

Financial Activity Summary: Executive Summary



The 2021 Fiscal Year (January 1 - December 31) compared favorably to the Full Year Plan with 2021 driven primarily by higher Wine & Dine revenue and lower stewardship expenses than planned. Revenues from membership dues and contributions combined were about \$2,971 lower in 2021 than 2020 (\$22,863 versus \$25,840). Those cover our yearly operating costs (insurance, state filing fees, educational event costs, etc.) of about \$10,000 per year and help build up our general stewardship and reserve funds.

Our main fundraiser the last six years has been the annual Wine & Dine dinner, and we apply proceeds from the event to our general stewardship and reserve funds. The 2021 Take Home Harvest Dinner event was very successful, bringing in gross revenue of \$27,680, about 19% higher than 2020. We spent about \$4,000 on stewardship which was \$7,400 lower in 2021 versus 2020. The annual appeal and contributions have covered stewardship expenses and grown the stewardship fund.

Planned stewardship activity for 2021 was delayed due to a wet Spring, supply chain issues and resource constraints. The delayed stewardship activity has been carried over to 2022 and includes trail work on LaSalette (including benches) and Evan Family Meadows, informational signs on Hawk Hill and Stout Family Fields, and a cupola for Thrall Barn. Additional stewardship activity for 2022 includes removal of a deteriorated shed from Hawk Hill and a new Hawk Hill Tree walk.

Membership dues and contributions are off to a good start in 2022 due to momentum from last year's annual campaign carrying over into early 2022. A Fall membership recruitment event is planned which is expected to increase membership, but contributions are expected to be down as no significant events have been planned for 2022. We expect revenues to fall short for the year but will at least cover our yearly administrative costs budgeted to be \$12,000. Funds to cover this year's planned stewardship activities were raised in 2021 and prior years. People have expressed appreciation of the Land Trust and the ability to recreate so we're optimistic we'll continue to raise enough funds to cover our costs. With the continuation of the pandemic, escalating costs and labor shortages, we're fortunate to be all-volunteer and have dedicated volunteers who work hard to keep our expenses low.

Financial Activity Summary: 2021 Income Statement Notes & Highlights

Revenue:

- Revenue for 2021 compares favorably with target, primarily driven by a very successful Wine & Dine event.
- 2021 “Membership Dues” were \$160 lower than target.
- \$27,680 of “Program Revenue” is from the 2021 Wine & Dine, which raised \$22,069 after expenses.
- Approximately 45% of 2021 “Donations and Grants” were gifts from the Annual Appeal. These unrestricted contributions will be used to increase our General Stewardship fund including funds for a Hawk Hill tree walk.
- “Restricted Contributions” for 2021 were designated for Hawk Hill Barn and Trail funds.

Expenses:

- \$2,044 out of \$4,012 of stewardship expenses was for mowing of invasives on Van Otterloo property, tree services on Speer property and planting of a Swamp White Oak on the Sinnott Farm property in support of Trees for Bloomfield initiative. The balance of the stewardship expenses was mostly for tractor maintenance and repairs.
- 2020 operational expenses (Administrative, Insurance, WLT Events) ran slightly lower than expected.

