

**FY21 has come to a close; we operated remotely all year due to the pandemic.**

Operating income totals 1,002k, expenses total 999k, and the resulting surplus is 3k before depreciation, a noncash expense.

In February, the Board authorized the use of Unrestricted Net Assets (accumulated operating surpluses from prior years) to offset an operating deficit this year, in an amount not to exceed 130k, the amount of our SBA PPP1 loan, which we expect will be forgiven during FY22, at which time we will “restore” the Unrestricted Net Assets used to balance FY21. As of the writing of this report, we expect FY21’s use will be about 15k. This is good news, as it means more of the PPP funds will be available to help with future budget needs.

**FY21 Revenue Highlights:**

Operating income is 196k behind budget and 9k behind last year.

- Gifts from Individuals: 352k, which is 30k behind budget (28k behind last year). The good news is, we raised 198k from Individuals this year for the Climate Fund, and 550k last year, and more than 100 of those donors are new to us, so we are optimistic for FY22.
- Gifts from Corporations: 43k, which is 2k behind budget (15k behind last year). One company that has donated 10k annually for year did not donate due to curtailed business operations because of the pandemic.
- Gifts from Foundations: 133k, which is 42k behind budget (57k behind last year). Many foundations shifted their giving to the pandemic and hunger related initiatives.
- Government revenue: 56k, which is 53k behind budget (76k behind last year). We did not invoice many pumpout expenses for the 90% reimbursements this year, and we receive less funding each year from the Casco Bay Estuary Partnership.
- Nonprofit revenue at 15k is the only category that is over budget (and close to last year), by 5k, thanks to a boat donation through the Maritime Funding Association of Maine.
- Releases of funds at 391k are 42k behind budget. We did not release funds that were to cover the costs of the Ocean Gateway event nor for compensation costs for a science assistant (the hire was postponed). This category does include the release of 15k from Unrestricted Net Assets as mentioned above.
- Earned income is 36k behind budget (51k behind last year). We did not collect new pumpout fees this year and we canceled the film festival. We did receive a \$5k sponsorship for the Knack Factory event.

**FY21 Expenditure Highlights:**

Operating expenses total 999k, which is 197k under budget and 29k more than last year.

- Compensation expenses were 64k under budget. We postponed hiring a science assistant until next fiscal year, our new staff writer did not join us until March of this year, and we paid our pumpout captain at half salary to honor our verbal seasonal contract, in light of our suspension of pumpout operations for the season.
- Program expenses are under budget by 18k because we had meetings online (lower travel reimbursements), and boat trips were limited to field work only (not hosting donors, policy makers, and the media). Monitoring costs were higher this year because we purchased all of the equipment for our additional monitoring stations and field work, using 143k of Climate Fund monies.
- Management and administrative expenses are under budget by 48k, due in large part to a budgeted but unused allowance for an increase in rent (36k), but we have not yet moved. Staff members

received a nominal monthly reimbursement to offset the costs of working from home (internet, electricity).

- Fundraising expenses were under budget by 54k. We did not spend funds on hosting in-person events. From the 42k we “saved” by not hosting our 30<sup>th</sup> anniversary public launch of the campaign event, we did decide to spend 11k for the campaign on the fall Special Appeal, which helped us cross the campaign finish line.

### Capital Activity:

Cash flow is fine. In April, we received \$130,600 in SBA Payroll Protection Program 1 (PPP1) funds, and in March we received \$118,740 in PPP2 fund, a total of \$249,340. At the end of March, **operating cash not including the 249k**, totaled 336k, and that with Accounts Receivable of 33k (not including Climate Fund pledges of 210k) together total 369k, as compared with 345k last year at this time (312k in operating cash and 33k in A/R, not including 266k in Climate Fund pledges).

### Funds invested at Maine Community Foundation:

As of the writing of this report, we had not yet received the activity statements for the quarter ending March 31, 2021.

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	<u>4,859</u>
Total quarterly increase, all funds at MCF	\$100,093

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

The breakdown of gifts by source:

Individuals		
Outright gifts	879,152	58.6%
Planned gifts	<u>220,000</u>	<u>14.7%</u>
Individuals	1,099,152	73.3%
Corporations	13,300	8.8%
Foundations	<u>268,000</u>	<u>17.9%</u>
Total	1,500,452	100.0%

