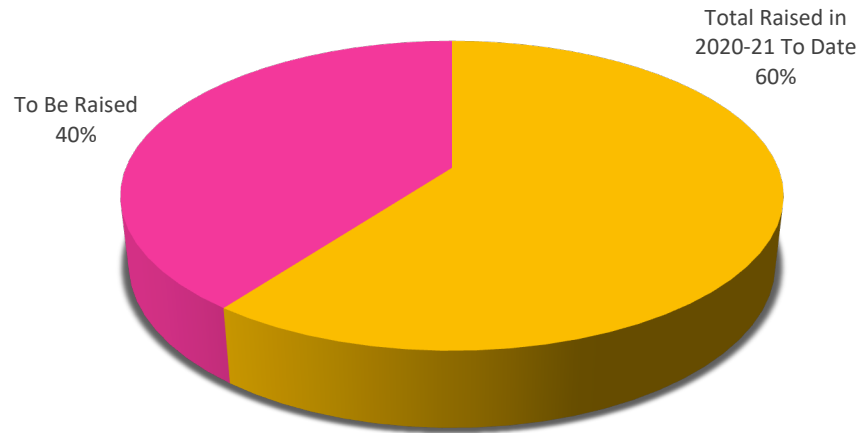


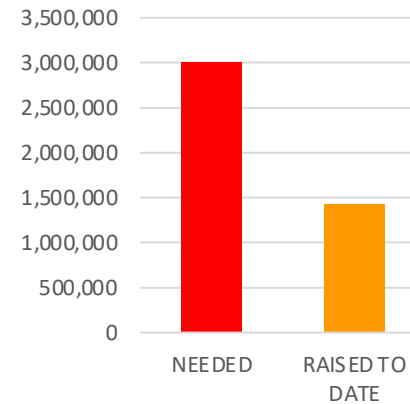
Budget: \$1,500,000 Year-to-Date \$903,386

OVERALL DEDICATED PROJECT FUNDRAISING

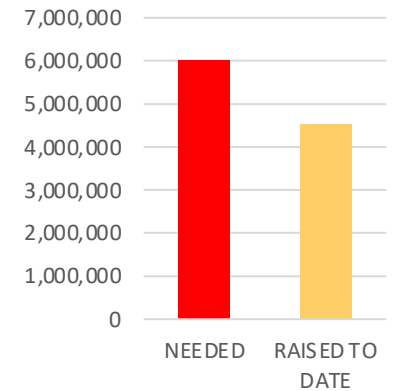


MULTI-YEAR CAPITAL FUNDRAISING INITIATIVES

SCAN



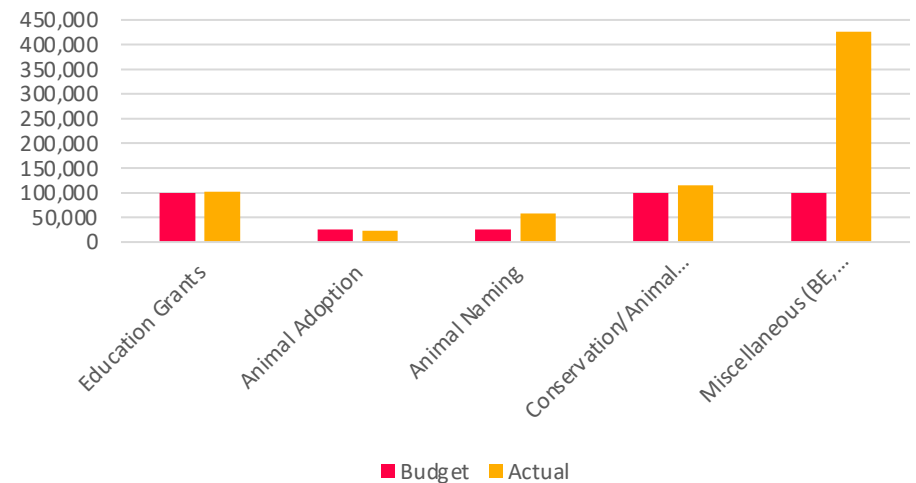
ANGELA COLLIER GARDENS



Recent Gifts

GLAZA Trustee	\$10,000	Feasibility Study
Private Donor	\$3,000	Animal Naming
Private Donor	\$100,000	PPRP, Conservation Strategic Plan, Other

