

Organization / Agency Information



Organization/Agency Name: Delaware Nature Society		
Physical Address: 3511 Brackenville Road		City/State/Zip Hockessin, DE 19707
Mailing Address: PO Box 700		City/State/Zip Hockessin, DE 19707
CEO or Director: Anne Harper		Title: Deputy Executive Director/Chief Dev Officer
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Web Site Address: www.delnature.org		Tax ID: 51-6018321

Program / Grant Information

Interest Area: Animal Protection Education Environment Health Human Dignity

Program/Project Name: Reaching and Engaging through Nature to Empower Wilmington (RENEW)			Amount of Grant Requested: \$24,460
Total Organization Budget: \$4,486,991	Per 990, Percentage of Program Service Expenses (Column B/Column A x 100): 85	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 8	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 7
Purpose of Grant Request (one sentence): Improve the quality of life for Wilmington youth by connecting them to nature through after-school programs for			
Program Start Date (Month and Year): June 2019 - June 2020		Program End Date (Month and Year):	
Gimbel Grants Received: List Year(s) and Award Amount(s) 2017- \$23,320			

Signatures

Board President / Chair (print name and title):	
Signature: 	Date: 3/4/2019
Executive Director/President (print name and title):	
Signature: 	Date: 3/4/2019

2019 S.L. Gimbel Foundation Fund APPLICATION

Submitted on Behalf of Delaware Nature Society

I. Organization Background

A) What are the history, mission and/or purpose of your organization? How long has the organization been providing programs and services to the community?

For more than 5 decades, Delaware Nature Society has worked to improve the environment by increasing the connection between people and the natural world through our education programs, conservation initiatives and advocacy. As the state affiliate for the National Wildlife Federation, Delaware Nature Society is renowned for its education and engagement of over 110,000 individuals and communities annually- inspiring them with tools to take action to protect the environment. Since our inception, we have reached 1.4 million people, and provided nature-based environmental education programs to over 150 schools in 4 states (Delaware, Maryland, New Jersey and Pennsylvania).

Delaware Nature Society is a regional leader on issues affecting the environment, advocating on behalf of important issues related to conservation land preservation, and the environment. We are amongst the first organizations to identify the state's unique ecological places worthy of protection; as such, we have helped to preserve over 105,000 acres in the state. We actively manage 2,000 acres of land statewide, and 480 acres are protected by DNS through conservation easements and deed restrictions. Delaware Nature Society is unique in creating a social and political atmosphere to support preservation efforts in the region. Our Land Preservation Program focuses specifically on the conservation of outstanding natural areas, stream corridors, woodlands, farmland, connectors between protected lands and small sites with important features to afford the best protection of the state's biodiversity and water resources. Private landowners are encouraged to consider permanent preservation of their land by gifts of land or conservation easement agreements.

In addition to managing 2,000 acres of land in Delaware and Pennsylvania for preservation (including six preserves) we operate three environmental education sites: Ashland Nature Center (Hockessin), Abbott's Mill Nature Center (Milford), DuPont Environmental Education Center at the Russell W. Peterson Urban Wildlife Refuge (Wilmington); as well as one of the largest farmland conservation preserves in the state, Coverdale Farm Preserve (Greenville).

B) What are some of your past organizational accomplishments (last three years)?

In 2014, Delaware Nature Society completed a comprehensive strategic plan charting the course for our organization through the next five years (2020). Through the strategic plan, we set a bold vision:

- Connecting people to nature, deepening their appreciation and awareness to an understanding that prompts environmental action;
- Collaborate with our community to address regional issues of water quality, a changing climate, and sustainability;
- Conserve natural habitats from backyards to agricultural lands to biologically diverse areas;

- Build Capacity within our organization and in our community to make an impact on improving the environment.

In the last three years, we have delivered over 360 programs annually, reaching 95,000-110,000 visitors to our sites annually. Our organization receives a steady stream of contributions from approximately 4,200 individual donors and members. We have active grants and contracts with more than 70 funders annually, including three multi-year consecutive grant awards from William Penn Foundation. As the only environmental nonprofit with a full time advocate working on environmental policy issues, and as the convening organization for the Clean Water Campaign (a coalition of more than 50 organizations, corporations, businesses and non-profits working to raise awareness and funding towards improving water quality in Delaware), we work state-wide with legislators, policy and decision makers to conserve and protect Delaware's waterways and natural resources. These advocacy efforts have led to the successful restoration of conservation funding to historic levels in the Delaware State budget for 2018 (\$10M for Open Space, \$10M for Clean Water \$10M for Farmland Protection).

What are your key programs and activities? Describe the communities you serve. Include populations, geographic locations served, and relevant statistics.

Delaware Nature Society (DNS) believes healthy food and healthy ecosystems are a right of all people and conserving the environment is important to the vitality of the community's health and well-being.

