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.

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

The Santa Rosa Creek Redwoods property was protected this year for wildlife habitat. Photo by Scott Hess Photography.
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-degree 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 strenuous 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.

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 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.
Investing in the Next Generation: Bay Camp Year 2

¡Nos 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.

— ANDY GOLDSWORTHY

We often forget that we are nature.”
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.
Glen Oaks Ranch in the Sonoma Valley was hard hit by the Nuns Fire last fall. Photos by Corby Hines.
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.

Legacy League Households

Questions about the Legacy League? Contact Reta@sonomalandtrust.org or (707) 526-6930 ext. 105.
The view from the new “Gateway to the Jenner Headlands” on the September 7–9 opening weekend. Photo by Lance Kuehne Photography.
Land conservation benefits our whole community by increasing our climate resiliency, creating habitat for wild animals and ensuring healthy air, water and food to nourish us all. People here today and in generations to come can connect with these protected lands to inspire and sustain us.

<table>
<thead>
<tr>
<th>SLT Total Protected:</th>
<th>50,109.4 acres</th>
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<tr>
<td>Anchor and Ecological Preserves that are owned in fee:</td>
<td>3,885.5 acres</td>
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<td>Total named properties or projects:</td>
<td>79</td>
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<td>Transferred Lands:</td>
<td>12,157.5 acres</td>
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<td>Conservation Easement:</td>
<td>7,098 acres</td>
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</table>
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
Our supporters climb to the top of Pole Mountain.
Photo by Corby Hines.
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+**

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The Taheri Foundation
Vadasz Family Foundation
Peter and Marian Van Alyea
Denny and Kate Van Ness
The world laughs in flowers.”
— HENRY DAVID THOREAU
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.

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An * signifies enrollment in the recurring monthly, quarterly or annual giving program.
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 Burrell
Alden Gilchrist
Ann Baumann
Gordon Dennis Gary
Alden Gilchrist
John and Carolyn Kizer Woodbridge
Bill Tauck
Thomas Terrill
Roberto Skinner

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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 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.
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
Suzanne Albin
Jerry Anderson and Tricia Coxhead
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An * signifies enrollment in the recurring monthly, quarterly or annual giving program.
ANNUAL REPORT TO THE COMMUNITY 2017-2018

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We gratefully acknowledge the following for their gifts or pledges made from April 1, 2017 through March 31, 2018. An * signifies enrollment in the recurring monthly, quarterly or annual giving program.

A great white heron watches the Bay Campers along the Russian River. Photo by Corby Hines.
We gratefully acknowledge the following for their gifts or pledges made from April 1, 2017 through March 31, 2018. An * signifies enrollment in the recurring monthly, quarterly or annual giving program.
Christopher and Mary Szecsay
Jill and Ira Tager
Jill and John Templeton
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In Honor of Urban and Chris Cummings
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In Memory of Ruth Dain
Cecilia Mosler
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Robert Sarkela
In Memory of Colin Davidson
Jake and Barbara Mackenzie
In Memory of Pat Eliot
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Michael and Gretchen Cingari
In Honor of all firefighters and first responders
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In Memory of Francesca
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In Memory of David Frieder
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In Memory of Jake Hamlin and Odette Fazzio
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In Memory of Wesly Huss
Sonja Morris
In Celebration of Christine Johnson Duncan
Tom and Marly Jones
In Honor of Susie Jones
Romie Bailey

We would like to thank all the individuals and organizations that have supported the Sonoma Land Trust in various capacities. Your generosity and commitment to preserving Sonoma County’s natural heritage is immeasurable.

The Sonoma Land Trust is a qualified 501(c)(3) organization. Tax ID #23-1719852.
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Ellen Gill Pastore

In Memory of Carole Peccorini
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In Memory of those who lost their lives in
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David E. Root and Marylin Wolf

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Paul and Debi Zeni
Jeanette Macdonald
Dave Arkin and Ann Till
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In Celebration of Sylvia Zensen
Roger Gindi and Gregory Victor
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

SUSTAINER LEVEL
$1,000

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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.

