



Bay Park Conservancy Board Meeting Minutes

October 15, 2024

3:00 – 4:06 p.m.

Board Members Present: Jennifer Compton (Chair), Rob Lane (Treasurer), Emily Walsh (Secretary), Ian Black, Tony Gamelin, Charles Hines, Jeff Jackson, Mark Pritchett, Felice Schulaner and Leslie Turner.

Excused: Kyle Battie, Steve Botelho, Carlos de Quesada, Keith DuBose, Jennifer Jorgensen, Michael Klauber.

Staff Present: A.G. Lafley, Steve Germaine, Frances Bermudez, Trey Hammett, Derick Kitson, John Ochoa, Diana Shaheen.

Public Present: Barbara Banks, Patrick Gannon, Brannan Jacobs, Suzanne Lynch.

Ms. Walsh called the meeting to order at 3:02 p.m.

Public comment: None.

July 2024 Board Minutes Approval: Approved unanimously.

Finance Report: Mr. Gamelin reported that the balance sheet is strong. The organization is on track to have a \$3.6 million surplus at the end of the year giving BPC the option to transfer it to either a Board-Designated Endowment and/or cash reserves. Since the Finance Committee did not have a quorum at its meeting, there were no votes on proposals under consideration.

CEO Report: Mr. Lafley reviewed the state of the park, and provided updates on:

- The condition of the park following Hurricanes Helene and Milton
- Financial operating performance
- Personnel and staffing
- Phase 1 and 2 Capital improvement projects
- A recap of the most recent BPIB meeting

Second Anniversary Report: Ms. Shaheen reported that the park is moving forward with “Two Terrific Years at the Bay” events, thanked sponsors and staff and encouraged board members to attend.

Advancement Report: Mr. Hammett reported on fundraising activities and shared that the Q4 goal is \$1.1 million. He also shared that BPC added 481 new donors year to date.

New Business: Mr. Lafley shared that a Community and Neighborhood Working Group Meeting was held via zoom. He also informed the Board that on Friday (Oct 18) and Saturday (Oct 19) several non-profits who provide critical services for hurricane relief were invited to participate prior to and during the Anniversary Concert events. Van Wezel Performing Arts Hall is closed until January 2025 due to hurricane damage.

Chair Report: Ms. Compton encouraged all board members to attend the Friday, Oct 18 State of the Park & Partnerships event.

Ms. Walsh adjourned the meeting at 4:06 p.m.

2025 BPC Board Meeting Schedule

BPC Board Meetings occur on the third Tuesday of the first month of each quarter and are scheduled from 3:00-5:00pm.

