

FY21 Interim Financial Report For the Ten Months Ended January 31, 2021

Prepared February 5,2021, CLRamsdell, CPA, CGMA

We are 10 months into the fiscal year, operating remotely due to the pandemic.

Operating income totals 708k, expenses total 680k, and the resulting surplus is 28k, which is 64k worse than budget and 67k worse than last year.

As reported last month, charitable giving is significantly behind budget and behind last year, and though expenses are also down, an operating deficit is projected. It is a good thing we received funds in the first round of SBA Payroll Protection Program funding. In January, the Board adopted a resolution to offset the deficit with the use of surpluses accumulated in unrestricted net assets, while we await forgiveness of the PPP1 loan.

Year to date numbers in relation to budget are disappointing, reflecting a combination of charitable giving categories not meeting budget, compounded by no pumpout billing and no film festival income. We have identified 4 items that account for \$60k we have not received: one donor missing in action (30k), one corporation whose operations have been so curtailed by the shutdown they are not making charitable gifts this year (10k), one foundation that decided to give to COVID related needs only (15k), and one foundation that, instead of donating 5k to our operations instead committed 25k/year for 5 years to our Climate Fund.

FY21 Revenue Highlights:

Operating income is 218k behind budget and 195k behind last year.

Gifts from <u>Individuals</u> include 196k for the Climate Fund, 2k for the Emeritus Fund, and 288k for operations, which is 73k behind budget and 65k behind last year.

Corporate gifts at 43k include 13k for the Climate Fund and 30k for operations, which is 11k behind budget and 14k behind last year.

<u>Foundation</u> gifts at 298k include 143k for the Climate Fund, 25k for future use, and 130k for operations this year, which is 35k behind budget and 60k behind last year. Many foundations made it clear this year that their grants would be going to organizations struggling with front line pandemic related issues: health, food, human services.

Government revenue is 51k, which is 54k behind budget and 74k behind last year. Last year we hosted the pumpout boat launch event and received pumpout reimbursement income; this year, with pumpout operations suspended, we received only some reimbursement income; this line item will be under budget for the year and will be offset with lower operating costs.

Nonprofit revenue at 10k is close to budget and 3k behind last year.

Releases of funds are 10k behind budget. Overall, we expect releases to be 54k under budget, as we will not be releasing funds that were to cover the costs of the Ocean Gateway event and a science assistant (hire has been postponed to FY22).

Earned income was budgeted year to date to be 41k, but we suspended pumpout operations and canceled the film festival. We did receive a \$5k sponsorship for the Knack Factory event.

FY21 Expenditure Highlights:

Operating expenses total 680k, which is 154k under budget.

- Compensation expenses are lower by 63k, as we have not yet hired a staff writer (this will happen this fiscal year) nor a science assistant (this will happen in FY22). We paid our pumpout captain at half salary to honor our verbal seasonal contract, and we did not receive 90% reimbursement for much of that due to the suspension of pumpout operations.
- Program expenses are lower by 22k because we are doing such things as having meetings online (lower travel reimbursements), boat trips were limited to field work only (not hosting donors, policy

- makers, and the media), 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 under budget by 43k, due in large part to a budgeted allowance for an increase in rent, but we have not yet moved. Staff members are receiving a nominal monthly reimbursement to offset the costs of working from home (internet, electricity).
- Fundraising expenses are under budget by 16k because we are not hosting in person events; we shifted to online events.
- Annually, we include a 1k/month expense line item in the budget, Contingency, to help offset any unplanned reductions in income or unexpected expenses, 10k year to date. This year, this will help absorb some of the hit we are taking from charitable giving being down.

Operating expenses year-to-date are 128k less than last year. Differences from last year:

- compensation are lower by 54k: last year we had one more person on staff and more pumpout related compensation
- program expenses are lower by 87k: last year we 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 (14k 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 are higher by 11k; though we do not host events this year (last year to date we had spent 20k on events). we incurred campaign expenses as we conducted the public phase.

Capital Activity:

Cash flow is fine. We received 130k in SBA Payroll Protection Program 1 funds in April; this is still classified as a loan. At the end of January, **operating** cash **not including the 130k**, totaled 329k, and that with Accounts Receivable of 35k (not including Climate Fund pledges of 251k) together total 364k, as compared with 379k last year at this time (347k in operating cash and 32k in A/R, not including 267k in Climate Fund pledges).

Funds invested at Maine Community Foundation:

Net increases in the invested funds held at Maine Community Foundation for the quarter ended 12/31/2020 were as follows:

Baykeeping Fund	\$84,386
Boats Fund	10,838
Emeritus Fund for Advocacy	4,859
Total quarterly increase, all funds at MCF	\$100,093

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

As of February 3, 2021, we had met our goal, and gifts are still trickling in.

