

<b>Green Mountain Conservation Group FY20 P&amp;L and FY21 Budget</b>			
<i>FY20 Approved, FY20 Actual, FY21 Budget</i>			
<b>General Income</b>	<b>FY 2020</b>	<b>Actual 2020</b>	<b>FY 2021</b>
Ticket Sales - Ann. Meeting & other	\$2,500.00	\$790.00	\$2,000.00
Auction & Events	\$3,500.00	\$5,310.00	\$4,000.00
Individual Donations <250	\$21,500.00	\$23,302.00	\$32,150.00
Individual Donations >250	\$50,000.00	\$97,936.00	\$60,000.00
Business & Corporate	\$2,500.00	\$2,000.00	\$1,250.00
BHH - Facility Rental	\$750.00	\$0.00	\$0.00
Bequests	\$30,000.00	\$0.00	\$47,752.00
Town Contributions - Water Quality	\$10,500.00	\$5,700.00	\$8,600.00
Program Revenue - Water Quality	\$0.00	\$0.00	\$1,500.00
Interest	\$15.00	\$0.00	\$0.00
Miscellaneous Income	\$235.00	\$26.36	\$0.00
<b>General Income subtotal</b>	<b>\$121,500.00</b>	<b>\$135,064.36</b>	<b>\$157,252.00</b>
<b>Grant Income</b>			
NHDES - 2nd year balance due	\$29,000.00	\$29,000.00	\$0.00
NHCF - confirmed (20K + 4K D.A.)	\$4,000.00	\$24,000.00	\$20,000.00
Royal Little Family Fdn	\$45,000.00	\$55,000.00	\$20,000.00
Roy Foundation	\$0.00	\$2,500.00	\$15,000.00
Tamworth Foundation	\$5,000.00	\$5,000.00	\$0.00
Francis Small Heritage Trust	\$2,000.00	\$2,000.00	\$2,000.00
Dorr Foundation	\$0.00	\$0.00	\$15,000.00
NH Moose Plate	\$0.00	\$0.00	\$21,328.00
Other grants	\$43,500.00	\$5,500.00	\$43,650.00
<b>Total Grant Income</b>	<b>\$128,500.00</b>	<b>\$123,000.00</b>	<b>\$136,978.00</b>
<i>Federal Cares Act 2020</i>	\$0.00	\$33,500.00	\$0.00
<b>TOTAL INCOME</b>	<b>\$250,000.00</b>	<b>\$291,564.36</b>	<b>\$294,230.00</b>
<b><u>EXPENSES</u></b>			
<b>Personnel</b>	<b>FY2020</b>	<b>FY20 EST.</b>	<b>FY21</b>
Bookkeeper	\$3,857.00	\$2,263.00	\$3,600.00
Executive Director	\$60,000.00	\$60,000.00	\$62,100.00
Water Quality Coordinator 10%+	\$31,600.00	\$29,340.00	\$34,320.00
Education Coordinator 10%+	\$26,500.00	\$30,375.00	\$30,000.00
Outreach Coordinator 10%+	\$25,000.00	\$25,892.00	\$28,600.00
FICA	\$11,242.00	\$11,267.12	\$12,134.43
FUTA & SUTA	\$2,004.00	\$1,700.00	\$2,300.00
Payroll Management Fees	\$1,000.00	\$1,190.43	\$100.00
Health Insurance - Exec Director	\$9,300.00	\$8,750.00	\$9,060.00
Health Reimbursement @ \$250/mo. X 3	\$0.00	\$0.00	\$9,000.00
Retirement Contributions 2%	\$0.00	\$0.00	\$1,930.00
Workers Comp	\$481.00	\$1,000.00	\$1,000.00
AmeriCorps Fee - SLA	\$0.00	\$4,000.00	\$6,000.00
<b>Total Personnel</b>	<b>\$170,984.00</b>	<b>\$175,777.55</b>	<b>\$200,144.43</b>
<b>Travel</b>			
Executive Director	\$1,000.00	\$951.59	\$1,000.00
AmeriCorps Members	\$3,000.00	\$2,474.00	\$2,500.00
Education Coordinator	\$1,500.00	\$1,385.00	\$1,200.00
Water Quality Coordinator	\$1,100.00	\$300.00	\$750.00
Outreach Coordinator	\$1,000.00	\$446.00	\$500.00
<b>Total Travel</b>	<b>\$7,600.00</b>	<b>\$5,556.59</b>	<b>\$5,950.00</b>
<b>Occupancy</b>			
Huntress Kerosene	\$500.00	\$522.00	\$750.00
Blue Heron Propane	\$2,500.00	\$1,081.00	\$2,000.00
Snow Plow HH & BHH (& lawn)	\$1,200.00	\$1,210.00	\$1,400.00
General Maintenance	\$1,500.00	\$1,358.00	\$1,500.00
Replace Huntress Kerosene Mon.	\$0.00	\$0.00	\$3,000.00
BHH Security Measures	\$0.00	\$0.00	\$1,000.00

