

Newton Conservators Inc.
Unrestricted Income Statement
Calendar Year 2022

| | CY2022 Actual | CY2022 Budget | CY2022 Variance | Prior Years | | | |
|---|------------------|------------------|--------------------|------------------|-------------------|-------------------|-------------------|
| | | | | CY2021 Actual | CY 2020 Actual | CY 2019 Actual | CY 2018 Actual |
| REVENUES | | | | | | | |
| Dues - Members | 23,914 | 25,000 | (1,086) | 28,480 | 28,905 | 18,935 | 19,444 |
| Gifts - Members | 9,055 | 6,000 | 3,055 | 16,611 | 9,080 | 6,615 | 5,911 |
| Credit card fees | (309) | (450) | 141 | (398) | (468) | (471) | (322) |
| Misc. (Amazonsmile, etc.) | 194 | 200 | (6) | 174 | 217 | 275 | 362 |
| Almanac sales | 371 | 300 | 71 | 410 | 513 | 129 | 520 |
| Trail Guide Sales | 398 | 750 | (352) | 1,241 | 846 | 444 | 947 |
| Total revenues | 33,624 | 31,800 | 1,824 | 46,518 | 39,093 | 25,928 | 26,861 |
| EXPENSES | | | | | | | |
| Annual Meeting - net cost | (777) | - | 777 | - | (1,950) | (785) | (94) |
| Board Administrative Expenses | 1,275 | 1,500 | 225 | 2,497 | 1,175 | 739 | 887 |
| Board Development | - | 500 | 500 | 165 | - | 314 | 194 |
| Dues | 675 | 700 | 25 | 675 | 825 | 600 | 745 |
| Fees | 174 | 150 | (24) | 189 | 89 | 104 | 54 |
| Grants | 3,700 | 3,500 | (200) | 3,340 | - | 2,650 | 3,750 |
| Insurance | 3,862 | 3,862 | - | 3,812 | 3,798 | 3,784 | 3,685 |
| Almanac, Guide, Brochures | 3,907 | 3,907 | - | - | - | - | - |
| Membership Development | 1,504 | 2,000 | 496 | 2,545 | 2,959 | 2,908 | 2,625 |
| Newsletter | 3,840 | 4,500 | 660 | 4,085 | 4,213 | 4,067 | 7,993 |
| Ordway Maintenance | - | - | - | 2,430 | 1,680 | 1,790 | 1,980 |
| Programs - General | 175 | 1,000 | 825 | 287 | - | 159 | 805 |
| Programs - Invasives, natives | 290 | 700 | 410 | - | - | 500 | 105 |
| Website | 752 | 750 | (2) | 2,117 | 609 | 1,914 | 849 |
| Total expenses | 19,376 | 23,069 | 3,693 | 22,141 | 13,397 | 18,743 | 23,578 |
| Net income from operations before special projects | 14,248 | 8,731 | 5,517 | 24,377 | 25,696 | 7,184 | 3,284 |
| SPECIAL PROJECTS | | | | | | | |
| Inc. from Board-Design. Endowment | 8,590 | 8,590 | - | 6,416 | 4,746 | 5,929 | 6,160 |
| Exp - General | - | 1,000 | 1,000 | - | - | - | - |
| Exp - CR Monitoring | - | 1,000 | 1,000 | - | - | - | - |
| Exp - Bracebridge CR Work | - | - | - | - | - | 2,019 | 250 |
| Exp - Land Acq. Program (research) | - | 500 | 500 | - | - | - | - |
| Exp - Property Maint. beyond donor funds | - | 4,000 | 4,000 | - | - | 16,590 | 7,030 |
| Other | - | 10,000 | 10,000 | - | - | - | - |
| Net Income from Board-Designated funded special projects | 8,590 | (7,910) | 16,500 | 6,416 | 4,746 | (12,680) | (1,120) |
| Net income from operations | 22,838 | 821 | 22,017 | 30,793 | 30,442 | (5,496) | 2,164 |
| INVESTMENT INCOME AND GAINS | | | | | | | |
| Interest - Money Market | 2,254 | 20 | 2,234 | 13 | 239 | 991 | 419 |
| Investment Income - 4-in 1 Fund | 18,142 | 8,500 | 9,642 | 17,542 | 7,128 | 12,923 | 11,615 |
| Interest - Treasury Bills | 206 | 20 | 186 | 10 | 251 | 317 | 177 |
| Unrealized Gain (Loss) - 4-in-1 Fund | (76,982) | 6,000 | (82,982) | 28,030 | 28,624 | 33,459 | (25,158) |
| Sub-total investment income before transfers | (56,381) | 14,540 | (70,921) | 45,595 | 36,243 | 47,689 | (12,947) |
| Inv. Income - Transfer to Ordway Endow. | 4,159 | (4,000) | 8,159 | (4,333) | (3,483) | (12,936) | 984 |
| Inv. Income - Transfer to CR Monitoring | 4,815 | (2,000) | 6,815 | (2,033) | - | - | - |
| Less: board designated endowment spending policy transfer to operations | (8,590) | (8,590) | - | (6,416) | (4,746) | (5,929) | (6,160) |
| Total investment income after transfers | (55,996) | (50) | (55,946) | 32,814 | 28,014 | 28,824 | (18,123) |
| Total changes in unrestricted net assets | (33,158) | 771 | (33,929) | 63,606 | 58,456 | 23,329 | (15,960) |
| Beginning Unrestricted Net Assets | 352,079 | 352,079 | - | 288,472 | 230,016 | 206,688 | 222,647 |
| Plus: change in unrestricted net assets | (33,158) | 771 | (33,929) | 63,606 | 58,456 | 23,329 | (15,960) |
| Ending Unrestricted Net Assets (incl BD) | 318,921 | 352,850 | (33,929) | 352,079 | 288,472 | 230,016 | 206,688 |

