The Conservancy continued its record of solid financial performance during Fiscal Year 2019 with a general operating surplus of $264,343 (excluding the Visitor Center capital project). We continue to see growth in our revenue from our fundraising efforts and earned revenue.

Culminating over 10 years of work, The Conservancy wrapped up the Boston Mill Visitor Center project in Fiscal Year 2019, and publicly celebrated the grand opening in Fiscal Year 2020. This was by far the most ambitious capital fundraising campaign in its history. The Conservancy raised a total of $7.1 million for this project, with 49% of funds raised coming from foundations, 44% from individuals, 5% from corporations, and 2% from federal sources.

Earned revenue continued to grow in Fiscal Year 2019 with an increase of $112,888 compared to Fiscal Year 2018. The Conservancy extended our opportunity for earned revenue by investing in an additional retail store within the Boston Mill Visitor Center. In addition, we have plans in place to increase capacity in Fiscal Year 2020 with an online retail store.

The Conservancy celebrated 50 years of the Cuyahoga River renewal with a benefit concert featuring Grammy-nominated artist Eric Roberson, which highlighted our Diversity, Equity, and Inclusion (DEI) initiative. We celebrated with a sold-out audience of 454 people and added 60 new memberships.

The Conservancy’s complete audited financial statement for FY2019 ending August 31, 2019 can be found on our website at forCVNP.org/news/financials.

## FISCAL YEAR 2019 AUDITED FINANCIALS

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets</td>
<td>$153,255</td>
<td>$775,913</td>
<td>$929,168</td>
</tr>
<tr>
<td>Net Assets, Beginning of Year</td>
<td>$648,078</td>
<td>$9,329,531</td>
<td>$9,977,609</td>
</tr>
<tr>
<td>Net Assets, End of Year</td>
<td>$801,333</td>
<td>$10,105,444</td>
<td>$10,906,777</td>
</tr>
</tbody>
</table>

## NET ASSETS THROUGH 8/31/2019

- Programs ($2,177,122) 20%
- Unrestricted ($801,333) 7%
- Endowment Funds ($1,852,949) 17%
- Boston Mill Visitor Center Capital Project ($6,075,373) 56%
GENERAL OPERATING REVENUE

$5,286,513*

- Donations ($2,869,385) 54%
- Earned Revenue Visitor Services ($1,261,376) 24%
- Programs ($614,548) 12%
- Special Events ($195,253) 7%
- Administration ($677,311) 13%
- Fundraising ($556,034) 11%
- Other Revenue ($541,204) 10%

* $5,250,425 Unrestricted, $36,088 Temporarily Restricted

GENERAL OPERATING EXPENSES

$5,022,170

- Visitor Services ($1,309,949) 26%
- Programs ($1,950,114) 39%
- Special Events ($338,762) 7%
- Fundraising ($556,034) 11%
- Administration ($867,311) 17%
- Donations ($2,869,385) 54%

GENERAL OPERATING REVENUE SOURCES

Donations: $2,869,385 (54%)
- Individuals ........................................... $2,038,869
- Foundations ........................................ $ 600,638
- Corporations ..................................... $ 229,878

Other Revenue: $541,204 (10%)
- Investment ......................................... $100,889
- NPS Program Support ...................... $267,188
- NPS Assigned Use of Facilities ......... $173,127

Earned Revenue Programs: $614,548 (12%)
- Environmental Education Center ......................... $520,099 (Net of $206,443 Scholarships)
- Volunteers-in-Parks Program .................. $ 4,244
- Cultural Arts ........................................ $ 66,266
- Other Programs .................................. $ 23,939

Earned Revenue Visitor Services: $1,261,376 (24%)
- Extraordinary Spaces ............................. $620,136
- Retail ................................................ $641,240