

Friends of the Forest Preserve District of DuPage County
Board of Directors Meeting
AGENDA
March 21, 2023

Call Meeting to Order – *Diane Addante, Chair*

Roll Call – *Carl Shultz, Secretary*

Public Comment

Action: Approve and Place on file Board Meeting Minutes for meeting of January 24, 2023 –
Diane Addante, Chair

Chair's Comments – *Diane Addante, Chair*

- Introduce staff and guests
- Spring Appeal and Giving DuPage Days

Mission Moment – Mayslake Peabody Estate Restoration update

Old Business

- Board Agreements and Conflict of Interest Statements
- Bylaw Update Recommendations in process
- July Board Retreat

New Business

Committee Reports

- Finance Committee
 - Action Item: Acceptance of Financial Dashboard Summary and Profit & Loss Budget to Actual Report through February 28, 2023
 - Audit in process
 - Action Item: Budget correction
- Development and Marketing
 - Board Development
 - Willowbrook Campaign
 - New Community Partners Brochure
- Events
 - Recap of 1/28 and 2/2 Willowbrook Events and 2/16 Birding and Restoration Event
 - Plan for 2023 Events – Native Plant Presale, Night for Nature

Ex-Officios and Staff Liaisons Report

- Jeff Gahrns – District Commissioner and Ex-Officio Liaison
- Jeannine Kannegiesser – Chief Partnership and Philanthropy Officer, FPDDC
- Lulú Hertenstein – Corporate and Community Giving Officer, FPDDC
- Audra Bonnet – Donor Relations Coordinator, FPDDC

Next Board of Directors Meeting – May 23, 2023, at 5 p.m. at District HQ

Adjournment – *Diane Addante, Chair*

Friends of the Forest Preserve District of DuPage County

Board Meeting

Minutes

Tuesday January 24, 2023

The board meeting of the Friends of the Forest Preserve District of DuPage County was held on Tuesday, January 24, 2023, at the District headquarters.

Call to Order

Chairman Diane Addante called the meeting to order at 5:05 pm.

Roll Call

Present: Friends' Board members Diane Addante; Bob Watt; Carl Schultz; Penny Chanez; Karyn Charvat; Larry Larson, Ashley Guest arrived later in the meeting. Brian Battle was absent. Also present, Commissioner Jeff Gahr; District staff in attendance were Audra Bonnet, Lulú Hertenstein, Jeannine Kannegiesser, and Jonathan Mullen; and board candidates Mike Dyer, David Stang, and Joe Suchecki.

Approval of Minutes

The minutes from the November 24, 2022 Board of Directors Meeting were accepted as written by general consent and placed on file.

Board Chair Report

Mission Moment Jonathan Mullen, the District's Multimedia Content Coordinator showed a video to give the board some tips for amplifying our Friends' messages on social media. **Board members are urged to share their photos with Lulú via email so the Friends' perspective can be present in our stories and posts.**

- **Introduction of staff and guests** Chairman Addante reported Cari Mertes will be taking on the finance role with the Friends. Diane introduced three board candidates and asked them to tell the board a bit about themselves:
Mike Dyer is with Edward Jones, one of our 2022 community partners. His appreciation of nature drew him to the Friends. He looks forward to working with our Finance Committee.
David Stang is a current volunteer steward at Fullersburg Woods and President of Stang Capital Advisory, LLC. The combination of his interest in giving back to nature and business experience will be a good fit for our Development Committee.
Joe Suchecki is the longtime steward for the Springbrook Prairie and connected with the DuPage Birding Club. He is interested in promoting fundraising by sharing his experiences as a District volunteer and helping grow connections with foundations.

