TOTAL ADMISSIONS REVENUE

$1,824,435 from fees paid by nonresident visitors – a new record and 48% increase from the prior year

VISITATION

539,294 visits to the Garden, a new record for annual visitation, 58% of which were free of charge

MEMBERSHIP

6,398 member households—a 17% increase year over year

PLANT SALES

7,300 plants sold to the community

YOUTH EDUCATION

12,345 children served through experiential school, summer, and family programs

VOLUNTEERS

410 volunteers who come individually or participate in corporate, school, and service organization projects

10,583 hours contributed by volunteers to virtually every aspect of the Garden’s operations

YEAR IN REVIEW:

BY THE NUMBERS

JULY 1, 2021 – JUNE 30, 2022

LIVING COLLECTIONS

12,098 accessions in the Garden’s living collection, comprised of 7,732 different kinds of plants, 12% of which are of wild collected origin

DOCENTS

4,109 visitors engaged by docents

Cover image: Divya and Nayan celebrate their marriage in the Celebration Garden. One of 138 weddings in the Garden this year. Photo courtesy of Arrowood Photography

Photos courtesy of Garden visitors via Instagram and beyond: @romonebowens; @emi.travelsta; @maryam maryamuu; @dina_saolisi_healing_arts; Ai Buenafe; Joel Riddell; @snakebirdcarb; Steve Bell; @anastasiyamariaphoto; @romanoofearth
Dear Garden Supporters,

This year’s annual report marks an exciting turning point for San Francisco Botanical Garden. On July 1, 2022, we officially extended our successful partnership with San Francisco Recreation and Park Department to bring together the three Gardens of Golden Gate Park: Conservatory of Flowers, Japanese Tea Garden, and the San Francisco Botanical Garden at Strybing Arboretum. We are grateful to Mayor London Breed for sponsoring a resolution to make this merged entity possible and to the San Francisco Recreation & Park Commission and Board of Supervisors for their unanimous support of this effort. We also want to thank YOU for all you’ve done to strengthen our organization and enable us to expand our reach.

We are very excited that garden memberships are now universal across all three Gardens. San Francisco residents now can visit the Conservatory of Flowers and Japanese Tea Garden free of charge, as they have enjoyed at the Botanical Garden. This improvement in access is showing significant increases in San Francisco resident visitation at the Gardens. For those visiting our city, a very popular multi-garden ticket launched encouraging deeper engagement with our Gardens. And, thanks to the leadership of Supervisor Gordon Mar, veterans and active-duty military personnel now visit the Gardens for free, regardless of residency.

As we look to the future, we engaged our community through a survey, which saw robust participation. We learned that the public wants us to prioritize horticultural and facility maintenance, plant conservation, and provide more interpretive resources. We look forward to incorporating this critical feedback as we finalize our new strategic plan. While there will be many specific initiatives within the plan, a high-level goal will to be a model public/private partnership that strives for excellence and delivers on our mission to connect people to plants, the planet, and each other.

Additionally, we recruited dynamic new talent to our Board of Directors and Leadership Team to help launch the Gardens of Golden Gate Park. For this report, we’ve focused our accomplishments at the Botanical Garden over the past year. Next year we look forward to reporting on our progress across all three Gardens.

Once again, over the past year, we’ve experienced record-breaking visitation at the Botanical Garden with 539,294 visits! This is nearly 70,000 more visits than the previous year and exceeds all pre-pandemic records.

As we celebrate the 50th Anniversary of the Helen Crocker Russell Library of Horticulture, we’re thrilled to have restored the library’s opening hours to pre-pandemic levels.

It was wonderful to bring our annual Garden Feast event back in person after two years of virtual events. Our horticultural team did an amazing job readying the Celebration Garden for its long-awaited debut. And our special guest speaker, Dr. Robin Wall Kimmerer reminded us all why our work matters so much to the health and future of our communities.

Construction is well underway on our new nursery that will enable us to play a more active role in plant conservation, enhance our living collections, and provide the public with unique plants to purchase and bring home.

School groups are returning to the Garden for our youth education programs. We’ve relaunched a teen internship program and continue to serve children and families with Bean Sprouts Family Days, camp, and after-school programs.