Wintonbury Land Trust Inc. - Statement of Activity				
	YTD ending December 31, 2021	Full Year Plan 2021	YTD ending March 31, 2022	Full Year Plan 2022
Revenue				
40000 Donations and Grants	\$14,789	\$15,000	\$615	\$10,925
41000 Program Revenue	\$27,680	\$15,000	\$0	\$0
42000 Membership Dues	\$4,840	\$5,000	\$2,060	\$6,450
44000 Permanently Restricted Contributions	\$3,240	\$3,000	\$5,270	\$25,000
47100 Hawk Hill Farm Rent	\$2,100	\$1,400	\$0	\$1,400
Total Revenue	\$52,648	\$39,400	\$7,945	\$43,775
Expenditures				
60000 Program Expense	\$6,011	\$7,300	\$0	\$8,300
61000 Stewardship Expense	\$4,012	\$37,400	\$4,377	\$37,657
62800 Insurance Expense	\$4,137	\$4,500	\$819	\$4,919
63000 Legal and Professional Expense	\$1,300	\$3,500	\$575	\$1,700
63500 Grant Expenditure	\$0	\$0	\$4,000	\$25,000
64000 Information Technology Expense	\$100	\$1,300	\$300	\$1,435
65000 Administration Expenses	\$3,369	\$3,850	\$366	\$4,054
Total Expenditures	\$18,929	\$57,850	\$10,438	\$83,065
Net Operating Revenue	\$33,719	(\$18,450)	(\$2,493)	(\$39,290)
Other Revenue				
45000 Investments	\$45	\$0	\$0	\$0
47000 Other Revenue	\$490	\$0	\$0	\$0
49000 Interest Income - Checking, Savings, Short-term CD	\$312	\$200	\$101	\$250
Total Other Revenue	\$847	\$200	\$101	\$250
Other Expenditures	\$0	\$600	\$0	\$0
Total Other Expenditures	\$0	\$600	\$0	\$0
Net Other Revenue	\$847	(\$400)	\$101	\$250
Net Revenue	\$34,566	(\$18,850)	(\$2,392)	(\$39,040)

Financial Activity Summary: 2021 Balance Sheet Notes

- Wintonbury Land Trust’s financial situation remains stable. We had \$25,000 in Liabilities at year-end 2020 from a capacity building grant that has not been spent.
- Regarding Wintonbury Land Trust Assets:
 - “Cash” consists of (1) non-restricted funds available for paying operating expenses, for general stewardship work, and for cash reserves to draw on if needed (e.g. to front dollars that will be reimbursed for a grant, to pay our portion of a required match for a grant, or to pay for unanticipated expenses), (2) a grant for capacity building and (3) funds restricted for the express purpose of stewardship work on specific Land Trust properties. At year-end 2021, about 11% of the Stewardship Fund was allocated to the Barn Fund (for Hawk Hill Barn and Thrall Barn renovation work); about 63% to General Stewardship for other properties (e.g., Lisa Lane Farm, Stout Family Fields, Evans Family Meadows), and the remaining 26% to the Trails (i.e., LaSalette trail will ultimately connect Bloomfield Center with Penwood State Park). (Most of the \$6,000 decrease in 2022 March YTD cash is due \$4,000 payment of grant funds for capacity building and approximately net \$2,000 from the stewardship fund.)
 - “Grants Unspent” are funds received but not spent for a specific capacity building project.
 - “Land” shows the cumulative total of the assessed values for all properties donated to the Land Trust and the purchase prices for all properties purchased by the Land Trust.
- Fund Balance: The Beginning Balance for any period is the prior period’s Ending Fund Balance. Ending Fund Balance can be calculated two ways: (1) Beginning Fund Balance plus Net Income/ (Loss), or (2) Assets minus Liabilities.

Wintonbury Land Trust Inc. - Statement of Financial Position Comparison				
	December 31, 2021	Full Year Plan 2021	March 31, 2022	Full Year Plan 2022
ASSETS				
Cash	\$220,548	\$114,914	\$214,156	\$156,508
Land - Properties/Easements	\$1,413,377	\$1,413,477	\$1,413,377	\$1,413,377
TOTAL ASSETS	\$1,633,925	\$1,528,391	\$1,627,533	\$1,569,885
LIABILITIES AND EQUITY				
Liabilities				
Grants Unspent	\$25,000	\$590	\$21,000	\$0
Total Liabilities	\$25,000	\$590	\$21,000	\$0
Equity				
Beginning Fund Balance	\$1,574,359	\$1,526,651	\$1,608,925	\$1,608,925
Net Revenue	\$34,566	(\$18,850)	(\$2,392)	(\$39,040)
Total Equity	\$1,608,925	\$1,507,801	\$1,606,533	\$1,569,885
TOTAL LIABILITIES AND EQUITY	\$1,633,925	\$1,508,391	\$1,627,533	\$1,569,885