



M E M O R A N D U M

TO: Chairman and Members
Park Authority Board

VIA: Jai Cole, Executive Director

FROM: Aimee Vosper, Deputy Director/CBD

DATE: December 5, 2025

Agenda

Committee of the Whole
Wednesday, December 10, 2025 – 6:40 pm
Room 106/107, Herrity Building
Chairman: Kiel Stone
Vice Chair: Tim Hackman

1. Fairfax County Park Foundation FY 2026 Meeting Dates – Information
2. Fairfax County Park Foundation FY 2025 Audited Financial Statements – Information*
3. Park Foundation FY 2026 Fundraising Projects – Action*
4. Fairfax County Park Foundation FY 2026 Fundraising Plan for Essential Operations
(with presentation) - Presentation

*Enclosures



If accommodations and/or alternative formats are needed, please call (703) 324-8563. TTY (703) 803-3354

Board Agenda Item
December 10, 2025

INFORMATION - 1

Fairfax County Park Foundation FY 2026 Meeting Dates

The Park Foundation Board has approved the following meeting dates, times, and locations for Fiscal Year 2026:

Board Meetings

(Held on the **THIRD TUESDAY** every other month unless otherwise noted)

Location: **Conducted via Zoom Video Conference 7:00 p.m.-8:30 p.m.**

- July 15, 2025
- October 21, 2025 (rescheduled from September 16, 2025)
- November 18, 2025
- January 20, 2026
- March 17, 2026
- May 19, 2026

Executive Committee Meetings

(Held on the **THIRD THURSDAY** of every other month unless otherwise noted)

Location: **Conducted via Zoom Video conference 3:00-4:00 p.m.**

- August 21, 2025 (If needed)
- October 16, 2025
- December 18, 2025
- February 19, 2026
- April 16, 2026
- June 18, 2026

Unless otherwise requested, the Park Foundation will proceed with the proposed schedule.

ENCLOSED DOCUMENTS:

None

STAFF:

Jai Cole, Executive Director, FCPA
Sara Baldwin, Deputy Director/COO, FCPA
Aimee L. Vosper, Deputy Director/CBD, FCPA
Roberta A. Longworth, Executive Director, FCPF

Board Agenda Item
December 10, 2025

INFORMATION – 2

Fairfax County Park Foundation FY 2025 Audited Financial Statements

Thompson, Hughes & Trollinger, P.L.L.C. Certified Public Accountants prepared financial statements and conducted an independent audit of the Park Foundation's finances for the fiscal year ending June 30, 2025. The audit is favorable, and no material weaknesses are reported.

The Fairfax County Park Foundation Board has unanimously accepted the FY 2025 Audited Financial Statements as of October 13, 2025.

ENCLOSED DOCUMENTS:

Attachment 1: Fairfax County Park Foundation Audited Financial Statements – Fiscal Year Ending June 30, 2025

ENCLOSED DOCUMENTS:

None

STAFF:

Jai Cole, Executive Director, FCPA
Sara Baldwin, Deputy Director/COO, FCPA
Aimee L. Vosper, Deputy Director/CBD, FCPA
Roberta A. Longworth, Executive Director, FCPF

THE FAIRFAX COUNTY PARK FOUNDATION

**AUDITED FINANCIAL STATEMENTS
AND
INDEPENDENT AUDITORS' REPORT**

June 30, 2025

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Thompson, Hughes & Trollinger



Certified Public Accountants

INDEPENDENT AUDITORS' REPORT

Board of Directors
The Fairfax County Park Foundation, Inc.
Fairfax, Virginia

We have audited the accompanying financial statements of The Fairfax County Park Foundation, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2025, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Fairfax County Park Foundation, Inc. as of June 30, 2025, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of The Fairfax County Park Foundation, Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in aggregate, that raise substantial doubt about The Fairfax County Park Foundation, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.



Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually, or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of The Fairfax County Park Foundation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about The Fairfax County Park Foundation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Thompson, Hughes & Trolinger P.L.L.C.

