



Great Swamp Watershed Association

Meeting of the Board of Trustees

September 18, 2023

9:00 a.m. – **via zoom**

Agenda

- Approval of Board Minutes from 6/19/2023 Meeting
- Finance Report
- Gala 2023 October 5, 2023 with Congresswoman Mikie Sherrill as keynote speaker and a tribute to former trustee and former Morristown Mayor Jay DeLaney
- Executive Director Report -Ferber update
- Ferber resolution
- Development Report
- Proposed subcommittee to review land acquisition criteria and discuss possibly adding prevention of development as a metric
- Proposed subcommittee to review installation of fitness loop on one of the CMA trails
- Proposed subcommittee to evaluate implementing a board give/get requirement moving forward
- Other Business
 - Please provide potential candidates for 2024 board of trustees
- Adjourn

Upcoming events:

October 5 gala

December 7, 2023 6PM board meeting and holiday party

Great Swamp Watershed Association Budget vs. Actuals: FY_2023_2024 - FY24 P&L July - August, 2023

	Jul 2023			Aug 2023			Total			% of Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	
Income										
4% Fund Transfer Draw	67,871	68,000	-129	0	0	0	67,871	68,000	-129	100%
Advocacy Operational Reserve BD		1,667	-1,667	1,667	1,667	-1,667	0	3,333	-3,333	0%
Annual Event	500	0	500	11,550	13,000	-1,450	12,050	13,000	-950	93%
Corporate	0	0	0	12,000	7,500	4,500	12,000	7,500	4,500	160%
Corporate Stewardship Restricted		1,000	-1,000		5,000	-5,000	0	6,000	-6,000	0%
Deferred Income from Prior Year	38,067	36,000	2,067	0	0	0	38,067	36,000	2,067	106%
Foundation Support	30,000	25,000	5,000	36,700	29,000	7,700	66,700	54,000	12,700	124%
Individual - Membership	4,374	5,417	-1,043	2,337	5,417	-3,079	6,712	10,833	-4,122	62%
Individual Major Donors	8,200	8,000	200	2,500	2,000	500	10,700	10,000	700	107%
Individual Trustee Giving	4,655	5,855	-1,201	2,800	2,800	-2,800	4,655	8,655	-4,001	54%
Music Fest Event	635	0	635	2	0	2	637	0	637	
Native Plant Program		63	-63		63	-63	0	125	-125	0%
Other incomes misc	259	35	223	2	35	-34	260	71	190	368%
Programs - Education & Outreach	153	775	-622	8,450	9,175	-725	8,603	9,950	-1,347	86%
Reimbursed Expenses	564		564			0	564	0	564	
Total Income	155,277	151,811	3,466	73,541	75,656	-2,115	228,818	227,468	1,351	101%
Gross Profit	155,277	151,811	3,466	73,541	75,656	-2,115	228,818	227,468	1,351	101%
Expenses										
Administrative Expense	6,488	8,888	-2,400	7,804	12,148	-4,343	14,292	21,036	-6,743	68%
Administrative Payroll Total	59,194	53,851	5,344	59,881	53,851	6,031	119,075	107,701	11,374	111%
Advocacy		1,667	-1,667		1,667	-1,667	0	3,333	-3,333	0%
Annual Event Expenses		0	0	932	0	932	932	0	932	
Depreciation Expense		0	0		0	0	0	0	0	
Development Expense		511	-511	320	511	-191	320	1,023	-703	31%
Education and Outreach		1,118	-1,118	81	1,118	-1,036	81	2,235	-2,154	4%
Grant Specific Expense		183	-183		183	-183	0	367	-367	0%

Mailing		416	-416	260	416	-156	260	831	-572	31%
Membership	201	500	-299	109	500	-391	310	1,000	-690	31%
Miscellaneous	31		31			0	31	0	31	
Music Fest	0	0	0	168	0	168	168	0	168	
Native Plant Expenses		0	0		0	0	0	0	0	
Stewardship	158	417	-259	964	417	547	1,121	833	288	135%
Water Quality	3	3,183	-3,180	362	3,183	-2,821	366	6,367	-6,001	6%
Total Expenses	66,075	70,733	-4,658	70,882	73,993	-3,111	136,957	144,726	-7,769	95%
Net Operating Income	89,203	81,078	8,124	2,659	1,663	996	91,862	82,742	9,120	111%

Monday, Sep 11, 2023 01:06:07 PM GMT-7 - Accrual Basis

Executive Director Report for September 18, 2023, Board Meeting

Summer flew by way too fast! And we seem to run from one event to the next!

As you all know, we held our music festival on June 25. As you also all know, it started out spectacularly and ended equally spectacularly, just not the way we intended. The skies opened up a little after 1PM and the rain and thunder and lightning continued and continued. We were devastated to have to curtail the event and we are determined to find an alternative for next year that will enable the show to go on regardless of weather. Fortunately, due to our wonderful sponsors, we came pretty close to our budget so at least the event wasn't a financial problem.

In early July, we partnered with the Morris Museum to show the movie Dark Waters, which is based on a true story about PFAS contamination. I facilitated a panel discussion after the movie with Sandra LaVigne and a representative from NJ American Water. There were a little over 40 attendees who were all very engaged in the event. The next day we staffed some educational programs at the museum which were also well received.

After our board meeting in June, Ginger and I finalized our submission to the Land Trust Alliance Accreditation Commission. We will hear in November if they are satisfied with our explanations and policy revisions.

I mentioned in June that EPA had reached out to all stakeholders about holding some collaborative discussions to resolve Rolling Knolls remediation options. Unfortunately, I have not heard anything further about actually scheduling those meetings. However, I understand from the Refuge staff that they will be involved in a meeting at the end of September with EPA and DEP.

As usual, I have had several meetings with board members and donors. Lynne and I met with staffers from both Congressman Payne's office and Senator Menendez' office.

Wade and I participated in one of our special behind the scenes tours in the refuge with one of our major donors.

I met with Columbia Bank who wants our business as they know we are unhappy with Citizens (formerly Investors). Sue and I have also been looking for a new auditor since our auditor raised our rate by 30% with no warning.

We have held various staff meetings, including fall programming discussions and a swim party barbecue at my home.

Lynne and I met with Margie Ticknor who runs the Glasser Foundation and we believe Margie will fund a new shed for the CMA. We have also applied to Hyde & Watson and two other foundations for some equipment including several new laptops.

Jordan was kind enough to arrange a meeting for Lynne and me to meet with Hans Dekker from the Community Foundation. We are hoping this will encourage Hans to think of us when his donors don't know who to donate to!

We should be hearing by the end of September about a couple of new grants, including the big EPA environmental justice grant for Paterson.

Hopefully by the board meeting on the 18th you will all have received your fall GSWA newsletter.

At the suggestion of Judith Hazlewood, we are sending an acquisition postcard to almost 3,000 people in Chatham and Summit who live along the river. The theme is climate change.

Lynne and I are participating in a Rutgers Eco Fair on September 13 where they anticipate several hundred students. This is geared to engaging students in community involvement and career exploration.

On September 29, I have been invited to be the speaker at Sabbath services at a temple in Livingston.

I'm excited to be making progress on the Ferber property acquisition. As you will see, there is a resolution authorizing me to proceed with negotiations and hiring an attorney. I have retained Rob Simon from Herold Law and PSEG has already sent us a draft purchase/exchange agreement.

