

We are five months into the fiscal year and operating remotely due to the pandemic.

Operating income totals 365k, expenses total 340k, and the resulting surplus is 25k, which is 10k better than budget and 60k better than last year.

FY21 Revenue Highlights:

Operating income is 69k behind budget and 30k behind last year.

Gifts from Individuals include 90k for the Climate Fund, 1.8k for the Emeritus Fund, and 125k for operations, which is 7k behind budget and 5k ahead of last year.

Foundation gifts at 245k include 127k for the Climate Fund, 25k for future use, and 93k for operations this year, which is 7k behind budget and 2k ahead of last year.

Government revenue is 38k, which is 16k behind budget and 32k behind last year. Last year we hosted the pumpout boat launch event and received pumpout reimbursement income; this year, with pumpout operations suspended, this line item will be under budget for the year and will be offset with corresponding lower operating costs.

Nonprofit revenue at 10k is 5k ahead of budget and 1k ahead of last year.

Release of funds is behind budget as we will not be releasing funds that had been budgeted for the Ocean Gateway 30th and public campaign launch event; we have corresponding cost savings and these funds will remain unspent and will be available for future use in our climate work.

FY21 Expenditure Highlights:

Operating expenses total 340k, which is 79k under budget.

- Compensation expense are lower by 24k, as we have not yet hired a staff writer due to remote working and we are paying our pumpout captain at half salary to honor our verbal seasonal contract.
- Program expenses are lower because we are doing such things as having meetings online (lower travel reimbursements) and minimizing boat trips (estimates at this point yield 13k in permanent savings in program expenses), and some of the differences are due to timing, meaning certain budgeted expenses have not yet been incurred but will be incurred eventually.
- Management and administrative expenses are underbudget, in large part due to an allowance for an increase in rent that is in the budget, but we have not yet moved. Staff members have been receiving a nominal monthly reimbursement to offset the costs of working from home (internet, electricity).
- Fundraising expenses are under budget because we are not hosting in person events; we shifted to online events.

An analysis of this year's budgeted revenue and expenses that are not going to materialize because of the shutdown has yielded an almost neutral effect in the aggregate, 5k to 10k in our favor.

- No Ocean Gateway 30th anniversary/campaign public phase launch event: revenue decrease of 7.5k for tickets plus 42k in a release of campaign funds with offset cost savings of 42k. Net effect: -7.5k
- Suspension of pumpout operations: revenue decrease of 47k DEP reimbursements plus 13k pumpout fees, offset by 13k in lower program costs. Net effect: -47k
- Film Festival cancelled: revenue decrease of 28k from sponsorships and ticket sales, offset by expense savings of 9k. Net effect: -19k
- House party and donor thank you events canceled (donor event will be online): cost savings of 14k
- Contingency expense unused: cost savings 12k
- Delay in hiring Staff Writer: cost savings 50k

We do not know what the effect may be by year's end on charitable giving for operations.

Operating expenses year-to-date are 90k less than last year. Differences from last year:

- compensation 30k: one more person on staff and more pumpout related compensation (30k)
- program expenses 77k: used dedicated funds to hire the facilitator for MOCA (10k more); upgraded continuous monitoring station equipment (45k); launched the pumpout boat, hosted the launch event, and operated the vessel (13k more); acquired canvas cover for the boat (4k); spent more on travel and other activities that this year's shutdown has curtailed (5k)
- fundraising expenses lower last year: this year we spent 24k for the public launch mailing but have not spent 7k for other fundraising activities, including the house party.

Capital Activity:

Cash flow is in good shape. We received 130k in SBA Payroll Protection Funds in April; this is currently classified as a loan, and it is our hope that we will qualify for forgiveness and the loan will eventually be reclassified as a special government grant. At the end of August, **operating cash not including the 130k**, totaled 302k, and that with Accounts Receivable of 71k (not including Climate Fund pledges of 344k) together total 373k, as compared with 272k last year at this time (186k in operating cash and 86k in A/R, not including 78k in Climate Fund pledges).

