

## Great Swamp Watershed Association Profit & Loss Budget Performance

April 2021

	Apr 21	Budget	% of Budget	Jul '20 - Apr 21	YTD Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
2020 PPP Loan Forgiveness	0			0	109,500	0%	109,500
401K Operational Reserve BD	0	0	0%	0	0	0%	15,920
Advocacy Operational Reserve BD	0	0	0%	0	0	0%	10,000
Annual Event	0	0	0%	122,143	82,625	148%	82,625
Corporate	5,907	113	5,250%	94,484 <b>1</b>	56,125	168%	65,350
Foundation Support	30,000	0	100%	216,000	147,000	147%	235,000
Government Grants	0	0	0%	40,667 <b>2</b>	20,000	203%	20,000
Handling Income as Agent	0	0	0%	1,183	0	100%	0
Individual - Membership	10,599	8,300	128%	68,882 <b>3</b>	38,800	178%	50,000
Individual Major Donors	13,083	4,000	327%	190,156 <b>8</b>	128,000	149%	150,000
Individual Trustee Giving	14,150	4,000	354%	30,801	17,500	176%	30,000
Music Fest Event	15,750	0	100%	37,211	16,500	226%	56,200
Other Incomes misc	39,390	67	59,083%	42,262 <b>6</b>	667	6,339%	800
Programs - Education & Outreach	0	95	0%	4,349	1,010	431%	12,000
Restricted Individual Donations	0	0	0%	19,815	15,000	132%	15,000
<b>Total Income</b>	<b>128,880</b>	<b>16,574</b>	<b>778%</b>	<b>867,952</b>	<b>632,727</b>	<b>137%</b>	<b>852,395</b>
<b>Gross Profit</b>	<b>128,880</b>	<b>16,574</b>	<b>778%</b>	<b>867,952</b>	<b>632,727</b>	<b>137%</b>	<b>852,395</b>
<b>Expense</b>							
Administrative Expense	6,573	7,737	85%	75,252	86,738	87%	105,670
Administrative Payroll Total	47,768	51,788	92%	463,715	502,369	92%	605,944
Advocacy / CAGs / Other	36	833	4%	5,929	8,333	71%	10,000
Annual Event Expenses	0	0	0%	22,236	22,947	97%	24,147
Development Expense	0	681	0%	896	6,748	13%	9,252
Education and Outreach	61	413	15%	8,554 <b>4</b>	3,449	248%	4,850
Hyde and Watson Grant Exp	5,709			8,123	0	100%	0
Mailing	16	165	10%	6,606	6,874	96%	8,604
Membership	6,369	100	6,369%	15,585	14,600	107%	15,000
Merchandise	11,262			12,003 <b>7</b>			
Music Fest	959	0	100%	15,427	15,000	103%	30,000
Stewardship	492	50	983%	54,709	22,900	239%	25,950
Stewardship Land Acquisition	0	0	0%	6,234	11,000	57%	11,000
Water Quality	4,000	3,006	133%	6,754 <b>5</b>	37,619	18%	45,750
Water Testing - Well	0	0	0%	0	0	0%	2,000
<b>Total Expense</b>	<b>83,245</b>	<b>64,774</b>	<b>129%</b>	<b>702,023</b>	<b>738,578</b>	<b>95%</b>	<b>898,167</b>
<b>Net Ordinary Income</b>	<b>45,634</b>	<b>-48,200</b>	<b>-95%</b>	<b>165,929</b>	<b>-105,852</b>	<b>-157%</b>	<b>-45,772</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4% Fund Transfer Draw	0	0	0%	48,246	40,000	121%	40,000
Bequests	0	583	0%	0	5,833	0%	7,000
Dividends Received	0	0	0%	16,160	0	100%	0
In-Kind Donation	0			80,100			
In-Kind Professional Services	0			29,270			
Save Noe Pond	100	0	100%	26,839	0	100%	0
UNREALIZED GAIN ON SEC	0	0	0%	212,512	0	100%	0
<b>Total Other Income</b>	<b>100</b>	<b>583</b>	<b>17%</b>	<b>413,127</b>	<b>45,833</b>	<b>901%</b>	<b>47,000</b>
<b>Other Expense</b>							
In-Kind Professional Services E	0			29,270			
Pilgrim Pipeline Restricted Fun	0	0	0%	16,631	0	100%	0
Save Noe Pond Expense	1,674	0	100%	6,674	0	100%	0
<b>Total Other Expense</b>	<b>1,674</b>	<b>0</b>	<b>100%</b>	<b>52,575</b>	<b>0</b>	<b>100%</b>	<b>0</b>
<b>Net Other Income</b>	<b>-1,574</b>	<b>583</b>	<b>-270%</b>	<b>360,553</b>	<b>45,833</b>	<b>787%</b>	<b>47,000</b>
<b>Net Income</b>	<b>44,060</b>	<b>-47,616</b>	<b>-93%</b>	<b>526,482</b>	<b>-60,018</b>	<b>-877%</b>	<b>1,228</b>