Other than that, the summer has been filled with gala preparation. Val and I evaluated and contracted with a new auction platform company. I had meetings with both Jay's widow Deb and his son Andrew and they very graciously provided us with many names of people to invite, several of whom have already RSVP'd. I met with Tony and Matt several times to discuss how to engage Morristown people and attorneys in the event. I hand addressed several hundred invitations after research showed that hand addressed envelopes are more likely to be opened! For the first time this year, we have hired entertainment. A magician will perform small group magic during the cocktail hour and will help with the fundraising during the dinner. I can't wait for you all to see him! So far we have 10 underwriters. Including the underwriter tables, we are currently at about 150 attendees. I have heard from some of you, but many trustees have not purchased tickets or tables yet. Please don't wait until the last minute. It gives me ulcers! We really need you to buy your tickets and encourage others to come too. We have some great auction items so far including some lovely jewelry and a vacation home, but we need your help to secure additional auction items and advertisers. The advertising wine celebration packages are such a win-win. Please consider purchasing one and suggesting them to others. They're a great business thank you to clients or customers. We look forward to a hugely successful event this year and we need your help to get there!

RESOLUTION OF THE BOARD OF TRUSTEES OF
GREAT SWAMP WATERSHED ASSOCIATION

I, _____, Co-Chairman of Great Swamp Watershed Association (GSWA) Board of Trustees, do hereby certify that at a meeting of the Board of Trustees of GSWA, held via zoom, on the 18th day of September, 2023, at which a quorum was present, the following resolution was adopted:

WHEREAS, GSWA is desirous of acquiring certain real property for its office headquarters, as well as for environmentally appropriate stewardship and for environmental restoration initiatives. It is the plan that such property will be surrounded by land about to be acquired by the Great Swamp National Wildlife Refuge. GSWA desires to own its own property in a more accessible location to its constituency.

NOW THEREFORE BE IT RESOLVED, that the Co-Chairmen of the Board of Trustees of GSWA and or the Executive Director be and are hereby authorized, empowered and directed to negotiate and execute a contract of sale for the acquisition of such property referred to as the "Ferber" property at 533 Green Village Road, Block 48.21 Lot 174 and 180 of the Township of Chatham in the County of Morris, consisting of approximately 3 acres, owned by PSEG.

BE IT FURTHER RESOLVED, that GSWA intends to convey property consisting of approximately 13 acres, known as the "Hoag" property and the "Kent" property, located in the Township of Chatham in the County of Morris, to either PSEG or the Great Swamp National Wildlife Refuge, as part of this transaction.

BE IT FURTHER RESOLVED, that the Executive Director be and is hereby authorized to conduct due diligence necessary for the acquisition, including standard home purchase inspections including well and septic tests, Phase 1 Environmental Analysis, Phase II Environmental Analysis if appropriate, survey, and title search.

BE IT FURTHER RESOLVED, that GSWA intends to apply to the Township of Chatham and possibly the Township of Harding for use variances associated with its proposed use of the property as its office headquarters. Closing of title may be contingent upon the granting of necessary variances.

BE IT FURTHER RESOLVED, that the Executive Director is authorized to engage the services of a reputable attorney to facilitate negotiations and completion of the transaction.

The following persons are duly elected, qualified and acting Officers and or Executive Director of GSWA in the capacity indicated and are authorized to execute and deliver documents on behalf of GSWA for the purpose of binding GSWA and the signatures set forth after their names and titles are their true and genuine signatures:

Name:

Office:

Signature:

Sally Rubin

Co-Chairman

Executive Director

IN WITNESS WHEREOF, I have set my hand this 18th day of September, 2023.

, Co-Chairman, Great Swamp Watershed Association



Grant Recap September 2023						
Corporate Restricted	BUDGET	ACTUAL	VARIANCE	NOTES		
Blue Foundry Bank Charitable Foundation	\$ -	\$ 10,000.00	\$10,000.00	Environmental Education. Awarded in July. *New corporation*		
Corporate Unrestricted						
Foundation Restricted						
John Ben Snow Memorial Trust	\$ -	\$ 10,000.00	\$ 10,000.00	Environmental Education and bussing to CMA for Outdoor Experiential Learning Opportunities, awarded in August. *New foundation*		
Marta Hefflin Foundation	\$ 5,000.00	\$ 6,700.00	\$ 1,700.00	CMA Stewardship, awarded in August		
PSEG	8 \$ 7,500.00	\$ 8,500.00	\$ 1,000.00	Environmental Education, awarded in August		
Unrestricted Foundation Support						
Thrivent Charitable/Edith Hahn Animal and Wildlife Preservation Fund	\$ 20,000.00	\$ 20,000.00	\$0.00	General Operating Support - Awarded in August. Second payment,renewable for 3 years with a possibility of going to 5 years		
Bauer Foundation	\$ 10,000.00	\$ 15,000.00	\$5,000.00	General Operating Support - awarded in July.		
Guilford Foundation	\$ 5,000.00	\$ 5,000.00	\$0.00	General Operating Support - awarded in July		
TOTAL	\$47,500.00	\$75,200.00	\$27,700.00			
Other						
Mary Reinhart Stackhouse Foundation			\$ 20,000.00	General Operating Support, applied in August		
Mimi Washington Starrett Foundation			\$ 50,000.00	General Operating Support, applied in March		
Lillian Schenck Foundation			\$ 5,000.00	Environmental Education		
Cestone Family Foundation			\$ 25,000.00	General Operating Support, applied in August		
Bristol Myers Squibb			\$ 20,000.00	Environmental Education, applying in September		
Glasser Foundation			\$ 14,852.00	CMA Shed and Tools		
EPA Environmental Justice Grant, Collaborative Partnership			\$ 500,000.00	3-year EJ program in Paterson, collaborating with Rutgers, NJIT, TPL, BGCPP,TCN, pending		
Hyde and Watson Foundation			\$ 27,636.00	Water Quality Equipment, Computers, Tables, Chairs, Tents, Applied in August		
E.J. Grassmann Foundation			\$ 27,636.00	Water Quality Equipment, Computers, Tables, Chairs, Tents, Applied in August		
Union Foundation			\$ 27,636.00	Water Quality Equipment, Computers, Tables, Chairs, Tents, Applied in August		
TOTAL			\$ 763,160.00			

Wade's Development Board Report
09.08.2023

Retrieved music festival waste disposal and recycling materials from the Morris County MUA

Attended Bernards Area Networking Group Meeting – June, July, & August

Met Sally at Moorland Farms to retrieve chairs for the music festival

Two-day Assistance with set-up and breakdown of the music festival (Saturday & Sunday)

Exceeded the music festival...*until the rain forced us to stop!*

Returned materials to the Morris County MUA

Post festival - assisted with pop-up tent, table cleaning and return to storage at the refuge

Introduction to Hazel at the CMA of potential volunteer/major donor Dr. Jim Muchmore

Lunch with magician Simon Mandal to discuss his support (appearance) at the Gala – subsequent meeting at GSWA with Simon, Sally, Sandra, & Ginger

Co-hosted Development Table (Friday & Saturday) & attended movie screening “Dark Waters “at the Morris Museum. New collaborative venture between GSWA and the Museum.

Reviewed Development Committee Meeting Agenda with Sally & Lynne and participated in the Development Committee Meeting on Thursday, July 13th.

Attended all staff music festival “debrief.”

Posed in the Blue Foundry Bank photo with Lynne and Stephanie LiCausi in recognition of grant received from the Blue Foundry Bank Foundation

Received new Dell laptop computer...thank you!

Attended the **Non-Profit Roundtable** at the Morris County Chamber of Commerce

Attended the Morris County Chamber's **Business Connections** networking event - July & August

Posed with Sue for Columbia Bank's large check photo in recognition of \$5,000 received from the Columbia Bank Foundation

Sally and I met for lunch with Andrew DeLaney to discuss support groups for the Gala in recognition of the tribute for his late father.

