

## **Friends of Nachusa Grasslands 2018 Annual Meeting Minutes July 28, 2018**

**Present:** Bernie Buchholz, Mike Carr, David Crites, Jan Grainger, Betty Higby, James Higby, Mary Meier, Al Meier, Tim Ngo, Joe Richardson, Paul Soderholm, Emmylou Studier, and Greg Baker

**Location and Lunch:** The meeting took place at Kickapoo/Mud Creek Nature Conservancy, 1919 N Limekiln Rd, Oregon, Illinois. Thank you to Kent and Kathy Lawrence for inviting us to their air conditioned, energy-efficient facility.

Lunch was brought in from Subway in Oregon at 12:30 p.m.

**Opening:** President Bernie Buchholz called the meeting to order at 1:10 p.m.

Bernie stated that the Friends Bylaws establish that we are a strong Board-led organization. The voting members elect the Board of Directors, and then the Board makes all the decisions affecting the group by a majority vote, after listening to the views expressed by the members.

**Quorum:** A quorum (10% of the 45 potential voting members) was established.

**2017 Annual Meeting Minutes:** The 2017 minutes were approved as presented.

**Board of Directors Election:** The membership unanimously elected Mike Carr and Betty Higby to additional two-year terms and Jeff Cologna to a one-year term, replacing Kirk Hallowell. Kirk was thanked for his service to Friends.

**Election of Officers by Board of Directors:** The Board elected the following officers for one-year terms: President: Bernie Buchholz; Vice President: Mike Saxton; Vice President: Mary Vieregg; Treasurer: David Crites; and Secretary: Mary Meier.

Mike C. announced that the Board is considering adding a Vice President of Communications to the officer roster. A job description must be developed, and then a candidate will be sought.

**Friends of Nachusa Grasslands Treasurer's Report 2017-2018:** Treasurer David Crites presented a revenue / disbursements / expenditures report covering July 1, 2017, to June 30, 2018, as well as the proposed budget for July 1, 2018, through June 30, 2019.

David pointed out key details and highlights of the Treasurer's report:

The Friends recently modified our checking account to a checking/money market account, which will pay 1% interest.

Total support from all sources was \$301,491, including cash donations, CRP payments, endowment income, grants, Amazon Smile proceeds, and t-shirt revenue.

Total disbursements of \$280,700 went to the TNC and CFNIL Endowments, science grants, Nachusa operations via TNC, stewardship, other organizations, and t-shirt expenses.

In the State of Illinois, a certified audit is required if a nonprofit has gross contributions that exceed \$300,000, which may happen this year. The audit will cost us about \$500.

Expenses included banking and government fees, insurance, and development.

Our insurance policies provide liability coverage for our CRP units and protections for our directors and officers. We changed companies this year and reduced our premiums considerably.

The development category includes expenses related to fundraising, donor acknowledgments, publications, and social events, such as the Prairie Potluck and the Annual Meeting meal.

Total expenses of only 4.2% of our revenue are due largely to the fact that all of our administrative tasks are performed by volunteers. Therefore, 95.8% of our revenue goes to the initiatives that directly fund our mission: our endowments, science grants and stewardship.

Science grants will increase from last year's \$40,000 to \$42,000 in 2019, so the draft budget was amended to show the amount as \$42,000. Appended to the end of these Minutes is the final budget approved by the Board of Directors.

**Grants:** Friends is working on three different grant projects:

**Community Foundation of Northern Illinois (CFNIL):** Friends has applied for another Carroll Starr Endowment Challenge Grant from the Community Foundation of Northern Illinois (CFNIL), setting a goal of raising \$150,000 to achieve a \$50,000 match. We will learn if we are approved in late August. To date, we have received two \$50,000 Starr matches from CFNIL.

**Illinois Clean Energy Foundation (ICE):** Friends has been approved for the Illinois Clean Energy Community Foundation's Community Stewardship Challenge Grant Program, which encourages increased local support and participation in habitat care by providing grant funds as a match to local dollars raised and labor donated. Each grant provides payment under three categories: (1) a 3 to 1 match on cash received from individual donors, not to exceed a grant payment of \$21,000; (2) two payments for volunteer hours – \$4,000 for 400 volunteer hours logged on habitat care, and \$2,000 for 100 volunteer hours logged on promoting the grant project site and stewardship work days on social media; and (3) an equipment reimbursement of 80% not to exceed \$5,000.