November 7, 2025
Alexandria, Virginia

THE FAIRFAX COUNTY PARK FOUNDATION
STATEMENT OF FINANCIAL POSITION
June 30, 2025

ASSETS

Current Assets

Cash	\$ 798,165
Unconditional promises to give	286,000
Investments	<u>4,213,651</u>
Total current assets	5,297,816

Other Assets

Unconditional promises to give, net of current	<u>78,662</u>
Total assets	<u><u>\$ 5,376,478</u></u>

LIABILITIES AND NET ASSETS

Net assets

Without donor restrictions	<u>\$ 336,689</u>
With donor restrictions	
With donor restrictions by purpose only	4,575,127
With donor restrictions by time and purpose	364,662
With donor restrictions in perpetuity	<u>100,000</u>
Total with donor restrictions	<u>5,039,789</u>
Total net assets	<u>5,376,478</u>
Total liabilities and net assets	<u><u>\$ 5,376,478</u></u>

See notes to financial statements

THE FAIRFAX COUNTY PARK FOUNDATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
Year Ended June 30, 2025

	Net assets without donor restrictions	Net assets with donor restrictions	Total net assets
Revenue, gains and support			
Contributions	\$ 118,554	\$ 4,569,089	\$ 4,687,643
Donated services and support	564,143	-	564,143
Investment income	-	217,604	217,604
Net assets released from restrictions	1,055,711	(1,055,711)	-
Total revenue, gains and support	<u>1,738,408</u>	<u>3,730,982</u>	<u>5,469,390</u>
Expenses			
Program services	1,110,509	-	1,110,509
Supporting services			
Management and general	342,884	-	342,884
Fundraising	146,947	-	146,947
Total supporting services	<u>489,831</u>	<u>-</u>	<u>489,831</u>
Total expenses	<u>1,600,340</u>	<u>-</u>	<u>1,600,340</u>
Change in net assets	138,068	3,730,982	3,869,050
Net assets, beginning of year	<u>198,621</u>	<u>1,308,807</u>	<u>1,507,428</u>
Net assets, end of year	<u><u>\$ 336,689</u></u>	<u><u>\$ 5,039,789</u></u>	<u><u>\$ 5,376,478</u></u>

See notes to financial statements

THE FAIRFAX COUNTY PARK FOUNDATION
STATEMENT OF FUNCTIONAL EXPENSES
Year Ended June 30, 2025

		<u>Supporting Services</u>		<u>Total</u>	
	<u>Program</u>	<u>Management And General</u>	<u>Fund- raising</u>	<u>Supporting Services</u>	<u>Total</u>
Grants	\$ 949,371	\$ -	\$ -	\$ -	\$ 949,371
In-kind salaries and benefits	-	272,707	121,976	394,683	394,683
Development	-	-	663	663	663
Direct mail	-	-	21,395	21,395	21,395
Donor and Board cultivation	-	-	2,563	2,563	2,563
Events	-	7,515	-	7,515	7,515
Insurance	-	868	-	868	868
Office	-	3,461	-	3,461	3,461
Printing and reproduction	-	7,331	-	7,331	7,331
Professional	-	11,434	-	11,434	11,434
Rent	-	7,972	-	7,972	7,972
Software	-	6,670	-	6,670	6,670
Training	-	860	-	860	860
Website	-	9,696	-	9,696	9,696
Miscellaneous	-	14,370	-	14,370	14,370
In-kind equipment	75,085				75,085
In-kind landscaping	83,227				83,227
In-kind support for FCPA programs and events	2,826	-	350	350	3,176
Total	<u>\$ 1,110,509</u>	<u>\$ 342,884</u>	<u>\$ 146,947</u>	<u>\$ 489,831</u>	<u>\$ 1,600,340</u>

See notes to financial statements

THE FAIRFAX COUNTY PARK FOUNDATION
STATEMENT OF CASH FLOWS
Year Ended June 30, 2025

Cash flows from operating activities	
Change in net assets	\$ 3,869,050
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Unrealized gain on investments	(188,455)
Changes in operating assets and liabilities:	
Promises to give	<u>(231,177)</u>
Net cash provided by operating activities	3,449,417
Cash flows from investment activities	
Purchases of investment	<u>(3,556,525)</u>
Net decrease in cash	(107,108)
Cash, beginning of year	<u>905,273</u>
Cash, end of year	<u><u>\$ 798,165</u></u>

See notes to financial statements

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 1 - Organization and Summary of Significant Accounting Policies

The Fairfax County Park Foundation, Inc. (the Foundation) is a nonprofit organization incorporated in 2001 in Fairfax, Virginia. The purpose of the Foundation is to raise private donations and to create innovative partnerships between organizations, individuals and corporate neighbors in order to support parks and open space in the Fairfax County community where needs surpass public resources; and to strengthen the connection and commitment of corporate and individual neighbors to their parks. The Foundation's primary sources of funds are from contributions and donated services.