Attended site visit at SEVEN 6 Events to assess a potential future music festival venue

Viewed an Environmental Fundraisers' webinar on Monthly Giving

Participated in ZOOM with Simon Mandal re. Gala procedures

Interviewed Judith Hazlewood for newsletter article. (wrote article)

Attended private refuge tour with Sally and Kit Godby (potential major donor)

Attended staff meeting & social gathering at Sally's home!

Met with Nick Bodalia & Marketing Director Libby Bajgerova from Columbia Bank re. their ongoing support for GSWA

Attended Basking Ridge Business Alliance Meeting at the Washington House Restaurant

Met Lynne, Carolyn Dempsey and Hazel for a tour of the CMA

Crafted an Agenda with Lynne for Carolyn Sharaway's presentation for the Development Committee Meeting via ZOOM on Wednesday, September 12th at 8:45 a.m.

Viewed The Watershed Institute's "Forever Chemicals" presentation re. PFAS

Gala Preparation Solicitations:

1. Sponsorships
2. Silent Auction Items
3. Advertisements

GSWA Water Quality Programs

Board Meeting Report

Sept 6, 2023

Water Quality Monitoring

2023 –

Chemistry –

As of this report, we have conducted 3 of our quarterly chemistry data collections. Following the early drought in the spring we saw unusually heavy rainfall which flushed and scoured many of our headwater streams and caused flooding in our downstream areas. Water temperatures and flow were average at most of our sites during our August sampling. Some areas, Black Brook just below Footes Pond and Loantaka Brook just below Kitchell Pond, were notable for high pH values and low dissolved oxygen. These results may be due in part to algal blooms in the basins. However, we do not have data at this time on the abundance of unicellular algae in these locations to confirm that.

We are currently working in conjunction with Montclair University Labs on a cyanobacteria toxin sampling program. This program is studying the toxins released by harmful algal blooms (HABs) in local streams and lakes. GSWA is supplying samples from Kitchell Pond, as well as Branta Pond and Essox Pond (located at the Somerset Environmental Center) for the project. All three of these basins have had HABs in the past. The study began in August and will continue through to October. So far this summer, however, there have not been obvious HABs in these basins. The preliminary results from this study will be available at the end of September.

Visual Assessments -

We are getting ready to work with our volunteers for our Fall visual assessments. We will be holding a Stream Assessment training at the Morristown / Morris Township Library on Sept 24th.

Bacterial Monitoring –

Through this yearly project, GSWA collects data on potentially harmful bacteria present in the surface waters of our area. These bacteria, *E. coli*, are most commonly introduced into our waterways through fecal matter from pet waste that isn't properly cleaned up, leaking sewage from septic or sewage pipes, or from wildlife. One common issue is Canada geese who prefer open lawn adjacent to water bodies. Their fecal matter accumulates in the area and when it rains gets carried into the nearby stream or lake. Once present in the water body, the bacteria can quickly multiply to unsafe levels, especially in areas where there is a high nutrient level present. We use our data to alert local communities of any areas of concern.

Bacterial sampling occurred over a five-week period with samples being collected weekly on Tuesday mornings. This year we will be sampling took place from July 11th and run through August 8th. We are currently working on compiling the data collected in preparation for our Report Card.

Macroinvertebrate sampling –

We completed our annual macroinvertebrate sampling at the end of June/ early July. As always the weather played a role in our sampling. The high temperatures at the end of June caused a slight delay as we monitored safety for our volunteers and staff. Macroinvertebrate data helps GSWA to analyze the long-term health of our river ecosystems. The samples will be transported to Normandeau Inc for identification and data on the NJHDMI macroinvertebrate scale.

PFAS –



Our PFAS follow-up sampling was delayed due to the heat wave at the end of June. We are currently working with the NPS team to help us more easily access the remote sites on the Rolling Knolls property. We hope to collect our follow-up samples early in the fall.

After reviewing our initial results two locations stood out and require more data to help make determinations on PFAS source and the severity of the contamination. We will be looking at a number of sites along Black Brook both upstream and downstream of

the Rolling Knolls Superfund site. Earlier this month I was able to get access to some of the more remote areas within the Rolling Knolls site thanks to Sally Rubin and George Molnar from Fish and Wildlife. We hope that this data will be able to shed more light on the pollutants present on site as well as how they are impacting the surrounding ecosystem and Black Brook. In Loantaka, elevated PFAS levels in the sites we initially sampled have led us to choose further locations to help determine if we can find a source for the contamination.

Education

We are getting ready for our fall educational field trips. We have a very full calendar with 3 to 4 trips with schools every week in October as well as some early trips in September and a few in early November.

I will be giving a talk on the water quality issues in the Loantak Brook at the Morristown / Morris Township Library on Tues Sept 28th. This will cover changes in the Loantaka brook system over time as well as potential ways to help improve water quality in the area.

Loantaka Brook Restoration Project –

GSWA is beginning to explore a project to improve the overall water quality in the headwaters region of Loantaka Brook. Loantaka is our most impaired stream within the Great Swamp Sub-watershed. This stretch of the stream has elevated levels of bacteria during the summer months, it is impacted by road salt, runoff and effluent discharges, and doesn't have a good diversity of habitat for macroinvertebrates. I am beginning discussions with both Morris Township and Morris County Parks to determine what our next steps might be and how we can work together to make improvements on the surrounding ecosystem to improve the overall health of the stream.



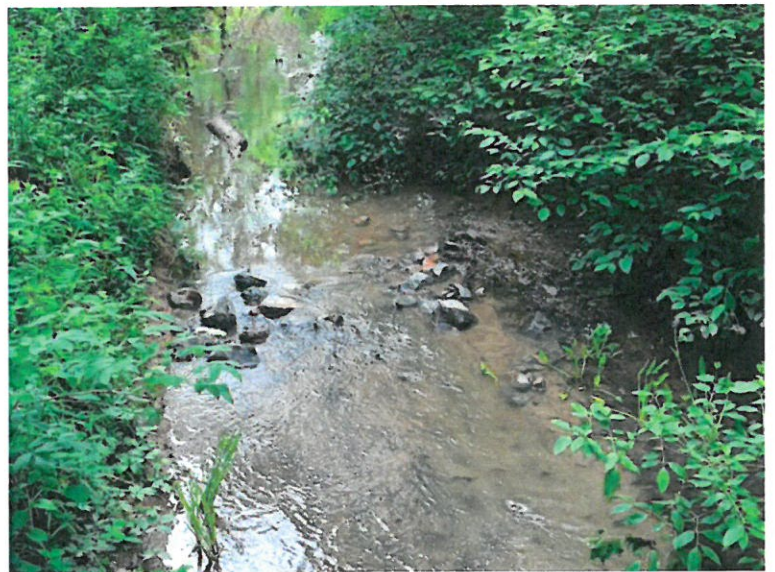
Teaching 5th grade from school PS25, Paterson. We hope to partner with the school to install a rain garden at their site.

Overview

September is supposed to bring with it cooler temperatures and the hint of fall...yet we have just suffered through the hottest week of the year, after one of the wettest summers on record- just as students return to their classrooms. If that **doesn't** offer plentiful opportunities to talk about the effects of climate change on the environment, I **don't** know what does! We will have that opportunity many times over the coming months with more than 15 days of environmental education field experiences and classroom programming for elementary through college booked already for the fall. With new school partners and returning districts, we will work with the cities of Orange, Paterson, Elizabeth, and Newark as well as Madison, Longhill, Berkeley Heights and Morristown. We continue to try to balance the need for programming around the watershed, and our obligations to provide outreach and programming to substantial numbers of students to fulfil our mission and our funding obligations with the other necessary functions our program staff must undertake. It is often hard to say no to groups that contact us,

but we strive to balance contact teaching time with time for the preparation, admin, cleanup, planning and other tasks that must be accomplished. This continues to be a work in progress, as we try and plan our upcoming school and programming year.