- January 21
- April 15
- July 15
- October 21



AUGUST 2024 FINANCIAL

REPORT PACKAGE

The Bay Park Conservancy, Inc.
Balance Sheet

As of August 31, 2024

	Aug 31, 24	Jul 31, 24	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10000 - Cash Manager	1,378,042	1,576,420	(198,378)	(13)%
10050 - Checking	404,271	79,482	324,790	409%
10100 - Money Market	100,000	100,000	0	0%
10150 - Money Market	50,265	50,251	14	0%
Total Checking/Savings	1,932,578	1,806,152	126,426	7%
Accounts Receivable				
11200 - A/R City	1,385,556	1,588,495	(202,939)	(13)%
11100 - Pledge Receivable	60,000	0	60,000	100%
11400 - A/R Rentals	38,619	38,778	(159)	(0)%
11300 - A/R VPG	0	2,157	(2,157)	(100)%
Total Accounts Receivable	1,484,174	1,629,430	(145,255)	(9)%
Other Current Assets				
12000 - Prepaid Insurance	34,281	38,183	(3,902)	(10)%
12050 - Prepaid Other	11,550	12,653	(1,103)	(9)%
12055 - Security Deposit	(8,663)	(8,213)	(450)	(6)%
Total Other Current Assets	37,168	42,623	(5,455)	(13)%
Total Current Assets	3,453,920	3,478,204	(24,284)	(1)%
Fixed Assets				
15200 - Equipment	49,707	49,707	0	0%
15100 - Buildings	31,456	27,798	3,658	13%
15150 - Accum Dep - Buildings	(463)	(232)	(232)	(100)%
15250 - Accum Dep - Equip	(12,677)	(11,849)	(828)	(7)%
Total Fixed Assets	68,022	65,424	2,598	4%
Other Assets				
Investment				
17100 - Endowment - Vanguard	7,630,591	7,506,760	123,831	2%
Total Investment	7,630,591	7,506,760	123,831	2%
Total Other Assets	7,630,591	7,506,760	123,831	2%
TOTAL ASSETS	11,152,533	11,050,389	102,145	1%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
20000 - Accounts Payable	1,828,533	1,683,557	144,977	9%
Total Accounts Payable	1,828,533	1,683,557	144,977	9%
Other Current Liabilities				
22050 - Deferred Revenue	75,827	68,293	7,533	11%
22200 - Security Deposit	50,265	50,251	14	0%
22140 - Accrued Payroll	15,956	9,666	6,290	65%
22000 - Other Current Liab	1,145	572	572	100%
22100 - Sales Tax Liability	(23)	(161)	138	86%
Total Other Current Liabilities	143,169	128,621	14,548	11%
Total Current Liabilities	1,971,702	1,812,178	159,525	9%
Total Liabilities	1,971,702	1,812,178	159,525	9%
Equity				
Without Donor Restrictions				
31100 - Designated for Endowment	4,647,233	4,579,278	67,955	2%
Total Without Donor Restrictions	4,647,233	4,579,278	67,955	2%
32000 - With Donor Restrictions	3,236,216	3,169,882	66,334	2%
Net Income	1,591,380	1,648,759	(57,380)	(4)%
30000 - Unrestricted Net Assets	(293,997)	(159,708)	(134,288)	(84)%
Total Equity	9,180,831	9,238,211	(57,380)	(1)%
TOTAL LIABILITIES & EQUITY	11,152,533	11,050,389	102,145	1%