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

March 2021

	ACTUAL March 2021	BUDGET March 2021	Over (-Under) Budget	YTD ACTUAL Apr 2021- March 2021	YTD BUDGET Apr 2021- March 2021	Over (-Under) Budget	TOTAL FY21 BUDGET
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
<b>Unrestricted Contributions</b>							
<b>Individuals</b>							
All Gifts from Individuals	26,700.00	6,000.00	20,700.00	601,460.82	382,500.00	218,960.82	382,500.00
Less Restricted Climate Fund	-1,055.00			-197,681.60			
Less Restricted Capital Gifts	0.00			-1,830.00			
Less Restricted for Future Use	-12,500.00			-50,000.00			
Less Restricted for Program	0.00			-19,159.00			
<b>Total Individuals</b>	<b>13,145.00</b>	<b>6,000.00</b>	<b>7,145.00</b>	<b>332,790.22</b>	<b>382,500.00</b>	<b>-49,709.78</b>	<b>382,500.00</b>
<b>Corporations</b>							
All Gifts from Corporations	450.00	4,000.00	-3,550.00	46,192.70	45,000.00	1,192.70	45,000.00
Less Restricted for Climate Fun	0.00			-13,300.00			
Less Restricted for Program	0.00			-3,250.00			
<b>Total Corporations</b>	<b>450.00</b>	<b>4,000.00</b>	<b>-3,550.00</b>	<b>29,642.70</b>	<b>45,000.00</b>	<b>-15,357.30</b>	<b>45,000.00</b>
<b>Foundations</b>							
All Foundation Gifts	0.00			301,409.80			
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	175,000.00	-175,000.00	175,000.00
<b>Total Foundations</b>	<b>0.00</b>	<b>5,000.00</b>	<b>-5,000.00</b>	<b>133,409.80</b>	<b>175,000.00</b>	<b>-41,590.20</b>	<b>175,000.00</b>
<b>Government &amp; Quasi Governmental</b>							
All Governmental Revenue	2,520.75	2,000.00	520.75	56,167.61	109,500.00	-53,332.39	109,500.00
Less Restricted for Program	-2,520.75			-56,167.61			
<b>Total Government &amp; Quasi Governmental</b>	<b>0.00</b>	<b>2,000.00</b>	<b>-2,000.00</b>	<b>0.00</b>	<b>109,500.00</b>	<b>-109,500.00</b>	<b>109,500.00</b>
<b>Nonprofits</b>							
All Nonprofit Revenue	199.53	175.00	24.53	15,477.04	10,250.00	5,227.04	10,250.00
<b>Total Nonprofits</b>	<b>199.53</b>	<b>175.00</b>	<b>24.53</b>	<b>15,477.04</b>	<b>10,250.00</b>	<b>5,227.04</b>	<b>10,250.00</b>
<b>Total Unrestricted Contributions</b>	<b>13,794.53</b>	<b>17,175.00</b>	<b>-3,380.47</b>	<b>511,319.76</b>	<b>722,250.00</b>	<b>-210,930.24</b>	<b>722,250.00</b>
<b>Releases</b>							
Releases of Unrestr Net Assets	15,000.00			15,000.00			

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

March 2021

	ACTUAL March 2021	BUDGET March 2021	Over (-Under) Budget	YTD ACTUAL Apr 2021- March 2021	YTD BUDGET Apr 2021- March 2021	Over (-Under) Budget	TOTAL FY21 BUDGET
<b>Releases of Restrctd Net Assets</b>							
Releases for Programs	0.00	0.00	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	41,000.00	53,000.00	-12,000.00	53,000.00
Releases for CMS Technology	0.00	0.00	0.00	143,857.04	143,800.00	57.04	143,800.00
Releases for Climate Campaign	18,000.00	45,500.00	-27,500.00	89,000.00	120,000.00	-31,000.00	120,000.00
Releases from Baykeeping Fund	7,737.00	7,455.00	282.00	37,277.00	37,277.00	0.00	37,277.00
Releases from Boats Fund	10,000.00	10,000.00	0.00	10,000.00	10,000.00	0.00	10,000.00
Releases from Emer Advocacy Fd	10,000.00	10,000.00	0.00	10,000.00	10,000.00	0.00	10,000.00
<b>Total Releases of Restrctd Net Assets</b>	<b>47,587.00</b>	<b>79,355.00</b>	<b>-31,768.00</b>	<b>391,134.04</b>	<b>434,077.00</b>	<b>-42,942.96</b>	<b>434,077.00</b>
Less Restricted	-47,587.00			-391,134.04			
<b>Total Releases</b>	<b>15,000.00</b>	<b>79,355.00</b>	<b>-64,355.00</b>	<b>15,000.00</b>	<b>434,077.00</b>	<b>-419,077.00</b>	<b>434,077.00</b>
<b>Restricted Revenue</b>							
<b>Restricted Revenue - Program</b>							
Climate Fund CMS & outreach	1,850.00			41,000.00			
Climate Council	0.00			57,500.00			
Continuous Monitorng Sta op	2,520.75			26,031.87			
CMS Technology	0.00			143,857.04			
Baykeeping	17,737.00			47,771.00			
Water Quality Monitoring	0.00			2,125.00			
Nitrogen	0.00			4,040.00			
Boats Operations	10,000.00			10,000.00			
Campaign Costs	18,000.00			89,000.00			
Pumpout - DEP	0.00			25,135.74			
Pumpout - Contributed Gifts	0.00			5,000.00			
Water Reporter	0.00			18,250.00			
<b>Total Restricted Revenue - Program</b>	<b>50,107.75</b>			<b>469,710.65</b>			
<b>Total Restricted Revenue</b>	<b>50,107.75</b>			<b>469,710.65</b>			
<b>Earned Income</b>							
Pumpout Fees	0.00			140.00	13,000.00	-12,860.00	13,000.00
<b>Special Events</b>							
Sponsored Event - Film Festival	0.00	0.00	0.00	0.00	28,000.00	-28,000.00	28,000.00

