



2010 Annual Report





Board of Directors



Pictured from left to right:

(back row)

Peggy Lemons (Missouri), treasurer;
 Sandy Huey (New York), director;
 Lorelle Steach (Pennsylvania), chairperson;

(front row)

Sid Lowrance (Arkansas), director;
 Terry Seehorn (Georgia), director;
 Craig Zinter (Maryland), vice-chair.

Staff

Clay Burns
 Executive Director

Trish Rowlands
 Program Operations Specialist

Suzanne Belflower
 Education Specialist

April Smith
 Public Relations Specialist

Debbie Waycott
 Canadian Outreach Coordinator (contract)



*Clay Burns
 Executive Director*

Welcome



Canon Envirothon—it's about challenging our youth! From its humble beginnings in Pennsylvania, to its current state as the largest North American environmental education

competition, Canon Envirothon has grown into a tremendous program for high school students across the United States and Canada.

Over the past 23 years, the Envirothon has challenged more than 11 million students to think critically about the natural world and their role in it. It's a competition that helps students develop

the skills they need for a lifetime of finding balanced solutions to complex issues, such as how to encourage economic development and still preserve open space. Understanding the difference between renewable and nonrenewable resources, realizing environmental interactions and interdependencies, and becoming conscious of how each of us contributes to the overall quality of life is all part of the Envirothon experience.

Every year, participants, teachers, volunteers, sponsors, partners, and staff put countless efforts into the Envirothon at the local, state, provincial, and North American levels. These individuals have a passion for educating young people, our future decision makers. Thank you to everyone who made 2010 a successful Envirothon year.

Lorelle Steach
Chairperson
Board of Directors

Mission Statement

The mission of the Canon Envirothon is to develop knowledgeable skilled and dedicated citizens who have an understanding of natural resources and are willing and prepared to work towards achieving and maintaining a balance between the quality of life and quality of the environment.

Envirothon: *More than a Competition*

Envirothon's target audience—high school-aged youth in the United States and Canada—is large, dynamic, and outgoing. This audience has shown consistent interest in natural resource and environmental issues, a trend expected to increase in the future.

- As environmental and resource allocation issues become more intractable, students in grades 9–12 will increasingly identify themselves as stakeholders with an interest in knowledge of and involvement in addressing these issues.
- Envirothon is the perfect opportunity to educate students and their teachers/ advisors concerning college and career options and other relevant involvement opportunities.

Students are looking for hands-on learning and new or expanded outdoor experiences.

- Many young people are looking for relevant learning experiences and

opportunities to enhance their outdoor interests.

- Envirothon exposes participants to various disciplines from wildlife management and forestry to teambuilding, critical thinking, and public speaking.

With the increasing cost of modern post-secondary education, many students are becoming involved in activities that offer a chance to earn academic scholarships.

- College is essential in today's complex work environment, but for many students, financial resources are scarce.
- Envirothon annually awards scholarships totaling \$107,000 for 50 students on the top ten teams, and looks forward to expanding the total dollar amount and number of students benefited. To date, Canon Envirothon has awarded \$721,000 in scholarships to more than 325 students.



Envirothon: Then and Now

In 1979, several Pennsylvania conservation districts created an “Environmental Olympics” as a way to encourage high school students to become interested in natural resource conservation and environmental issues and careers. The Environmental Olympics, later shortened to Enviro-Olympics, quickly gained popularity as a hands-on outdoor competition designed to challenge and test student knowledge of soils/land use, aquatic ecology, forestry, wildlife and current environmental issues. The program grew rapidly and involved 40 conservation district teams at the 1987 Pennsylvania State Enviro-Olympics, providing greater visibility and stimulating interest from neighboring states.

In 1988, the program became known as the Envirothon. Teams from Pennsylvania, Ohio, and Massachusetts competed in the first “National Envirothon.” The Pennsylvania Association of Soil and Water Conservation Districts hosted the event. Subsequently, Massachusetts, Ohio, and Maine hosted the annual “National Envirothon,” and in 1992 the first Canadian team (from Nova Scotia) participated in the competition, hosted by Maryland’s Envirothon Committee.

