

ANNUAL REPORT TO THE COMMUNITY

2017-2018



... to protect the land forever

Dear Sonoma Land Trust Supporters,

A highlight of the year was to open the Sea to Sky Trail — from Jenner Headlands to Pole Mountain — for all to enjoy. This incredible place of coastal meadows, boundless forests and jaw-dropping vistas has drawn people to it for millennia.

Our future is not promised to us. Each generation must work to protect it and Sonoma Land Trust is bringing these initiatives to the fore:

RISING TIDES AND HEALTHY RIVERS

We are working relentlessly to protect Sonoma County's baylands and waterways in the face of climate change. We envision a day when 75 percent of the baylands in our county are restored and salmon are bountiful once again in our rivers and streams.

WILD AND WORKING LANDSCAPES

We are protecting working and natural lands to preserve wildlife corridors, woodlands and forests, and farms and ranches. We are advancing stewardship projects to reduce fuel loads and fire intensity.

CONNECTING PEOPLE WITH THE LAND

Our community conservation efforts are expanding through new programs such as Bay Camp and others in the wings to grow the tent of people we serve in Sonoma County.

When Sonoma Land Trust protects land forever, we make a promise to future generations. We envision a Sonoma County where all can run through open fields, observe wildlife, smell the soil, hug a tree and gaze across the bay. Thank you for your important role in making it so!

We'll see you out there.



Dave Koehler, Executive Director



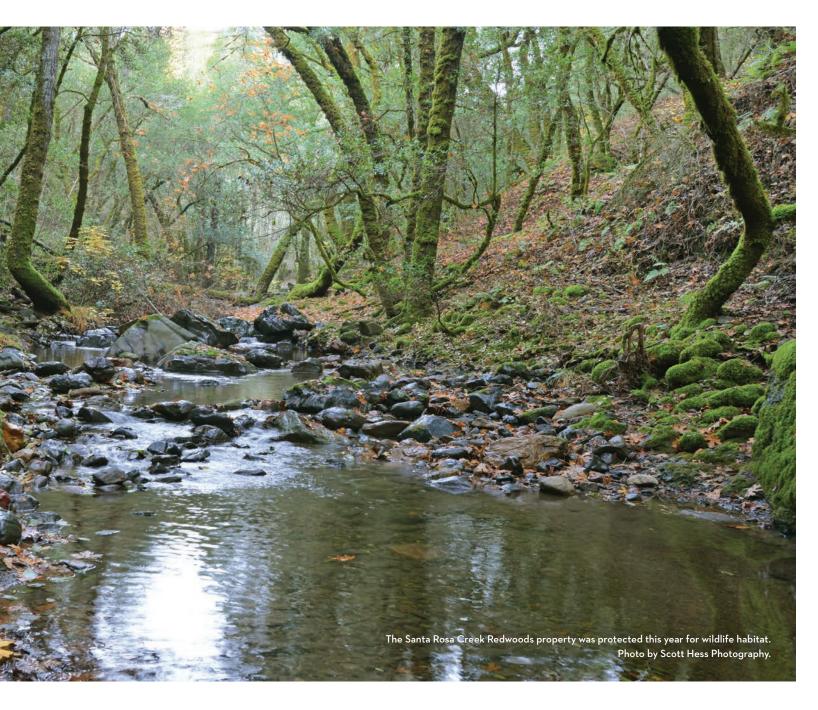


Allison Sanford, Board Chair





Front cover: Enjoying the peace of Pole Mountain. Photo by Corby Hines.



ANNUAL REPORT TO THE COMMUNITY 2017–2018

We are grateful to our community of supporters who made possible the accomplishments highlighted in this annual report. It has been an honor to work alongside our partners, and on behalf of our donors, to conserve more than 50,000 acres of beautiful, wild and working lands in Sonoma County. These lands are critical to our future and we are heartened to see a new generation joining longtime supporters in protecting and caring for the land. Sonoma Land Trust represents a growing community with persistence and passion. Together, we are making a sizable impact.

POLE MOUNTAIN AND JENNER HEADLANDS ARE OPEN

Wonderful news: The Jenner Headlands and Pole Mountain Preserves opened to the public in September! Sonoma Land Trust began raising \$36 million to acquire the 5.630-acre Jenner Headlands property way back in 2005. The plan was to protect the coast, restore the old-growth redwood forests and provide new recreational opportunities – but the thought of extending those activities to the top of Pole Mountain was just a dream. Today, it's a dream realized thanks to the Land Trust's subsequent purchase of Pole Mountain in 2014. Situated between the Jenner Headlands and Sonoma Land Trust's Little Black Mountain Preserve, the acquisition of Pole Mountain connected more than 6.300 acres of open space for wildlife habitat and recreation.

