

**Great Swamp Watershed Association
Monthly Development Summary
as of December 31 2023 - revised**

| | Actual Dec | Goal Dec | Actual YTD (July - Dec) | Goals YTD (July - Dec) | Progress of Goals through Dec | Goals July '23- June '24 | Progress to FY2024 Goals | Prior Dec 2022 | Prior YTD (July - Dec) | Prior July '22 - June '23 |
|---|------------------|------------------|----------------------------|---------------------------|-------------------------------------|-----------------------------|-----------------------------|-------------------|---------------------------|------------------------------|
| Individuals | | | | | | | | | | |
| Trustees | \$405 | \$15,655 | \$10,677 | \$24,975 | 43% | \$31,500 | 34% | \$15,653 | \$23,272 | \$30,000 |
| - Captial Campaign | \$0 | \$0 | \$0 | \$0 | 0% | \$0 | 34% | \$0 | \$0 | \$0 |
| Major Gifts | \$84,895 | \$73,000 | \$110,375 | \$104,000 | 106% | \$238,683 | 46% | \$64,181 | \$117,529 | \$222,000 |
| Membership | \$18,767 | \$19,517 | \$41,839 | \$43,100 | 97% | \$84,600 | 49% | \$22,184 | \$52,356 | \$89,000 |
| Total Individuals | \$104,066 | \$108,172 | \$162,891 | \$172,075 | 95% | \$354,783 | 46% | \$102,018 | \$193,156 | \$341,000 |
| Institutions | | | | | | | | | | |
| Corporations Restricted | \$27,511.64 | \$4,500 | \$46,012 | \$27,000 | 170% | \$63,000 | 73% | \$7,500 | \$51,000 | \$59,500 |
| Corporations Unrestricted | \$1,959 | \$3,000 | \$1,959 | \$12,500 | 16% | \$14,500 | 14% | \$0 | \$7,850 | \$10,250 |
| Foundations Restricted | \$15,000 | \$4,000 | \$66,700 | \$27,000 | 247% | \$47,200 | 141% | \$11,000 | \$31,400 | \$72,000 |
| Foundations Unrestricted | \$45,000 | \$95,000 | \$150,000 | \$179,000 | 84% | \$277,000 | 54% | \$60,000 | \$135,000 | \$212,000 |
| Total Institutions | \$89,471 | \$106,500 | \$264,671 | \$245,500 | 108% | \$401,700 | 66% | \$78,500 | \$225,250 | \$353,750 |
| Programs / Other | | | | | | | | | | |
| Programs / Events | \$86 | \$775 | \$12,479 | \$13,050 | 96% | \$26,100 | 48% | \$193 | \$4,562 | \$30,000 |
| Gala | \$0 | \$0 | \$168,886 | \$185,000 | 91% | \$185,000 | 91% | \$1,000 | \$145,334 | \$175,000 |
| Gov Grants | \$0 | \$8,150 | \$4,980 | \$8,150 | 61% | \$8,150 | 61% | \$0 | \$0 | \$20,000 |
| Music Festival | \$100 | \$0 | \$1,760 | \$0 | 0% | \$45,950 | 4% | \$0 | \$20 | \$49,006 |
| Native Plant Program | \$0 | \$63 | \$0 | \$375 | 0% | \$63,750 | 34% | \$0 | \$0 | \$60,750 |
| Merchandise | \$0 | \$0 | \$15 | \$0 | 0% | \$0 | 34% | \$0 | \$71 | \$0 |
| Stewardship Rest. | \$0 | \$0 | \$5,635 | \$6,000 | 94% | \$10,000 | 56% | \$2,357 | \$9,677 | \$8,000 |
| Total Events/Merchandise | \$186 | \$8,988 | \$193,755 | \$212,575 | 91% | \$338,950 | 57% | \$3,550 | \$159,665 | \$342,756 |
| Sub Total | \$193,724 | \$223,659 | \$621,317 | \$630,150 | 99% | \$1,095,433 | 57% | \$184,068 | \$578,071 | \$1,037,506 |
| Other | | | | | | | | | | |
| Advocacy | \$0 | \$0 | \$0 | \$0 | 0% | \$0 | 0% | \$0 | \$0 | \$0 |
| Passaic River Greenway - Chatham Corp - Onetime/Other | \$0 | \$0 | \$0 | \$0 | 0% | \$0 | 0% | \$0 | \$0 | \$0 |
| Restricted Individual Grants | \$0 | \$0 | \$0 | \$0 | 0% | \$0 | 0% | \$0 | \$0 | \$0 |
| Deferred Income from Prior Year | \$0 | \$0 | \$36,000 | \$36,000 | 100% | \$36,000 | 100% | \$0 | \$15,000 | \$5,000 |
| Other Total | \$0 | \$0 | \$36,000 | \$36,000 | 100% | \$36,000 | 100% | \$0 | \$38,000 | \$28,000 |
| Grand Total | \$193,724 | \$223,659 | \$657,317 | \$666,150 | 99% | \$1,131,433 | 58% | \$184,068 | \$616,071 | \$1,065,506 |

Note 1

Note 2

Note 3

Note 4

Note 5

Note 6

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. 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 Foundation - Major Gift \$6000 was moved into FY2021. The above report is only a reflection of those funds received in FY21.
5. 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.