The Bay Park Conservancy, Inc.
Profit & Loss Budget Performance

Accrual Basis

August 2024

	Aug 24	Budget	\$ Over Budget	Jan - Aug 24	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
40060 - CFSC Giving Challenge	0	0	0	502,236	315,000	187,236	315,000
40200 - Concessionaire Income	239	800	(561)	9,569	14,800	(5,231)	24,000
40030 - City of Sarasota Parks	0	0	0	0	0	0	400,000
40020 - Givebuttr Donations	0	0	0	325	0	325	0
40010 - Anniversary Donations	10,000	0	10,000	10,000	0	10,000	0
40040 - TIF Funds	1,096,958	427,120	669,838	3,896,229	2,480,289	1,415,940	7,378,445
40000 - Private Donations	80,263	250,000	(169,737)	1,665,933	1,985,000	(319,067)	4,235,000
40050 - Public Grants	0	0	0	0	125,000	(125,000)	875,000
40100 - Rental Income	3,767	10,000	(6,233)	70,168	80,000	(9,832)	120,000
49900 - Miscellaneous Income	0	0	0	23,625	0	23,625	0
49000 - Gifts In-Kind	0	0	0	309,605	0	309,605	0
Total Income	1,191,226	687,920	503,306	6,487,690	5,000,089	1,487,601	13,347,445
Gross Profit	1,191,226	687,920	503,306	6,487,690	5,000,089	1,487,601	13,347,445
Expense							
Implementation Expense							
50000 - Design & Consulting	263,773	207,500	56,273	1,855,521	1,775,636	79,886	2,493,617
50050 - Construction	877,738	1,033,435	(155,697)	2,285,302	1,804,647	480,656	7,928,985
50500 - Other	20,056	7,500	12,556	115,541	73,434	42,107	108,434
Total Implementation Expense	1,161,567	1,248,435	(86,868)	4,256,365	3,653,716	602,648	10,531,035
Activation & Programming							
60750 - Technology	75	160	(85)	2,168	1,280	888	1,920
60310 - 2nd Year Anniversary	53,460	0	53,460	59,400	0	59,400	0
60500 - Park Guest Exp Coll	0	2,000	(2,000)	1,094	16,000	(14,906)	24,000
60100 - Healthy + Fit	3,739	3,985	(246)	25,991	31,880	(6,489)	47,822
60150 - Nature + Discovery	2,400	3,266	(866)	16,150	26,135	(9,985)	39,200
60200 - Arts + Culture	829	6,604	(5,775)	20,482	52,839	(32,357)	79,256
60250 - Special Events	0	2,000	(2,000)	4,804	16,000	(11,196)	24,000
60400 - Volunteers	0	166	(166)	0	1,335	(1,335)	2,000
60450 - Equipment Rental	0	834	(834)	0	6,665	(6,665)	10,000
60900 - Miscellaneous	0	1,817	(1,817)	1,945	14,536	(12,591)	21,802
Total Activation & Programming	60,502	20,832	39,670	131,433	166,670	(35,237)	250,000
Operations							
61870 - Depreciation	1,060	829	231	7,091	6,625	466	9,941
61850 - Fleet	0	53	(53)	248	2,924	(2,676)	4,024
61750 - Safety Equip & Supplies	2,090	20	2,070	5,953	3,710	2,243	3,795
61100 - Park Maint Horticulture	15,183	17,808	(2,625)	98,712	136,014	(37,302)	211,465
