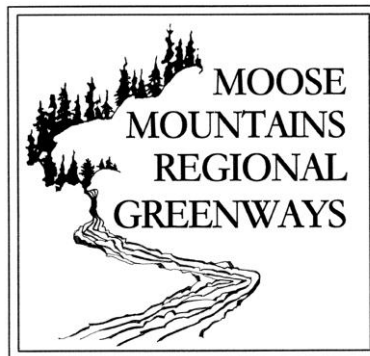


# Moose Mountains Regional Greenways

## 2011 Annual Report

Prepared for Annual Meeting, February 6, 2012



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## Land Conservation

During 2011, MMRG and our partners protected 212 acres in the Moose Mountains Region through one large project in the Town of Wakefield. The land – which includes forests, streams, forested wetlands, and open marsh – is now permanently protected by an easement acquired using the Wetlands Reserve Program (WRP) of the Natural Resources Conservation Service. We are helping three other landowners apply for this program; one has already been funded, an easement purchase agreement is in place, and we expect it to close in early 2012.

Late in the year, a scenic 250-acre property in Brookfield was placed on the market at a very attractive price. MMRG immediately sought a conservation-minded buyer for the land and that buyer acted quickly to purchase the property. We are now working with the buyer and a local land trust to find funding to place a conservation easement on the majority of the property. We are very grateful to the conservation buyer for his swift and generous action.

MMRG is helping the Town of Wakefield with a project to acquire 130 acres of beautiful land along Union Meadows and Branch Brook. MMRG is providing technical assistance and \$2,000 in funds to help the town with its purchase. We helped the town Conservation Commission write a successful grant application to the state Land and Community Heritage Investment Program which just awarded the town \$40,000 for the purchase. The New Hampshire Department of Fish and Game has also pledged \$100,000 towards the project. It is hoped that an agreement with the owner can be reached and that the town will be successful in purchasing the land.

Low land prices can cause problems for conservation projects, and we saw that effect during 2011 with several projects. On three occasions, appraisals were so low that the landowners chose to defer the sale or donation of their land. The landowners are conservation minded and patient, and we are hopeful that these projects will come to fruition after the market improves.

During 2011, MMRG staff visited conservation commissions in the communities of Brookfield, Milton, Middleton, Wakefield, Farmington, Wolfeboro, and New Durham. At the invitation of our partner, the Acton Wakefield Watersheds Alliance, we gave a presentation on land conservation at a round table gathering of lake associations. MMRG also worked on projects with U.S. Natural Resources Conservation Service, the New Hampshire Department of Fish and Game, the Wolfeboro-Tuftonboro Land Bank, and the Society for the Protection of New Hampshire Forests.

MMRG helped organize a panel discussion and workshop titled “Your Land, Clean Water, Your Legacy”, which was held at the Governor’s Inn in Rochester in November. The program – which attracted over 90 landowners and community leaders – was about how wise stewardship and land conservation can help preserve water quality in the Salmon Falls River. (The U.S. Forest Service recently declared the Piscataqua/Salmon Falls River system as that most at risk in the nation to suffer a decline in water quality due to conversion of forest to other uses.) Our partners in the event included the Natural Resources Conservation Service, the Salmon Falls Watershed Collaborative and the NH Association of Conservation Districts, as well as several

regional non-profit organizations, including the Acton Wakefield Watersheds Alliance, and the Strafford Rivers Conservancy, with assistance from UNH Cooperative Extension.

MMRG also held free conservation easement workshops in Wolfeboro and Wakefield. More than a dozen landowners attended these workshops, and some possible projects emerged from them. A new handout for landowners was developed and made available at these workshops, titled “Conserving Your Land: A Landowner’s Introduction to Voluntary Land Conservation”. We plan to hold additional workshops in the Moose Mountains region during 2012.

## Education and Outreach

MMRG began its second decade with an unprecedented amount of community involvement and participation in our outreach events. Eighteen workshops, walks, talks and volunteer activities were offered and attended by well over 200 MMRG members and others. In addition, about ninety people came to our 2011 Annual Meeting and Dinner, our 9<sup>th</sup> annual Woods, Water and Wildlife Festival attracted another 300 people, and our jointly sponsored “*Your Land, Clean Water, Your Legacy*” panel was attended by approximately 90 community leaders and landowners.