All this, and more, is made possible through the hard work and generosity of our supporters, volunteers, and staff. Thank you!

Sincerely,

Stephanie Linder, Chief Executive Officer
Gardens of Golden Gate Park
San Francisco Recreation & Parks

Stephanie Linder, Chief Executive Officer
Gardens of Golden Gate Park
San Francisco Recreation & Parks

Jennifer Petersen, Treasurer
Carol Izumi, Vice Chair
Delle Maxwell, Board Chair
Lisa Serwin, Secretary
Don Baldocci, Past Chair
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Tish Brown
Jane Chen
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Christina Jones
Clare Myers
Saul Nadler
Joseph Rothleutner
Sarah Ryan
Fei Tien
Dr. Joanne Whitney
Ruth Wilcox
Susan Zetter
Stephanie Linder, Chief Executive Officer
Staff Leadership
Ahmed Anderson,
Director of People & Culture
Brooke Bedingfield,
Director of Philanthropy
Jamie Chan Ed. D.,
Director of Programs & Partnerships
Michael Christian,
Director of Finance
Vanessa Fajardo,
Director of Operations & Administration
Ryan Guilhaum
Director of Collections & Conservation
Annette Huddle,
Director of Education
Brendan Lange,
Director of Marketing & Communications
San Francisco Recreation & Parks

This publication is printed on recycled paper with soy ink.

San Francisco Botanical Garden connects people to plants, the planet, and each other.

Vision
San Francisco Botanical Garden will be cherished and supported locally and recognized internationally for beauty, diversity of plant collections, educational programs, and inspiring conservation.

Values
San Francisco’s unique Botanical Garden inspires visitors with the extraordinary diversity of rare and unusual plants that can be grown in coastal California. Through its programs and displays, the Garden cultivates the bond between people and plants and instills a deeper understanding of the necessity to conserve Earth’s biological diversity. As a public/private partnership between a community-based nonprofit organization and the San Francisco Recreation & Parks Department, and a beloved San Francisco institution, we are committed to transparency, cultural diversity, inclusion, and environmentally responsible practices. We are proud to be a public garden, accessible to all and grateful to the funders who help sustain us.
NEW BOARD MEMBERS

V. Fei Tsen is the President and CEO of Windflower Properties which develops mixed use, transit-oriented multifamily housing. She has over 40 years of experience in real estate finance and development in the private and public sectors. Fei is a thought leader on community development and revitalization, housing policy, and affordable housing strategies. As a Commissioner of the Redevelopment Agency in San Francisco, she was instrumental in the planning and financing for Yerba Buena Gardens. As a civic leader, she has served as a commissioner and led task forces at the behest of four different Mayors in San Francisco and the Mayors of Berkeley, Oakland, and San Jose. She is currently the President of the Board of Directors of the Treasure Island Development Authority (TIDA).

Zane Gresham recently retired as a partner in the international law firm Morrison & Foerster LLP where he worked for forty years. His professional experience includes resolving complex land use and regulatory issues, creating biopharmaceutical and corporate campuses for international enterprises, and guiding airport and water public/private partnerships in the US and internationally. He acted as pro bono counsel to The Nature Conservancy on projects such as the Three Parallel Rivers in Yunnan, China, the Lewa Conservancy in Kenya and the Komodo National Park in Indonesia. He has served on multiple boards and is a member of the Advisory Council of the Conservatory of Flowers.

Lucy Fisher retired from the Dean’s Office of Nursing at University of California, San Francisco, most recently serving as the curriculum director in the UC system’s first program in interprofessional leadership in healthcare. She holds a master’s degree in teaching from Stanford and a PhD in nursing from UCSF. Born and raised in Honolulu, Lucy grew up with a Japanese garden in her backyard and her father’s orchid collection. Lucy serves as a board member and is co-chair of the Cultural Heritage and Sustainability Committee for the Japantown Task Force.

Susan Zetzer is a results driven senior sales executive combining 30+ years experiences in consultative sales sector with exceptional skills in sales, process improvement, strategy, account infrastructure, and working in large collaborative organizations. Susan joined KPMG in 2001 and after moving through multiple roles, she now serves as KPMG lead partner to Fortune 100 companies, both domestic and global. Susan has served on the board of Jewish Vocational Services (jvs.org) as well as Congregation Sherith Israel (US National Register of Historic Places 2010), involved in board governance, fundraising, and capital campaigns.