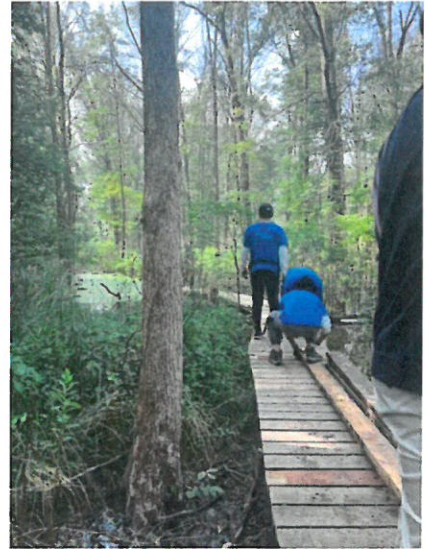
We will be at the Great Swamp National Wildlife Refuge Fall fest for the 17th year running this weekend, face painting Great Swamp inhabitants and giving out information about our programming and mission to the 600 attendees. We will also be working on authoring and installing interpretive signage around the CMA this fall, allowing all who visit to learn more about the ecology and natural history at the site. These signs are funded by the Morristown rotary club and Marta Hefflin Foundation.



In stream cobble adds habitat diversity to the Silver Brook at the CMA to enhance the macroinvertebrates the site will support and harden the site for students to sample there.

School Programs

There are substantial improvements at the Conservation Management Area to improve the trail and river edge conditions, supporting the learning environment for those students attending our many field trips there. We now have our field trip worksheets translated into Creole and Spanish which will allow us to work more effectively with the diverse student body who attend our field trips. We have submitted a funding request for a new shed for the CMA which if funded will help us with organization and storage at the site during the busy education season. For the upcoming year, we have modified our Google form which we use to capture data on each education interaction for reports and to track total student contact each year. We will now be able to follow up on schools we have worked with to track when they pay. Since there are often many different people involved in the payment process, it can be tricky to track when payments are received for a particular program. The new system should help with this.



As we plan for the upcoming school year, we are excited to have secured underwriting to provide busing for urban, underserved students to visit us for field experiences. Working with existing and new partner schools we are hoping to have field trips from International School, JFK HS, PS25 and PS28 in Paterson, and will split our field trips between fall and spring dates. Our partnership with Students2Science continues this school year, more than 60% of the dates are already booked, and we will try and work on streamlining the administration of this program to ensure adequate teacher coverage on field trips, effectively communicating behavior and condition expectations and ensuring the students gain the

most learning possible from these field experiences.

We will be continuing to plan for the rain garden installation in school 25 in Paterson, and to work with the Paterson school board to develop effective long-term maintenance plans for the 4 rain gardens that are already installed at schools in the city. We have a vested interest in the long-term success of these rain gardens, both as stormwaters management systems and as opportunities for education at the schools.



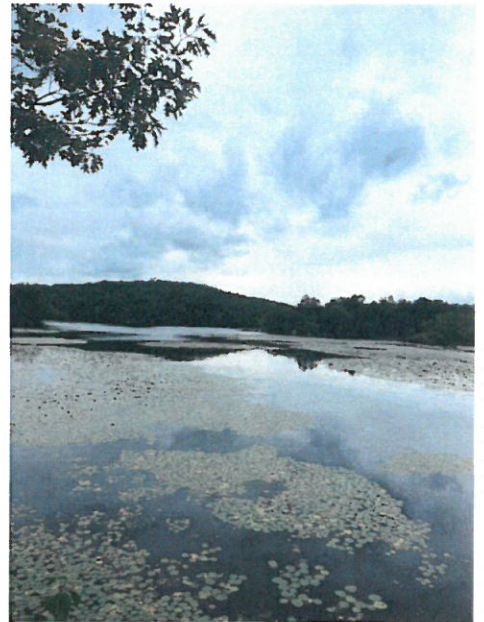
Trying to wrest control back in the overgrown raingarden in school 28, staff and volunteer Steve Gruber weeded the garden on the hottest day of the year!.

Public Programs

Though our programming was intentionally light this summer, participants enjoyed a hot and humid Moth night at the CMA, with a light to attract moths and lots of interesting insect life on display.



Intrepid hikers joined Ginger for a Wildflower hike at Ramapo and were rewarded with some stunning views and a rare sighting of a five lined skink. Education staff have also put together a full slate of public programs including a Gardening for climate resiliency workshop, UV Hidden Colors hike and our Winter Foliage Wreath making workshops as well as several hikes and paddling programs. Our Newsletter and the events section of the website have the full listings. We are trying to balance the number of evening and weekend programs for the public with the weekday heavy times for school programming to prevent staff burnout. There are several weeks in the busy fall where we have scheduled programming nearly every day of the week!



Plant For Pollinators Program and Sale



We are also hard at work with our forward planning for the 4th Plants for Pollinators Plant sale and Program. We will increase the number of plants we sell by 15% this year. While this may seem a modest increase, we are mindful of the amount of volunteer effort it will take to process and prepare 26,000 plant plugs for their eventual owners. Plants have been preordered and are being custom grown for us since we now order so many! There are several new native species selections to keep the offerings fresh, and this year there will be 6 preselected kits for purchasers to buy, including a Deer Resistant kit, kits for wet and dry shade and sun and the popular best behaved native plant kit. We adapt the offerings each year based on the feedback we receive from the pollinator partners and customers. Our Pollinator email list is now 1700 names strong and offers us a great way to reach out and maintain contact with the plant sale purchasers. We are currently working on the accompanying speaker series, which as last year will begin in January, and offer virtual monthly talks by nationally recognized speakers leading up to the plant sale itself.

Last year more than 700 attended these talks, setting us up nicely for the sale to be a success. We are still hopeful that we can make substantive changes to the GSWA website to avoid the slowdowns and crashes that accompanied the plant sale kick off this year.

If you have a group or organization you belong to that would enjoy a talk from our education staff on one of our many Watershed Friendly Living topics, we'd be happy to come and speak to your group. Please reach out to Hazel and we can let you know our topics and arrange a talk.

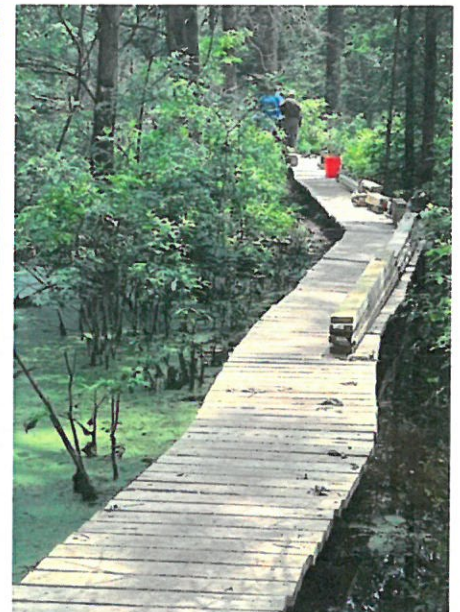


Staff plan improvements at the CMA to create teaching areas for students on our new section of the raised plank boardwalk.

Interesting finds at the CMA site to share with students!



Trustee Sue Kessel installed a native plant garden at the Liberty Corner Fire house using plants purchased from the plants for pollinators sale. We also donated many remnant plugs to help with this project and have been advising on a similar plan Sue designed to install a native garden at the Basking ridge library. Lovely to see native plant gardens springing up around the watershed!



Overview

What a summer in which to have to conduct outdoor stewardship!

From dangerous air quality from Northern wildfires restricting outdoor activity in June, to endless rain and humid temperatures, not to mention hungry and very healthy mosquito populations, work outside has certainly been challenging this season.

