

**Great Swamp Watershed Association**  
**Monthly Development Summary**  
as of April 30, 2021

	Apr Actual	Apr Goal	YTD Actual (July - Apr)	Goals YTD (July Apr)	Percent of Goal Through Apr	Goals July '20- June '21	Progress to FY2021 Goals	Apr 2020 Actual	July '19 - June '20 Actual	
<b>Individuals</b>										
Trustees	\$ 1,130.00	\$ 4,000.00	\$ 12,175.00	\$ 17,500.00	70%	\$ 30,000.00	41%	\$ 8,478.00	\$ 29,755.62	
- Captial Campaign	\$ 7,500.00	\$ -	\$ 19,661.00	\$ -	-	\$ 28,000.00	70%	\$ -	\$ -	
Major Gifts	\$ 8,333.34	\$ 4,000.00	\$ 191,656.34	\$ 128,000.00	150%	\$ 150,000.00	128%	\$ 8,000.00	\$ 193,415.00	
Membership	\$ 12,133.25	\$ 8,300.00	\$ 71,299.16	\$ 38,800.00	184%	\$ 50,000.00	143%	\$ 10,861.00	\$ 72,226.00	Note 1
<b>Total Individuals</b>	<b>\$ 29,096.59</b>	<b>\$ 16,300.00</b>	<b>\$ 294,791.50</b>	<b>\$ 184,300.00</b>	<b>160%</b>	<b>\$ 258,000.00</b>	<b>114%</b>	<b>\$ 27,339.00</b>	<b>\$ 295,396.62</b>	
<b>Institutions</b>										
Corporations Restricted	\$ 4,500.00	\$ -	\$ 51,500.00	\$ 40,000.00	129%	\$ 50,000.00	103%	\$ -	\$ 42,250.00	Note 2
Corporations Stewardship Rest.		\$ -	\$ -	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	\$ 4,344.96	
Corporations Unrestricted	\$ 1,346.58	\$ 113.00	\$ 36,429.43	\$ 11,126.00	327%	\$ 11,350.00	321%	\$ 550.00	\$ 12,839.00	Note 3
Foundations Restricted	\$ -	\$ -	\$ 92,000.00	\$ 98,500.00	93%	\$ 101,500.00	91%	\$ 11,490.00	\$ 86,415.00	
Foundations Unrestricted	\$ 30,000.00	\$ -	\$ 118,000.00	\$ 48,500.00	243%	\$ 133,500.00	88%	\$ 25,000.00	\$ 153,000.00	Note 5
<b>Total Institutions</b>	<b>\$ 35,846.58</b>	<b>\$ 113.00</b>	<b>\$ 297,929.43</b>	<b>\$ 198,126.00</b>	<b>150%</b>	<b>\$ 296,350.00</b>	<b>101%</b>	<b>\$ 37,040.00</b>	<b>\$ 298,848.96</b>	
<b>Events</b>										
Programs / Events	\$ 691.10	\$ 95.00	\$ 8,637.45	\$ 1,010.00	855%	\$ 12,000.00	72%	\$ 480.70	\$ 18,306.00	
Gala	\$ -	\$ -	\$ 122,070.00	\$ 82,625.00	148%	\$ 82,625.00	148%	\$ -	\$ 217,621.00	Note 4
Music Festival	\$ 20,909.75	\$ -	\$ 42,400.70	\$ 16,500.00	257%	\$ 56,200.00	75%	\$ 3,750.00	\$ 46,743.00	
Plant Sale	\$ 36,387.32	\$ -	\$ 36,387.45	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	\$ -	
<b>Total Events</b>	<b>\$ 57,988.17</b>	<b>\$ 95.00</b>	<b>\$ 209,495.60</b>	<b>\$ 100,135.00</b>	<b>209%</b>	<b>\$ 150,825.00</b>	<b>139%</b>	<b>\$ 4,230.70</b>	<b>\$ 282,670.00</b>	
<b>Misc - Income</b>										
Merchandise	\$ 30.90	\$ -	\$ 2,538.56	\$ -		\$ -	\$ -	\$ -	\$ -	
<b>Total</b>	<b>\$ 122,962.24</b>	<b>\$ 16,508.00</b>	<b>\$ 804,755.09</b>	<b>\$ 482,561.00</b>	<b>167%</b>	<b>\$ 705,175.00</b>	<b>114%</b>	<b>\$ 68,609.70</b>	<b>\$ 876,915.58</b>	

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 Ogden Fo