Since our inception, we have been committed to making nature education experiences attainable for all children, starting with the very first environmental field study programs in 1970, taught in the city of Wilmington through a partnership with Wilmington public schools. For more than four decades, DNS increased our outreach in Wilmington, and has consistently raised funding for scholarships for schools with 51% or higher enrollment in the school lunch program to participate in our programs (30% of all students we visit are funded through scholarships).

Annually, we serve 33,000-35,000 school aged youth (5-18) in a variety of outreach, field, and classroom programs including: STEM; Field Studies; Watershed Education; Marsh Ecology; Forest Ecology; Agroecology; Farm-Based Education; and, Natural History. We have active relationship with educators, private and public schools and districts to deliver our high-quality, hands-on program that align with state curriculum standards in Science, STEM, Natural History and Social Studies.

The focus of the grant application is to serve the highest need population in Delaware, the city of Wilmington Delaware (which is the location of one of our four centers, DuPont Environmental Education Center). As of the census of 2010, there were 70,851 people, 28,615 households, and 15,398 families residing in the city. The racial makeup of the city was 58.0% African American, 32.6% White, 12.4% Hispanic or Latino, 0.4% Native American, 1.0% Asian, <0.1% Pacific Islander, 5.4% from other races. 27.6% of the population and 24.9% of families were below the poverty line. 45.7% of those under the age of 18 are living below the poverty line.

II. Project Information:

A) Statement of Need

1. Specify the community need you want to address and are seeking funds for.

The purpose of the RENEW program is to address the critical needs in the Wilmington, DE community, particularly young people. First, many children do not have a rudimentary knowledge or understanding of their environment and the natural world. This is particularly evident among lower income and minority students, which is attributed to a lack of access to natural areas and the opportunity to experience these spaces. Second, Wilmington, Delaware is renowned for its poverty, violence, and inadequate job and educational opportunities for its residents. Identified by Newsweek as “Murder Town USA,” Wilmington has ranked as the 5th most dangerous city in the US, and is ranked 11th in the country in homicides. The Delaware Center for Justice has reported that 1/5 of gun violence victims are under the age of 18. A CDC study found Wilmington arrests for violent gun crimes were most between the ages of 18-25 and determined that in order to prevent gun crimes, the state and local service agencies need to create a method to identify at-risk youth more effectively and provide them with services that can help change and save lives. While we can’t directly address the systemic causes of poverty and violence, we can intervene during one of the most critical stages in youth development- adolescence. Finally, the RENEW program works to address the challenges urban youth face growing up in without equal access to the nature and its benefits. During adolescence, youth are beginning to see beyond the realms of what currently exists. They have improved skills in deductive reasoning, and are beginning to shape who they are and how they see themselves. By connecting urban teens to nature- and what is often new to them- the environment- they can begin to make the connection between a healthy environment, healthy communities, and their own health and well-being.

B) Project Description

1. Describe your project. How does your project meet the community need? What is unique and innovative about this project?

RENEW (Reaching and Engaging with Nature to Empower Wilmington) is a youth engagement program focused on connecting Wilmington city youth to nature to improve their quality of life, and at the same time, the environment. Centralized at our Wilmington site, DuPont Environmental Education Center (DEEC), Delaware Nature Society will provide an after-school club for teens that meets the teens in their community to address and prevent the violence challenges that youth in northeast Wilmington experience. The RENEW program, through generous funding from the SL Gimbel Foundation and others, began in the fall of 2017 and continues to grow in its efficacy and reach. Because the club meets throughout the year, strong relationships are forming between program participants and our staff. Our efforts to create relationships with partnering organizations have resulted in a strong community presence. As we hoped, this consistent engagement has created the critical connections that young people need to understand the environment and their peers.

Though the RENEW program continues to refine our efforts to meet the needs of this dynamic group of young people, what remains consistent is the quality and strength of Delaware Nature Society’s hands-on nature-based education programs and their ability to involve young people in meaningful work in relationship to the environment. RENEW provides young with remarkable

opportunities to engage and expand their interests and understanding of science and the vital need for environmental protection. The program participants perform water quality testing – monitoring a resource critical to the community; benefit from adventure education in nature with activities such as beginning canoeing and kayaking at the Russell Peterson Urban Wildlife Refuge and the Brandywine River; learn to fish in the Brandywine River; and learn about the critical role that clean water in our region has played and will play in the existence of the Wilmington community. The opportunity to include teens in these fun and educational learning experiences gives them an opportunity to learn about science, engineering, and math (STEM) career pathways while also teaching valuable job skills.

We will continue our work with three other non-profit agencies (Kingswood Community Center, Southbridge Neighborhood House, and the H. Fletcher Brown Boys & Girls Club) and one school (Kuumba Academy) to reach the youth in their own community. We have selected these centers and this community (northeast Wilmington) because it has been the hardest hit by gang violence. Northeast Wilmington has also been identified by the City of Wilmington as a priority through the Northeast Blueprints Community program. The mission of the Blueprint Communities program is to serve as a catalyst for revitalization resulting in sustainable, healthy communities by energizing local leaders, residents, and stakeholders by facilitating holistic community planning and encouraging public and private investments.