- **Board Giving** Chairman Addante noted that one indicator of board engagement is its own giving to the cause served. She was pleased to announce that all members of the Board made a financial contribution in 2022.
- **Ambassadors Circle 2022** Reported there were 536 donors that gave at least \$100, compared to 503 in 2021 (giving \$100-2,499) 22 Community Partners compared to 17 in 2021 (donors giving \$2,500+). The total number of donors for 2022 was 1,095 compared to 987 in 2021. We hit our goal of 40% retention from 2021 to 2022. We had more than 500 new contributors in 2022.
- **Giving Tuesday** Total giving on November 29 was \$16,888.75. A portion of that was from board matching gifts. Number of donors on Giving Tuesday has been declining since 2020(97 in 2020; 78 in 2021; 53 in 2022). This reflects some wider trends around donor participation and may be related to widespread adoption of Giving Tuesday by other charitable organizations.
- **Year-end Appeal** Our year-end appeal gifts totaled \$76,846 by 12/31/2022. We are grateful to Navistar for their \$20,000 challenge, which will be directed to support exhibit development at Willowbrook.

Old Business 2023 Meeting Schedule is January 24, March 21, May 23, July 25, September 26 to be held at the District HQ at 5 pm. November 14 will be held at the Preserve at Oak Meadows at 5:30 pm. **Please let Jeannine or Diane know if you will miss any meetings.**

New Business

- **Conflict of Interest and Confidentiality Agreements are due.** **Please return both completed forms that need to be filed with the District annually.** Thank you to the board members that completed the OMA training in 2022. **Any current and new board members who need OMA training are requested to do so by our March meeting. Jeannine will follow up with details.**
- **Formation of Committees for 2023** Commitments were requested for participation on three committees: Development, Finance and Events. Development committee are Bob Watt chair, Carl Schultz, Karyn Charvat, Larry Larson, and David Stang. Finance committee are Ashley Guest chair, Diane Addante, Brian Battle and Mike Dyer. Events committee are Penny Chanez chair, Karyn Charvat, and Joe Suchecki.
- **Nomination of Ashley Guest for a second board term** Larry Larson moved to approve, motion was seconded. The motion carried by a unanimous vote.
- **Nomination of Mike Dyer for board of directors** Karyn Charvat moved to approve, motion was seconded. The motion carried by a unanimous vote.
- **Nomination of David Stang for board of directors** Penny Chanez moved to approve, motion was seconded. The motion carried by a unanimous vote.
- **Nomination of Joe Suchecki for board of directors** Larry Larson moved to approve, seconded by Karyn Charvat. The motion carried by a unanimous vote.

- Ashley Guest joined the meeting
- **Plan for updating organizing documents through the year** it is a good practice to review organizing documents regularly. Please review the bylaws provided in the board packet. Recommendations for bylaw updates will be included at our March meeting. Once we have completed the bylaws review, we will go through our other documents.
- **Choose date for July Board Retreat** Discussed board retreat in July. Signup for available dates to find a date that will work for everybody.

Committee Reports

- **Finance Committee – Ashley Guest, Treasurer**
- **Action Items**
- **Acceptance of Financial Dashboard Summary and the Profit & Loss Budget to Actual Report through Dec. 31, 2022**, We have a total net assets of \$911,764.96. In 2022, net income was \$187,400. We transferred \$282,887 to the District. We have \$230,403 in unrestricted funds and \$681,361 in restricted funds in our balance. Karyn Charvat moved to accept, seconded by Penny Chanez. The motion carried by a unanimous vote.
- **Motion to approve transfers to the District** Motion to approve total requests of \$1,714.02 for the following items. The District is requesting funds for our QuickBooks Renewal (\$915.00), to cover Friends advertising and printing expenses (\$417.68) and to cover Friends Q4 2022 postage for items posted on the Friends behalf by the District (\$381.34) Larry Larson moved to approve, seconded by Karyn Charvat. The motion carried by a unanimous vote.
- **Motion to approve 2023 Friends’ Budget** The budget was circulated at our November Board meeting. Total income is budgeted at \$704,500 and total expenses at \$1.1 million, Which reflects transfers anticipated to the District of \$822,000. Two minor updates were the Districts in-kind professional services were revised to reflect actual investment of staff time serving as staff of the Friends and the additional account 65010 was added with the expense for QuickBooks charged to the foundation. Karyn Charvat moved to approve, seconded by Larry Larson. The motion carried by a unanimous vote.
- **Events – Penny Chanez**
- **Plan for 2023 Events**
 - o 1/28 and 2/2 Willowbrook Update and Campaign kickoff
 - o 2/16 Restoration for the Birds
 - o 5/18 Native Plant Pre-Sale
 - o 9/14 A Night for Nature
 - o 10/7 Fall Festival hospitality reception
 - o 11/14 Final Board Meeting and Annual Meeting Donor Reception
- **Development and Marketing – Bob Watt, Vice Chair**
- **Board development** Congratulations to our board nominees. We are still recruiting to add two additional board members this year.