Some highlights of these events are given below. See the next section for the full calendar of educational outreach events held in 2011.

Dave Anderson of the Forest Society was the guest speaker at our 2011 Annual Meeting. Dave inspired and entertained the audience with his slide show and talk titled “*Land Conservation in the Moose Mountain Region.*” At this Annual Meeting, MMRG made its first presentation of the ‘Conservationist of the Year’ award, given to Nancy Spencer Smith in honor of the time, talent, and financial resources that she has devoted to land conservation for many years.

MMRG offered several educational lectures in 2011, including a talk on riparian ecology by UNH Professor Jim Haney at the Branch River Paddle and a slideshow/ lecture on Coyotes and Wolves by Christine Schadler. Keith Fletcher, MMRG’s Director of Land Conservation, also presented free Land Conservation Workshops in Wolfeboro and Wakefield.

Many of our outreach events took place on conservation land, properties for which easements were facilitated by MMRG and its conservation partners. Steve Panish, MMRG Board member, hosted both a wetlands delineation workshop and a fall hawk watch on his Teneriffe Mountain property in Milton, which is protected by a Strafford Rivers Conservancy easement. Dick Maynard once again opened his maple sugar house on his conserved farm in Farmington, which also has an SRC easement. One MMRG guided hike took folks along the conserved banks of the Salmon Falls River, which is protected by the Forest Society, and another went up Copple Crown Mountain, owned by the Lakes Region Conservation Trust.

An ongoing partnership with Branch Hill Farm/Carl Siemon Family Charitable Trust enables MMRG to provide many outreach events that also fulfill CSFCT’s educational mission. The annual Branch River paddle, Earth Day Celebration, Snowshoe Tracking with Sally Cornwell,

Corn Planting Volunteer Days, and the annual Woods, Water and Wildlife Festival were all held at Branch Hill Farm in 2011.

MMRG held its 9th Annual Woods, Water and Wildlife Festival on August 13, 2011, roundly acclaimed as our most successful festival yet. More than 20 presenters, some 66 donors, around 30 volunteers, and close to 300 attendees contributed to the success of this year's fun and family-friendly celebration of our region's natural resources. Returning popular events such as Hayrides to the Salmon Falls River, NH Wildlife viewings, and the Traveling Barnyard were complemented by new activities emphasizing our water resources: a Let's Go Fishing! event for kids, a Pond Ecology guided walk presented by NH Fish & Game, and Wonders of the Watershed interactive displays by the Acton Wakefield Watersheds Alliance. Another highlight this year was the Amazing Maze of Sweet Corn planted by volunteers early in the summer.

## **Outreach Events of 2011**

1/14 – Coyote and Wolf Ecology talk and slide presentation by Christine Schadler at the First Congregational Church of Wakefield, UCC; first part of MMRG's Coyote/Wolf Weekend.

1/16 – Snowshoe Tracking with Sally Cornwell at Branch Hill Farm, second part of MMRG's Coyote/Wolf Weekend, sponsored by Trager by Kari Lygren

2/7 – MMRG's Annual Meeting/Dinner at Moose Mountain Recreation Lodge in Brookfield; Dave Anderson of the Forest Society spoke on "*Land Conservation in the Moose Mountains Region*".

3/14 – Maple Sugar Fest with Dick Maynard in a traditional hand-built maple sugar house on his conserved Thunder Chimney Farm in Farmington.

3/30 – Land Conservation Workshop with MMRG's Director of Land Conservation, Keith Fletcher, at the Wolfeboro Public Library.

4/22 – Earth Day Celebration/Community Service event at Branch Hill Farm in Milton Mills: trash pickup along Applebee Road followed by community potluck supper.

5/28 – 7<sup>th</sup> Annual Branch River Paddle on the Salmon Falls and Branch Rivers, in Milton; UNH Professor James Haney spoke on riparian ecology, co-sponsored with Branch Hill Farm.