NON-CAPITAL FUNDRAISING





GLAZA Membership Revenue Dashboard

Budget: \$2,644,162 Actual \$1,467,011

**REPORT for FY 2020-21
as of 3/31/2021**

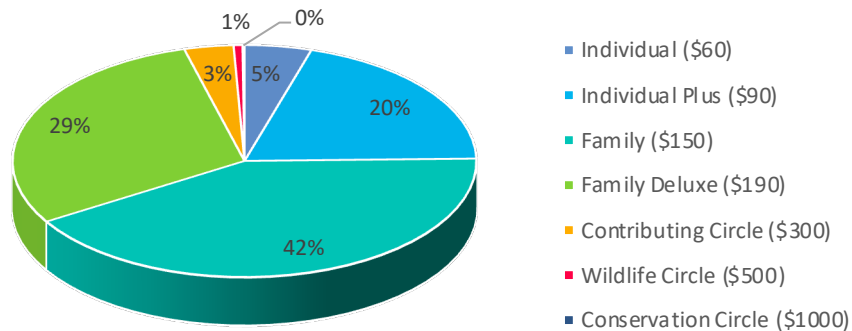
JANUARY BUDGET TO ACTUALS FY 2020-2021

3/1/2021 - 3/31/2021	Budget	Actual	Variance
New Acquisition	\$ 50,000	\$ 3,400	\$ (46,600)
New Booth	\$ -	\$ 25,458	\$ 25,458
Renewal Acquisition		\$ 5,917	\$ 5,917
Renewal Booth	\$ -	\$ 19,216	\$ 19,216
Renewal Mail	\$ 150,000	\$ 117,183	\$ (32,817)
Renewal Telemarketing	\$ -	\$ -	\$ -
Rebates	\$ -	\$ 23,813	\$ 23,813
Website	\$ 50,000	\$ 194,768	\$ 144,768
Ticket Sales	\$ -	\$ -	\$ -
Miscellaneous	\$ -	\$ 250	\$ 250
TOTAL	\$ 250,000	\$ 390,005	\$ 140,005