- **Willowbrook Campaign** We are working to engage our closest donors with this campaign and invite people who love Willowbrook and care about sustainability in new buildings and education about sustainability, nature, and wildlife.
- **Illinois Clean Energy Community Foundation Community Stewardship Challenge** We are looking forward to working together to invite people to participate in our foundation's efforts to achieve our \$7,000 in fundraising to maximize the Stewardship Challenge grant for Babcock Grove.
- **Other opportunities** The District is active in seeking grants for which they qualify as a government agency. As their partners, the Friends has different opportunities to secure support from individuals, corporations, and foundations. This is our focus as a board and within our donor community.

Ex-Officio and Staff Liaisons Report

- **Jeannine Kannegiesser - Chief Partnership and Philanthropy Officer**
 - o **Wild Things 2/25 – This is a conference with around 2,000 attendees. Friends is setting up in the exhibition hall with a table of information about our forest preserve district.** All are welcome to attend.
 - o **District hosted Legislative breakfast with good turnout of elected officials, including Rep. Sean Casten whose advocacy on behalf of the Forest Preserve District resulted in a \$2M federal grant for Willowbrook.**
 - o **Restoration project underway** Restoration at Babcock Grove has received the 400+ hours of volunteer time to activate the first \$4,000 of the matching grant from the Illinois Clean Energy Community Foundation.
 - o **Audit** We are required to do an audit this year as we raised more than \$300,000 in 2022.
 - o **Public Input Survey** The District is considering a public input survey and may request some money to help fund the survey.
- **Commissioner Jeff Gahris**
 - o **Special permits** Willowbrook Main Hospital needs special use permits from Glen Ellyn. The District is in the process of obtaining them.
 - o **Blanding Turtle Program** The program has a new partner. Phillip's Park Zoo in Aurora will now participate in the Blanding's Turtle Program.
- **West Suburban Food Bank** Larry Larson reported on the pilot program starting with receiving 32 lbs. of oranges and 24 lbs. of carrots for Willowbrook.

Next Board of Directors Meeting – March 21, 2023, 5 pm at District HQ

Adjournment Chairman Addante asked for a motion to adjourn. Bob Watt moved to adjourn, motion was seconded. The motion carried by a unanimous vote.



Nurture Nature as a **COMMUNITY PARTNER**



Nurture NATURE

The Forest Preserve District stewards 60 forest preserves and nearly 27,000 acres containing prairies, woodlands, and wetlands in DuPage County. It also manages 166 miles of trails, 30 lakes, seven centers, and countless wild species for the over 6.2 million visitors who enjoy them each year.

The Friends of the Forest Preserve District engages its community in philanthropic endeavors to help restore habitat, protect native plants and animals, and enhance the many ways visitors experience the forest preserves.

As our community partner, you can help connect people – and your employees – to nature.

Our partners are interested in meaningful employee engagement, great exposure for their businesses, and purposeful ways to give back to their community. Partnerships not only contribute to making the forest preserves healthy, safe, and sustainable places for exercise, play, and relaxation but also our county a special place to live, work, and visit.