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

March 2021

	ACTUAL March 2021	BUDGET March 2021	Over (-Under) Budget	YTD ACTUAL Apr 2021- March 2021	YTD BUDGET Apr 2021- March 2021	Over (-Under) Budget	TOTAL FY21 BUDGET
Sponsored Event - Other	0.00			5,000.00			
<b>Total Special Events</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5,000.00</b>	<b>28,000.00</b>	<b>-23,000.00</b>	<b>28,000.00</b>
<b>Total Earned Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5,140.00</b>	<b>41,000.00</b>	<b>-35,860.00</b>	<b>41,000.00</b>
<b>Other Operating Income</b>							
Other Operating Income							
Interest - operating accounts	19.80	100.00	-80.20	2,009.41	1,200.00	809.41	1,200.00
Gain (Loss) Sale Donated Stock	0.00			-249.10			
<b>Total Other Operating Income</b>	<b>19.80</b>	<b>100.00</b>	<b>-80.20</b>	<b>1,760.31</b>	<b>1,200.00</b>	<b>560.31</b>	<b>1,200.00</b>
<b>Total Other Operating Income</b>	<b>19.80</b>	<b>100.00</b>	<b>-80.20</b>	<b>1,760.31</b>	<b>1,200.00</b>	<b>560.31</b>	<b>1,200.00</b>
<b>Total Income</b>	<b>78,922.08</b>	<b>96,630.00</b>	<b>-17,707.92</b>	<b>1,002,930.72</b>	<b>1,198,527.00</b>	<b>-195,596.28</b>	<b>1,198,527.00</b>
<b>Expense</b>							
<b>Compensation</b>							
Salaries - Gross	58,448.62	67,355.00	-8,906.38	512,942.22	581,500.00	-68,557.78	581,500.00
Payroll Taxes	4,547.51	4,978.00	-430.49	39,052.33	44,550.00	-5,497.67	44,550.00
Benefits	7,196.80	10,880.00	-3,683.20	77,451.22	86,350.00	-8,898.78	86,350.00
Accrued Vacation Adjustment	21,081.04			18,727.24			
<b>Total Compensation</b>	<b>91,273.97</b>	<b>83,213.00</b>	<b>8,060.97</b>	<b>648,173.01</b>	<b>712,400.00</b>	<b>-64,226.99</b>	<b>712,400.00</b>
<b>Program Expenses</b>							
Baykeeping Program	4,748.61	8,097.00	-3,348.39	32,368.68	38,320.00	-5,951.32	38,320.00
Boat and Vehicle Expenses	169.19	375.00	-205.81	11,914.86	16,600.00	-4,685.14	16,600.00
Casco Bay Monitoring	9,201.74	1,355.00	7,846.74	166,105.91	167,670.00	-1,564.09	167,670.00
Pumpout Program	77.78	55.00	22.78	8,515.61	14,560.00	-6,044.39	14,560.00
<b>Total Program Expenses</b>	<b>14,197.32</b>	<b>9,882.00</b>	<b>4,315.32</b>	<b>218,905.06</b>	<b>237,150.00</b>	<b>-18,244.94</b>	<b>237,150.00</b>
<b>Management and Administration</b>							
Occupancy	1,707.16	5,733.00	-4,025.84	19,489.81	56,800.00	-37,310.19	56,800.00
Contingency Office Relocation	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Office and Management	3,788.68	2,686.00	1,102.68	41,945.06	51,740.00	-9,794.94	51,740.00
Board Expenditures	2.24	145.00	-142.76	66.73	1,740.00	-1,673.27	1,740.00
Financing Costs	40.00	50.00	-10.00	875.08	600.00	275.08	600.00
<b>Total Management and Administration</b>	<b>5,538.08</b>	<b>8,614.00</b>	<b>-3,075.92</b>	<b>62,376.68</b>	<b>110,880.00</b>	<b>-48,503.32</b>	<b>110,880.00</b>
<b>Fund Raising Expenses</b>							

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

March 2021

	ACTUAL March 2021	BUDGET March 2021	Over (-Under) Budget	YTD ACTUAL Apr 2021- March 2021	YTD BUDGET Apr 2021- March 2021	Over (-Under) Budget	TOTAL FY21 BUDGET
Special Events Expenses	0.00			0.00	9,000.00	-9,000.00	9,000.00
House Party & Similar Events	0.00			5,450.00	10,120.00	-4,670.00	10,120.00
Climate Change Fund Campaign	14.00	41,600.00	-41,586.00	36,544.86	71,700.00	-35,155.14	71,700.00
Fund Raising Expenses	1,447.23	2,995.00	-1,547.77	27,958.72	32,940.00	-4,981.28	32,940.00
<b>Total Fund Raising Expenses</b>	<b>1,461.23</b>	<b>44,595.00</b>	<b>-43,133.77</b>	<b>69,953.58</b>	<b>123,760.00</b>	<b>-53,806.42</b>	<b>123,760.00</b>
Contingency Expense	0.00	1,000.00	-1,000.00	0.00	12,000.00	-12,000.00	12,000.00
<b>Total Expense</b>	<b>112,470.60</b>	<b>147,304.00</b>	<b>-34,833.40</b>	<b>999,408.33</b>	<b>1,196,190.00</b>	<b>-196,781.67</b>	<b>1,196,190.00</b>
<b>Net Ordinary Income</b>	<b>-33,548.52</b>	<b>-50,674.00</b>	<b>17,125.48</b>	<b>3,522.39</b>	<b>2,337.00</b>	<b>1,185.39</b>	<b>2,337.00</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
<b>Capital Contributions</b>							
Revenue Received for Future Use	12,500.00			75,000.00			
<b>Total Capital Contributions</b>	<b>12,500.00</b>			<b>75,000.00</b>			
<b>Climate Change &amp; Casco Bay Fund</b>							
Climate Change & CB Fund Gifts	1,055.00			353,981.60			
Climate Change Fund Earnings	84.62			1,542.86			
Gain (-Loss) Stock Gifts	0.00			293.75			
<b>Total Climate Change &amp; Casco Bay Fund</b>	<b>1,139.62</b>			<b>355,818.21</b>			
<b>Baykeeping Fund Net Activity</b>							
<b>Net Earnings (Loss) BKEndow MCF</b>							
Baykeeping Fd Int Dividends MCF	0.00			2,097.01			
Baykeeping Fd Gains(Losses) MCF	0.00			197,183.72			
Baykeeping Fd Fees MCF	0.00			-9,702.92			
<b>Total Net Earnings (Loss) BKEndow MCF</b>	<b>0.00</b>			<b>189,577.81</b>			
Transfers to Baykeeping Program	-7,737.00			-37,277.00			
<b>Total Baykeeping Fund Net Activity</b>	<b>-7,737.00</b>			<b>152,300.81</b>			
<b>Boats Fund Net Activity</b>							
<b>Net Earnings (Loss) BoatsFd MCF</b>							
Boats Fd Interest Dividends MCF	0.00			274.48			
Boats Fd Gains(Losses) MCF	0.00			25,809.37			

