

F.M. KIRBY FOUNDATION SOLICITATION EVALUATION FORM

DATE: November 8, 2017

REQUEST DATE: October 31, 2017

Last grant acknowledgement: Yes

Program Area: Environment/Animals

APPLICANT:

The Trust for Public Land
New Jersey Office
Suite 7
20 Community Place
Morristown, NJ 07960

CONTACT: Mr. Anthony Cucchi, New Jersey State Director

PHONE: 973-292-1100

PAYEE OTHER THAN ADDRESSEE:

AMOUNT REQUESTED: \$145,000 **NATURE OF REQUEST:** For general operating support

GRANT HISTORY

LAST GRANT DATE: 12/8/2016 **LAST GRANT AMOUNT:** \$125,000 **AFS DATE:** 7/20/2017

2012	\$85,000	12/14/2012	For: New Jersey programs only
2013	\$85,000	9/23/2013	For: New Jersey programs only
2014	\$95,000	9/15/2014	For: New Jersey programs only; toward the Keep It Green Coalition public education initiative-\$10,000
2015	\$125,000	12/11/2015	For: New Jersey programs only
2016	\$125,000	12/8/2016	For: New Jersey programs only

See 9/19/2017 and 7/24/2017 touches attached.

DLK COMMENTS: See attached.

WHB COMMENTS: In order to achieve parity among our “Big 3” environmental grantees (Trust for Public Land, The Nature Conservancy-NJ, and New Jersey Conservation Foundation), we targeted a decrease for TPL, thus putting the “Big 3” on equal footing. And while all three bring unique qualities and different strengths, TPL is likely the most efficient. Cucchi is engaging, capable, and exceptionally knowledgeable of local politics and local real estate.

Tracey Terry writes very well and her requests have improved each year. This year’s is comprehensive yet concise as she summarized the key elements of each pending land acquisition succinctly and with the right amount of urgency.

Good to see a few Morris County and Highlands projects, particularly Loyola off of James Street here in Morristown. Acquiring an additional 10 acres would add to the Foote Pond “sanctuary.”

In future requests, I am going to ask Ms. Terry to produce a *Year in Review* specifically for NJ and the Highlands in particular. Note that Bill Gibson of Merrill Lynch and the Leavens Family Foundation is a member of the NJ Advisory Board.

APPLICANT: The Trust for Public Land

SDK COMMENTS: It's good to see the Loyola Retreat/Foote Pond project right here in Morristown and takes us back about 15+ years when we first funded the Foote Pond project. I don't think we should allocate specific dollars for that project, but will be interested to hear whether Dodge Foundation is.

I encourage WHB to reach out to Cucchi subsequent to our Board meeting and, if this grant is approved, remind him of your 1/4/16 letter and that this reduction does not reflect anything negative in terms of TPL. (**WHB: Will do.**)

FM KIRBY FOUNDATION
Financial Statement Analysis

Grantee Name:	The Trust for Public Land - New Jersey Office	Date:	<u>11/2/2017</u>
Prepared By:	DLK		
Grant Request Amt.	\$ 145,000	Type of Financial Report Submitted	<u>Audit - National Org.</u>
Recommended Amt.	\$ 115,000	Period Covered in Financial Report	<u>FYE 3/31/17</u>
Board Approved Amt.		Date of Report Issuance	<u>7/20/2017</u>
Audit Firm	<u>Hood & Strong LLP</u>		
Opinion	<u>Present fairly</u>		
Basis of Acctg.	<u>GAAP</u>		

Current Ratio (Liquidity Ratio/Working Capital Ratio)	2.94	Amount of Unrestricted Net Assets (Operating Reserve)	\$ 25,558,000
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Note: A current ratio measures an organization's ability to pay short-term and long-term obligations. The higher the ratio, the more capable the organization is of paying its obligations. A ratio under 1 indicates that the organization's liabilities are greater than its assets.