The RENEW program meets with students on the following schedule:

- Meetings at the Brown Boys & Girls Club are once every other week for 1.5 hours each.
- Meetings at Kingswood Community Center are once every other week for 2 hours each.
- Meetings at Neighborhood House are summertime meetings, once a week for 1 hour each with a total of 10 meetings.

C) Project Goal, Objectives, Activities and Expected Outcomes

GOAL: Improve the quality of life for Wilmington youth by connecting them to nature through after-school programs focused on environmental education.

Objective: Engage 60-75 teens in an afterschool program benefiting youth in Northeast Wilmington, connecting them to nature to improve their quality of life and the environment.

Activities:

- Collaborate with three community centers (Kingswood Community Center, Southbridge Neighborhood House, and H. Fletcher Brown Boys & Girls Club) to implement our RENEW program
- Engage 60-75 teens in activities that teach them about the environment, including watershed education programs and activities on the water
- Provide four significant field trip experiences to engage in nature in their urban setting for both learning and recreation in an effort to advance their interest in the environment while focusing on STEM skills;

- Provide opportunities to advance their awareness of jobs related to STEM fields, including summer internships conducted at our DuPont Environmental Education Center (DEEC).

Expected Outcomes:

- An increase over prior years – engage 60-75 students in RENEW program;
- The teens change in awareness about watershed and clean water in their community;
- The teens awareness of jobs related to STEM fields;
- The advancement of 1 or 2 teens interested in developing further skills in environmental education by joining DNS as a seasonal intern after the after-school program has concluded.

Evaluation: Our program participants will receive pre and post assessments on their knowledge about watershed and clean water. Our program effectiveness will be evaluated by reaching our stated outcomes (60-75 teens reached), and furthering the advancement of 1-2 teens for summer internships at the conclusion of the program.

D) Timeline: June 2019 to June 2020

E) Target Population: This program will benefit 60-75 at-risk teens in Wilmington (age 13-18)

F) Projects in the Community: As identified in the other funders section, our RENEW program has received funding from several other generous funders. We are also collaborating, as mentioned, with three other community centers and a school. Delaware Nature Society will also be utilizing volunteers, as needed, on the service projects.

G) Use of Grant Funds: Grant funds will contribute to direct costs associate with the program as identified in the project budget including: PT trained naturalist educators, Teen Programs coordinator and program supplies (the staffing costs requested are broken down in the budget, and explained further in the budget narrative).

III. Project Future

A) Sustainability: Thanks in large part to the SL Gimbel Foundation’s generous early funding of the RENEW program, several additional funders have also invested including BlackRock Corporation, DuPont Corporation, New Castle County Government, and several individual donors. These generous investments have allowed RENEW to be sustained and to grow in its reach into a community desperately in need of opportunity. Funding programs for underserved audiences, including youth in Wilmington, DE has been a fundraising priority since our inception.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

Our Board of Directors consists of neighbors and longstanding donors and members of the organization. We have a diverse mix of economic backgrounds and as an environmentally focused organization, recruit Board leadership in areas of expertise pertaining to science, biodiversity, advocacy and environmental education. As the governing body of the organization, our Board is focused largely on fiduciary and governance. Board members serve on committees to provide leadership and oversight in the following areas: Conservation; Environmental Education; Development; Advocacy; Finance; and Land & Facilities. Primarily, our Leadership Team (guided by our Executive Director) make operation decisions and plan strategic initiatives, which the Board approve and support annually.

B) Management

Describe the qualifications of key personnel/staff responsible for the project.

John Harrod has served as Manager of DuPont Environmental Education Center in Wilmington, Delaware since 2009. In this position, he implement the vision and strategic initiatives of the center. He holds a master's degree in public horticulture from the University of Delaware Longwood Graduate Program and a B.A. in urban and environmental horticulture from Texas A&M University. He is president of the Association of Conservation Executives, and past president the University of Delaware Botanic Gardens Friends, Delaware Native Plant Society, Delaware Section of the Water Resources Agency.

Willa Rowan is the Education Coordinator at DuPont Environmental Education Center. She holds a BA in Geology and Environmental Studies from Oberlin College and interned at the Morris Arboretum in Philadelphia, PA for natural land management. Her work experience since then has focused on urban environmental education in Philadelphia at Wissahickon Charter School and the Philadelphia Wooden Boat Factory.

Adrianna Horsey is a Lutheran Volunteer Corps (LVC) member, and the Teen Program coordinator. LVC is a program that focuses of social justice and equality. Adrianna is a graduate of Whitworth University in Spokane, WA with a BA in Peace Studies with minors in Environmental Studies and Theology.

- A) **Narrative:** The budget narrative is the justification of “how” and/or “why” a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative.

A percentage of staff positions are covered by this grant request:

TN (teacher naturalist) are PT trained environmental educators that conduct outreach programs with DNS. The Teacher Naturalists we are engaging in this program have experience working with Wilmington city youth as TN for other outreach projects we've been conducting at DEEC and in the community since 2009.