Balance Sheet - Newton Conservators - As of 12/31/2022

| ASSETS | Unrestricted | Temp. Restr. | Perm. Restr. | 12/31/22 Total | 12/31/21 Total |
|---|---------------------|---------------------|---------------------|-----------------------|-----------------------|
| Checking (Village Bank) | 8,496 | 12,587 | | 21,082 | 16,158 |
| Accounts Receivable, Prepaid Exp | 851 | | | 851 | 2,250 |
| Post Office | 194 | | | 194 | 352 |
| Golf/Reservoir Escrows | - | 53,116 | | 53,116 | 53,001 |
| Total Cash and AR Assets | 9,541 | 65,702 | - | 75,243 | 71,761 |
| Fidelity Multi Asset Index Fund (Mkt Val) | 223,344 | | 21,585 | 244,929 | 298,889 |
| Fidelity Money Market | 69,658 | 103,198 | | 172,856 | 166,668 |
| Fidelity Multi Asset Index Fund CR Mon (Mkt Val) | | 22,152 | | 22,152 | 27,032 |
| Fidelity Money Mkt CR Monitoring | | 5,066 | | 5,066 | 5,000 |
| Treasury Notes (CY-in transit) | 5,903 | 8,745 | | 14,649 | 14,975 |
| Total Investments | 298,905 | 139,161 | 21,585 | 459,651 | 512,565 |
| Property: Ordway (unrestr), Dexter, Awtrey | 10,900 | | 2 | 10,902 | 10,902 |
| TOTAL ASSETS | 319,346 | 204,863 | 21,587 | 545,796 | 595,228 |
| LIABILITIES | | | | | |
| A/P | 425 | | | 425 | 425 |
| Golf/Reservoir Escrow (City of Newton) | | 53,116 | | 53,116 | 53,001 |
| Subtotal liabilities | 425 | 53,116 | - | 53,541 | 53,426 |
| NET ASSETS | | | | | |
| Board Designated Endowment | 148,221 | | | 148,221 | 148,221 |
| Spending Policy BD Endow. | 26,344 | | | 26,344 | 17,754 |
| Unrestricted Net Assets (undesignated) | 144,356 | | | 144,356 | 186,104 |
| Awtrey Maint. Fund; Awtrey & Dexter Land | | 9,744 | 2 | 9,746 | 9,746 |
| CR Monitoring fund for CPA-acq. city parcels | | 27,218 | | 27,218 | 32,033 |
| Land Acquisition | | 3,000 | | 3,000 | 2,250 |
| Land Stewardship (incl 100 Crystal Lake) | | 2,688 | | 2,688 | 2,663 |
| Nahanton Woodcock Meadow | | 1,232 | | 1,232 | 1,207 |
| Ordway Park Improvement/Endowment | | 2,170 | 21,585 | 23,755 | 23,730 |
| Ordway Endow. Interest | | 18,814 | | 18,814 | 28,953 |
| Trails Revolving Fund | | 16,186 | | 16,186 | 18,761 |
| Weeks Field | | 4,750 | | 4,750 | 4,750 |
| S - Friends of Houghton Gardens | | 32,712 | | 32,712 | 28,162 |
| S - Friends of Webster Woods | | 5,346 | | 5,346 | 5,346 |
| S - Riverside Trails Fund | | 25,236 | | 25,236 | 25,236 |
| S - Save the Cove | | 856 | | 856 | 4,956 |
| S - Upper Falls Greenway | | 1,797 | | 1,797 | 1,881 |
| "S" = Sponsored Group | | | | | |
| TOTAL NET ASSETS | 318,921 | 151,748 | 21,587 | 492,255 | 541,802 |
| TOTAL LIABILITIES & NET ASSETS | 319,346 | 204,863 | 21,587 | 545,796 | 595,228 |