David and Sofia Chen  
Sarah and Jamie Chesler  
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Barbara Gray and Samuel Leader  
Harland Karhn and Loretta Barsamian  
The Kajeckas Family  
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Jack and Mary Lawrence  
Cynthia Potter  
Christina and Evan Sharp  
Sharpey Simmons  
Harold and Vera Stein  
Sarah Stiles  
Doris Tan  
Eric Tobias  
David and Georgia Vossler  
Megan Vossler and Byron Pringle  
Maring Weil  
Johanna Zetterberg and Benjamin Goldstein

CORPORATE MATCHING GIFTS

We appreciate those who maximize their giving by seeking matching gifts from the following companies.

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Bank of the West  
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Chevron  
Community Safety Foundation  
Constellation Brands  
Dairyland Canine  
Elsevier Foundation  
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Google  
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Intel Corporation  
Johnson & Johnson  
Kaiser Permanente  
Ketron Financial  
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S. D. Bechtel, Jr. Foundation  
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IN-KIND GIFTS

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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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Larry Wasm  
Wenchun Zhu

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!
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  
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Carol Zychowski

— JOHN MUIR

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

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>FYE 3/31/18 (audited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$12,140,141</td>
</tr>
<tr>
<td>Investments</td>
<td>4,507,470</td>
</tr>
<tr>
<td>Contracts and other receivables</td>
<td>1,271,592</td>
</tr>
<tr>
<td>Contributions receivable</td>
<td>315,373</td>
</tr>
<tr>
<td>Deposits and other assets</td>
<td>207,943</td>
</tr>
<tr>
<td>Conservation lands and easements</td>
<td>21,286,047</td>
</tr>
<tr>
<td>Property and equipment (net)</td>
<td>457,217</td>
</tr>
<tr>
<td>Property subject to life estate</td>
<td>1,031,681</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$41,217,464</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th>FYE 3/31/18 (audited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$981,479</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,942,587</td>
</tr>
<tr>
<td>Notes payable</td>
<td>19,953</td>
</tr>
<tr>
<td>Conditional grants &amp; refundable advances</td>
<td>1,089,953</td>
</tr>
<tr>
<td>Use obligation-life estate</td>
<td>590,157</td>
</tr>
<tr>
<td>Security deposits</td>
<td>6,750</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>$4,630,879</td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td></td>
</tr>
<tr>
<td>Available for operations</td>
<td>$5,594,207</td>
</tr>
<tr>
<td>Board designated — conservation projects</td>
<td>3,159,984</td>
</tr>
<tr>
<td>Investment in conservation lands</td>
<td>21,286,047</td>
</tr>
<tr>
<td>Total unrestricted net assets</td>
<td>30,040,238</td>
</tr>
<tr>
<td>Temporarily restricted net assets</td>
<td>6,536,347</td>
</tr>
<tr>
<td>Permanently restricted net assets</td>
<td>10,000</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$36,586,585</td>
</tr>
</tbody>
</table>

| **Total Liabilities and Net Assets** | $41,217,464 |

## Statement of Activities for the Year Ended 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.

<table>
<thead>
<tr>
<th>Revenue and Support</th>
<th>FYE 3/31/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$5,164,889</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>69,558</td>
</tr>
<tr>
<td>Project revenue &amp; fees</td>
<td>237,188</td>
</tr>
<tr>
<td>Rental income</td>
<td>276,129</td>
</tr>
<tr>
<td>Investment income</td>
<td>461,097</td>
</tr>
<tr>
<td>Other income</td>
<td>34,412</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td>$6,243,273</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>FYE 3/31/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projects and stewardship</td>
<td>$3,465,971</td>
</tr>
<tr>
<td>Governance and administrative</td>
<td>1,501,765</td>
</tr>
<tr>
<td>Fundraising</td>
<td>903,738</td>
</tr>
<tr>
<td><strong>Total Functional Expenses</strong></td>
<td>$5,871,474</td>
</tr>
<tr>
<td>Change in net assets from operations</td>
<td>$371,797</td>
</tr>
<tr>
<td>Other income and expense</td>
<td>187,878</td>
</tr>
<tr>
<td>Grants to others</td>
<td>$(1,330,000)</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>$(770,325)</td>
</tr>
</tbody>
</table>
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
We are as much alive as we keep the Earth alive.”
— CHIEF DAN GEORGE