

**The Nature Conservancy of Hawai'i  
Hawai'i Programs (Excluding Palmyra)  
Operating Income Statement  
For the Twelve Months Ended June 30, 2023 [A]**

	<b>Jun. 30, 2023 [A]</b>
<b>REVENUE</b>	
Contributions	\$ 4,435,361
Government Grants & Contracts	5,388,322
Endowment & Investment Income	2,530,736
Other Income including Private Contracts	787,822
<b>TOTAL REVENUE</b>	<b>\$ 13,142,241</b>
<b>EXPENSES</b>	
Personnel	\$ 6,629,879
Contractual	2,764,315
Printing & Communications	117,196
Travel	242,881
Supplies and Equipment	677,623
Occupancy & Real Estate	80,650
Lease Expense	118,190
Other Expenses	484,897
Conservation Support	1,478,231
<b>TOTAL EXPENSES</b>	<b>\$ 12,593,861</b>
<b>NET SURPLUS/(DEFICIT) FROM OPERATIONS [B]</b>	<b>\$ 548,379</b>

Notes:

[A] Results are actual through May 31, 2023 and estimated for June 2023, since final results are not expected until August 26, 2023.

[B] The resulting operating surplus for this fiscal year is either restricted or available for spending in future periods

***These reports are for Internal Use Only. As they are considered to be non-GAAP and unaudited, they are not comparable to the year-end consolidated financial statements. Furthermore, the information contained here is proprietary and confidential and should not be further disseminated without Nature Conservancy approval.***