Climate Change and Casco Bay Fund for Technology, Monitoring, and Community Engagement Goal \$1.5m

As of Sept. 8, 2020:

Gifts	\$ 813,652	
Pledges Receivable	<u>336,727</u>	
	1,150,379	77.00% of the Goal
Planned Gifts	<u>220,000</u>	
Total raised to date	\$1,370,379	91.36% of the Goal
 To be raised	 129,621	 8.64% to go

Friends of Casco Bay / Casco Baykeeper

Profit & Loss Budget Performance

August 2020

	ACTUAL August 2020	BUDGET August 2020	Over (-Under) Budget	YTD ACTUAL Apr-Aug 2020	YTD BUDGET Apr-Aug 2020	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Ordinary Income/Expense							
Income							
Unrestricted Contributions							
Individuals							
All Gifts from Individuals	86,786.68	18,000.00	68,786.68	216,295.48	131,500.00	84,795.48	382,500.00
Less Restricted Climate Fund	-70,193.00			-89,803.00			
Less Restricted Capital Gifts	-50.00			-1,830.00			
Less Restricted for Program	-1,350.00			-6,559.00			
Total Individuals	15,193.68	18,000.00	-2,806.32	118,103.48	131,500.00	-13,396.52	382,500.00
Corporations							
All Gifts from Corporations	1,825.84	1,000.00	825.84	6,618.31	14,500.00	-7,881.69	45,000.00
Less Restricted for Climate Fun	-900.00			-900.00			
Less Restricted for Program	0.00			-2,550.00			
Total Corporations	925.84	1,000.00	-74.16	3,168.31	14,500.00	-11,331.69	45,000.00
Foundations							
All Foundation Gifts	11,009.80			245,509.80			
Less Restricted Climate Fund	-2,000.00			-127,000.00			
Less Restricted for Future Use	0.00			-25,000.00			
Foundations - Other	0.00	20,000.00	-20,000.00	0.00	100,000.00	-100,000.00	175,000.00
Total Foundations	9,009.80	20,000.00	-10,990.20	93,509.80	100,000.00	-6,490.20	175,000.00
Government & Quasi Governmental							
All Governmental Revenue	2,052.16	14,050.00	-11,997.84	38,223.59	54,750.00	-16,526.41	109,500.00
Less Restricted for Program	-2,052.16			-38,223.59			
Total Government & Quasi Governmental	0.00	14,050.00	-14,050.00	0.00	54,750.00	-54,750.00	109,500.00
Nonprofits							
All Nonprofit Revenue	0.00	175.00	-175.00	9,725.82	4,500.00	5,225.82	10,250.00
Total Nonprofits	0.00	175.00	-175.00	9,725.82	4,500.00	5,225.82	10,250.00
Total Unrestricted Contributions	25,129.32	53,225.00	-28,095.68	224,507.41	305,250.00	-80,742.59	722,250.00
Releases							
Releases of Restrctd Net Assets							

Friends of Casco Bay / Casco Baykeeper Profit & Loss Budget Performance August 2020

	ACTUAL August 2020	BUDGET August 2020	Over (-Under) Budget	YTD ACTUAL Apr-Aug 2020	YTD BUDGET Apr-Aug 2020	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Releases for Programs	6,667.00	6,667.00	0.00	33,335.00	33,335.00	0.00	60,000.00
Releases for CMS Data & Commnty	4,600.00	4,400.00	200.00	23,000.00	22,200.00	800.00	53,000.00
Releases for CMS Technology	0.00			0.00			143,800.00
Releases for Climate Campaign	36,000.00	10,000.00	26,000.00	36,000.00	72,000.00	-36,000.00	120,000.00
Releases from Baykeeping Fund	0.00	0.00	0.00	0.00	0.00	0.00	37,277.00
Releases from Boats Fund	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Releases from Emer Advocacy Fd	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total Releases of Restrctd Net Assets	47,267.00	21,067.00	26,200.00	92,335.00	127,535.00	-35,200.00	434,077.00
Less Restricted	-47,267.00			-92,335.00			
Total Releases	0.00	21,067.00	-21,067.00	0.00	127,535.00	-127,535.00	434,077.00
Restricted Revenue							
Restricted Revenue - Program							
Climate Fund CMS & outreach	4,600.00			23,000.00			
Climate Council	5,000.00			25,000.00			
Continuous Monitorng Sta op	2,052.16			10,260.80			
Baykeeping	50.00			494.00			
Water Quality Monitoring	1,100.00			1,325.00			
Nitrogen	200.00			4,040.00			
Campaign Costs	36,000.00			36,000.00			
Pumpout - DEP	0.00			22,962.79			
Pumpout - Contributed Gifts	0.00			5,000.00			
Water Reporter	1,667.00			11,585.00			
Total Restricted Revenue - Program	50,669.16			139,667.59			
Total Restricted Revenue	50,669.16			139,667.59			
Earned Income							
Pumpout Fees	0.00	250.00	-250.00	140.00	750.00	-610.00	13,000.00
Special Events	0.00	0.00	0.00	0.00	0.00	0.00	28,000.00
Total Earned Income	0.00	250.00	-250.00	140.00	750.00	-610.00	41,000.00
Other Operating Income							
Other Operating Income	261.86	100.00	161.86	586.65	500.00	86.65	1,200.00