Electric HH & BHH	\$2,000.00	\$1,999.00	\$2,250.00
Internet & Phone HH & BHH	\$2,000.00	\$2,291.00	\$2,600.00
Insurance - D & O	\$0.00	\$1,723.00	\$1,723.00
Insurance	\$4,692.00	\$4,771.00	\$5,000.00
<b>Total Occupancy</b>	<b>\$14,392.00</b>	<b>\$14,955.00</b>	<b>\$21,223.00</b>
<b>Ann. Meeting/Watershed Celebration</b>	<b>FY2020</b>	<b>FY20 EST.</b>	<b>FY21</b>
Venue & Meals	\$3,500.00	\$1,300.00	\$1,500.00
Speaker Fee	\$500.00	\$0.00	\$500.00
Other - invitations, awards	\$1,475.00	\$665.00	\$1,500.00
<b>Total Annual Meeting</b>	<b>\$5,475.00</b>	<b>\$1,965.00</b>	<b>\$3,500.00</b>
<b>Office Expenses</b>			
Office Supplies	\$2,300.00	\$705.00	\$1,500.00
Office Equipment	\$2,000.00	\$400.00	\$1,500.00
Postage	\$1,800.00	\$1,661.00	\$1,800.00
Printing - Newsletter	\$3,800.00	\$3,378.00	\$3,000.00
Printing - Letterhead/other	\$1,500.00	\$1,742.00	\$2,000.00
<b>Total Office Expense</b>	<b>\$11,400.00</b>	<b>\$7,886.00</b>	<b>\$9,800.00</b>
<b>Program Expenses</b>			
Consultants - DES Grant	\$8,525.00	\$8,525.00	\$0.00
Consultants - Board/Land Trust	\$4,468.00	\$4,468.00	\$6,000.00
VLAP Deep Water Testing	\$1,200.00	\$300.00	\$1,200.00
UNH Phosphorous Testing	\$3,000.00	\$2,808.00	\$3,000.00
Equipment & Supplies - Water Quality	\$2,500.00	\$1,500.00	\$1,500.00
Equipment & Supplies - Moose Plate	\$0.00	\$0.00	\$14,621.00
Equipment & Supplies - Education	\$2,500.00	\$500.00	\$1,500.00
Equipment & Supplies - BMP/DES	\$2,000.00	\$800.00	\$500.00
Road Salt Program Expenses			\$0.00
Stream Crossings Project Expenses	\$0.00	\$0.00	\$1,000.00
Boundary Plates - Land Trust Exp	\$0.00	\$0.00	\$1,000.00
<b>Total Program Expenses</b>	<b>\$24,193.00</b>	<b>\$18,901.00</b>	<b>\$30,321.00</b>
<b>Training &amp; Conferences</b>	<b>\$3,250.00</b>	<b>\$437.90</b>	<b>\$1,500.00</b>
<b>Marketing Expense (consultant)</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,500.00</b>
<b>Fees &amp; Dues</b>			
Accounting	\$3,000.00	\$3,000.00	\$3,500.00
Filing Fees	\$175.00	\$175.00	\$175.00
Legal Fees	\$3,000.00	\$6,500.00	\$2,000.00
Memberships (LTA/NHLTC/NHCNP)	\$1,000.00	\$1,993.00	\$1,200.00
Subscriptions	\$300.00	\$0.00	\$200.00
Fundraising expenses (donor research)	\$2,500.00	\$2,500.00	\$2,700.00
Land Trust Insurance	\$650.00	\$649.00	\$700.00
Bank & PayPal Fees	\$350.00	\$290.80	\$300.00
Software & Info Tech	\$1,500.00	\$1,303.00	\$1,400.00
<b>Total Fees &amp; Dues</b>	<b>\$12,475.00</b>	<b>\$16,410.80</b>	<b>\$12,175.00</b>
Stephanie Barnes Memorial			\$7,000.00
<b>Miscellaneous</b>	<b>\$231.00</b>	<b>\$100.00</b>	<b>\$117.00</b>
<b>TOTAL EXPENSES</b>	<b>\$250,000.00</b>	<b>\$241,989.84</b>	<b>\$294,230.43</b>

