Stewards of the Coast and Redwoods
Challenges & Opportunities

Challenges

• Covid-19 – Parks closed from March 24 to May 14

○ Response
  ▪ Staff furloughs
  ▪ SBA PPP Forgivable Loan
  ▪ Adapted our Visitor Center with outside sales
  ▪ Communication with program volunteers – Zoom meetings
  ▪ Produced some on-site videos with volunteers
  ▪ Continued all organization meetings via Zoom
• Wildfires – Parks closed from August 17 until sometime in 2021
  o Response
    ▪ Staff furloughs (6 weeks total for the year)
    ▪ Communication to community & media, volunteers, staff and board
    ▪ Meetings with State Park staff
    ▪ State Parks
      • Overall natural resources fire recovery management
      • Bullfrog Pond campground Water System
      • Maintenance assessments
      • Volunteer Chainsaw training
    ▪ Stewards of the Coast and Redwoods
      • Down trees moved down to picnic area (by Spring 2021)
        o Contracts and Firewood Production (new wood processor/splitter
      • Bullfrog Pond Campground
        o Restroom in the Campground
        o Down trees in Campground
        o Signage, fencing, barriers, trash enclosures etc.
  • Other organizational challenges
    o Programs Manager position (how to fund)
    o Inability to serve school groups
    o Lack of Diversity on Board and Staff

Opportunities
• Fire recovery Fund
  o Met $100,000 initial goal in 4 weeks.
  o Support from Lynda Hopkins & Caryl and Mickey Hart
  o Three online auctions – Over $25,000 raised
  o California State Parks Foundation relief to Stewards and State employees
• Community interest – increased memberships
• Funding opportunities with partner nonprofit organizations
• Insurance reimbursement for tools/equipment/lost revenue
• Funding for BIPOC artists through Julie Terr Fellowship
• New Diversity and Equity Committee led by Board members
• Enhanced communication with stakeholders including volunteers through our e-newsletter.
# Stewards of the Coast and Redwoods

## Year to Date Financial Report – 9/30/20

### Revenue and Expenses

<table>
<thead>
<tr>
<th>Source</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>614,882</td>
<td>414,122</td>
</tr>
<tr>
<td>SBA Loans</td>
<td></td>
<td>97,700</td>
</tr>
<tr>
<td>Minus COGS</td>
<td>-107,091</td>
<td>-38,277</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>507,791</td>
<td>473,545</td>
</tr>
<tr>
<td>Expenses</td>
<td>491,512</td>
<td>359,401</td>
</tr>
<tr>
<td><strong>Net Revenue</strong></td>
<td><strong>16,279</strong></td>
<td><strong>114,144</strong></td>
</tr>
</tbody>
</table>

### Financial Position

<table>
<thead>
<tr>
<th>Source</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Assets</td>
<td>158,021</td>
<td>245,413</td>
</tr>
<tr>
<td>Inventory</td>
<td>112,146</td>
<td>113,483</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td><strong>$270,167</strong></td>
<td><strong>$358,896</strong></td>
</tr>
<tr>
<td>Liabilities</td>
<td>62,260</td>
<td>111,832 – Includes loans (89,700 forgivable)</td>
</tr>
<tr>
<td>Permanently Restricted Assets</td>
<td>18,365</td>
<td>18,631 - Endowment</td>
</tr>
<tr>
<td>Temporarily Restricted Assets</td>
<td>102,023</td>
<td>137,434</td>
</tr>
<tr>
<td>Unrestricted Assets</td>
<td>87,519</td>
<td>90,999</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td><strong>$270,167</strong></td>
<td><strong>$358,896</strong></td>
</tr>
</tbody>
</table>