The following is a summary of significant accounting policies followed in the preparation of these financial statements:

- a) Basis of Accounting – The Financial statements of the Foundation are prepared on the accrual basis of accounting. Therefore, revenue and related assets are recognized when earned and related liabilities as incurred.
- b) Basis of Presentation – The Foundation classifies net assets into two categories: net assets without donor restrictions are available for general operations. Net assets with donor restrictions may either expire by the passage of time or can be fulfilled and removed by actions of the Foundation, pursuant to their stipulations, or may be perpetually limited by donors to be used to generate revenue to support the activities of the Foundation. As of June 30, 2025, the Foundation had \$4,939,789 in net assets with donor restrictions-purpose and time restrictions, and \$100,000 in net assets with donor restrictions-perpetual in nature, respectively.
- c) Use of Estimates – The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates, including estimates relating to assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.
- d) Cash and Cash Equivalents – The Foundation considers all cash balances and highly liquid investments with an initial maturity of three months or less, to be cash equivalents.
- e) Concentration of Credit Risks Arising from Cash Deposits – The Foundation maintains cash accounts with Federally-insured banks. Deposits occasionally exceed federally insured limits. These items are a concentration of credit risk requiring disclosure, regardless of the degree of risk. The risk is managed by maintaining all deposits in high quality financial institutions. The Foundation has not experienced any losses in such accounts.
- f) Advertising Costs – Advertising costs are expensed when incurred.

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 1 - Organization & Summary of Significant Accounting Policies (continued)

- g) Unconditional Promises to Give – Unconditional promises to give are total pledges of future contributions made by individuals, foundations and/or local businesses. Unconditional promises to give, less an appropriate reserve, are recorded at their estimated fair value. Amounts due more than one year later are recorded at the present value of the estimated future cash flows, discounted at the incremental borrowing rate of 8.25%. Amortization of the discount is credited to contributions and donations income. The expiration of a donor-imposed restriction on a contribution or endowment is recognized in the period in which the restriction expires, and the related resources then are classified as unrestricted net assets.

Unconditional promises to give consisted of the following as of June 30, 2025:

Unconditional promises expected to be collected in:

One year to four years	\$ 376,000
Less present value discount	<u>11,338</u>
Unconditional promises to give	364,662
Less: Current unconditional promises to give	<u>286,000</u>
Long-term unconditional promises to give	<u><u>\$ 78,662</u></u>

- h) Investments – Investments consist of mutual funds and exchange traded and closed funds. Investments are carried at fair value on the statement of financial position. Unrealized and realized gains and losses included as components of investment income.
- i) Property and Equipment – Purchased property and equipment are recorded at cost for any item in excess of \$1,000. Contributed property and equipment is recorded at its fair market value on the date of contribution. Expenditures for maintenance and repairs are charged against income as incurred; betterments, which increase the value or materially extend the life of the related assets, are capitalized. Depreciation is computed on the straight-line basis over the estimated useful lives of the assets.
- j) Support and Revenue – Contributions received and unconditional promises to give are measured at their fair values and are reported as an increase in net assets.
- k) Revenue Recognition – All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as restricted support that increases the net assets with donor restrictions class. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without and reported in the statement of activities as net assets released from restrictions.

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 1 – Organization and Significant Accounting Policies (continued)

- l) Allocation of Functional Expenses - The Foundation is a publicly-supported organization, recognized as activities have been summarized by function in the Statement of Activities and Changes in Net Assets. Accordingly, certain costs have been allocated among the programs and activities benefited. Salaries are allocated based on time spent on functional activities.
- m) Tax Status and Uncertainty of Tax Positions – The Foundation has been granted tax exempt status under Section 501(c)(3) of the Internal Revenue Code. The Foundation is exempt from the payment of taxes on income other than unrelated business income. The Foundation has been classified as an organization that is not a private foundation. As of June 30, 2025, the Foundation had no uncertain tax positions that qualify for either recognition or disclosure in the financial statements. The tax years subject to examination by the taxing authorities are the years ended June 30, 2022 through 2024.
- n) Estimates – The preparation of financial statements under accounting principles generally accepted in the United States of America requires management to make estimates. Actual results could differ from these estimates.

