

**Rocky Mountain Conservancy**  
**Statement of Activities for Operations**  
January 1, 2021 to December 31, 2021

	2021 YTD Actuals	2021 YTD Budget	Budget Variance	Total 2021 Budget	2019 YTD Actuals	2021 to 2019 Variance
<b>Educational Product Sales</b>						
Net Sales						
RMNP	\$ 4,874,152	\$ 2,226,613	\$ 2,647,538	\$ 2,226,613	\$3,678,631	\$ 1,195,521
Outlets	470,976	322,319	148,658	322,319	629,566	\$ (158,590)
Direct	87,946	97,653	(9,707)	97,653	47,831	40,116
<b>Total</b>	<b>5,433,074</b>	<b>2,646,585</b>	<b>2,786,489</b>	<b>2,646,585</b>	<b>\$4,356,028</b>	<b>1,077,046</b>
Estimated COGS	(2,696,266)	(1,290,338)	(1,405,928)	(1,290,338)	(2,077,538)	618,729
<b>Gross Profit</b>	<b>2,736,808</b>	<b>1,356,247</b>	<b>1,380,561</b>	<b>1,356,247</b>	<b>2,278,490</b>	<b>458,318</b>
Other Revenue:	509	600	(91)	600	7,353	(6,844)
Expenses:						
Payroll & Related	777,464	744,417	33,047	744,417	689,604	87,860
Other	340,061	345,667	(5,605)	345,667	510,145	(170,084)
<b>Total Expenses:</b>	<b>1,117,525</b>	<b>1,090,084</b>	<b>27,441</b>	<b>1,090,084</b>	<b>1,199,749</b>	<b>(82,224)</b>
<b>Gain or (Loss) from Operations</b>	<b>1,619,792</b>	<b>266,763</b>	<b>1,353,029</b>	<b>266,763</b>	<b>1,086,094</b>	<b>533,697</b>
<b>Communication and Outreach</b>						
Expenses:						
Payroll & Related	137,367	152,476	(15,109)	152,476	171,224	(33,858)
Other	50,348	74,474	(24,126)	74,474	52,948	(2,601)
<b>Total Expenses:</b>	<b>187,715</b>	<b>226,949</b>	<b>(39,235)</b>	<b>226,949</b>	<b>224,173</b>	<b>(36,458)</b>
<b>Gain or (Loss) from Operations</b>	<b>(187,715)</b>	<b>(226,949)</b>	<b>39,235</b>	<b>(226,949)</b>	<b>(224,173)</b>	<b>36,458</b>
<b>Membership</b>						
Revenue	195,247	157,101	38,146	157,101	141,297	53,950
In Kind Donations	(3,298)	2,000	(5,298)	2,000	-	(3,298)
Expenses:						
Payroll & Related	133,366	129,129	4,237	129,129	83,398	49,968
Other	67,232	65,856	1,376	65,856	50,187	17,045
<b>Total Expenses:</b>	<b>200,598</b>	<b>194,986</b>	<b>5,612</b>	<b>194,986</b>	<b>133,585</b>	<b>67,013</b>
<b>Gain or (Loss) from Operations</b>	<b>(8,649)</b>	<b>(35,885)</b>	<b>27,235</b>	<b>(35,885)</b>	<b>7,712</b>	<b>(16,361)</b>
<b>Field Institute</b>						
Revenue, Gains and Other Support	-	-	-	-	109,101	(109,101)
Cost of Seminars	-	-	-	-	(6,246)	6,246
<b>Gross Profit</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>102,855</b>	<b>(102,855)</b>
Expenses:						
Payroll & Related	3,542	24,843	(21,301)	24,843	109,705	(106,163)
Other	80,909	76,322	4,587	76,322	134,712	(53,803)
<b>Total Expenses:</b>	<b>84,451</b>	<b>101,166</b>	<b>(16,714)</b>	<b>101,166</b>	<b>244,417</b>	<b>(159,966)</b>
<b>Gain or (Loss) from Operations</b>	<b>(84,451)</b>	<b>(101,166)</b>	<b>16,714</b>	<b>(101,166)</b>	<b>(141,563)</b>	<b>57,111</b>
<b>Fundraising</b>						
Revenue, Gains and Other Support	-	-	-	-	-	-
Expenses:						
Payroll & Related	154,595	157,893	(3,297)	157,893	212,612	(58,016)
Other	105,796	90,880	14,915	90,880	91,833	13,963