This grant is for stewardship of Orland Prairie at Nachusa Grasslands. Stewards Mike C. and Dave Lawson, along with a cadre of volunteers, are attacking a 23-acre parcel that is heavily infested with the invasive shrub autumn olive. Future plans include overseeding the area with native species, conducting prescribed burns, re-contouring unsightly gravel pits, and removing non-native trees and large debris from fence rows.

The long-term goal is to establish a diverse prairie planting on the 23-acre site, providing for long-term weed management and suppression of non-native shrubs and trees.

We have already received the 3:1 match of \$21,000 from ICE, which will supplement TNC's Nachusa budget with the purchase of herbicide for the preserve and the recontouring mentioned earlier. Volunteers are accumulating hours at the project site, and the Social Media Team is focusing on publicizing their efforts. We have until October 2019 to complete the challenge requirements. Mike C. mentioned that the grant's focus of motivating volunteers to work together on a common project has already been very rewarding.

**Tawani Foundation:** Friends is participating in a 1:1 \$30,000 Challenge Grant for scientific research funding. We have already received the first \$10,000 match and have qualified for the second installment. As of the Annual Meeting date, we still need to raise \$8,125 designated for Scientific Research Grants at Nachusa Grasslands to earn the third \$10,000 grant.

During the first three weeks of July 2018, Mike Saxton coordinated a Science Challenge social media campaign with Facebook posts featuring videos of researchers in action filmed by Greg Baker as well as testimonials from several scientists. He set up a website with an overview of the challenge and a thermometer to track our progress (<http://www.nachusagrasslands.org/science-challenge-2018.html>). Dee also posted links to the material on Twitter and Instagram, and Mary M. sent a PrairiE-Update newsletter on August 1. From July 1 to 28, \$3,140 was raised for the campaign, which will continue until we reach our \$20,000 goal.

**Cash Flow Chart:** To help members and supporters better understand the sources and utilization of Friends income and the role of the Board of Directors in directing the money to the appropriate funds, the Friends of Nachusa Grasslands Cash Flow Model was distributed and discussed. A copy is appended to the end of the Minutes.

**Endowment Balances and Distributions:** Friends has two Endowments, both with permanent principal.

The Nachusa Grasslands Stewardship Endowment was set up in 2009 through an agreement with The Nature Conservancy (TNC).

The Friends Endowment for Nachusa Grasslands, held and managed by the Community Foundation of Northern Illinois (CFNIL), was established in 2014 at the request of donors who prefer local control of their gifts.

We cannot withdraw any of the endowment funds (other than annual distributions) or transfer the balances to other endowment managers, regardless of the wishes of our Board of Directors or other members. Annual distributions primarily benefit Nachusa Grasslands by partially funding operations at the preserve.

Our goal for the combined endowments is \$3,000,000, which will yield approximately \$150,000 per year to support stewardship at Nachusa. As of June 30, 2018, the total of our

two endowment funds was \$1,461,392, and we subsequently added \$22,000 to the TNC Endowment and \$80,000 to the CFNIL Endowment, so we are already over halfway to our goal. In 2017, combined distributions from both endowments were about \$30,000 and are expected to increase in 2018 and future years, as the annual payout is typically 4.5 to 5% of each endowment balance.

In addition to donating to Friends, individuals can give directly to the endowments via checks, stocks, bonds, and mutual funds. They may achieve tax benefits through direct donations of certain investments. These funds do not pass through the Friends organization, and we are not always aware of the transactions unless the donor notifies us. Contact Bernie for information on the process for direct donations, so that the monies are deposited in the correct account.

**Nachusa Grasslands Stewardship Endowment:** The balance in the Nachusa Grasslands Stewardship Endowment (TNC Endowment) was \$700,432 as of June 30, 2018. Distributions are used by TNC to fund Nachusa operations.

**Friends Endowment for Nachusa Grasslands:** The balance in the Friends Endowment for Nachusa Grasslands (CFNIL Endowment) was \$760,960 as of June 30, 2018. Distributions from CFNIL are paid to the Friends and used as determined by the Friends' Board of Directors.