There have, however, been some profound changes at the Conservation Management Area. Two amazing workdays with 35 volunteers each from Goldman CTW, and a small, but enthusiastic workday group from Wells Fargo enabled us to complete several critical tasks from our 2023 list. We renovated an emergency boardwalk laid down in the middle of COVID after our restoration made conditions much wetter. This 700' has now been replaced with a wider, 3' wide raised boardwalk, more suitable for year-round access. (See photos at the top of the page).

We also began creating some valuable in-stream habitat, and our corporate volunteers moved more than three tons of rocks and cobble to install it in the stream bed to create important habitat for macroinvertebrates. These projects involve huge amounts of heavy lifting, from moving wheelbarrows of rocks ½ mile along trails, to donning waders to install the rocky cobble and the native plants that will hold the stream sediments in place, to carrying out 12' long 2x6" planking. They would be impossible to complete without the help of large, work-ready groups such as Wells Fargo and Goldman Sachs. The fact that



they also fiscally underwrite the work- these three workdays alone provided \$10,500 of underwriting for tools and materials, allows us to make progress on stewardship at the site.

We continue to see huge die-offs in the mature tree populations at the CMA. This is occurring in part due to diseases in the Ash and Beech tree populations, and as a result of the long-term wetter conditions in place after the 2020 wetland restoration at the site. Tree work in June removed many of the most pressing liability trees close to trails and infrastructure, but many more will die and need to be removed over the coming years, and we must budget and plan for these changes. We only remove dead trees close to trails, as other decaying wood makes valuable habitat for pileated woodpeckers, bluebirds, and wood ducks amongst a host of other species. As trees fall, we can also use some of the wood for trail edging and as habitat piles for CMA wildlife. To help our lumberjack skills which are needed at the CMA, we improved our chainsaw maintenance at an all-day workshop in South Jersey this summer. A typical chainsaw service costs \$175, and with two saws getting used regularly costs can quickly add up. Through the generosity of Steve Jack of New Jersey Conservation Foundation, we learned how to help maintain our saws ourselves. Disassembling the saws to check carburetors, clean and oil them and sharpen the blades will make our work at the CMA more effective and safer. It will also save us money in ongoing maintenance costs!



We made great progress through our stewardship goals for this field work season, though there is still a large task list to be completed this fall. Our trails must be ready for the influx of school groups at the site, and that includes maintaining the trails, and completion of the new trail and boardwalk across the Lamorgese section of the property. We have made great progress on this, and with another couple of staff workdays should be able to incorporate it into the routes we take students while attending the CMA on field trips. We have created several new teaching areas but will continue adding these

areas which allow us to gather students while they are out on field trips.

We have two fall workdays with corporate partners scheduled. TEVA will return for their third year with us, and we will welcome Delta Dental for their first workday. We will also have several school groups attending. WE are



hosting a **community workday to encourage members to give back to the CMA, it will take place on Sunday 11/19 from 9am-1pm. This is the weekend before thanksgiving, and we hope you will plan to attend and help out .**

We would appreciate any board help to connect us with other potential funding or volunteer sources for our corporate workday program. We have FAQ and informational documents prepared to hand off to potential corporate partners and would just need an email or phone introduction to the correct person at the potential partner company and can take it from there.

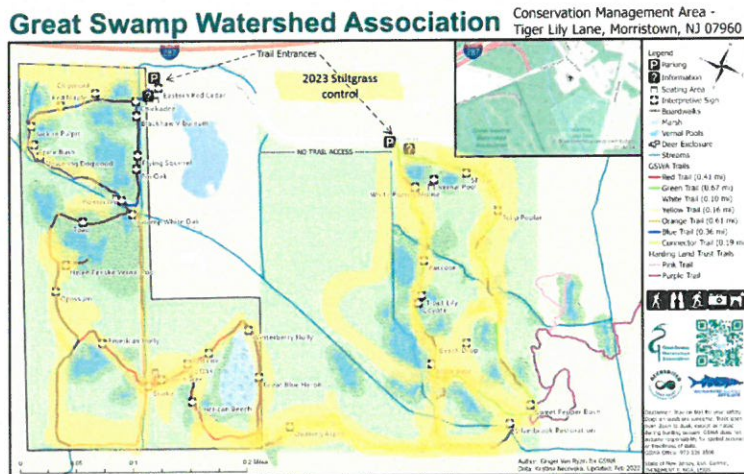
If you have any links or helpful suggestions for potential partners, please reach out to Hazel at hazele@greatswamp.org

Trails at the CMA

As mentioned, we have created several new boardwalk sections of trail and our CMA map will soon be updated to reflect the new trail mileage. Work on the section of trail crossing the Lamorgese tract will be completed by mid-October. We have conducted multiple days of herbicide treatment at the site, spraying for invasive species including Japanese Stilt Grass, porcelain berry and Japanese knotweed. We will carry out more herbicide application dates this fall, and it remains a critical piece of managing for biodiversity at the site. Poison Ivy is present all around the CMA, and while this is a native species, we do mechanically and chemically remove it where students or hikers are likely to be impacted. This is challenging and heavy work, but critical in our ongoing stewardship of the site.

We continue to move our two trail cameras around the property, using them to monitor human and wildlife populations. We post unusual species on our social media to encourage visitation at the site, and use cameras at the entrance to track human visitation.

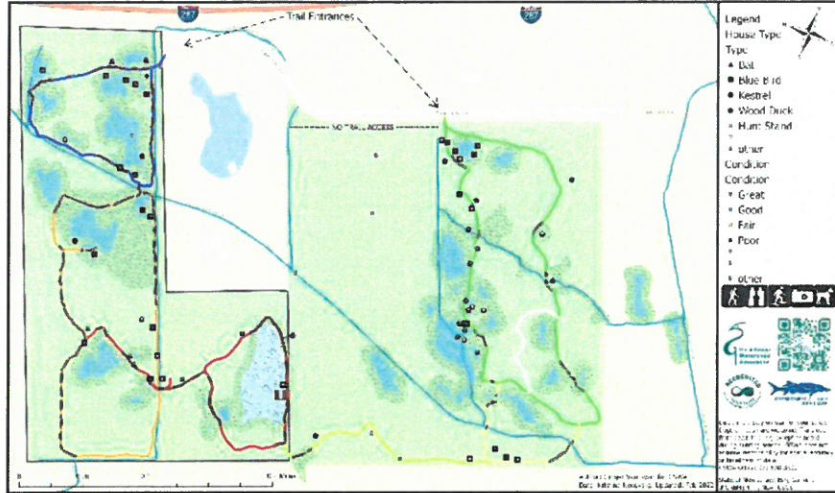
We have a new potential eagle scout project, and this project will involve care and maintenance of the many bird houses we have installed around the property. We GPS ed their location this spring and Ryan's Eagle scout project would repair and



improve many of the older boxes.

We will update our hunting information at the CMA, as early bow season begins in September. Our trails are signed at all entrances, and we work closely

Great Swamp Watershed Association Conservation Management Area -
Tiger Lily Lane, Morristown, NJ 07960



with the hunter group to manage herd reduction at the site. During hunting season, trails are closed weekdays until noon, and during shotgun season the first week of December they are closed entirely.

If you would ever like to take a walk around the property with one of our staff to get to know what we do there, please let us know, we are always happy to show off the work that we have done.

Communications Board Report – Val Thorpe

September 2023

Upcoming Events/Fundraisers

Great Swamp Gala Celebration and Silent Auction – October 5, 2023

Get your tickets, secure underwriters/advertisers/donations, and please promote!



