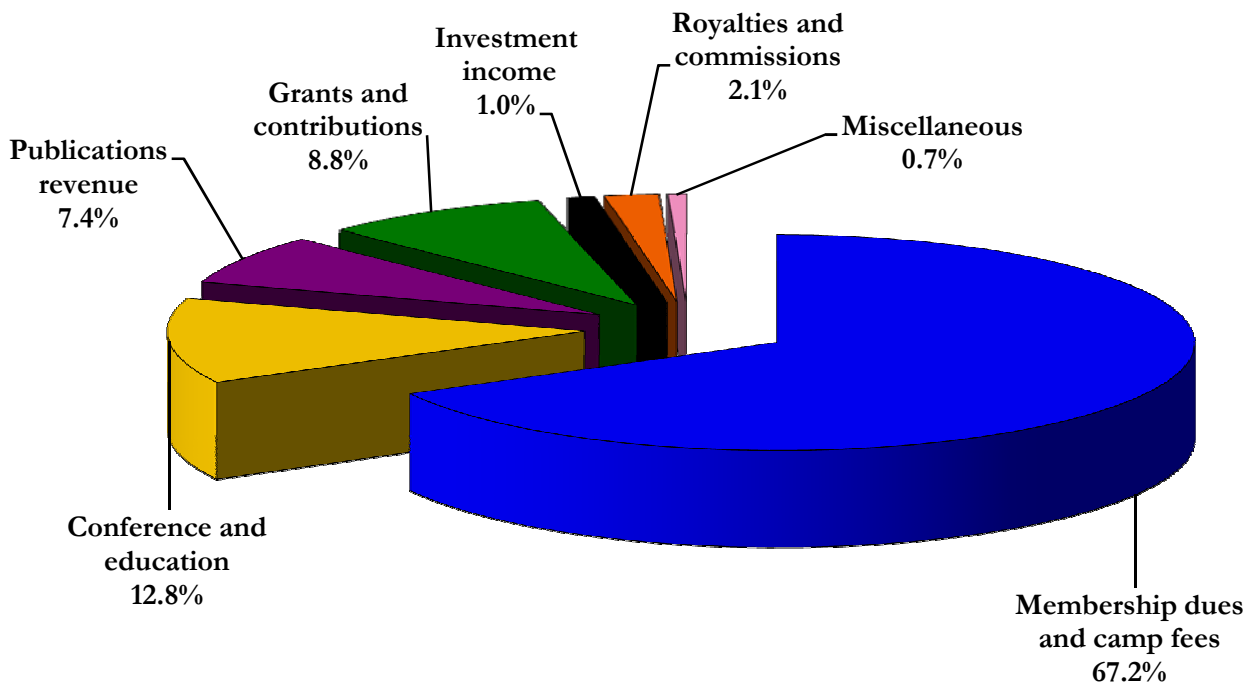
Exhibit III

	Association											Foundation			2008 Combined Total	2007 Combined Total	
	Distribution to Sections	Membership and Field Services	Camp and Youth Development Education	Educational Publications	Standards Program	Government Relations	Public Relations	Scholarships and Grants	General and Administration	Governance	Fund Development	Total	Scholarships and Grants	General and Administration			Total
Grants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 422,463	\$ -	\$ -	\$ -	\$ 422,463	\$ 35,935	\$ -	\$ 35,935	\$ 458,398	\$ 215,813
Cost of sales	-	-	503	-	2,455	-	-	-	-	-	-	2,958	-	-	-	2,958	148,481
Distribution to Sections	2,285,864	-	-	-	-	-	-	-	-	-	-	2,285,864	-	-	-	2,285,864	2,248,426
Salaries	-	243,793	598,459	223,227	232,446	36,606	203,660	-	419,195	239,558	235,653	2,432,597	-	4,660	4,660	2,437,257	2,304,862
Audit, legal and consulting fees	-	23,614	692	490	14,429	-	27,203	970	1,712	19,423	161	88,694	-	6,838	6,838	95,532	69,316
Consultants	-	16,161	27,757	47,362	-	-	173,765	-	20,072	7,526	5,670	298,313	-	6,413	6,413	304,726	205,634
Supplies	-	4,999	6,254	1,073	403	10,000	126	-	17,650	2,147	6,856	49,508	-	-	-	49,508	54,060
Phone and fax	-	2,165	6,309	1,790	3,804	206	4,498	25	6,937	4,335	2,120	32,189	-	46	46	32,235	21,238
Postage and shipping	-	17,585	12,120	35,940	9,860	45	632	-	14,275	1,527	2,355	94,339	-	12	12	94,351	112,874
Occupancy	-	4,728	10,308	4,416	5,076	648	3,816	-	18,113	2,532	3,840	53,477	-	-	-	53,477	39,143
Office equipment expense	-	1,230	18,901	-	-	-	2,269	-	13,539	162	2,318	38,419	-	-	-	38,419	24,703
Printing and copies	-	25,466	31,542	108,360	10,872	108	1,451	-	1,771	2,760	1,281	183,611	-	6	6	183,617	220,539
Travel and meetings	-	30,703	63,710	4,540	19,023	-	22,508	26	10,253	87,170	4,002	241,935	-	1,020	1,020	242,955	255,752