Allocation of Functional Expenses	FYE 3/31/17	%	Must Read Financial Statement Notes
A. Program Service Expenses	\$ 123,361,000.00	82%	Ideally program expenses should be at least 70% of total budget.
B. Management and General	\$ 13,233,000.00	9%	
C. Fundraising	\$ 13,284,000.00	9%	
D. Total Expenses	\$ 149,878,000.00	100%	

Comments/ Notes:

The budget for 2017-18 is projected to break even. They are moving to a new fiscal year end of 6/30/18 so budget includes 5 quarters. For purposes of comparison, I annualized the FY18 budget. Overall expenses are down 5% with a big dip in the Stewardship and Grants line. Support is down 5%, as well, with a big drop in The Trust for Public Land Support. Anthony Cucchi commented that the reduction in TPL support reflects that the NJ office is financially sustainable and is getting closer to a locally balanced budget. The improvement in local budget reflects a larger support line in FY18 for land transaction revenue and an increase in FY18 unrestricted and restricted operating support. The FY17 "Stewardship and Grants" budget reflects two pass-through grants that they secured last year. FY18 does not include similar pass through grants.

The audit is for the national organization. There was a \$7.5M deficit as of March 31, 2017, however, this resulted in cash produced by operations of \$13.1M mainly due to timing of non-cash land transactions (\$10.5M), contributions receivables (\$6.6M), government grants receivables (\$4.9M) and charitable trust assets (\$-9.1M). Total revenues grew by 6%. TPL had investments of \$97.3M, of which \$14.0M were endowment related. Overall, there were no red flags that arose as a result of my review.

APPLICANT: The Trust for Public Land

DISPOSITION:

- Rejection
- Hold for review on/about:
- Approval for: **\$115,000**
- Hold for Board Review
- Insert Information: **For: New Jersey programs only**
- Other:

Initials: JK

Date: 11/8/17

Check #: _____

Date: _____

Referenced touch:

Date: 9/19/2017

FMKF Contact: William H. Byrnes, Jr. and Erin C. Clifford

Grantee: Trust for Public Land New Jersey Office

Grantee Contact/Met With: Former Governor Christine Todd Whitman; Will Rogers, President, Trust for Public Land; and Chris Daggett, President & CEO, the Geraldine R. Dodge Foundation

Means of Contact: Special event at the Somerset Hills Country Club, Bernardsville, NJ

Short Summary: Chris Daggett moderated this special program, labeled a “park bench” conversation, between Rogers and the former Governor. Both responded to questions about current environmental issues ranging from land preservation and stewardship to clean water and clean air regulations to the importance of creating urban green spaces and parks. Whitman remains a well-informed and eloquent advocate on a number of issues affecting NJ, the country, and the world, and Rogers demonstrated a keen insight into motivating the public to exercise its civic duty to ensure the future of the nation’s natural resources. Though Rogers had little to add at times because of Whitman’s concise yet comprehensive answers and observations, he would cite specific examples of TPL’s work that complemented the former Governor’s responses. Mr. Daggett did a really good job of keeping the conversation on track and the event did not come across as a well-rehearsed performance; it was quite natural. While the event was informative and entertaining, it was a donor cultivation opportunity and one of many that TPL is doing around the country as Will Rogers has announced his retirement after 26 years with the Trust.

Referenced touch:

Date: 7/24/2017

FMKF Contact: William H. Byrnes, Jr.

Grantee: Trust for Public Land New Jersey Office

Grantee Contact/Met With: Tracey Terry, Philanthropy Director

Means of Contact: Phone

Short Summary: Called seeking our interest in possibly sponsoring a conversation between Christie Todd Whitman and the President and CEO of the Trust for Public Land, William Rogers, about the state of the environment and a peak into what the future has in store for NJ. The conversation will be moderated by Chris Daggett and will be held September 19th. I shared that the FMKF does not underwrite events but did encourage her to report out on the event in TPL's 2017 request. This may be something to consider in the future should TPL-NJ want to continue such events.