6/1-6/3 – Corn Planting Volunteer Days at Branch Hill Farm to prepare the corn maze for the Woods, Water and Wildlife Festival.

6/18 – "Know Your Wetlands" Workshop with wetlands scientist Dan Coons of Ilex Wetlands Consultants; Dan showed participants how to delineate the wetland/upland boundary around a beaver pond on private conserved property in Milton.

7/20 – Land Conservation Workshop with MMRG’s Director of Land Conservation, Keith Fletcher, at the First Congregations Church of Wakefield, UCC.

8/13 – Hike on Conservation Land in Milton with Mike Speltz of the Forest Society to see land of the Headwaters of the Salmon Falls Watershed Project. Held in conjunction with the Woods, Water and Wildlife Festival and co-sponsored by the Society for the Protection of New Hampshire Forests.

8/13 – 9<sup>th</sup> Annual Woods, Water, and Wildlife Festival at Branch Hill Farm in Milton Mills. Underwritten by the Carl Siemon Family Charitable Trust/Branch Hill Farm and the Siemon Company. Festival events were sponsored by many area business and individuals.

8/28 – 2<sup>nd</sup> Annual Water Quality Cruise on Lake Winnepesaukee. (CANCELLED due to Hurricane Irene).

9/17 – Hawk Watch from the top of conserved Teneriffe Mountain in Milton led by MMRG Executive Director Virginia Long. Co-sponsored by the Strafford Rivers Conservancy.

10/8 – Hike up Copple Crown Mountain in Brookfield with MMRG Chair Art Slocum. Co-sponsored by Lakes Region Conservation Trust.

10/22 – Moose Mountain Hike in Brookfield with Mike Speltz of the Forest Society to see the unique rocky ridge pitch pine natural community. Co-sponsored by the Society for the Protection of New Hampshire Forests.

11/9 – “*Your Land, Clean Water, Your Legacy*” Panel presentation at the Governor’s Inn in Rochester to inform landowners and community leaders in the Salmon Falls Watershed about how and why to preserve the water quality of the watershed. Co-sponsored with the Salmon Falls Watershed Collaborative, the Strafford Rivers Conservancy, the Acton Wakefield Watersheds Alliance, and the NH Association of Conservation Districts.

12/31 – MMRG at First Night in Wolfeboro, outreach to passersby with live music accompaniment by Keith Fletcher and Rolfe Barron on fiddle and guitar.

## **Board and Staff**

At the 2011 Annual Meeting, a slate of six new and returning Directors was confirmed by the membership: Steve Panish (Milton), Lorrie Drake (New Durham), Jon Batson (At-Large), Dulcie Lavender (Brookfield), Cynthia Wyatt (Milton), and Cyndi Paulin (Farmington). Five Directors had continuing terms: Art Slocum (Wolfeboro), Joyce El Kouarti (At-Large), Dan Coons (Wolfeboro), Dawn Evans (At-Large), and Darayl Remick (Wakefield).

The newly-elected Board voted in the following Executive Officers: Art Slocum as Chair, Cynthia Wyatt as Vice Chair, Jon Batson as Treasurer, and Dawn Evans as Secretary.

MMRG staff members Virginia Long, Keith Fletcher, and Kari Lygren continued in the part-time positions of Executive Director, Director of Land Conservation, and Education Coordinator, respectively. These were all converted from independent contractor to employee positions at the start of 2011, as described in the 2010 Annual Report.

## **Membership**

MMRG members are the lifeblood of our organization. Members are our volunteers; they make up the majority of our outreach activity participants, and are frequently the landowners who ask us to help conserve their land. Members also provide us crucial financial support throughout the year and are our partners in spreading the word about the importance of conserving our region's natural resources. At the end of 2011, our membership, including all active donors and volunteers, had increased to just shy of 300.

We use our newsletter, the Greenway Gazette, our website, [www.mmrg.info](http://www.mmrg.info), and the MMRG Facebook page to keep our membership informed about our outreach events and about our conservation accomplishments or organizational news. In 2011, we sent out our biannual Greenway Gazette newsletter in early January and July. Our website and our Facebook page were kept regularly updated with new photos and articles on a weekly or monthly basis. The website calendar showed upcoming events six months in advance starting in January and again in September.