Now, there's free parking, miles and miles of hiking trails, picnic tables and restrooms available via the lovely "Gateway to the Headlands" along Highway 1, which was constructed by our partner, The Wildlands Conservancy.

Don't wait — come out and explore the "Sea to Sky" Trail that starts at the Gateway, traverses the Headlands and culminates at the top of Pole Mountain for an unobstructed and unparalleled 360-degee view from its 2,204-foot-high peak. Start early, bring plenty of water and good hiking boots because this is an adventure destination — one well worth the strengous 15-mile hike.

Sonoma Land Trust remains committed to

protecting the Sonoma Coast for future generations. We are delighted to have protected these two exceptional properties with our partners, Sonoma Ag + Open Space and The Wildlands Conservancy, and additional major funders and your support, so that all may benefit.

M will help ensure that Regional Parks has the necessary funding to take on and maintain new park lands that it receives from Sonoma Land Trust and Sonoma Ag + Open Space. The passage of Measure M is essential.

PARTNERING WITH REGIONAL PARKS

This past year, Sonoma Land Trust added 1,705 acres to the Sonoma County Regional Park system – part of our commitment to helping people connect to the land.

Just a few miles from downtown Santa Rosa is the newly protected Santa Rosa Creek Redwoods.

Adding these 40 acres to Hood Mountain Regional Park and Open Space Preserve will expand protection for a major regional wildlife corridor and the last stand of redwoods in the upper Santa Rosa Creek watershed. This completely undeveloped land contains a pristine and wild stretch of Santa Rosa Creek with big boulders, mature trees and clean, cold water — ideal conditions for the spawning of threatened steelhead trout and the rearing of juvenile steelhead.

With the donation of the 1,665-acre Tolay Creek Ranch to Regional Parks in 2016, Sonoma Land Trust doubled the size of Tolay Lake Regional Park. Now totaling 3,434 acres, the park will open to the public in November.

Your land trust is a strong proponent of Measure M

— Parks for All on the November ballot. Measure



INVESTING IN THE NEXT GENERATION: BAY CAMP YEAR 2

iNos encanta el campamento de la bahía! We love Bay Camp!

Campers and staff had a blast during the second year of our bilingual Bay Camp at Sears Point. We invited low-income, Latino youth to participate in the camp with the goal of creating future conservationists from a demographic that hasn't traditionally benefited from Land Trust programs.

Fifty kids from the Sonoma Valley Springs area — 82 percent of whom received a scholarship — got to enjoy new experiences over three week-long camps in which they explored along the bay and other waterways of Sonoma County. New this year was an "Adventure Week" for youth ages 12–14, which had the kids exploring the ecology of our beautiful county by kayak and paddling as much as eight miles in one day!

A huge thanks to the grantors and donors who made this program possible.





We often forget that we are nature."

- ANDY GOLDSWORTHY



MOVING FORWARD AFTER THE FIRES

Nature is resilient. This year, our community proved that it is resilient, too. The wildfires of October 2017 changed our community's understanding and perspective of wildfire and climate disasters. What was once abstract, watching other communities destroyed by extreme natural disasters, became reality for us last fall.

Approximately 3,000 acres of Sonoma Land Trust's preserves and conservation easement properties were burned in the wildfires, scorching the land and burning buildings, fencing and other infrastructure. As we know, but often forget, fire will always be part of our landscape. Our forests, grasslands and hillsides evolved with fire and are fire adapted. Sonoma Land Trust manages its preserves with fire in mind, but the extreme nature of last year's fires has spurred us to develop a more comprehensive approach to fire across our preserve system.

