

National Tropical Botanical Garden Summary

Mission: To create a national resource in tropical horticulture and botany.

Category: Environment Preservation & Education

Contact: Vera Benedek, Grants Manager

Address: 3530 Papalina Road, Kalaheo, HI 96741

Grant History:

2018: \$25,000

2019: \$10,000

2023: \$25,000

TOTAL GRANTS TO DATE: \$60,000

2024 Request:	\$25,000 for general operating support.
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Notes:

- Botanical garden located in Hana. Former residence of botanical explorer Dr. David Fairchild.
- Kahanu Garden in Hana (Maui), Allerton, McBryde, and Limahuli (all on Kauai), and Kampong in Coconut Grove, Florida.
- Breadfruit cultivars among extensive plant collection.
- 2023 Request is to support staffing to lead capital improvement projects such as gazebo upgrades, building restoration, painting, and equipment storage facilities.
- All gardens combined generate \$14 million in annual revenue (including investment income).
- 2023: \$25,000 grant for Kahanu Garden in Hana, Maui.
- **2024:** Anticipate 120,000 visitors in 2024.
- Focus on competitive wages to find and retain quality employees.
- Increasing virtual programming.
- Focus on upgrading buildings and making energy efficient.





NATIONAL TROPICAL BOTANICAL GARDEN

Saving Plants • Saving People

NATIONAL HEADQUARTERS 3530 Papalina Road, Kalāheo, Hawai'i 96741 USA
(808) 332-7324 · Fax (808) 332-9765 · www.ntbg.org

NTBG's Application to the Laurence H. Dorcy Foundation *Supporting the Mission of the National Tropical Botanical Garden* January 2024

First, we'd like to take this opportunity to say thank you for your previous generous grant to the National Tropical Botanical Garden, specifically for general operations of our Kahanu Garden in Hana, Maui. The grant we received helped fund the following projects: upgrade of the coastal gazebo to better accommodate visiting scientists, staff, and temporary visiting workers; Fishing Cottage renovation that will serve the Hana community and cultural practitioners; and new windows for the Breadfruit Field Station, from where we manage the world's largest breadfruit tree collection. We are so grateful for your support!

Amount of Request

The National Tropical Botanical Garden (NTBG) is requesting a general operations grant in the amount of \$25,000 to support NTBG's operations in 2024.

Background and Need Being Addressed

NTBG was chartered by Congress as a non-profit organization dedicated to creating a national resource in tropical horticulture and botany in 1964, with a mission to enrich life by perpetuating tropical plants, ecosystems, and cultural heritage. The organization has established a variety of conservation, research and education programs and has become a leading institution to address the crisis in extinction of tropical plants in Hawai'i and throughout the Pacific. NTBG serves populations from all walks of life, ages, genders and ethnicities, who come from local and worldwide geographical origins to visit our gardens, take classes, or conduct scientific research.

The need we're addressing is to be able to continue our urgent biocultural conservation work, and also to provide our Garden's incredible botanical treasures to visitors of the islands, as well as the Kauai and Maui communities where the Hawaii gardens are located. Our canoe plant gardens, for example, with traditional hale and loi in all three Hawaii gardens, are great outdoor resources cherished by cultural practitioners, hula halau, and local educators (for all ages), as well as the general community at large. They provide a safe place to encourage and promote social well-being and healthy outdoor activities.

One of our primary needs for support and plan for sustainability in the coming years is our Support Our Staff (SOS) initiative, intended to raise the wages of NTBG's staff to equitable levels. Our management team researched salaries and wages in comparable fields locally and nationally, and made a commitment to assure fair compensation to all staff members. Gardens can't be maintained without staff, but like so many other employers, NTBG was having difficulty finding employees. But once we began offering higher wages, we were able to attract more and higher-caliber job candidates.

Additional needs include capacity building for our education program, in the form of an Education Director, as well as energy efficiency and infrastructure upgrades for our Botanical Research Center.

We recently completed a new five-year strategic plan with engagement from staff at all levels who set ambitious goals and objectives for the organization, along with a commitment to carry out the work.

Demographics, Geography, and Number of Individuals Served

We serve people from all walks of life, ages, genders and ethnicities. In 2024, we expect between 100,000 to 120,000 individuals via our garden tours, education programs, visiting scientists, lectures and special events. Our garden visitor numbers have been increasing quite a bit post-pandemic. We have four gardens in Hawaii and one small 9-acre garden in Florida, plus five preserves. With nearly 2,000 acres filled with extensive living collections of endangered or at-risk species, and precious cultural and historical features, NTBG has, in its short history, become an international resource for the study and preservation of tropical plants. Additionally, we have developed a number of education programs, via webinars and educational videos in recent years, so we are able to reach even more people virtually.

