



## Wild Ones March Financial Report

Prepared by Nonprofit Bookkeeping

Summarized by Jen Ainsworth

In March 2025, Wild Ones experienced a slight underperformance in revenue, coming in **13% (-\$6k)** below budget, primarily due to shortfalls across most categories except Program Revenue, which exceeded expectations by **38% (\$1k)**. Year-to-date (YTD) revenue is tracking **7% (-\$17k)** under budget but remains significantly ahead of last year, up **28% (\$48k)** YTD and **18% (\$6k)** for March specifically. Notably, membership dues are below budget but still **13% (\$14k)** higher YTD than last year, reflecting continued growth in overall membership numbers despite fewer new sign-ups compared to last year.

Program Revenue continues to be a bright spot, driven by strong performance from the **Certified Native Garden Habitat Sign** program and modest contributions from **YouTube monetization** and affiliate partnerships. While donations and grants were slightly below budget, they still show healthy year-over-year gains, including a **notable \$1,000 donation** from Ingram Book Company for the Wild for Monarchs program. Timing differences impacted grant reimbursements, which are expected to be resolved in April.

Expenses were well-managed, coming in **17% (\$14k)** below budget for March and **10% (\$22k)** under YTD. Program expenses, personnel costs, and travel were all significantly under budget, the latter influenced by fewer events and travel compared to last year, Rachel's maternity leave and reduced overtime. Contracted services were slightly over last year due to necessary increases in legal services for the Wild Center CSM.

Office and administrative costs exceeded the budget due to the timing of expenses not being aligned with how the budget was distributed across the year and concentration of thank-you gift purchases in March. Fundraising expenses were up in March due to early filing fees but are expected to normalize. Training and development, as well as facilities and maintenance, are tracking as expected or close to budget.

Despite a net loss of **\$31,928** for March, the organization still **outperformed its budgeted net loss** by **6%**. YTD, Wild Ones maintains a **positive net gain** of **\$20,497**, although this is slightly below budget projections. Cash flow and financial position remain strong, with a **12% (\$106k)** increase in