Detail Report on Restricted Net Assets - page 1 of 2

| | CY 2022 | | | CY 2021 |
|---|-----------------|---------------|-----------------|----------------|
| | Temporary | Permanent | Total | Total |
| Balance at beginning of year | | | | |
| Awtrey Lot A Maint. Fund; Land | 9,744 | 1 | 9,745 | 9,745 |
| CR Monitoring fund for CPA-acq. Parcels | 32,033 | | 32,033 | - |
| Dexter Woods Maint. Fund; Land | - | 1 | 1 | 1 |
| Land Stewardship/Land Acquisition | 4,913 | | 4,913 | 4,163 |
| Nahanton Woodcock Meadow | 1,207 | | 1,207 | 1,172 |
| Ordway Park Improvement/Endowment | 2,170 | 21,560 | 23,730 | 23,730 |
| Ordway Park Endow. Interest | 28,953 | | 28,953 | 24,620 |
| Trails Revolving Fund | 18,761 | | 18,761 | 15,387 |
| Weeks Field | 4,750 | | 4,750 | 4,750 |
| Subtotal non-sponsored funds | 102,531 | 21,562 | 124,093 | 83,568 |
| S - Friends of Houghton Garden | 28,162 | | 28,162 | 18,487 |
| S - Friends of Webster Woods | 5,346 | | 5,346 | 5,346 |
| S - Riverside Trails Fund | 25,236 | | 25,236 | 21,448 |
| S - Save the Cove | 4,956 | | 4,956 | 350 |
| S - Upper Falls Greenway | 1,881 | | 1,881 | 1,146 |
| S - Wellington Park | 50 | | 50 | |
| Subtotal sponsored group funds | 65,630 | - | 65,630 | 46,776 |
| Total | 168,161 | 21,562 | 189,723 | 130,344 |
| Changes during 2022 | | | | |
| | | | | CY2021 |
| CR Monitoring fund rec'd for city CPA-acquired parcels | - | | - | 30,000 |
| CR Monitoring fund change in market value | (4,815) | | (4,815) | 2,033 |
| Land Acq, Stewardship donations | 775 | | 775 | 750 |
| Nahanton Woodcock Meadow donation | 25 | | 25 | 35 |
| Ordway Endowment donation | | 25 | 25 | |
| Ordway Endow. Interest earned | (4,159) | | (4,159) | 4,333 |
| Ordway Park maintenance | (5,980) | | (5,980) | |
| Trails Revolving Fund - Sender Ph2 exp (\$10K) offset by donations (CY); grant reimb (PY) | (2,575) | | (2,575) | 3,374 |
| Subtotal non-sponsored funds | (16,729) | 25 | (16,704) | 40,525 |
| S - Friends of Houghton Garden donations | 4,550 | | 4,550 | 40,400 |
| S - Friends of Houghton Garden expenses | - | | - | (30,725) |
| S - Riverside Trails grant/donations | - | | - | 3,788 |
| S - Save the Cove donations & balance transfer | 900 | | 900 | 9,606 |
| S - Save the Cove expenses | (5,000) | | (5,000) | (5,000) |
| S - Upper Falls Greenway donations offset by gate exp (CY) | (84) | | (84) | 736 |
| S - Wellington Park PY donation transferred to new org | (50) | | (50) | 50 |
| Subtotal sponsored group funds | 316 | - | 316 | 18,854 |
| Total | (16,414) | 25 | (16,389) | 59,379 |

Detail Report on Restricted Net Assets - page 2 of 2

| | 12/31/2022 | | | 12/31/2021 |
|---|----------------|---------------|----------------|----------------|
| | Temporary | Permanent | Total | Total |
| Balance at 12/31/22 | | | | |
| Awtrey Lot A Maint. Fund; Land | 9,744 | 1 | 9,745 | 9,745 |
| CR Monitoring Fund for CPA-acquired city parcels | 27,218 | | 27,218 | 32,033 |
| Dexter Woods Maint. Fund; Land | - | 1 | 1 | 1 |
| Land Stewardship, Land Acquisition Funds (Crystal Lake \$100) | 5,688 | | 5,688 | 4,913 |
| Nahanton Woodcock Meadow | 1,232 | | 1,232 | 1,207 |
| Ordway Park Improvement/Endowment Fund | 2,170 | 21,585 | 23,755 | 23,730 |
| Ordway Park Endow. Interest | 18,814 | | 18,814 | 28,953 |
| Trails Revolving Fund | 16,186 | | 16,186 | 18,761 |
| Weeks Field | 4,750 | | 4,750 | 4,750 |
| Subtotal non-sponsored funds | 85,802 | 21,587 | 107,389 | 124,093 |
| S - Friends of Houghton Garden | 32,712 | | 32,712 | 28,162 |
| S - Friends of Webster Woods | 5,346 | | 5,346 | 5,346 |
| S - Riverside Trails Fund | 25,236 | | 25,236 | 25,236 |
| S - Save the Cove | 856 | | 856 | 4,956 |
| S - Upper Falls Greenway | 1,797 | | 1,797 | 1,881 |
| S - Wellington Park | - | | - | 50 |
| Subtotal sponsored group funds | 65,946 | - | 65,946 | 65,630 |
| Total | 151,748 | 21,587 | 173,335 | 189,723 |