Project Coordinator for Teen Programs is a position we have hired (beginning in August, 2017), whose primary focus will be on coordinating this program, as well as other outreach initiatives committed to with our school groups program and drop-in programs/visitation at DEEC. The position is primarily covered through other sources of funding including grants. Only a small percentage of their position fulfillment is being requested from S.L. Gimbel Foundation.

S.L. Gimbel Foundation APPLICATION

Organization Name:

Delaware Nature Society

V. Project Budget and Narrative (Do not delete these instructions on your completed form).

A) **Budget Table:** Provide a detailed line-item budget for your **entire** project by completing the table below.

Requested line items should be limited to Ten (10) line items. The less the better.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. Specify the unit cost, number of units, and total cost**
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
 - a. Identify the position; for each position request, **specify the hourly rate and the number of hours** (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.

Line Item Request	Line Item Description <i>(Maximum two lines)</i>	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel/TCF	Line Item Total of Project
1. Project Manager, John Harrod, DEEC Manager	\$33.33 x 300 hrs = \$10,000 \$33.33/hr X 6hrs/wk X 50 wks =		\$10,000	0	\$10,000
2. Project Coordinator, Teen Programs	\$18 hr x 40 hrs week (2040 hours) = \$36,720 \$18/hr X 40 hrs X 50 wks = \$36,000		\$31,720 31,000	\$5,000	\$36,720 36,000
3. Teen Summer interns	Stipends = \$3,200 x 2 = \$6,400 \$10/hr X 40 hrs X 8 weeks = \$3,200		\$1,400	\$5,000	\$6,400
4. Lutheran Vol. Corps -Now- Public Allies DE (Americorps)	DNS' portion of the LCV Salary attributed to RENEW is \$5,810. Full salary of Public Ally is \$12,000. \$9.37/hr X 32 hrs X 40 wks = \$12K		\$6,910	\$5,810	5,810 12,000
5. Training/ Education, Teacher Naturalists	(2) \$15 hr x 25 hrs week x 36 weeks = \$27,000.		\$22,000	\$5,000	\$27,000
6. After – school Environmental Club – Speaker	Engaging with experts to speak to after-school program twice.			\$1,000	\$1,000
7. After-school Environmental Club – Supplies & Entrance Fees	\$5 per student (approx. 15 students) per week x 36 weeks.		\$1,700	\$1,000	\$2,700
8. Mileage, Supplies, Printing costs, Professional Development	DNS employees traveling between partnering organizations, events, etc.		\$1,350		\$1,350
9. DNS Memberships	\$55 per household membership X 60 participants= \$3,000		\$1,650	\$1,650	\$3,300
	TOTALS		\$69,820 76,010	\$24,460	94,280 99,750

B) Narrative: The budget narrative is the justification of “how” and/or “why” a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative

Budget Narrative:

1. Manager oversees the budget, maintains communications with partner organization leadership, and provides guidance to project coordinator on logistics and program quality.
2. Coordinator oversees the day-to-day operations and coordination of the clubs and leads the programs with the Teacher Naturalist (TN)
3. Two teen summer interns assist with summer programs that engages the public, especially young audiences, in activities that make them more aware of and comfortable with the environment paving the way for conservation actions at home and in their neighborhoods
4. The Lutheran Corp Volunteer supports the Project Coordinator, the Teacher Naturalists, and the Summer interns and serves as a community liaison with our partnering organizations. **Delaware Nature Society has engaged a Public Allies Delaware (Americorps) going forward to optimize the opportunities for local future leaders, particularly from diverse backgrounds, to engage with the youth of the RENEW program.**
5. DNS operates low ratio engagement and the TN serves as an assistant and co-leader for the teens. TN brings to and supplements the nature and environmental expertise for the club.
6. Engaging with experts to speak to after-school program twice during funding period Minimum 2 X \$500 = \$1,000.
7. Students participation is not required each week; fees purchase water testing kits, entrance fees, and other supplies.
8. DNS employees traveling between partnering organizations, events, etc.; mileage; supplies = art materials, equipment, etc.; printing = Printing materials for after-school program; professional development = Training for LCV
9. To further engage urban youth, providing a DNS membership will allow for discounted and free programs for the teen and all their household members at all DNS sites, it also provides free admission to all four DNS locations.

S.L. Gimbel Foundation APPLICATION

VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
BlackRock	20,000
DuPont Corp	25,000
New Castle County Government	9,985
Riverfront Development Corp	20,000
	\$
	\$
	\$
	\$

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Riverfront Development Corp	20,000	<i>Summer 2019</i>
BlackRock	25,000	<i>Summer 2019</i>
DuPont Corp	25,000	June 2019
	\$	
	\$	
	\$	

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$3,230,405	34%	Program Fees	\$558,656	6%
Fundraising/Special Events	\$137,159	2%	Interest Income	\$422,257	4%
Corp/Foundation Grants	\$2,158,139	23%	Other: Net Gains	\$2,514,544	26%
Government Grants	\$444,635	5%	Other:	\$	%

Notes:

The financial information above is reflected in Delaware Nature Society's 2017 Audited financials.