To increase our contact with our membership, to keep costs down on mailings, and to reduce the waste of paper and trees, we instituted an electronic mailing list this year using the free service of Mail Chimp. We started with an email list of about 100 and increased to a list of almost 400 by the end of 2011, acquiring email addresses from those who wrote to our [info@mmrg.info](mailto:info@mmrg.info) address or who signed up at an outreach event. We sent out one or more electronic event notifications each month throughout the year and our first electronic newsletter in July.

As part of our efforts to retain and expand our membership base in 2011, appeal letters were sent to lapsed members as well as to people who attended one of our outreach events for the first time. The MMRG Board also undertook a new member drive, sending out membership appeals to friends and acquaintances who share our conservation mission.

## **Finances: Donations, Fundraising, Grants, and Investments**

Each year, MMRG's biggest fundraising challenge is to cover our operating expenses, which totaled almost \$67,000 in 2011. These costs are incurred by the day-to-day tasks that allow us to carry out our conservation and educational missions, and must be covered by funding that is not restricted to conservation projects. A breakdown of our 2011 income and expenses prepared by MMRG's Treasurer, Jon Batson, is shown on the last page of this report. Note however that restrictions on income are not detailed as part of this Profit and Loss statement.

Some donations to MMRG are designated for special purposes. In 2011, MMRG received gifts totaling \$7,000 from the Siemon Company, the Carl Siemon family Charitable Trust, and from Cynthia Wyatt that were put into a fund intended to build up an endowment for the organization. The Alden N. Young Trust donated \$35,000 to MMRG in 2011 for land conservation projects in Wakefield. These restricted funds follow many previous substantial donations from the Trust and MMRG is deeply grateful to Trustee Nancy Spencer Smith for her long-term support of our conservation efforts in Wakefield.

Membership donations and contributions provided us almost \$9,000 in unrestricted income throughout the year of 2011. Other unrestricted incomes included earned revenues and reimbursed expenses. Each year, several MMRG outreach events double as fundraisers, another important source of unrestricted income. In 2011, our Annual Meeting silent auction brought in approximately \$1,700. For the first time ever, the WWW Festival exceeded its fundraising goal of \$15,000 in sponsorships and supporting donations from local businesses and individuals. We received \$15,800 from our many local supporters, an amount that was matched in full by the Siemon Company and Branch Hill Farm/CSFCT, with the Siemon Company generously providing an extra \$1,000 (designated for endowment) beyond its match commitment and Branch Hill Farm additionally paying several presenters' fees.

In fall 2011, MMRG applied for and received a grant for \$5,000 from the New Hampshire Charitable Foundation to develop a new Strategic Plan. Funding for this project is provided by the Annalee Davis Thorndike Fund and the John F. & Dorothy H. McCabe Environmental Fund of NHCF. The planning process has begun and is described more on page 8.

As shown on the Profit and Loss report, MMRG had a net income in 2011 of approximately \$33,000. However, this highly favorable balance does not take into account the different restrictions on some of the income. Of our total 2011 income, \$35,000 was restricted to land conservation projects, \$7,000 was restricted to endowment, and \$5,000 was restricted to Strategic Planning expenses (the bulk of which have yet to be paid). On the other side of the balance sheet, about \$3,600 was paid out for land protection expenses from funds restricted to conservation projects. Thus, the balance of the restricted conservation fund is  $\$35,000 - \$3,600 = \$31,400$  net income. No payments were made out of other restricted funds in 2011 so those remain the same.

To calculate the MMRG's net operational income, we subtract the various restricted incomes from the total income of \$33,000, yielding approximately  $-\$10,400$ . This negative balance in our operating funds was covered by monies in unrestricted savings. This less favorable negative balance can be viewed as partially compensated by the fact that in 2011 we increased our endowment funds by \$7,000 and our capacity to fund land conservation projects by \$31,400. However, in the long run, we want to achieve a positive operating balance; one of the primary goals of MMRG's Strategic Planning process is to determine how we can achieve long term financial sustainability.