61120 - Park Maint Other Svs	1,072	4,853	(3,781)	10,298	66,625	(56,327)	74,636
61150 - Park Maint Supplies	629	500	129	9,642	10,400	(758)	13,700
61200 - Janitorial Services	8,869	12,000	(3,131)	75,017	96,000	(20,983)	144,000
61250 - Janitorial Supplies	759	650	109	4,074	5,200	(1,126)	7,800
61300 - Facilities Rep & Maint	3,939	275	3,664	14,704	14,101	603	20,338
61400 - Security	2,534	2,575	(41)	21,351	28,100	(6,749)	46,400
61500 - Utilities	7,106	9,536	(2,430)	55,438	74,923	(19,485)	112,592
61600 - Tech Equip & Supplies	123	20	103	2,670	2,530	140	2,650
61700 - Software Licensing	1,760	2,150	(390)	7,383	10,567	(3,184)	14,931
61800 - Travel, Training & Educ	500	600	(100)	1,106	1,690	(584)	1,690
61900 - Misc Operations	2,167	461	1,706	9,184	4,338	4,846	6,182
Total Operations	47,793	52,330	(4,537)	322,871	463,747	(140,876)	674,144
Communications/Outreach							
66750 - Technology	1,267	710	557	7,374	5,680	1,694	10,020
66100 - Contract Communications	1,025	15,000	(13,976)	14,695	120,000	(105,306)	180,000
66200 - Annual Report	36	0	36	2,183	7,500	(5,318)	7,500
66300 - Collateral Material	0	1,050	(1,050)	3,711	9,900	(6,189)	15,600
66400 - Website	0	505	(505)	4,419	54,040	(49,621)	56,060
66500 - Campaigns	0	1,500	(1,500)	0	4,500	(4,500)	6,000
66600 - Advertising	30	0	30	240	5,000	(4,760)	10,000
66650 - Branding	142	0	142	684	5,000	(4,316)	5,000
66700 - Design	972	2,000	(1,029)	1,763	6,000	(4,238)	8,000
66900 - Miscellaneous	0	500	(500)	1,538	1,500	38	2,000
Total Communications/Outreach	3,470	21,265	(17,795)	36,606	219,120	(182,514)	300,180
Fundraising							
67320 - Comm Partner Engagement	0	200	(200)	12	1,900	(1,888)	3,000
67110 - Business Partner Events	0	250	(250)	0	3,350	(3,350)	5,000
67100 - Donor Events	0	0	0	9,192	7,000	2,192	10,000
67150 - Giving Challenge	0	0	0	7,191	15,000	(7,809)	15,000
67200 - Friends of the Bay	0	0	0	1,414	1,000	414	5,000
67250 - Collateral/Commun	117	250	(134)	770	2,750	(1,980)	5,000
67300 - DonorProsp/Cult/Steward	0	400	(400)	17,586	6,200	11,386	9,000
67400 - Technology	0	100	(100)	0	800	(800)	5,600
67500 - Dues & Memberships	0	50	(50)	0	1,100	(1,100)	1,300
67900 - Miscellaneous	0	125	(125)	0	1,000	(1,000)	1,500
Total Fundraising	117	1,375	(1,259)	36,166	40,100	(3,934)	60,400
Administration							
72210 - Contract IT Services	1,231	1,045	186	9,156	7,370	1,786	11,550
72330 - Insurance Property	1,998	1,778	220	17,564	14,219	3,345	21,331