How Dorcy Foundation Funding Will Make a Difference

Dorcy Foundation funding would not only support NTBG's overall mission of biocultural conservation, but would increase the Garden's capacity to take care of its staff, the capacity to provide more education programs, and the capacity to make much-needed infrastructure improvements. Thank you for your consideration.

Proposal Contact:

Vera Benedek, Grants Writer/Manager
grantsmanager@ntbg.org
808-762-1382

National Tropical Botanical Garden
3530 Papalina Rd.
Kalaheo, HI 96741

Form **990****Return of Organization Exempt From Income Tax**

OMB No. 1545-0047

2022**Open to Public Inspection**Department of the Treasury
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter social security numbers on this form as it may be made public.

Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2022 calendar year, or tax year beginning		, 2022, and ending		, 20	
B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization <u>NATIONAL TROPICAL BOTANICAL GARDEN</u>				D Employer identification number <u>52-6057064</u>
	Doing business as				E Telephone number <u>(808) 332-7324</u>
	Number and street (or P.O. box if mail is not delivered to street address)		Room/suite		G Gross receipts \$ <u>20,487,543.</u>
	<u>3530 PAPALINA ROAD</u>				
City or town, state or province, country, and ZIP or foreign postal code				H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
F Name and address of principal officer: <u>JANET MAYFIELD, 3530 PAPALINA RD, KALAHEO, HI 96741</u>				H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No	
				If "No," attach a list. See instructions.	
I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527				H(c) Group exemption number	
J Website: <u>WWW.NTBG.ORG</u>					
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other				L Year of formation: <u>1964</u> M State of legal domicile: <u>HI</u>	

Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: <u>TO ENRICH LIFE BY PERPETUATING TROPICAL PLANTS, ECOSYSTEMS AND CULTURAL HERITAGE.</u>		
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	28
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	28
	5	Total number of individuals employed in calendar year 2022 (Part V, line 2a)	5	142
	6	Total number of volunteers (estimate if necessary)	6	428
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	1,624.
7b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	643.	
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9	Program service revenue (Part VIII, line 2g)	6,624,999.	5,405,026.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	3,430,962.	5,101,454.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2,511,673.	3,442,147.
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,556,395.	1,193,027.
	12		14,124,029.	15,141,654.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)		
	14	Benefits paid to or for members (Part IX, column (A), line 4)		
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	5,921,599.	7,163,554.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)		
	b	Total fundraising expenses (Part IX, column (D), line 25) <u>718,057.</u>		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	4,014,340.	5,739,860.
Net Assets or Fund Balances	18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	9,935,939.	12,903,414.
	19	Revenue less expenses. Subtract line 18 from line 12	4,188,090.	2,238,240.
	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21	Total liabilities (Part X, line 26)	83,543,723.	80,182,510.
22	Net assets or fund balances. Subtract line 21 from line 20	2,037,865.	1,735,021.	
			81,505,858.	78,447,489.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer <u>Tamara A Rollins, CFO</u>	Date <u>11/10/2023</u>		
	Type or print name and title			
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed PTIN
	Non-Paid Preparer		Firm's EIN	
			Phone no.	
	Firm's address			

May the IRS discuss this return with the preparer shown above? See instructions ☐ Yes ☒ No

For Paperwork Reduction Act Notice, see the separate instructions. BAA

REV 05/17/23 PRO

Form **990** (2022)

Part VIII Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants, and Other Similar Amounts	1a	Federated campaigns	1a					
	b	Membership dues	1b	578,838.				
	c	Fundraising events	1c	64,450.				
	d	Related organizations	1d					
	e	Government grants (contributions)	1e	213,286.				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	4,548,452.				
	g	Noncash contributions included in lines 1a-1f	1g	\$ 514,739.				
	h	Total. Add lines 1a-1f		5,405,026.				
Program Service Revenue	2a	EDUCATIONAL TOURS	Business Code	110000	3,863,320.	3,863,320.	0.	0.
	b	ALLERTON GARDEN REIMB & MGMT FEES	900099	686,449.	686,449.	0.	0.	
	c	GOVERNMENT & OTHER CONTRACTS	900099	551,685.	551,685.	0.	0.	
	d							
	e							
	f	All other program service revenue . .						
	g	Total. Add lines 2a-2f		5,101,454.				
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		824,646.	0.	0.	824,646.	
	4	Income from investment of tax-exempt bond proceeds						
	5	Royalties						
	6a	Gross rents	(i) Real	422,818.				
	b	Less: rental expenses	(ii) Personal	107,539.				
	c	Rental income or (loss)		315,279.				
	d	Net rental income or (loss)		315,279.	-39,378.	0.	354,657.	
	7a	Gross amount from sales of assets other than inventory	(i) Securities	5,801,785.	1,675,000.			
	b	Less: cost or other basis and sales expenses	(ii) Other	4,731,310.	127,974.			
	c	Gain or (loss)		1,070,475.	1,547,026.			
	d	Net gain or (loss)		2,617,501.	0.	0.	2,617,501.	
	8a	Gross income from fundraising events (not including \$ 64,450. of contributions reported on line 1c). See Part IV, line 18		74,713.				
	b	Less: direct expenses		78,229.				
	c	Net income or (loss) from fundraising events		-3,516.		0.	-3,516.	
	9a	Gross income from gaming activities. See Part IV, line 19						
	b	Less: direct expenses						
	c	Net income or (loss) from gaming activities						
10a	Gross sales of inventory, less returns and allowances		738,732.					
b	Less: cost of goods sold		300,837.					
c	Net income or (loss) from sales of inventory		437,895.	0.	0.	437,895.		
Miscellaneous Revenue	11a	PARTNERSHIP INCOME	Business Code	900099	1,624.	0.	1,624.	0.
	b	OTHER INCOME	900099	441,745.	53,297.	0.	388,448.	
	c							
	d	All other revenue						
	e	Total. Add lines 11a-11d		443,369.				
12	Total revenue. See instructions		15,141,654.	5,115,373.	1,624.	4,619,631.		