Friends of Casco Bay / Casco Baykeeper Profit & Loss Budget Performance August 2020

	ACTUAL August 2020	BUDGET August 2020	Over (-Under) Budget	YTD ACTUAL Apr-Aug 2020	YTD BUDGET Apr-Aug 2020	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Total Other Operating Income	261.86	100.00	161.86	586.65	500.00	86.65	1,200.00
Total Income	76,060.34	74,642.00	1,418.34	364,901.65	434,035.00	-69,133.35	1,198,527.00
Expense							
Compensation							
Salaries - Gross	39,270.69	45,880.00	-6,609.31	207,032.24	225,585.00	-18,552.76	581,500.00
Payroll Taxes	2,929.62	3,413.00	-483.38	15,467.34	18,165.00	-2,697.66	44,550.00
Benefits	5,845.19	6,419.00	-573.81	31,300.90	32,113.00	-812.10	86,350.00
Accrued Vacation Adjustment	0.00			-2,353.80			
Total Compensation	48,045.50	55,712.00	-7,666.50	251,446.68	275,863.00	-24,416.32	712,400.00
Program Expenses							
Baykeeping Program	255.73	1,947.00	-1,691.27	6,775.94	15,841.00	-9,065.06	38,320.00
Boat and Vehicle Expenses	6.32	625.00	-618.68	7,461.01	10,025.00	-2,563.99	16,600.00
Casco Bay Monitoring	558.61	1,365.00	-806.39	3,361.39	12,325.00	-8,963.61	167,670.00
Pumpout Program	0.00	1,215.00	-1,215.00	5,246.46	7,375.00	-2,128.54	14,560.00
Total Program Expenses	820.66	5,152.00	-4,331.34	22,844.80	45,566.00	-22,721.20	237,150.00
Management and Administration							
Occupancy	1,623.77	5,733.00	-4,109.23	8,015.66	16,669.00	-8,653.34	56,800.00
Office and Management	4,025.12	2,686.00	1,339.12	17,278.32	22,638.00	-5,359.68	51,740.00
Board Expenditures	0.00	145.00	-145.00	5.75	725.00	-719.25	1,740.00
Financing Costs	196.36	50.00	146.36	362.72	250.00	112.72	600.00
Total Management and Administration	5,845.25	8,614.00	-2,768.75	25,662.45	40,282.00	-14,619.55	110,880.00
Fund Raising Expenses							
Special Events Expenses	209.55	0.00	209.55	945.12	5,020.00	-4,074.88	19,120.00
Climate Change Fund Campaign	115.30	100.00	15.30	24,866.43	29,500.00	-4,633.57	71,700.00
Fund Raising Expenses	478.88	1,995.00	-1,516.12	14,416.17	17,975.00	-3,558.83	32,940.00
Total Fund Raising Expenses	803.73	2,095.00	-1,291.27	40,227.72	52,495.00	-12,267.28	123,760.00
Contingency Expense	0.00	1,000.00	-1,000.00	0.00	5,000.00	-5,000.00	12,000.00
Total Expense	55,515.14	72,573.00	-17,057.86	340,181.65	419,206.00	-79,024.35	1,196,190.00
Net Ordinary Income	20,545.20	2,069.00	18,476.20	24,720.00	14,829.00	9,891.00	2,337.00

Other Income/Expense

Friends of Casco Bay / Casco Baykeeper Profit & Loss Budget Performance

August 2020

	ACTUAL August 2020	BUDGET August 2020	Over (-Under) Budget	YTD ACTUAL Apr-Aug 2020	YTD BUDGET Apr-Aug 2020	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Other Income							
Capital Activity							
Capital Contributions							
Revenue Received for Future Use	0.00			25,000.00			
Total Capital Contributions	0.00			25,000.00			
Activity in Capital Funds							
Climate Change & Casco Bay Fund							
Climate Change & CB Fund Gifts	73,093.00			217,703.00			
Climate Change Fund Earnings	93.18			653.52			
Gain (-Loss) Stock Gifts	0.00			293.75			
Total Climate Change & Casco Bay Fund	73,186.18			218,650.27			
Baykeeping Fund Net Activity							
Net Earnings (Loss) BKEndow MCF	0.00			63,286.65			
Total Baykeeping Fund Net Activity	0.00			63,286.65			
Boats Fund Net Activity							
Net Earnings (Loss) BoatsFd MCF	0.00			8,283.08			
Total Boats Fund Net Activity	0.00			8,283.08			
Advocacy Fund Net Activity							
Gifts to Emeritus Advocacy Fund	50.00			1,830.00			
Net Earnings (Loss) Advocacy Fd	0.00			3,585.99			
Total Advocacy Fund Net Activity	50.00			5,415.99			
Total Activity in Capital Funds	73,236.18			295,635.99			
Total Capital Activity	73,236.18			320,635.99			
Total Other Income	73,236.18			320,635.99			
Other Expense							
Capital Activity - Expenditures							
Release of Climate Change Fund	40,600.00			59,000.00			
Release Net Assets - Programs	6,667.00			33,335.00			
Total Capital Activity - Expenditures	47,267.00			92,335.00			
Total Other Expense	47,267.00			92,335.00			