In 2011, MMRG engaged a CPA to perform a review of our books. This review confirmed that our books and procedures are in good shape and also produced several helpful procedural suggestions.

A standing investment committee was formed by amendment to the bylaws, voted on by MMRG membership at the 2011 Annual Meeting (Article V in the amended bylaws). The committee's goal is to plan a strategy for the MMRG endowment fund that would allow it to grow with reasonable safety. CDs currently have such low interest rates that MMRG wanted to find a conservative investment that would still offer growth of our capital. The committee recommended and the Board agreed to invest \$114,000, dedicated to endowment, in two highly rated "balanced" mutual funds, the Vanguard Wellington and Janus Balanced. The investment of this money was accomplished over the first several months of 2011. Since then, the market has been extremely volatile, but as of the end of January 2012, this investment has grown to \$120,500.

## **Strategic Planning**

In spring of 2011, a subcommittee of MMRG's Board of Directors and Staff met to discuss plans to undertake a Strategic Planning process for the organization. The committee decided to involve all Board and Staff in as much of the process as possible, to interview major stakeholders and partners of the organization, to hire an outside expert/consultant, and to apply for a New Hampshire Charitable Foundation Express Grant to help pay for these undertakings. The goal of this Strategic Planning process would be to achieve more land conservation, increase the effectiveness of our education and outreach, and to become even more valuable to the communities that we serve. Major questions to consider along the way would be how to improve the long term sustainability of MMRG and whether the organization should itself own land or hold conservation easements.

After receiving the NHCF grant award, MMRG moved quickly to hire Phil Auger of Land Help as our expert consultant and facilitator for the strategic planning process. The Board met with Phil to do a self assessment of our organizational strengths and weaknesses and external opportunities and threats. The subcommittee also developed questions for Phil to ask confidentially of stakeholders, to give us a better grasp on how well we serve, and are perceived by, the community.



# MMRG Annual Action Plan for 2012

## Protect Important Natural Resource Lands

- Work directly with landowners to conserve high priority lands.
- Close easement on 130 acre project in Milton.
- Continue to help Wakefield Conservation Commission with 121 acre project in Wakefield.
- Assist Milton landowner with 18 acre land donation for conservation.
- Work to facilitate progress on projects already in the pipeline of the NH Natural Resources Conservation Service Wetlands Reserve Program.
- Help more landowners enroll in the NRCS Wetlands Reserve Program.
- Seek out landowners in the Salmon Falls Watershed interested in voluntary land conservation.
- Continue to assist our conservation partners to conserve high priority lands.
- Present a Land Conservation Easement Workshop in Farmington.
- Visit Conservation Commissions in three MMRG communities.

## Public Outreach and Education

- Hold one or two Outreach Events each month, including annually recurring events, conserved property walks, educational talks, workshops on natural resources and conservation workshops. See pages 11-12 for the Winter/Spring 2012 Calendar of Events.
- Coordinate with Branch Hill Farm on activities that jointly fulfill MMRG's and BHF's educational missions.
- Organize 8<sup>th</sup> annual Branch River Paddle on May 26.
- Organize 2<sup>nd</sup> annual Water Quality Cruise on June 24.
- Organize 10<sup>th</sup> annual Woods, Water and Wildlife Festival on August 11.
- Organize Land Conservation Easement Workshop in Farmington on April 18.
- Organize spring and fall Forestry Workshops for landowners with woodlots.

## Communications and Media Outreach

- Publish two newsletters, with target months of January and June.
- Actively maintain and update MMRG website calendar and pre- and post-event articles.
- Expand website to include notices of upcoming monthly Board meetings and minutes, also Map and List of MMRG-facilitated conservation lands.
- Create dedicated web page for WWW Festival with links to photos and articles from previous years, new program of events, volunteer opportunities, and brochure.
- Write and distribute press releases and calendar postings for distribution to a wide range of media, as appropriate for all MMRG activities and conservation news.
- Continue use of Mail Chimp electronic mail service for electronic notifications.

## **Fundraising**

- Involve Staff and Board in soliciting sponsorships for WWW Festival, using enhanced prospective sponsor list.
- Identify prospective major donors; establish and implement protocol for contacting; create written materials for this process.
- Target at least two Outreach Events to seek sponsors for, including Water Quality Cruise.

