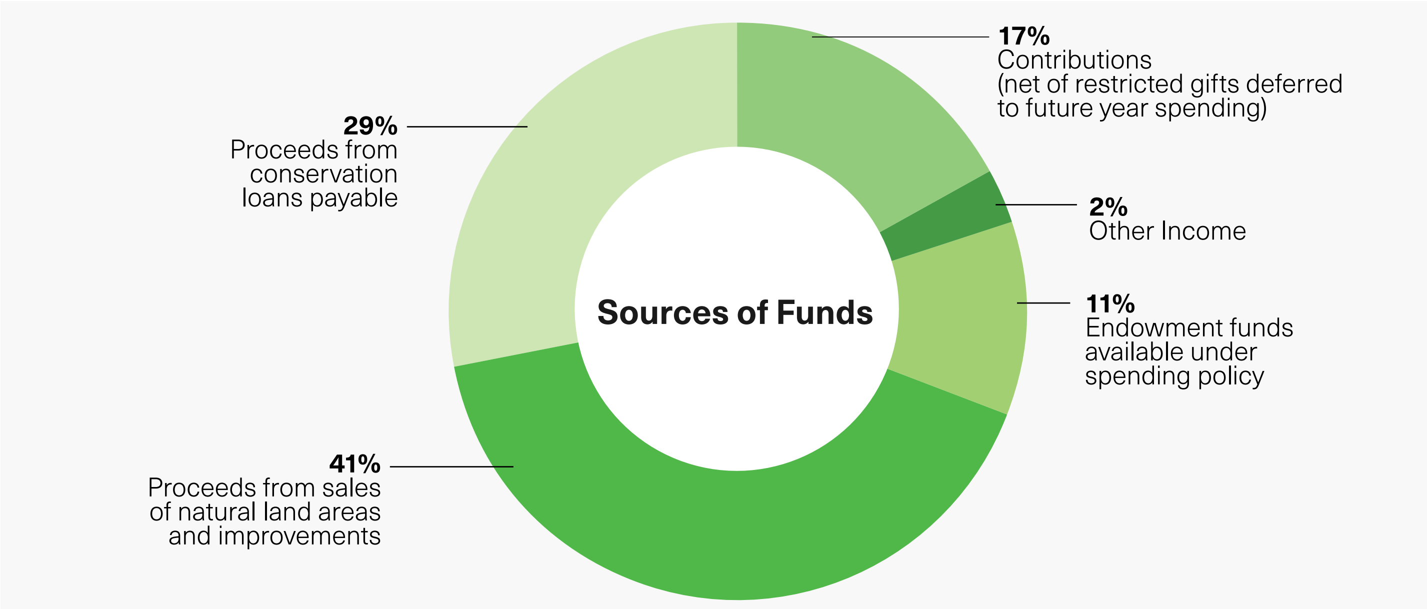
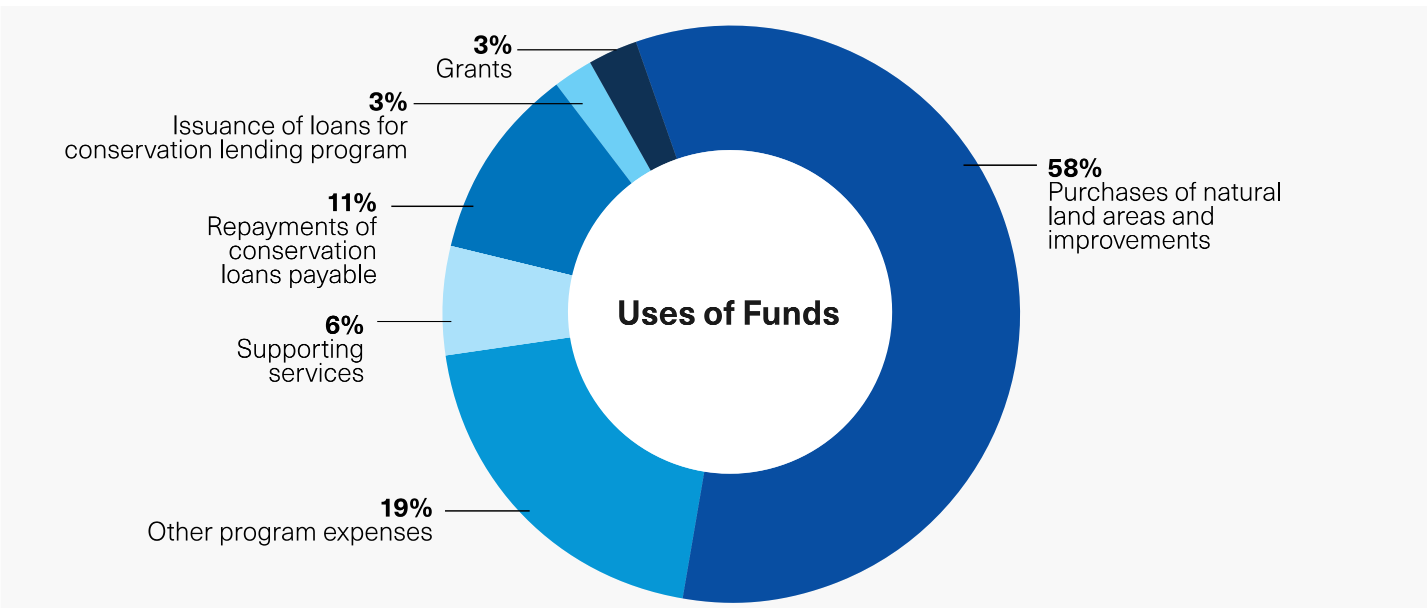
Open Space Institute, Inc. and Consolidated Entities
Sources and Uses of Funds and Other Key Financial Information
As of and for the Years Ended December 31, 2021 and 2020
(dollars in thousands)