Friends of Casco Bay / Casco Baykeeper

Profit & Loss Budget Performance

August 2020

Net Other Income
Net Income

ACTUAL August 2020	BUDGET August 2020	Over (-Under) Budget	YTD ACTUAL Apr-Aug 2020	YTD BUDGET Apr-Aug 2020	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
25,969.18			228,300.99			
<u>46,514.38</u>	<u>2,069.00</u>	<u>44,445.38</u>	<u>253,020.99</u>	<u>14,829.00</u>	<u>238,191.99</u>	<u>2,337.00</u>

Friends of Casco Bay / Casco Baykeeper

Profit & Loss Prev Year Comparison

April through August 2020

	<u>Apr - Aug 20</u>	<u>Apr - Aug 19</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
Unrestricted Contributions			
Individuals			
All Gifts from Individuals	216,295.48	466,108.00	(249,812.52)
Less Restricted Climate Fund	(89,803.00)	(328,500.00)	238,697.00
Less Restricted for PumpoutBoat	0.00	(17,050.00)	17,050.00
Less Restricted Capital Gifts	(1,830.00)	0.00	(1,830.00)
Less Restricted for Program	(6,559.00)	(3,595.00)	(2,964.00)
Total Individuals	118,103.48	116,963.00	1,140.48
Corporations			
All Gifts from Corporations	6,618.31	14,857.95	(8,239.64)
Less Restricted for Climate Fun	(900.00)	0.00	(900.00)
Less Restricted for Program	(2,550.00)	(12,100.00)	9,550.00
Total Corporations	3,168.31	2,757.95	410.36
Foundations			
All Foundation Gifts	245,509.80	111,100.00	134,409.80
Less Restricted Climate Fund	(127,000.00)	(20,000.00)	(107,000.00)
Less Restricted for Future Use	(25,000.00)	0.00	(25,000.00)
Total Foundations	93,509.80	91,100.00	2,409.80
Government & Quasi Governmental			
All Governmental Revenue	38,223.59	71,141.59	(32,918.00)
Less Restricted for Program	(38,223.59)	(71,141.59)	32,918.00
Total Government & Quasi Governmental	0.00	0.00	0.00
Nonprofits			
All Nonprofit Revenue	9,725.82	8,512.88	1,212.94
Less Restricted for Program	0.00	(3,782.48)	3,782.48
Total Nonprofits	9,725.82	4,730.40	4,995.42
Total Unrestricted Contributions	224,507.41	215,551.35	8,956.06
Releases			
Releases of Restrctd Net Assets			
Releases for Programs	33,335.00	15,000.00	18,335.00
Releases for CMS Data & Commnty	23,000.00	0.00	23,000.00
Releases for CMS Technology	0.00	45,000.00	(45,000.00)
Releases for Climate Campaign	36,000.00	0.00	36,000.00
Total Releases of Restrctd Net Assets	92,335.00	60,000.00	32,335.00
Less Restricted	(92,335.00)	(60,000.00)	(32,335.00)
Total Releases	0.00	0.00	0.00
Restricted Revenue			
Restricted Revenue - Program			
Climate Fund CMS & outreach	23,000.00	0.00	23,000.00
Climate Council	25,000.00	0.00	25,000.00
Continuous Monitorng Sta op	10,260.80	8,321.65	1,939.15
CMS Technology	0.00	45,000.00	(45,000.00)