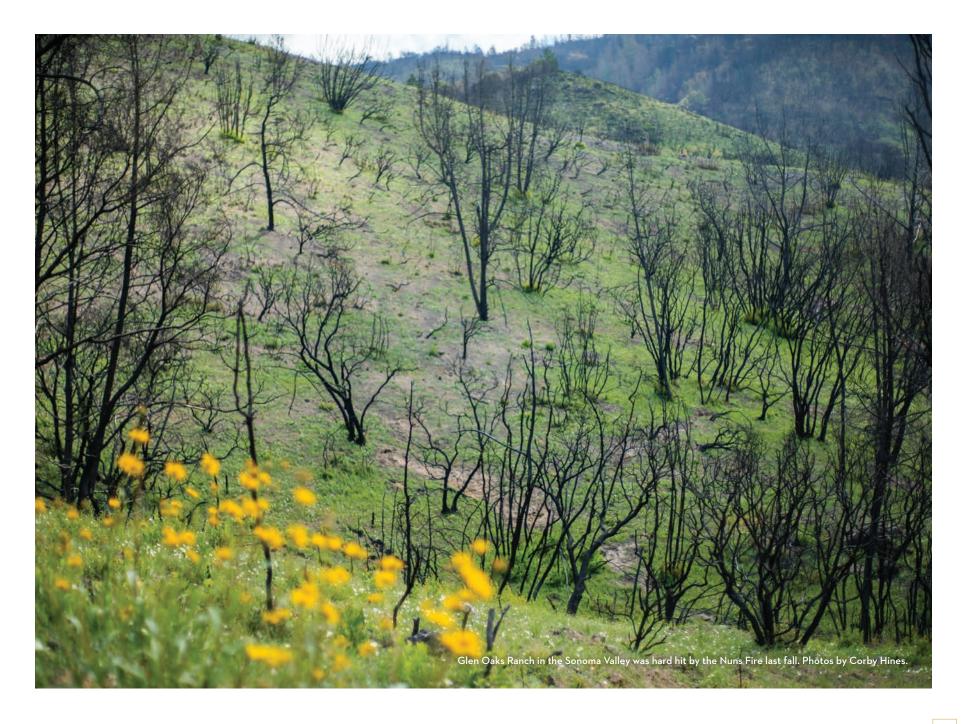
Across our preserves, we are now implementing systems to reduce the impact of future wildfires and amending individual preserve plans to include wildfire planning. We're working closely with our conservation easement landowners whose properties were affected by the wildfires to connect them with professional resources and monitor their properties for fire-related changes to the conservation values. And we are pursuing collaborative efforts with nonprofit and public agency neighbors in Sonoma Valley to reduce regional risks from wildfire and maintain the ecological integrity of the land.

While Sonoma Land Trust manages its lands with fire in mind, the October wildfires are a strong reminder to stay current with fire prevention practices and to keep working with the community and our government and nonprofit partners on fire safety issues. We know that the land and wildlife are responding well after the recent fires; with a thoughtful and carefully planned approach toward managing vegetation and fire on our natural preserves, we will contribute to a safer community and a healthy landscape.



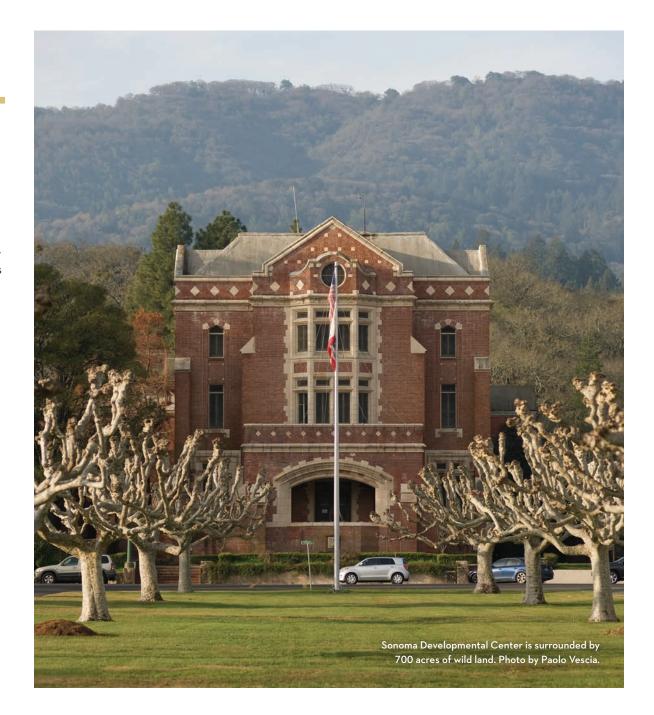






SAVING THE WILD LAND AT SDC

This fall, the last resident of the Sonoma Developmental Center (SDC) will move off the property, signaling the end of a 127-year legacy of state-run care and housing for the developmentally disabled at this very special facility adjacent to Glen Ellen. The State of California will still own the nearly 900-acre property that housed SDC and, with no clear reuse plan in place, the Sonoma Valley community is grappling with what comes next. After five years of community organizing and consensus building, one message is clear: Permanently protecting SDC's land, water resources and diverse natural habitats is the top public concern. With a goal of raising at least \$5 million, Sonoma Land Trust is backing a "Land Protection Proposal" developed by the SDC Coalition to protect the ecologically significant wildlife corridor and natural areas of SDC for adoption by the State in 2019.