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: Delaware Nature Society
 Most Current Fiscal Year (Dates): From 1/1/2018 To: 12/31/2018

This section presents an overview of an applicant organization’s financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$4,352,338	\$3,703,083	\$369,748	\$279,507

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	85%	8%	7%

3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization’s <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
8 %	8 %	0 %

If the differential is above (+) or below (-) 10%, provide an explanation:

S.L. Gimbel Foundation APPLICATION

Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$1,140,337	\$1,806,708	\$95,608	30.82

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$(3,118,360)	\$5,194,147

Notes:

Most recent fiscal year deficit due to \$1,157,305 in investment losses and an 18% increase in insurance costs.

Delaware Nature Society
Summary Statement of Activities
For the Twelve Months Ended December 31, 2018

	Actual			Budget			Variance		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Revenue									
Membership	\$ 103,231		\$ 103,231	\$ 130,100		\$ 130,100	\$ (26,869)	\$ -	\$ (26,869)
Contributions	390,964	1,700	392,665	485,040	-	485,040	(94,076)	1,700	(92,375)
Grants	-	577,352	577,352	-	833,768	833,768	-	(256,416)	(256,416)
Contracts	427,427		427,427	419,803		419,803	7,624	-	7,624
Fees	669,010		669,010	719,661		719,661	(50,651)	-	(50,651)
Major Trip Fees	116,950		116,950	136,368		136,368	(19,418)	-	(19,418)
Events	198,278		198,278	153,200		153,200	45,078	-	45,078
Other Income	64,914		64,914	42,592		42,592	22,322	-	22,322
Total Revenue	1,970,774	579,052	2,549,827	2,086,761	833,768	2,920,529	(115,990)	(254,715)	(370,705)
Release of Restrictions									
Endowment Draw @ 5%	770,484	(770,484)	-	770,484	(770,484)	-	-	-	-
One-Time Endow Draw for Infrastructure	171,000	(171,000)	-	221,000	(221,000)	-	(50,000)	50,000	-
Releases from Restrictions	1,196,453	(1,196,453)	-	1,426,914	(1,426,914)	0	(230,461)	230,461	(0)
Total Releases	2,137,937	(2,137,937)	-	2,418,398	(2,418,398)	0	(280,461)	280,461	(0)
Expenses									
Salaries	2,136,884		2,136,884	2,320,685		2,320,685	(183,802)		(183,802)
Benefits	566,887		566,887	574,489		574,489	(7,602)		(7,602)
Program Supplies & Services	543,712		543,712	551,068		551,068	(7,356)		(7,356)
Major Trip Expenses	92,685		92,685	113,861		113,861	(21,176)		(21,176)
Program Marketing & Communication	44,719		44,719	35,500		35,500	9,219		9,219
Program Postage & Delivery	17,858		17,858	15,550		15,550	2,308		2,308
Training	7,858		7,858	15,152		15,152	(7,294)		(7,294)
Travel	35,409		35,409	42,323		42,323	(6,914)		(6,914)
Bank & Merchant Service Fees	39,304		39,304	52,620		52,620	(13,316)		(13,316)
Insurance	104,786		104,786	71,100		71,100	33,686		33,686
Utilities	85,487		85,487	84,308		84,308	1,179		1,179
Telephone	15,589		15,589	12,636		12,636	2,953		2,953
Facility Maintenance & Repair	79,620		79,620	90,024		90,024	(10,404)		(10,404)
Vehicle Maintenance & Repair	20,498		20,498	17,030		17,030	3,468		3,468
Rent Expense	26,400		26,400	33,600		33,600	(7,200)		(7,200)
Professional Services	232,421		232,421	169,503		169,503	62,918		62,918
Dues & Licenses	2,262		2,262	5,395		5,395	(3,133)		(3,133)
Postage	5,256		5,256	9,200		9,200	(3,944)		(3,944)
Office Supplies	18,673		18,673	20,200		20,200	(1,527)		(1,527)
Office Equipment	111,931		111,931	252,184		252,184	(140,253)		(140,253)
Contributions	500		500	1,200		1,200	(700)		(700)
Total Expenses	4,188,737	-	4,188,737	4,487,628	-	4,487,628	(298,891)	-	(298,891)
Operating Surplus/(Deficit)	(80,026)	(1,558,885)	(1,638,910)	17,534	(1,584,630)	(1,567,096)	(97,560)	25,746	(71,814)
Investment Income/(Loss)	(115,730)	(1,041,573)	(1,157,304)				(115,730)	(1,041,573)	(1,157,304)
Depreciation	(298,517)		(298,517)				(298,517)	0	(298,517)
Change in Net Assets	\$ (494,273)	\$ (2,600,458)	\$ (3,094,731)	\$ 17,534	\$ (1,584,630)	\$ (1,567,096)	\$ (\$11,807)	\$ (1,015,828)	\$ (1,527,635)