<b>Green Mountain Conservation Group General Operating Budget</b>				
<i>FY20 Approved, FY20 Estimated &amp; Proposed FY21 Budget</i>			<i>date: 1-11-21</i>	<b>DIRECT</b>
<b>General Income</b>	<b>FY 2020</b>	<b>EST 2020</b>	<b>FY21</b>	<b>PROJECT EXP.</b>
Ticket Sales - Ann. Meeting & other	\$2,500.00	\$1,540.00	\$2,000.00	
Auction & Events	\$3,500.00	\$3,206.00	\$4,000.00	
Individual Donations <250	\$21,500.00	\$35,000.00	\$32,150.00	
Individual Donations >250	\$50,000.00	\$76,000.00	\$60,000.00	
Business & Corporate	\$2,500.00	\$1,250.00	\$1,250.00	
BHH - Facility Rental	\$750.00	\$0.00	\$0.00	
Bequests	\$30,000.00	\$0.00	\$47,752.00	
Town Contributions - Water Quality	\$10,500.00	\$6,600.00	\$8,600.00	
Program Revenue - Water Quality	\$0.00	\$0.00	\$1,500.00	
Interest	\$15.00	\$0.00	\$0.00	
GMCG Land Trust Fund	\$3,500.00	\$3,510.00	\$0.00	
Miscellaneous Income	\$235.00	\$10.00	\$0.00	
<b>General Income subtotal</b>	<b>\$125,000.00</b>	<b>\$127,116.00</b>	<b>\$157,252.00</b>	
<b>Grant Income</b>				
NHDES - 2nd year balance due	\$29,000.00	\$29,000.00	\$0.00	
NHCF - confirmed (20K + 4K D.A.)	\$4,000.00	\$24,000.00	\$20,000.00	
Royal Little Family Fdn (10k rec.)	\$45,000.00	\$45,000.00	\$20,000.00	
Roy Foundation - submitted	\$0.00	\$0.00	\$15,000.00	
Tamworth Foundation	\$5,000.00	\$5,000.00	\$0.00	
Francis Small Heritage Trust	\$2,000.00	\$2,000.00	\$2,000.00	
Dorr Foundation - confirmed	\$0.00	\$0.00	\$15,000.00	
NH Moose Plate - <i>confirmed</i>	\$0.00	\$0.00	\$21,328.00	
Saco River SCP - <i>Regrant</i>	\$0.00	\$0.00	\$25,000.00	
Other grants (FY20 Davis & Quimby)	\$40,000.00	\$7,000.00	\$16,420.00	
<b>Total Grant Income</b>	<b>\$125,000.00</b>	<b>\$112,000.00</b>	<b>\$134,748.00</b>	
