



DONOR IMPACT REPORT

FISCAL YEAR 2020

Challenge and Resilience

2020 is a year that none of us will forget. Like everyone everywhere, the C&O Canal Trust was forced by the COVID-19 pandemic to abandon “business as usual” and to rapidly adjust to a new and very uncertain environment. It was a test of the Trust’s resilience, and I am pleased to report that our organization remains strong and focused on our core mission of supporting the C&O Canal National Historical Park (NHP).

Our success in meeting this challenge was due in no small part to you – our donors and volunteers. Your generosity in 2019 allowed the Trust to meet the early headwinds of the pandemic in a solid position, and we moved quickly to benefit from available pandemic-related emergency public funding. When it became clear that we would not be able to hold our annual Park After Dark benefit gala, which in normal years accounts for 20 percent of our budget, you stepped up again by generously responding to our *184.5-Mile Challenge*. With your support, we exceeded our goal of raising \$1,000 for every towpath mile to meet our budget by the end of our fiscal year. Thank you! This support was important because, as the horizons of our physical lives narrowed, people flocked to the C&O Canal NHP for respite from the pandemic placing tremendous pressure on Park resources. Thanks to you the Trust was able to provide critical support that has helped the Park remain open throughout this difficult time – a gift to us all.



Conococheague Aqueduct
(Photo: MJ Clingan)

In appreciation for your support over fiscal year 2020 (FY20), we offer this report on the impact of your giving. We could not have done it without you!

With gratitude,

A handwritten signature in cursive script that reads 'Robin Zanotti'.

Robin Zanotti, ACFRE
President

The mission of the C&O Canal Trust, as the official nonprofit partner to the Chesapeake and Ohio National Historical Park, works in partnership with the National Park Service and local communities to raise funds to preserve the Park for future generations and to broaden support through programs that highlight the Park’s historical, natural, and cultural heritage and recreational opportunities.



Providing Volunteer Support Safely



*On Billy Goat Trail A
(Photo: C&O Canal Trust)*

The outbreak of the pandemic in early March forced the C&O Canal Trust to cancel its Canal Pride Days events scheduled for the spring. Over the same period, unprecedented numbers of people flocked to the Park to seek respite from the pandemic, resulting in increased stress on the Park's infrastructure as well as a serious trash problem.

The Trust used this time of enforced inactivity to rethink its 2020 Canal Pride strategy so that once volunteers were permitted back in the Park, they could work effectively while avoiding exposure to the coronavirus.

In July, we began to deploy groups composed of no more than 10 volunteers, observing health protocols, to pick up trash in high visitor use areas. Between July 11 and September 26, 184 volunteers picked up 1,680 pounds of trash at 15 locations between Fletchers Cove (Mile 3.14) and Oldtown (Mile 166.7).

As restrictions were eased, we were able to undertake more complex projects. In August, the Trust worked with volunteers from the Royal Embassy of Thailand to pick up trash and paint picnic tables at Fletchers Cove. Our program team also recruited volunteers who in August and September removed 32 old tires at Violettes Lock, and painted the mule barn and spread mulch at Great Falls. In addition to organized events, the Trust recruited volunteers to go into the Park on their own time to pick up trash.



*Volunteers from the Royal Embassy of Thailand
(Photo: Royal Embassy of Thailand)*

At the Park's request, we have taken over management of the Canal Stewards program that recruits volunteers and organizations willing to make an ongoing commitment to care for specific areas along the C&O Canal. In the immediate future, as the pandemic continues to impact our lives and we await the widespread availability of a vaccine, we will continue to provide volunteer support to the Park where

possible and will remain flexible about 2021 planning while we monitor the developing pandemic situation.

Our Thanks to our 2020 Canal Pride Sponsors

CANAL PATRON



CANAL EXPLORER



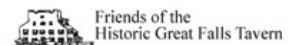
An Exelon Company



CANAL TRAVELER



CANAL PRESERVER



Preserving History, Protecting Guests

Following a three-month closure, the Trust implemented deep cleaning protocols and other COVID-related safety measures, enabling us to reopen our seven Canal Quarters lockhouses in mid-June. Offering a wonderful opportunity for the pandemic-weary to have a safe, socially-distant getaway in the Park, the lockhouses have enjoyed high occupancy since then. Reservations in July, August, and September jumped 52 percent over the same period in 2019, with occupancy in some lockhouses approaching 100 percent in August and September.

Preservation revenue from the program, however, was seriously impacted by the pandemic. The three-month closure resulted in a loss of fee income of more than \$32,000, and enhanced cleaning between guests increased expenses for the program by more than \$18,000 over the last three months of the fiscal year. These losses were somewhat offset by the generosity of folks who donated all or some of their reservation fees when their stays were cancelled. Others have made a donation for cleaning when reserving a lockhouse stay. In total, 1,898 visitors stayed in Canal Quarters lockhouses in FY20.