# Statement of Activities - Summarized

March 2025

	<u>Mar 25</u>			<u>Mar 24</u>		<u>2025 YTD</u>			<u>2024 YTD</u>	
	Act.	Bdgt.	Vari.	Act.	Vari.	Act.	Bdgt.	Vari.	Act.	Vari.
<b>Revenue</b>										
Total 4000 Donations / Direct Contributions	19,217	20,160	(943)	14,470	4,747	48,353	55,985	(7,632)	34,740	13,613
Total 4100 Indirect Contributions	232	305	(73)	50	182	732	847	(115)	794	(62)
Total 4300 Non-Government Grants		2,700	(2,700)			6,555	8,100	(1,545)		6,555
Total 4400 Fundraising Revenue	1,102	1,416	(314)	50	1,052	24,981	25,862	(881)	17,055	7,927
Total 4500 Program Revenue	3,620	2,627	993	633	2,987	16,577	13,947	2,630	10,608	5,970
Total 4700 Membership Dues	16,770	19,815	(3,046)	19,637	(2,868)	124,270	134,047	(9,778)	110,056	14,214
<b>Revenue</b>	<b>40,941</b>	<b>47,023</b>	<b>(6,082)</b>	<b>34,840</b>	<b>6,101</b>	<b>221,508</b>	<b>238,788</b>	<b>(17,280)</b>	<b>173,252</b>	<b>48,256</b>
<b>Expenditures</b>										
6090 Speaker Fees				7,000	(7,000)		1,000	(1,000)	7,000	(7,000)
Total 6000 Program Expenses	13,505	24,252	(10,747)	19,431	(5,926)	34,688	47,736	(13,048)	46,405	(11,717)
Total 6100 Personnel & related expenses	35,592	39,889	(4,297)	56,209	(20,617)	108,488	119,682	(11,194)	112,238	(3,750)
Total 6200 Contract service expenses	6,723	7,545	(822)	5,514	1,209	22,734	22,535	199	16,122	6,612
Total 6300 Training and Development	142	100	42	245	(103)	147	300	(153)	245	(98)
Total 6400 Office & Admin	5,577	3,779	1,798	2,678	2,898	17,611	13,279	4,332	10,570	7,040
Total 6500 Facilities and Maintenance	1,303	1,297	6	1,055	248	4,122	3,291	831	7,530	(3,408)
Total 6600 Travel and Meetings	1,363	1,911	(548)	6,573	(5,209)	1,840	2,583	(743)	6,774	(4,933)
Total 6800 Fundraising	3,388	1,877	1,511	221	3,167	4,819	5,838	(1,019)	732	4,087
Total 6900 Other Costs	1,084	1,790	(706)	1,796	(711)	1,400	2,585	(1,185)	2,591	(1,190)
<b>Expenditures</b>	<b>68,677</b>	<b>82,440</b>	<b>(13,763)</b>	<b>93,722</b>	<b>(25,045)</b>	<b>195,849</b>	<b>217,829</b>	<b>(21,980)</b>	<b>203,207</b>	<b>(7,358)</b>
<b>Net Operating Revenue</b>	<b>(27,736)</b>	<b>(35,417)</b>	<b>7,681</b>	<b>(58,882)</b>	<b>31,146</b>	<b>25,659</b>	<b>20,959</b>	<b>4,700</b>	<b>(29,955)</b>	<b>55,614</b>
<b>7000 Other Income</b>										
7030 Dividend Income	1,743	1,710	33	1,900	(157)	3,560	3,512	48	3,902	(343)
7010 Interest from Checking	4	2	2	2	2	10	7	3	6	4
7020 Interest from Savings & CDs	23	33	(10)	33	(10)	68	118	(50)	118	(51)
7050 LT Capital Gain	(3,952)	1,318	(5,270)	1,464	(5,416)	(3,673)	3,640	(7,313)	4,044	(7,717)
7070 Miscellaneous Income										
7060 PPP Loan Forgiveness										
7040 ST Capital Gain										
<b>Total Other Revenue</b>	<b>(2,183)</b>	<b>3,063</b>	<b>(5,246)</b>	<b>3,399</b>	<b>(5,581)</b>	<b>(36)</b>	<b>7,277</b>	<b>(7,313)</b>	<b>8,071</b>	<b>(8,106)</b>
<b>8000 Other Expense</b>										
8010 Depreciation	1,745	1,246	499	1,112	634	5,127	3,563	1,564	3,335	1,791
8020 SFE Admin Fee							1,500	(1,500)		
<b>Other Expenditures</b>	<b>1,745</b>	<b>1,246</b>	<b>499</b>	<b>1,112</b>	<b>634</b>	<b>5,127</b>	<b>5,063</b>	<b>64</b>	<b>3,335</b>	<b>1,791</b>
<b>Net Other Revenue</b>	<b>(3,928)</b>	<b>1,817</b>	<b>(5,745)</b>	<b>2,287</b>	<b>(6,215)</b>	<b>(5,162)</b>	<b>2,214</b>	<b>(7,376)</b>	<b>4,735</b>	<b>(9,898)</b>
<b>Net Revenue</b>	<b>(31,664)</b>	<b>(33,600)</b>	<b>1,936</b>	<b>(56,595)</b>	<b>24,931</b>	<b>20,497</b>	<b>23,173</b>	<b>(2,676)</b>	<b>(25,220)</b>	<b>45,717</b>

# YTD Statement of Activity - Operations

YTD 2024

	<u>Mgmt/Admin</u>			<u>Chapter Support</u>			<u>Member Support</u>		
	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari
<b>Revenue</b>									
4000 Donations / Direct Contributions	47,083	55,985	(8,902)	20		20			
4100 Indirect Contributions	732	847	(115)						
4400 Fundraising Revenue	16,371	20,862	(4,491)						
4500 Program Revenue	5,593	7,092	(1,499)		1,288	(1,288)	1,850	249	1,601
4700 Membership Dues	124,310	134,047	(9,738)						
<b>Revenue</b>	<b>194,088</b>	<b>218,833</b>	<b>(24,745)</b>	<b>20</b>	<b>1,288</b>	<b>(1,268)</b>	<b>1,850</b>	<b>249</b>	<b>1,601</b>
<b>Expenditures</b>									
6000 Program Expenses	6,642	10,290	(3,648)	832	4,508	(3,676)	2,039	7,100	(5,061)
6100 Personnel & related expenses	48,928	45,479	3,449	25,341	32,311	(6,970)	13,645	11,967	1,678
6200 Contract service expenses	17,147	17,938	(792)	2,700	2,997	(297)			
6300 Training and Development	147	300	(153)						
6400 Office & Admin	16,504	8,046	8,458	1,107	1,842	(735)		3,273	(3,273)
6500 Facilities and Maintenance	203		203						
6600 Travel and Meetings	1,745	2,084	(339)	95	499	(404)			
6800 Fundraising	2,832	1,237	1,595	1,542	4,601	(3,059)			
6900 Other Costs	304	271	33	1,096	2,314	(1,218)			
<b>Expenditures</b>	<b>94,450</b>	<b>85,645</b>	<b>8,805</b>	<b>32,712</b>	<b>49,072</b>	<b>(16,360)</b>	<b>15,684</b>	<b>22,340</b>	<b>(6,656)</b>
<b>Net Operating Revenue</b>	<b>99,638</b>	<b>133,188</b>	<b>(33,550)</b>	<b>(32,692)</b>	<b>(47,784)</b>	<b>15,092</b>	<b>(13,834)</b>	<b>(22,091)</b>	<b>8,257</b>
<b>Other Revenue</b>									
7000 Other Revenue	(24)	7,277	(7,301)						
<b>Other Revenue</b>	<b>(24)</b>	<b>7,277</b>	<b>(7,301)</b>						
<b>Other Expenditures</b>									
8000 Other Expense	5,127	3,563	1,564						
<b>Other Expenditures</b>	<b>5,127</b>	<b>3,563</b>	<b>1,564</b>						
<b>Net Other Revenue</b>	<b>(5,151)</b>	<b>3,714</b>	<b>(8,865)</b>						
<b>Net Revenue</b>	<b>94,487</b>	<b>136,902</b>	<b>(42,415)</b>	<b>(32,692)</b>	<b>(47,784)</b>	<b>15,092</b>	<b>(13,834)</b>	<b>(22,091)</b>	<b>8,257</b>