Unaudited - For internal distribution only

Page 4

1. \$1,558,885 is released from restriction and supports DNS' operation.
2. \$1,157,304 are investment losses.
3. \$298,517 is depreciation

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	136,588.	76,490.	51,903.	8,195.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,181,020.	1,927,066.	40,521.	213,433.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	117,944.	105,553.	10,952.	1,439.
9 Other employee benefits	227,660.	201,973.	22,656.	3,031.
10 Payroll taxes	173,503.	149,213.	6,940.	17,350.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	91,786.		91,786.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	33,763.		33,763.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	65,734.	42,948.	22,403.	383.
12 Advertising and promotion	51,275.	44,540.	4,490.	2,245.
13 Office expenses	198,809.	120,984.	50,533.	27,292.
14 Information technology	21,109.	13,560.	6,462.	1,087.
15 Royalties				
16 Occupancy	209,785.	204,804.	3,442.	1,539.
17 Travel	39,376.	39,376.		
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	64,738.	52,134.	11,814.	790.
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	282,646.	276,789.	3,562.	2,295.
23 Insurance	50,828.	49,808.	621.	399.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a PROGRAM SUPPLIES AND SE	354,080.	354,080.		
b MASTER PLANNING	36,068.	28,233.	7,835.	
c VEHICLE MAINTENANCE AND	14,876.	14,782.	65.	29.
d CONTRIBUTIONS	750.	750.		
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	4,352,338.	3,703,083.	369,748.	279,507.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)

**Delaware Nature Society
Summary Statement of Activities
2019 Budget**

	<u>Unrestricted</u>
Revenue	
Membership	\$ 129,500
Contributions	501,000
Grants	932,561
Contracts	402,400
Program Fees	827,453
Trip Fees	20,000
Events	223,161
Other Income	73,096
Endowment Draw	841,347
Total Revenue	<u>3,950,518</u>
Expenses	
Education	1,288,355
Events	92,672
NRC	388,444
Land & Bio	286,334
Farm Operations	256,276
Advocacy	347,861
Marketing	154,532
Development	256,431
Administration	574,210
Facilities	286,729
IT	216,092
Total Expenses	<u>4,147,936</u>
Operating Surplus/(Deficit)	<u>(197,418)</u>
PP&E Fund Contribution (Equivalent to Depreciation)	(315,000)
Changes in Net Assets	<u><u>\$ (512,418)</u></u>

Note: The unrestricted operating deficit reflects significant projected increases in fixed costs, including a 15% increase in health insurance premiums, an 18% increase in the liability insurance package and a 20% increase in utilities and contracted services. Delaware Nature Society is actively seeking options that reduce these costs.

SL GIMBEL FOUNDATION GRANT REPORT - 2018
SUBMITTED ON BEHALF OF DELAWARE NATURE SOCIETY

Organization Name: Delaware Nature Society

Grant Number: 20170703

Grant Period: November 1, 2017 through Nov. 30, 2018

Location of Services: Wilmington, Delaware

Name & Title of Person Completing the Report: Joanne McGeoch, Deputy Director & Chief Development Officer

Phone: 302-239-2334 x 103

Email: jmcgeoch@delnature.org

Total Number of Clients Served through the Program/Grant:

92 teens participated in the program and we had over 450 contacts with the students. Our RENEW Teen Club was held two times per week in the fall, spring and summer in partnership with two community centers, Fletcher Brown Boys & Girls Club, and Kingswood Community Center. Our Teen Club leaders coordinated and led programs that inspired teens to engage in outdoor activities connecting them to nature and their community to expand their horizons while gaining a deeper appreciation for the environment.

In addition, we hosted two summer interns, supported in part by the funding from S.L. Gimbel Foundation. The interns focused on connecting Wilmington youth to nature, utilizing our Nature Mobile in spontaneous programs held in the community, along the Riverfront and at special events.

Describe the Projects Key Outcomes & Results Based on Goals and Objectives:

GRANT Planned Activities and Results:

- **Collaborate with 3 communities centers (Kingswood Community Center, H. Fletcher Brown Boys & Girls Club, and Reeds Refuge) to implement our RENEW program**
 - **RESULTS:** Collaborated with two of the three centers and successfully completed one year of engagement, as defined in our proposal. (Reeds Refuge was unable to participate this year due to other commitments but is interested in joining next year.)
- **Engage 30-45 teens regularly in activities that teach them about the environment, including watershed education programs and activities on the water**
 - **RESULTS:** 92 teens from Northeast Wilmington engaged regularly in activities that focused on deepening their connection, understanding and appreciation of the natural world and environmental stewardship. Programs that connected teens to the water included: water quality testing; beginning canoeing and kayaking at the Russel Peterson Urban Wildlife Refuge and Brandywine River; fishing in the nearby Brandywine River; taking a river taxi ride on the Christina River, and learned about the important role the Delaware River played in history and economy.
- **Provide opportunities to advance their STEM skill in programs that integrate STEM environmental education standards;**