**Gifts, Conservation Reserve Program (CRP), and Endowment Cash Flow Designations:** Because the CFNIL Endowment has generated dramatically higher returns and its distributions are controlled by Friends (unlike TNC distributions), the Board of Directors approved the following rules for handling cash flow for the 2018-2019 fiscal year:

- (1) The 2018-2019 distribution of undesignated funds, after donor gift designations are honored and expenses are paid, will be directed to CFNIL. All CRP receipts will also go to the CFNIL Endowment.
- (2) The 2018-2019 CFNIL Endowment distribution will be paid to TNC for operations at NG.

**Stewardship:** Bernie and Mary M. reported that several new volunteers have been helping out with workdays, equipment and vehicle upkeep, facilities management, and Autumn on the Prairie. We always try to welcome and mentor folks interested in supporting Nachusa operations, whether indoors or outdoors.

#### **Citizen Science:**

**Dragonfly Monitoring:** Cindy Crosby submitted the following report after the meeting: The Nachusa Dragonfly monitoring team kicked off the season with a monitor training and general steward information workshop at the Headquarters Barn in March. Our team has seven monitors for the 2018 season: Bill Kruk at Big Jump (year 3), Joyce Gibbons at Thelma Carpenter and Heinkel (year 2), Mark Jordan at Tellabs (year 2), Joe Richardson at Hook Larson West (year 2), Joan Heng at Sand Farm (year 2), Carol Soderholm at Spring Creek (year 1), and Cindy Crosby at multiple sites (year 7).

Our dragonfly team is excited to have several new methods of data entry which is streamlining the process. Doug Taron at Peggy Notebaert Nature Museum with Lalainya Goldsberry administrating has invited us to be a part of the Pollardbase, which is a national database that includes dragonfly data. Our monitors are diligently entering their data each time they walk their routes. Cindy is working with monitors to digitize their routes this season for Pollardbase, using the "Easy Trails" app. With these digital routes mapped, the routes can be walked in the future by any monitor, if a current monitor moves or is unable to continue each year.

In addition, we now have a Nachusa online Google spreadsheet for our dragonfly monitors to enter their data, created by steward John Harris from The Morton Arboretum. Each Nachusa monitor can see, in real time, what other monitors are recording at their sites. Nachusa staff members now have a continuous up-to-date data stream of what our monitors are finding in the field from day to day.

As of August 1, we have found 28 species with 613 individuals recorded this season. We've also recorded three new species in 2018, including emerald spreadwings and skimming bluets from monitor Joyce Gibbons and a Plains clubtail from monitor Joe Richardson and steward Tim Ngo.

The dragonfly team will end its season with a celebratory lunch in October and will present a poster on their work at the Science Symposium.

**Stream Monitoring:** In May and June of 2018, the water quality of Clear Creek, Johnny Creek, Wade Creek, and Babbling Brook was monitored by a team of Nachusa volunteers trained in identifying the macroinvertebrates found in each stream. Both habitat and biological conditions are also observed. Mary V., the team leader, has created a document with analysis and charts listing results from the past five years of monitoring, which will be very useful in the future. The team expects to have a poster at the Science Symposium as well.

**Frog Monitoring:** Susan Kleiman, who oversees this project, reported after the meeting that frog monitoring occurs three times between spring and mid-summer. We use the protocol from the Calling Frog Survey, which is now handled by the Peggy Notebaert Nature Museum (Chicago Academy of Sciences). I monitor all of Bluestem Bottoms, Prairie Potholes, Bivens Pond. Paul Swanson monitors two areas of Tellabs, Thelma Carpenter, Meiners Wetlands, and the ponds at Holland Unit. Our most notable find to date is the Plains Leopard Frog at Tellabs.