Total raised to date	\$ 1 502 452	100 02% of the Goal
Planned Gifts (bequest)	220,000	
	1,282,452	85.5% of the Goal
Pledges Receivable	252,981	
Gifts Received	\$1,029,471	

	ACTUAL January 2021	BUDGET January 2021	Over (-Under) Budget	YTD ACTUAL Apr 2020 - Jan 2021	YTD BUDGET Apr 2020 - Jan 2021	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
ordinary Income/Expense							
Income							
Unrestricted Contributions							
Individuals							
All Gifts from Individuals	19,098.56	44,000.00	-24,901.44	486,655.29	361,500.00	125,155.29	382,500.00
Less Restricted Climate Fund	-5,685.00			-196,461.00			
Less Restricted Capital Gifts	0.00			-1,830.00			
Less Restricted for Program	-100.00			-6,659.00			
Total Individuals	13,313.56	44,000.00	-30,686.44	281,705.29	361,500.00	-79,794.71	382,500.00
Corporations							
All Gifts from Corporations	8,235.00	8,000.00	235.00	43,017.94	41,000.00	2,017.94	45,000.00
Less Restricted for Climate Fun	0.00			-13,275.00			
Less Restricted for Program	0.00			-3,250.00			
Total Corporations	8,235.00	8,000.00	235.00	26,492.94	41,000.00	-14,507.06	45,000.00
Foundations							
All Foundation Gifts	5,500.00			298,409.80			
Less Restricted Climate Fund	0.00			-143,000.00			
Less Restricted for Future Use	0.00			-25,000.00			
Foundations - Other	0.00	5,000.00	-5,000.00	0.00	165,000.00	-165,000.00	175,000.00
Total Foundations	5,500.00	5,000.00	500.00	130,409.80	165,000.00	-34,590.20	175,000.00
Government & Quasi Governmental							
All Governmental Revenue	2,520.75	2,050.00	470.75	51,126.11	105,500.00	-54,373.89	109,500.00
Less Restricted for Program	-2,520.75			-51,126.11			
Total Government & Quasi Governmental	0.00	2,050.00	-2,050.00	0.00	105,500.00	-105,500.00	109,500.00
Nonprofits							
All Nonprofit Revenue	0.00	4,700.00	-4,700.00	10,225.82	9,900.00	325.82	10,250.00
Total Nonprofits	0.00	4,700.00	-4,700.00	10,225.82	9,900.00	325.82	10,250.00
Total Unrestricted Contributions	27,048.56	63,750.00	-36,701.44	448,833.85	682,900.00	-234,066.15	722,250.00
Releases							

	ACTUAL January 2021	BUDGET January 2021	Over (-Under) Budget	YTD ACTUAL Apr 2020 - Jan 2021	YTD BUDGET Apr 2020 - Jan 2021	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Releases of Restrctd Net Assets							
Releases for Programs	0.00			60,000.00	60,000.00	0.00	60,000.00
Releases for CMS Data & Commnty	1,850.00	6,400.00	-4,550.00	37,300.00	40,200.00	-2,900.00	53,000.00
Releases for CMS Technology	0.00	0.00	0.00	0.00	0.00	0.00	143,800.00
Releases for Climate Campaign	7,000.00	3,500.00	3,500.00	64,000.00	71,000.00	-7,000.00	120,000.00
Releases from Baykeeping Fund	29,540.00	29,822.00	-282.00	29,540.00	29,822.00	-282.00	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	38,390.00	39,722.00	-1,332.00	190,840.00	201,022.00	-10,182.00	434,077.00
Less Restricted	-38,390.00			-190,840.00			
Total Releases	0.00	39,722.00	-39,722.00	0.00	201,022.00	-201,022.00	434,077.00
Restricted Revenue							
Restricted Revenue - Program							
Climate Fund CMS & outreach	1,850.00			37,300.00			
Climate Council	0.00			45,000.00			
Continuous Monitorng Sta op	2,520.75			20,990.37			
Baykeeping	29,540.00			30,034.00			
Water Quality Monitoring	100.00			2,125.00			
Nitrogen	0.00			4,040.00			
Campaign Costs	7,000.00			64,000.00			
Pumpout - DEP	0.00			25,135.74			
Pumpout - Contributed Gifts	0.00			5,000.00			
Water Reporter	0.00			18,250.00			
Total Restricted Revenue - Program	41,010.75			251,875.11			
Total Restricted Revenue	41,010.75			251,875.11			
Earned Income							
Pumpout Fees	0.00			140.00	13,000.00	-12,860.00	13,000.00
Special Events							
Sponsored Event - Film Festival	0.00			0.00	28,000.00	-28,000.00	28,000.00
Sponsored Event - Other	0.00			5,000.00			

