Deeply rooted in this place...
Looking back and moving ahead

Annual Reports by their nature look back. Last year seems a very long time ago, largely because we are so busy today building on the foundation we laid down in 2006.

Our key areas of focus in 2006 were project development with landowners and public funding.

Significant conservation land acquisition projects are years in the making. From our experience and the planning work that has been done by the Open Space District and many non-profit partners, we have a good sense of which properties throughout Sonoma County ought to be acquired over time for conservation. But it doesn’t just happen. We need to get to know the many landowners, and they need to get to know us, so that when a landowner is ready to sell, he or she understands conservation is an option. Then it can take months or even years to structure a transaction that meets the landowner’s needs. Conservation can be a slow business.

And then there is money. Rare properties, most notably the beautiful Laufenburg Ranch in Knights Valley and the historic Glen Oaks Ranch in Glen Ellen, have been donated outright to Sonoma Land Trust. More often our acquisitions are purchased using public funds. We are fortunate in Sonoma County to have the Sonoma County Agricultural Preservation and Open Space District, funded by a voter-approved quarter-cent sales tax. And in California, voters have a history of generously funding conservation bond measures.

At the beginning of 2006, however, State and local acquisition funds were nearly depleted. The District was planning to go back to the voters to reauthorize its quarter-cent sales tax for another 20 years (Measure F). At the State level a campaign was getting under way for a $5.2 billion bond measure to fund land and water conservation projects (Proposition 84). Sonoma Land Trust participated in both campaigns, and both were successful. Measure F passed with a remarkable 75% yes vote. There can be no more clear demonstration of the value the people of Sonoma County put on the protection of our beautiful natural, agricultural and open lands.

With public coffers replenished—and building on the landowner relationships we have developed—Sonoma Land Trust is moving “with all deliberate speed” to acquire a set of exceptional properties throughout the county which might otherwise be lost to development. These include the Jenner Headlands, Pitkin Marsh, and a major addition to Tolay Lake Regional Park.

Our task is to marshal and secure the public funds available for these acquisition opportunities, but our ability to do so ultimately depends upon generous individual and foundation gifts such as those acknowledged in this Annual Report.

2006 saw our Baylands Program take a major step forward and face a major challenge. By the end of the year most of the planning was completed for our ambitious Sears Point Wetlands and Watershed Restoration Project. Thanks to the generous support of the Gordon and Betty Moore Foundation, we now have a blueprint for restoring a significant natural estuarine ecosystem and developing seasonal wetlands, six
miles of the Bay Trail, and a viewing pavilion. Maintaining viable agricultural uses will be essential to our management of that beautiful, open land where Sonoma County meets the Bay. In a troubling development, the Port Sonoma marina (which wants to be a ferry terminal) continued dumping saline dredge material on one of the Highway 37 ranches over which we hold an agricultural conservation easement, and we found it necessary to sue to enforce the conservation easement. This litigation is continuing.

We added the 60-acre Elarra conservation easement above Sonoma Valley to our tally of protected lands. Our pre-acquisition work to save the spectacular Jenner Headlands was furthered with a generous grant from Tellabs. A grant from Medtronic Foundation supported ongoing on-the-land student environmental restoration activities. A matching grant from the Dennis and Carol Ann Rockey Fund at the Marin Community Foundation and additional funds from the Bothin Foundation will help us build a classroom and viewing pavilion at Sears Point Ranch.

Sonoma Land Trust is here for the long haul—in perpetuity—and we appreciate the abiding support of all who help advance our mission.

Thank you!
Financial statements

The amounts presented here are derived from Sonoma Land Trust’s audited financial statements for the years ending December 31, 2006 and December 31, 2005. Complete copies of the audited reports are available on request.

### STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2006

**SUPPORT AND REVENUE**

- Membership: 537,283
- Contributions: 358,874
- In-kind Contributions: 21,421
- Project Revenue and Fees: 490,331
- Other Income: 111,172
- **Total Support and Revenue**: 1,558,481

**EXPENSES**

- General and Administrative: 551,077
- Fundraising: 205,427
- Projects and Stewardship: 1,631,992
- **Total Expenses**: 2,388,496

**CHANGE IN NET ASSETS**

- (830,015)

### STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2006 AND 2005

#### ASSETS 2006 2005

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<thead>
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<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>1,909,883</td>
<td>2,439,666</td>
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<tr>
<td>Investments</td>
<td>539,188</td>
<td>509,404</td>
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<tr>
<td>Contracts and Other Receivables</td>
<td>88,967</td>
<td>148,509</td>
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<tr>
<td>Pledges Receivable</td>
<td>84,350</td>
<td>56,100</td>
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<tr>
<td>Conservation Lands and Easements</td>
<td>37,451,515</td>
<td>37,474,973</td>
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<tr>
<td>Property and Equipment, Net</td>
<td>310,716</td>
<td>94,838</td>
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<tr>
<td>Deposits</td>
<td>7,377</td>
<td>7,292</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>30,960,186</td>
<td>31,748,694</td>
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#### LIABILITIES AND NET ASSETS 2006 2005