NOTE 2 - Net Assets With Donor Restrictions-Purpose Restricted

Net assets with donor restrictions-purpose restricted include donor restricted funds which are available for various purposes. As of June 30, 2025 net assets with donor restrictions are available for the following activities:

Brookfield Park Area Trails	\$ 10,000
Community Outreach	20,758
Events: Entertainment Series	287,032
Forever Fund	28,677
Healthy Strides	25
Huntley Meadows Park	3,620,267
Land: Open Space	5
Land: Trails	70,243
Oakton School House	154,215
Resource Management - Lazar Family Fund	410,493
Scholarships: Camps, Classes & Equity Outreach	24,277
Sully Historic Site	250,000
Wonder Wagon Mobile Nature Center	63,797
	<u>\$ 4,939,789</u>

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 2 - Net Assets With Donor Restrictions-Purpose Restricted (continued)

Net assets for the year ended June 30, 2025 were released from donor restrictions by satisfying the restrictions specified by donors, as follows:

Burke Lake Park	\$ 21,634
Camps, Classes & Equity Outreach	895
Clemyjontri Park	5,260
Community Outreach	132,221
Cub Run REC Center	25,175
Entertainment Series	190,735
Franconia Park	7,410
Frying Pan Farm Park	14,387
Green Springs Garden	58,735
Healthy Strides	3,671
Hidden Oaks	200
Hidden Pond	3,194
Huntley Meadows Park	46,185
Invasive Plants	36,992
Lake Accotink Park	2,100
Lewinsville Park	201,050
Open Space	16,006
Resource Management Department Training	103,219
Scholarships: Camps, Classes & Equity Outreach	23,014
Wonder Wagon	26,350
Woodlands Stewardship Education Center	14,095
Received and fulfilled during the fiscal year	123,183
	<u><u>\$ 1,055,711</u></u>

NOTE 3 – Leases

No formal lease agreement has been written. Fairfax County donates office space on a month-to-month basis to the Foundation. The Foundation expects this relationship to continue. The value of donated rent for the fiscal years ended June 30, 2025 is \$7,972.

NOTE 4 - Net Assets With Donor Restrictions-Perpetual in Nature

Net assets with donor restrictions-perpetual in nature consisted of a grant received from Chevy Chase Bank for \$100,000 for the Oakton School House. The Foundation can only use the earnings generated by the original contribution for the operations of the Oakton School House and the original corpus must remain intact in perpetuity.

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 5 – Endowment Funds

The Foundation's endowment consists of two (2) donor-restricted endowment funds and one board designated fund. The Oakton School House Fund was established for the maintenance and operation of the Oakton School House. The Lazar Family Endowment Fund was established for the purpose of creating and endowing a fund intended to provide financial support for the ongoing management and protection of the Fairfax County Park Authority's various natural resources. The board designated Fairfax Park Foundation Endowment Fund represents unrestricted contributions received, to be held as corpus, with the related income generated from the corpus to be used for future special projects identified by the board of directors. Net assets associated with the endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Foundation's board has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as allowing the Foundation to appropriate for expenditure or accumulate as much of an endowment fund as the Foundation determines is prudent for the uses, benefits, purposes, and duration for which the endowment fund is established, subject to the intent of a donor expressed in the gift instrument. Unless stated otherwise in the gift instrument, the assets in an endowment fund are net assets with donor restrictions until appropriated for expenditure by the Foundation.

In accordance with UPMIFA, the Foundation considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of various funds, (2) the purposes of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Foundation, and (7) the Foundation's investment policies.

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to the program supported by its endowment, while seeking to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Foundation Board, the endowment assets are investments consisting of mutual, exchange traded and closed funds.

Changes in endowment net assets for the year ended June 30, 2025 were as follows:

	Board Designated	Purpose Restrictions	Restricted in Perpetuity	Total Endowment Net Assets
Beginning	\$ 10,085	\$ 496,314	\$ 100,000	\$ 606,399
Contributions	-	3,465,415	-	3,465,415
Investment Income		217,604		217,604
	<u>\$ 10,085</u>	<u>\$ 4,179,333</u>	<u>\$ 100,000</u>	<u>\$ 4,289,418</u>
Appropriations	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Ending	<u><u>\$ 10,085</u></u>	<u><u>\$ 4,179,333</u></u>	<u><u>\$ 100,000</u></u>	<u><u>\$ 4,289,418</u></u>

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 6 – Functional Allocation of Expenses

The Foundation's operating costs have been allocated between program, management and general, and fundraising expenses based on direct identification when possible, and allocation if a single expenditure benefits more than one program or function. Expenditures that require allocation are allocated on either a personnel-cost or square-footage basis, whichever is more reasonable for the expenditure.