	ACTUAL January 2021	BUDGET January 2021	Over (-Under) Budget	YTD ACTUAL Apr 2020 - Jan 2021	YTD BUDGET Apr 2020 - Jan 2021	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Total Special Events	0.00			5,000.00	28,000.00	-23,000.00	28,000.00
Total Earned Income	0.00			5,140.00	41,000.00	-35,860.00	41,000.00
Other Operating Income							
Other Operating Income							
Interest - operating accounts	13.30	100.00	-86.70	1,976.03	1,000.00	976.03	1,200.00
Gain (Loss) Sale Donated Stock	-44.78			-249.10			
Total Other Operating Income	-31.48	100.00	-131.48	1,726.93	1,000.00	726.93	1,200.00
Total Other Operating Income	-31.48	100.00	-131.48	1,726.93	1,000.00	726.93	1,200.00
otal Income	68,027.83	103,572.00	-35,544.17	707,575.89	925,922.00	-218,346.11	1,198,527.00
kpense							
Compensation							
Salaries - Gross	37,042.68	44,905.00	-7,862.32	417,450.94	469,240.00	-51,789.06	581,500.00
Payroll Taxes	3,112.54	3,319.00	-206.46	31,449.82	36,253.00	-4,803.18	44,550.00
Benefits	6,346.85	7,255.00	-908.15	63,881.48	68,215.00	-4,333.52	86,350.00
Accrued Vacation Adjustment	0.00			-2,353.80			
Total Compensation	46,502.07	55,479.00	-8,976.93	510,428.44	573,708.00	-63,279.56	712,400.00
Program Expenses							
Baykeeping Program	1,132.02	2,047.00	-914.98	27,017.42	28,176.00	-1,158.58	38,320.00
Boat and Vehicle Expenses	49.65	225.00	-175.35	11,745.67	16,000.00	-4,254.33	16,600.00
Casco Bay Monitoring	35.00	1,365.00	-1,330.00	9,987.11	21,150.00	-11,162.89	167,670.00
Pumpout Program	587.71	165.00	422.71	8,437.83	14,450.00	-6,012.17	14,560.00
Total Program Expenses	1,804.38	3,802.00	-1,997.62	57,188.03	79,776.00	-22,587.97	237,150.00
Management and Administration							
Occupancy	1,865.56	5,733.00	-3,867.44	16,087.90	45,334.00	-29,246.10	56,800.00
Office and Management	3,346.33	2,686.00	660.33	34,283.24	46,368.00	-12,084.76	51,740.00
Board Expenditures	0.55	145.00	-144.45	64.49	1,450.00	-1,385.51	1,740.00
Financing Costs	40.00	50.00	-10.00	562.72	500.00	62.72	600.00
			-3,361.56	50,998.35	93,652.00	-42,653.65	110,880.00

	ACTUAL January 2021	BUDGET January 2021	Over (-Under) Budget	YTD ACTUAL Apr 2020 - Jan 2021	YTD BUDGET Apr 2020 - Jan 2021	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Special Events Expenses	0.00			0.00	9,000.00	-9,000.00	9,000.00
House Party & Similar Events	0.00			0.00	10,120.00	-10,120.00	10,120.00
Climate Change Fund Campaign	105.78	100.00	5.78	29,042.70	30,000.00	-957.30	71,700.00
Fund Raising Expenses	665.23	1,995.00	-1,329.77	32,148.22	27,950.00	4,198.22	32,940.00
Total Fund Raising Expenses	771.01	2,095.00	-1,323.99	61,190.92	77,070.00	-15,879.08	123,760.00
Contingency Expense	0.00	1,000.00	-1,000.00	0.00	10,000.00	-10,000.00	12,000.00
Total Expense	54,329.90	70,990.00	-16,660.10	679,805.74	834,206.00	-154,400.26	1,196,190.00
Net Ordinary Income	13,697.93	32,582.00	-18,884.07	27,770.15	91,716.00	-63,945.85	2,337.00
Other Income/Expense							
Other Income							
Capital Activity							
Capital Contributions	0.00			25,000.00			
Activity in Capital Funds							
Climate Change & Casco Bay Fund							
Climate Change &CB Fund Gifts	5,685.00			352,736.00			
Climate Change Fund Earnings	108.78			1,375.60			
Gain (-Loss) Stock Gifts	0.00			293.75			
Total Climate Change & Casco Bay Fund	5,793.78			354,405.35			
Baykeeping Fund Net Activity							
Net Earnings (Loss) BKEndow MCF	0.00			189,577.81			
Transfers to Baykeeping Program	-29,540.00			-29,540.00			
Total Baykeeping Fund Net Activity	-29,540.00			160,037.81			
Boats Fund Net Activity							
Net Earnings (Loss) BoatsFd MCF	0.00			24,813.71			
Total Boats Fund Net Activity	0.00			24,813.71			
Advocacy Fund Net Activity							
Gifts to Emeritus Advocacy Fund	0.00			1,830.00			
Net Earnings (Loss) Advocacy Fd	0.00			10,878.91			
Total Advocacy Fund Net Activity	0.00			12,708.91			

	ACTUAL January 2021	BUDGET January 2021	Over (-Under) Budget	YTD ACTUAL Apr 2020 - Jan 2021	YTD BUDGET Apr 2020 - Jan 2021	Over (-Under) Budget	FY21 TOTAL ANNUAL BUDGET
Total Activity in Capital Funds	-23,746.22		_	551,965.78		<u>.</u>	
Total Capital Activity	-23,746.22			576,965.78			
Total Other Income	-23,746.22			576,965.78			
Other Expense							
Capital Activity - Expenditures							
Release of Climate Change Fund	8,850.00			101,300.00			
Release Net Assets - Programs	0.00			60,000.00			
Total Capital Activity - Expenditures	8,850.00			161,300.00			
Total Other Expense	8,850.00			161,300.00			
Net Other Income	-32,596.22			415,665.78			
Net Income	-18,898.29	32,582.00	-51,480.29	443,435.93	91,716.00	351,719.93	2,337.00