Historically, Envirothon funding came from local conservation districts,

state conservation committees, state, federal and provincial conservation organizations, and provincial forestry associations. In 1997, Canon U.S.A., Inc. began supporting the Envirothon program and, in 1999, became the title sponsor. The program currently operates under the name Canon Envirothon. Canon Envirothon, a 501(c)3 not-for-profit organization, is headquartered in League City, Texas. The program is governed by the Canon Envirothon Committee which consists of one representative from each member state/province. An executive director and the elected officers (known as the Canon Envirothon Board of Directors) provide program administration and day-to-day guidance.

The Canon Envirothon competition, hosted annually in late July or August, brings together winning teams from state and provincial Envirothon program competitions to compete for scholarships and prizes on the North American level. Held in a different location across North America each year, the unique event tests students knowledge in the areas of soils/land use, aquatics, wildlife, forestry, and a current environmental issue.

Today, the majority of states and provinces have an Envirothon program and together reach more than 500,000 students each year.

2010 Canon Envirothon Competition

The California Envirothon Committee hosted the 2010 Canon Envirothon Competition in Fresno, California, August 1–August 7, 2010. Top ranking students from across the continent competed for educational scholarships and Canon products valued at more than \$125,000. More than 600 students, advisors, resource professionals, volunteers and guests representing 45 states and 9 Canadian provinces attended the 23rd annual event.



Pictured left: California's Envirothon team and advisors. The team finished first place in the 2010 Canon Envirothon.

For some students, there are athletics; for others, there is the Canon Envirothon...

Both involve teamwork, discipline, preparation, competition, performance, and dedication...but Envirothon offers so much more!

Envirothon is guaranteed to enhance student knowledge of environmental science and natural resource conservation and management; but we also offer the opportunity for young people from all over North America who share similar interests.

(En associant programme en classe et formation extérieure, Envirothon assurera une amélioration des connaissances de vos étudiants en sciences de l'environnement. Parmi les points forts d programme: Apprentissage coopérative, résolution de problèmes, communication oral.)



2010 Program Summary



NORTH AMERICAN COMPETITION

Prior to the Canon Envirothon competition in August, 45 states and nine provinces conducted Envirothon their own competitions. The winning teams from these 54 Envirothon programs met for the North American Canon Envirothon, hosted by the California Envirothon Committee in Fresno, California. More than 600 students, teacher-advisors, resource professionals, volunteers, CEC representatives, and guests enjoyed the week-long experience which ended with the awarding of more than \$125,000 in scholarships and Canon products.

DIVERSITY GRANT PROGRAM

Canon Envirothon offers Diversity Grants (supported, in part, by the U.S. Forest Service) to help state and provincial Envirothon programs increase the diversity of participants. Native American and First Nations populations, French speaking Canadian students, urban and inner-city youth and those separated by geographic and/or economic barriers have all been the focus of state and provincial Envirothon growth. In 2010, a total of \$29,996 in grants was awarded to 14 state/provincial Envirothon programs.

MINI-GRANTS

Each state and province Envirothon program can apply for \$1,250 in mini-grants annually. These grants help publicize and grow local programs and support Canon Envirothon awareness. In 2010, a total of \$57,250 in mini-grants was awarded to 49 local programs.

OUTREACH AND EDUCATION

The use of marketing and outreach materials has been a major focus in 2010. Materials such as posters, brochures, an updated promotional DVD, table-top and free-standing displays, and the Canon Envirothon e-newsletter continue to be used by states and provinces to promote the program to students and teachers.

In 2010, Canon Envirothon continued its outreach efforts through the use of social media. Facebook (www.facebook.com/CanonEnvirothon), Twitter (www.twitter.com/CanonEnvirothon), and Linked In were used to not only promote Envirothon to more people than ever before but also gather immediate feedback from alumni, volunteers, and current participants.

Other outreach efforts included providing and staffing displays at national education and environmental education meetings such as National Science Teachers Association, North American Association of Environmental Educators, National Association of Conservation Districts, Environmental Education and Communications and Canadian Science Teachers Association.

In 2010, Canon Envirothon worked to update educational guidelines and curriculum frameworks to aid local states and provinces in better serving students. In addition, work continued to get the remaining states and provinces without Envirothon programs on board as participants of this one-of-a-kind program. Two new member states are expected in 2011.

PARTNERSHIPS

In addition to Canon U.S.A., Inc., Canon Envirothon has a number of other vital sponsors and partners, including National Association of Conservation Districts, U.S. Forest Service, and USDA Natural Resources Conservation Service.

2011 Goals & Objectives

GOAL 1:

To promote a desire to learn more about the natural environment and equip students with the knowledge and skills needed to apply the basic principles and practices of resource management and ecology to complex environmental issues.