Here comes Gala 2023! This is our **biggest fundraiser of the year** – raising 20-25% of our annual operating budget. This year we have two big draws: our keynote speaker is Congresswoman Mikie Sherrill, and we will pay tribute to Jay DeLaney, former Mayor of Morristown and long-time GSWA supporter. *We need your help to make this fundraiser a big success! Here's how:*

- Purchase tickets at greatswamp.org/event/gala-2023
- Share our electronic invitation (you should have received it via email the evening of 9/5)
- Make at least one ask of a business you frequent to do one of the following: become an underwriter, take an ad*, or donate to our silent auction.

*Our popular **Customer Appreciation Advertising Wine Package** option is back! Along with promoting their business, companies can show how much they appreciate their customers, clients, and friends by sending them wine. GSWA staff will personally deliver these wine packages along with GSWA literature. This offer:

- allows businesses to promote their company and say, “thank you,” while expressing their support of the environment.
- gives GSWA staff an opportunity for meaningful interaction with the recipients while the leave-behind literature provides additional information about our mission and upcoming events.
- means recipients get a couple bottles of some great wine!

New this year:

- Professional magician, comedian, and mentalist, Simon Mandal, will entertain attendees with up-close magic and captivating illusions. He will also lead the call-for-cash.
- Two new underwriting opportunities (still available): we have added two new levels to sponsor the magician and the cork pull. This comes with extra promotional perks.

Sally and I have worked closely with Congresswoman Mikie Sherrill’s office to get approvals on the invitation, press release, timeline, etc., and to obtain information regarding her presentation. Additionally, we are working closely with Jay DeLaney’s family on our plan to honor Jay.

Since this is Melanie’s first Gala, I have been managing the overall event planning and direction of this important event. As Melanie learns all the moving parts, she is doing a great job obtaining and inventorying silent auction items, overseeing outside asks, crafting writeups for the auction platform,

and more. We have some exciting new items that will be up for bid this year. See Melanie's and board reports for a deeper dive.

This year is going to be a fun one, so please do all you can to make it the big success we know it can be. Learn more and find the underwriter, advertising, and auction donation forms at greatswamp.org/event/gala-2023

Partnership Events with the Morris Museum

We forged a partnership with the Morris Museum that began as a benchmarking opportunity. Once we discovered that we had complementary missions, we agreed to form a partnership to engage each other's constituents. We developed a three-day *Water Workshop Weekends* event series designed to educate and engage each other's constituents based on our complementary missions.

- July 7 – The Morris Museum's Bickford Theater showed the movie *Dark Waters* depicting the true story of a community that was dangerously exposed to toxic chemicals for decades. The movie was followed by a lively discussion led by GSWA's Sandra LaVigne and Laura Norkute of New Jersey American Water, moderated by Sally Rubin.
- July 8 – Attendees again gathered at the Bickford Theater to view the movie, *Age of Human: Water* which reveals how humans have impacted the Earth's water and what we can do to change the path of our future. Additionally, GSWA and the Morris Museum engaged attendees with thought-provoking environmental activities.
- July 15 – Taking place on the 16th annual *City of Water Day*, which "builds awareness and reaches toward the goal of a climate-resilient New York and New Jersey harbor," this event was to take place at GSWA's CMA where visitors would engage in hikes, family-friendly activities, and nature crafts. Unfortunately, we had to cancel the event due to extreme weather conditions.

We have so many amazing events planned through the end of 2023 and beyond. Please consider attending and sharing with your friends and family. Visit greatswamp.org/events

Marketing Direct Mail Piece

Based on Judith Hazelwood's recommendation and in conjunction with Dave Robinson, I crafted a postcard that will be mailed to 3,000 Chatham and Summit residents who are not yet GSWA members. This direct mail piece calls out recent, extreme climate change-related weather events in New Jersey while promoting GSWA's mission. Connecting our work to combating climate change at a local level, the purpose of this mailing is to obtain donations, not members. This recommendation was also from Judith as a way to engage people vs. seeking the commitment of a membership. We plan to follow up with these postcard recipients shortly to promote GSWA as a trustworthy organization to partner with in support of the environment. Sue Kessel has obtained address lists on our behalf. Sally and I will determine the recipients based on a series of criteria. This piece is expected to be mailed by September 15, 2023. If you would like to see a PDF of this piece, please email me at vthorpe@greatswomp.org.

#GivingTuesday/Year End Appeal 2023

Unfortunately, New Jersey has experienced a lot of extreme weather this summer. I was personally affected in July. This trend continues at an alarming rate. Based on my personal experience and all the

local weather data provided by Dave Robinson, I have proposed that we continue in this direction for our end of year giving appeal. More to follow.

GSWA in the News

The following press releases were published in some or all local news media outlets including New Jersey Hills Media (14 local newspapers), The Daily Record, InsiderNJ.com, The Patch, TapInto, and more. To view the GSWA press releases, visit greatswamp.org/publications

- August 21, 2023: *Great Swamp Brings Magic to their Gala*
- August 17, 2023 – We received a request from Congresswoman Mikie Sherrill’s office for a quote from GSWA regarding the first anniversary of the Inflation Reduction Act (IRA) to be used in their press release. This legislation is considered the largest investment in clean energy and climate action ever. Rep. Sherrill’s office requested GSWA’s reaction to its environmental implications based on “GSWA’s strong support and partnership on this legislation.” Following is the quote we submitted, “Based on the recent extreme weather we have experienced in New Jersey and across the country, it’s crystal clear that climate change is the number one environmental issue we are all facing today,” said Sally Rubin, Executive Director at Great Swamp Watershed Association. “This investment to combat the climate crisis is necessary, encouraging, and an important step for our future.” See the full press release at: <https://sherrill.house.gov/media/press-releases/sherrill-celebrates-lower-healthcare-costs-and-clean-energy-growth-one-year-since-the-signing-of-the-inflation-reduction-act>
- June 28, 2023: *Water Workshop Weekends*

Getting up to Speed

I continue to train Melanie, our amazing new office manager and events coordinator who joined us in February 2023. Since Debbie Rice’s departure in 2020, this position has been mostly vacant. As Melanie takes on more and more responsibilities, the office runs much more efficiently. Melanie, Nancy, and I are gelling as a team and working together to divide and conquer all of the administrative, communications, and marketing requirements effectively and efficiently!

Office Manager and Event Coordinator Board Report

Melanie Hertgen

9/8/23

Aside from regular office duties, there have been some fun and exciting events I got to participate in/help plan for in the past few months!

Although the Music Festival got cut short due to the weather, I think the newly added “Swamp Sprouts Kids Corner” was a great success! I spent some time painting and cutting out two “face in hole” stands – one pollinator themed and one hotdog themed which turned out nicely. We also added a face painting, flowerpot painting, yard games, and a DIY ball pit station to the kids corner. I stayed at this section to make sure everything ran smoothly, and I loved watching all the adorable children get their faces painted, play in the ball pit or get their pictures taken in the stands. We will definitely keep this kids corner for the next music festival!



As for education, I was able to partake in the Morris Museum’s Water Workshop Weekends “Family Day” event by presenting the enviroscape model. It was great to see all the kids and parents engaged in the activity and discussion about keeping our waters clean. This was the first time I presented the enviroscape model by myself, and I think it went very well.



Lastly, the event that has kept me most busy the past couple of months is the Gala and Silent Auction coming up on October 5th! My tasks primarily include acquiring the auction items (along with staff), overseeing all auction items, and creating the write-ups and taking pictures of the items to add to the silent auction website.

We have nearly 100 silent auction items as of now, so we are in good shape. This year we have gotten great items like gift cards to Roots, 1776 in Morristown, Fiorino in Summit, as well as a nice Amanti Vino wine tasting experience and quite a few jewelry items. Of course, we have also reached out to businesses who have been continually donating auction items to us in past years to obtain sporting event tickets, salon certificates, museum and aquarium tickets, and art pieces.