The Bay Park Conservancy, Inc.
Profit & Loss Budget Performance

Accrual Basis

August 2024

	Aug 24	Budget	\$ Over Budget	Jan - Aug 24	YTD Budget	\$ Over Budget	Annual Budget
72100 - Contract Accounting	3,141	0	3,141	50,084	0	50,084	0
72200 - Contract HR	825	1,500	(675)	6,150	12,000	(5,850)	18,000
72250 - Recruiting	0	0	0	0	2,100	(2,100)	2,100
72300 - Insurance General Liab	3,177	1,770	1,407	14,190	14,160	30	21,243
72310 - Insurance D&O, Crime	1,132	1,133	(1)	7,914	9,057	(1,143)	13,589
72320 - Insurance Work Comp	1,249	825	424	12,110	6,600	5,510	9,901
72400 - Audit/990	0	1,167	(1,167)	15,000	9,336	5,664	14,000
72500 - Legal	9,500	1,000	8,500	9,810	8,000	1,810	12,000
72600 - Office Comp, Equip, Fur	1,021	1,105	(84)	9,328	37,840	(28,512)	42,260
72650 - Software	1,936	2,000	(64)	17,422	16,000	1,422	24,000
72700 - Office Supplies	62	600	(538)	1,138	4,800	(3,662)	7,200
72800 - Bank Fees	54	325	(271)	1,164	2,600	(1,436)	3,900
72900 - Miscellaneous	393	400	(7)	3,576	3,200	376	4,800
Total Administration	25,719	14,648	11,071	174,605	147,282	27,323	205,874
Personnel Expense							
70100 - Salary and Wages	65,216	77,650	(12,434)	445,185	554,944	(109,759)	904,361
70200 - Payroll Taxes	5,004	6,023	(1,019)	36,114	42,638	(6,524)	69,724
70300 - Employee Insurance	9,308	13,887	(4,579)	62,921	107,085	(44,164)	168,509
70350 - Employee Retirement	0	0	0	0	0	0	9,392
70390 - Employee Other Benefits	0	0	0	224	0	224	0
Total Personnel Expense	79,528	97,560	(18,032)	544,444	704,667	(160,223)	1,151,986
Total Expense	1,378,697	1,456,445	(77,748)	5,502,490	5,395,302	107,188	13,173,619
Net Ordinary Income	(187,471)	(768,525)	581,054	985,200	(395,213)	1,380,413	173,826
Other Income/Expense							
Other Income							
49050 - Unrealized Gain/Loss	111,187	0	111,187	405,173	0	405,173	0
49600 - Interest & Dividends	18,904	25,834	(6,930)	201,006	206,555	(5,549)	323,220
Total Other Income	130,091	25,834	104,257	606,180	206,555	399,625	323,220
Net Other Income	130,091	25,834	104,257	606,180	206,555	399,625	323,220
Net Income	(57,380)	(742,691)	685,311	1,591,380	(188,658)	1,780,038	497,046