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	370,389.	138,850.	78,346.	153,193.
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	5,018,209.	4,142,819.	534,896.	340,494.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	168,451.	136,395.	18,881.	13,175.
9 Other employee benefits	1,173,313.	995,232.	124,022.	54,059.
10 Payroll taxes	433,192.	336,945.	67,527.	28,720.
11 Fees for services (nonemployees):				
a Management				
b Legal	2,462.	0.	2,462.	0.
c Accounting	143,793.	0.	143,793.	0.
d Lobbying	0.	0.	0.	0.
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	223,158.	0.	223,158.	0.
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Schedule O.)	665,168.	575,552.	74,203.	15,413.
12 Advertising and promotion	170,037.	166,896.	0.	3,141.
13 Office expenses	483,853.	364,161.	70,696.	48,996.
14 Information technology	117,322.	35,564.	61,740.	20,018.
15 Royalties	0.	0.	0.	0.
16 Occupancy	709,980.	679,610.	27,510.	2,860.
17 Travel	672,316.	384,520.	280,331.	7,465.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials	0.	0.	0.	0.
19 Conferences, conventions, and meetings	24,744.	18,585.	5,541.	618.
20 Interest	0.	0.	0.	0.
21 Payments to affiliates	0.	0.	0.	0.
22 Depreciation, depletion, and amortization	1,260,796.	1,259,455.	1,341.	0.
23 Insurance	327,698.	187,912.	132,827.	6,959.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a HORTICULTURE & GROUNDS SUPPLIES	271,159.	269,397.	1,762.	0.
b REPAIRS & MAINTENANCE	160,479.	147,241.	13,054.	184.
c FOOD & SUPPLIES-TOURS	225,766.	225,766.	0.	0.
d PROGRAMS & EVENTS	170,281.	158,031.	7,628.	4,622.
e All other expenses	110,848.	91,408.	1,300.	18,140.
25 Total functional expenses. Add lines 1 through 24e	12,903,414.	10,314,339.	1,871,018.	718,057.
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 <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part X ☐

		(A) Beginning of year		(B) End of year
Assets	1 Cash—non-interest-bearing	802,467.	1	499,202.
	2 Savings and temporary cash investments	4,577,542.	2	4,017,078.
	3 Pledges and grants receivable, net	643,025.	3	1,115,677.
	4 Accounts receivable, net	824,850.	4	586,332.
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use	135,419.	8	195,632.
	9 Prepaid expenses and deferred charges	826,550.	9	793,810.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 60,362,703.		
	b Less: accumulated depreciation	10b 25,026,604.		
	11 Investments—publicly traded securities	35,398,833.	10c	35,336,099.
	12 Investments—other securities. See Part IV, line 11	26,755,570.	11	24,666,646.
	13 Investments—program-related. See Part IV, line 11		12	
	14 Intangible assets	1,335,000.	13	1,335,000.
	15 Other assets. See Part IV, line 11	980,000.	14	980,000.
16 Total assets. Add lines 1 through 15 (must equal line 33)	11,264,467.	15	10,657,034.	
	83,543,723.	16	80,182,510.	
Liabilities	17 Accounts payable and accrued expenses	1,253,405.	17	1,072,800.
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23 Secured mortgages and notes payable to unrelated third parties	367,500.	23	318,908.
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17–24). Complete Part X of Schedule D		25	
	26 Total liabilities. Add lines 17 through 25	416,960.	26	343,313.
	2,037,865.	26	1,735,021.	
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions	35,860,196.	27	36,497,304.
	28 Net assets with donor restrictions	45,645,662.	28	41,950,185.
	Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds		31	
	32 Total net assets or fund balances	81,505,858.	32	78,447,489.
33 Total liabilities and net assets/fund balances	83,543,723.	33	80,182,510.	