Adam Greenspan, partner at PWP Landscape Architecture, has been the lead designer on a wide range of projects including public parks, campuses, mixed use developments, competitions and estates. Adam’s background in art and sociology, combined with years of horticultural practice support an integrated approach to design. Adam’s recent projects include: the Newport Beach Civic Center Park in Newport Beach California, Constitution Gardens on the National Mall in Washington DC, The Transbay Transit Center Park, San Francisco, Marina Bay Sands Integrated Resort, Singapore, and Glenstone in Potomac, MD. Adam has served on public art selection panels for the City of San Jose and the City of Santa Monica and currently serves on the Board of Directors for the Landscape Architecture Foundation. In November 2022, Adam was elevated to a fellow of the American Society of Landscape Architects.

Cristina Jones is an intentional storyteller with a focus on action, impact, and culture. Cristina and her team use world-class storytelling to reach new audiences, spotlighting Salesforce.org as the technology platform built to power purpose. She believes that when people and communities thrive, business thrives. Her team integrates customer advocacy, media partnerships, and influencer strategies to build lasting relationships. In 2020, Cristina was named to the Ebony Power 100, and was featured in the World Woman Foundation’s #ShesMyHero campaign.
NEW LEADERSHIP STAFF

Vanessa Fajardo, Director of Operations and Administration, has over a decade of experience in operations and leadership in non-profit management, having worked at the Conservatory of Flowers for over 11 years before joining the Gardens of Golden Gate Park. She is currently pursuing her Executive MBA at the University of San Francisco. Vanessa is skilled at building new teams and creating efficiencies and is especially dedicated to the development of staff members and new business. Vanessa believes there is no place in all of San Francisco more appealing to all five senses than the Conservatory of Flowers.

Joseph Rothleutner, Garden Director, joined the Gardens in March. Joseph represents the onsite leadership of the San Francisco Recreation and Parks Department in the public-private partnership and also serves on the Gardens Board of Directors. Joseph has a background in horticulture and facilities management having worked in public gardens for over 10 years, including Santa Barbara Botanic Garden, Lincoln Park Zoo, and The Morton Arboretum. Passionate about people’s enjoyment of gardens, Joseph spends much of his own time gardening at home and visiting other public gardens across the Bay Area. Joseph received his M.S. in Horticulture from Oregon State University and his B.S. in Urban Forestry from University of Maryland.

Brooke Bedingfield, Director of Philanthropy, joined the Gardens in June, bringing broad experience leading and implementing fundraising programs, business management, and marketing communications. Brooke has worked at College Track, Brown University, Aspen Education Foundation, and the Saint Francis Foundation in roles spanning head of development, major gift officer, and executive director. Prior to her nonprofit work, Brooke was an investment and asset management professional, working in leadership roles and with clients on complex investment solutions, including management of nonprofit endowments.

Ahmad Anderson, Director of People and Culture, joined the Gardens in August 2022. He has over 20 years of experience driving business improvements with an expertise in human resources. He has led DEIB/JEDI initiatives and developed organizational strategies at many organizations from Fortune 500 companies, non-profits, and educational institutions. He also brings civic experience as the City of Richmond’s Chair of Economic Development Commission, member of the Board of Directors of Richmond’s Chamber of Commerce, a former Executive Committee member of NAACP for the City of Richmond, Vice President of Oakland Rotary Endowment, member of University of California, Berkeley Alumni Association Board of Directors, author of the University of California Berkeley Chant “This is Bear Territory,” and 2022 CAL Athletics Hall Of Fame Inductee. Ahmad is also the CEO/Founder of Designing Effective Organizations – Human Resources and Business Consulting. Ahmad’s passion is making sure there is access and equity for ALL.

