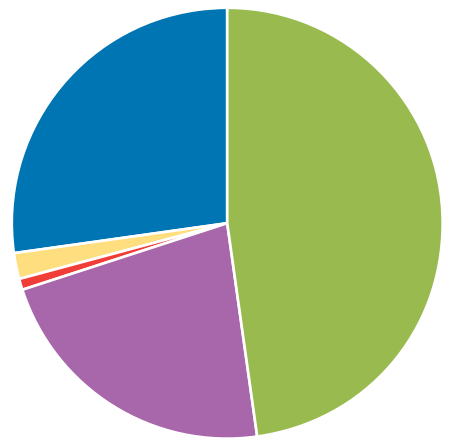




FY 2020

Financials

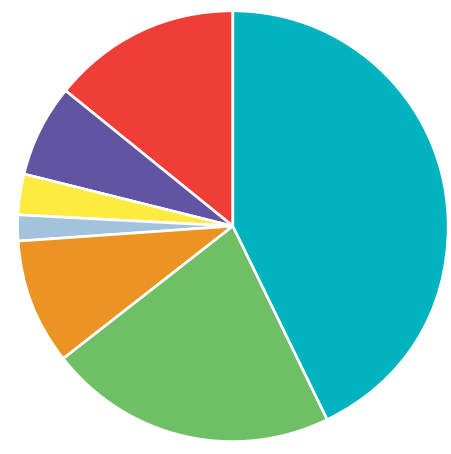
REVENUE



- Membership
- Contributions
- Grants and Contracts
- Corporate Support
- Royalties, Investments and Other Income

Revenue		
Membership	\$3,420,806	27%
Contributions	\$6,087,035	48%
Grants and Contracts	\$2,786,503	22%
Corporate Support	\$153,240	1%
Royalties, Investments and Other Income	\$299,194	2%
Total Operating Revenue	\$12,746,778	100%

EXPENSES



- Trail Development
- Public Information and Events
- National, State and Local Policy
- Research
- Other Program Services
- Administrative
- Fundraising

Expenses		
Trail Development	\$5,071,773	43%
Public Information and Events	\$2,541,798	21.5%
National, State and Local Policy	\$1,114,944	9.5%
Research	\$194,519	2%
Other Program Services	\$381,215	3%
Administrative	\$858,838	7%
Fundraising	\$1,700,400	14%
Total Operating Expenses	\$11,863,487	100%

Net Assets	
Net Income from Operations	\$883,291
Non-Operating Income*	\$288,937
Change in Donor-Restricted Funds	(\$1,408,574)
Total Change in Net Assets	(\$236,346)
Net Assets Beginning of Year	\$9,719,110
Net Assets End of Year	\$9,482,764

*Non-operating income represents realized and unrealized gains and losses on investment of restricted assets. Rails-to-Trails Conservancy is a nonprofit organization as qualified under Section 501(c)(3) of the IRS Codes.