Friends of Casco Bay / Casco Baykeeper

Profit & Loss Prev Year Comparison

April through August 2020

	Apr - Aug 20	Apr - Aug 19	\$ Change
Acidification Work	0.00	24,044.48	(24,044.48)
Bayscaping	0.00	7,500.00	(7,500.00)
Baykeeping	494.00	100.00	394.00
Water Quality Monitoring	1,325.00	5,545.00	(4,220.00)
Nitrogen	4,040.00	4,738.00	(698.00)
Campaign Costs	36,000.00	0.00	36,000.00
Pumpout - DEP	22,962.79	52,819.94	(29,857.15)
Pumpout - Contributed Gifts	5,000.00	17,100.00	(12,100.00)
Water Reporter	11,585.00	2,500.00	9,085.00
Total Restricted Revenue - Program	139,667.59	167,669.07	(28,001.48)
Total Restricted Revenue	139,667.59	167,669.07	(28,001.48)
Earned Income			
Pumpout Fees	140.00	1,010.00	(870.00)
Special Events	0.00	0.00	0.00
Raffle Ticket Sales	0.00	4,990.00	(4,990.00)
Sales of Boats Parts	0.00	1,800.00	(1,800.00)
Total Earned Income	140.00	7,800.00	(7,660.00)
Other Operating Income			
Other Operating Income			
Gain on Disposal Fixed Assets	0.00	3,206.04	(3,206.04)
Interest - operating accounts	685.88	882.93	(197.05)
Gain (Loss) Sale Donated Stock	(99.23)	(40.00)	(59.23)
Total Other Operating Income	586.65	4,048.97	(3,462.32)
Total Other Operating Income	586.65	4,048.97	(3,462.32)
Total Income	364,901.65	395,069.39	(30,167.74)
Expense			
Compensation			
Salaries - Gross	207,032.24	231,711.98	(24,679.74)
Payroll Taxes	15,467.34	17,354.16	(1,886.82)
Benefits	31,300.90	32,678.38	(1,377.48)
Accrued Vacation Adjustment	(2,353.80)	0.00	(2,353.80)
Total Compensation	251,446.68	281,744.52	(30,297.84)
Program Expenses			
Baykeeping Program	6,775.94	20,884.20	(14,108.26)
Boat and Vehicle Expenses	7,461.01	11,605.77	(4,144.76)
Casco Bay Monitoring	3,361.39	49,009.17	(45,647.78)
Pumpout Program	5,246.46	18,424.17	(13,177.71)
Total Program Expenses	22,844.80	99,923.31	(77,078.51)
Management and Administration			
Occupancy	8,015.66	8,105.33	(89.67)
Office and Management	17,278.32	15,347.94	1,930.38
Board Expenditures	5.75	336.27	(330.52)
Financing Costs	362.72	215.00	147.72
Total Management and Administration	25,662.45	24,004.54	1,657.91

Friends of Casco Bay / Casco Baykeeper

Profit & Loss Prev Year Comparison

April through August 2020

	Apr - Aug 20	Apr - Aug 19	\$ Change
Fund Raising Expenses			
Special Events Expenses	945.12	6,857.63	(5,912.51)
Climate Change Fund Campaign	24,866.43	2,095.11	22,771.32
Fund Raising Expenses	14,416.17	15,656.61	(1,240.44)
Total Fund Raising Expenses	40,227.72	24,609.35	15,618.37
Total Expense	340,181.65	430,281.72	(90,100.07)
Net Ordinary Income	24,720.00	(35,212.33)	59,932.33
Other Income/Expense			
Other Income			
Capital Activity			
Capital Contributions			
Revenue Received for Future Use	25,000.00	0.00	25,000.00
Total Capital Contributions	25,000.00	0.00	25,000.00
Activity in Capital Funds			
Climate Change & Casco Bay Fund			
Climate Change & CB Fund Gifts	217,703.00	348,500.00	(130,797.00)
Climate Change Fund Earnings	653.52	1,758.24	(1,104.72)
Gain (-Loss) Stock Gifts	293.75	0.00	293.75
Total Climate Change & Casco Bay Fund	218,650.27	350,258.24	(131,607.97)
Baykeeping Fund Net Activity			
Net Earnings (Loss) BKEndow MCF	63,286.65	20,737.12	42,549.53
Total Baykeeping Fund Net Activity	63,286.65	20,737.12	42,549.53
Boats Fund Net Activity			
Net Earnings (Loss) BoatsFd MCF	8,283.08	2,865.52	5,417.56
Total Boats Fund Net Activity	8,283.08	2,865.52	5,417.56
Advocacy Fund Net Activity			
Gifts to Emeritus Advocacy Fund	1,830.00	0.00	1,830.00
Net Earnings (Loss) Advocacy Fd	3,585.99	1,404.86	2,181.13
Total Advocacy Fund Net Activity	5,415.99	1,404.86	4,011.13
Total Activity in Capital Funds	295,635.99	375,265.74	(79,629.75)
Total Capital Activity	320,635.99	375,265.74	(54,629.75)
Total Other Income	320,635.99	375,265.74	(54,629.75)
Other Expense			
Capital Activity - Expenditures			
Release of Climate Change Fund	59,000.00	45,000.00	14,000.00
Release Net Assets - Programs	33,335.00	15,000.00	18,335.00
Total Capital Activity - Expenditures	92,335.00	60,000.00	32,335.00
Total Other Expense	92,335.00	60,000.00	32,335.00
Net Other Income	228,300.99	315,265.74	(86,964.75)
Net Income	253,020.99	280,053.41	(27,032.42)