**The Bay Park Conservancy
Cash Flow Projection**

	ACTUAL Jan-24	ACTUAL Feb-24	ACTUAL Mar-24	ACTUAL Apr-24	ACTUAL May-24	ACTUAL Jun-24	ACTUAL Jul-24	ACTUAL Aug-24	ACTUAL Sep-24	PROJECTED Oct-24	PROJECTED Nov-24	PROJECTED Dec-24	TOTAL 2024
Beginning Cash	2,311,124	1,008,801	935,123	629,665	1,015,670	824,772	1,199,360	1,771,889	1,898,301	1,806,009	2,258,614	2,255,373	2,311,124
Less: Estimated Restricted Cash	(261,583)	(257,416)	(250,897)	(243,491)	(252,333)	(246,228)	(252,400)	(262,858)	(262,858)	(262,858)	(262,858)	(262,858)	(262,858)
Beginning Cash - Unrestricted	2,049,541	751,384	684,226	386,173	763,337	578,544	946,960	1,509,031	1,635,443	1,543,151	1,995,757	1,992,515	2,048,266
Income:													
Private Donations - 5 Major Foundations	76,227	2,000	750	316,208	250	53,679	671,529	-	10,000	367,584	100,000	2,260,178	3,858,406
Private Donations - Major Donors	192,030	72,700	38,500	8,089	154,423	228,578	108,060	22,500	197,298	90,000	65,000	65,000	1,242,178
Private Donations - Business Partners	2,500	-	-	5,075	20,224	-	5,075	7,500	7,500	27,500	27,500	30,000	125,373
Private Donations - Friends of The Bay (Incl \$175k for 2nd Yr Anniv)	7,324	2,542	3,172	3,385	1,959	386	682	263	1,207	2,500	2,500	75,000	100,919
Private Donations - CFSC Giving Challenge	-	-	2,453	24,630	16,229	154,127	-	-	-	-	-	-	197,439
Government Grants - City of Sarasota	-	-	-	-	-	-	-	-	-	-	-	125,000	125,000
Government Grants - The Bay Park	-	-	-	-	-	-	-	-	-	-	-	-	-
TIF Bonds	1,381,659	142,241	-	402,295	-	410,088	272,140	1,299,897	288,598	1,096,958	1,436,743	4,159,908	10,890,527
City of Sarasota Budget Allocation	-	-	-	-	-	-	-	-	-	223,000	-	-	223,000
Endowment Fund Distributions	-	-	-	-	-	-	-	-	-	-	-	-	-
Concessionaire Income	-	1,028	2,928	2,086	2,268	1,459	662	239	223	500	2,800	3,200	17,392
Rental and Other Income	27,917	12,349	18,965	12,245	10,905	24,595	1,718	11,931	18,447	15,000	15,000	15,000	184,072
Total Income	1,687,657	232,860	66,767	774,013	206,258	872,912	1,059,866	1,342,329	515,772	1,823,042	1,649,543	6,733,286	16,964,306
Costs:													
Implementation: Design/Consulting	143,816	108,237	180,131	187,919	233,459	361,155	243,069	18,675	400,177	238,231	326,313	304,850	2,746,033
Implementation: Construction - Existing Park Projects	638,540	-	3,712	-	-	-	5,205	234,943	37,469	186,380	299,819	367,836	1,773,903
Implementation: Construction - Phase 2 Projects	-	-	3,456	3,328	3,606	-	2,700	802,920	820,775	598,501	820,775	3,455,422	5,690,707
Implementation: Other	12,732	9,147	19,946	21,767	7,867	9,531	28,857	4,895	34,230	34,100	23,500	21,000	227,572
Personnel	88,536	94,288	72,041	92,944	65,744	64,353	101,098	74,334	70,709	72,000	72,000	110,000	978,045
Operations/Maintenance	27,589	40,190	46,457	44,328	41,673	34,277	52,271	37,291	51,354	51,629	55,831	61,088	543,977
Activations/Programming (Incl \$175k for 2nd Yr Anniv)	7,276	7,830	17,321	12,086	15,723	11,076	6,346	17,698	5,985	160,834	20,834	20,834	303,845
Communications/Outreach	18,029	7,294	3,751	1,811	3,150	3,894	3,537	10,330	2,993	20,515	18,765	22,015	116,084
Fundraising	305	-	600	4,743	3,242	674	17,631	7,779	1,497	1,475	10,975	4,025	52,945
Administration	9,789	41,706	27,001	22,209	25,200	13,475	31,823	12,974	9,066	14,647	14,648	14,648	237,186
Total Costs	946,611	308,693	374,415	391,134	399,663	498,435	492,537	1,221,837	613,481	1,378,312	1,663,459	4,381,719	12,670,296
Other Income/Expense:													
Investment Gains/Losses/Other	7,308	2,354	2,231	3,250	2,950	1,790	5,379	6,261	5,668	8,200	11,000	13,000	69,391
Interest Expense	(2,050,000)	(677)	(200)	(124)	(443)	(1,679)	(178)	(341)	(251)	(325)	(325)	(3,600,000)	(5,650,000)
Transferred to Endowment/Cash Reserves	-	-	(41)	(124)	(443)	(1,679)	(178)	(341)	(251)	(325)	(325)	(3,600,000)	(4,909)
Other	(2,043,369)	2,155	2,190	3,126	2,507	111	5,200	5,920	5,417	7,875	10,675	(3,587,325)	(5,585,518)
Total Other Income/Expense	1,008,801	935,123	629,665	1,015,670	824,772	1,199,360	1,771,889	1,898,301	1,806,009	2,258,614	2,255,373	1,019,616	1,019,616
Ending Cash (Preliminary)	1,008,801	935,123	629,665	1,015,670	824,772	1,199,360	1,771,889	1,898,301	1,806,009	2,258,614	2,255,373	1,019,616	1,019,616
GCCF PRI Funding	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash	1,008,801	935,123	629,665	1,015,670	824,772	1,199,360	1,771,889	1,898,301	1,806,009	2,258,614	2,255,373	1,019,616	1,019,616
GCCF PRI Funding Balance	-	-	-	-	-	-	-	-	-	-	-	-	-
Actual Cash per QB	1,008,801	935,123	629,665	1,015,671	824,772	1,199,360	1,755,901	1,882,313	1,790,021	-	-	-	-