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

March 2021

	ACTUAL March 2021	BUDGET March 2021	Over (-Under) Budget	YTD ACTUAL Apr 2021- March 2021	YTD BUDGET Apr 2021- March 2021	Over (-Under) Budget	TOTAL FY21 BUDGET
Boats Fd Fees MCF	0.00			-1,270.14			
Total Net Earnings (Loss) BoatsFd MCF	0.00			24,813.71			
Transfers to Boat Operations	-10,000.00			-10,000.00			
Total Boats Fund Net Activity	-10,000.00			14,813.71			
Advocacy Fund Net Activity							
Gifts to Emeritus Advocacy Fund	0.00			1,830.00			
Net Earnings (Loss) Advocacy Fd							
Advocacy Fd Int Dividends MCF	0.00			120.45			
Advocacy Fd Gains(Losses) MCF	0.00			11,312.47			
Advocacy Fd Fees MCF	0.00			-554.01			
Total Net Earnings (Loss) Advocacy Fd	0.00			10,878.91			
Transfers for Advocacy Work	-10,000.00			-10,000.00			
Total Advocacy Fund Net Activity	-10,000.00			2,708.91			
Total Activity in Capital Funds	-26,597.38			525,641.64			
Total Capital Activity	-14,097.38			600,641.64			
Total Other Income	-14,097.38			600,641.64			
Other Expense							
Depreciation							
Depreciation - BK Boats	23,470.77			23,470.77			
Depreciation - Pumpout	18,082.70			18,082.70			
Depreciation - M&A	927.84			927.84			
Total Depreciation	42,481.31			42,481.31			
Capital Activity - Expenditures							
Release Net Assets - Programs	0.00			60,000.00			
Release Net Assets - Unrestr	15,000.00			15,000.00			
Release of Climate Change Fund	19,850.00			273,857.04			
Total Capital Activity - Expenditures	34,850.00			348,857.04			
Total Other Expense	77,331.31			391,338.35			
Net Other Income	-91,428.69			209,303.29			
Net Income	<u>-124,977.21</u>	<u>-50,674.00</u>	<u>-74,303.21</u>	<u>212,825.68</u>	<u>2,337.00</u>	<u>210,488.68</u>	<u>2,337.00</u>

**Friends of Casco Bay / Casco Baykeeper  
 Profit & Loss Prev Year Comparison  
 April 2020 through March 2021**

	<u>Apr '20 - Mar 21</u>	<u>Apr '19 - Mar 20</u>	<u>\$ Change</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Unrestricted Contributions</b>			
<b>Individuals</b>			
All Gifts from Individuals	601,460.82	994,326.80	(392,865.98)
Less Restricted for 30th Event	0.00	(1,275.00)	1,275.00
Less Restricted Climate Fund	(197,681.60)	(550,376.00)	352,694.40
Less Restricted Capital Gifts	(1,830.00)	(740.00)	(1,090.00)
Less Restricted for Future Use	(50,000.00)	(45,000.00)	(5,000.00)
Less Restricted for Pumpout	0.00	(17,050.00)	17,050.00
Less Restricted for Program	(19,159.00)	(14,115.00)	(5,044.00)
<b>Total Individuals</b>	<u>332,790.22</u>	<u>365,770.80</u>	<u>(32,980.58)</u>
<b>Corporations</b>			
All Gifts from Corporations	46,192.70	48,047.96	(1,855.26)
Less Restricted for Climate Fun	(13,300.00)	0.00	(13,300.00)
Less Restricted for Program	(3,250.00)	(18,350.00)	15,100.00
<b>Total Corporations</b>	<u>29,642.70</u>	<u>29,697.96</u>	<u>(55.26)</u>
<b>Foundations</b>			
All Foundation Gifts	301,409.80	330,550.00	(29,140.20)
Less Restricted Climate Fund	(143,000.00)	(125,000.00)	(18,000.00)
Less Restricted for Future Use	(25,000.00)	(15,000.00)	(10,000.00)
Less Restricted for Program	0.00	(5,000.00)	5,000.00
<b>Total Foundations</b>	<u>133,409.80</u>	<u>185,550.00</u>	<u>(52,140.20)</u>
<b>Government &amp; Quasi Governmental</b>			
All Governmental Revenue	56,167.61	132,151.53	(75,983.92)
Less Restricted for Program	(56,167.61)	(124,651.53)	68,483.92
<b>Total Government &amp; Quasi Governmental</b>	<u>0.00</u>	<u>7,500.00</u>	<u>(7,500.00)</u>
<b>Nonprofits</b>			
All Nonprofit Revenue	15,477.04	16,696.67	(1,219.63)
Less Restricted for Program	0.00	(3,782.48)	3,782.48
<b>Total Nonprofits</b>	<u>15,477.04</u>	<u>12,914.19</u>	<u>2,562.85</u>
<b>Total Unrestricted Contributions</b>	<u>511,319.76</u>	<u>601,432.95</u>	<u>(90,113.19)</u>
<b>Releases</b>			
Releases of Unrestr Net Assets	15,000.00	0.00	15,000.00
<b>Releases of Restrctd Net Assets</b>			
Releases for Programs	60,000.00	25,000.00	35,000.00
Releases for CMS Data & Commnty	41,000.00	0.00	41,000.00
Releases for CMS Technology	143,857.04	45,000.00	98,857.04
Releases for Climate Campaign	89,000.00	21,000.00	68,000.00
Releases from Baykeeping Fund	37,277.00	37,069.00	208.00
Releases from Boats Fund	10,000.00	10,000.00	0.00
Releases from Emer Advocacy Fd	10,000.00	10,000.00	0.00
<b>Total Releases of Restrctd Net Assets</b>	<u>391,134.04</u>	<u>148,069.00</u>	<u>243,065.04</u>
Less Restricted	(391,134.04)	(148,069.00)	(243,065.04)