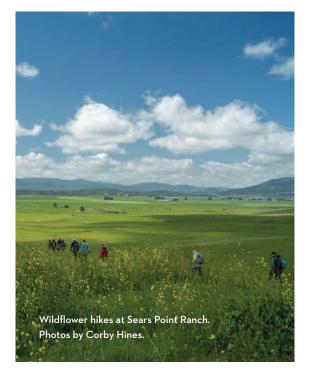


A LEGACY OF LAND PROTECTION

Sonoma Land Trust is working on much more than what we've been able to feature here. A dozen acquisitions are in progress, our wildlife corridor work continues to expand, we've hired a director of community programs to extend our outreach to new and underserved audiences, our On the Land staff conducted 41 outings over the past year, the communications and development departments unveiled a new look for the organization in 2017 and a brand new website is coming this fall, the new marsh at Sears Point is growing faster than anticipated, we secured a major grant to support the purchase of the Santa Rosa Southeast Greenway and the Land Trust was recognized as a Best Place to Work by the North Bay Business Journal.

Our future is not promised to us. Each generation must work to protect it. It is because of your support over many years that this important work has been possible. Thank you for joining us on this adventure.



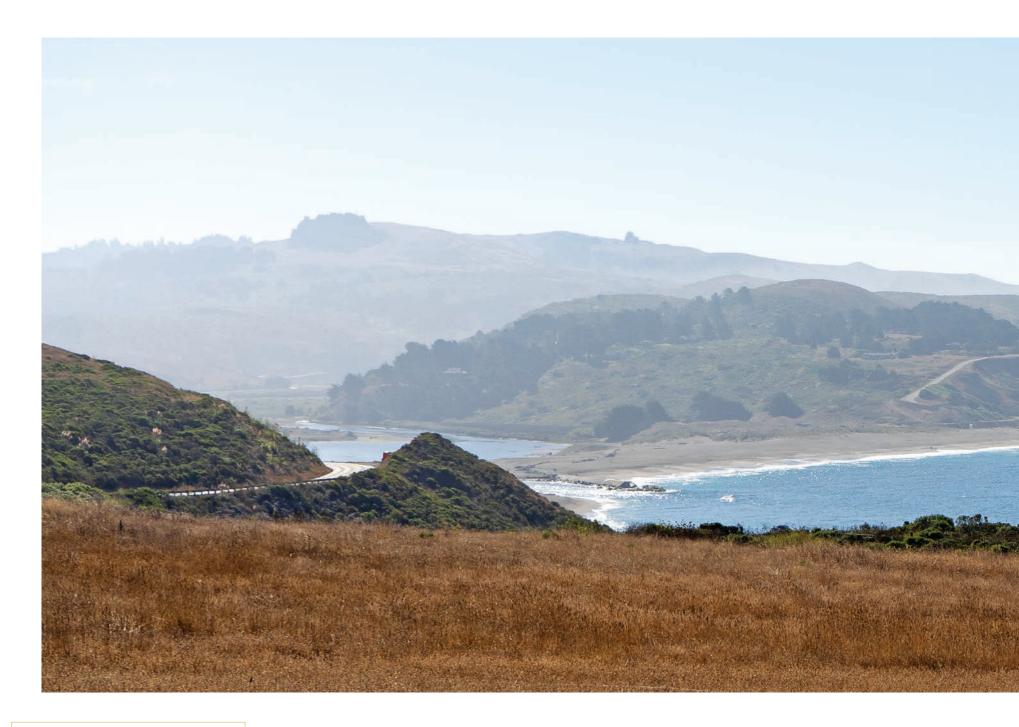


LEGACY LEAGUE

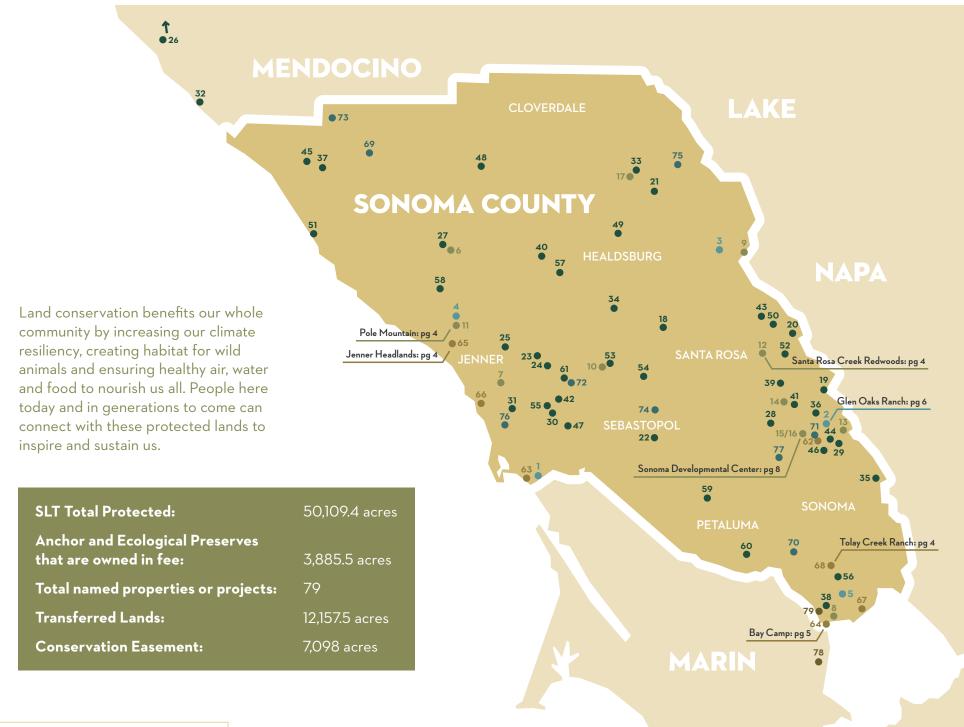
Sonoma Land Trust's Legacy League consists of supporters who love our beautiful places and are taking responsibility through their own estate plans to protect them for future generations. Last fiscal year, we received more than \$2 million dollars from the estates of people who made gifts that will help us care for the land beyond their own lifetimes. We thank the many members, volunteers and staff who have let us know about their legacy commitments, and we invite you to tell us if you have made your own legacy plans that include Sonoma Land Trust.

