

The Great Swamp Watershed Association

Fiscal Year Budget 2019-2020

Presented to the Board of Directors on June 28, 2019

	2017-2018	2018-2019		2019-2020		
	Jul '17 - Jun 18	JUN	Jul '18- Jun 19	Budget	Preliminary Budget	
Ordinary Income/Expense						
Income						
Annual Event	210,033	0	234,375	193,980	200,200	Gala for 19-20 at same ticket prices; lower auction results; Pfizer \$6k will be booked in 18-19 for the 19-20 Gala
Corporate						
Restricted	40,700	5,000	51,000	57,500	66,500	The increase in restricted funds is for a new model +\$8k model and a new corporate initiative at Allegen \$10k
Stewardship Restricted	13,654	15,150	15,850	11,840	6,700	Goldman Sachs had a charity push in 19-20 which will not be repeated in 19-20 so there will be fewer Workdays
Unrestricted	12,885	300	12,777	13,225	12,125	
Total Corporate	67,239	20,450	79,627	82,565	85,325	
Restricted Foundation	45,400	4,000	95,475	77,395	85,200	The decline in resticted funds is due to a one time grant of \$26k Guilford offset by +15k from Hyde & Watson for a new server
Unrestricted Foundation	115,950	25,000	124,000	97,500	122,000	
Total Foundation Support	161,850	29,000	245,475	175,395	207,700	
Fund Transfer Income 4% Draw	0	0	40,000	40,000	40,000	
Individual - Membership	74,406	6,000	75,146	76,900	75,400	
Individual Major Donors	182,147	10,000	178,086	185,000	187,200	5% growth is captured which alligns with the Development Plan
Individual Trustee Giving	30,911	5,000	24,325	40,000	30,000	
Music Fest Event	29,305	9,575	39,415	26,000	44,900	
Other incomes misc	93,909	380	1,906	1,400	1,400	
Pilgrim Pipeline Handling	97	0	0	0	0	
Pilgrim Pipeline Restricted	1,655	0	0	0	0	
Program & other income	13,106	0	27,178	37,300	25,800	
Restricted Individual Donations	30,000	0	25,000	25,000	20,000	401K match gift vs. 401K obligation of \$27K
Total Income	894,658	80,405	970,533	883,540	917,925	
Gross Profit	894,658	80,405	970,533	883,540	917,925	

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Expense						
Administrative Expense	90,765	26,946	107,171	107,467	118,983	Higher vs 18-19 primarily for a server and sonic wall; higher oil and general overhead such as insurance
Administrative Payroll						
401K Company Match	21,248	2,179	26,855	29,258	27,661	
Information Technology	8,622	1,096	6,581	8,662	6,600	Outsourced IT with CATS
401K Admin	829	0	250	800	1,000	
Administrative Payroll	541,529	70,034	581,564	583,276	594,281	Includes a 3% cost of living adjustment to wages; 18-19 includes a bonus comparable to prior year based on the positive net results Dreesen Funds will be used as needed for Advocacy \$10k; In addition, the CAG and SMART efforts will continue; Revenue noted in Other Operating Income
Advocacy	184	700	2,592	10,000	16,600	
Annual Event Expenses	53,101	5,500	58,769	58,488	58,000	
Communications Expense	-621	250	212	7,720	0	
Depreciation Expense	3,500	0	0	0	0	
Development Expense	15,196	5,680	14,131	15,600	16,500	additional cultivation events will be done in the downstream regions
Education and Outreach	7,497	9,050	15,880	23,800	21,800	
Expansion Region	3,195	4,180	4,180	4,658	8,000	New Model \$8K with funding identified in Corporate Restricted
Total Mailing	4,394	4,115	8,047	10,200	10,550	
Total Membership	12,138	600	14,369	15,100	14,210	
Music Fest	14,009	16,000	17,016	12,500	17,000	
Software	0	0	3,060	0	3,100	Quickbooks and other misc. software upgrades
Stewardship	20,039	21,111	28,138	29,854	17,000	lower Goldman Sachs workdays
Stewardship Land Acquisition	24,740	0	4,687	8,100	0	
Total Water Quality	18,520	11,320	26,806	28,400	43,690	increased sampling; plus leavens grant and WI microplastics
Total Water Testing - Well	2,753	2,700	2,700	2,500	2,500	
Total Expense	810,939	178,186	890,201	917,663	942,214	

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Net Ordinary Income	83,719	-97,781	80,332	-34,123	-24,289	
Other Income/Expense						
Other Income						
Dreesen Advocacy Fund	0	0	0	10,000	10,000	Funds dedicated for Advocacy as needed
Dreesen 401k BD Funds				25,000	8,000	Board Designation of 401k funds to cover short falls from restricted funds donation
Deferred Inc. -accrual reversal	0	-21,000	-21,000	0	21,000	GAAP rules have changed to eliminate temporarily restricted funds. These funds are for operational purposes but will be captured in the fiscal year 2019-20 -Pfizer \$6k; WI; Rutgers; Leavens \$5k each
Total Other Income	0	-21,000	-21,000	35,000	39,000	
Total Other Expense	1,655	0	30	0	0	
Net Other Income	-1,655	-21,000	-21,030	35,000	39,000	
Net Income	82,064	-118,781	59,302	877	14,711	