

# ANNUAL REPORT 2023



## Message from the Treasurer

Alongside continuing success in its core areas, Native Plant Trust saw big changes and new commitments in 2023. The financial position at end-year remained strong.

Two major initiatives came to fruition in 2023. First, the planned move of the organization's headquarters out of Garden in the Woods to a business office in Wayland was completed, and the demolition of the old administrative building was undertaken. This change has made way for a large expansion of the plant sales area. Support from donors covered the up-front costs, and the business office lease now appears as a liability on the financial statement. Second, a generous grant from Mass Cultural Council and matching donations for the rebuilding of Hop Brook bridge allowed that project to get underway, with completion in early 2024.

The organization continued to attract support for key initiatives and ended the year with a \$1.08M increase in net assets, for a total of \$18.72M. Net assets include \$9.41M in permanently restricted endowment funds, \$2.9M in accumulated earnings on endowment funds, and \$1M in gifts restricted by donors to specific initiatives. In operations, the year concluded with a deficit of \$448K, which included \$238K in depreciation.

We have committed to the dramatic growth of Native Plant Trust, which will allow us to deliver on our bold vision for the future. We are gearing up our philanthropic development to fund this growth, harnessing the continued generosity of our current members and donors while introducing many new supporters. The board is prepared to draw on financial reserves—prudently and only as needed—in the early years of this growth program.

Thanks to the hard work of our Board of Trustees, staff, and volunteers, and the generous gifts of our many members and supporters, Native Plant Trust had an impressive year in 2023.

Sincerely,  
**SUSAN SCHADLER**  
Treasurer

## Fiscal Year 2023 Operating Results

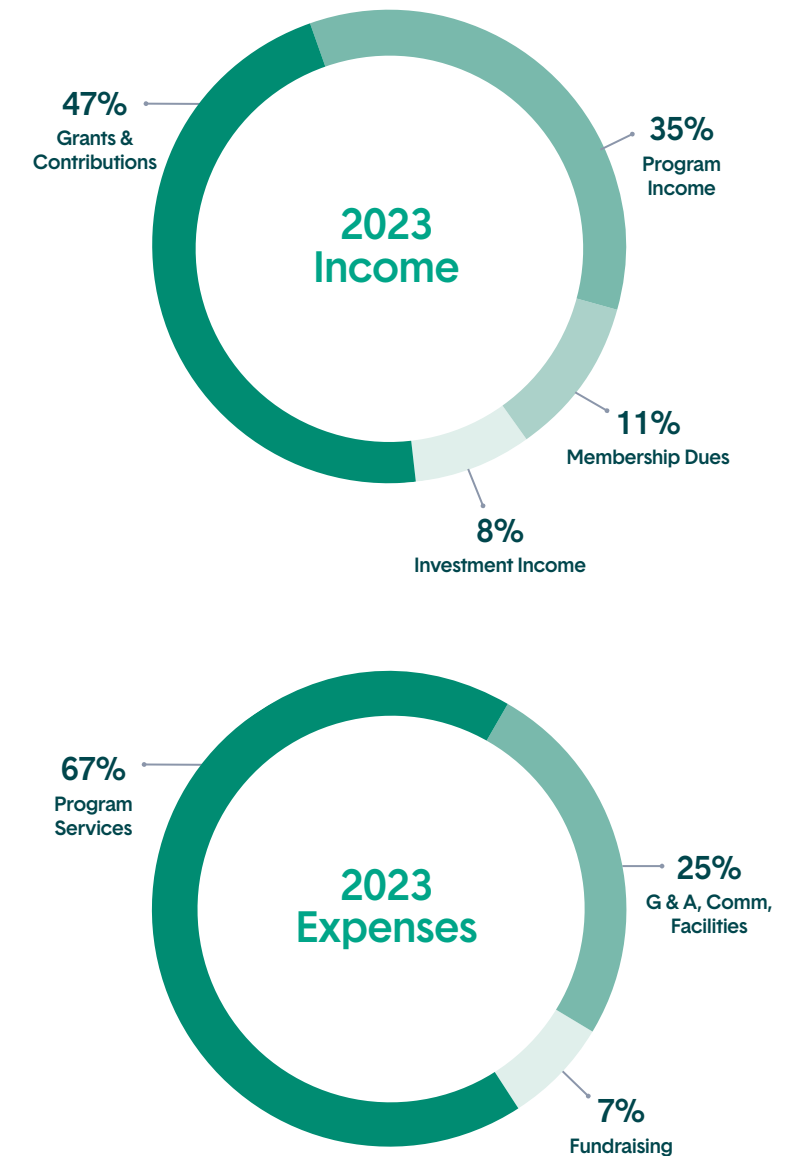
INCOME	
Grants and Contributions	\$1,828,474
Program Income	\$1,418,506
Membership Dues	\$451,052
Investment Income	\$310,629
<b>TOTAL INCOME</b>	<b>\$4,008,661</b>

EXPENSES / PROGRAM SERVICES	
Conservation & Sanctuaries	\$800,814
Horticulture	\$727,668
Education	\$558,308
Member Services	\$429,342
Retail Shops	\$491,831
<b>Total Program Services</b>	<b>\$3,007,963</b>

EXPENSES / SUPPORT SERVICES	
G & A, Comm, Facilities	\$1,126,469
Fundraising	\$321,978
<b>Total Support Services</b>	<b>\$1,448,447</b>

<b>TOTAL OPERATING EXPENSES</b>	<b>\$4,456,410</b>
<b>OPERATING SURPLUS (DEFICIT)</b>	<b>(\$447,749)</b>

Fall 2024/Winter 2025



A complete copy of the audited financial statements is available on our website or upon request by emailing [development@NativePlantTrust.org](mailto:development@NativePlantTrust.org).

## 2023 By the Numbers

### VOLUNTEER CONTRIBUTIONS

Across all our work areas, Native Plant Trust could not accomplish what we do each year without the assistance of volunteers. These numbers tell that story.

**296**  
VOLUNTEERS  
**7,915**  
HOURS

#### GARDEN IN THE WOODS

13 volunteers  
353 hours

#### NASAMI FARM NURSERY

25 volunteers  
688 hours

#### PUBLIC PROGRAMS

14 volunteers  
150 hours

#### PHILANTHROPY

2 volunteers  
52 hours

#### SANCTUARY COMMITTEE

8 volunteers  
204 total hours

#### SANCTUARY STEWARDS

8 volunteers  
448 hours

#### PLANT CONSERVATION

223 volunteers  
5,810 hours

#### HERBARIUM

3 volunteers  
210 hours

### CONSERVATION

Native Plant Trust leads our region's conservation community in protecting and restoring rare plants and keeping common plants common. We bank the seeds of rare plants, restore populations of at-risk species, and monitor rare plant populations in every county in New England.

#### SEED BANK ADDITIONS

68 taxa (all rare)  
85 collections  
600,000 seeds, approx.

#### RARE PLANT SURVEYS

555 surveys completed

#### HERBARIUM

184 years – oldest specimen  
5,400 specimens