Our Audience, YOUR BRAND

Many of the people who visit the forest preserves rely on the Forest Preserve District's and Friends' website, publications, and social media to plan their outdoor adventures. Become our community partner, and gain exposure in our print publication, online, and at some of our special events.

We offer an attractive package of marketing and benefits, from exclusive nature-based activities to recognition at our special events.

Thank you for considering a partnership or sponsoring one of our special events.

Venue	Potential Exposure
<i>Conservationist</i>	4,500 households and 1,700 digital recipients quarterly
Friends of the Forest Preserve District e-newsletter	4,700 recipients monthly
Friends web page	4,000 views annually
Friends Facebook page	1,200 annually
Friends Instagram page	Over 220 annually

Our MISSION

The Friends of the Forest Preserve District of DuPage County exists to advance the vision of the Forest Preserve District of DuPage County through philanthropic endeavors.



Community Partnership **BENEFITS**

CONSERVATOR
\$2,500

PROTECTOR
\$5,000

RESTORER
\$10,000

SUSTAINER
\$25,000

Recognition in the Friend's annual report	X	X	X	X
Recognition on the Friends' web page	X	X	X	X
Admission to Fall Festival at Danada hospitality tent	X	X	X	X
Recognition in the <i>Conservationist</i>	X	X	X	X
Invitation to a special behind-the-scenes program	X	X	X	X
Thanked in Friends' marketing for special events	X	X	X	X
Opportunity to provide in-kind item for an auction, raffle prize, or swag bag for special-event attendees	X	X	X	X
Tickets to A Night for Nature special event (\$100 per ticket value)	2	4	6	10
Forest preserve volunteer opportunity for your group (to include a photo opportunity or check presentation)			X	X
Customized recognition opportunity (in accordance with Forest Preserve District's and Friends' recognition policies)				X

Willowbrook Wildlife Center's **CAMPAIGN**

You can help equip our new wildlife rehabilitation clinic and visitor center at Willowbrook Wildlife Center in Glen Ellyn. Help native animal care and support public engagement in our community. Corporate gifts of \$2,500 or more will be recognized at the center. We also have a limited number of special recognition opportunities beginning at the \$25,000 gift level.

Matching **CHALLENGE**

Establish a matching challenge with the Friends to feature your partnership in one or more of our direct mail and online fundraising appeals in March, November, or December.



Sponsor a SPECIAL EVENT

Native Plant Presale & Sale \$500 Sponsorship

May 18 • 3 – 6 p.m.

Mayslake Peabody Estate • Oak Brook

Shop for grasses, wildflowers, and shrubs adapted to DuPage soils and weather conditions. This ticketed event attracts hundreds of native plant enthusiasts over three days. Marketing begins in March, and presale ticket and plant sales open April 1.

A Night for Nature \$1,000 Sponsorship

Sept. 14 • 5:30 – 8 p.m.

St. James Farm • Warrenville

Celebrate the wildlife and wild areas of DuPage forest preserves. This signature event, complete with music, drinks and hors d'oeuvres, attracts between 150 – 200 nature enthusiasts. Or consider sponsoring our duck race with a \$500 grand prize or second- or third-place prizes. Community partners' marketing begins in June, and ticket sales open July 1.

Fall Festival at Danada \$1,000 Sponsorship

Oct. 7 & 8 • 11 a.m. – 5 p.m.

Danada Equestrian Center • Wheaton

Enjoy equestrian performances, hayrides, kids activities, displays, food, and more. This event attracts nearly 10,000 guests each year. Sponsor the Friends' hospitality reception on Saturday for 100 Ambassador Circle donors. Marketing and special invitations begin in August.

Contact US

If you are interested in partnering with the Friends of the Forest Preserve District, contact Partnership & Philanthropy at 630-871-6400 or fundraising@dupageforest.org.