NOTE 7– Donated Services and Support

Donated services and materials received during the years ended June 30, 2025 were recognized in the accompanying financial statements as in-kind support and are offset by like amounts included in expenses or assets.

Donated services and materials received for the years ended June 30, 2025 consisted of:

Personnel	\$ 394,683
Support for programs and events	161,488
Rent and utilities	<u>7,972</u>
	<u><u>\$ 564,143</u></u>

NOTE 8 – Related Parties

The Foundation is related to the Fairfax County Park Authority (FCPA) through common support. For the year ended June 30, 2025, the FCPA made in-kind donations of salaries and benefits, rent and office expense to the Foundation of \$402,655. The Foundation's fundraising efforts are directed towards granting funding to support the parks and open space under the management of the FCPA. For the years ended June 30, 2025, the Foundation made payments of \$949,371 to the FCPA, and the expenses are included under program services and management and general in the Statements of Activities.

NOTE 9 – Investments and Fair Value Measurements

Net investment income for the year ended June 30, 2025 consists of the following:

Interest and dividends	\$ 44,058
Unrealized gains	188,455
Investment expenses	<u>(14,909)</u>
Total investment income (loss)	<u><u>\$ 217,604</u></u>

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 9 – Investments and Fair Value Measurements (continued)

The Foundation applies Accounting Standards Codification (ASC) 820, Fair Value Measurements and Disclosures, which defines fair value, establishes a framework for measuring fair value, and requires certain disclosures about fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820-10 are described as follows:

Level 1: Quoted prices for identical assets or liabilities in active markets.

Level 2: Significant other observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a reporting entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

Valuation techniques used in fair value measurements need to maximize the use of observable inputs and minimize the use of unobservable inputs. A valuation method may produce a fair value measurement that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Foundation believes its valuation methods are appropriate and consistent with those used by other market participants, the use of different methodologies or assumptions could result in different fair value measurements at the reporting date. There have been no changes in the methodologies used during the year ended June 30, 2025.

The underlying investments in marketable securities and domestic equities are exposed to various risks, such as interest rate, market, and credit risks. Due to the level of risk associated with certain securities, and the level of uncertainty related to changes in the value of the marketable securities and domestic equities, it is at least reasonably possible that changes in risks in the near term could materially affect account balances and the amounts reported in the statement of financial position and the statement of activities.

The following table sets forth, by level, within the fair value hierarchy, amounts recorded in the Foundation's financial statements at fair value as of June 30, 2025:

Exchange Traded and Closed Funds	\$ 4,172,823
Mutual Funds	40,828
	<hr/>
Total investments	<u><u>\$ 4,213,651</u></u>

THE FAIRFAX COUNTY PARK FOUNDATION
NOTES TO FINANCIAL STATEMENTS
June 30, 2025

NOTE 10 – Liquidity and Availability of Financial Assets

The Foundation's financial assets available within one year of the statement of financial position date exceed donor restrictions received in cash by the amount of \$336,689. The Foundation monitors its liquidity so that it is able to meet its operating needs and other contractual commitments while maximizing the investment of its excess operating cash. The Foundation has a policy to maintain 12 months of financial assets on hand for normal operating expenses in case of revenue shortfalls.

NOTE 11 – Evaluation of Subsequent Events

The Foundation has evaluated subsequent events through November 7, 2025, the date which the financial statements were available to be issued.

Board Agenda Item
December 10, 2025

ACTION

Park Foundation FY 2026 Fundraising Projects

ISSUE:

Approval of the Park Foundation's Fiscal Year 2026 Fundraising Projects

RECOMMENDATION:

The Park Authority Executive Director recommends that the Park Authority Board approve the attached list of projects for fundraising by the Park Foundation in Fiscal Year 2026.

TIMING:

Board action is requested on December 10, 2025.