## **Membership Development and Retention**

- Involve Staff, Board, and existing MMRG members in reaching out to new potential members to increase our membership.
- Send out membership invitations to all participants of MMRG Outreach Events who are not currently members.
- Send appeal to lapsed members.
- Continually update electronic mailing list with new email addresses of Outreach Event participants.
- Update membership invitation/appeal on website.

## **Strategic Planning**

- With assistance of our expert consultant, Phil Auger, conduct interviews of MMRG's major stakeholders and partners for their assessment of our performance and their feedback on significant questions facing the organization.
- Formulate a strategy to make the organization financially stable for the long term.
- Come to a decision by regarding the organizational goals for owning land or holding easements.
- Prepare and distribute a document summarizing the Strategic Planning results and the steps (with timeline) required to implement them.
- Begin implementation according to the timeline.

## 2012 Winter/Spring Calendar of Outreach Events

**Saturday, January 14, 2012; 10 am – 1 pm**

***Celebratory Snowshoe Outing***

**Piggott Hill, Milton**

Charlie Bridges and Rich Cook of NH Fish & Game will lead this 2.5 mile round trip snowshoe to the Jones Brook Fish Hatchery in celebration of the completed conservation easement on the Siemon property. Bring your lunch to enjoy at our scenic destination. Co-sponsored by NH Fish & Game. FREE. Pre-register.

**Monday, February 6, 2012; 6 – 9 pm (Snow date: February 7)**

***MMRG's Annual Meeting and Dinner***

**Wolfeboro Inn, Wolfeboro**

Join us for a festive evening of a silent auction, a slide show and talk by natural scientist Rick Van de Poll, and a sit-down dinner in the good company of other folks who value our region's natural resources. \$25/person. Pre-register by January 20.

**Sunday, February 26, 2012; 1 – 3 pm**

***Winter Wildlife Outing***

**Farmington Town Forest**

Naturalist Sally Cornwell joins us again to lead the search for traces of wildlife in the woods. We'll go on foot or snowshoes. \$5/person or \$10/family. Space limited! Pre-register.

**Saturday, March 10, 2012; 2 – 4 pm**

***What's the Buzz? Listen to the Honeybees!***

**Wolfeboro Public Library**

Join us to watch the fascinating film "*Queen of the Sun: What the Honeybees are Telling Us*" and to hear from a local beekeeper and other resource people. FREE.

**Wednesday, April 18, 2012; Time TBA**

***Land Conservation Workshop***

**Farmington Town Hall**

A panel of land conservation and forestry experts will present the why's and how's of protecting your land, conservation easements, and managing your forest for its natural resources. FREE.

**Sunday, April 22, 2012; starting @ 1 pm**

***2<sup>nd</sup> Annual Earth Day Celebration***

**Branch Hill Farm, Milton Mills**

Help out with our spring cleanup of Applebee Rd. Enjoy the community of friends at the potluck supper that follows. Please let us know you're coming.

**Saturday, May 5, 2012; 9 am – 12 pm**

***What is Forestry and Why Do It?***

**Greater Wakefield Resource Center, Wakefield**

Charlie Moreno, licensed Forester, will present this workshop on how and why to manage your wood lot. Following an introductory lecture/slide show, he will take participants to the nearby managed forest on the Jones Brook Property owned by the Carl Siemon Family Charitable Trust. Co-sponsored by Branch Hill Farm/CSFCT. FREE. Pre-registration required.

**Saturday, May 26, 2012; 10 am – 2 pm**

***8<sup>th</sup> Annual Branch River Paddle***

**Branch River boat launch, Applebee Rd, Milton**

Bring your kayak or canoe for this scenic paddle along the conserved banks of the Branch and Salmon Falls Rivers and an introduction to saving land for water quality by Kira Jacobs of the Salmon Falls Watershed Collaborative. Boat transport and picnic lunch provided. \$10 Donation requested. Pre-registration required.