Sponsorship BENEFITS

\$500

\$1,000

	\$500	\$1,000
Recognition in the Friends' annual report	Name	Name
Admission to Fall Festival at Danada hospitality tent	X	X
Recognition in the <i>Conservationist</i>	X	X
Thanked in Friends' marketing for special events	X	X
Opportunity to provide in-kind item for an auction, raffle prize, or swag bag		X

Follow Our TRACKS

Follow, like, or share our posts on Facebook, Instagram, and LinkedIn at [dupageforestfriends](https://www.facebook.com/dupageforestfriends).

If you'd like to receive the *Steward* e-newsletter, please subscribe at [dupageforest.org](https://www.dupageforest.org).

Friends of the Forest Preserve District of DuPage County
Financial Dashboard Summary as of January 31, 2023

Statement of Financial Position (Balance Sheet)

	<u>@ 1/31/2023</u>	<u>@ 1/31/2022</u>	<u>@ 12/31/2022</u>
Cash Assets in Checking Account	\$ 231,846.01	\$ 354,196.21	\$ 152,069.46
Wintrust Wealth Management	751,063.25	492,260.29	748,524.38
Other Assets	13,883.51	100.00	11,968.47
Total Assets	\$ 996,792.77	\$ 846,556.50	\$ 912,562.31
Total Liabilities (Accts Payable)	\$ (1.67)	\$ (1.67)	\$ 797.35
Total Assets less Liabilities	\$ 996,794.44	\$ 846,558.17	\$ 911,764.96

Statement of Profit and Loss (Income Statement)

	<u>@ 1/31/2023</u>	<u>@ 1/31/2022</u>
	<u>Actual</u>	<u>Actual</u>
Individual & Business Donations	\$ 83,735.62	\$ 139,776.34
Corporate & Business Grants	\$ -	\$ -
Special Events Income	\$ -	\$ -
Foundation Grants	-	-
Investment Income	162.77	33.47
Securities Income	-	-
Credit Card Fee Donations	-	100.11
Realized Gains	-	-
Unrealized Gains & Losses	2,376.10	(296.80)
In-kind Public Support	-	-
Special Event Income (+GIK)	0.00	0.00
Total Income	\$ 86,274.49	\$ 139,613.12
Friends Operational Expenses	\$ 1,245.01	\$ 4,419.49
Unrealized Gains & Losses		
Distributions to District	0.00	13,000.00
Total Expenses and Distributions	\$ 1,245.01	\$ 17,419.49
Net Income	\$ 85,029.48	\$ 122,193.63
Total Unrestricted Funds	\$ 238,369.73	\$ 145,476.71
Restricted Funds @ 1/31/2023	\$ 758,424.71	\$ 701,081.46

**Friends of the Forest Preserve District of DuPage County
Financial Dashboard Summary as of January 31, 2023 (pg. 2)**

Budget vs. Actual: Fiscal Year 2023

	<u>Actual</u>	<u>Budget</u>
Revenue		
Direct Public Grants	\$ -	\$ 100,000.00
Direct Public Support	83,735.62	\$ 580,000.00
Investments	162.77	\$ 2,500.00
Special Events Income		\$ 20,500.00
Investments		
Total Income	\$ 83,898.39	\$ 703,000.00
Expenditures		
Awards and Grants	\$ -	\$ 500.00
Business Expenses		\$ 100.00
Contract Services	330.01	\$ 335,650.00
Operations	915.00	\$ 20,419.00
Other Types of Expenses		\$ 850.00
Event Expenses		\$ 20,000.00
Travel and Meetings		\$ 500.00
Total Operating Expenditures	\$ 1,245.01	\$ 378,019.00
Net Operating Revenue	\$ 82,653.38	\$ 324,981.00
Other Revenue	\$ 2,376.10	\$ 1,500.00
Other Expenditures		\$ 822,000.00
Net Other Revenue	\$ (2,376.10)	\$ 820,500.00
Net Revenue	\$ 85,029.48	\$ (495,519.00)