YTD Statement of Activity - Programs  
YTD 2024

	<u>Garden Designs</u>			<u>Other Prog.</u>			<u>Seeds for Edu.</u>			<u>Webinars</u>			<u>WILD Center</u>			<u>Monarchs</u>			<u>Journal</u>		
	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari	Act.	Bdgt.	Vari
<b>Revenue</b>																					
<b>4000 Donations / Direct Contributions</b>																					
4100 Indirect Contributions							250		250							1,000		1,000			
4300 Non-Government Grants																6,555	8,100	(1,545)			
4400 Fundraising Revenue										8,610	4,000	4,610					1,000	(1,000)			
4500 Program Revenue		50	(50)	503	375	128													8,631	4,893	3,738
4700 Membership Dues																					
<b>Revenue</b>	<b>50</b>	<b>(50)</b>		<b>503</b>	<b>375</b>	<b>128</b>	<b>250</b>		<b>250</b>	<b>8,610</b>	<b>4,000</b>	<b>4,610</b>				<b>7,555</b>	<b>9,100</b>	<b>(1,545)</b>	<b>8,631</b>	<b>4,893</b>	<b>3,738</b>
<b>Expenditures</b>																					
6000 Program Expenses	885	175	710				8,862	10,000	(1,138)	114	1,520	(1,406)				12,364	10,600	1,764	2,950	3,543	(593)
6100 Personnel & related expenses	4,873	4,788	85	1,949	4,787	(2,838)	2,924	3,592	(668)	2,924	4,787	(1,863)	1,082	3,592	(2,510)	2,924	3,592	(668)	3,899	4,787	(888)
6200 Contract service expenses													2,888	1,600	1,288						
6300 Training and Development																					
6400 Office & Admin											118	(118)									
6500 Facilities and Maintenance													3,919	3,291	628						
6600 Travel and Meetings																					
6800 Fundraising										445		445									
6900 Other Costs																					
<b>Expenditures</b>	<b>5,758</b>	<b>4,963</b>	<b>795</b>	<b>1,949</b>	<b>4,787</b>	<b>(2,838)</b>	<b>11,786</b>	<b>13,592</b>	<b>(1,806)</b>	<b>3,483</b>	<b>6,425</b>	<b>(2,942)</b>	<b>7,888</b>	<b>8,483</b>	<b>(595)</b>	<b>15,288</b>	<b>14,192</b>	<b>1,096</b>	<b>6,849</b>	<b>8,330</b>	<b>(1,481)</b>
<b>Net Operating Revenue</b>	<b>(5,758)</b>	<b>(4,913)</b>	<b>(845)</b>	<b>(1,446)</b>	<b>(4,412)</b>	<b>2,966</b>	<b>(11,536)</b>	<b>(13,592)</b>	<b>2,056</b>	<b>5,127</b>	<b>(2,425)</b>	<b>7,552</b>	<b>(7,888)</b>	<b>(8,483)</b>	<b>595</b>	<b>(7,733)</b>	<b>(5,092)</b>	<b>(2,641)</b>	<b>1,783</b>	<b>(3,437)</b>	<b>5,220</b>
<b>Other Revenue</b>																					
7000 Other Revenue							(11)		(11)												
<b>Other Revenue</b>							<b>(11)</b>		<b>(11)</b>												
<b>Other Expenditures</b>																					
8000 Other Expense								1,500	(1,500)												
<b>Other Expenditures</b>								<b>1,500</b>	<b>(1,500)</b>												
<b>Net Other Revenue</b>							<b>(11)</b>	<b>(1,500)</b>	<b>1,489</b>												
<b>Net Revenue</b>	<b>(5,758)</b>	<b>(4,913)</b>	<b>(845)</b>	<b>(1,446)</b>	<b>(4,412)</b>	<b>2,966</b>	<b>(11,547)</b>	<b>(15,092)</b>	<b>3,545</b>	<b>5,127</b>	<b>(2,425)</b>	<b>7,552</b>	<b>(7,888)</b>	<b>(8,483)</b>	<b>595</b>	<b>(7,733)</b>	<b>(5,092)</b>	<b>(2,641)</b>	<b>1,783</b>	<b>(3,437)</b>	<b>5,220</b>