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</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>262,286</td>
<td>233,746</td>
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<td>Current Maturity of Long Term Debt</td>
<td>202,085</td>
<td>200,000</td>
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<tr>
<td>Long Term Debt</td>
<td>11,884</td>
<td>201,000</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td>475,253</td>
<td>433,746</td>
</tr>
</tbody>
</table>

**Net Assets**

- Unrestricted
  - Available for Operations: 1,447,810
  - Board Designated: Conservation Projects: 507,085
  - Board Designated: Conservation Lands and Easements: 37,451,515
  - Temporarily Restricted: 2,408,445
  - **Total Net Assets**: 30,484,933

**TOTAL LIABILITIES AND NET ASSETS**

- 30,960,186
- 31,748,694

*Sonoma Land Trust reports in accordance with Generally Accepted Accounting Principles. This tends to result in timing differences from year to year. For example, grants are recorded in the year received, while the expenses they finance are recorded in the year incurred. This accounts for the negative change in net assets stated here. Grants from prior years were being spent.*
Our diversified portfolio of conservation projects

For more project information, see www.sonomalandtrust.org

ANCHOR PRESERVES
1. Baylands: Sears Point 2,337
2. Estero Americano Preserve 127
3. Glen Oaks Ranch 236
4. Lautenburg Ranch 179
5. Little Black Mountain 500

OTHER SLT OWNED LANDS
6. Baylands: Leonard Ranch 244
7. Baylands: North Parcel 279
8. Freezout Redwoods 89
9. Secret Pasture 300
10. Sonoma Creek 1
11. White Rock Preserve 92

CONSERVATION EASEMENTS
12. Airport Boulevard 50
13. Baylands: Lower Ranch 518
14. Bear Canyon 96
15. Blucher Creek 7
16. Bohemis Ranch 937
17. Canelis Old Growth Redwoods 1
18. Cuffey’s Cove 1,088
19. Elara 60
20. Enchanted Wood 8
21. Finley Creek 240
22. Fish Rock Ranch 7
23. Gird Creek 100
24. Knaus Forest at Nuns Canyon 36
25. Little Creek 49
26. Mason 18
27. Middle Reach 44
28. Mill Creek Old Growth 54
29. Morgan Hill 22
30. Mother Gardens at OAEC 1
31. Nefertierra 78
32. Oak Hill Farm 677
33. OGA Little Creek 73
34. Old Hill Ranch 37
35. Quail Hill 81
36. Rancheria Creek Recesses 602
37. River Bend 32
38. Santa Rosa Creek Headwaters 162
39. Summerfield Waldorf School 32
40. Sunrise Redwoods 20
41. Van Winkle Redwoods 46
42. Ward Creek 240
43. Watson Ranch 530
44. Westridge Knolls 74
45. Baylands: Halperin Baylands 11
46. Baylands: Petaluma River Marsh 49
47. Baylands: Sonoma Baylands 348
48. Bel Marin Keys 1,500
49. Cloudy Bend 388
50. Harrison Grade Serpentine 32
51. Laguna de Santa Rosa 535
52. McCord Ranch 2,786
53. Red Hill 910
54. Rigler Preserve 370
55. Wild Turkey Hill 8

2006 BOARD OF DIRECTORS

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Mark Jacobson, Vice-chair
David Smith, Vice-chair
Carol Williams, Secretary
Robert Brent
Hall Cohran
Mary Hafner

Johanna Patri
Lew Reid
Harry Richardson
Peter Rogers*
Tom Simone
Kathy Torney
Denny Van Ness

* Joined Board in 2007

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Peter Leveque, Jean Schultz, Daphne Smith, Anne Teller, Rick Theis, Mike Wright

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Georgiana Hale, Bob Neale, Taber Ward

Development and Communications
Michael Hayes, Stacey Kauffman, Reta Lockert

Finance and Administration
Lulu Dowrey, Shanti Wright

Volunteer Coordinator
Joe Ficurelli

Sonoma Land Trust protects the scenic, natural, cultural, agricultural and open landscapes
of Sonoma County for the benefit of the community including future generations by
► developing long term land protection strategies
► promoting private and public funding for land conservation
► acquiring land and conservation easements
► practicing stewardship including the restoration of conservation properties
► promoting both a sense of place and a land ethic through activities, education and outreach

Cover photo: Winter’s green grass sets off a venerable oak awaiting spring’s leafing out at Glen Oaks Ranch. © Stephen Joseph

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