

Friends of the Missouri National Recreational River

**Balance Sheet**  
**September 30, 2020**

| Type of Asset                   | Name of Asset | Assets       | Notes                            | MRE Recap*    | FY2020      |
|---------------------------------|---------------|--------------|----------------------------------|---------------|-------------|
| Restricted®                     | MRE*          | \$ 5,296.46  | See MRE Recap                    | Carry fm 2019 | \$ 2,541.43 |
| Restricted®                     | H C Memorial  | \$ 750.00    | H C: Howard Coker                | 2020 Rev      | \$ 3,050.00 |
| Restricted®                     | Frost Trail   | \$ 2,000.00  | VACF Grant                       | 2020 Exp      | \$ (294.97) |
| Unrestricted                    | 1st Dak Bank  | \$ 7,655.53  | Discretionary Funds              | 2020 Bal      | \$ 5,296.46 |
| Total (Cash) Assets             |               | \$ 15,701.99 |                                  |               |             |
| Liabilities                     |               | \$ -         | No Liabilities. No Payments Due. |               |             |
| Net Assets - Organization Value |               | \$ 15,701.99 |                                  |               |             |

**Statement of Activities**

|                       | From<br>To   | 26-Aug-15<br>30-Sep-20 | 26-Aug-15<br>30-Sep-16 | 1-Oct-16<br>30-Sep-17 | 1-Oct-17<br>30-Sep-18 | 1-Oct-18<br>30-Sep-19 | 1-Oct-19<br>30-Sep-20 |
|-----------------------|--------------|------------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Revenue/Expense       | Life to Date | FY 1                   | FY 2                   | FY 3                  | FY 4                  | FY 5                  |                       |
| <b>Revenues</b>       |              |                        |                        |                       |                       |                       |                       |
| Dues and Donations    | \$           | 27,757.03              | \$ 4,906.07            | \$ 1,711.22           | \$ 10,951.27          | \$ 7,462.24           | \$ 2,726.23           |
| Grants - Unrestricted | \$           | 1,250.00               | \$ 750.00              | \$ -                  | \$ 500.00             | \$ -                  | \$ -                  |
| Corporate Grants®     | \$           | 10,898.10              | \$ 1,400.00            | \$ 2,148.10           | \$ 1,550.00           | \$ 2,750.00           | \$ 3,050.00           |
| Foundation Grants®    | \$           | 5,402.00               | \$ 892.00              | \$ 2,510.00           | \$ 2,000.00           | \$ -                  | \$ -                  |
| Government Grants®    | \$           | 1,500.00               | \$ 1,500.00            | \$ -                  | \$ -                  | \$ -                  | \$ -                  |
| Merchandise Revenue   | \$           | 630.30                 | \$ 315.00              | \$ 180.00             | \$ 78.69              | \$ 50.00              | \$ 6.61               |
| Program Revenue       | \$           | 259.73                 | \$ -                   | \$ 55.00              | \$ 104.73             | \$ 100.00             |                       |
| <b>Total Revenues</b> | \$           | 47,697.16              | \$ 9,763.07            | \$ 6,604.32           | \$ 15,184.69          | \$ 10,362.24          | \$ 5,782.84           |
| <b>Expenses</b>       |              |                        |                        |                       |                       |                       |                       |
| Office/Admin          | \$           | 2,639.49               | \$ 858.45              | \$ 239.88             | \$ 285.99             | \$ 414.24             | \$ 840.93             |
| Promotion             | \$           | 9,121.15               | \$ 1,263.56            | \$ 647.75             | \$ 4,477.27           | \$ 2,446.57           | \$ 286.00             |
| Merchandise           | \$           | 1,448.50               | \$ 1,448.50            | \$ -                  | \$ -                  | \$ -                  | \$ -                  |
| Taxes/Fees            | \$           | 460.00                 | \$ 420.00              | \$ 10.00              | \$ 10.00              | \$ 10.00              | \$ 10.00              |
| Program               | \$           | 18,326.03              | \$ 1,654.31            | \$ 4,825.20           | \$ 2,745.03           | \$ 8,806.52           | \$ 294.97             |
| <b>Total Expenses</b> | \$           | 31,995.17              | \$ 5,644.82            | \$ 5,722.83           | \$ 7,518.29           | \$ 11,677.33          | \$ 1,431.90           |
| Net Surplus (Deficit) | \$           | 15,701.99              | \$ 4,118.25            | \$ 881.49             | \$ 7,666.40           | \$ (1,315.09)         | \$ 4,350.94           |