- **RESULTS:** 92 teens engaged in various activities integrating STEM based curriculum including: building solar powered boats; introduction to audio/video technology using DSLR Photography/Videography software; building a SeaPerch, a robotics and tech program, and a Remotely Operated Vehicle (ROV) used to explore bodies of water in Wilmington including the Christina and Brandywine Rivers.
- **Provide opportunities to advance their awareness of jobs related to STEM fields, including summer internships conducted at our DuPont Environmental Education Center (DEEC).**
 - **RESULTS:** It took some time for the teens participating in the club to recognize the connection to the work they were exploring through RENEW and how it connects back to their lives, and potential job skills. In some instances, experiences that were more tangible did not immediately appear as a vocational opportunity (for example, planting a garden, most students recognized as a skill they could apply in their community, but did not see the job opportunity), while others, like robotics, were more immediately connected to gaming experiences they had and jobs in technology.

How did the organization overcome and/or address the challenges and obstacles:

One challenge we encountered was one of our partners (REED Refuge) was unable to keep their commitment with us for the program. We were able to maintain and expand our engagement with the other two centers, and it didn't affect our impact or engagement of number of teens reached (92). In fact, it emboldened our efforts at one of the community centers, by providing additional time and resources for a service project. Fletcher Brown Boys & Girls Club had an overgrown area outside of their facility. One of the service projects the students completed included cleaning out the old garden and creating a shaded habitat garden and outdoor classroom for future activities/use by the center. The space was planted with native plants, and the teens learned about the benefits of planting native perennials in gardens to provide habitats for pollinators and wildlife. The teens also designed and landscaped the entry welcome sign located at the entrance of the center. The plantings were selected to enhance the garden with butterflies.

Describe any unintended positive outcomes as a result of the efforts supported by this grant:

Delaware Nature Society leveraged the grants from S.L. Gimbel Foundation and BlackRock to secure an additional grant from the William Penn Foundation in support of outreach programs focused on connecting Wilmington youth to the Delaware River Watershed. As a result, we have secured additional funding to ensure the continuation of the summer internship program, and we are continuing the RENEW program for the 2018-2019 school year. While these weren't entirely unintended – they were certainly positive results, due in part, to the generous gift from the S.L. Gimbel Foundation.

Briefly describe the impact this grant has had on the organization and the community served:

Our program impact includes deepening our relationships with two important anchors in the Northeast Wilmington community- Kingswood Community Center and Fletcher Boys & Girls Club. We are continuing our relationship with the centers again this year, and we are working to secure additional funding to ensure the program continues in subsequent years. Additionally, many of the

teens have indicated that they will continue with the program this year, and we're excited to see how they progress in better understanding their role as stewards in the environment. The RENEW program has given our organization a great opportunity to connect with underserved, high-risk teens, which was an area we had wanted to expand, but did not have the funding. Leveraging the gift from S.L. Gimbel has provided new opportunities to connect our work with other funders. In addition, this summer, we met with the Mayor of Wilmington, Michael Purzycki, to share the highlights of our pilot program and our interest in partnering with other agencies in the city that are focused on workforce development with teens. We are excited to expand the program into this next year, and welcome S.L. Gimbel to learn more about our plans to continue our engagement with teens in Northeast Wilmington.

Please provide a narrative on how the funds were used to fulfill the grant objectives.

Grant funding from S.L. Gimbel was used to support our direct program costs including: program supplies for the teen club activities, food and beverages for the teens (club meets from 5:00 p.m. – 7:00 p.m. so we provided a meal for each participating student), paid internships to continue the program in the summer, and training and engagement of our Teacher Naturalists. All the use of funds were spent and allocated as intended in the grant request (please see detailed budget on the following page).

Please relate a success story.

We surveyed the teens participating and encouraged them to document their experiences in personal journals. Overall, most expressed their enthusiasm for what they learned, and interest in continuing in the program. One teen summed up the experience by saying, *"You can learn new stuff, have new experiences, and meet new people."* Evidence of impact on civic engagement became more apparent over the course of the program. Initially in the fall and spring teen club sessions, teens did not seem to recognize how the program connected them to their community at all. Similarly, throughout the program they were not aware of acquiring information or gaining skills that could eventually help them with their careers. However, as the Teen Club facilitators made more explicit connections to the community, teens were able (in their journals) to make connections between gardening and helping their community. Sample journal entries include: *"I will be helping my community by saving nature and helping plants grow"* and *"I'm helping my community by making the garden look better."*

In addition, after the program ended, a group of teens from the Brown Boys and Girls Club biked over to DEEC on their own to visit our DuPont Environmental Education Center. The Teen Club facilitator met them and was able to explore the grounds with them. This was quite meaningful, as it was a fairly long distance (approximately three miles) through the city of Wilmington and indicates that the teens did indeed feel a connection to the Center that had not existed before.

Populations served through the use of the grant funds provided by S.L. Gimbel Foundation:

Funding benefited high-risk, high-need students (teens) in Wilmington Delaware. Primarily, low-income African American teens who live in the City and attend after-school programs at Fletcher Brown Boys & Girls Club and Kingswood Community Center participated in the program.