We can use every bit of help soliciting more silent auction items, so please visit our gala page on our website about ways you can help with this year's gala!

greatswamp.org/event/gala-2023/

Board Report: Membership and social media

Nancy Rago, September 8, 2023

The Chairman Appeal 2023 fundraising campaign success is demonstrated by the import of 64 gift records, contributing to a grand total of \$34,781.00 from our dedicated donors who share GSWA's vision for environmental protection. In preparing for the Music Fest, GSWA implemented the Veno financial processing system for our attendees to use at the gate and the bar. Building on insights gained during the review of how Music Fest was entered in Donor Perfect, I created new General Ledger categories, aligning them with the way gifts are recorded for the Gala. This change will make reporting more uniform.

The Gift Frequency Analysis covering the period from 06/10/2023 to 09/08/2023, reveals a heartwarming commitment from our donors:

- 241 donors gave 01 gift. Collectively, these gifts amount to an impressive \$178,734.61.
- 18 donors went above and beyond, giving 02 gifts each, contributing \$5,909.90 to the cause.
- 14 donors exhibited exceptional dedication by giving 03 gifts each, amounting to \$1,915.28 in total.
- 1 donor contributed 04 gifts totaling \$82.40.

In early August, in the tradition of fostering collaboration and engagement I reached out to my Board Adoptees Reed Auerbach and Brett Williamson. **The board's support** is invaluable for the Gala to ensure the success of its vital environmental initiatives.

Membership FY2024 Q1 - 10/01/2023 to 12/31/2023

- Q4 Member Count and Individual Giving Spreadsheets (See pages 4 & 5)
- Q2 2024 Member Mailings consist of monthly mailed reminders of upcoming renewals and a final reminder to lapsed member mailings.

Social Media as of 09/08/23:

- Audience Analytics – Audience growth and Demographics (06/10/2023 to 09/08/2023):
 - Facebook.com/GreatSwamp: 3,943 followers (+1%/39 of new followers).
 - Instagram.com/greatswampnj: 2,945 followers (+.98%/85 new followers)
 - Twitter.com/greatswampnj: 1,935 2,366 Followers (-20.7%/431 less Followers). On May 8, 2023, Twitter announced they are removing inactive accounts.
 - LinkedIn.com/company/great-swamp-watershed-association: 302 Followers (+20.8%/52 new Followers).
 - Gender: Women 67%, Men 33%. (Remains the same)
 - Top Five Cities: Chatham, Morristown, Madison, New York, NY, Basking Ridge. (Remains the same)
- Content Analytics – Top Three Content that yielded the best reach, like and replies:
 - Poki, the loyal dog of our Director of Finance & Human Resources, Sue Levine, was majestically captured among her native plant pathway created from Plant for Pollinator purchases. What a beautiful, powerful photograph!... (Wed Aug 23, 4:01pm Instagram Post)
 - Did you know? The Passaic River is a remarkable (Wed Jul 19, 7:00pm Instagram Post)
 - 🦋🌸 With summer really ramping up, its a grea (Fri Jul 21, 7:00pm Instagram Post)
- Looking Ahead to Social Media Post Content:
 - ONGOING POSTS
 - Sustainable Sunday, Water Wednesday, Charity Navigator/GuideStar, Volunteer, PayPal Giving Fund, Email List Signup, Native Plant Gardens.
 - SEPTEMBER POSTS

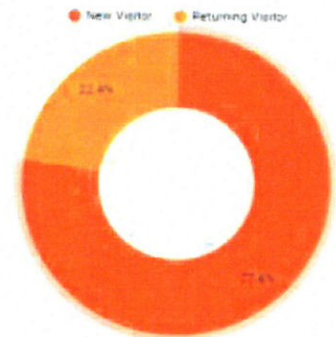
- Sep 13 - UV Hidden Colors Hike
- Sep 15 - Oct 15 - National Hispanic Heritage Month
- Sep 16 - 22 - International Hawk Migration Week (IHMW)
- Sep 17 - World Water Monitoring Day
- Sep 20 - Climate Proof Your Garden
- Sep 21 - Get to Know Your Customers Day - 3rd Thu of each Qtr
- Sep 22 - Harvest moon paddle
- Sep 23 - First Day of Fall
- Sep 24 - Stream assessment training (World Rivers Day)
- Sep 26 - Water Quality in Loantaka Brook
- Sep 28 - National Neighbor Day
- Sep 30 - Yard Sale-Madison & Chathams
- OCTOBER POSTS
 - Oct 3 - National Consignment Day
 - Oct 5 – Gala & Silent Auction
 - Oct 4 - World Animal Day
 - Oct 1 – Nov 1 – Vote for the Planet!
 - Oct 16 - Geocaching 101
 - Oct 30 - Halloween Full Moon Hike
 - Oct 24-31 - Bat Week
 - Oct 31 – Halloween
- NOVEMBER POSTS
 - Nov 11 - Fall Colors Paddle
 - Nov 14 - Sip 'N Paint Holiday Ornament
 - Nov 15 - America Recycles Day
 - Nov 15 - National Philanthropy Day
 - Nov 17 - National Hiking Day, Also Known As “Take A Hike Day”
 - Nov 19 - Fall Community Clean-Up at the CMA
 - Nov 24 - Thanksgiving
 - Nov 28 - Giving Tuesday, Focus on Gratitude
 - Nov 30 - DIY Winter Foliage Wreath Workshop

Website Analytics, Updated to GA4 Reporting – Date Range 06/10/2023 to 09/08/2023.
 Details including metrics like page views, unique visitors, and user engagement.

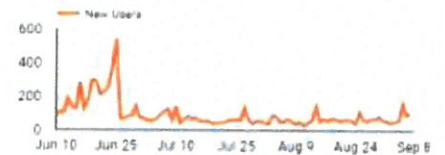
Google Analytics Audience Overview

Continent - Region - Channel - Device - Jun 10, 2023 - Sep 8, 2023

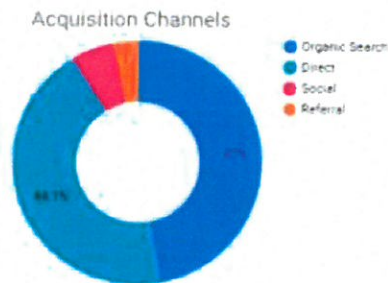
Your audience at a glance



Users 9,047	New Users 8,827	Number of Sessions per User 1.26	Sessions 11,381
Pageviews 17,175	Pages / Session 1.51	Avg. Session Duration 00:01:07	Bounce Rate 73.08%

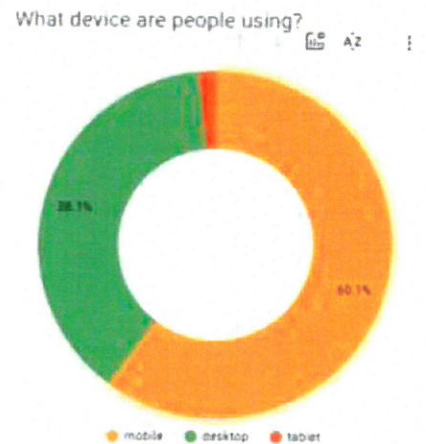


Let's learn a bit more about your users!