Friends of Casco Bay / Casco Baykeeper Profit & Loss Prev Year Comparison

April 2020 through January 2021

Apr '20 - Jan 21	Apr '19 - Jan 20	\$ Change
486,655.29	921,540.16	(434,884.87)
0.00	(800.00)	800.00
(196,461.00)	(550,351.00)	353,890.00
(1,830.00)	(200.00)	(1,630.00)
0.00	(17,050.00)	17,050.00
(6,659.00)	(8,015.00)	1,356.00
281,705.29	345,124.16	(63,418.87)
43,017.94	43,831.26	(813.32)
(13,275.00)	0.00	(13,275.00)
(3,250.00)	(17,350.00)	14,100.00
26,492.94	26,481.26	11.68
298,409.80	325,550.00	(27,140.20)
(143,000.00)	(120,000.00)	(23,000.00)
(25,000.00)	(15,000.00)	(10,000.00)
0.00	(5,000.00)	5,000.00
130,409.80	185,550.00	(55,140.20)
51,126.11	125,181.25	(74,055.14)
(51,126.11)	(117,681.25)	66,555.14
0.00	7,500.00	(7,500.00)
10,225.82	13,684.75	(3,458.93)
0.00	(3,782.48)	3,782.48
10,225.82	9,902.27	323.55
448.833.85	574.557.69	(125,723.84)
,	,	, ,
60.000.00	25,000,00	35,000.00
·	•	37,300.00
·		(45,000.00)
	•	64,000.00
•		(280.00)
		91,020.00
•	•	(91,020.00)
0.00	0.00	0.00
07.000.00	2.22	07.000.00
		37,300.00
45,000.00	0.00	45,000.00
	486,655.29 0.00 (196,461.00) (1,830.00) 0.00 (6,659.00) 281,705.29 43,017.94 (13,275.00) (3,250.00) 26,492.94 298,409.80 (143,000.00) (25,000.00) 0.00 130,409.80 51,126.11 (51,126.11) 0.00 10,225.82 0.00	486,655.29 921,540.16 0.00 (800.00) (196,461.00) (550,351.00) (1,830.00) (200.00) 0.00 (17,050.00) (6,659.00) (8,015.00) 281,705.29 345,124.16 43,017.94 43,831.26 (13,275.00) 0.00 (3,250.00) (17,350.00) 26,492.94 26,481.26 298,409.80 325,550.00 (143,000.00) (15,000.00) (25,000.00) (15,000.00) 0.00 (5,000.00) 130,409.80 185,550.00 51,126.11 125,181.25 (51,126.11) (117,681.25) 0.00 7,500.00 10,225.82 13,684.75 0.00 (3,782.48) 10,225.82 9,902.27 448,833.85 574,557.69 60,000.00 29,540.00 190,840.00 99,820.00 190,840.00 99,820.00 190,840.00 99,820.00 190,840.00 99,820.00 190,840.00 99,820.00 190,840.00 99,820.00 190,840.00 99,820.00 190,840.00 99,820.00 190,840.00 00.00

Friends of Casco Bay / Casco Baykeeper Profit & Loss Prev Year Comparison

April 2020 through January 2021

	Apr '20 - Jan 21	Apr '19 - Jan 20	\$ Change
Continuous Monitorng Sta op	20,990.37	17,031.17	3,959.20
CMS Technology	0.00	45,000.00	(45,000.00)
Acidification Work	0.00	34,044.48	(34,044.48)
Bayscaping	0.00	7,500.00	(7,500.00)
Baykeeping	30,034.00	29,920.00	114.00
Water Quality Monitoring	2,125.00	6,320.00	(4,195.00)
Nitrogen	4,040.00	4,738.00	(698.00)
Campaign Costs	64,000.00	0.00	64,000.00
Pumpout - DEP	25,135.74	88,150.08	(63,014.34)
Pumpout - Contributed Gifts	5,000.00	19,600.00	(14,600.00)
Water Reporter	18,250.00	16,395.00	1,855.00
Total Restricted Revenue - Program	251,875.11	268,698.73	(16,823.62)
Total Restricted Revenue	251,875.11	268,698.73	(16,823.62)
Earned Income			
Pumpout Fees	140.00	13,285.00	(13,145.00)
Special Events			
Sponsored Event - Film Festival	0.00	34,125.00	(34,125.00)
Sponsored Event - Other	5,000.00	0.00	5,000.00
Total Special Events	5,000.00	34,125.00	(29,125.00)
Raffle Ticket Sales	0.00	5,130.00	(5,130.00)
Sales of Boats Parts	0.00	1,800.00	(1,800.00)
Total Earned Income	5,140.00	54,340.00	(49,200.00)
Other Operating Income			
Other Operating Income	1,726.93	5,002.92	(3,275.99)
Total Other Operating Income	1,726.93	5,002.92	(3,275.99)
Total Income	707,575.89	902,599.34	(195,023.45)
Expense			
Compensation			
Salaries - Gross	417,450.94	464,592.01	(47,141.07)
Payroll Taxes	31,449.82	35,083.50	(3,633.68)
Benefits	63,881.48	64,825.80	(944.32)
Accrued Vacation Adjustment	(2,353.80)	0.00	(2,353.80)
Total Compensation	510,428.44	564,501.31	(54,072.87)
Program Expenses			
Baykeeping Program	27,017.42	41,023.74	(14,006.32)
Boat and Vehicle Expenses	11,745.67	16,681.54	(4,935.87)
Casco Bay Monitoring	9,987.11	56,859.37	(46,872.26)
Pumpout Program	8,437.83	29,354.84	(20,917.01)
Total Program Expenses	57,188.03	143,919.49	(86,731.46)
Management and Administration			
Occupancy	16,087.90	16,112.24	(24.34)
Office and Management	34,283.24	32,254.20	2,029.04
Board Expenditures	64.49	448.33	(383.84)
Financing Costs	562.72	565.00	(2.28)
Total Management and Administration	50,998.35	49,379.77	1,618.58