Jamie Chan Ed.D., Director of Programs and Partnerships, joined GGCP in August 2022, previously from the Center for Science and Math Education at San Francisco State University (SFSU) where she served as Operations & Program Director. Her long career in higher education includes teaching as adjunct faculty in education and the biological sciences. Jamie received her Doctor of Education in Educational Leadership and Administration this year and received an M.S. in evolutionary biology in partnership at the California Academy of Sciences and B.S. in invertebrate zoology from SFSU. As a Master Gardener, she co-founded a food security project in SF called Sisterhood Gardens and is the owner of Fog City Gardener, a garden education and consultation service. Jamie is a 4th generation San Franciscan who is passionate about gardens as places for education and social activism. She lives in SF with her partner and two children, and you will find her gardening, beekeeping, and tending her urban chickens in her free time.

Michael Christman, Director of Finance, was born and raised in San Francisco. At 13 months, he appeared on the front page of the local paper in an article titled, “Fingers that Saved a Baby.” He joined the Gardens in October 2022 as Director of Finance. He has over 18 years of experience with non-profit hospice providers in Northern California and has spoken at several national hospice conferences on cost containment studies. Prior to his non-profit work, Michael was a Vice President at Bank of the West and a Director at Cost Plus World Market where he managed accounting operations, purchasing, and corporate travel. He served on the Board of Directors of Music in the Mountains and is a former president of the local Sunset Toastmasters club. He lives on Potrero Hill in San Francisco with his partner and two dogs.

MAGNOLIA GRAFTING PROJECT

This past year great momentum has been made to further develop our Magnolia collection and better connect it to gardens around the country.

Through a gift by Norman Goldfarb, the Garden was able to build on the learnings of last year’s magnolia grafting project to share plants between 6 botanical gardens. Two trips were conducted this past year to both California and the Southeast United States where cuttings of nearly 80 accessions were collected from all partner gardens. While collecting was the main focus, it was also a great opportunity to meet staff at the different gardens and compare how different species grow across the country. This past year over 100 plants have been produced from 24 accessions of 20 species, which will be distributed to botanical gardens interested in diversifying their collections. Some exciting new species amongst many others shared by our partners include *Magnolia kachirachira*, *Magnolia lamdongensis*, *Magnolia tarahumara*, and *Magnolia changhungtana*.

This work to spread threatened Magnolias across multisite collections is key to their long term preservation as each garden acts as an insurance policy to all the others. More plants are still propagating slowly and we are hopeful for another batch to be shared in early spring of 2023.
**GARDEN EXPLORER**

The Garden transitioned to the use of a new plant records database IrisBG in early 2020, allowing for a more robust way to capture and share information about the Garden’s living collection.

Since then, we have been able to expand its access with Garden Explorer, a web-based portal allowing us to share the Garden’s collection with the public in a user-friendly format. Within SFBG’s Garden Explorer you can find plant lists, detailed information on specific types of plants, thousands of photos, and maps of the collection. This resource allows visitors, researchers, volunteers, and staff to gain a better understanding of our diverse taxa and engage with more information than is able to fit on a label.

The site also holds thousands of photos that have been taken of individual plants in the Garden over the years, enabling even those who cannot come to the Garden in person to experience this special place. Expanding access to the collection via Garden Explorer and IrisBG was made possible with support from the Stanley Smith Horticultural Trust and the Institute of Museum and Library Services. To learn more and use this tool please visit sfbg.gardenexplorer.org

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**NEW PLANT NURSERY**

The new nursery is the heart of San Francisco Botanical Garden and will greatly enhance our conservation efforts and help us protect global biodiversity, engage volunteers, expand our retail offerings, and steward our living plant collections.

The first phase of the new nursery construction, which includes the head house and greenhouse is expected to be completed early in 2023. A second phase, which is the outdoor growing grounds is set to be completed for opening in Summer 2023.

Thanks to generous funders the Garden is closing in on the $8 million goal to complete the project. We invite your participation - sfbg.org/new-nursery. For questions, or to make a gift, please contact Director of Philanthropy Brooke Bedingfield at bbedingfield@sfbg.org or 415.661.1316 x312.
In the final days of summer and for the seventh time since 2015, Flower Piano once again transformed San Francisco Botanical Garden into the city’s own alfresco concert hall where everyone was invited to play and listen.

“Flower Piano is located at that magical intersection of music and nature,” said Dean Mermell, co-founder, together with Mauro ffortissimo, of event partner Sunset Piano. “It’s a uniquely safe outdoor space where we can be our best as humans, enjoying the Bay Area’s finest musicians in the city’s most beautiful setting.”