### **Fundraising Results:**

The following data was recorded in NeonCRM, our donor management system:

Total Cash Donations – \$216,691

Direct to Friends: \$207,153

TNC Endowment:	\$21,755.00
CFNIL Endowment:	\$56,688.48

Science Grants: \$29,210.00  
Undesignated: \$108,258

Direct to Endowments: \$9,538

CFNIL Endowment Direct: \$6,538  
TNC Endowment Direct: \$3,000

Donor Households – 236

New Donors – 55

Donor Tiers

Restoration Benefactors – \$5,000 or more: 11  
Conservation Champions – \$1,500 to \$4,999: 12  
Supporters – \$1 to \$1,499: 213

Prairie Perennials (Donors who have given to the Friends of Nachusa Grasslands in consecutive years [July 1 through June 30] at the same or a higher level): 108

Recurring Donors through PayPal or Employer Programs: 17

**Heritage Heroes Legacy Project:** Heritage Heroes is a Friends initiative led by Kirk Hollowell with assistance from Bernie Buchholz. The project was started in early 2015 to encourage planned giving among Friends donors, and the goal is to reach 20 Heritage Heroes.

To date, 15 couples or individuals have named or are committed to naming Friends in their estate plans or as a beneficiary. These donors, unless they have requested to be anonymous, will be recognized in our Annual Report.

## Communications:

**Annual Report:** Our 2017–2018 Friends Annual Report will be called “Seeing Nachusa” and will focus on various perspectives of the preserve. Bernie and Dee are currently coordinating the project. James Higby is serving as editor, and Cindy Kiple will return as our designer. Writings, photographs, and artwork are being contributed by Nachusa Grasslands volunteers and supporters.

**Social Media Committee:** The Social Media Committee consists of Dee Hudson, Mary Meier, Jeff Cologna, Joy McKinney and Charles Larry. We welcome new members, especially ones interested in helping out with our Twitter, Instagram, and Blog posts.

**Twitter:** Dee Hudson started managing the Nachusa Grasslands Twitter (<https://twitter.com/nachusa>; @Nachusa) account in January 2018, taking over from Cindy Crosby. In a written report, she noted that she and her helpers have made 117 tweets and picked up 170 new followers, so our total is now 794.

Twitter is a public feed of real-time short thoughts. The platform has 20% internet usage with 240 million people worldwide. It's most popular with the 18 thru 29 crowd, slightly

biased towards women. It involves a short, rapid communication and 30% of the users check their feed multiple times per day from a mobile device. The text you post is limited to 140 characters, so it's a great place for short updates and concise messages.

**Instagram:** Dee also took over Instagram posting in January 2018 (<https://www.instagram.com/nachusa; #nachusa>). She and others have currently made 52 posts for 415 followers.

In 2017, Instagram had the fastest user growth in social media. It has 700+ million users. It's more visual than Twitter and it's easier to grow a diverse following there. With a 2200-character limit, it's the place to tell Nachusa's story. With careful thought to hashtags (which are one word or small phrase descriptions) Nachusa can have a strong presence.

### **Twitter and Instagram Messages and Assistance Requests**

Dee has been assembling several core messages and inserts them in each Twitter and Instagram post in some way. She tries to make each post have an objective, whether to generate new followers, support fundraising, or explain who we are. Our tone and voice are fun, but not silly; helpful, but not overbearing; expert, but not bossy; and confident, but not cocky.

If we want to be successful on these platforms, we also need a willingness to commit to frequent posts. Dee could also use someone to research good articles or content to retweet to our followers; someone to help create the tweets or send her something to tweet; someone to respond or engage with our followers; and someone with the skill to connect with a younger audience. Please contact her if you are willing to help out.

**Website:** Mary M. reported that the Friends' website ([www.nachusagrasslands.org](http://www.nachusagrasslands.org)) receives quite a bit of traffic and is continually under development. In the past year, we had 315,000 page views.

We now have a Friends of Nachusa Grasslands Privacy Policy posted on our website and also on our online donor forms (<http://www.nachusagrasslands.org/privacy-policy.html>). The policy was adapted from one provided by Weebly, our website platform, and was approved by the Board in July 2018.

**Blog:** Our blog continues to attract new viewers. James Higby has become our editor, which is much appreciated. We need more writers contributing and our current writers to continue with submissions.

**Facebook:** Mary M. reported that the Friends of Nachusa Grasslands Facebook page (<https://www.facebook.com/Nachusa>) has about 5,100 followers. Mary M., Dee, and Charles update the page frequently with photos, news about upcoming events, and links to items of interest.