170
LEGACY LEAGUE
HOUSEHOLDS

Questions about the Legacy League? Contact Reta@sonomalandtrust.org or (707) 526-6930 ext. 105.







ANCHOR PRESERVE ACREAGE 1 Estero Americano 127 2 Glen Oaks Ranch 236 3 Laufenburg Ranch 179 4 Little Black Mountain 500 5 Sears Point Ranch 1,142

0	ECOLOGICAL PRESERVE	
6	Cedars Gateway	40
7	Freezeout Redwoods	89
8	Leonard Ranch	244
9	Live Oaks Ranch	572
10	Lower Pitkin Marsh	27
11	Pole Mountain	238
12	Santa Rosa Creek Redwoods	41
13	Secret Pasture	339
14	Sonoma Creek	2
15	Stuart Creek Hill	14
16	Stuart Creek Run	3.5
17	White Rock Preserve	92

O CONSERVATION EASEMENT 18 Airport Boulevard 19 Bald Mountain Ranch 420 20 Be Here 100 21 Bear Canyon 22 Blucher Creek 23 Bohemia Ecological Preserve 24 Bohemia Ranch 25 Canelis Old-Growth Redwoods 1 26 Cuffey's Cove 1,068 27 Dimbat Tree Farm 28 Drake Family 34 29 Elarra 30 Enchanted Wood 31 Finley Creek 240 32 Fish Rock Ranch 33 Gird Creek 34 Griffin Wildlife Sanctuary 35 John Holden 36 Knaus Forest at Nuns Canyon 37 Little Creek 38 Lower Ranch 528 39 Mason 18 40 Mill Creek Old Growth 54 41 Morgan Hill 22 42 Mother Gardens at OAEC

0	CONSERVATION EASEMENT, CONT	ACREAGE
43	Nefertierra	78
44	Oak Hill Farm	677
45	OGA Annapolis	73
46	Old Hill Ranch	37
47	Quail Hill	80.5
48	Rancheria Creek Recesses	602
49	River Bend	32
50	Rock Fall Woods	31
51	Rocky Point	255
52	Santa Rosa Creek Headwa	iters 162
53	Sassin	6
54	Summerfield Waldorf Scho	ool 32
55	Sunrise Redwoods	20
56	Tolay Creek Riparian	36
57	Van Winkle Redwoods	46
58	Ward Creek	240
59	Watson Ranch	530
60	Westridge Knolls	74
61	Wild Turkey Hill	8

O TRANSFER	
62 Curreri	29
63 Estero Ranch	547
64 Halperin Baylands	11
65 Jenner Headlands Pre	serve 5,630
66 Red Hill	910
67 San Pablo Bay Nationa	d 3,365.5
Wildlife Refuge	
68 Tolay Creek Ranch	1,665

0	ACQUISITION	
69	Buckeye Forest	19,645
70	Cloudy Bend	388
71	Happ-Moses	0.4
72	Harrison Grade Serpentine	32
73	Howlett Ranch	1,380
74	Laguna de Santa Rosa	535
75	McCord Ranch	2,786
76	Rigler Preserve	370
77	Sonoma Mountain Ranch	283

0	TECHNICAL ASSISTANCE STEWARDSHIP	
78	Bel Marin Keys	1,500
79	Petaluma River Marsh	49

66

One way to open your eyes to unnoticed beauty is to ask yourself, 'What if I had never seen this before? What if I knew I would never see it again?'"