<b>Total Expenses:</b>	<b>260,391</b>	<b>248,773</b>	<b>11,618</b>	<b>248,773</b>	<b>304,444</b>	<b>(44,053)</b>
<b>Gain or (Loss) from Operations</b>	<b>(260,391)</b>	<b>(248,773)</b>	<b>(11,618)</b>	<b>(248,773)</b>	<b>(304,444)</b>	<b>44,053</b>
<b>Administration</b>						
Revenue, Gains and Other Support	627,906	568,953	58,953	568,953	51,213	576,693
Expenses:						
Payroll & Related	270,785	260,412	10,373	260,412	334,294	(63,509)
Other	280,669	275,971	4,698	275,971	96,926	183,743
<b>Total Expenses:</b>	<b>551,454</b>	<b>536,383</b>	<b>15,071</b>	<b>536,383</b>	<b>431,220</b>	<b>120,234</b>
<b>Gain or (Loss) from Operations</b>	<b>76,452</b>	<b>32,571</b>	<b>43,882</b>	<b>32,571</b>	<b>(380,007)</b>	<b>456,459</b>
<b>Total OPS</b>						
Revenue, Gains and Other Support	3,557,172	2,084,901	1,472,271	2,084,901	2,581,208	975,964
Expenses:						
Payroll & Related	1,477,118	1,469,170	7,949	1,469,170	1,600,837	(123,719)
Other	925,016	929,170	(4,154)	929,170	936,751	(11,736)
<b>Total Expenses:</b>	<b>2,402,134</b>	<b>2,398,340</b>	<b>3,794</b>	<b>2,398,340</b>	<b>2,537,589</b>	<b>(135,455)</b>
<b>Gain or (Loss) from Operations</b>	<b>1,155,038</b>	<b>(313,439)</b>	<b>1,468,477</b>	<b>(313,439)</b>	<b>43,619</b>	<b>1,111,418</b>
<b>Non-Operating Gain (Loss)</b>						
Total Realized Holding Gain (Loss)	(538)	-	-	-	-	(538)
Total Unrealized Holding Gain (Loss)	-	-	-	-	-	-
<b>Total Non-Operating Gain (Loss)</b>	<b>(538)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(538)</b>
<b>Total Transfers</b>	<b>351,888</b>	<b>162,559</b>	<b>189,329</b>	<b>162,559</b>	<b>165,756</b>	<b>186,132</b>
<b>Net Gain (Loss)</b>	<b>1,506,387</b>	<b>(150,880)</b>	<b>1,657,267</b>	<b>(150,880)</b>	<b>209,375</b>	<b>1,297,012</b>

**Rocky Mountain Conservancy**  
**Preliminary**  
**Consolidated Statement of Activities**  
January 1, 2021 to December 31, 2021

	2021 YTD Actuals	2021 YTD Budget	Budget Variance	Total 2021 Budget	2019 YTD Actuals	2021 to 2019 Variance
<b>Total OPS</b>						
Revenue, Gains and Other Support	\$ 3,557,172	\$ 2,084,901	\$ 1,472,271	\$ 2,084,901	\$ 2,581,208	\$ 975,964
Expenses:						
Payroll & Related	1,477,118	1,469,170	7,949	1,469,170	1,600,837	(123,719)
Other	925,016	929,170	(4,154)	929,170	936,751	(11,736)
<b>Total Expenses:</b>	<b>2,402,134</b>	<b>2,398,340</b>	<b>3,794</b>	<b>2,398,340</b>	<b>2,537,589</b>	<b>(135,455)</b>
<b>Gain or (Loss) from Operations</b>	<b>1,155,038</b>	<b>(313,439)</b>	<b>1,468,477</b>	<b>(313,439)</b>	<b>43,619</b>	<b>1,111,418</b>
<b>Non-Operating Gain (Loss)</b>						
Total Realized Holding Gain (Loss)	(538)	-	(538)	-	-	-
Total Unrealized Holding Gain (Loss)	-	-	-	-	-	-
<b>Total Non-Operating Gain (Loss)</b>	<b>(538)</b>	<b>-</b>	<b>(538)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Transfers</b>	<b>351,888</b>	<b>162,559</b>	<b>189,329</b>	<b>162,559</b>	<b>165,756</b>	<b>186,132</b>