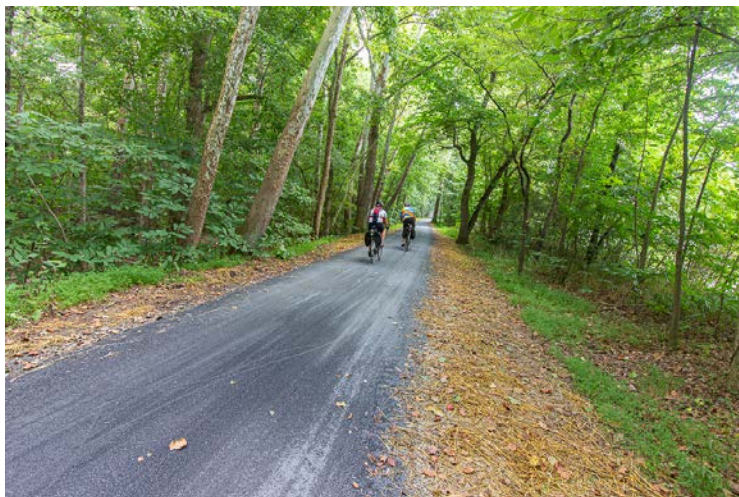
Lockhouse 22 -- Pennyfield

(Photo: Bob Hogan)

Forward Momentum on Towpath Resurfacing

2020 marked the second year of the Park's 80-mile, multi-year towpath rehabilitation project, with 42 continuous miles now completed from Edwards Ferry to the Shepherdstown Bridge. The towpath was graded to facilitate water runoff and resurfaced with crushed stone dust that hardens with use, making it more durable. Work on another eight miles from Violettes Lock to Edwards Ferry will be completed by the end of 2020.

C&O Canal Trust donors contributed over \$36,000 in FY20 to support the project. Those donations were used to support an engineering consultant to work with contractors to ensure that the new surface meets the highest standards.



Towpath near Antietam Aqueduct

(Photo: Simon Barber)

In addition, for the fourth consecutive year, the Trust led a community advocacy campaign to support the Park's application for fiscal year 2021 funding from the State of Maryland's Transportation Alternatives Program (TAP) requesting \$1.14 million to resurface of 12 more miles of the towpath from the Shepherdstown Bridge to Big Slackwater boat ramp.

To date, the Trust has helped the Park secure \$3.3 million in TAP funding for the towpath resurfacing. This has been matched with \$2.7 million from the National Park Service.

Educating a New Generation

The 2019/2020 school year marked the eighth year that the C&O Canal NHP has offered its nationally-recognized Canal Classrooms program to K-12th grade students from our region. Unfortunately, with the pandemic-related closure of schools in March, the spring semester of Canal Classrooms was cancelled. Nevertheless, 2,978 students were able to benefit from the program over the fall 2019 semester into the early spring of 2020. This opportunity allowed young people from a wide variety of backgrounds to enjoy hands-on, in-Park learning using the unique assets of the C&O Canal, and to deepen their knowledge of the natural world in one of the most biologically diverse national parks in the United States.



Students attending Canal Classrooms in Williamsport

(Photo: National Park Service)

In FY20, Trust donors contributed \$49,200 in support of Canal Classrooms.

A Place to Rest and Enjoy the Park



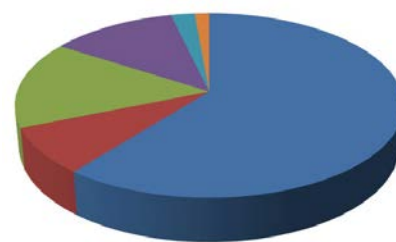
Six new benches were installed along the C&O Canal this year, thanks to the generosity of two bench sponsors. These donations not only paid for the purchase of the benches, but also funded Park beautification and preservation projects. Daofeng and Angela He, who have sponsored 30 benches over the past three years have agreed to sponsor 10 more benches which will be installed in 2021.

Thanks, too, to Jim Heins and his C&O Canal Association bench crew who overcame numerous COVID-related hurdles to get the benches installed.

AUDITED FINANCIALS FISCAL YEAR 2019

SUPPORT AND REVENUE

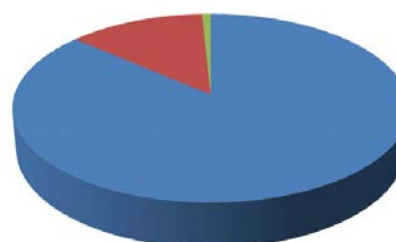
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|-----------------------------|------------------|
| Grants and contributions | \$513,695 |
| Canal Quarters | \$68,817 |
| Park After Dark net revenue | \$130,237 |
| In-kind contributions | \$102,983 |
| Administrative fee revenue | \$19,405 |
| Other income | \$11,762 |
| Total Revenue FY18 | \$846,899 |



- Grants & contributions
- Canal Quarters
- Park After Dark net
- In-kind contributions
- Administrative fees
- Other income

EXPENSES

| | |
|----------------------------|------------------|
| Program Services | \$733,791 |
| General and Administrative | \$108,847 |
| Fundraising | \$6,806 |
| Total Expenses FY17 | \$849,444 |



- Program Services
- General & Administrative
- Fundraising