- RACHEL CARSON



THE SUMMIT LEADERSHIP CIRCLE

With a shared commitment to preserving the beautiful, wild and working landscapes of Sonoma County, Sonoma Land Trust celebrates those who contribute \$10,000 or more on an annual basis. The leadership and generosity of the following group is vital to the organization and our ability to protect the land of this county forever. We are deeply appreciative of these donors and for their gifts and grants made from April 1, 2017 through March 31, 2018.

An * signifies enrollment in the recurring monthly, quarterly or annual giving program.

\$50,000+

Anonymous (1)

Community Foundation Sonoma County

Rob Das and Beth Berkson

John Fisher and Jennifer Caldwell

Fran Conley

Geyserville

Community Foundation

Hal and Katherine Hinkle

Impact100 Sonoma

Valerie and Michael Kobal

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Resources Legacy Fund

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San Francisco Foundation

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George S. Craft and Lilly Frawley

Lynne Deegan-McGraw

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Maria Cardamone

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Sonoma Wine Country Weekend

Jake Warner and Toni Ihara

\$10,000-\$19,999

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Roland Gangloff

Daphne Smith

Sonoma Clean Power

The Taheri Foundation

Vadasz Family Foundation

Peter and Marian Van Alyea

Denny and Kate Van Ness



THE EVERGREEN CIRCLE

The following generous supporters are recognized for their dedication and loyal support, made from April 1, 2017 through March 31, 2018, which is significantly helping Sonoma Land Trust achieve its mission.

\$5.000-\$9.999 Anonymous (1)

Marie Andel Harold Appleton Thomas Bachman Meg Beeler and Tom von Tersch The Mervyn L. Brenner Foundation Robert and Paula Brent Glenn and Peggy Calkins Frank and Pat Carrubba Marie Chandoha and David Anderson Ambassador Charles E. Cobb

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Mark and Jaime Zukowski

LEAVING A LEGACY

For their foresight and generosity, we recognize the following individuals and families for making Sonoma Land Trust part of their estate plans.

LEGACY LEAGUE MEMBERS WE REMEMBER

Donald Bradley Betty Burridae Alden Gilchrist Ann Baumann Gordon Dennis Garv Alden Gilchrist

John and Carolyn Kizer Woodbridge

Ruth Bellman Belmont Bill Tauck

Thomas Tyrrell Roberto Skinner

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Gretchen Whisenand Carol C. Williams Don C. Williams Joan Woodhull

P. Lynn Woodward Anne Wurr Wendy Zukas



LINDA LEA LEGACY LEAGUE MEMBER

Although it was more than 15 years ago, Linda Lea still remembers the tears rolling down Simon Murunda's face as he gazed up enraptured by the redwoods on Sonoma Mountain Road. The visiting school director from the savannah of Tanzania was astonished that such trees not only existed, but were "free" in this place.

Linda, a member of the Land Trust's Legacy League, knew Simon from her work with Global Partners for Development. an NGO within which she started a scholarship fund for East African girls. Having inexplicably yearned to visit Africa since growing up in Illinois, Linda realized that dream and became an effective advocate for young women in Uganda, Tanzania and Kenya, about 1,200 of whom have benefitted from her scholarship fund.

Having taught teacher education and traveled the globe for decades, Linda understands how important it is to be grounded in an extraordinary place like this one she loves so much. Her planned gift continues her commitment beyond her own lifetime, helping ensure quality of life here for her daughter and granddaughter.

SUPPORTERS

Thanks to these members whose vital support from April 1, 2017 through March 31, 2018 helps protect and care for the land we all love.

\$500-\$999

Kenneth and Karen Adelson Suzanna Alhin Jerry Anderson and Tricia Coxhead* Allison Ash and Marc Schwager Suzanne Badenhoop and Guy Lampard Robert and Anne Baldwin Edward and Susan Barich Richard Bartlett