<b>Net Gain (Loss)</b>	<b>1,506,387</b>	<b>(150,880)</b>	<b>1,657,267</b>	<b>(150,880)</b>	<b>209,375</b>	<b>1,297,012</b>
<b>Unrestricted, Temporarily Restricted &amp; Permanently Restricted</b>						
<b>Revenue:</b>						
Contributions	2,518,964	1,083,726	1,435,238	1,083,726	1,348,061	1,170,903
In-Kind Donations	1,850	-	1,850	-	-	1,850
Interest & Dividends	388,945	346,491	42,453	346,491	346,705	42,240
Other Revenue	108,474	-	108,474	-	44,944	63,530
<b>Total Revenue:</b>	<b>3,018,232</b>	<b>1,430,217</b>	<b>1,588,014</b>	<b>1,430,217</b>	<b>1,739,709</b>	<b>1,278,523</b>
<b>Expenses:</b>						
Constituency Building	-	-	-	-	-	-
Education & Outreach	399,262	287,500	111,762	287,500	282,633	116,629
Land	9,871	631,752	(621,881)	631,752	60,303	(50,432)
Park Improvement	516,216	368,985	147,231	368,985	260,108	256,107
RMC Conservation Corps	377,944	352,500	25,444	352,500	272,403	105,541
Trails	165,539	59,000	106,539	59,000	15,700	149,839
Visitor Services	306,690	326,423	(19,733)	326,423	108,826	197,864
<b>Total Expenses:</b>	<b>1,775,522</b>	<b>2,026,160</b>	<b>(250,638)</b>	<b>2,026,160</b>	<b>999,972</b>	<b>775,549</b>
<b>Gain or (Loss) from Operations</b>	<b>1,242,710</b>	<b>(595,943)</b>	<b>1,838,653</b>	<b>(595,943)</b>	<b>739,737</b>	<b>502,973</b>
<b>Non-Operating Gain (Loss)</b>						
Total Realized Holding Gain (Loss)	396,847	-	396,847	-	20,793	376,054
Total Unrealized Holding Gain (Loss)	608,204	-	608,204	-	1,356,018	(747,814)
<b>Total Non-Operating Gain (Loss)</b>	<b>1,005,051</b>	<b>-</b>	<b>1,005,051</b>	<b>-</b>	<b>1,376,811</b>	<b>(371,760)</b>
<b>Total Transfers</b>	<b>(351,888)</b>	<b>(162,559)</b>	<b>(189,329)</b>	<b>(162,559)</b>	<b>(165,756)</b>	<b>(186,132)</b>
<b>Total Consolidated</b>						
<b>Revenue:</b>						
Revenue, Gains and Other Support	3,557,172	2,084,901	1,472,271	2,084,901	2,581,208	975,964
Contributions, Interest & Dividends	3,018,232	1,430,217	1,588,014	1,430,217	1,739,709	1,278,523
<b>Total Revenue:</b>	<b>6,575,404</b>	<b>3,515,119</b>	<b>3,060,285</b>	<b>3,515,119</b>	<b>4,320,917</b>	<b>2,254,487</b>
<b>Expenses:</b>						
Payroll & Related	1,477,118	1,469,170	7,949	1,469,170	1,600,837	(123,719)
Other	2,700,537	2,955,330	(254,793)	2,955,330	1,936,724	763,813
<b>Total Expenses:</b>	<b>4,177,656</b>	<b>4,424,500</b>	<b>(246,844)</b>	<b>4,424,500</b>	<b>3,537,561</b>	<b>640,095</b>
<b>Gain or (Loss) from Operations</b>	<b>2,397,748</b>	<b>(909,381)</b>	<b>3,307,129</b>	<b>(909,381)</b>	<b>783,356</b>	<b>1,614,392</b>
<b>Non-Operating Gain (Loss)</b>						
Total Realized Holding Gain (Loss)	396,309	-	396,309	-	20,793	375,516
Total Unrealized Holding Gain (Loss)	608,204	-	608,204	-	1,356,018	(747,814)
<b>Total Non-Operating Gain (Loss)</b>	<b>1,004,513</b>	<b>-</b>	<b>1,004,513</b>	<b>-</b>	<b>1,376,811</b>	<b>(372,298)</b>
<b>Total Transfers</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Gain (Loss)</b>	<b>3,402,261</b>	<b>(909,381)</b>	<b>4,311,642</b>	<b>(909,381)</b>	<b>2,160,167</b>	<b>1,242,094</b>