**Great Swamp Watershed Association  
Profit & Loss Budget Performance**

April 2021

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1. Bayer +3k and PSEG +5k came in higher than budgeted. Valley is +7k over budget, Novartis +5k and new corporation Bristol Meyer +10k not in budget. Tracking \$30k above prior year to date.
2. US Fish & Wildlife \$11k for EQIP project at the CMA. This project was not budgeted but board approved after the budget had been finalized.
3. Tracking 25% above Prior Year. Budget was set too low.
4. Finite Visual costs to convert Lorax clips to educational for remote learning.
5. PFAS testing delayed, Microplastics moving forward with JC Univ; and ECM invoice timing
6. The Native Plant sale was a huge success
7. Native plant sale
8. MD ytd 13% above prior year

# Great Swamp Watershed Association Budget for Fiscal Year Ending June 30, 2022

Finance and Executive Committee Review June 4, 2021

	FY20		TOTAL FY21		FY22		Notes
	Audited Actuals FY20	Forecast FY21	Budget	% of Budget	Annual Budget FY22		
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
2020 PPP Loan Forgiveness	109,500	192,212	109,500	176%	-		
4% Fund Transfer Draw	49,143	48,246	40,000	121%	48,000		
401K Operational Reserve BD		-	15,920	0%	20,000	If needed	
Advocacy Operational		27,285	10,000	273%	20,000	TAG grant - includes 9k for SAL expenses	
Annual Event	217,431	122,143	82,625	148%	136,250	Capacity 250 ppl of which 50 ppl in U/W	
Corporate							
Restricted	30,000	55,000	40,000	138%	72,000	Adding Wells Fargo in FY22; added Bristol Meyer in FY21 and PSEG back in	
Stewardship	1,050	3,700	4,000	93%	-	Not expecting many Corp events in FY22	
Unrestricted	22,635	36,350	21,352	170%	28,180	Foundation down v FY21	
Total Corporate	53,685	95,050	65,352	145%	100,180		
Foundation Support							
Restricted	90,415	116,500	101,500	115%	119,400	Union, Community Foundations; EJ Grassman every other year offset by TBD	
Unrestricted	173,000	143,000	133,500	107%	143,000		
Other	-	3,500	-	100%	3,500	Guilford	
Total Foundation Support	263,415	263,000	235,000	112%	265,900		
Total Government Grants	3,295	40,667	20,000	203%	600	Equip is done after Q1 of FY22; NRCS finished	
Handling Income as Agent		1,208	-	100%	-	Noe Pond	
Total Individual - Membership	75,079	83,807	50,000	168%	85,600	Continued efforts to expand downstream	
Individual Major Donors	188,115	195,073	150,000	130%	200,000		
Individual Trustee Giving	29,053	33,152	30,000	111%	32,000	Some of the TG is noted in MF; Gala; CC	
Total Music Fest Event	9,540	71,745	56,200	128%	47,810	2 events in FY21; \$31,500 in sponsors; Tickets 440 plus beverages	
Total Other incomes misc	3,660	40,670	800		38,343	Native Plant Sale expected to be comparable to FY21	
Education & Outreach	20,835	5,050	12,000	42%	17,600	\$25 to start up again; virtual run in the fall	
Restricted Individual Donations	20,000	19,815	15,000	132%	10,000	Kellogg 401K support	
<b>Income</b>	<b>1,042,751</b>	<b>1,239,123</b>	<b>892,397</b>	<b>139%</b>	<b>1,022,283</b>		
<b>Expense</b>							
Administrative Expense	93,926	97,670	105,669	92%	110,090	2.5% increase on insurance; 10% utilities; copier increased costs; hepa filters	
Administrative Payroll Total	566,611	582,629	605,944	96%	671,996	Includes salary adjustments; increasing some hours and adding a contract person	
Advocacy / CAGs / Other	3,242	24,312	10,000	243%	20,000	GEI expenses reimbursed in TAG grant	
Annual Event Expenses	44,946	25,754	24,147	107%	37,975	\$74.40/pp; \$6k lighting/sound; misc \$2.5k	
Development Expense	7,897	49,496	9,254	535%	54,900	includes \$30k for CC which may not be spent if we do not proceed	
Education and Outreach	5,681	12,970	4,853	267%	7,700	Finishing Guilford and Stackhouse Grants; no addl expenses for S2S	
Hyde and Watson Grant Exp	-	11,537	-	100%	7,400	4 laptops	
Mailing/Printing Exp	4,962	12,606	8,605	146%	14,840	mailing	

