

Great Swamp Watershed Association
Monthly Development Summary
as of March 31, 2021

	Mar Actual	Mar Goal	YTD Actual (July - Mar)	Goals YTD (July Mar)	Percent of Goal Through Mar	Goals July '20- June '21	Progress to FY2021 Goals	Mar 2020 Actual	July '19 - June '20 Actual	
Individuals										
Trustees	\$ 1,334.50	\$ 4,000.00	\$ 11,046.00	\$ 13,500.00	82%	\$ 30,000.00	37%	3,986	29,756	
- Captial Campaign	\$ 9,660.40	\$ -	\$ 12,160.00	-	-	-	-	-	-	
Major Gifts	\$ 15,865.00	\$ 12,000.00	\$ 183,323.00	\$ 124,000.00	148%	\$ 150,000.00	122%	1,515	193,415	
Membership	\$ 7,396.37	\$ 2,800.00	\$ 59,166.00	\$ 30,500.00	194%	\$ 50,000.00	118%	2,774	72,226	Note 1
Total Individuals	\$ 34,256.27	\$ 18,800.00	\$ 265,695.00	\$ 168,000.00	158%	\$ 230,000.00	116%	8,275	295,397	
Institutions										
Corporations Restricted	\$ -	\$ 27,500.00	\$ 47,000.00	\$ 40,000.00	118%	\$ 50,000.00	94%	0	42,250	Note 2
Corporations Stewardship Re	\$ -	\$ -	\$ -	\$ -	#DIV/0!	\$ -	#DIV/0!	0	4,345	
Corporations Unrestricted	\$ 7,500.00	\$ 10,113.00	\$ 35,082.85	\$ 11,013.00	319%	\$ 11,350.00	309%	100	12,839	Note 3
Foundations Restricted	\$ 3,000.00	\$ -	\$ 92,000.00	\$ 98,500.00	93%	\$ 101,500.00	91%	0	86,415	Note 5
Foundations Unrestricted	\$ 30,000.00	\$ -	\$ 88,000.00	\$ 48,500.00	181%	\$ 133,500.00	66%	0	153,000	
Total Institutions	\$ 40,500.00	\$ 37,613.00	\$ 262,082.85	\$ 198,013.00	132%	\$ 296,350.00	88%	100	298,849	
Events										
Programs / Events	\$ 678.00	\$ 95.00	\$ 7,946.35	\$ 915.00	868%	\$ 12,000.00	66%	171	18,306	
Gala	\$ -	\$ -	\$ 122,070.00	\$ 82,625.00	148%	\$ 82,625.00	148%	0	217,621	Note 4
Music Festival	\$ -	\$ -	\$ 21,490.95	\$ 16,500.00	130%	\$ 56,200.00	38%	3,000	46,743	
Total Events	\$ 678.00	\$ 95.00	\$ 151,507.30	\$ 100,040.00	151%	\$ 150,825.00	100%	3,171	282,670	
Misc - Income										
Merchandise	\$ -	\$ -	\$ 2,507.66	-		-	-	0	0	
Total	\$ 75,434.27	\$ 56,508.00	\$ 681,792.81	\$ 466,053.00	146%	\$ 677,175.00	101%	11,545	876,916	

1. Anyone who has donated in the last 12 months + 2 month grace period is considered a member. Membership contributions include: new member donations, renewals, appeals, donations, memorial gifts, workplace giving, and monthly sustaining gifts. Excludes major gifts, trustee giving and gala related donations.
 2. Restricted gifts are contributions designated by the donor for a specific purpose.
 3. Includes corporate matching gifts.
 4. Includes all Gala revenue regardless of source. A major donor's Gala gift, for instance, will appear here and not under the Major Donor category.
- Note 5: Per accounting requirement, some funds received in FY20 carried to FY21. Allergan \$2500 Corp-Restricted was moved into FY2021. Summit Foundation (Fnd-Restricted) \$6000, and Ogc