BACKGROUND:

Projects for which the Foundation receives donations can be divided into two types:

- Projects for which the Foundation is *actively* engaged in fundraising
- Projects for which the Foundation is *not actively* engaged in fundraising
(The Foundation receives, accounts, thanks and disburses donations.)

Attached is the list of projects recommended for active fundraising by the Park Foundation in fiscal year 2026. This list was approved by the Park Foundation Board at its October 21, 2025 meeting.

Approval of the enclosed list of projects will not preclude the Foundation from undertaking additional projects when exceptional opportunities arise or applying for grants for other park programs within resources. The annual approved list is intended to facilitate Foundation planning and helps to clarify project sponsors' expectations.

FISCAL IMPACT:

None.

ENCLOSED DOCUMENTS:

Attachment 1: Fairfax County Park Foundation Projects for FY 2026

STAFF:

Jai Cole, Executive Director, FCPA
Sara Baldwin, Deputy Director/COO, FCPA
Aimee L. Vosper, Deputy Director/CBD, FCPA
Roberta A. Longworth, Executive Director, FCPF

FCPF Official Projects

FY 2026



FCPF
Fairfax County Park Foundation



Approved by FCPF Board of Directors on October 21, 2025.

Present FCPF Board-Approved list to FCPA Board for Approval on December 10, 2025

Projects for which the Foundation receives donations can be divided into two types:

1. Projects for which the Foundation is proactively engaged in fundraising.
2. Projects for which the Foundation is not actively engaged. (Receives, accounts, thanks, recognizes and disburses donations.)

This is the list of projects recommended as a baseline for active monetary fundraising efforts by the Park Foundation in Fiscal Year 2026 (July 1, 2025-June 30, 2026).

The list will not preclude the Foundation from undertaking supplemental projects when exceptional opportunities arise or applying for grants for other park programs within resources.

The annual approved list facilitates focused planning, allocation of Foundation resources and helps to clarify project sponsors' expectations.

Project Category		Description of Program/Project need	FY 2026 Fundraising Targets	FY 2025 Donations Received as of 06/30/2025	Comments / Significant Funding Sources
FOUNDATION	★	Annual appeal and ongoing campaign for Unrestricted (Funds received without Donor Restrictions) including administrative and fundraising expenses	\$249,560	\$ 118,355.65	FCPF Budgeted Expenses including additional \$150,000 payable to FCPA for Salaries in FY 2026; Mandatory Reserve Fund per FCPF Financial Management Policies. Surplus may be FCPF board designated for priorities including equity outreach. <i>Direct Mail Appeals; Board Giving; Equity Outreachhicle Donations; Personal Property Tax Insert; DAFs; UW, CFC, CVC workplace giving; online campaigns.</i>
CAMPAIGN	★	Wonder Wagon Mobile Nature Centers Equity Outreach	\$25,000	\$ 22,267.92	The first Wonder Wagon delivers interactive educational experiences at events, schools, and underserved communities. FCPF is raising funds for FCPA to purchase a second vehicle. <i>Grants; Appreciated Stock and other Major Gifts</i>
COMMUNITY EVENTS/ ENTERTAINMENT	★	Summer Entertainment Series (11 series summer-long calendar of shows, concerts and movies) Equity Outreach	\$160,000	\$ 169,400.67	Performer funding for concerts, movies and children's shows free to the public. Enhanced branding and Sponsor recognition addresses increased competition. <i>Grants, Individuals, Corporate and Community Organization Sponsorships</i>
		Festivals, Fairs and Special Programs and events that promote the FCPA's internal resources and community outreach Equity Outreach	\$25,000	\$ 26,923.07	Events & programs supported by FCPF Gifts including Earth Day Fairfax; Healthy Strides; 4-H Fair & Carnival, FCPF Events Support, etc. <i>Community Organization; Individual and Corporate Sponsorships</i>
EQUITABLE ACCESS PROGRAM & FACILITY SUPPORT	★	FCPA Class Scholarships, Camps, and Equity Outreach Programs, Projects and Events support to provide adapted recreation and equitable access for our neighbors in need Equity Outreach	\$35,000	\$ 37,190.99	Expanded to offer flexibility of use to bridge the gap for individuals to access various FCPA Programs and Events in the spirit of the One Fairfax policy. <i>Sponsorships, Grants, Major sponsors, Carousel Adoptions</i>
LAND CARE AND PRESERVATION	★	Trails, stream valley protection, maintenance and beautification of trails and adjacent land Equity Outreach	\$38,000	\$ 38,794.63	Trails are most utilized FCPA amenity and accessible at no cost to park users including walkers, runners and bicyclists. FCPF donation signs along Stream Valley trails. <i>On-site, Individual IRA QCD Gifts, Organizations and Grants</i>
		Open Space Land Preservation for land acquisition of high ecological value	\$13,000	\$ 14,278.70	Most Open Space funds are attracted via DTA Personal Property tax insert. <i>DTA Personal Property Tax Assessment Insert, Recurring monthly gifts</i>
		Bench & Tree memorials and commemorations	\$30,000	\$ 25,224.41	Commemorative and memorial trees and benches along approved trails and parks. <i>Donations from Individuals and Organizations</i>