Membership	13,283	14,345	15,000	96%	16,800	Increased credit card fees and replenish printed materials
Merchandise	-	17,741	-	100%	21,000	Plant Sale 13000 plants; 48 towns - plus brochures, and plant sales materials
Music Fest	768	32,568	30,000	109%	18,100	FY21 has 2 events; FY22 1 event
Stewardship	11,206	67,801	25,950	261%	16,396	Boardwalk construction to complete trail accessibility. Lumber costs up 220%. Plant costs for NRCS; FY 21 EQUIP expenditures completed; LTA Recertification will begin in 2022
Stewardship Land Acquisition	8,045	6,626	11,000	60%	825	Kent will convert to tax exempt in Jan 22
Misc Expenses	-	144	-	100%	-	
Water Quality	21,241	35,803	45,750	78%	29,500	Increased WQ supplies; more test sites down stream
Water Testing - Well	-	-	2,000	0%	2,000	Lead Program
<b>Total Expense</b>	<b>781,808</b>	<b>992,003</b>	<b>898,172</b>	<b>110%</b>	<b>1,029,522</b>	
<b>Net Ordinary Income</b>	<b>260,943</b>	<b>247,121</b>	<b>(5,775)</b>	<b>-4,279%</b>	<b>(7,238)</b>	

**Other Income/Expense**

Temporarily Restricted Revenue		(67,500)			67,500	Bayer, BMS, Stackhouse Balance of H&W; WI; Garden Club America
Bequests	51,407	-	7,000		-	
Dividends Received	32,899	16,160	-		-	
in-Kind Donation	-	80,100	-		-	Kent Land - donation
In-Kind Professional Services	-	29,270	-		-	Legal support for Kent
Save Noe Pond	-	26,839	-		-	Temp Restricted
<b>Total Other Inc Exclds Unrealized Gai</b>	<b>84,306</b>	<b>84,869</b>	<b>7,000</b>		<b>67,500</b>	

**Other Expenses**

In-Kind Professional Services E	-	29,270	-		-	Legal support for Kent
Pilgrim Pipeline Restricted Fun	30	16,631	-		-	Closed out of sub-agreement
Save Noe Pond Expense	-	6,667	-		-	
<b>Total Other Expenses</b>	<b>30</b>	<b>52,568</b>	<b>-</b>		<b>-</b>	
<b>Net Other Income</b>	<b>84,276</b>	<b>32,301</b>	<b>7,000</b>		<b>67,500</b>	
<b>Net Income exclds Unrealized Gains/</b>	<b>345,219</b>	<b>279,422</b>	<b>1,225</b>		<b>60,262</b>	