- a. Students should be able to demonstrate a basic knowledge of concepts in natural resource management and ecology, especially in the areas of soils/land use, aquatic ecology, forestry, wildlife, and current environmental issues.
- b. Students should be able to analyze soil, aquatic, forestry, wildlife, and current environmental issues in problem-solving activities involving resource issues.

GOAL 2:

To promote stewardship of natural resources and to encourage the development of the critical thinking, cooperative problem-solving, and decision-making skills required to achieve and maintain a natural balance between the quality of life and the quality of the environment.*

- a. Students should be able to identify environmental issues in a given situation and the various interests involved, while taking into consideration ecological, social, and economic factors.
- b. Students should be able to investigate issues using both primary and secondary sources of information and synthesize the data gathered. Additionally, students should demonstrate the ability to:
 - Listen with comprehension;
 - Collect, organize, and analyze information;
 - Frame appropriate questions to guide their investigation;
 - Use a range of resources and technologies in addressing questions; and
 - Critically examine information from a variety of sources.
- c. Students should be able to assess the nature of information and materials from a variety of different viewpoints and evaluate their implications.
- d. Students should be able to identify alternative solutions for various issues and their associated value perspectives. They should be able evaluate alternative solutions with respect to their ecological and cultural implications. Additionally, the alternative solutions generated should attempt to take into consideration the variety of interests involved, while maintaining a healthy environment.
- e. Students should be able to identify and evaluate their own position on environmental issues and their associated solutions. These positions should be based on balanced information, critical analysis, and careful synthesis. Moreover, students should be able to test their position against new information, personal experiences and beliefs.
- f. Students should be able to evaluate the interaction of the proposed solution with other ecological and social factors and anticipate having to plan ahead when evaluating the long and short-term implications of possible solutions to environmental problems.

GOAL 3:

To provide students with experience in environmentally-oriented activities, enabling them to become environmentally-aware, action-oriented citizens.*

- a. Students should have knowledge of a wide range of action strategies involved in seeking solutions to environmental problems.
- b. Students should have a knowledge of agencies and organizations that can be used as resources to seek solutions to environmental problems.
- c. Students should be able to evaluate the impact of their own actions affecting a particular environmental problem and devise alternative actions to work towards improving environmental conditions.
- d. Students should be able to work independently and/or collaboratively to solve environmental problems.

Independent Accountants' Review Report

To the Board of Directors
Canon Envirothon
League City, TX

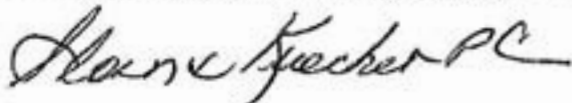
We have reviewed the accompanying statement of assets and net assets – modified cash basis - of Canon Envirothon (a non-profit organization) as of December 31, 2010, and the related statement of revenues, expenses and other changes in net assets – modified cash basis - and cash flows – modified cash basis - for the year then ended.

A review includes primarily applying analytical procedures to management's financial data and making inquiries of Organization 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 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 designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

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 conformity with accounting principles generally accepted in the United States of America.



Sloan & Kuecker, PC
Certified Public Accountants

February 17, 2011

Statement of Assets and Net Assets

	<u>2010</u>
ASSETS	
CURRENT ASSETS	
Cash and cash equivalents	\$ 415,182
Cash restricted for scholarships	<u>159,339</u>
TOTAL CURRENT ASSETS	<u>574,521</u>
FIXED ASSETS	
Property and equipment, net of depreciation	<u>4,228</u>
TOTAL FIXED ASSETS	<u>4,228</u>
OTHER ASSETS	
Deposits	<u>1,418</u>
TOTAL ASSETS	<u>\$ 580,167</u>
 LIABILITIES AND NET ASSETS	
NET ASSETS	
Unrestricted	\$ 420,828
Temporarily restricted	<u>159,339</u>
TOTAL NET ASSETS	<u>580,167</u>
TOTAL LIABILITIES & NET ASSETS	<u>\$ 580,167</u>

See Notes, pages 12-15.