FCPF Official Projects

FY 2026



FCPF
Fairfax County Park Foundation



Project Category	Description of Program/Project need	FY 2026 Fundraising Targets	FY 2025 Donations Received as of 06/30/2025	Comments / Significant Funding Sources
ENVIRONMENTAL EDUCATION CULTURAL/HISTORICAL	Other Environmental, Cultural and Historical projects and programs including Meaningful Watershed Education (MWEE) , Invasive Management Area (IMA) Equity Outreach	\$60,000	\$63,699.35	IMA non-native plant removal, Nature Center MWEE programs; Stewardship training, Resource Mgmt. Division site support/programs and projects. <i>FCPA Friends Groups; IMA Volunteers; Grants; Major and Individual donors</i>
	Major Projects including Ft. Willard Historic Site Improvement Project	\$475,000	\$ 30,701.71	FCPA's Ft. Willard Historic Site Improvements sponsored by The Olmi Family Foundation in FY 2026. (FY 2025 projects included final campaign contributions for the Moon Gate at Green Spring Gardens and Woodlands Stewardship Education Center.) <i>Multi-year Campaigns and Major Individual donors</i>
LONG TERM INVESTMENTS	Investment Brokerage Accounts to endow future needs of FCPA (Lazar Family Fund; Oakton School House; Huntley Meadows and FCPF Forever Funds)	\$275,000	\$ 3,498,737.62	Donations designated for long-term investments (quasi-endowments) including the established Lazar Family Fund for FCPA Natural Resources; Oakton School House Fund; Huntley Meadows/Historic Huntley Fund. and FCPF Forever Fund for future needs of Fairfax County parks. <i>Legacy Gifts; Individuals, Appreciated Stock and other Major Gifts</i>
OTHER PROJECTS*	Projects not included in categories listed above	\$150,000	\$ 380,223.23	Gifts to support Projects outside of the FCPF Official Project categories and Mastenbrook grant donations; <i>Grants; Legacy Gifts</i>
TOTAL TARGET**	FY 2026 Fundraising Target	\$1,535,560	\$ 4,425,797.95	

Board Agenda Item
December 10, 2025

PRESENTATION

Fairfax County Park Foundation FY 2026 Fundraising Plan for Essential Operations

Due to the FY 2026 Fairfax County Park Authority budget reduction, the Park Authority approved a \$150,000 requirement from the Fairfax County Park Foundation to help offset salaries of staff assigned to the Park Foundation.

The Fairfax County Park Foundation Board has approved the fundraising plan at its October 21, 2025 meeting. This plan is developed to request unrestricted funding of \$150,000 for FCPF Essential Operations including salaries in Fiscal Year 2026.

This is in addition to approximately \$100,000 of funding that is donated without restriction to fund approved budgeted Park Foundation operational expenses.

Unless otherwise requested, the Park Foundation will continue to implement the proposed plan.

ENCLOSED DOCUMENTS:

None

STAFF:

Jai Cole, Executive Director, FCPA
Sara Baldwin, Deputy Director/COO, FCPA
Aimee L. Vosper, Deputy Director/CBD, FCPA
Roberta A. Longworth, Executive Director, FCPF

Fairfax
County
Park
Foundation



Fiscal Year 2026

Unrestricted
Fundraising Plan

for Essential
Operations

Agenda

- Increased Budget **Background**
- Unrestricted **History, Need and Gap**
- **Case** for Unrestricted Giving
- Fundraising **Plan Elements**
- Unrestricted Giving **Programs**
- **Appeals and Campaigns**
- **Communication Tools**
- **Expense Management**
- Mid-Fiscal Year **Financial Analysis**
- Closing **Vision**