**Prairie-Updates:** Mary M. is the newsletter editor and sends out emails via Mailchimp very sporadically. We currently have about 850 subscribers.

**Donation Acknowledgments:** Mary M. sends formal donation acknowledgments with tax language when appropriate to all of our donors, even though it is not required for amounts under \$250. Most are emailed, but some are snail mailed if we don't know the donors' email address or regular mail has been requested.

**Thank You Notes:** Betty now coordinates our thank you note project, mailing a handwritten letter to everyone who gives over \$100. This past year, about 200 notes were sent. We thank Betty for fulfilling this very important role.

**Follow-Up Phone Calls to New Donors:** Starting in early 2018, Jeff has been contacting selected new donors and has learned quite a bit about their motivations for supporting Friends. To date, he has called or emailed 15 donors, successfully reached five, and had a follow-up face-to-face meeting with one. Jeff specifically does not ask for more donations, which surprises most of those contacted.

**Appreciation Books for New Donors:** Betty also mails the Torkel Korling *The Prairie – Swell and Swale* book to first-time donors who have given over \$25.

**Photo/Video Corps:** Dee, Charles, and Baker are our usual “go to” photographers/videographers for Friends projects, but we also appreciate other's contributions. In addition, Charles is the administrator for the Photography at Nachusa Grasslands Facebook group (<https://www.facebook.com/groups/356617574475489/?ref=bookmarks>).

## Science Grant Program

**Symposium:** Mary V. reported that our 2018 Science Symposium will be held at the Nachusa Grasslands Barn on October 20. Elizabeth Bach will give a keynote presentation on Science at Nachusa. Some researchers will give brief talks, and others will have posters sessions. Summaries of their projects are available on our website (<http://www.nachusagrasslands.org/science-grants-2018.html>).

After the meeting, an anonymous donor offered to underwrite symposium expenses in recognition of all the volunteers who contribute to its success.

**Science Awards:** This year Friends funded 15 researchers with a total of \$40,000 in grants. See <http://www.nachusagrasslands.org/science-grants-2018.html> for a list of researchers and their projects.

In early 2019, a maximum of \$42,000 drawn from designated and undesignated donations as well as the Tawani match will be awarded by the Science Grant Committee.

## Administrative Items and New Business

**Conflict of Interest Policy:** As required by our Bylaws, the Directors and Officers acknowledged that they had all read and were in compliance with the Friends of Nachusa Grasslands Conflict of Interest Policy.

**2018 Prairie Potluck Review:** Bernie asked for feedback on this year's Prairie Potluck, and the only request was for better weather – no thunderstorms or excessive heat would be appreciated in the future. Susan Kleiman was thanked for coordinating the event. Our 2019 Prairie Potluck will be held on Saturday, June 15.

**Conservation Reserve Program (CRP):** The Federal government reimburses landowners for reserving tillable acreage for wildlife habitat and soil conservation. Friends currently leases 279.4 acres in four CRP contracts (139 acres of totally restored prairie; 94.6 acres of partially restored prairie, all at least over seeded with combine mix; and 45.7 acres of unrestored CRP land from TNC for this purpose and is responsible for monitoring and managing the land. Mike Carr administers the CRP program, which involves quite a bit of paperwork.

For the last fiscal year, the payments from the USDA totaled \$56,990, an increase of \$6,990 over the previous year because we burned the units and overseeded one. Friends spent about \$1,000 to purchase headsets for the fire crew out of this excess amount. We expect to receive \$50,000 this year and will continue with weed management as needed.

We recently “gave” about 110 acres of CRP land to the Middle Rock Conservation Partners, so that that group would also qualify for payments. This transaction will not affect our annual CRP income, as we previously leased more acres than we could receive payments for.

**Friends T-Shirt Initiative:** At a Board and Officers meeting in early 2018, the decision was made to sell Friends t-shirts at cost. This approach reflects our purpose in selling them not for profit, but for marketing purposes, as well as to offer an easy first step for people to become personally involved in the Nachusa story. We can now sell shirts year-round without sales tax issues.