Statement of Revenues, Expenses, and Other Changes in Net Assets

	Unrestricted	Temporarily Restricted	Total
Revenue and Support			
Membership dues	\$ 10,008	\$ -	\$ 10,008
Donations	336,000	-	336,000
Grants	20,000	-	20,000
Event income	90,838	-	90,838
In-kind donations	36,495	-	36,495
Interest income	412	-	412
Miscellaneous income	1,365	-	1,365
Total revenue and support	<u>495,116</u>	<u>-</u>	<u>495,116</u>
Program Expenses			
Programs - community, development, and outreach	97,411	-	97,411
Programs - educational and marketing	2,823	-	2,823
Programs - events	309,695	(18,700)	290,995
Total program expenses	<u>409,929</u>	<u>(18,700)</u>	<u>391,229</u>
Supporting Expenses			
Accounting, audit	10,389	-	10,389
Bank charges	48	-	48
Computer supplies, maintenance	6,612	-	6,612
Contract labor	700	-	700
Depreciation	2,078	-	2,078
Equipment rental	142	-	142
Insurance	5,137	-	5,137
Legal fees	1,200	-	1,200
Repairs and maintenance	301	-	301
Office space and utilities	42,735	-	42,735
Office supplies	687	-	687
Postage, box rent	1,698	-	1,698
Salaries, wages, and employee benefits	127,904	-	127,904
Payroll taxes and processing fees	9,007	-	9,007
Other expense	1,683	-	1,683
Telephone	6,264	-	6,264
Travel	22,291	-	22,291
Tax expense	210	-	210
Loss on disposal of asset	2,523	-	2,523
Total supporting expenses	<u>241,609</u>	<u>-</u>	<u>241,609</u>
Change in net assets	(156,422)	18,700	(137,722)
Net assets at beginning of year	577,250	140,639	717,889
Net assets at end of year	<u>\$ 420,828</u>	<u>\$ 159,339</u>	<u>\$ 580,167</u>

See Notes, pages 12-15.

Statement of Cash Flows

	<u>2010</u>
CASH FLOWS FROM OPERATING ACTIVITIES	
Change in net assets	\$ (137,722)
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	<u>2,078</u>
Net cash used by operating activities	<u>(135,644)</u>
CASH FLOW FROM INVESTING ACTIVITIES	
Property & equipment purchased	(1,710)
Disposition of property & equipment	2,523
Scholarships paid and restrictions removed	<u>(128,700)</u>
Net cash used in investing activities	<u>(127,887)</u>
CASH FLOWS FROM FINANCING ACTIVITIES	
Scholarships restricted for future payment	<u>121,000</u>
Net cash provided by financing activities	<u>121,000</u>
Change in cash and cash equivalents	(142,531)
CASH & CASH EQUIVALENTS, beginning of year	<u>557,713</u>
CASH & CASH EQUIVALENTS, end of year	<u>\$ 415,182</u>

See Notes, pages 12-15.

Notes to Financial Statements

NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Nature of Activities

Canon Envirothon ("the Organization", headquartered in League City, Texas) is a 501(c)3 not-for-profit organization established to coordinate the delivery of an environmental education program for high school students throughout North America. The environmental education program consists of the annual Canon Envirothon Competition in which winning teams from participating states and Canadian provinces compete for recognition and scholarships by demonstrating their knowledge of environmental science and natural resource management. The competition is centered on four universal testing categories (i.e., soils/land use, aquatic ecology, forestry, and wildlife) and a current environmental issue.

The Organization was founded in 1988 and incorporated in Ohio as National Envirothon in 1992. In March of 2006, the Organization changed its name to Canon Envirothon to reflect support received from Canon U.S.A., Inc. and re-incorporated in Texas. There are currently fifty-five members (participating states/provinces). As of December 31, 2009, restricted cash totaling \$11,000 remained a restricted asset of National Envirothon. This amount was released from restriction as of December 31, 2010 and became an unrestricted asset of Canon Envirothon.

Basis of Presentation

The accompanying financial statements have been prepared on the modified cash basis of accounting, which is a comprehensive basis of accounting other than generally accepted accounting principles which is generally accepted in the United States of America. Under this basis, certain revenues and the related assets are recognized when received rather than when earned, and certain expenses are recognized when paid rather than when the obligations are incurred. Consequently, the Organization has not recognized pledges receivable from donors, accounts payable to vendors, and their related effects on the change in net assets in the accompanying financial statements.

