



Friends of Natick Trails, Inc.
c/o 12 Clifton Road
Natick, MA 01760
friendsofnaticktrails.org

March 6, 2023

Paul Joseph, Chair
Natick Select Board
13 East Central Street
Natick MA 01760

Dear Chair Joseph,

Pursuant to the Fundraising Agreement between the Town of Natick and Friends of Natick Trails, Inc. (FoNT) dated September 17, 2019, FoNT presents to the Select Board this annual report for calendar year 2022. This is provided as a narrative to provide context, and as a financial summary.

1. Narrative

A. Major sponsorships

FoNT closed the last two ten-year sponsorships for scenic overlooks through agreements with Punchbowl and MetroWest Subaru in the amount of \$30,000 each. We also received a \$2,222.22 installment from Landry's Bicycles for their sponsorship of a section of the CRT. These funds were accepted by the Town and deposited into the CRT revolving fund.

The historical panels produced through the efforts of the Natick Historical Society are available for sponsorship, but there is not yet corporate interest in this offering.

B. Bench Sponsorships

We sold one bench sponsorship for \$5,325.

C. Bricks

16 commemorative bricks were sold in 2022; most have been installed, and more will be installed in 2023 at either of two locations on the trail. 133 bricks in total have been sold at a price of \$225 (some buyers added additional donations to cover credit-card processing fees).

D. Other gifts

FoNT received a \$25,000 foundation gift, plus \$2,500 from the Solomon Foundation associated with events FoNT sponsored, a joint fundraiser/promotion with Zippity-Do-Dog that netted \$577.65 after credit-card fees, and \$1,010.87 in miscellaneous/smaller unrestricted donations during the calendar year. These donations are not subject to the Town's agreement with FoNT, although the intent as always will be to use these funds for the benefit of, and in coordination with, the Town.

E. Expenses

Expenses incurred during the year included costs of brick etching and installation; fabrication and installation of bronze bench plaques; fabrication and installation of signage for major sponsorships; and management fees from FoNT's fiscal sponsor, Mission:Earth. As a practical matter, most of these expenses have been paid using revenue from the sale of bricks and one bench; funds paid by sponsors for most benches and major sponsorships are in most cases made directly payable to the Town. See the financial summary section, below. Some expenses incurred in 2022 are associated with sponsorships from 2021.

F. Other events

In addition to fundraising efforts for the Town, FoNT planned and helped execute the second "NYE on the CRT" on December 31, a community public to ring in the new year. FoNT also participates in other events, such as Trails Days, Natick Days, etc

G. Looking ahead

In 2023, we will likely conclude the brick program, and we will offer sponsorships for new amenities that we expect the Town to install in the coming months: benches, bike repair stations, and sun shelters. These amenities were procured using the CRT revolving fund. In addition, we may secure a sponsor for the historical panels.

We will also participate with the Community Services Department and the Natick Public Schools in a new initiative, All Aboard, which will provide accessible cycling opportunities for people with disabilities.

We expect to present a temporary sculpture exhibit in partnership with Studios Without Walls, and to present another New Year's Eve event.

Members of the Friends of Natick Trails also partner with Public Works to help maintain and enhance the CRT.

We are happy to provide answers to any questions you might have, whether at a Board meeting or by email to FriendsOfNatickTrails@gmail.com. FoNT thanks the Town and the Select Board for the support they have shown to our efforts these past few years.

The Friends of Natick Trails has received several unrestricted donations in the last year, and we will use these funds for costs associated with our mission. These donations represent the majority of our current balance of \$45,067.19. We also have a practice of retaining a portion of funds received for some sponsorships in order to pay sponsorship-related expenses, as described below.

2. FoNT 2022 Financial Summary

Funds Collected	
\$30,000.00	Punchbowl, scenic overlook #3 near their Bacon Street
\$30,000.00	MetroWest Subaru, scenic overlook #1 near Cochituate State Park
\$2,222.22	Landry's Bicycles, trail segment south of Route 9 (2 nd installment payment)
\$5,325.01	Bench sponsorship near Speen Street
\$3,583.16	Brick sales/related donations through fiscal sponsor Mission:Earth
\$25,000.00	Foundation gift for 2023 projects
\$2,500.00	Gift from Solomon Foundation for 2022 events
\$577.65	Fundraiser hosted by Zippity Do Dog
\$1,010.87	Miscellaneous unrestricted individual gifts and donations
\$100,218.91	Total Funds Collected
Direct disbursements and transmittals	
\$62,222.22	Direct transmittals to the Town of Natick
Expenses	
\$ 1,045.00	Brick engraving and delivery (Stiles & Hart)
\$ 672.00	Plaque fabrication for two bench sponsorships (Colonial Brass)
\$ 5,502.13	Installation of bricks and plaques (Superior Construction)
\$ 2,567.81	Signage for trail segments and scenic overlook (RG Signs and Graphics)
\$ 668.00	Portable toilet rental for CRT on NYE
\$ 2,418.64	Mission:Earth fiscal sponsor fees for funds collected in 2022
\$75,095.80	Total disbursements and transmittals
\$19,944.08	Total cash on hand 12/31/21
\$45,067.19	Total cash on hand 12/31/22. Funds retained by FoNT are a) continuing cash flow against anticipated/unforeseen sponsorship expenses in 2023, and b) unrestricted gifts and donations to FoNT.

Respectfully submitted,

Christopher Temper

Christopher Temper (Mar 6, 2023 2:39 EST)

Christopher Temper, President
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