

## MESSAGE FROM THE TREASURER

In 2017 the Society continued its record of success in core programs and ended the year in a strong financial position. In addition, the Society made progress on its goal to substantially increase the endowment.

The Society continued to attract support for key initiatives and ended the year with an operating surplus of \$130,280 and with \$782,331 in purpose-restricted funds on hand. The Board of Trustees also voted to reserve an unrestricted bequest of \$265,989 for capital improvements.

The performance of the endowment, managed since 2002 by the Investment Committee, reflected general market trends and earned 16.1% in 2017. The endowment portfolio—corpus plus appreciation—was \$6,335,736 as of December 31, 2017.

Net assets increased this past year from \$10,615,806 to \$14,240,255, largely due to a \$3 million pledge to the endowment, in the form of a Charitable Remainder Unit Trust.

Thanks to the hard work of our Board, dedicated staff, committed volunteers, and the generous gifts of our many members and supporters, the Society had a successful year in 2017.

Sincerely,



Janet Ganson

## Fiscal Year 2017 Operating Results

### Income

Grants and Contributions	\$	1,918,159
Program Income	\$	598,738
Membership Dues	\$	250,730
Investment Income	\$	231,815
<b>Total Income</b>	<b>\$</b>	<b>2,999,442</b>

### Expenses

<b>Program Services</b>		
Conservation & Sanctuaries	\$	768,660
Horticulture	\$	620,128
Education	\$	344,277
Member Services	\$	220,527
Retail Shops	\$	255,307
<b>Total Program Services</b>	<b>\$</b>	<b>2,208,899</b>
<b>Support Services</b>		
G&A, Comm, Facilities	\$	524,051
Fundraising	\$	136,212
<b>Total Support Services</b>	<b>\$</b>	<b>660,263</b>

<b>Total Expenses</b>	<b>\$</b>	<b>2,869,162</b>
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<b>Operating Surplus</b>	<b>\$</b>	<b>130,280</b>
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**Note:** A complete copy of the audited financial statements is available on our website or upon request by emailing [twillmott@newenglandwild.org](mailto:twillmott@newenglandwild.org).