Geographic

City	Users	New Users
1. New York	1,002	891
2. (not set)	877	802
3. Ashburn	571	531
4. Parsippany-Troy	188	153
5. Madison	162	150
6. Summit	152	138
7. Morristown	147	115
8. Morris Township	143	130
9. Boston	111	95
1. Westfield	92	89



Pages by View

Page	Pageviews
1. /event/great-swamp-great-music-fest	3,128
2. /	2,503
3. /event/	730
4. /event/gala-2023/	728
5. /part/	409
6. /its-too-wet-here-can-i-fish-wetlands	406
7. /did-you-know-about-red-tailed-hawks/	386
8. /native-plant-sale/	383
9. /staff/	265
10. /donate	241

Device

Device	Users	New Users
1. mobile	5,408	5,359
2. desktop	3,429	3,316
3. tablet	157	154

**Great Swamp Watershed Association
Member Count Fiscal Year by Quarters***

	30-Sep	31-Dec	31-Mar	30-Jun
FY Ending	Q-1	Q-2	Q-3	Q-4
2024	2006**			
2023	2017	2144	2108	2431
2022	1999	2017	2000	2081
2021	1370	1350	1413	1916
2020	1547	1487	1421	1389
2019	1639	1633	1599	1585
2018	1687	1726	1659	1673
2017	1767	1734	1738	1778
2016	1686	1783	1732	1792
2015	1668	1727	1664	1771
2014	1514	1561	1500	1682

* Count Records based on all donors who have given in the 14 months prior to the end of the quarter.

**Q1 numbers as of 9/9/23.

G:\Development\Reports\Individuals Giving Reports\Membership\Member Count - Individual Giving Reports\FY 2023\[FY2024 Q1 Member Count.xlsx]Member Count

**Great Swamp Watershed Association
Individual Giving (GI: General Member + Major Donor + Trustee Giving)**

Quarter Ended	New	No. Donors	No. Gifts	Renew Pmt. Wgt.	No. Donors	No. Gifts	Appeal	No. Donors	No. Gifts	Donation	No. Donors	No. Gifts	Total General Membership	Major Gifts	No. Donors	No. Gifts	Trustee Giving**	No. Donors	No. Gifts	Total Membership
Q4 6/30/2024													\$ -							\$ -
Q3 3/31/2024													\$ -							\$ -
Q2 12/31/2023													\$ -							\$ -
Q1 9/30/2023†	\$ 190	3	3	\$ 5,851	77	94	\$ 2,045	25	25	\$ 318	7	7	\$ 8,404	\$ 56,250	38	40	\$ 2,545	6	9	\$ 67,199
Total	\$ 190	3	3	\$ 5,851	77	94	\$ 2,045	25	25	\$ 318	7	7	\$ 8,404	\$ 56,250	38	40	\$ 2,545	6	9	\$ 67,199
FY 2023																				
Q4 6/30/2023	\$ 1,151	25	25	\$ 13,628	157	188	\$ 2,226	23	23	\$ 4,346	59	59	\$ 21,351	\$ 56,250	38	40	\$ 2,545	6	9	\$ 80,146
Q3 3/31/2023	\$ 1,839	29	29	\$ 9,374	139	165	\$ 160	4	4	\$ 1,547	41	45	\$ 12,921	\$ 77,383	13	14	\$ 2,064	3	6	\$ 92,367
Q2 12/31/2022	\$ 1,985	29	29	\$ 23,269	269	289	\$ 6,684	64	64	\$ 3,000	35	35	\$ 34,931	\$ 87,401	57	59	\$ 16,137	9	7	\$ 138,469
Q1 9/30/2022	\$ 694	12	12	\$ 12,319	155	180	\$ 3,095	13	13	\$ 816	14	14	\$ 16,924	\$ 31,628	14	14	\$ 7,135	8	13	\$ 55,687
Total	\$ 5,670	95	95	\$ 58,584	714	822	\$ 12,164	104	104	\$ 9,709	135	139	\$ 86,127	\$ 252,662	122	127	\$ 27,880	26	35	\$ 366,669
FY 2022																				
Q4 6/30/2022	\$ 893	21	21	\$ 8,013	92	117	\$ 3,782	52	52	\$ 3,816	76	78	\$ 16,504	\$ 28,560	21	22	\$ 5,120	12	20	\$ 50,183
Q3 3/31/2022	\$ 1,843	41	41	\$ 11,577	107	132	\$ 94	3	3	\$ 4,090	72	80	\$ 17,604	\$ 76,780	15	16	\$ 625	4	6	\$ 95,008
Q2 12/31/2021	\$ 1,289	20	20	\$ 22,544	224	250	\$ 4,909	52	53	\$ 3,340	35	36	\$ 32,075	\$ 71,365	51	56	\$ 15,048	12	19	\$ 118,488
Q1 9/30/2021	\$ 492	9	9	\$ 6,164	77	92	\$ 4,850	56	56	\$ 2,027	16	16	\$ 13,533	\$ 35,390	19	19	\$ 11,090	5	13	\$ 59,953
Total	\$ 4,516	91	91	\$ 48,298	500	591	\$ 13,628	163	164	\$ 13,273	199	210	\$ 79,716	\$ 212,035	106	113	\$ 31,882	33	58	\$ 323,633
FY 2021																				
Q4 6/30/2021	\$ 1,909	32	32	\$ 14,169	175	187	\$ 4,180	48	48	\$ 2,349	70	72	\$ 22,601	\$ 35,365	23	23	\$ 14,111	12	21	\$ 72,077
Q3 3/31/2021	\$ 2,200	45	45	\$ 12,708	155	168	\$ 426	6	6	\$ 3,027	45	48	\$ 18,361	\$ 99,240	26	28	\$ 13,745	17	30	\$ 125,345
Q2 12/31/2020	\$ 2,168	24	24	\$ 20,829	217	234	\$ 5,387	66	66	\$ 2,404	22	22	\$ 30,788	\$ 64,083	51	53	\$ 8,841	9	14	\$ 103,712
Q1 9/30/2020	\$ 1,247	14	14	\$ 9,968	105	116	\$ 1,050	12	12	\$ 883	21	21	\$ 12,148	\$ 26,000	17	17	\$ 621	3	5	\$ 38,769
Total	\$ 7,523	115	115	\$ 56,668	652	705	\$ 11,043	132	132	\$ 8,664	158	163	\$ 83,898	\$ 218,688	117	121	\$ 37,317	41	70	\$ 339,903
FY 2020																				
Q4 6/30/2020	\$ 309	7	7	\$ 16,615	201	209	\$ 6,999	82	82	\$ 122	7	7	\$ 23,984	\$ 29,500	18	19	\$ 19,370	18	26	\$ 72,854
Q3 3/31/2020	\$ 957	22	22	\$ 10,324	197	148	\$ 250	2	2	\$ 16	17	17	\$ 11,531	\$ 66,015	12	12	\$ 6,786	9	13	\$ 84,332
Q2 12/31/2019	\$ 2,130	30	30	\$ 18,535	218	231	\$ 6,025	72	73	\$ 1,365	15	16	\$ 28,055	\$ 73,400	45	46	\$ 2,450	3	5	\$ 103,905
Q1 9/30/2019	\$ 745	15	16	\$ 8,356	94	103	\$ 1,097	16	16	\$ 1,268	22	22	\$ 11,466	\$ 25,500	10	11	\$ 1,150	4	6	\$ 38,116
Total	\$ 4,140	74	75	\$ 53,831	650	691	\$ 14,311	172	173	\$ 2,755	60	62	\$ 75,037	\$ 194,415	85	88	\$ 29,756	34	50	\$ 299,207

Notes: Donors may appear in multiple columns if they've given in different quarters and for multiple purposes.

Renew plus Sustaining Members and Workplace Matching Gift

**Does not include Music Fest & Gala Giving.

*General Ledger Analysis of Q1 numbers as of 9/9/23.

†Development Report/Incentives Giving Report/Membership Incentives Count - Includes Giving Report/yr 2021/yr2021 Q1 Incentives Giving/Individual Giving