We will offer two new adult shirt styles this year with a front design of a small savanna scene with bison superimposed over bur oak leaves and the Friends logo on the back:

- a cotton unisex crewneck style (as in prior years), in a lime green.
- a cotton ladies' V-neck style, in response to many requests these past couple of years, even though they cost more, in that same lime color;

Shirt prices will be:

- \$6.00 each for unisex shirts
- \$9.00 each for V-neck ladies' shirts
- \$5.00 each for all prior year's shirts (adult and children's sizes)

Contact Betty to purchase shirts, or you can also buy them at AOTP on September 15.

### **Artist in Residency Program**

Bernie proposed to the Board that Friends sponsor an Artist in Residency (AIR) program next year.

An AIR program would allow established artists to compete for the opportunity to live and work on-site at Nachusa for one to three weeks. A committee of five prominent artists would select the artists. Three to four artists would be in residency at the 201 House during 2019.

As part of their residency, each artist would conduct one or more events for Nachusa, such as a lecture, a review of prior work, or a teaching session. Each artist would provide a piece of their work to Nachusa within a year of their residency. In most programs, the artist covers their own expenses except for housing.

After much discussion of the challenges and benefits of hosting an AIR (mainly related to necessary human resources), several people, including Mike C., Mike A., and Bernie, volunteered to serve on a committee to develop the possibility. The Board approved the concept pending further investigation. Others interested in serving on the AIR Committee should contact Bernie. See the Recommendations to the Board document ([http://www.nachusagrasslands.org/uploads/5/8/4/6/58466593/recommendations\\_to\\_the\\_board\\_2018.pdf](http://www.nachusagrasslands.org/uploads/5/8/4/6/58466593/recommendations_to_the_board_2018.pdf)) for additional information on the proposal.

### **Friends 10<sup>th</sup> Anniversary Celebration**

The Friends were incorporated August 2008 and received Federal not-for-profit status in January 2009. We have enjoyed considerable success over the past decade and would like to celebrate our accomplishments sometime during 2019.

After several options were discussed, including the possibility of a having a special fundraising campaign, a speaker, a Prairie Potluck anniversary emphasis, and a sunset party in late September, Bernie, Betty, and Paul volunteered for the 10<sup>th</sup> Anniversary Committee, and the Board approved the proposal. The committee will present a plan to the Board sometime later this year or early next year. Anyone with ideas or a willingness to join the committee should let Bernie know. More details are available on the Recommendations to the Board document linked above.

### **TNC-Nachusa Grasslands Updates by Elizabeth Bach**

**Science at Nachusa:** Elizabeth began as Nachusa's Ecosystem Restoration Scientist in May 2018 and is dedicated 100% to Nachusa science matters. She reports to Bill Kleiman. TNC has no Illinois Science Director at the present time, as Jeff Walk was promoted to Director of Conservation.

Elizabeth's main focus will be to support current scientists at the preserve and bring in additional research projects, thereby expanding our presence in the restoration community. She is looking at a holistic approach to restoration, which will benefit both Nachusa and all conservation efforts.

Elizabeth welcomes observations and questions from stewards, staff, and volunteers. Mary M. mentioned that we have a new web page listing potential research topics (<http://www.nachusagrasslands.org/potential-research-topics.html>), and anyone with additional ideas to suggest should contact Mary V., as the topics are also included in each year's Science Grant applications.

**Bison Herd:** The bison are doing well with about 130 now in the herd.

**2018 Annual Meeting:** The next Friends Annual Meeting will be held on Saturday, July 27, 2019, at Kickapoo Mud Creek Nature Preserve.

