

MESSAGE FROM THE TREASURER

The year that ended December 31, 2018, marked a significant turning point for the nation's first plant conservation organization. After a comprehensive process, the Board of Trustees voted to change the name of the organization to Native Plant Trust, which more accurately reflects both our mission and our history. Indeed, the new name echoes the original one, as we were founded in 1900 as the Society for the Protection of Native Plants.

In 2018 Native Plant Trust continued to attract support for key initiatives and ended the year with an operating surplus of \$11,594 and with \$1,245,491 on hand in donor-restricted funds for core programs. In addition, there remained \$216,468 in board-restricted funds for capital improvements from an unrestricted bequest in 2017. An increase in spending in communications, which is part of General and Administrative costs, reflects donor-funded investment in brand consultants and a graphic design firm, whose work continues in 2019.

The performance of the endowment, managed since 2002 by the Investment Committee, reflected general market trends and was down 5.1% on December 31, 2018, but recovered in January 2019. The endowment portfolio—corpus plus appreciation—was \$6,046,454 as of December 31, 2018. Total net assets were \$13,866,863.

Thanks to the hard work of our Board, dedicated staff, committed volunteers, and the generous gifts of our many members and supporters, Native Plant Trust had a successful and memorable year in 2018.

Sincerely,



Janet Ganson

Fiscal Year 2018 Operating Results

Income

Grants and Contributions	\$	1,895,410
Program Income	\$	628,751
Membership Dues	\$	296,865
Investment Income	\$	230,401
Total Income	\$	3,051,427

Expenses

Program Services		
Conservation & Sanctuaries	\$	768,868
Horticulture	\$	660,097
Education	\$	313,550
Member Services	\$	224,519
Retail Shops	\$	290,734
<i>Total Program Services</i>	\$	<i>2,257,768</i>
Support Services		
G&A, Comm, Facilities	\$	601,015
Fundraising	\$	181,050
<i>Total Support Services</i>	\$	<i>782,065</i>

Total Expenses \$ 3,039,833

Operating Surplus \$ 11,594

Note: A complete copy of the audited financial statements is available on our website or upon request by emailing twillmott@NativePlantTrust.org.