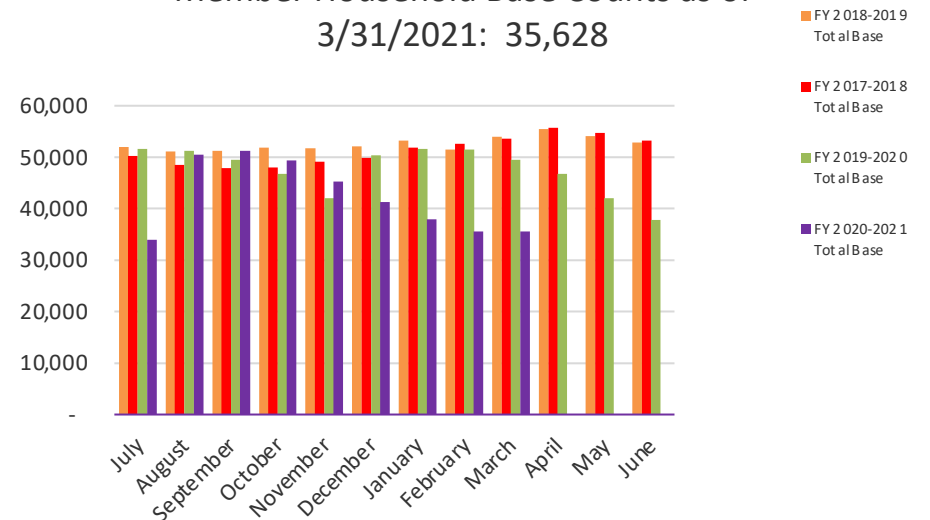
YEAR-TO-DATE ACTUALS FY 2020-2021

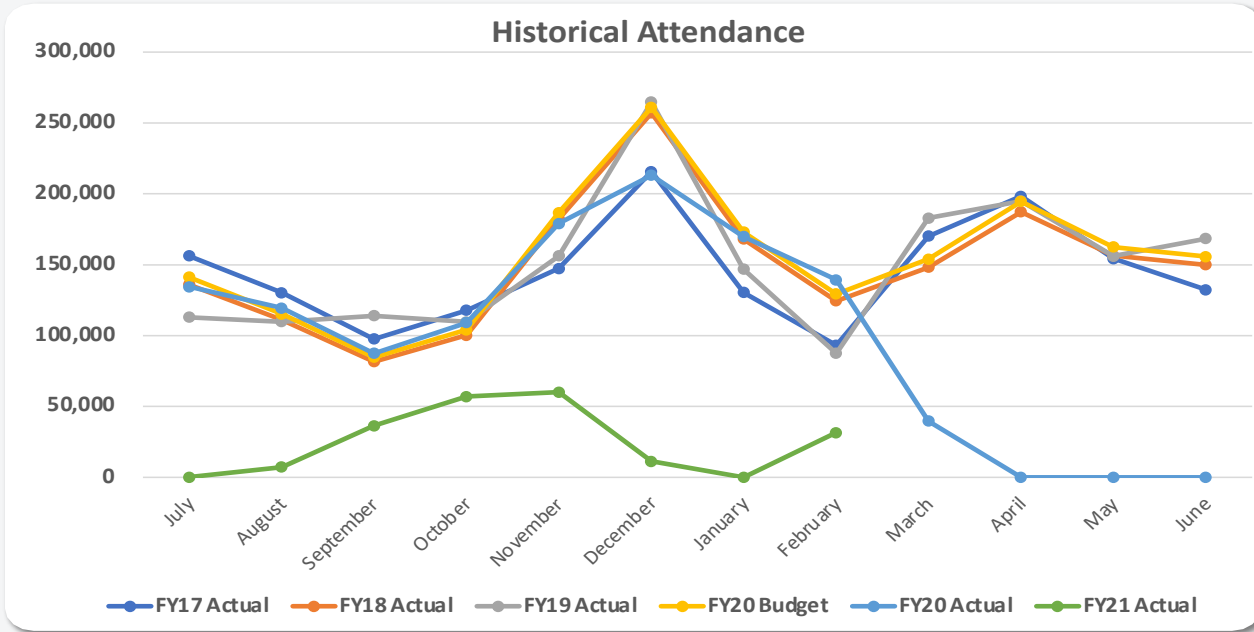
7-1-2020 thru 3-31-2021	Budget	Actual	Variance
New Acquisition	\$ 139,000	\$ 19,008	\$ (119,992)
New Booth	\$ 50,000	\$ 54,908	\$ 4,908
Renewal Acquisition	\$ 401,000	\$ 44,163	\$ (356,837)
Renewal Booth	\$ 125,000	\$ 58,641	\$ (66,359)
Renewal Mail	\$ 1,540,500	\$ 569,541	\$ (970,959)
Renewal Telemarketing	\$ -	\$ 1,266	\$ 1,266
Rebates	\$ 25,000	\$ 55,646	\$ 30,646
Website	\$ 357,412	\$ 662,764	\$ 305,352
Ticket Sales	\$ 5,000	\$ 119	\$ (4,881)
Miscellaneous	\$ 1,250	\$ 955	\$ (295)
TOTAL	\$ 2,644,162	\$ 1,467,011	\$ (1,177,151)

MEMBER HOUSEHOLDS 3/31/21: 35,628



Member Household Base Counts as of 3/31/2021: 35,628





	Admissions Revenue	Other Revenue Sources*
July	(\$1,647)	\$33,362
August	\$195,115	\$19,478
September	\$483,121	\$52,502
October	\$624,118	\$109,402
November	\$619,791	\$126,795
December	\$8,334	\$116,169
January	-\$197	-\$43,740
February	\$644,024	\$5,952
March		
April		
May		
June		
YTD	\$2,602,660	\$507,402

	Attendance
July	58
August	7,326
September	36,314
October	56,989
November	60,124
December	11,225
January	0
February	31,532
March	
April	
May	
June	
YTD	203,568

*Concessions, Membership, Site Rentals