“We are excited to work with our partners at the Recreation and Park Department, Sunset Piano, and all the musicians and community organizations that bring Flower Piano to life and I am grateful to our sponsors and staff who make this special event happen,” said Stephanie Linder, CEO of the Gardens of Golden Gate Park.

New this year was a very special opening event, Fall and Fly, on Wednesday September 14, where a groundbreaking commissioned work created for 12 grand pianos was performed on the Garden’s Great Meadow. San Francisco-based composer Benjamin Gribble wrote Fall and Fly, an experimental work in three movements, that
explored the textures of a 12-piano choir. Stanford Symphony director Paul Phillips personally conducted this one-of-a-kind performance. Special guest speakers, writers, and poets contextualized the evening with themes of renewal and regrowth.

“Music in Golden Gate Park is a storied San Francisco tradition and Flower Piano has carved out its place as one of the most beautiful, creative and beloved events. The combination of music, nature and human connection is truly special, and I am so grateful we can provide it for our community,” said Phil Ginsburg, General Manager, San Francisco Recreation and Park Department.

THANK YOU TO OUR SPONSORS

Delle Maxwell & Patrick Hanrahan
The John and Marcia Goldman Foundation
Silicon Valley Bank
The Ronald Whittier Family Foundation
Almonte Spa
Outside Lands Works
Sarah and Stuart Ryan
Fiorella
Duchess C.T. Cheryl Traverse
O’Melveny
Jennifer Rosdai Real Estate Team
Ruth & Ken Wilcox
Sue Ann Levin Schiff
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Seiler LLP Certified Public Accounting
Pacific Catch
Tiedemann Advisors
Golden Gate Chiropractic
Marie & Barry Lipman
Karen & David Crommie
Mr. Tipple’s
Steven Kelly
Jane & Tom Singer
KPMG
Elman Family Foundation
The San Francisco Garden Club
FunCheap SF
KQED
San Francisco Chronicle
San Francisco Magazine
BY THE NUMBERS

117 volunteers helped us maintain our 55 acre Garden as Green Team members and Gardener’s Assistants, contributing 4,582 hours.

135 volunteers helped us bring Flower Piano to life, contributing 471 hours over our five day event.

82 volunteers contributed 1,198 hours to the Children’s Garden helping with everything from garden maintenance to our Bean Sprout Family Days.

38 volunteers helped refresh the Celebration Garden in preparation for Garden Feast.

43 volunteers shared seasonal cheer during our annual wreathmaking event and contributed 94 hours.

43 volunteers continued our long tradition of selling plants by contributing 897 hours to the Plant Shop.

24 volunteers contributed an impressive 1,081 hours to support our Bookstore.

35 volunteers supported our library with programming and day-to-day support, contributing 668 hours.

Docents offered 270 tours this past year, contributing 452 volunteer hours.

TRANSITIONS

After seven wonderful years, Chloe Wieland, Director of Volunteer Engagement, decided to leave her role. Originally joining as a Children’s Walk Guide, Chloe worked diligently to help grow and support our volunteer program into what it is today. We so appreciate the time and care she invested in our volunteer program and we’re excited to see her in the Garden in the future.

We recently welcomed Crystal Lee Stone as the new Volunteer Program Manager this May. Crystal most recently worked as volunteer manager at KQED and prior to that managed volunteers at the Exploratorium. During the transition, Jenn Tapler, Program Manager, supported all facets of the program to continue to expand volunteer efforts. Thank you to Jenn for her commitment to our volunteer program and welcome, Crystal!
Building on the return to the Garden in 2020, our volunteers continue to amplify the important work that we do throughout the Garden. While volunteers began to settle into new rhythms, we were able to convene in-person for large service activities and events again such as Flower Piano and Garden Feast.

Volunteers supported many facets of our organization and provided much needed support around the following:

WELCOME BACK, SERVICE GROUPS!

We were excited to welcome back volunteer service groups to the Garden! Group service opportunities are wonderful ways for organizations, community groups, and students to connect with one another while learning about our unique collections and getting their hands dirty – with gloves on of course. In addition to the tangible support they offer by helping us mulch and weed, we received $7,500 in support for hosting these events.

INTERESTED IN VOLUNTEERING?