**Friends of Casco Bay / Casco Baykeeper  
 Profit & Loss Prev Year Comparison  
 April 2020 through March 2021**

	<u>Apr '20 - Mar 21</u>	<u>Apr '19 - Mar 20</u>	<u>\$ Change</u>
<b>Total Releases</b>	15,000.00	0.00	15,000.00
<b>Restricted Revenue</b>			
<b>Restricted Revenue - Program</b>			
Climate Fund CMS & outreach	41,000.00	0.00	41,000.00
Climate Council	57,500.00	0.00	57,500.00
Continuous Monitoring Sta op	26,031.87	37,135.49	(11,103.62)
CMS Technology	143,857.04	45,000.00	98,857.04
Acidification Work	0.00	34,044.48	(34,044.48)
Bayscaping	0.00	7,500.00	(7,500.00)
Baykeeping	47,771.00	52,169.00	(4,398.00)
Water Quality Monitoring	2,125.00	7,320.00	(5,195.00)
Nitrogen	4,040.00	4,738.00	(698.00)
Boats Operations	10,000.00	10,000.00	0.00
Campaign Costs	89,000.00	5,000.00	84,000.00
Pumpout - DEP	25,135.74	91,016.04	(65,880.30)
Pumpout - Contributed Gifts	5,000.00	19,600.00	(14,600.00)
Water Reporter	18,250.00	17,495.00	755.00
<b>Total Restricted Revenue - Program</b>	<u>469,710.65</u>	<u>331,018.01</u>	<u>138,692.64</u>
<b>Total Restricted Revenue</b>	469,710.65	331,018.01	138,692.64
<b>Earned Income</b>			
Pumpout Fees	140.00	14,695.00	(14,555.00)
<b>Special Events</b>			
Sponsored Event - Film Festival	0.00	34,125.00	(34,125.00)
Sponsored Event - Other	5,000.00	0.00	5,000.00
<b>Total Special Events</b>	<u>5,000.00</u>	<u>34,125.00</u>	<u>(29,125.00)</u>
Raffle Ticket Sales	0.00	5,130.00	(5,130.00)
Sales of Boats Parts	0.00	1,800.00	(1,800.00)
<b>Total Earned Income</b>	<u>5,140.00</u>	<u>55,750.00</u>	<u>(50,610.00)</u>
<b>Other Operating Income</b>			
<b>Other Operating Income</b>			
Gain on Disposal Fixed Assets	0.00	3,206.04	(3,206.04)
Interest - operating accounts	2,009.41	1,860.16	149.25
Gain (Loss) Sale Donated Stock	(249.10)	236.39	(485.49)
<b>Total Other Operating Income</b>	<u>1,760.31</u>	<u>5,302.59</u>	<u>(3,542.28)</u>
<b>Total Other Operating Income</b>	<u>1,760.31</u>	<u>5,302.59</u>	<u>(3,542.28)</u>
<b>Total Income</b>	<u>1,002,930.72</u>	<u>993,503.55</u>	<u>9,427.17</u>
<b>Expense</b>			
<b>Compensation</b>			
Salaries - Gross	512,942.22	564,555.03	(51,612.81)
Payroll Taxes	39,052.33	42,908.48	(3,856.15)
Benefits	77,451.22	78,256.02	(804.80)
Accrued Vacation Adjustment	18,727.24	1,242.10	17,485.14
<b>Total Compensation</b>	<u>648,173.01</u>	<u>686,961.63</u>	<u>(38,788.62)</u>
<b>Program Expenses</b>			