Friends of Casco Bay / Casco Baykeeper Profit & Loss Prev Year Comparison

April 2020 through January 2021

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	Apr '20 - Jan 21	Apr '19 - Jan 20	\$ Change
Fund Raising Expenses	·		
Special Events Expenses	0.00	8,723.31	(8,723.31)
House Party & Similar Events	0.00	11,287.52	(11,287.52)
Climate Change Fund Campaign	29,042.70	3,155.43	25,887.27
Fund Raising Expenses	32,148.22	26,563.51	5,584.71
Total Fund Raising Expenses	61,190.92	49,729.77	11,461.15
Total Expense	679,805.74	807,530.34	(127,724.60)
Net Ordinary Income	27,770.15	95,069.00	(67,298.85)
Other Income/Expense			
Other Income			
Capital Activity			
Capital Contributions			
Gifts Received for 30th Event	0.00	800.00	(800.00)
Revenue Received for Future Use	25,000.00	15,000.00	10,000.00
Total Capital Contributions	25,000.00	15,800.00	9,200.00
Activity in Capital Funds			
Climate Change & Casco Bay Fund			
Climate Change &CB Fund Gifts	352,736.00	670,351.00	(317,615.00)
Climate Change Fund Earnings	1,375.60	5,202.96	(3,827.36)
Gain (-Loss) Stock Gifts	293.75	(462.55)	756.30
Total Climate Change & Casco Bay Fund	354,405.35	675,091.41	(320,686.06)
Baykeeping Fund Net Activity			
Net Earnings (Loss) BKEndow MCF	189,577.81	48,108.00	141,469.81
Transfers to Baykeeping Program	(29,540.00)	(29,820.00)	280.00
Total Baykeeping Fund Net Activity	160,037.81	18,288.00	141,749.81
Boats Fund Net Activity			
Net Earnings (Loss) BoatsFd MCF	24,813.71	6,647.48	18,166.23
Total Boats Fund Net Activity	24,813.71	6,647.48	18,166.23
Advocacy Fund Net Activity			
Gifts to Emeritus Advocacy Fund	1,830.00	200.00	1,630.00
Net Earnings (Loss) Advocacy Fd	10,878.91	3,258.85	7,620.06
Total Advocacy Fund Net Activity	12,708.91	3,458.85	9,250.06
Total Activity in Capital Funds	551,965.78	703,485.74	(151,519.96)
Total Capital Activity	576,965.78	719,285.74	(142,319.96)
Total Other Income	576,965.78	719,285.74	(142,319.96)
Other Expense			,
Capital Activity - Expenditures			
Release of Climate Change Fund	101,300.00	45,000.00	56,300.00
Release Net Assets - Programs	60,000.00	25,000.00	35,000.00
Total Capital Activity - Expenditures	161,300.00	70,000.00	91,300.00
Total Other Expense	161,300.00	70,000.00	91,300.00
Net Other Income	415,665.78	649,285.74	(233,619.96)
Net Income	443,435.93	744,354.74	(300,918.81)

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

As of January 31, 2021

	Jan 31, 21	Jan 31, 20	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
Operating Cash			
Key - Checking	79,664.40	35,263.71	44,400.69
Petty Cash	300.00	300.00	0.00
Post Office Permit	3,558.03	212.15	3,345.88
Total Operating Cash	83,522.43	35,775.86	47,746.57
Savings and Contingency Cash			
Key Business Interest Savings	313,171.78	311,178.23	1,993.55
Due fr Climate Change Fd forOps	63,344.00	0.00	63,344.00
Due to Emeritus Adv Fund fr Ops	0.00	(200.00)	200.00
Total Savings and Contingency Cash	376,515.78	310,978.23	65,537.55
Total Checking/Savings	460,038.21	346,754.09	113,284.12
Accounts Receivable			
Contributions Receivable			
Pledges Receivable	25,000.00	0.00	25,000.00
Board Pledges Receivable	4,700.00	975.00	3,725.00
Contributions Receivable	0.00	50.00	(50.00)
Total Contributions Receivable	29,700.00	1,025.00	28,675.00
Contract and Grant Receivables			
Receivable from CBEP	4,573.09	3,716.53	856.56
Receivable from DEP	0.00	24,482.67	(24,482.67)
Total Contract and Grant Receivables	4,573.09	28,199.20	(23,626.11)
Sponsorships Receivable	1,000.00	3,000.00	(2,000.00)
Climate Change Fund Pledges Rec	251,025.19	266,635.49	(15,610.30)
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	286,298.28	298,869.69	(12,571.41)
Other Current Assets			
Climate Change & Casco Bay Fund			
Climate Change Money Mkt TDBank	754,761.50	499,260.33	255,501.17
Certificate of Deposit Key #987	102,796.89	102,337.44	459.45
Climate Change Checking TDBank	40,029.04	593.04	39,436.00
Due to Ops fr Climate Change Fd	(63,344.00)	0.00	(63,344.00)
Total Climate Change & Casco Bay Fund	834,243.43	602,190.81	232,052.62
Baykeeping Fund at MCF	•		•
Baykeeping Fund Gifts Received	752,267.59	752,267.59	0.00
BK Fund Earnings Net of Fees	58,790.78	68,895.64	(10,104.86)
Unrealized Gain/Loss Mkt Value	1,010,806.77	895,814.49	114,992.28
Transfers BK Program Support	(1,012,847.09)	(976,058.09)	(36,789.00)