New Accounting Pronouncement

In June 2009 the Financial Accounting Standards Board (FASB) issued FASB Statement No. 168, The FASB Accounting Standards Codification and Hierarchy of Generally Accepted Accounting Principles, which established the Accounting Standards Codification (ASC) as the authoritative source of accounting principles generally accepted in the United States of America (U.S. GAAP) to be applied to nongovernmental entities. On the effective date, the ASC superseded all then-existing non-Securities and Exchange Commission (SEC) accounting and reporting standards, with certain limited exceptions. Concurrently, all non-grandfathered, non-SEC accounting literature not included in the ASC was deemed non-authoritative. The ASC is a topically based model organized by topic number. In the future, ASC topics will be updated by Accounting Standards Updates, which will replace guidance previously issued as FASB Statements, Interpretations, Staff Positions, and other non-SEC GAAP. The Organization adopted the provisions of FASB Statement No. 168 (ASC 105 under the codification) as of December 31, 2009. Adoption had no material impact on the Organization's financial statements.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires the use of management's estimates.

Cash and Cash Equivalents

The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. Restricted cash and cash equivalents are limited in use to payment of scholarships awarded at the annual envirothons. Cash and cash equivalents for purposes of the statement of cash flows exclude permanently restricted cash and cash equivalents.

Notes to Financial Statements, continued...

Equipment

Equipment is recorded at cost. Expenditures for major additions and improvements are capitalized, while minor replacements, maintenance and repairs are charged to expense as incurred. When property is retired or otherwise disposed of, the cost and accumulated depreciation are removed from the accounts and any resulting gain or loss is reflected in the statement of activities. Depreciation is computed at rates sufficient to amortize the cost of the assets over their estimated useful lives of 5 to 7 years. Tax depreciation methods are used for book purposes, but the result is not materially different than methods acceptable under generally accepted accounting principles.

Revenue and Support

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted net assets depending on the existence or nature of any donor restrictions.

Revenue from registration fees are recognized in the year the annual competition occurs.

Cash Receipts and Disbursements

Cash and check contributions received are deposited in the bank account promptly. Listings of the contributions received are made and maintained by individual contributor.

Checks issued for payments are supported by original invoices or check requests properly approved by authorized persons. Expense reports are completed and submitted for all travel and entertainment expenditures being reimbursed. A listing of all monthly expenditures is made available to the management of the Organization for review.

Concentrations of Credit Risks

Deposits held with banks may exceed the amount of insurance provided on such deposits. Generally these deposits may be redeemed upon demand, and therefore, bear minimal risk.

Fair Value of Financial Instruments

The carrying amounts of cash and cash equivalents, and deposits, approximate their fair values due to the short-term nature of these instruments.

NOTE B – FEDERAL INCOME TAXES

The Internal Revenue Service has determined that the Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Code imposes an excise tax of 2% (reduced to 1% if certain requirements are met) on net investment income of private foundations. Excise tax expense for the year ended December 31, 2010 was \$8.

NOTE C – PROGRAM EXPENSES

Grants of \$750 each are awarded to members who apply and meet certain guidelines. Grants of \$500 each are also awarded to members who agree to display the Canon logo on their t-shirts. Grants awarded in 2010 totaled \$61,500 and are included in "Program – community, development, and outreach" on the accompanying statement of activities.

The Organization gives a grant to the member that hosts the annual competition. Included in "Programs – events" on the accompanying statement of activities is \$55,000 which was given to the California Envirothon, Merced, CA, to apply towards expenses associated with hosting the event.

Notes to Financial Statements, continued...

NOTE D – TEMPORARILY RESTRICTED ASSETS

Scholarships are awarded to winners of the annual envirothon competition. The winners may choose to accept the scholarships in cash, paid directly to the university of their choice or in Canon products equivalent to the cash amount awarded. The total amount of scholarships issued in 2010 was \$121,000 of which \$1,100 was issued in Canon products. Restricted assets include scholarships awarded during the 2005 through 2010 competitions that have not yet been claimed by the winners. Net assets classified as temporarily restricted net assets at December 31, 2010, will be fulfilled and released from restriction at various dates through December 31, 2015.

NOTE E – LEASING ARRANGEMENTS

The organization presently leases office space under a short-term agreement. Total lease expense for 2010 was \$4,816.

NOTE F – 403(b) PLAN

The Organization's 403(b) Plan is available to all full-time employees of Canon Envirothon. The Organization provides a 4% matching contribution of pre-tax salaries each month. Total matching contribution for 2010 was \$3,674 and is included in "Salaries, wages, and employee benefits" in the accompanying statement of activities.