<i>Federal Cares Act 2020</i>	<i>\$0.00</i>	<i>\$33,500.00</i>		
<b>TOTAL INCOME</b>	<b>\$250,000.00</b>	<b>\$272,616.00</b>	<b>\$292,000.00</b>	
<b>EXPENSES</b>				
<i>new expense lines in red font</i>				
<b>Personnel</b>	<b>FY2020</b>	<b>FY20 EST.</b>	<b>FY21</b>	
Bookkeeper (process payroll FY21)	\$3,857.00	\$2,000.00	\$3,600.00	
Executive Director	\$60,000.00	\$60,000.00	\$62,100.00	
Water Quality Coordinator 10%+	\$31,600.00	\$28,253.00	\$34,320.00	
Education Coordinator 10%+	\$26,500.00	\$27,584.00	\$30,000.00	
Outreach Coordinator 10%+	\$25,000.00	\$25,089.00	\$28,600.00	
FICA	\$11,242.00	\$11,000.00	\$12,134.43	
FUTA & SUTA	\$2,004.00	\$1,700.00	\$2,300.00	
Payroll Management Fees	\$1,000.00	\$1,000.00	\$100.00	
Health Insurance - Exec Director	\$9,300.00	\$8,701.00	\$9,060.00	
<i>Health allowance @ \$250/mo. X 3</i>	<i>\$0.00</i>	<i>\$0.00</i>	<i>\$9,000.00</i>	
<i>Retirement Contributions 2%</i>	<i>\$0.00</i>	<i>\$0.00</i>	<i>\$1,930.00</i>	
Workers Comp	\$481.00	\$1,000.00	\$1,000.00	
AmeriCorps Fee - SLA	\$0.00	\$4,000.00	\$6,000.00	
<b>Total Personnel</b>	<b>\$170,984.00</b>	<b>\$170,327.00</b>	<b>\$200,144.43</b>	
<b>Travel</b>				
Executive Director	\$1,000.00	\$951.00	\$1,000.00	
AmeriCorps Members	\$3,000.00	\$2,700.00	\$2,500.00	
Education Coordinator	\$1,500.00	\$1,100.00	\$1,200.00	
Water Quality Coordinator	\$1,100.00	\$300.00	\$750.00	
Outreach Coordinator	\$1,000.00	\$400.00	\$500.00	
<b>Total Travel</b>	<b>\$7,600.00</b>	<b>\$5,451.00</b>	<b>\$5,950.00</b>	
<b>Occupancy</b>				
Huntress Kerosene	\$500.00	\$522.00	\$750.00	
Blue Heron Propane	\$2,500.00	\$1,500.00	\$2,000.00	
Snow Plow HH & BHH (& lawn)	\$1,200.00	\$1,400.00	\$1,400.00	