Helen and Michael Bates Patricia Belardi

Helen and Robert Berg JoAnn and Jack Bertges

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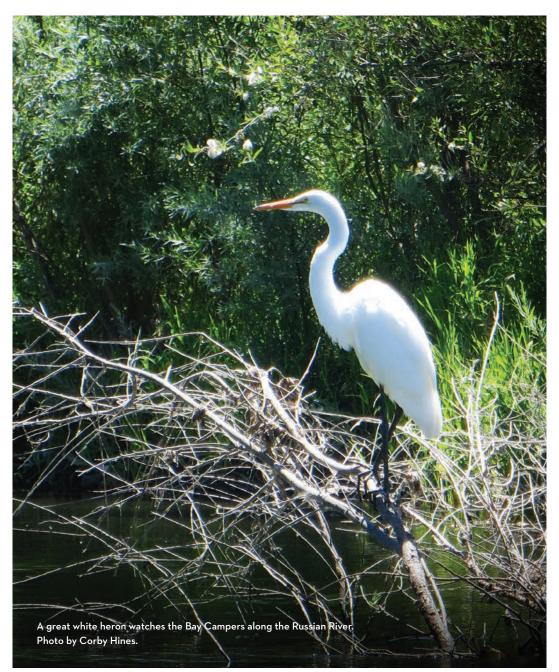
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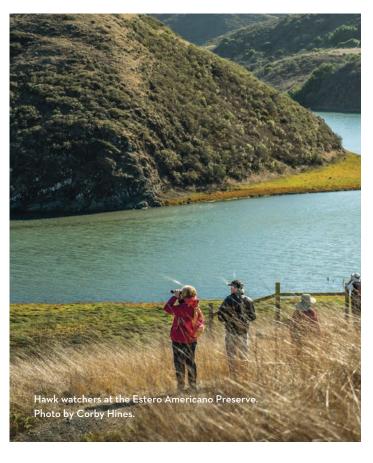
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The following donated gifts honoring exceptional individuals and celebrating special events. It's a privilege for Sonoma Land Trust to be involved.

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Sharon Ponsford and Chris Jones

In Celebration of Marilyn Wolf

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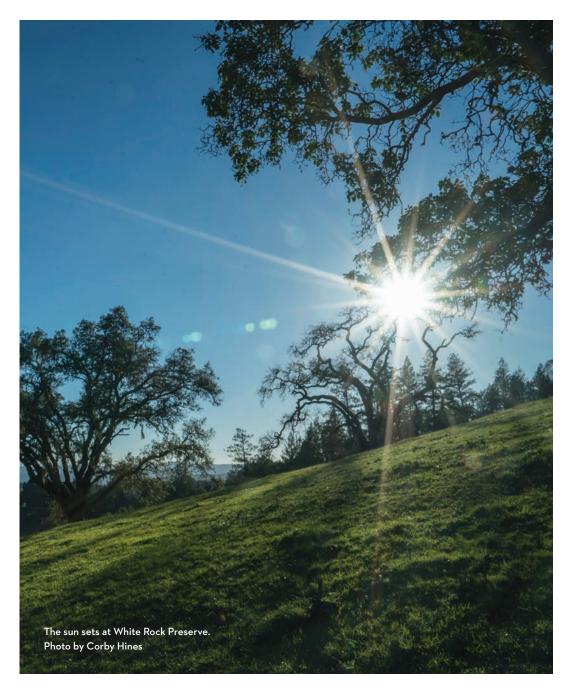
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BUSINESS PARTNERS PROGRAM

We gratefully acknowledge our business partners, which act to protect and share the lands that make Sonoma County special, now and for generations to come.

LEADER LEVEL \$10.000



STEWARD LEVEL \$5.000















[big bottom market]







SUSTAINER LEVEL \$1,000

CSAA Insurance Group
David Bowler Wine
Domaine Carneros
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Freezeout Coffee
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SONOMA CLEAN POWER

Sonoma Clean Power first began service in 2014 and, over the past four years, has evolved into much more than just a public electricity provider; it also creates customer programs that help reduce local greenhouse gas emissions and contribute to the overall sustainability of the communities they serve. SCP's services are practical, affordable and inclusive, so that everyone can be part of the transition towards a renewable energy future.

"We are proud to support organizations like Sonoma Land Trust, which have a positive impact on the lives of our community members and the environment. SCP's solutions and partnerships are locally grown, but together, the actions we take are turning the tide on climate change globally!"

— Geof Syphers

GIFTED MEMBERSHIPS

Thank you to the following people who purchased a Sonoma Land Trust membership for friends and family! We are pleased to welcome their loved ones into our community of supporters and recognize their exceptional gift-giving skills.

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The Landowner Circle is a special group of Sonoma Land Trust members who own and manage conservation easement properties.

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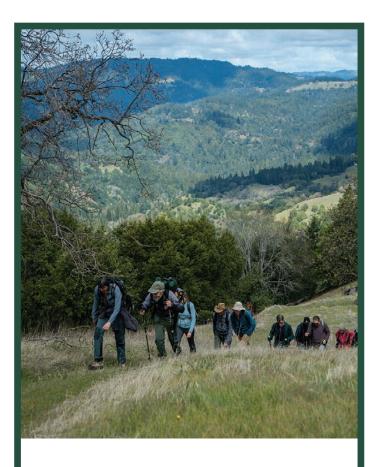
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GIVE THE GIFT OF CONSERVATION

When you give a Sonoma Land Trust membership to friends and family, you share with them the benefits of protecting and caring for Sonoma County's beauty and biodiversity. And, like all members, they'll get the chance to join us on the land and at gatherings throughout the year!