# Statement of Financial Position

As of March 31st, 2025

	<b>Total</b>
<b>Assets</b>	
<b>Current Assets</b>	
Bank Accounts	64,941
Accounts Receivable	129
Other Current Assets	
123 Prepaid Expense	2,867
130 Investments	455,658
<b>Total Other Current Assets</b>	<b>458,525</b>
<b>Total Current Assets</b>	<b>523,595</b>
<b>Fixed Assets</b>	
140 Fixed Assets	
141 Land (Conservation Easement)	369,800
142 Buildings	103,594
145 Equipment	3,425
148 Branding/Website - Total	83,621
<b>Total Fixed Assets</b>	<b>560,441</b>
<b>Other Assets</b>	
150 Chapter Balance Sheet	
151 Chapter Assets	966,620
159 Chapter Equipment	3,745
<b>Total Other Assets</b>	<b>970,366</b>
<b>TOTAL ASSETS</b>	<b>2,054,402</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	10,364
Credit Card	6,908
Other Current Liabilities	
210 Accounts Payable - Other	2,342
220 Payroll Liabilities	261
231 Deferred Revenue	182,202
Total Other Current Liabilities	184,804
<b>Total Current Liabilities</b>	<b>202,076</b>
<b>Equity</b>	
270 Unrestricted Funds	1,796,703
280 Temporarily Restricted Funds	35,166
<b>Total Equity</b>	<b>1,852,325</b>
<b>Net Revenue</b>	<b>20,457</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>2,054,402</b>

# Statement of Cash Flow

As of March 31st, 2025

	Total
<b>Operating Activities</b>	
<b>Net Revenue</b>	<b>20,497</b>
Adjustments to Net Revenue to Net Cash provided by operations:	
120 Accounts Receivable	1,029
123 Prepaid Expense	(1,377)
203 Credit Cards:VISA 2989 Payable SR	(961)
206 Credit Cards:VISA 5862 Payable DK	66
211 Accounts Payable - Other:National Accounts Payable	(325)
212 Accounts Payable - Other:National Dues Payable	(40)
214 Credit Cards:VISA 2930 Payable RJ	(1,152)
216 Credit Cards:VISA 3797 Payable JN	(85)
217 Accrued Payroll	(16,048)
219 Credit Cards:JA VISA 0189 Payable	922
222 Credit Cards:DK VISA 2948 Payable	529
229 Payroll Liabilities:CO PFML Benefits	1
230 Accounts Payable (A/P)	(21,187)
242 Credit Cards:MD VISA 3167 Payable	44
243 Credit Cards:DN VISA 3175 Payable	18
Total Adjustments to Net Revenue to Net Cash provided by operations:	(38,541)
<b>Net cash provided by operating activities</b>	<b>(18,044)</b>
<b>Investing Activities</b>	
136 Investments:Vanguard 0568 Long-Term Invest PARENT:Vanguard Brokerage x6659	(745)
143 Fixed Assets:Buildings:WILD Center Building	(10,339)
144 Fixed Assets:Buildings: Building Accum. Depr.	2,661
146 Fixed Assets:Equipment:WILD Center Equipment (>= \$500)	(2,424)
147 Fixed Assets:Equipment: Equip. Accum. Depr.	739
149 Fixed Assets:Branding/Website: Website Accum. Depr.	1,727
<b>Net cash provided by investing activities</b>	<b>(8,381)</b>
<b>Financing Activities</b>	
260 National Retained Earnings	(136,808)
271 Unrestricted Funds:National Unrestricted Funds	164,321
281 Temporarily Restricted Funds:National Temporarily Restricted Funds	(27,513)
283 Temporarily Restricted Funds:Chapter Temp Restrict-Watershed	
<b>Net cash provided by financing activities</b>	

**Wild Ones**  
**Restricted Funds Summary**  
**All Dates**

Project	Customer	Revenue	Costs	Remaining
RESTR-2024/25 MJV	Monarch Joint Venture	15,407.42	21,611.46	(6,204.04)
RESTR-2025 Member Support	Kei Pang	5,000.00		5,000.00
RESTR-Ingram Book Grant	Ingram Book Company	1,000.00		1,000.00
RESTR-Seeds for Education	Miscellaneous	82,043.56	47,223.67	34,819.89
		103,450.98	68,835.13	34,615.85