General Maintenance	\$1,500.00	\$1,500.00	\$1,500.00	
Replace Huntress Kerosene Mon.	\$0.00	\$0.00	\$3,000.00	
BHH Security Measures	\$0.00	\$0.00	\$1,000.00	
Electric HH & BHH	\$2,000.00	\$2,000.00	\$2,250.00	
Internet & Phone HH & BHH	\$2,000.00	\$2,400.00	\$2,600.00	
Insurance - D & O	\$0.00	\$1,723.00	\$1,723.00	
Insurance	\$4,692.00	\$4,700.00	\$5,000.00	
<b>Total Occupancy</b>	<b>\$14,392.00</b>	<b>\$15,745.00</b>	<b>\$21,223.00</b>	
<b>Annual Meeting</b>	<b>FY2020</b>	<b>FY20 EST.</b>	<b>FY21</b>	
Venue & Meals <i>(Fall 2021 if poss)</i>	\$3,500.00	\$1,300.00	\$1,500.00	
Speaker Fee	\$500.00	\$0.00	\$500.00	
Other - invitations, awards	\$1,475.00	\$665.00	\$1,500.00	
<b>Total Annual Meeting</b>	<b>\$5,475.00</b>	<b>\$1,965.00</b>	<b>\$3,500.00</b>	
<b>Office Expenses</b>				
Office Supplies	\$2,300.00	\$900.00	\$1,500.00	
Office Equipment	\$2,000.00	\$400.00	\$1,500.00	
Postage	\$1,800.00	\$1,800.00	\$1,800.00	
Printing - Newsletter	\$3,800.00	\$3,500.00	\$3,000.00	
Printing - Letterhead/other	\$1,500.00	\$2,000.00	\$2,000.00	
<b>Total Office Expense</b>	<b>\$11,400.00</b>	<b>\$8,600.00</b>	<b>\$9,800.00</b>	
<b>Program Expenses</b>				
Consultants - DES Grant	\$8,525.00	\$8,525.00	\$0.00	
Consultants - Board/Land Trust	\$4,468.00	\$5,400.00	\$6,000.00	
VLAP Deep Water Testing	\$1,200.00	\$300.00	\$1,200.00	
UNH Phosphorous Testing	\$3,000.00	\$1,500.00	\$3,000.00	
Equipment & Supplies - Water Quality	\$2,500.00	\$1,500.00	\$1,500.00	\$14,621.00
Equipment & Supplies - Education	\$2,500.00	\$500.00	\$1,500.00	
Equipment & Supplies - BMP/DES	\$2,000.00	\$800.00	\$500.00	
Stream Crossings Project Expenses	\$0.00	\$0.00	\$1,000.00	
Boundary Plates - Land Trust Exp	\$0.00	\$0.00	\$1,000.00	
<b>Total Program Expenses</b>	<b>\$24,193.00</b>	<b>\$18,525.00</b>	<b>\$15,700.00</b>	
<b>Training &amp; Conferences</b>	<b>\$3,250.00</b>	<b>\$500.00</b>	<b>\$1,500.00</b>	
<b>Marketing Expense (consultant)</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,500.00</b>	
<b>Fees &amp; Dues</b>				
Accounting	\$3,000.00	\$3,000.00	\$3,500.00	
Filing Fees	\$175.00	\$175.00	\$175.00	
Legal Fees	\$3,000.00	\$6,500.00	\$2,000.00	
Memberships (LTA/NHLTC/NHCNP)	\$1,000.00	\$1,200.00	\$1,200.00	
Subscriptions	\$300.00	\$100.00	\$200.00	
Fundraising expenses (donor research)	\$2,500.00	\$2,700.00	\$2,700.00	
Land Trust Insurance	\$650.00	\$650.00	\$700.00	
Bank & PayPal Fees	\$350.00	\$250.00	\$300.00	
Software & Info Tech	\$1,500.00	\$1,200.00	\$1,400.00	
<b>Total Fees &amp; Dues</b>	<b>\$12,475.00</b>	<b>\$15,775.00</b>	<b>\$12,175.00</b>	
<b>BARNES MEMORIAL</b>				<b>\$7,000.00</b>
<b>Miscellaneous</b>	<b>\$231.00</b>	<b>\$0.00</b>	<b>\$117.00</b>	
<b>TOTAL EXPENSES</b>	<b>\$250,000.00</b>	<b>\$236,888.00</b>	<b>\$272,609.43</b>	<b>\$21,621.00</b>

**Moose Plate Project Budget**

Grant award: \$21,328

Staff Wages	\$6,107.00
Administrative Expense	\$600.00
Supplies & Materials	\$1,565.00
Equipment	\$13,056.00
	<b>\$21,328.00</b>

**Barnes Estate Bequest**

47,751.56

Memorial Expenses	7,751.56
Research	10,000
Education	10,000
Advocacy/Outreach	10,000
Land Trust	10,000
	<b>47,751.56</b>