Conference and program expense	-	20,851	327,809	394	4,988	2,424	1,348	-	-	4,342	11,202	373,358	-	0	-	373,358	338,061
Interest and finance expense	-	7,746	15,202	7,936	21,063	-	-	-	4,685	-	2,607	59,239	-	3	3	59,242	62,195
Depreciation and amortization	-	4,161	9,090	3,897	4,467	573	3,360	-	29,664	2,220	3,384	60,816	-	-	-	60,816	58,399
Insurance	-	-	2,430	-	-	-	-	-	36,963	-	-	39,393	-	251	251	39,644	43,285
Taxes and fees	-	-	-	19,553	-	-	-	-	10	-	-	19,563	-	10	10	19,573	103,247
Dues and subscriptions	-	364	8,661	279	1,533	6,721	4,075	-	5,235	1,348	357	28,573	-	-	-	28,573	31,548
Promotion expense	-	1,522	5,109	2,580	-	-	25,992	-	-	-	938	36,141	-	-	-	36,141	28,863
Miscellaneous	-	424	160	817	156	-	1,292	-	2,868	1,974	49	7,740	-	-	-	7,740	10,289
	2,285,864	405,512	1,145,016	462,654	330,575	57,331	475,995	423,484	602,942	377,024	282,793	6,849,190	35,935	19,259	55,194	6,904,384	6,596,728
Eliminations	-	-	-	-	-	-	-	-	-	-	-	-	(6,800)	-	(6,800)	(6,800)	(7,846)
<i>Total Expenses Before Allocation</i>	2,285,864	405,512	1,145,016	462,654	330,575	57,331	475,995	423,484	602,942	377,024	282,793	6,849,190	29,135	19,259	48,394	6,897,584	\$ 6,588,882
<i>G&amp;A Expenses Allocated in Support of Programs</i>	-	62,856	136,896	58,716	67,320	8,616	50,604	-	(469,536)	33,576	50,952	-	-	-	-	-	-
<i>Total Expenses After Allocation</i>	\$ 2,285,864	\$ 468,368	\$ 1,281,912	\$ 521,370	\$ 397,895	\$ 65,947	\$ 526,599	\$ 423,484	\$ 133,406	\$ 410,600	\$ 333,745	\$ 6,849,190	\$ 29,135	\$ 19,259	\$ 48,394	\$ 6,897,584	
<i>2007 totals</i>	\$ 2,248,426	\$ 486,173	\$ 1,361,257	\$ 652,917	\$ 510,685	\$ 52,492	\$ 376,631	\$ 197,131	\$ 123,289	\$ 360,976	\$ 191,250	\$ 6,561,227	\$ 10,899	\$ 16,756	\$ 27,655		

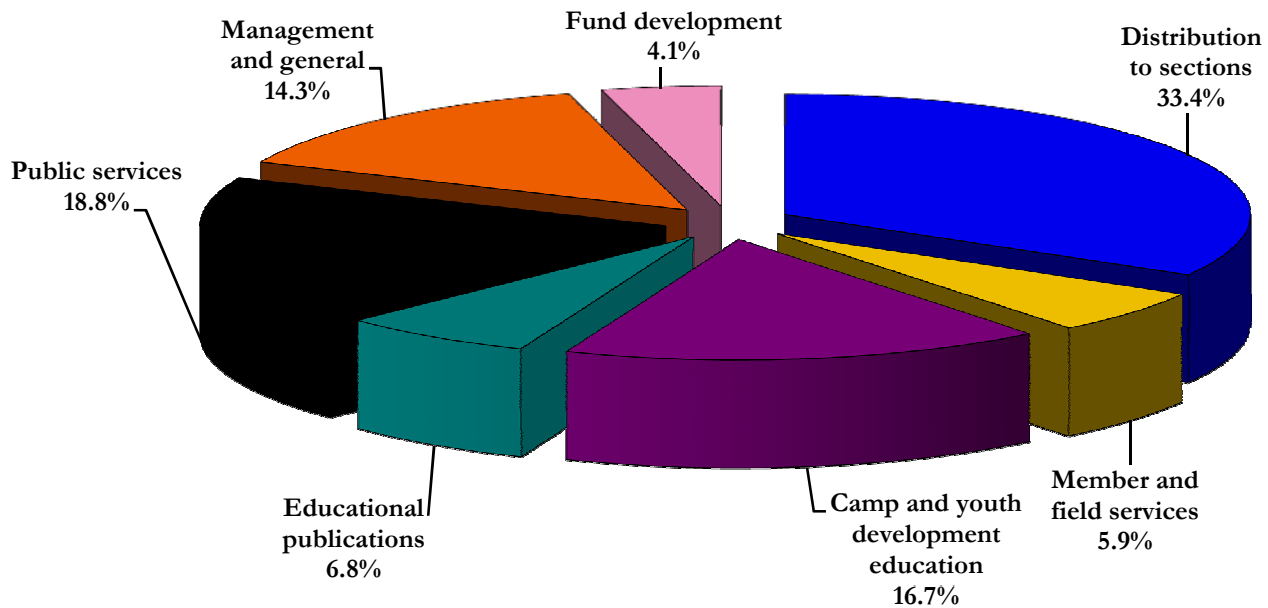
2008 Revenue



2007 Revenue



### 2008 Expenses



### 2007 Expenses