Friends of Casco Bay / Casco Baykeeper Balance Sheet Prev Year Comparison

As of August 31, 2020

	Aug 31, 20	Aug 31, 19	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Operating Cash			
Key - Checking	65,925.23	51,741.78	14,183.45
Petty Cash	300.00	300.00	0.00
Post Office Permit	1,145.73	693.20	452.53
Total Operating Cash	67,370.96	52,734.98	14,635.98
Savings and Contingency Cash			
Key Business Interest Savings	367,163.78	133,500.67	233,663.11
Due to Emeritus Adv Fund fr Ops	(2,570.00)	0.00	(2,570.00)
Total Savings and Contingency Cash	364,593.78	133,500.67	231,093.11
Total Checking/Savings	431,964.74	186,235.65	245,729.09
Accounts Receivable			
Contributions Receivable			
Pledges Receivable	25,000.00	0.00	25,000.00
Board Pledges Receivable	10,100.00	10,975.00	(875.00)
Contributions Receivable	0.00	50.00	(50.00)
Total Contributions Receivable	35,100.00	11,025.00	24,075.00
Contract and Grant Receivables			
Receivable from CBEP	4,104.32	3,328.66	775.66
Receivable from DEP	28,541.09	67,944.20	(39,403.11)
Total Contract and Grant Receivables	32,645.41	71,272.86	(38,627.45)
Sponsorships Receivable	3,000.00	3,500.00	(500.00)
Climate Change Fund Pledges Rec	344,183.19	78,500.00	265,683.19
Other Accounts Receivable			
Pumpout Fees Receivable	80.00	80.00	0.00
Less Allowance Doubtful Accts	(80.00)	(70.00)	(10.00)
Total Other Accounts Receivable	0.00	10.00	(10.00)
Total Accounts Receivable	414,928.60	164,307.86	250,620.74
Other Current Assets			
Climate Change & Casco Bay Fund			
Climate Change Money Mkt TDBank	559,731.96	355,674.12	204,057.84
Certificate of Deposit Key #987	102,775.35	101,263.42	1,511.93
Climate Change Checking TDBank	593.04	593.04	0.00
Due to Ops fr Climate Change Fd	(80,000.00)	0.00	(80,000.00)
Climate Change & Casco Bay Fund - Other	80,000.00	0.00	80,000.00
Total Climate Change & Casco Bay Fund	663,100.35	457,530.58	205,569.77
Baykeeping Fund at MCF			
Baykeeping Fund Gifts Received	752,267.59	752,267.59	0.00
BK Fund Earnings Net of Fees	64,524.77	61,472.14	3,052.63
Unrealized Gain/Loss Mkt Value	878,781.62	875,867.11	2,914.51
Transfers BK Program Support	(983,307.09)	(946,238.09)	(37,069.00)
Total Baykeeping Fund at MCF	712,266.89	743,368.75	(31,101.86)