Fiscal Year 2026 FCPF Increased Budget Background

- Fairfax County Executive required a 10% budget reduction recommendation from every Fairfax County agency for Fiscal Year 2026

- Park Authority included \$300,000 from FCPF to offset staff salaries in FCPA's Fiscal Year 2026 reduced budget of \$3,564,106

- Board of Supervisors split the \$300,000 requirement for FCPF salary offset

\$150,000 transferable from FCPF to FCPA by June 2026

\$150,000 transferable from FCPF to FCPA by June 2027

Unrestricted
Giving
History,
Funding
Need
and
Gap

FCPF Unrestricted Giving History

\$120,935 FY 2022 Total Unrestricted Gifts

\$132,481 FY 2023 Total Unrestricted Gifts

\$158,968 FY 2024 Total Unrestricted Gifts

\$118,356 FY 2025 Total Unrestricted Gifts

FY 2026 Essential Operations Need

\$150,000 Staff Salary Support to FCPA

+ \$100,000 Budgeted Operational Expenses

\$250,000 Total Unrestricted Need

FY 2026 FCPF Unrestricted Gap

\$250,000 FY 2026 Essential Operations Need

- \$120,867 FY 2026 Unrestricted through 11/30/25

\$129,133 Additional unrestricted in FY 2026

Case for Unrestricted Giving

Help where needed most!

- Offers **Flexibility**
- Supports **FCPF Essential Operations**
- Helps **FCPF remain Viable**
- Needed for long-term **Sustainability**
- Keeps **FCPA Parks Thriving**

– Especially Now!

Fiscal Year
2026 FCPF
Fundraising
Plan
Elements

- Encourage **Unrestricted Donations**

- Build **Essential FCPF Benefactors** Group
for Donor Recognition

- Leverage **FCPF 25th Anniversary**
(December 2025 throughout 2026)

Unrestricted Giving Programs

-
- **Workplace Giving** (United Way, Combined Federal Campaign, Commonwealth of Virginia Campaign)
-

- **Monthly Recurring Gifts**
-

- **Grants** (include unrestricted as allowed)
-

- Commemorative **Benches & Trees**
-

- **CARS Vehicle Donations** (Cars, trucks, motorcycles, RVs, boats, tractors, and other motorized vehicles)
-

- **FCPF Board Giving** (100% goal)
-

- **Individual Donor Requests**
-

Fiscal Year 2026 FCPF Appeals & Campaigns

- **Direct Mail Appeal** Letters (Fall / Year-End / Spring)
- **Giving Tuesday** Online Day of Giving
- **Social Media** Campaigns
- **Monthly Newsletter** Appeals
- **Tax Insert** (Department of Tax Administration)
Personal Property Tax Assessment Mailings
- **IRA** Qualified Charitable Distribution (**QCD**) **Gifts**
- Donor Advised Funds (**DAF**) **Grants**
- **Legacy Circle** Gift Planning

FCPF Communication Tools

- **Website**

- **Social Media**

- Facebook
- LinkedIn

- **Monthly Newsletters**

- **Charity Ratings Profiles**

- Charity Navigator
- Candid (Guidestar)

- **Google AdWords**

- **FCPA News Releases & Event Integration**

- **Staff & Board Ambassadors**

Fiscal Year 2026 FCPF Expense Management

- Pause FCPF Customer Relationship Management (**CRM**) **software transition**

- Reduce **non-essential FCPF spending**

- Paid conferences / training
- Professional memberships

- **Use existing Inventory** of Promotional Materials

- Promotional items for FCPA events
- Materials for FCPF Earth Day Tent activity

- **Use Donor Designated funds** (instead of unrestricted funds) to support FCPA projects, programs and events

Mid-Fiscal Year Financial Analysis

January 2026

- Assess **unrestricted revenue**
 - Determine **spring direct mail appeal**
-

March 2026

- Reassess **unrestricted revenue**
 - Board considers **Mandatory Reserves** and **administrative %** in Designated Gift requests
-

June 2026

- **Transfer \$150,000** to FCPA
 - Review results for **FY 2027 Fundraising Plan**
-



Closing Vision



The Fairfax County Park Foundation supports impactful Fairfax County Park Authority improvements, outreach programs and events throughout the community.

We look forward to continued collaboration to enrich parks as we celebrate a quarter-century together!