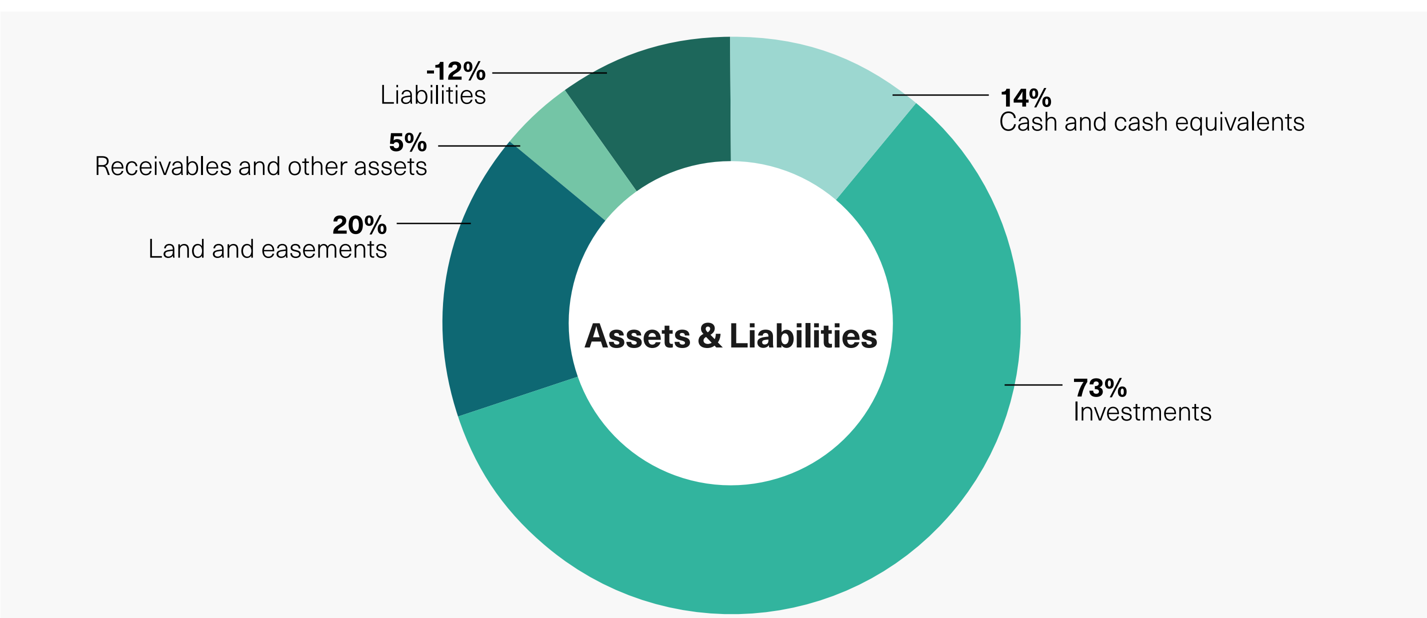
	2021	**2020**
Sources of funds:		
Contributions	$23,257	$20,623
Net release/(deferral) of restricted gifts	(11,885)	(4,004)
Other income	1,674	4,179
Endowment funds available under spending policy	7,665	7,629
Proceeds from sales of natural land areas and improvements	27,666	17,462
Proceeds from conservation loans payable	19,396	5,004
Payments from conservation loans receivable	13	1,653
Total sources of funds	**$67,786**	**$52,546**
Uses of funds:		
Grants	$(2,133)	$(5,152)
Easement purchases	–	(125)
Purchases of natural land areas and improvements	(40,161)	(20,920)
Other program expenses	(13,339)	(16,374)
Supporting services expenses	(4,451)	(4,307)
Repayments of conservation loans payable	(7,465)	(5,719)
Issuance of loans for conservation lending program	(1,810)	(1,633)
Total uses of funds	**$(69,359)**	**$(54,230)**
Net sources and uses of funds	**$(1,573)**	**$(1,684)**
Other key financial information:		
Total assets	**$365,297**	**$331,170**
Net assets without donor restrictions	$89,423	$85,302
Net assets with donor restrictions	235,370	211,782
Total net assets	**$324,793**	**$297,084**

Note: The sources and uses of funds does not include non-cash items such as depreciation, net loss on real estate, and non-cash contributions and donations — which together net to $(361) thousand.

In 2021, OSI acquired for conservation $40.1 million in land and easements, while selling $27.7 million in land to conservation buyers. The Lila Acheson and DeWitt Wallace Endowment funded land and grant transactions in New York State by just over $3.8 million. Land, Parks, Conservation Capital and other program activity amounted to $13.3 million on a cash basis, and there was $2.4 million in cash grants and $1.3 million of donated land to municipal agencies or other not-for-profit organizations for conservation projects. $5.5 million of the programmatic activity was funded by gifts and grants. Financial information includes activities of both the Open Space Institute and the Open Space Institute Land Trust, Inc. The information has been prepared based on the draft 2021 financial statements and the 2020 audited financial statements. The audited financial statements and related notes are available from OSI on request.


Sources of Funds
17%
Contributions
(net of restricted gifts deferred
to future year spending)
2%
Other Income
11%
Endowment funds
available under
spending policy
41%
Proceeds from sales
of natural land areas
and improvements
29%
Proceeds from
conservation
loans payable


Uses of Funds
3%
Grants
3%
Issuance of loans for
conservation lending program
11%
Repayments of
conservation
loans payable
6%
Supporting
services
19%
Other program expenses
58%
Purchases of natural
land areas and
improvements


Assets & Liabilities
-12%
Liabilities
5%
Receivables and other assets
20%
Land and easements
14%
Cash and cash equivalents
73%
Investments