Friends of Casco Bay / Casco Baykeeper Balance Sheet Prev Year Comparison

As of August 31, 2020

	Aug 31, 20	Aug 31, 19	\$ Change
Boats Fund at MCF			
Boats Fd Gifts Received	116,952.98	116,952.98	0.00
Boats Fd Earnings Net of Fees	(897.33)	(1,334.22)	436.89
Unrealized Gain/Loss Market Val	37,172.77	37,093.83	78.94
Transfers for Boat Operations	(60,000.00)	(50,000.00)	(10,000.00)
Total Boats Fund at MCF	93,228.42	102,712.59	(9,484.17)
Advocacy Fund at MCF			
Emeritus Fund Gifts	77,098.49	77,098.49	0.00
Emeritus Earnings Net of Fees	(413.83)	(644.34)	230.51
Unrealized Gain/Loss Market Val	13,672.82	13,904.53	(231.71)
Transfers for Advocacy	(50,000.00)	(40,000.00)	(10,000.00)
Due from Operating Account	2,570.00	0.00	2,570.00
Total Advocacy Fund at MCF	42,927.48	50,358.68	(7,431.20)
Prepaid Expenses	17,162.54	10,201.86	6,960.68
Total Other Current Assets	1,528,685.68	1,364,172.46	164,513.22
Total Current Assets	2,375,579.02	1,714,715.97	660,863.05
Fixed Assets			
Fixed Assets			
Boats and Equipment			
Boats, Trailers, Improvements			
Boat AJ 28	234,707.66	234,707.66	0.00
Boat Pumpout	180,827.00	180,827.00	0.00
Total Boats, Trailers, Improvements	415,534.66	415,534.66	0.00
Vehicle	31,440.84	31,440.84	0.00
Equipment			
Equipment - Office	45,064.54	45,064.54	0.00
Equipment - Water Quality	0.00	22,346.93	(22,346.93)
Total Equipment	45,064.54	67,411.47	(22,346.93)
Total Boats and Equipment	492,040.04	514,386.97	(22,346.93)
Accumulated Depreciation	(244,713.34)	(225,953.30)	(18,760.04)
Total Fixed Assets	247,326.70	288,433.67	(41,106.97)
Total Fixed Assets	247,326.70	288,433.67	(41,106.97)
TOTAL ASSETS	2,622,905.72	2,003,149.64	619,756.08
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
Payroll Liabilities			
MaineShare Withholding	8.00	8.00	0.00
Total Payroll Liabilities	8.00	8.00	0.00
Deferred Revenue	0.00	40.00	(40.00)
Deferred Event Income			
Deferred Sponsorship Revenue	0.00	11,800.00	(11,800.00)
Deferred Ticket Revenue	0.00	4,170.00	(4,170.00)

Friends of Casco Bay / Casco Baykeeper Balance Sheet Prev Year Comparison

As of August 31, 2020

	<u>Aug 31, 20</u>	<u>Aug 31, 19</u>	<u>\$ Change</u>
Total Deferred Event Income	0.00	15,970.00	(15,970.00)
Funds Held for Others			
On behalf of Oil Spill Seminar	1,207.70	1,207.70	0.00
On behalf Back Cove YardScaping	795.29	795.29	0.00
Total Funds Held for Others	2,002.99	2,002.99	0.00
SBA Payroll Protection Funds	130,600.00	0.00	130,600.00
Accrued Vacation Liability	32,576.47	33,688.17	(1,111.70)
Total Other Current Liabilities	165,187.46	51,709.16	113,478.30
Total Current Liabilities	165,187.46	51,709.16	113,478.30
Total Liabilities	165,187.46	51,709.16	113,478.30
Equity			
Net Assets			
NA Without Donor Restrictions			
Unrestricted Undesignated	156,167.45	133,319.02	22,848.43
Board Designated Contingency	76,566.00	76,566.00	0.00
Board Designated Legal BK Fund			
Board Designated Legal Issues	31,562.60	31,562.60	0.00
Total Board Designated Legal BK Fund	31,562.60	31,562.60	0.00
Equity in Fixed Assets	253,620.66	294,727.63	(41,106.97)
Total NA Without Donor Restrictions	517,916.71	536,175.25	(18,258.54)
NA With Donor Restrictions			
Restricted for Programs & Ops	61,275.00	25,000.00	36,275.00
Baykeeping Fund	648,980.24	722,631.63	(73,651.39)
Boats Fund	84,945.34	99,847.07	(14,901.73)
Advocacy Fund	37,511.49	48,953.82	(11,442.33)
Climate Change & Casco Bay Fund	854,068.49	238,779.30	615,289.19
Total NA With Donor Restrictions	1,686,780.56	1,135,211.82	551,568.74
Total Net Assets	2,204,697.27	1,671,387.07	533,310.20
Net Income	253,020.99	280,053.41	(27,032.42)
Total Equity	2,457,718.26	1,951,440.48	506,277.78
TOTAL LIABILITIES & EQUITY	2,622,905.72	2,003,149.64	619,756.08