\*\* The above excludes depreciation expenses & investment changes- realized and unrealized

**\$1,728,290.83**

Value as of 05/28/2021, 04:00 pm, ET

Welcome back, Great Swamp Watershed Association

[slevine@greatswamp.org](mailto:slevine@greatswamp.org) [edit](#)

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Great Swamp Watershed Association — Brokerage Account — 37512647\* **\$248,922.93**

Corporate Actions	Transact	More account information	Definitions
Transfer money			<a href="#">Account balance detail</a>
Vanguard Federal Money Market Fund (Settlement fund)	\$42,098.28	Funds available to trade	\$42,098.28
Total credits and debits	\$0.00	Funds available to withdraw	\$42,098.28
<b>Available balance</b>	<b>\$42,098.28</b>		

[Credits and debits details](#)

SYMBOL ▼	PRICE AS OF 05/28/2021 04:00 PM ET	CHANGE AS OF 05/28/2021 04:00 PM ET	QUANTITY	CURRENT BALANCE	
<b>ESGU</b> ISHARES ESG AWARE MSCI USA ETF	\$96.180	+\$0.23 +0.24%	281.833	\$27,106.70	<a href="#">Transact</a>
<b>VFIAX</b> Vanguard 500 Index Fund Admiral Shares	\$388.930	+\$0.34 +0.09%	178.509	\$69,427.51	<a href="#">Transact</a>
<b>VFIDX</b> Vanguard Intermediate-Term Investment-Grade Fund Admiral Shares	\$10.130	+\$0.01 +0.10%	7,177.282	\$72,705.87	<a href="#">Transact</a>
<b>VTIAX</b> Vanguard Total International Stock Index Fund Admiral Shares	\$35.690	+\$0.12 +0.34%	1,053.084	\$37,584.57	<a href="#">Transact</a>
<b>Total</b>				<b>\$248,922.93</b>	

Great Swamp Watershed Association — Brokerage Account — 31806230\* **\$1,479,367.90**

Corporate Actions	Transact	More account information	Definitions
Transfer money			<a href="#">Account balance detail</a>
Vanguard Federal Money Market Fund (Settlement fund)	\$0.02	Funds available to trade	\$0.02
Total credits and debits	\$0.00	Funds available to withdraw	\$0.02
<b>Available balance</b>	<b>\$0.02</b>		

## Credits and debits details

SYMBOL ▼	PRICE AS OF 05/28/2021 04:00 PM ET	CHANGE AS OF 05/28/2021 04:00 PM ET	QUANTITY	CURRENT BALANCE	
<b>ESGU</b> ISHARES ESG AWARE MSCI USA ETF	\$96.180	+\$0.23 +0.24%	775.000	\$74,539.50	<a href="#">Transact</a>
<b>VFIAX</b> Vanguard 500 Index Fund Admiral Shares	\$388.930	+\$0.34 +0.09%	1,068.690	\$415,645.60	<a href="#">Transact</a>
<b>VFIDX</b> Vanguard Intermediate-Term Investment-Grade Fund Admiral Shares	\$10.130	+\$0.01 +0.10%	38,007.651	\$385,017.50	<a href="#">Transact</a>
<b>VIMAX</b> Vanguard Mid-Cap Index Fund Admiral Shares	\$289.580	+\$0.57 +0.20%	1,125.260	\$325,852.79	<a href="#">Transact</a>
<b>VMFXX</b> Vanguard Federal Money Market Fund	\$1.000	\$0.00 0.00%	501.670	\$501.67	<a href="#">Transact</a>
<b>VTIAX</b> Vanguard Total International Stock Index Fund Admiral Shares	\$35.690	+\$0.12 +0.34%	7,783.996	\$277,810.82	<a href="#">Transact</a>
<b>Total</b>				<b>\$1,479,367.90</b>	

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