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

As of January 31, 2021

	Jan 31, 21	Jan 31, 20	\$ Change
Boats Fund at MCF	Jan. 31, 21		y change
Boats Fulld at MCF Boats Fd Gifts Received	116,952.98	116,952.98	0.00
Boats Fd Earnings Net of Fees	(1,647.47)	(308.43)	(1,339.04)
Unrealized Gain/Loss Market Val	54,453.54	39,850.00	14,603.54
Transfers for Boat Operations	(60,000.00)	(50,000.00)	(10,000.00)
Total Boats Fund at MCF	109,759.05	106,494.55	3,264.50
Advocacy Fund at MCF	103,733.03	100,434.33	3,204.30
Emeritus Fund Gifts	79,668.49	77,098.49	2,570.00
Emeritus Earnings Net of Fees	(741.46)	(141.65)	(599.81)
Unrealized Gain/Loss Market Val	21,293.37	15,255.83	6,037.54
Transfers for Advocacy	(50,000.00)	(40,000.00)	(10,000.00)
Due from Operating Account	0.00	200.00	(200.00)
Total Advocacy Fund at MCF	50,220.40	52,412.67	(2,192.27)
Prepaid Expenses	16,412.54	15,401.86	1,010.68
Total Other Current Assets	1,819,653.47	1,517,419.52	302,233.95
Total Current Assets	2,565,989.96	2,163,043.30	402,946.66
Fixed Assets	2,000,000.00	2,100,040.00	402,040.00
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	2,813,316.66	2,451,476.97	361,839.69
LIABILITIES & EQUITY	2,010,010.00	2,101,110101	
Liabilities			
Current Liabilities			
Other Current Liabilities			
Payroll Liabilities			
MaineShare Withholding	4.00	4.00	0.00
Total Payroll Liabilities	4.00	4.00	0.00
Deferred Revenue	0.00	40.00	(40.00)
Funds Held for Others	0.00	.5.00	(.0.00)
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
	. 30.20		

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

As of January 31, 2021

	Jan 31, 21	Jan 31, 20	\$ Change
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	165,183.46	35,735.16	129,448.30
Total Current Liabilities	165,183.46	35,735.16	129,448.30
Total Liabilities	165,183.46	35,735.16	129,448.30
Equity			
Net Assets			
NA Without Donor Restrictions			
Unrestricted Undesignated	162,461.41	133,319.02	29,142.39
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	247,326.70	294,727.63	(47,400.93)
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	443,435.93	744,354.74	(300,918.81)
Total Equity	2,648,133.20	2,415,741.81	232,391.39
TOTAL LIABILITIES & EQUITY	2,813,316.66	2,451,476.97	361,839.69



January 25, 2021

Dear Fund Donors and Advisors,

The year 2020 will be remembered as among the most challenging in Maine's history – and in the 37-year existence of the Maine Community Foundation. In March and the months since, we adjusted all areas of our work – including grantmaking, scholarships, and community building – to address the pandemic. We also took action to strengthen and expand our ongoing equity work in response to racial violence and injustice.

Although these challenges changed the ways we did some things, vital foundation work continued uninterrupted. In fact, in many areas we ramped up operations, including issuing grants faster. Working with donors, grantees, volunteers, and other partners, we reaffirmed our mission: to improve the quality of life for all Maine people.

In 2020, MaineCF awarded more than 6,800 grants totaling over \$60 million – a record amount. Grants from donor-advised funds and the COVID-19 Emergency Relief Fund contributed to the increase. Despite setbacks to higher education due to the pandemic, MaineCF scholarships totaled nearly \$3 million. At the same time, donors like you helped grow our pool of investments, with more than \$45 million in new gifts. You established 70 new funds, bringing the total under management to 2,038.

Last year the foundation marked the 30th anniversary of the Waldo County Fund. This year, the Aroostook, Piscataquis, and Washington county funds, our first three, will celebrate 35 years of grantmaking. These county and regional funds, which now cover all 16 counties, comprise the Community Building Grant Program, our largest competitive grantmaking program. February 15 is the annual deadline.

While unable to host a summit this year, our strategic goal work continued. We convened Maine leaders to consider how they could adapt an equity lens to their work as part of our racial equity work, and supported communities and leaders of color through special programs. Collaborating with the Department of Education, we provided funding for laptops for students unable to access classes. We provided funding to communities to support young families and provide crucial services to older Mainers.

Earlier this month I announced my plan to step down as Maine Community Foundation president and CEO this summer. It is a bittersweet decision: my six years at MaineCF rank among the highlights of my professional career. I continue to be inspired by our mission and vision and over the next several months I will work to safeguard a strong and stable future for the foundation.

Thank you for all you have done to support the Maine Community Foundation in these daunting times. You recognized what was at stake and stepped up to contribute substantial resources to ensure our success. The year 2021 will offer additional challenges, but we begin it with a sense of hope and determination. We can do this.

G. Steven Rowe President and CEO



To: Fund Donors and Contacts

From: Jim Geary, Vice President and Chief Financial Officer

Peter Rothschild, Chief Investment Officer

Date: January 25, 2021

Re: Fourth Quarter Fund Statement

A strong fourth quarter moved markets upward and added to overall gains for 2020. The Maine Community Foundation's Primary Investment Portfolio rose by 11.3% for the quarter ended December 31. Our benchmark index* also gained ground, by 10.7%, over the last three months.