				FY21 Budget				
			See Supplemental Schedule for Notes	4/1/2020 - 3/31/2021				
			↓	FY21 BUDGET TOTAL	addition of unusual items = wash	Base budget - comparable to prior year elements	permanent differences as a result of covid shutdown	Base Budget expectations realigned due to covid
OPERATING INCOME/REVENUE								
	Individuals - Unrestricted							
		All Gifts from Individuals	A	375,000		375,000		
	Less: Gifts for Use in the Future							
	Less: Restricted for 30th Event in FY21			7,500		7,500		
	EVENT cancelled; repurposed online						(7,500)	
	Less: Restricted Gifts for Emeritus Fund							
	Less: Restricted Gifts for Boats							
	Less: Restricted Gifts for Climate Change Fund							
	Less: Restricted for Programs							
	Net Unrestricted Gifts from Individuals							
	Corporate Memberships							
		All Corporate Gifts	B	45,000		45,000		
	Less: Restricted for Programs							
	Net Unrestricted Corporate Gifts							
	Foundations - Unrestricted							
		All Foundation Income	C	175,000		175,000		
	Less: Gifts for Use in the Future							
	Less: Restricted Gifts for Climate Change Fund							
	Less: Restricted for Programs							
	Net Unrestricted Foundation Income							
	Government & Quasi-Government Revenue							
		All Government Grants and Contracts	D	109,500		109,500		
	SUSPENDED PO - DEP reimbursements lower						(47,000)	
	Less: Gifts for Use in the Future							
	Less: Restricted for Programs							
	Less: Restricted for new Pumpout Boat							
	Net Unrestricted Government Grants							
	Nonprofit Revenue							
		All Nonprofit Grants and Gifts	E	10,250		10,250		
	Less: Restricted for Programs							
	Net Unrestricted Nonprofit Gifts							
	Releases and Transfers							
		Temp Restr Net Assets Released fr Restriction						
		For Programs	F	60,000		60,000		
		From Baykeeping Fund	G	37,277		37,277		
		From Boats Fund	G	10,000		10,000		
		From Emeritus Fund for Advocacy	G	10,000		10,000		
	From Climate Change & Casco Bay Fund							
		For Monitoring Equipment	H	143,800	143,800			
		For Campaign Support	H	120,000	70,000	50,000		
	EVENT Ocean Gateway cancelled						(42,000)	
		For Related Operating Expenses	H	53,000		53,000		
	Less: Restricted for Programs							
	Net Unrestricted Transfers							
	Restricted Program Revenue							
Other Operating Income								
	Fees - Pumpout, Workshops, Services			13,000		13,000		
	SUSPENDED PO Services - no fees collected						(13,000)	

				FY21 Budget				
See Supplemental Schedule for Notes				4/1/2020 - 3/31/2021				
			↓	FY21 BUDGET TOTAL	addition of unusual items = wash	Base budget - comparable to prior year elements	permanent differences as a result of covid shutdown	Base Budget expectations realigned due to covid
	Special Events with Sponsors	I		28,000		28,000		
	EVENT cancelled						(28,000)	
	Special Events Ticket Sales							
	Sales of equipment, merchandise							
	Miscellaneous Operating Income			1,200		1,200		
	TOTAL OPERATING REVENUE	J		1,198,527	213,800	984,727	(137,500)	1,061,027
EXPENSES								
Compensation								
	Salaries	K		581,500		581,500		
	DELAY in hire of Staff Writer until into fall						(50,000)	
	Pumpout comp reduced with suspension of services						(6,500)	
	Payroll Taxes			44,550		44,550		
	Benefits			86,350		86,350		
	Accrued Vacation Adjustment							
	Total Compensation			712,400		712,400		
Program Expenditures								
	Baykeeping Program			38,320		38,320		
	Boat and Vehicle Expenses			16,600		16,600		
	Water Quality Monitoring & Other Sampling			23,870		23,870		
	Continuous Monitoring Station Equipment	H		143,800	143,800			
	Pumpout Program			14,560		14,560		
	DECREASE in various Program expenses						(13,500)	
	Total Program Expenses	L		237,150		93,350		
Management & Administration								
	Occupancy (lease, utilities, moving costs)	M		56,800		56,800		
	Other Management & Admin Expenses	M		54,080		54,080	(2,800)	
	Total Management & Admin Expenses			110,880		110,880		
Fundraising								
	Campaign 30th Anniversary Celebration	H		42,000	42,000			
	MOVED to online format						(42,000)	
	Campaign Public Launch Mailing	H		28,000	28,000			
	Special Events			19,220		19,220		
	CANCELED house party, film fest, MD event moved online						(14,100)	
	Fundraising			34,540		34,540		
	Total Fundraising Expenses			123,760		53,760		
Contingency				12,000		12,000	(12,000)	
	TOTAL EXPENSES	N		1,196,190	-	982,390	(140,900)	1,055,290
NET SURPLUS FROM								
	OPERATIONS BEFORE DEPRECIATION			2,337	213,800	2,337	3,400	5,737