**Friends of Casco Bay / Casco Baykeeper  
 Profit & Loss Prev Year Comparison  
 April 2020 through March 2021**

	<u>Apr '20 - Mar 21</u>	<u>Apr '19 - Mar 20</u>	<u>\$ Change</u>
Baykeeping Program	32,368.68	52,206.72	(19,838.04)
Boat and Vehicle Expenses	11,914.86	16,712.27	(4,797.41)
Casco Bay Monitoring	166,105.91	65,414.64	100,691.27
Pumpout Program	8,515.61	31,408.58	(22,892.97)
<b>Total Program Expenses</b>	<b>218,905.06</b>	<b>165,742.21</b>	<b>53,162.85</b>
<b>Management and Administration</b>			
Occupancy	19,489.81	20,012.35	(522.54)
Office and Management	41,945.06	43,272.65	(1,327.59)
Board Expenditures	66.73	1,268.20	(1,201.47)
Financing Costs	875.08	645.00	230.08
<b>Total Management and Administration</b>	<b>62,376.68</b>	<b>65,198.20</b>	<b>(2,821.52)</b>
<b>Fund Raising Expenses</b>			
Special Events Expenses	0.00	8,723.31	(8,723.31)
House Party & Similar Events	5,450.00	11,287.52	(5,837.52)
Climate Change Fund Campaign	36,544.86	3,774.08	32,770.78
Fund Raising Expenses	27,958.72	28,883.17	(924.45)
<b>Total Fund Raising Expenses</b>	<b>69,953.58</b>	<b>52,668.08</b>	<b>17,285.50</b>
Uncollectible Pledges	0.00	50.00	(50.00)
<b>Total Expense</b>	<b>999,408.33</b>	<b>970,620.12</b>	<b>28,788.21</b>
<b>Net Ordinary Income</b>	<b>3,522.39</b>	<b>22,883.43</b>	<b>(19,361.04)</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Capital Activity</b>			
<b>Capital Contributions</b>			
Gifts Received for 30th Event	0.00	1,275.00	(1,275.00)
Revenue Received for Future Use	75,000.00	60,000.00	15,000.00
<b>Total Capital Contributions</b>	<b>75,000.00</b>	<b>61,275.00</b>	<b>13,725.00</b>
<b>Activity in Capital Funds</b>			
<b>Climate Change &amp; Casco Bay Fund</b>			
Climate Change & CB Fund Gifts	353,981.60	675,376.00	(321,394.40)
Climate Change Fund Earnings	1,542.86	6,375.74	(4,832.88)
Gain (-Loss) Stock Gifts	293.75	(462.55)	756.30
<b>Total Climate Change &amp; Casco Bay Fund</b>	<b>355,818.21</b>	<b>681,289.19</b>	<b>(325,470.98)</b>
<b>Baykeeping Fund Net Activity</b>			
<b>Net Earnings (Loss) BKEndow MCF</b>			
Baykeeping Fd Int Dividends MCF	2,097.01	17,384.50	(15,287.49)
Baykeeping Fd Gains(Losses) MCF	197,183.72	(42,737.88)	239,921.60
Baykeeping Fd Fees MCF	(9,702.92)	(11,229.01)	1,526.09
<b>Total Net Earnings (Loss) BKEndow MCF</b>	<b>189,577.81</b>	<b>(36,582.39)</b>	<b>226,160.20</b>
Transfers to Baykeeping Program	(37,277.00)	(37,069.00)	(208.00)
<b>Total Baykeeping Fund Net Activity</b>	<b>152,300.81</b>	<b>(73,651.39)</b>	<b>225,952.20</b>
<b>Boats Fund Net Activity</b>			
<b>Net Earnings (Loss) BoatsFd MCF</b>			
Boats Fd Interest Dividends MCF	274.48	2,400.81	(2,126.33)

**Friends of Casco Bay / Casco Baykeeper  
 Profit & Loss Prev Year Comparison  
 April 2020 through March 2021**

	<u>Apr '20 - Mar 21</u>	<u>Apr '19 - Mar 20</u>	<u>\$ Change</u>
Boats Fd Gains(Losses) MCF	25,809.37	(5,754.46)	31,563.83
Boats Fd Fees MCF	(1,270.14)	(1,548.08)	277.94
<b>Total Net Earnings (Loss) BoatsFd MCF</b>	<b>24,813.71</b>	<b>(4,901.73)</b>	<b>29,715.44</b>
Transfers to Boat Operations	(10,000.00)	(10,000.00)	0.00
<b>Total Boats Fund Net Activity</b>	<b>14,813.71</b>	<b>(14,901.73)</b>	<b>29,715.44</b>
<b>Advocacy Fund Net Activity</b>			
Gifts to Emeritus Advocacy Fund	1,830.00	740.00	1,090.00
<b>Net Earnings (Loss) Advocacy Fd</b>			
Advocacy Fd Int Dividends MCF	120.45	1,175.24	(1,054.79)
Advocacy Fd Gains(Losses) MCF	11,312.47	(2,602.21)	13,914.68
Advocacy Fd Fees MCF	(554.01)	(755.36)	201.35
<b>Total Net Earnings (Loss) Advocacy Fd</b>	<b>10,878.91</b>	<b>(2,182.33)</b>	<b>13,061.24</b>
Transfers for Advocacy Work	(10,000.00)	(10,000.00)	0.00
<b>Total Advocacy Fund Net Activity</b>	<b>2,708.91</b>	<b>(11,442.33)</b>	<b>14,151.24</b>
<b>Total Activity in Capital Funds</b>	<b>525,641.64</b>	<b>581,293.74</b>	<b>(55,652.10)</b>
<b>Total Capital Activity</b>	<b>600,641.64</b>	<b>642,568.74</b>	<b>(41,927.10)</b>
<b>Total Other Income</b>	<b>600,641.64</b>	<b>642,568.74</b>	<b>(41,927.10)</b>
<b>Other Expense</b>			
<b>Depreciation</b>			
Depreciation - BK Boats	23,470.77	23,470.77	0.00
Depreciation - Pumpout	18,082.70	16,575.81	1,506.89
Depreciation - M&A	927.84	1,060.39	(132.55)
<b>Total Depreciation</b>	<b>42,481.31</b>	<b>41,106.97</b>	<b>1,374.34</b>
<b>Capital Activity - Expenditures</b>			
Release Net Assets - Programs	60,000.00	25,000.00	35,000.00
Release Net Assets - Unrestr	15,000.00	0.00	15,000.00
Release of Climate Change Fund	273,857.04	66,000.00	207,857.04
<b>Total Capital Activity - Expenditures</b>	<b>348,857.04</b>	<b>91,000.00</b>	<b>257,857.04</b>
<b>Total Other Expense</b>	<b>391,338.35</b>	<b>132,106.97</b>	<b>259,231.38</b>
<b>Net Other Income</b>	<b>209,303.29</b>	<b>510,461.77</b>	<b>(301,158.48)</b>
<b>Net Income</b>	<b>212,825.68</b>	<b>533,345.20</b>	<b>(320,519.52)</b>