NOTE G – IN-KIND DONATIONS

The Organization records various types of in-kind support, including services and use of facilities. GAAP requires recognition of professional services received if those services (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. The contributed payroll processing fees and office lease expense are recognized at fair value. The amounts reflected in the accompanying financial statements as in-kind contributions are offset by like amounts included in expenses. For the year ended December 31, 2010, in-kind contributions were as follows:

Donated facilities	\$ 36,000
Donated services	<u>495</u>
	<u>\$ 36,495</u>

NOTE H – CONCENTRATIONS

In 1997 Canon U.S.A., Inc. ("Canon") began supporting the Organization and, in 1999, became the title sponsor. During 2010 Canon contributed \$336,000 in cash to the Organization and \$12,000 in Canon products to the winners of the annual competition. Each sponsorship agreement is for one-year with a renewal option for Canon. The most recent agreement expiring December 31, 2011, specifies contributions from Canon totaling \$336,000 in cash and \$12,000 in products.

The Organization also receives a \$20,000 grant from the U.S. Forest Service. Canon and U.S. Forest Service account for approximately 80% of total revenue and support in 2010.

Notes to Financial Statements, continued...

NOTE I – FAIR VALUE MEASUREMENTS

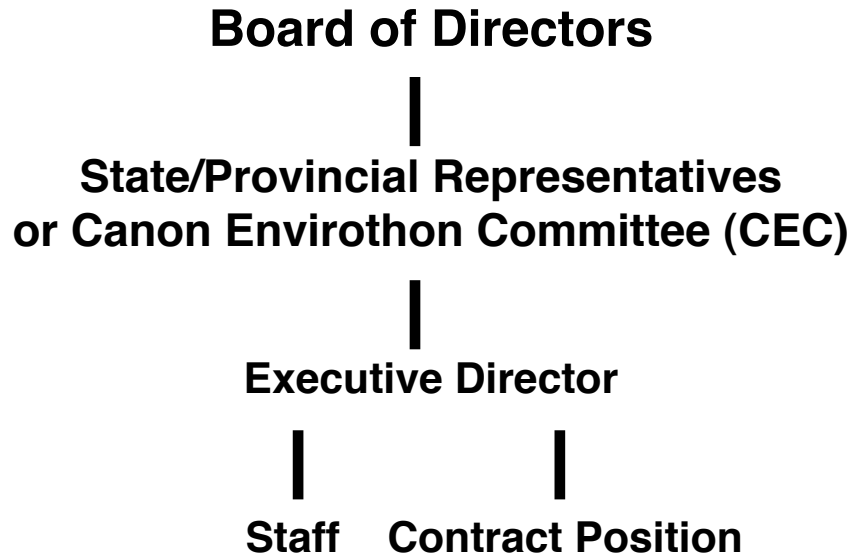
Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants at the measurement date. The accounting guidance includes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The three levels of the fair value hierarchy are as follows:

Level 1	Quoted prices for identical instruments in active markets
Level 2	Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations in which all significant inputs or significant value-drivers are observable in active markets
Level 3	Model-derived valuations in which one or more significant inputs or significant value-drivers are unobservable

NOTE J – DATE THROUGH WHICH SUBSEQUENT EVENTS EVALUATED

The Organization has evaluated subsequent events through February 17, 2011, the date which the financial statements were available to be issued.

Organizational Structure



THE CANON ENVIROTHON COMPETITION IS HOSTED IN A DIFFERENT STATE OR PROVINCE OF THE UNITED STATES AND CANADA EACH YEAR. THE HOST SITE ROTATES AMONG THE FOLLOWING REGIONS—

SOUTHEAST REGION

West Virginia, Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Tennessee, Kentucky, Mississippi, Maryland, Delaware

NORTHEAST REGION

Maine, Vermont, New Hampshire, Massachusetts, Connecticut, Rhode Island, New York, New Jersey, Pennsylvania, Michigan, Indiana, Ohio

FAR WEST REGION

New Mexico, Colorado, Wyoming, Montana, Arizona, Utah, Idaho, Washington, Oregon, Nevada, California, Alaska, Hawaii

MID WEST REGION

Missouri, Arkansas, Louisiana, Illinois, Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Texas

FAR NORTH REGION

Alberta, British Columbia, Prince Edward Island, Newfoundland-Labrador, Nova Scotia, New Brunswick, Ontario, Manitoba, Saskatchewan, Yukon Territory.



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