FY 2020

Financials

**REVENUE**

![Chart showing revenue distribution]

- **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**

![Chart showing expenses distribution]

- **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 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.*