**Financial Reporting Notes**

**IRS Form 990-N:** (e-Postcard for Revenue <\$50,000) filed for FY2019  
(EIN: 47-4694038) Next filing due for FY2020 by February 15, 2021

**SD Annual Report:** Filed for 2020. \$10 fee paid.  
(NS 049 720) Next filing due May 30, 2021.

**Reporting Method:** Cash Accounting

**Fiscal Year:** October 1 to September 30

| <u>Type</u>                                | <u>Donation</u> | <u>Total</u> | <u>Current</u> | <u>Lapsed</u> | <u>%Lapsed</u>                                |
|--|-----------------|--------------|----------------|---------------|---|
| Youth                                      | \$5             | 1            | 0              | 1             | 100.0%  |
| Student                                    | \$10            | 1            | 1              | 0             | 0.0%  |
| Individual                                 | \$25            | 75           | 15             | 60            | 80.0%   |
| Family                                     | \$50            | 40           | 8              | 32            | 80.0%   |
| Bronze                                     | \$125-\$249     | 21           | 3              | 18            | 85.7%   |
| Silver                                     | \$250-\$499     | 11           | 2              | 9             | 81.8%   |
| Gold                                       | \$500-\$999     | 4            | 1              | 3             | 75.0%   |
| <u>Platinum</u>                            | <u>\$1000+</u>  | <u>3</u>     | <u>1</u>       | <u>2</u>      | <u>66.7%</u>                                  |
| <b>Subtotal-Member/Sponsor<sub>1</sub></b> |                 | <b>156</b>   | <b>31</b>      | <b>125</b>    | <b>80.1%</b>                                  |
| <b>Total Contacts</b>                      |                 |              | <b>211</b>     | <b>55</b>     | <b>Including Associates/Media<sub>2</sub></b> |

  

| <b>Total Contacts by State</b> |            |               | <b>Total Contacts by City</b> |            |               | <b>Facebook Followers by City</b> |            |               |
|--------------------------------|------------|---------------|-------------------------------|------------|---------------|-----------------------------------|------------|---------------|
| <u>State</u>                   | <u>#</u>   | <u>%</u>      | <u>City</u>                   | <u>#</u>   | <u>%</u>      | <u>City</u>                       | <u>#</u>   | <u>%</u>      |
| SD                             | 161        | 76.7%         | Yankton                       | 102        | 48.6%         | Oma/CB                            | 86         | 10.6%         |
| NE                             | 34         | 16.2%         | Vermillion                    | 29         | 13.8%         | Yankton                           | 81         | 10.0%         |
| MO                             | 4          | 1.9%          | Sioux Falls                   | 8          | 3.8%          | Vermillion                        | 61         | 7.5%          |
| MN                             | 2          | 1.0%          | Omaha/CB                      | 6          | 2.9%          | Sioux Falls                       | 59         | 7.3%          |
| IA                             | 1          | 0.5%          | Niobrara                      | 6          | 2.9%          | Sioux City                        | 52         | 6.4%          |
|                                |            |               | Hartington                    | 4          | 1.9%          | Lincoln                           | 31         | 3.8%          |
| 6 Other                        |            |               | 39 Other                      |            |               | 48 Other                          |            |               |
| <u>States&lt;2</u>             | <u>8</u>   | <u>3.8%</u>   | <u>Cities&lt;4</u>            | <u>55</u>  | <u>26.2%</u>  | <u>Cities&lt;33</u>               | <u>443</u> | <u>54.5%</u>  |
| <b>Total</b>                   | <b>210</b> | <b>100.0%</b> | <b>Total</b>                  | <b>210</b> | <b>100.0%</b> | <b>3.0%</b>                       | <b>813</b> | <b>100.0%</b> |

<sub>1</sub>Member and Sponsor Data Includes all who paid at least once since August 2015 inception.

<sub>2</sub> Associates/Media include Volunteers, Employees of Sponsors, 'sister' organizations and News/Media Contacts