**Sunday, June 24, 2012; 2 – 4 pm**

***2<sup>nd</sup> Annual Water Quality Cruise on Lake Winnepesaukee***

**Wolfeboro Town Docks**

Bob Craycraft from UNH Cooperative Extension and Linda Schier from Acton Wakefield Watersheds Alliance will demonstrate water quality testing techniques and discuss the connection between land management and water quality. A band on board will provide live music during the boat ride. Cost TBA. Pre-registration required.

**Saturday, August 11, 2012; 10 am – 3 pm**

***10<sup>th</sup> Annual Woods, Water and Wildlife Festival***

**Branch Hill Farm, 307 Applebee Rd, Milton Mills**

This family-friendly celebration of the natural world features fun and educational outdoor activities. Take a hayride to the river, observe and learn about NH wildlife, explore the corn maze, take a discovery walk, watch demonstrations of traditional skills, try your hand at fishing, do crafts with your kids, and more! \$5/person, \$10/family; Free to kids 12 and under and to MMRG members. Event sponsorships available!

**September, 2012**

***Hawk Watch on Teneriffe Mountain***

**Saturday, October 20, 2012; 9 am – 12 pm**

***Follow-up Forestry Workshop: Jones Brook Forest Management Plan***

**Greater Wakefield Resource Center, Wakefield**

**November, 2012**

***Hike!***

**December, 2012**

***Holiday Greens Workshop***

## Moose Mountains Regional Greenways

### Profit and Loss for Fiscal Year 2011

	<u>Jan - Dec 2011</u>
Income	
CONTRIBUTED SUPPORT	
Supporter	2,800.00
Sponsor	13,000.00
Contributions/Donations	62,383.10
Membership/Donations	8,937.00
Private Grants	<u>5,000.00</u>
Total CONTRIBUTED SUPPORT	92,120.10
EARNED REVENUES	
Interest Income	3,070.22
EARNED REVENUES - Other	<u>3,828.00</u>
Total EARNED REVENUES	6,898.22
Reimbursed Expenses	<u>900.00</u>
<b>Total Income</b>	<b><u>99,918.32</u></b>
Expense	
LAND PROTECTION EXPENSES	
Survey	3,000.00
Appraisals	<u>660.00</u>
Total LAND PROTECTION EXPENSES	3,660.00
Reconciliation Discrepancies	2.38
BUSINESS EXPENSES	
Reimbursement for Mileage	1,310.85
Computer supplies/software	135.99
Dues/Fees	912.00
Fundraising Costs	239.76
Insurance - business	3,689.00
Office Supplies	283.73
Organizational (corp) expenses	75.00
Postage/Shipping/Handling	1,469.05
Printing & copying	1,542.76
Telephone/telecommunications	<u>735.49</u>
Total BUSINESS EXPENSES	10,393.63

<b>PROFESSIONAL/CONSULTANT FEES</b>	
MMRG's portion of staff payroll	3,457.81
Payroll Services	718.65
Education Coordinator	
MEDI	66.83
FICA	193.57
Federal Income Tax	271.16
Education Coordinator - Other	<u>4,077.19</u>
Total Education Coordinator	4,608.75
Director of Land Conservation	
MEDI	264.48
FICA	766.08
Federal Income Tax	760.63
Director of Land Conservation - Other	<u>16,448.81</u>
Total Director of Land Conservation	18,240.00
Executive Director Contract Exp	
MEDI	308.78
FICA	894.39
Federal Income Tax	2,007.13
Executive Director Contract Exp - Other	<u>17,604.70</u>
Total Executive Director Contract Exp	20,815.00
Professional Fees	1,900.00
Subcontractors/Other	<u>587.25</u>
Total PROFESSIONAL/CONSULTANT FEES	50,327.46
<b>TRAVEL/MEETING EXPENSES</b>	
Meal expense	1,330.52
Conference,workshop,meeting exp	284.79
Hall Rental	630.00
Travel	<u>50.00</u>
Total TRAVEL/MEETING EXPENSES	<u>2,295.31</u>
<b>Total Expense</b>	<b><u>66,678.78</u></b>
<b>NET</b>	
<b>INCOME</b>	<b><u><u>33,239.54</u></u></b>