

Harpeth Conservancy		
Budget Fiscal Year 2020 (April 1, 2020- March 31, 2021)- revised Jan 2021		
<u>Income</u>	\$ Amount	NOTES
Individual Giving	\$265,000	increased support from multi-year commitments and major donor effort
Government Grants	\$49,500	PPP and other EDIL grants
Corporate	\$18,000	
River Swing, Wild N Scenic Film Festivals, others	\$170,000	\$50,000 reduction because pandemic prevented donor ticket sales to for our major fundraiser and all other in-person events had to be
Foundations	\$85,000	
Earned Income, Investments, Merchandise sales & other	\$1,300	
"Rivers and Clean Water" Specialty License Plate Revenue	\$38,000	
TOTAL INCOME	\$626,800	
<u>Expenses</u>		
<u>Staffing Costs</u>		
Personnel & Benefits including health insurance	\$385,500	
AmeriCorp program volunteer stipends and summer internships	\$12,000	
	\$397,500	
<u>Program and Operating Costs</u>		
Event Costs (River Swing, Wild and Scenic Film Festivals and others)	\$27,000	Because of COVID-19 our major fundraising event was re-tooled and other events canceled. \$40,000 reduced expenses
Travel & mileage	\$2,000	
Professional Fees (Audit, all IT services, graphic and web redesign)	\$15,000	
Water quality studies and lab costs	\$3,000	
Outreach, Education, and Recreation Program supplies	\$5,000	
Consultant/expert fees: policy experts, communications	\$7,900	
Rent & utilities & Telephone	\$37,000	
Insurance	\$6,500	
Printing, Postage, Office Supplies (Newsletter etc)	\$20,000	
Computer and system services and new equipment	\$9,000	
Marketing/Merch- Social Media ads	\$700	
Membership Dues, Credit Card and other Fees, Permits	\$9,000	
Total Program and Events	\$142,100	
TOTAL EXPENSES	\$539,600	
Net Income	\$87,200	This is building cash reserves to meet cash flow cushion goal in strategic plan.