



FINANCIAL REPORT

Fiscal Year 2019, 9/1/2018 - 8/31/2019

FISCAL YEAR 2019 HIGHLIGHTS

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.



Photo: NPS/Ted Toth

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

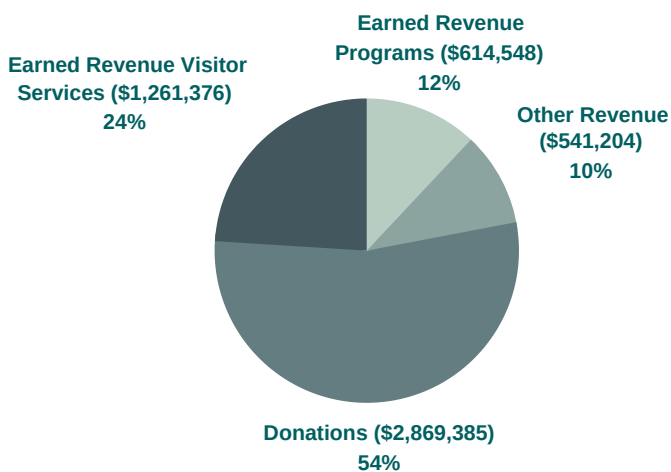
	Unrestricted	Temporarily Restricted	Total
Change in Net Assets	\$153,255	\$ 775,913	\$ 929,168
Net Assets, Beginning of Year	\$648,078	\$ 9,329,531	\$ 9,977,609
Net Assets, End of Year	\$801,333	\$10,105,444	\$10,906,777

NET ASSETS THROUGH 8/31/2019



GENERAL OPERATING REVENUE

\$5,286,513*



Membership
\$1,763,391



Programs
\$641,880

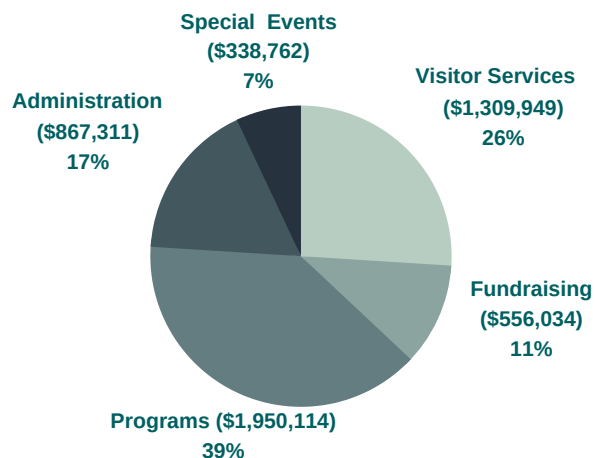


Special Events
\$464,114

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

GENERAL OPERATING EXPENSES

\$5,022,170



Youth
Education
\$1,439,297



Other
Programs
\$195,253



Volunteer
Programs
\$179,344



Cultural Arts
Program
\$136,220

GENERAL OPERATING REVENUE SOURCES

Donations: \$2,869,385 (54%)

Individuals	\$2,038,869
Foundations	\$ 600,638
Corporations	\$ 229,878

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	

Other Revenue: \$541,204 (10%)

Investment	\$100,889
NPS Program Support	\$267,188
NPS Assigned Use of Facilities.....	\$173,127

Earned Revenue Visitor Services: \$1,261,376 (24%)

Extraordinary Spaces	\$620,136
Retail	\$641,240