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

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
<b>Operating Cash</b>			
Key - Checking	23,882.52	18,731.88	5,150.64
Petty Cash	300.00	300.00	0.00
Post Office Permit	3,558.03	1,145.73	2,412.30
<b>Total Operating Cash</b>	<u>27,740.55</u>	<u>20,177.61</u>	<u>7,562.94</u>
<b>Savings and Contingency Cash</b>			
Key Business Interest Savings	556,945.16	271,477.90	285,467.26
Due fr Climate Change Fd forOps	0.00	21,000.00	(21,000.00)
Due to Climate Fund gifts made	0.00	(44.00)	44.00
Due to Emeritus Adv Fund fr Ops	0.00	(740.00)	740.00
<b>Total Savings and Contingency Cash</b>	<u>556,945.16</u>	<u>291,693.90</u>	<u>265,251.26</u>
<b>Total Checking/Savings</b>	<u>584,685.71</u>	<u>311,871.51</u>	<u>272,814.20</u>
<b>Accounts Receivable</b>			
<b>Contributions Receivable</b>			
Pledges Receivable	25,000.00	0.00	25,000.00
Board Pledges Receivable	4,700.00	975.00	3,725.00
Contributions Receivable	50.00	0.00	50.00
<b>Total Contributions Receivable</b>	<u>29,750.00</u>	<u>975.00</u>	<u>28,775.00</u>
<b>Contract and Grant Receivables</b>			
Receivable from CBEP	2,520.75	2,052.16	468.59
Receivable from DEP	0.00	27,348.63	(27,348.63)
<b>Total Contract and Grant Receivables</b>	<u>2,520.75</u>	<u>29,400.79</u>	<u>(26,880.04)</u>
Sponsorships Receivable	1,000.00	3,000.00	(2,000.00)
Climate Change Fund Pledges Rec	210,535.19	266,385.49	(55,850.30)
<b>Other Accounts Receivable</b>			
Pumpout Fees Receivable	0.00	80.00	(80.00)
Less Allowance Doubtful Accts	0.00	(80.00)	80.00
<b>Total Other Accounts Receivable</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Total Accounts Receivable</b>	<u>243,805.94</u>	<u>299,761.28</u>	<u>(55,955.34)</u>
<b>Other Current Assets</b>			
<b>Climate Change &amp; Casco Bay Fund</b>			
Climate Change Money Mkt TDBank	594,920.45	505,291.88	89,628.57
Certificate of Deposit Key #987	102,805.20	102,753.67	51.53
Climate Change Checking TDBank	27,503.60	593.04	26,910.56
Due to Ops fr Climate Change Fd	0.00	(20,956.00)	20,956.00
<b>Total Climate Change &amp; Casco Bay Fund</b>	<u>725,229.25</u>	<u>587,682.59</u>	<u>137,546.66</u>
<b>Baykeeping Fund at MCF</b>			
Baykeeping Fund Gifts Received	752,267.59	752,267.59	0.00
BK Fund Earnings Net of Fees	58,790.78	66,396.69	(7,605.91)
Unrealized Gain/Loss Mkt Value	1,010,806.77	813,623.05	197,183.72
Transfers BK Program Support	(1,020,584.09)	(983,307.09)	(37,277.00)