Friends of the Forest Preserves of DuPage County						
Comprised of:		As of 12/31/2022	1/1/2023 through 1/31/2023		Fund Balances	
Programs:			Revenue	Expenses	@ 1/31/2023	
100	Capital Funds					
	110 Mayslake	\$5,750.00	\$57,000.00		\$62,750.00	
	111 Mayslake Back Courtyard	0.00			\$0.00	
	112 Mayslake Staircase	0.00			\$0.00	
	130 Willowbrook	245,386.98	12,725.00		\$258,111.98	
	140 Natural Resource Restoration	6,280.00			\$6,280.00	
	150 Renewable Energy	0.00			\$0.00	
	Total 100 Capital Funds	\$257,416.98	\$69,725.00	\$0.00	\$327,141.98	
200	Other Funds					
	205 Conservation/Natural Resources	\$4,230.00	\$1,352.52		\$5,582.52	
	206 Belleau Woods Restoration	0.00			\$0.00	
	207 Blanding's Turtles Program	930.00	15.00		\$945.00	
	208 West Chicago Prairie Restoration	0.00			\$0.00	
	210 Mayslake Peabody Estate	3,570.00	1,500.00		\$5,070.00	
	215 Education General	0.00			\$0.00	
	220 St James Farm	125.00	50.00		\$175.00	
	225 Kline Creek Farm	550.00			\$550.00	
	230 Willowbrook Wildlife Center	407,039.21	4,421.00		\$411,460.21	
	235 Fullersburg Woods	1,475.00			\$1,475.00	
	238 Greene Valley	0.00			\$0.00	
	240 Danada Equestrian Center	5,225.00			\$5,225.00	
	245 Preserve Improvements	700.00			\$700.00	
	246 ADA Piers	0.00			\$0.00	
	250 Recreation Improvements	0.00			\$0.00	
	270 Volunteers	0.00			\$0.00	
	280 Land Acquisition	0.00			\$0.00	
	281 Land Management	0.00			\$0.00	
	Total 200 Funds	\$423,844.21	\$7,338.52	\$0.00	\$431,182.73	
					Total 100 Capital Funds to be Reimbursed	
997	Unrestricted Funds	Gifts	\$230,403.77	\$6,834.87	(\$1,131.09)	\$238,369.73
	Unclassified		\$100.00	\$0.00	\$0.00	\$100.00
Grand Total (Restricted & Unrestricted)			\$911,764.96	\$83,898.39	(\$1,131.09)	\$996,794.44
Temporarily Restricted Funds:						
	Capital Programs		\$327,141.98			
	Other Non-Capital Programs		431,182.73			
	Unclassified		100.00			
			\$758,424.71			