Program Budget Allocations, and Gimbel Funds Used for the RENEW Program:

Line Item Request	Line Item Explanation	Support from Delaware Nature Society	Support From Other Funders	Requested Amount From Gimbel/TCF	Gimbel Funds Spent on the Program
Project Manager, John Harrod, DEEC Manager	\$30 x 300 hours = \$9,000 <i>approx. 15% of time towards project)</i>		\$9,000		\$0
Project Coordinator, Teen Programs	\$18 hr x 40 hrs week (2040 hours) = \$37,440		\$34,000	\$1,720	\$3,520
Training/ Education, Teacher Naturalists	(2) \$15 hr x 25 hrs week x 36 weeks = \$27,000		\$22,000	\$5,000	\$5,000
Teen Summer interns	(2) Teen summer interns, \$2,500 x 2			\$5,000	\$3,000
Program Development		\$5,500			\$0
Program Evaluation		\$6,000			\$0
Program Supplies	\$5 per student x 2 club meetings per week x 36 weeks		\$5,000	\$5,800	\$5,800
Food / Beverages (after school program)	\$5 per student x 2 club meetings per week x 36 weeks		\$5,000	\$5,800	\$6,000
Other	Water engagement activities (canoeing on the Riverfront & restoration projects)	\$6,000			\$0
TOTALS:				\$23,320	\$23,320

RENEW ~ TEEN CLUB PHOTOS



Teen Club Photos: (top left) canoeing in the Christina River; (top right) exploring the marsh at the Russell Peterson Wildlife Refuge; (bottom left) working on the SeaPerch robotic; (bottom right) learning the history and environmental significance of the Christina River along the Wilmington Riverfront on a River Taxi tour.





Internal Revenue Service
Washington, DC 20224

Date: 10-20-70 In reply refer to: _____

DELAWARE NATURE EDUCATION CENTER
INC
BOX 3900
GREENVILLE, DE

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Gentlemen:

Based on the information you recently submitted, we have classified you as an organization that is not a private foundation as defined in section 509(a) of the Internal Revenue Code.

Your classification is based on the assumption that your operations will be as stated in your notification. Any changes in your purposes, character, or method of operation must be reported to your District Director so he may consider the effect on your status.

Sincerely yours,

Chief, Rulings Section
Exempt Organizations Branch

FORM M-0714 (8-70) (CONTINUOUS)

-2-

DELAWARE NATURE SOCIETY INC

Item Changed	From	To
Name	Delaware Nature Education Society	Delaware Nature Society, Inc.
Restated Certificate Of Incorporation	Previous	March 21, 1988



U. S. TREASURY DEPARTMENT
 INTERNAL REVENUE SERVICE
 DISTRICT DIRECTOR
 WILMINGTON, DELAWARE
 January 14, 1965

IN REPLY REFER TO
 Form 2954
 AU:EO:HWG:atk

Delaware Nature Education Center, Inc.
 200 Odd Fellows Building
 920 King Street
 Wilmington, Delaware 19801

PURPOSE
Educational, Charitable Scientific
FORM 990A REQUIRED
<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
ACCOUNTING PERIOD END- ING
September 30

Gentlemen:

Based upon the evidence submitted, it is held that you are exempt from Federal income tax as an organization described in section 501(c)(3) of the Internal Revenue Code, as it is shown that you are organized and operated exclusively for the purpose shown above. Any questions concerning taxes levied under other subtitles of the Code should be submitted to us.

You are not required to file Federal income tax returns so long as you retain an exempt status, unless you are subject to the tax on unrelated business income imposed by section 511 of the Code and are required to file Form 990-T for the purpose of reporting unrelated business taxable income. Any changes in your character, purposes or method of operation should be reported immediately to this office for consideration of their effect upon your exempt status. You should also report any change in your name or address. Your liability for filing the annual information return, Form 990A, is set forth above. That return, if required, must be filed after the close of your annual accounting period indicated above.

Contributions made to you are deductible by donors as provided in section 170 of the Code. Bequests, legacies, devises, transfers or gifts to or for your use are deductible for Federal estate and gift tax purposes under the provisions of section 2055, 2106 and 2522 of the Code.

You are not liable for the taxes imposed under the Federal Insurance Contributions Act (social security taxes) unless you file a waiver of exemption certificate as provided in such Act. You are not liable for the tax imposed under the Federal Unemployment Tax Act. Inquiries about the waiver of exemption certificate for social security taxes should be addressed to this office.

This is a determination letter, and is predicated upon the fact that you will be operated exclusively for the above purposes.

Very truly yours,

H. L. Brown
 District Director

Fed. ID. tax no. 51-6018321



DELAWARE NATURE SOCIETY

BOARD OF DIRECTORS

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Lorraine Fleming
Peter Flint
Nancy Frederick
Michael Riska
Norman G. Wilder
Lynn Williams

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Julie Pfeffer
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