

Green Mountain Conservation Group Profit & Loss Budget vs. Actual January through December 2022

<i>Pre-audit</i>	<u>Jan - Dec 22</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Grant Income			
Saco Headwaters Alliance	11,600.00		
Quimby Foundation	2,000.00		
Other Grants - Other	<u>2,500.00</u>	<u>30,000.00</u>	<u>8.33%</u>
Francis Small Heritage Trust	1,500.00	2,000.00	75.0%
Royal Little Fam Foundation	45,000.00	55,000.00	81.82%
Tamworth Foundation	5,000.00	5,000.00	
Roy Foundation	3,000.00	10,000.00	30.0%
NH Charitable Foundation	<u>20,500.00</u>	<u>20,000.00</u>	<u>102.5%</u>
Total Grant Income	104,303.50	122,000.00	83.78%
General Income			
Carryover from Previous Year	50,000.00	50,000.00	100.0%
Trail Donations & Edu Events	221.00	500.00	44.2%
Lake Associations	700.00		
Iron Ranger Collections	133.75		
Town Contributions - WQ	9,740.00	9,000.00	108.22%
Auction & Events	9,887.80	10,000.00	98.88%
Polar Plunge	5,370.35		
Ticket Sales - Ann Mtg & Other	0.00	2,700.00	0.0%
Individual Donations >250	84,631.87	80,000.00	105.79%
Individual Donations <250	28,896.32	32,500.00	88.91%
Individual Donations - 250K Camp.	6,800.00	6,800.00	
Program Revenue - WQ	5,544.00	1,500.00	369.6%
Program Revenue - Education	500.00		
Business & Corporate	<u>4,771.00</u>	<u>2,500.00</u>	<u>190.84%</u>
Total General Income	207,196.09	195,500.00	105.98%
Total Income	311,499.59	317,500.00	98.11%
Expense			
Website Development	4,800.00	2,000.00	240.0%
Professional Fees & Dues			
Donor Management Software	0.00	1,300.00	0.0%
Property Taxes	189.00	500.00	37.8%
Dues & Memberships	617.29	1,200.00	51.44%
Fundraising Expenses	2,365.53	4,000.00	59.14%
Bank Fees	429.27		
Legal Fees General	1,551.00	2,250.00	68.93%
Filing Fees	75.00	175.00	42.86%
Paypal Fees	511.78	300.00	170.59%
Accounting	5,009.18	7,160.00	69.96%
Land Trust Insurance	693.00	700.00	99.0%

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Subscriptions	86.00	200.00	43.0%
Software & Info Tech	2,115.07	2,500.00	84.6%
Total Professional Fees & Dues	13,642.12	20,285.00	67.25%
Training and Conferences	568.95	2,000.00	28.45%
Office Expenses			
Advertising	721.17	1,000.00	72.12%
Office Equip	1,240.00	2,000.00	62.0%
Printing - Newsletter	3,087.26	3,400.00	90.8%
Printing -Other	5,857.33	2,000.00	292.87%
Postage	1,198.84	1,800.00	66.6%
Office Supplies	1,924.30	1,800.00	106.91%
Total Office Expenses	14,028.90	12,000.00	116.91%
Meetings & Events			
Publicity & venue expenses	1,032.14	500.00	206.43%
Food and supplies	279.09	2,000.00	13.96%
Other - Invitations, Awards	78.21	1,500.00	5.21%
Total Annual Meeting	1,389.44	4,000.00	34.74%
Miscellaneous Expenses	371.16		
Program Expenses			
Equip & Supp-Edu-Less Plastics	735.00	500.00	147.0%
Edu Committee Program Exp	0.00	500.00	0.0%
Equip & Supp-Land Trust	1,321.00	600.00	220.17%
Scholarships	0.00	1,000.00	0.0%
Land Trust Monitorin Consultant	4,812.00	4,000.00	120.3%
Road Salt Program Exp	1,940.00	2,500.00	77.6%
Streams Crossings Exp	0.00	250.00	0.0%
Equip & Supp-Moose Plate	203.08		
Consultants - Board Development	0.00	2,000.00	0.0%
VLAP Deep Water Testing	1,160.00	1,200.00	96.67%
UNH Phosphorus Testing	3,000.00	3,000.00	100.0%
Equip & Supp-BMP/DES	0.00	500.00	0.0%
Equip & Supp-WQ	5,436.65	4,000.00	135.92%
Equip & Supp-Edu	2,466.01	2,500.00	98.64%
Program Expenses - Other	131.32		
Total Program Expenses	21,205.06	22,550.00	94.04%
Personnel Expenses			
Workers Comp	136.26	1,000.00	13.63%
Health Ins - ED	9,350.14	9,500.00	98.42%
401k Company Match	1,622.56	2,025.00	80.13%
HRA Reimbursement	8,744.15	9,000.00	97.16%
AmeriCorp Fees - SLA	0.00	6,000.00	0.0%
Executive Director	68,310.00	68,310.00	100.0%
Bookkeeper	2,737.66	3,000.00	91.26%
Outreach Coordinator	38,360.90	36,410.00	105.36%

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Water Quality Coordinator	38,300.40	37,752.00	101.45%
Education Coordinator	40,290.21	36,410.00	110.66%
Employer FICA	13,387.70	13,987.00	95.72%
FUTA & SUTA	1,000.33	2,598.00	38.5%
Payroll Management Fees	224.00		
Total Personnel Expenses	222,464.31	225,992.00	98.44%
Travel			
Staff Meals	664.05	3,000.00	22.14%
AmeriCorp	6,895.23	2,500.00	275.81%
Executive Director	1,577.01	1,000.00	157.7%
Outreach Coordinator	552.09	750.00	73.61%
Education Coordinator	1,293.53	1,200.00	107.79%
WQ Coordinator	1,183.47	750.00	157.8%
Travel - Other	401.89		
Total Travel	12,567.27	9,200.00	136.6%
Occupancy			
BHH Security Measures	0.00	500.00	0.0%
Commercial & Auto Ins	5,726.38	5,000.00	114.53%
Director and Officer Liability	1,882.00	1,723.00	109.23%
Plowing/Mowing	2,230.00	1,500.00	148.67%
Propane - Heron	2,590.94	2,500.00	103.64%
Kerosene - Huntress	1,972.54	750.00	263.01%
General Maintenance	1,697.00	2,000.00	84.85%
Electricity	2,226.79	2,500.00	89.07%
Internet/Telephone	3,210.03	3,000.00	107.0%
Total Occupancy	21,535.68	19,473.00	110.59%
Total Expense	312,572.89	317,500.00	98.45%
Net Ordinary Income	-1,073.30		