**Adjournment:** The meeting was adjourned at 3 p.m., followed by a social hour.

**Group Photo:** Thank you to Greg Baker for taking the photograph of the Friends below.

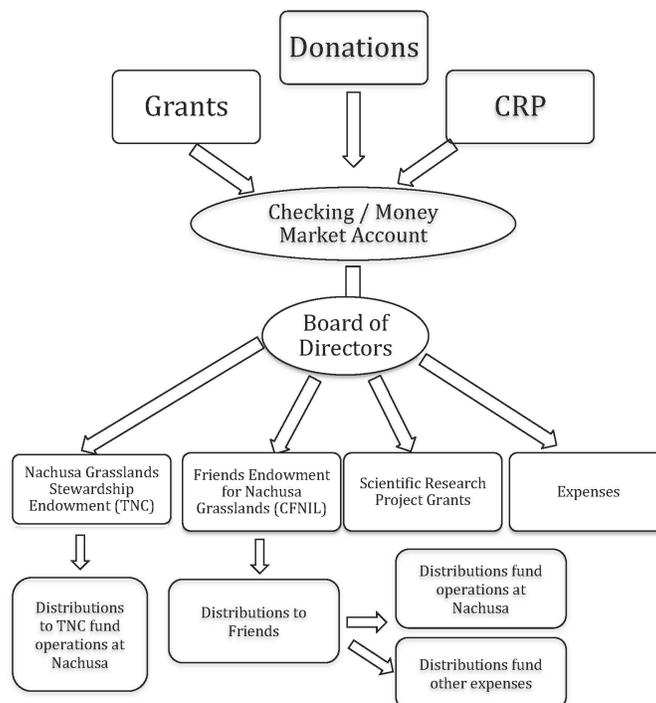
Respectfully Submitted,

Mary Meier, Secretary  
August 13, 2018

### Friends of Nachusa Grasslands 2017-2018 Annual Meeting Attendees



### Friends of Nachusa Grasslands Cash Flow Model



## Treasurer's Report – 2018 Actual and 2019 Budget

### Friends of Nachusa Grasslands Treasurer's Report 2017-2018

Budget and Actual Results:	2017-2018 Actual	Percent of Actual	2017-2018 Budget	Variance	Proposed 2018-2019 Budget	Percent of Budget
Beginning Balance	21,629.82		21,629.82		32,825.89	
<b><u>Revenue</u></b>						
Cash Donations	206,111.49	71%	180,000.00	26,111.49	180,000.00	59%
CRP Annual Payment	56,990.00	20%	50,000.00	6,990.00	50,000.00	16%
CFNIL Endowment Income	15,078.96	5%	15,078.96	0.00	17,000.00	6%
Grant Income	10,000.00	3%	10,000.00	0.00	57,000.00	19%
Amazon Smile Income	90.95	<1%	75.00	15.95	100.00	<1%
T-Shirt Revenue	3,625.00	1%	3,000.00	625.00	3,000.00	1%
<b>Total Revenue</b>	<b>291,896.40</b>	<b>100%</b>	<b>258,153.96</b>	<b>33,742.44</b>	<b>307,100.00</b>	<b>100%</b>
Direct Gifts to Endowments	9,538.00					
In Kind Donations	57.00					
<b>Total Support from all Sources</b>	<b>301,491.40</b>					
<b><u>Disbursements</u></b>						
<b><u>In Direct Support of Our Mission Statement</u></b>						
Gifts to TNC Endowment	22,000.00	8%	50,000.00	-28,000.00	50,000.00	15%
CFNIL Nachusa Endowment	184,000.00	66%	125,000.00	59,000.00	180,000.00	54%
Science Grants	40,000.00	14%	40,000.00	0.00	43,000.00	13%
Nachusa Operations via TNC	15,078.96	5%	15,078.96	0.00	23,250.00	7%
Stewardship	2,931.92	1%	2,500.00	431.92	17,500.00	5%
Grants to other Organizations	2,500.00	1%	2,500.00	0.00	2,500.00	1%
T-Shirt Expense	2,305.70	1%	2,300.00	5.70	2,300.00	1%
Subtotal	268,816.58	<b>95.8%</b>	237,378.96	31,437.62	318,550.00	<b>96.2%</b>
<b><u>Expenses</u></b>						
Banking Fees	525.63	<1%	400.00	125.63	600.00	<1%
Government Fees	50.00	<1%	70.00	-20.00	70.00	<1%
Insurance	3,473.93	1%	3,800.00	-326.07	3,800.00	1%
Development	7,834.19	3%	8,000.00	-165.81	8,000.00	2%
Subtotal	11,883.75	4.2%	12,270.00	-386.25	12,470.00	3.8%
<b>Total Disbursements</b>	<b>280,700.33</b>	<b>100%</b>	<b>249,648.96</b>	<b>31,051.37</b>	<b>331,020.00</b>	<b>100%</b>
<b>Ending Cash Balance</b>	<b>32,825.89</b>		<b>30,134.82</b>	<b>2,691.07</b>	<b>8,905.89</b>	