For the year, MaineCF's portfolio was up by a notable 15.0% as was our benchmark index, which gained 11.5%. A few other broad indices are worth noting as we wrap up the year: The S&P 500 rose by 18.4%, the Bloomberg/Barclays Aggregate Bond Index by 7.5%, and non-U.S. equities, as measured by the MSCI EAFE index, by 7.8%.

The investment results and financial activity of the MaineCF fund you established or advise are enclosed. If you have questions after reviewing the figures, please send an email to fundstatement@maineef.org or contact Jim Geary, vice president and chief financial officer, at 877-700-6800, ext. 2016. A line-by-line legend for the statement is included with this mailing.

On Thursday, February 25, 10-11 a.m., we will host a conference call for donors to learn more about MaineCF's investment program and strategies as we look back at 2020 and forward to this year and beyond. Please consider calling in with questions. Please RSVP Donor Services Associate Helen McCain, at hmccain@mainecf.org, or 1-877-700-6800, ext. 845.

Most MaineCF's staff continues to work remotely, but they can be reached by email and phone. A staff directory with phone numbers and email addresses is available at www.mainecf.org/staff.

Thank you for your commitment to, and faith in, the Maine Community Foundation. We look forward to building on our success and growth in 2021.

^{*} As of 04/01/2020, our custom benchmark consists of 60% MSCI All Country World Index (N); 25% HFRI Fund of Funds Composite Index; and 15% Barclays Capital Government Bond Index.

Maine Community Foundation

Statement of Activity

A guide to your fund statement

For more information, go to www.mainecf.org/DonorsFundholders/ForFundholders.aspx

Header:

- a Fund name.
- b Statement timeframe.
- c Fund type.
- d Spending type specified in the fund agreement. Determines whether principal may be spent.
- e MaineCF email address for fund statement questions.
- f Four letter/number fund code used by MaineCF staff to locate fund in our databases.

Fund Activity:

- a Contributions are tax-deductible donations to the fund by a donor or additions to the fund from agency fund holders.
- b Fundraising revenues are not tax deductible to the donor.
- c Interest & dividends, realized and unrealized gains/(losses), report the investment results posted quarterly.
- d Investment manager fees include consultant and other direct out-of-pocket investment-related expenses. Not all investment managers separately report their fees but may include fees as a reduction in net investment return. Investment manager fees are posted quarterly.
- e Special non-grant-related program expenses such as consultants and meeting expenses. N/A for donor advised funds.
- f MaineCF administrative fees are charged quarterly and based on prior quarter's ending fund balance.
 - · Includes credit card fees related to fund donations.
- g Interfund transfers are grants from the originating MaineCF fund to another MaineCF fund.

Amount Available for Distribution includes:

- a Any prior year carryover.
- b Current year grant budget.
 - Current MaineCF board spending policy is 4% of the average fund balance for the previous 12-quarters measured as of 9/30. If 9/30 Historic Gift Value is greater than 9/30 ending balance, a reduced rate is used.
 - Income & principal spending type funds may choose to have a grant budget calculated.
 - Agency fund type may choose NOT to have a grant budget calculated.
- c Any contributions or fundraising revenues specified for distribution; as opposed to added to fund principal.
- d Void or returned MaineCF checks.
- e Less MaineCF checks issued during the current year.
- f Reduced for commitments made (see Details of Commitments).

Impact Investing Balance:

a Donors may make commitments to Farms, Fisheries and Food or Downtown & Business Development investment pools.

Historic Gift Value (HGV):

- a Pertains to funds with income/only and income & principal-special spending types.
- b Consists of contributions and additions to fund principal.
- c Agency fund agreements may permit the agency's governing board to request distributions of principal.
- d If 9/30 HGV is greater than 9/30 ending balance, a reduced spending rate is used (previous years has been 2.5%).

YTD Details of Contributions lists each current year gifts to the fund or additions to the fund from agency fund holders.

Interfund transfers lists each current year MaineCF-fund-to-MaineCF-fund transfer.

YTD Details of Grants lists each current year grant expense/payment from the fund.

Details of Commitments as of end date of period listed in Header.

- a Does not apply to Agency, Agency/Scholarship, Designated, and Designated/Scholarship fund types.
- b All unpaid commitments made by the fund to a qualified charity.
- c Grant expense in the period the commitment was made (Committed column).
- d Liability to the fund, which reduces the fund balance. Dollars are still invested until paid.
- e Ex. \$100,000 fund balance less \$10,000 commitment = \$90,000 fund balance; \$100,000 invested until paid.
- f Scheduled column shows date grant is to be paid.

Prior Year Committed Paid for current year

- a Date commitment paid if not a current year commitment.
- b If payment is for a current year commitment, will show in Detail of Grants section.