VOLUNTEERS

We gratefully acknowledge the commitment and dedication of the following individuals who volunteered a combined 5.431 hours of their time from January 1, 2017 through March 31, 2018. Our hats are off to you!

Robert Adams Rart Albarts Nabeel Al-Shamma Tania Amochaev Harold Appleton Gerald Arrington Andy Baker

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Andrew Zarrillo

Carol Zychowski

Wendy Zukas

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Please contact Ali Records at ali@sonomalandtrust.org or (707) 526-6930 ext. 108 with any corrections.

When one tugs at a single thing in nature, one finds it attached to the rest of the world."

- JOHN MUIR

STATEMENT OF FINANCIAL POSITION AT MARCH 31, 2018

The amounts presented here are derived from the Sonoma Land Trust's financial statements for the year ending March 31, 2018. A copy of the audited report of the financial statement is available upon request.

Cash and cash equivalents	\$12,140,141
Investments	4,507,470
Contracts and other receivables	1,271,592
Contributions receivable	315,373
Deposits and other assets	207,943
Conservation lands and easements	21,286,047
Property and equipment (net)	457,217
Property subject to life estate	1,031,681
Total Assets	\$41,217,464

LIABILITIES AND

NET ASSETS FYE 3/31/18 (audited)

Liabilities

Accounts payable and accrued expenses \$981,479
Deferred revenue 1,942,587
Notes payable 19,953
Conditional grants & refundable advances 1,089,953
Use obligation-life estate 590,157
Security deposits 6,750

Total Liabilities \$4,630,879

Net Assets

Unrestricted

Available for operations	\$5,594,207
${\sf Board\ designated-conservation\ projects}$	3,159,984
Investment in conservation lands	21,286,047
otal unrestricted net assets	30,040,238
emporarily restricted net assets	6,536,347
Permanently restricted net assets	10,000

Total Net Assets \$36,586,585

Total Liabilities and Net Assets \$41,217,464



STATEMENT OF ACTIVITIES FOR THE YEAR ENDED MARCH 31, 2018

REVENUE AND SUPPORT	FYE 3/31/18	EXPENSES	FYE 3/31/18
Contributions and grants	\$5,164,889	Projects and stewardship	\$3,465,971
In-kind contributions	69,558	Governance and administrative	1,501,765
Project revenue & fees	237,188	Fundraising Total Functional Expenses	903,738 \$5,871,474
Rental income	276,129		
Investment income	461,097	Change in net assets from operations Other income and expense	\$371,797 187.878
Other income	34,412	Grants to others	\$(1,330,000)
Total Revenue and Support	\$6,243,273	Change in Net Assets	\$(770,325)

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Bob Neale

Stewardship Director

Shanti Edwards

Stewardship Project Manager

Kate Freeman

Stewardship Assistant Project Manager

Trevor George

Stewardship Project Manager

Tony Nelson

Sonoma Valley Program Manager

Kyle Pinjuv

Conservation Easement Program Manager

Katy Reynolds

Stewardship Assistant Project Manager

Crystal Simons

Special Programs Manager

Tom Tolliver

Fire Recovery Project Manager

Community Programs Department

Neal Ramus

Director of Community Programs

Karen Arrington

Volunteer Program Manager

Ingrid Stearns

On the Land Program Manager

Corby Hines

Outings Guide

Communications Department

Sheri Cardo

Director of Communications

Heather Ah San

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Development Department

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Director of Philanthropy

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Major Gifts Officer

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Lisa Segraves

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Department Paul DeMarco

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Frances Lum

Accounting Assistant

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Elizabeth Newton Office Manager

I inda Parker

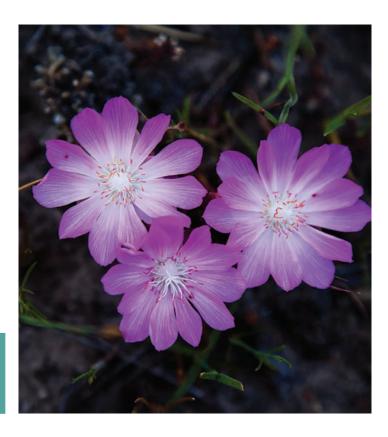
Senior Accountant

Not sure whether your membership is current? Please contact Ali Records at ali@sonomalandtrust.org or (707) 526-6930 ext. 108. We're happy to help you renew your support!

OUR MISSION

Sonoma Land Trust protects scenic, natural, agricultural and open landscapes for the benefit of the community and future generations by:

- Developing long-term land protection strategies
- Promoting private and public funding for land and conservation
- Acquiring land and conservation easements
- Practicing stewardship, including the restoration of conservation properties
- Promoting a sense of place and a land ethic through activities, education and outreach





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