MT ASCUTNEY OUTDOORS, INC
FINANCIAL REPORT– NOVEMBER 2026

We are pleased to present the highlights of our annual financial report. Should you have any questions, please reach out to our Treasurer, **Shelley Seward** (sms@shelleyseward.com) or our Chair, **Steve Wood** (swessexjunction@gmail.com). We would be happy to provide additional details or clarification.

Prior Fiscal Year Ended April 2026:

- **Community Support:** Last year we received strong community support totaling **$117,000** of donations. We also were pleased to receive additional funding for our endowment, described further below.
- **Program Service Revenues:** We generated a robust **$127,500** from event fees, supporter passes, and ticket sales, bringing total operational revenues of **$244,500**.
- **Operating Expenses:** Our expenses for FY25 totaled **$195,000**. The expense categories included: Staffing and Contract Services: **$91,500**; Maintenance and Upkeep of **$67,500**; and Program and Office of **$36,000**.
- **Operating Surplus:** We achieved a solid operating surplus of **$54,500** for the past fiscal year.
- **Capital Contributions:** We also received generous contributions for two capital projects: installation of mini-splits for air conditioning in the AOC and electrification of the outside space known as the polo field. Neither is included in our operating financials.

Current Fiscal Year (Budget) Ending April 2027:

- **Budget Overview:** Total revenue for our current fiscal year is projected to be **$225,500**, consisting of **$120,000** of donations and **$105,500** of Program Service Revenues. Total operating expenses are projected to be **$239,500** resulting in a small operating loss. This is primarily due to increased staffing costs, notably the hiring of a paid executive director, a key step towards AO's long-term sustainability.
- **Bridging the Gap:** As mentioned in last years' financial report, our expenses have increased over the past several years, primarily as we added a paid executive director and another part-time staff member to supplement our team of volunteers. These hires are affordable because of a significant pledge from a family foundation to help build an endowment. As the endowment grows, together with ongoing community support and donations, AO expects to cover the additional staffing costs and ensure continued sustainability.
- **Financial Allocation:** The pie charts below illustrate our expected sources and uses of funds for our current fiscal year ending April 2027.