Period: 01/01/2020 to 12/31/2020

Fund Type: Agency

Spending Type: Invested/Inc & Prncpl-SPECIAL

CASC

Questions? Contact: fundstatement@mainecf.org

Cathy L. Ramsdell CPA Friends of Casco Bay 43 Slocum Drive South Portland, ME 04106

Fund Activity	4th Quarter	Calendar YTD	Other information included in Ending	Balance
Beginning Balance	\$755,762.14	\$770,739.63	(will not total ending balance)	
Contributions	\$0.00	\$0.00	Amount Available For Distribution	\$29,540.00
Fundraising Revenues	\$0.00	\$0.00	Includes 2021 Grant Budget	\$29,540.00
Other Revenues and Grant Refunds	\$0.00	\$0.00		
Total Receipts	\$0.00	\$0.00		
Interest & Dividends	\$1,000.61	\$2,783.21	Impact Investing Balance	N/A
Realized Gains (Losses)	\$21,249.85	\$25,415.49	(not available for grantmaking)	
Unrealized Gains (Losses)	\$64,699.70	\$89,576.79		
Investment Manager Fees	(\$2,548.25)	(\$6,751.07)	Historic Gift Value	\$703,112.48
Total Investment Activity	\$84,401.91	\$111,024.42	(not applicable for Income & Principal spending type)	
Grants & Scholarships	\$0.00	(\$37,069.00)		
Special Program Expenses	\$0.00	\$0.00		
MaineCF Administrative Fees	(\$1,606.00)	(\$6,137.00)		
Total Disbursements	(\$1,606.00)	(\$43,206.00)		
Interfund Transfers - In(Out)	\$0.00	\$0.00		
nding Balance on 12/31/2020:	\$838,558.05	\$838,558.05		

YTD Details of Contributions	YTD Details of Grants		
	01/15/2020 Friends of Casco Bay		(\$29,820.00)
	02/12/2020 Friends of Casco Bay	_	(\$7,249.00)
		Total Grants	(\$37,069.00)

Period: 01/01/2020 to 12/31/2020

Fund Type: Agency

Spending Type: Invested/Inc & Prncpl-SPECIAL

CAS1

Questions? Contact: fundstatement@mainecf.org

Cathy L. Ramsdell CPA Friends of Casco Bay 43 Slocum Drive South Portland, ME 04106

Fund Activity	4th Quarter	Calendar YTD	Other information included in Ending Balance	
Beginning Balance	\$98,921.67	\$106,494.55	(will not total ending balance)	
Contributions	\$0.00	\$0.00	Amount Available For Distribution	\$4,120.00
Fundraising Revenues	\$0.00	\$0.00	Includes 2021 Grant Budget	\$4,120.00
Other Revenues and Grant Refunds	\$0.00	\$0.00		
Total Receipts	\$0.00	\$0.00		
Interest & Dividends	\$130.97	\$368.04	Impact Investing Balance	N/A
Realized Gains (Losses)	\$2,781.40	\$3,288.28	(not available for grantmaking)	
Unrealized Gains (Losses)	\$8,468.55	\$11,315.26		
Investment Manager Fees	(\$333.54)	(\$892.08)	Historic Gift Value	\$96,494.55
Total Investment Activity	\$11,047.38	\$14,079.50	(not applicable for Income & Principal spending type)	
Grants & Scholarships	\$0.00	(\$10,000.00)		
Special Program Expenses	\$0.00	\$0.00		
MaineCF Administrative Fees	(\$210.00)	(\$815.00)		
Total Disbursements	(\$210.00)	(\$10,815.00)		
Interfund Transfers - In(Out)	\$0.00	\$0.00		
nding Balance on 12/31/2020:	\$109,759.05	\$109,759.05		

YTD Details of Contributions	YTD Details of Grants	
	02/12/2020 Friends of Casco Bay	(\$10,000.00)
	Total Grants	(\$10,000.00)



CASC - Friends of Casco Bay Emeritus Fund for Advocacy Statement of Activity

Period: 01/01/2020 to 12/31/2020

Fund Type: Agency

Spending Type: Invested/Inc & Prncpl-SPECIAL Questions? Contact: fundstatement@mainecf.org

Cathy L. Ramsdell CPA Friends of Casco Bay 43 Slocum Drive South Portland, ME 04106

Fund Activity	4th Quarter	Calendar YTD	Other information included in Ending Balance	
Beginning Balance	\$42,821.73	\$52,212.67	(will not total ending balance)	
Contributions	\$2,570.00	\$2,570.00	Amount Available For Distribution	\$2,070.00
Fundraising Revenues Other Revenues and Grant Refunds	\$0.00 \$0.00	\$0.00 \$0.00	Includes 2021 Grant Budget	\$2,070.00
Total Receipts	\$2,570.00	\$2,570.00		
Interest & Dividends	\$58.33	\$164.49	Impact Investing Balance	N/A
Realized Gains (Losses)	\$1,238.62	\$1,421.74	(not available for grantmaking)	
Unrealized Gains (Losses)	\$3,771.25	\$4,615.80		
Investment Manager Fees	(\$148.53)	(\$398.30)	Historic Gift Value	\$44,893.57
Total Investment Activity	\$4,919.67	\$5,803.73	(not applicable for Income & Principal spending type)	
Grants & Scholarships	\$0.00	(\$10,000.00)		
Special Program Expenses	\$0.00	\$0.00		
MaineCF Administrative Fees	(\$91.00)	(\$366.00)		
Total Disbursements	(\$91.00)	(\$10,366.00)		
Interfund Transfers - In(Out)	\$0.00	\$0.00		
nding Balance on 12/31/2020:	\$50,220.40	\$50,220.40		

YTD Details of Contributions			YTD Details of Grants				
11/18/2020	Friends of Casco Bay		\$2,570.00	02/12/2020	Friends of Casco Bay		(\$10,000.00)
		Total Contributions	\$2,570.00			Total Grants	(\$10,000.00)