Volunteer programs will continue to grow and evolve with the Gardens of Golden Gate Park. If you are interested in volunteering, please visit sfbg.org/volunteer to learn more and to complete our online application, or contact volunteer@sfbg.org.
YOUTH EDUCATION

In this second pandemic year, the Garden helped families and school children learn, play, and grow together outdoors, supporting the health and well-being of children and providing opportunities to learn about and connect with the natural world.

Bean Sprouts Family Days was the most attended program, inviting children of all ages to engage their senses in the Children’s Garden with spaces and activities designed especially for them. Garden story times, special events with the Mexican Museum, and new areas like the Fort Forest and Creation Station provided a wealth of opportunities for children and their caregivers. School visits to the Garden rebounded, with over 5000 students coming for self-guided visits supported with multilingual online materials, while another 1750 students participated in staffed programs in the Children’s Garden or were led by trained children’s walk guides.

Garden Summer Camp provided rich experiences for participating children, with approximately a third supported through scholarship funds and a partnership with Summer Together, a city program serving families in need. A gift from the Maxwell-Hanrahan Foundation allowed us to inaugurate a new teen intern program this summer, building on our experience working with teens to create a carefully structured learning experience to develop leadership, horticulture, and life skills.

A partnership with the San Francisco Recreation and Parks Department brought almost 400 children from recreation centers in equity neighborhoods to visit the Garden for activities with staff, volunteers, and teen interns during the summer. As part of a full day introduction to Golden Gate Park, the Junior Guides explored the Garden and took home colorful activity booklets to encourage them to visit again with family and friends.

“It’s his first time on a summer trip and riding a school bus. It’s such a great experience and I hope there are more opportunities in the future!”

–Parent, Crocker Amazon Playground
New Zealand Prime Minister Jacinda Ardern and Governor Gavin Newsom establish a new international climate partnership in the Garden

On May 27, 2022, in the New Zealand Garden at the San Francisco Botanical Garden in Golden Gate Park, California and New Zealand outlined common objectives to achieve carbon-neutrality by mid-century, as well as their shared world-leading policies for zero-emission transportation, climate innovation, clean power generation, nature-based solutions, and zero waste initiatives.

Expanding California’s global climate leadership, Governor Gavin Newsom established a new international climate partnership with New Zealand Prime Minister Jacinda Ardern. California and New Zealand signed a Memorandum of Cooperation to tackle the climate crisis, reduce pollution, and bolster the clean economy, while emphasizing community resilience and partnership with indigenous leaders.

Garden Feast hosts special guest speaker Robin Wall Kimmerer and raises $400,000 for Youth Education and Plant Collections

Thank you to everyone who helped make Garden Feast a fabulous success! Together we raised $400,000 to support the Garden’s youth education programs and extraordinary plant collections. It was wonderful to gather in the beautiful Celebration Garden, which hosted Garden Feast for the first time. Our special guest speaker Robin Wall Kimmerer, Celebrated author of Braiding Sweetgrass: Indigenous Wisdom, Scientific Knowledge and the Teachings of Plants and Gathering Moss: A Natural and Cultural History of Mosses inspired generosity, learning, and a shared love of plants. A special thank you goes out to our amazing Champion Sponsors Delle Maxwell and Pat Hanrahan and co-chairs Sarah Ryan and Saul Nadler, the whole event committee and all our generous sponsors. We are also grateful to the more than 60 volunteers who gave their valuable time to this event.
**STATEMENT OF FINANCIAL POSITION**

As of June 30, 2021 and June 30, 2022

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2022</th>
<th>2021</th>
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</thead>
<tbody>
<tr>
<td>Cash and Investments</td>
<td>$17,747,284</td>
<td>$10,067,505</td>
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<tr>
<td>Accounts and Pledges Receivable</td>
<td>5,605,688</td>
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<td>Property and Equipment</td>
<td>4,793,558</td>
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<td>Other</td>
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<td>138,871</td>
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<td><strong>Total Assets</strong></td>
<td><strong>$28,257,332</strong></td>
<td><strong>$27,431,065</strong></td>
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<th>LIABILITIES AND NET ASSETS</th>
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<th>2021</th>
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<tr>
<td>Current Liabilities</td>
<td>$1,826,437</td>
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<td>Noncurrent Liabilities</td>
<td>—</td>
<td>392,349</td>
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<td><strong>Net Assets</strong></td>
<td><strong>26,430,895</strong></td>
<td><strong>27,431,065</strong></td>
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| **Total Liabilities and Net Assets** | **$28,257,332** | **$28,953,083** |