The Bay Park Conservancy
Cash Flow Projection

Implementation Details by vendor:

	ACTUAL Jan-24	ACTUAL Feb-24	ACTUAL Mar-24	ACTUAL Apr-24	ACTUAL May-24	ACTUAL Jun-24	ACTUAL Jul-24	ACTUAL Aug-24	ACTUAL Sep-24	PROJECTED Oct-24	PROJECTED Nov-24	PROJECTED Dec-24	TOTAL 2024
Implementation: Design/Consulting	143,816	108,237	180,131	187,919	233,459	361,155	243,069	18,675	400,177	238,231	326,313	304,850	2,746,033
Agency	73,598	82,632	138,312	132,586	189,177	288,668	147,691	-	91,423	123,171	173,963	152,500	1,593,720
Cummins/Cederberg	48,758	-	9,803	18,035	8,695	10,508	11,954	-	96,016	25,000	25,000	25,000	278,768
Kimley-Horn	11,859	10,081	12,795	7,181	-	-	-	-	112,444	23,721	20,000	20,000	218,081
Stutler	9,601	15,525	13,388	18,450	15,750	15,525	3,150	18,675	24,750	25,000	25,000	25,000	209,814
Sweet Sparkman	-	-	5,834	11,666	19,836	46,455	80,275	-	75,545	41,339	82,350	82,350	445,650
Implementation: Construction Ph 2	638,540	-	7,168	3,328	3,606	-	7,905	1,037,862	37,469	784,881	1,120,594	3,823,258	7,464,610
Jon Swift	622,184	-	-	-	-	-	-	-1,035,830	-	779,881	1,115,594	3,818,258	7,371,747
Sarasota Lock & Key	-	-	-	3,328	-	-	-	-	574	-	-	-	3,328
White Electric	-	-	2,032	-	-	-	2,700	2,032	-	-	-	-	7,338
United Mechanical	16,356	-	-	-	-	-	-	-	-	-	-	-	16,356
Others	-	-	5,135	-	3,606	-	5,205	-	36,895	5,000	5,000	5,000	65,841
Implementation: Other (Eng/Env/Legal/Lobbyists)	12,732	9,147	19,946	21,767	7,867	9,532	28,857	4,895	34,230	34,100	23,500	21,000	227,573
Icard Merrill	1,473	-	-	-	-	-	-	-	-	-	-	-	1,473
Lewis Longman Walker	773	1,133	-	1,150	-	3,898	1,706	-	-	-	-	-	8,659
People Who Think	4,000	4,000	4,000	4,000	4,000	4,000	4,000	-	8,000	4,000	4,000	4,000	48,000
Mote Marine Labs	-	-	14,038	-	-	-	-	-	-	-	-	-	14,038
Dewberry Engineers	-	800	-	-	-	-	4,170	4,690	-	1,500	1,500	1,500	14,160
Don Bell Signs	-	1,350	-	-	-	-	-	-	-	-	-	-	1,350
Iterum	-	(3,467)	-	-	-	-	15,500	-	25,579	9,300	15,000	15,000	80,379
Shumaker Loop & Kendrick	-	831	934	167	3,867	1,634	1,527	205	651	17,350	500	500	28,253
Others	87	-	-	-	-	-	-	-	-	-	-	-	(967)
Universal Engineering Sciences	4,900	-	-	-	-	-	-	-	-	-	-	-	4,900
Karins Engineering	1,500	4,500	974	16,450	-	-	1,954	-	-	1,950	-	-	27,328



2024 Fundraising Update

(Thru September 30, 2024)

	<u>Raised to Date</u>	<u>Gulf Coast Match</u>	<u>Total</u>
First Quarter	\$400,213	\$315,708	\$715,921
Second Quarter	\$422,864	\$422,864	\$845,728
Giving Challenge	\$248,665	\$248,665	\$497,330
Third Quarter	\$352,584	\$352,584	\$705,168
<i>First Three Quarters Actual</i>	\$1,424,326	\$1,339,821	\$2,764,147
Fourth Quarter Goal	\$1,095,500	\$660,179	\$1,755,679
Total 2024 Goal	\$2,519,826	\$2,000,000	\$4,519,826
<i>2023 TPF Match Carryover</i>			<i>\$480,174</i>
Total TPF Match Eligible Funds			\$5,000,000
Final TPF Challenge Match			\$1,000,000
2024 Total BPC Funds Raised			\$5,519,826
<i>(excl. 2023 TPF Match Carryover)</i>			

<u>Fourth Qtr Goals by Donor Group</u>	<u>Balance to Raise</u>	<u>Gulf Coast Match</u>	<u>Total</u>
Lead Donors	\$235,000	\$235,000	\$470,000
Foundations	\$700,000	\$425,179	\$1,125,179
Friends of the Bay	\$75,500		\$75,500
Business Partners	\$85,000		\$85,000
Fourth Qtr Total	\$1,095,500	\$660,179	\$1,755,679