

# Philanthropy Board Report February 2023

## Fundraising Totals and Analysis

	2022	2021
<b>Donations (includes grants)</b>	\$ 1, 618, 579	\$ 1, 881, 862
<b>Grants</b>	\$ 307, 107	\$ 52, 605
<b>Estate and Land</b>	\$ 524, 900	\$ 832, 231
<b>License Plates (# of Gifts)</b>	\$ 83, 120 (2,771)	\$ 69, 190 (2,306)

\*Donations do not include membership, license plates, estate, or land gifts.

## Popular Fund Activity

Fund	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018
<b>Other</b>	\$ 914, 882	\$ 488, 302	\$ 753, 498	\$ 360, 178	\$ 250, 345
<b>Best Use</b>	\$ 826, 954	\$ 1, 961, 687	\$ 1, 611, 556	\$ 720, 266	\$ 541, 278
<b>Conservation Corps</b>	\$ 239, 532	\$ 91, 210	\$ 93, 060	\$ 186, 467	\$ 124, 931
<b>Next Generation</b>	\$ 199, 055	\$ 62, 955	\$ 47, 468	\$ 104, 366	\$ 68, 819
<b>License Plates</b>	\$ 83, 120	\$ 69, 190	\$ 57, 558	\$ 73, 972	\$ 71, 060
<b>Trails</b>	\$ 75, 973	\$ 66, 163	\$ 72, 470	\$ 76, 686	\$ 89, 905
<b>Wildlife</b>	\$ 53, 332	\$ 100, 327	\$ 10,000	\$ 0	\$ 0
<b>Fire Restoration</b>	\$ 32, 480	\$ 145, 270	\$ 157, 418	\$ 0	\$ 0
<b>ALL PHILANTHROPY</b>	\$ 2, 425, 328	\$ 2, 985, 104	\$ 2, 803, 029	\$ 1, 521, 935	\$ 1, 146, 338
<b>Total # of Gifts</b>	9, 723	10, 202	8, 904	7, 710	5, 025

\*All Philanthropy includes everything – donations, membership, license plates, estate, land, and grants.

## Total Number of Annual Major Gifts (500+) by Year

	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018
<b>\$5,000+</b>	62	64	44	36	28
<b>\$1,000 - \$4,999</b>	230	306	203	147	114
<b>\$500 - \$999</b>	181	241	218	147	120
<b>TOTAL</b>	473	611	465	330	262
<b>TOTAL REVENUE</b>	\$ 1, 363, 817	\$ 1, 564, 305	\$ 1, 113, 894	\$ 1, 057, 873	\$ 494, 000

\*Does not include membership, estate, or land gifts.

## Membership

### Membership Totals by Year

Year	Active Members	Membership Revenue
<b>2022</b>	3,073	\$ 198, 629
<b>2021</b>	3,098	\$ 201, 821
<b>2020</b>	2,697	\$ 166, 314
<b>2019</b>	2,572	\$ 127, 244