**STATEMENT OF ACTIVITIES**

As of June 30, 2021 and June 30, 2022

<table>
<thead>
<tr>
<th>SUPPORT AND REVENUE</th>
<th>2022</th>
<th>2021</th>
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<tbody>
<tr>
<td>Contributed Income</td>
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<td>Investment Income</td>
<td>(2,539,470)</td>
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<tr>
<td>Earned Income</td>
<td>943,538</td>
<td>858,594</td>
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<tr>
<td>Admissions Income*</td>
<td>1,152,666</td>
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<td>Other</td>
<td>405,893</td>
<td>481,444</td>
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<td><strong>Total Support and Revenue</strong></td>
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<td><strong>$25,254,388</strong></td>
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<tr>
<th>EXPENSES</th>
<th>2022</th>
<th>2021</th>
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</thead>
<tbody>
<tr>
<td>Program Services</td>
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<td>$2,739,829</td>
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<tr>
<td>Fundraising and Development</td>
<td>519,579</td>
<td>436,204</td>
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<tr>
<td>Management and General</td>
<td>665,886</td>
<td>388,441</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$4,700,762</strong></td>
<td><strong>$3,564,474</strong></td>
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| Change in Net Assets | **$565,348** | **$21,689,914** |

*As allocated to SFBGS by the San Francisco Recreation and Park Department

**SOURCES AND USES OF FUNDS**

12 months ended June 30, 2022

**SOURCES OF FUNDS**

- Earned Income 12%
- Other Income 5%
- Admissions Income 15%
- Contributed Income 68%
- Management and General 14%

**USES OF FUNDS**

- Program Services 75%
- Fundraising and Development 11%
- Management and General 14%
- Earned Income 12%

Contributed Income: memberships, foundation grants, contributions, bequests, net revenues from fundraising events, and in-kind gifts

Earned Income: plant and bookstore sales, program fees, private rentals, and library art & book sales

Program Services: plant collections management, gardens, youth education, classes and public programs, library, bookstore, plant shop, volunteer program, visitor services, and other program-related activities


Guests enjoy the first Garden Feast ever in the Celebration Garden under an open-air tent. Photo courtesy Drew Altizer Photography.
The beauty and diversity of our collections and the array of programs, tours, and events at San Francisco Botanical Garden are made possible by you, our supporters. Each gift enables us to offer unparalleled opportunities for inspiration and learning. We would like to extend our gratitude to those who generously contributed to the Garden between July 1, 2021 and June 30, 2022.

**$100,000+**
The Estate of Mary Eloise Halperin
Delle Maxwell & Patrick Hanrahan
Sanomar Barr Estate
Sustainable Futures Fund

**$50,000 to $99,999**
The Campbell Foundation
Mary A. Crocker Trust
Earley Family Fund
Elman Legacy Foundation
The John & Marcia Goldman Foundation
Paul S. Nadler Family Charitable Trust
The Estate of Pearl Anne Seipp
Ruth & Ken Wilcox

**$25,000 to $49,999**
Ruth Borenstein & Karen Strauss
Eliza Brown
Irene Balcar Dillon & William Dillon
Dr. Philip & Marina Early
Walter Knoepfel
The Estate of Dr. Leibman
Maxwell/Hanrahan Foundation
Helen & Thomas Merigan Charitable Trust
The Henry Mayo Newhall Foundation
Jennifer & Alan Petersen

**$10,000 to $24,999**
Almonte Spa
Don Baldocchi
Howard A. Berman
Karen Birks
Tish & James Brown
Frank A. Campini Foundation
Darcy Cohn & Spencer Seidman
Helen & Rajnikant Desai
The Friend Family Foundation
Daniel Ge
Anki & Larry Gelb
Norman Goldfarb
Dr. Roger & Mary Greenberg
Flora Grubb Gardens
Douglas & Debra Hutton
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