

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

	May Actual	May Goal	YTD Actual (July - May)	Goals YTD (July - May)	Percent of Goal Through May	Goals July '20- June '21	Progress to FY2021 Goals	May 2020 Actual	July '19 - June '20 Actual	
<b>Individuals</b>										
Trustees	340	9000	12,516	26,500	47%	30,000	42%	4,298	29,756	
- Captial Campaign	2,575	0	22,235	-	-	28,000	79%	-	-	
Major Gifts	17,000	12,000	208,656	140,000	149%	150,000	139%	16,300	193,415	
Membership	6,582	6,300	77,881	45,100	173%	50,000	156%	5,282	72,226	Note 1
<b>Total Individuals</b>	<b>26,497</b>	<b>27,300</b>	<b>321,289</b>	<b>211,600</b>	<b>152%</b>	<b>258,000</b>	<b>125%</b>	<b>25,880</b>	<b>295,397</b>	
<b>Institutions</b>										
Corporations Restricted	0	5000	51,500	45,000	114%	50,000	103%	0	42,250	Note 2
Corporations Stewardship Re	0	1,500	0	0	#DIV/0!	0	#DIV/0!	0	4,345	
Corporations Unrestricted	400	113	36,830	11,238	328%	11,350	324%	7,643	12,839	Note 3
Foundations Restricted	0	3,000	92,000	101,500	91%	101,500	91%	750	86,415	Note 5
Foundations Unrestricted	0	30,000	118,000	78,500	150%	133,500	88%	35,000	153,000	
<b>Total Institutions</b>	<b>400</b>	<b>39,613</b>	<b>298,330</b>	<b>236,238</b>	<b>126%</b>	<b>296,350</b>	<b>101%</b>	<b>43,393</b>	<b>298,849</b>	
<b>Events</b>										
Programs / Events	356	95	8,994	1,105	814%	12,000	75%	103	18,306	
Gala	0	0	122,070	82,625	148%	82,625	148%	0	217,621	Note 4
Music Festival	24,903	0	67,304	16,500	408%	56,200	120%	1,500	46,743	
Plant Sale	184	0	36,571	0		0		0		
<b>Total Events</b>	<b>25,443</b>	<b>95</b>	<b>234,939</b>	<b>100,230</b>	<b>234%</b>	<b>150,825</b>	<b>156%</b>	<b>1,603</b>	<b>282,670</b>	
<b>Misc - Income</b>										
Merchandise	0	-	2,538	-		-	-	0	0	
<b>Total</b>	<b>52,340</b>	<b>67,008</b>	<b>857,095</b>	<b>548,068</b>	<b>156%</b>	<b>705,175</b>	<b>122%</b>	<b>70,875</b>	<b>876,916</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-Restrict