**Friends of the Forest Preserve of DuPage County
Proposed FY2023 Budget**

GL #	Fiscal Year 2023		Fiscal Year 2022		Fiscal Year 2021		Fiscal Year 2020		Fiscal Year 2019		Fiscal Year 2018		
	Budget	Actual	Budget	Actual as of 10/31/22	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	
Revenue													
Direct Public Grants:													
Corporate & Business Grants	43310	\$50,000	\$10,000	\$5,000	\$10,000	\$0	\$10,000		\$10,000	\$5,000	\$10,000	\$0	
Foundation & Trust Grants	43330	\$50,000	\$10,000	\$5,000	\$10,000	\$0	\$10,000	\$5,526	\$10,000	\$21,000	\$10,000	\$6,048	
Subtotal Public Grants		\$100,000	\$0	\$20,000	\$10,000	\$20,000	\$0	\$20,000	\$5,526	\$20,000	\$26,000	\$20,000	\$6,048
Direct Public Support:													
Corporate Contributions	43410	\$30,000	\$10,000		\$10,000	\$0	\$10,000		\$30,000	\$0			
In-Kind Public Support	43440	\$300,000	\$70,000	\$50,692	\$70,000	\$66,450	\$20,000	\$66,765	\$30,000	\$13,012	\$500	\$29,070	
Individual/Business Contributions	43450	\$250,000	\$150,000	\$319,666	\$150,000	\$211,335	\$250,000	\$151,048	\$100,000	\$331,675	\$150,000	\$117,478	
Subtotal Individual/Business Gifts		\$580,000	\$0	\$230,000	\$370,358	\$230,000	\$277,785	\$280,000	\$217,813	\$160,000	\$344,687	\$150,500	\$146,547
Dividend, Interest (Securities)													
Interest-Savings, Short-term CD	45030	\$2,500	\$200	\$1,877	\$200	\$266	\$200	\$279		\$210		\$89	
Investment Income	45050				\$100		\$100			\$48	\$250		
Securities	48400		\$2,500	\$0	\$5,000	\$95	\$5,000	\$2,333		\$5,831		\$563	
Securities - Cost of Sales	48420												
Miscellaneous Income	46430					\$50							
Subtotal Investments/Misc Income		\$2,500	\$0	\$2,700	\$1,877	\$5,300	\$411	\$5,300	\$2,612	\$0	\$6,089	\$250	\$652
Special Event Income:													
Special Events Contributions	49010	\$1,000	\$1,000		\$1,000		\$1,000		\$1,500	\$0	\$250	\$1,423	
Gifts-in-kind - Goods	49040	\$5,000	\$5,000	\$7,243	\$5,000		\$5,000	\$95	\$6,000	\$207	\$4,000	\$5,767	
Individual, Business Contributions	49050	\$14,500	\$5,000	\$23,233	\$5,000	\$425	\$5,000		\$10,000	\$0		\$10,060	
Subtotal Special Event Income		\$20,500	\$0	\$11,000	\$30,476	\$11,000	\$425	\$11,000	\$10,070	\$17,500	\$207	\$4,250	\$17,250
Total Income		\$703,000	\$0	\$263,700	\$412,711	\$266,300	\$278,621	\$316,300	\$236,022	\$197,500	\$376,983	\$175,000	\$170,497
Expenses and Other Distributions:													
Business Registration Fees	60920	\$100	\$100	\$150		\$50						\$75	
Cash Awards and Grants	60320	\$500	\$500	\$4,099	\$500	\$500	\$500	\$500		\$500			
Fines and Penalties	60930												
Equipment Rental	62600												
Subtotal Awards and Grants		\$600	\$0	\$600	\$4,249	\$500	\$550	\$500	\$500	\$0	\$500	\$75	\$0
Contract Services:													
Accounting Fees	62110	\$5,000	\$5,000	\$15	\$5,000	\$1,050	\$5,000	\$4,041	\$700	\$675	\$5,000	\$3,530	
Donated Professional Fees - GAAP	62120	\$300,000	\$70,000	\$50,692	\$70,000	\$66,450	\$20,000	\$66,765	\$30,000	\$6,434		\$29,070	
Fundraising Fees	62130	\$150	\$100	\$131	\$100	\$100	\$100		\$100	\$50	\$50	\$100	
Legal Fees	62140	\$500	\$500		\$500		\$500		\$500		\$500		
Outside Contract Services	62150	\$25,000	\$25,000		\$30,000	\$65	\$30,000	\$453	\$1,100	\$25,900	\$500	\$1,022	