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

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
<b>Total Baykeeping Fund at MCF</b>	801,281.05	648,980.24	152,300.81
<b>Boats Fund at MCF</b>			
Boats Fd Gifts Received	116,952.98	116,952.98	0.00
Boats Fd Earnings Net of Fees	(1,647.47)	(651.81)	(995.66)
Unrealized Gain/Loss Market Val	54,453.54	28,644.17	25,809.37
Transfers for Boat Operations	(70,000.00)	(60,000.00)	(10,000.00)
<b>Total Boats Fund at MCF</b>	<u>99,759.05</u>	<u>84,945.34</u>	<u>14,813.71</u>
<b>Advocacy Fund at MCF</b>			
Emeritus Fund Gifts	79,668.49	77,098.49	2,570.00
Emeritus Earnings Net of Fees	(741.46)	(307.90)	(433.56)
Unrealized Gain/Loss Market Val	21,293.37	9,980.90	11,312.47
Transfers for Advocacy	(60,000.00)	(50,000.00)	(10,000.00)
Due from Operating Account	0.00	740.00	(740.00)
<b>Total Advocacy Fund at MCF</b>	<u>40,220.40</u>	<u>37,511.49</u>	<u>2,708.91</u>
<b>Prepaid Expenses</b>	<u>27,251.66</u>	<u>25,050.81</u>	<u>2,200.85</u>
<b>Total Other Current Assets</b>	<u>1,693,741.41</u>	<u>1,384,170.47</u>	<u>309,570.94</u>
<b>Total Current Assets</b>	<u>2,522,233.06</u>	<u>1,995,803.26</u>	<u>526,429.80</u>
<b>Fixed Assets</b>			
<b>Fixed Assets</b>			
<b>Boats and Equipment</b>			
<b>Boats, Trailers, Improvements</b>			
Boat AJ 28	234,707.66	234,707.66	0.00
Boat Pumpout	180,827.00	180,827.00	0.00
<b>Total Boats, Trailers, Improvements</b>	<u>415,534.66</u>	<u>415,534.66</u>	<u>0.00</u>
Vehicle	31,440.84	31,440.84	0.00
<b>Equipment</b>			
Equipment - Office	45,064.54	45,064.54	0.00
<b>Total Equipment</b>	<u>45,064.54</u>	<u>45,064.54</u>	<u>0.00</u>
<b>Total Boats and Equipment</b>	<u>492,040.04</u>	<u>492,040.04</u>	<u>0.00</u>
<b>Accumulated Depreciation</b>	<u>(287,194.65)</u>	<u>(244,713.34)</u>	<u>(42,481.31)</u>
<b>Total Fixed Assets</b>	<u>204,845.39</u>	<u>247,326.70</u>	<u>(42,481.31)</u>
<b>Total Fixed Assets</b>	<u>204,845.39</u>	<u>247,326.70</u>	<u>(42,481.31)</u>
<b>TOTAL ASSETS</b>	<u><u>2,727,078.45</u></u>	<u><u>2,243,129.96</u></u>	<u><u>483,948.49</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
Accounts Payable	4,520.00	1,464.43	3,055.57
<b>Total Accounts Payable</b>	<u>4,520.00</u>	<u>1,464.43</u>	<u>3,055.57</u>
<b>Other Current Liabilities</b>			
<b>Funds Held for Others</b>			
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
<b>Total Funds Held for Others</b>	<u>2,002.99</u>	<u>2,002.99</u>	<u>0.00</u>

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

As of March 31, 2021

	<u>Mar 31, 21</u>	<u>Mar 31, 20</u>	<u>\$ Change</u>
<b>SBA Payroll Protection Funds</b>	249,340.00	0.00	249,340.00
<b>Accrued Vacation Liability</b>	53,657.51	34,930.27	18,727.24
<b>Total Other Current Liabilities</b>	<u>305,000.50</u>	<u>36,933.26</u>	<u>268,067.24</u>
<b>Total Current Liabilities</b>	<u>309,520.50</u>	<u>38,397.69</u>	<u>271,122.81</u>
<b>Total Liabilities</b>	309,520.50	38,397.69	271,122.81
<b>Equity</b>			
<b>Net Assets</b>			
<b>NA Without Donor Restrictions</b>			
<b>Unrestricted Undesignated</b>	162,461.41	133,319.02	29,142.39
<b>Board Designated Contingency</b>	76,566.00	76,566.00	0.00
<b>Board Designated Legal BK Fund</b>			
<b>Board Designated Legal Issues</b>	31,562.60	31,562.60	0.00
<b>Total Board Designated Legal BK Fund</b>	<u>31,562.60</u>	<u>31,562.60</u>	<u>0.00</u>
<b>Equity in Fixed Assets</b>	247,326.70	294,727.63	(47,400.93)
<b>Total NA Without Donor Restrictions</b>	<u>517,916.71</u>	<u>536,175.25</u>	<u>(18,258.54)</u>
<b>NA With Donor Restrictions</b>			
<b>Restricted for Programs &amp; Ops</b>	61,275.00	25,000.00	36,275.00
<b>Baykeeping Fund</b>	648,980.24	722,631.63	(73,651.39)
<b>Boats Fund</b>	84,945.34	99,847.07	(14,901.73)
<b>Advocacy Fund</b>	37,511.49	48,953.82	(11,442.33)
<b>Climate Change &amp; Casco Bay Fund</b>	854,068.49	238,779.30	615,289.19
<b>Total NA With Donor Restrictions</b>	<u>1,686,780.56</u>	<u>1,135,211.82</u>	<u>551,568.74</u>
<b>Total Net Assets</b>	<u>2,204,697.27</u>	<u>1,671,387.07</u>	<u>533,310.20</u>
<b>Unrestricted net fr prior year</b>	35.00	0.00	35.00
<b>Net Income</b>	<u>212,825.68</u>	<u>533,345.20</u>	<u>(320,519.52)</u>
<b>Total Equity</b>	<u>2,417,557.95</u>	<u>2,204,732.27</u>	<u>212,825.68</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>2,727,078.45</u></u>	<u><u>2,243,129.96</u></u>	<u><u>483,948.49</u></u>