Credit Card Transaction Fees	62151	\$5,000	\$5,000	\$1,740	\$5,000	\$3,309	\$2,624						
Subtotal Contract Services		\$335,650	\$0	\$105,600	\$52,579	\$110,600	\$70,974	\$55,600	\$73,883	\$32,400	\$33,059	\$6,050	\$33,721
Operations:													
Software	65010	\$919											
Postage & Mailing Services	65020	\$12,000		\$10,000	\$1,122	\$12,000	\$3,126	\$12,000	\$1,109	\$7,000	\$11,214	\$5,000	\$4,874
Printing and Copying	65030	\$5,000		\$7,000	\$91	\$7,000		\$7,000		\$6,000	\$5,358	\$5,000	\$4,828
Supplies	65040	\$2,500		\$5,000	\$378	\$5,000	\$3,177	\$5,000	\$126	\$5,000	\$4,017	\$1,500	\$3,727
Subtotal Operations		\$7,500	\$0	\$22,000	\$1,591	\$24,000	\$6,303	\$24,000	\$1,234	\$18,000	\$20,589	\$11,500	\$13,429
Other Expenses:													
Advertising	62110					\$200		\$200		\$200			
Bank Fees	65115										\$39		
Insurance - D&O Liability	65120	\$700		\$500	\$538	\$500	\$473	\$500	\$450	\$500	\$450	\$500	\$450
Interest Expense	65130								\$4		\$10		
Membership and Dues	65150	\$150		\$0									
Donated Stock Sale Commission	65160												
Staff Development	65170												
Miscellaneous Other	65100											\$2,500	
Subtotal Other Types of Expenses		\$850	\$0	\$500	\$538	\$700	\$473	\$700	\$454	\$700	\$499	\$3,000	\$450
Event Expenses:													
Auction Items Received In-kind	66100	\$5,000		\$6,000	\$7,243	\$6,000		\$6,000		\$6,000	\$25		\$5,132
Event Supplies	66200	\$15,000		\$3,000	\$13,755	\$3,000		\$3,000	\$266	\$3,000	\$3,194	\$3,000	\$2,813
Subtotal Event Expenses		\$20,000	\$0	\$9,000	\$20,998	\$9,000	\$0	\$9,000	\$266	\$9,000	\$3,219	\$3,000	\$7,945
Reconciliation Discrepancies	66900										\$269		\$48
Travel and Meetings:	68300												\$836
Conference, Convention, Mtng Exp	68310	\$500				\$1,000		\$1,000		\$1,000			
Travel	68320												
Subtotal Travel and Meeting Expenses		\$500	\$0	\$0	\$0	\$1,000	\$0	\$1,000	\$0	\$1,000	\$269	\$0	\$884
Total Expense		\$365,100	\$0	\$137,700	\$79,955	\$145,800	\$78,301	\$90,800	\$76,338	\$61,100	\$58,134	\$23,625	\$56,429
Net Ordinary Income		\$337,900	\$0	\$126,000	\$332,755	\$120,500	\$200,320	\$225,500	\$159,684	\$136,400	\$318,849	\$151,375	\$114,068
Other Income													
Credit Card Fee Donations	46435	\$1,000		\$1,000	\$632	\$1,000	\$1,492		\$893				
Realized Gains and Losses	70500	\$500		\$500	\$5	\$500		\$500		\$2,400	\$1		\$137
Unrealized Gains and Losses	70600				-\$1,392		\$17		-\$89		\$586		
Total Other Revenue				\$1,500	-\$755								
Total Other Expense							\$33						
Payments to Affiliates*	80200	\$822,000		\$125,000	\$266,713	\$120,000	\$83,502	\$225,000	\$219,771	\$100,000	\$88,472	\$100,000	\$71,344

Total Other Income/Expense	<u>-820,500</u>	<u>\$0</u>	<u>-123,500</u>	<u>-267,468</u>	<u>-118,500</u>	<u>-82,027</u>	<u>-224,500</u>	<u>-218,967</u>	<u>-97,600</u>	<u>-87,885</u>	<u>-100,000</u>	<u>-71,207</u>
Net Income	<u>-482,600</u>	<u>\$0</u>	<u>\$2,500</u>	<u>\$65,287</u>	<u>\$2,000</u>	<u>\$118,294</u>	<u>\$1,000</u>	<u>-\$59,283</u>	<u>\$38,800</u>	<u>\$230,965</u>	<u>\$51,375</u>	<u>\$42,861</u>