

DEAR FRIENDS:



Dave Koehler (left) and Denny Van Ness.

We feel extraordinarily privileged to provide this report on the investment you've made in the mission and work of Sonoma Land Trust. What is most striking to us is the passion and commitment our supporters have demonstrated for preserving special places that shape the beauty of Sonoma County.

At Sonoma Land Trust, we're built for protecting and stewarding land. Every day, we find opportunities to conserve land in ways that improve or preserve the natural world around us. By protecting wildlife corridors and restoring streams, we've reconnected salmon to their historic spawning grounds and ensured that species such as the badger, fox and bobcat remain a living part of our county's natural heritage.

By bringing the tides back to the Baylands, we play an important role in international effo ts to restore historic wetlands that have been relied upon for millennia by migratory birds of the Pacific Flyway. By preserving land on our rugged coast and throughout Sonoma County, we protect watersheds, working landscapes and scenic beauty that forms all of what we appreciate most about Sonoma County.

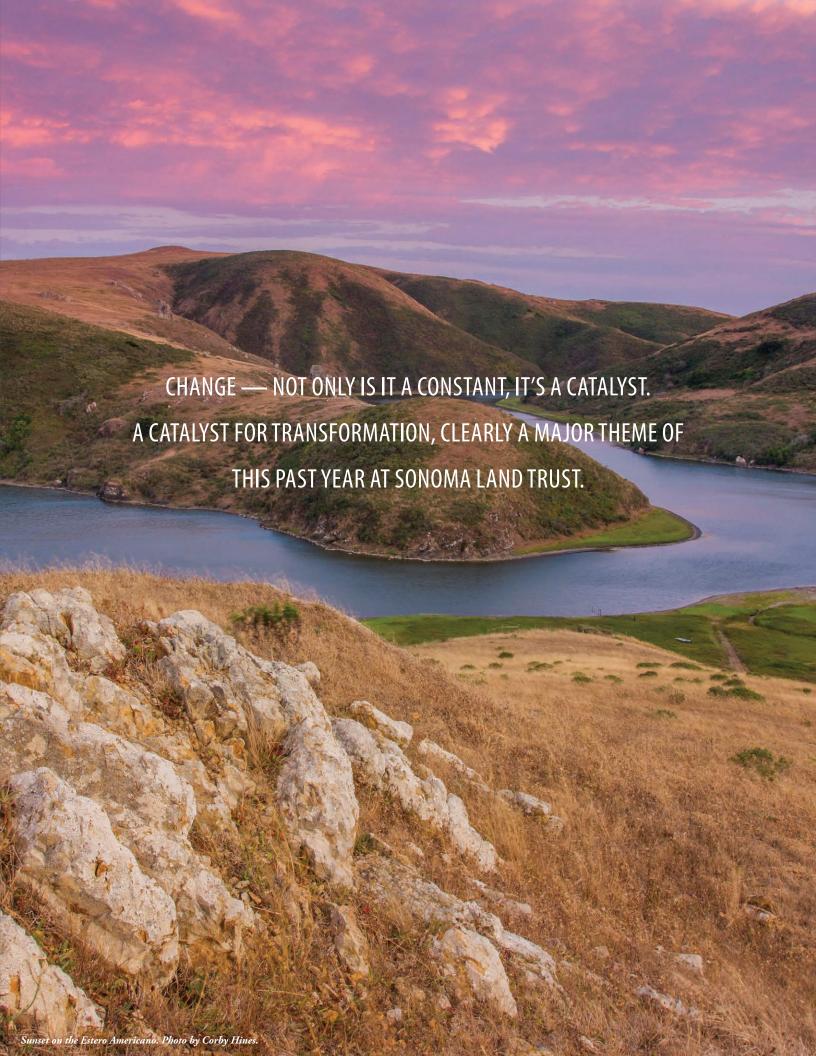
In doing our work, we face challenges presented by California's growth, escalating land prices in Sonoma County, and pressures of economic and political decisions — such as those our community is now facing with the Sonoma Developmental Center. Your support is needed now; the impact we can make together will last for decades and beyond.

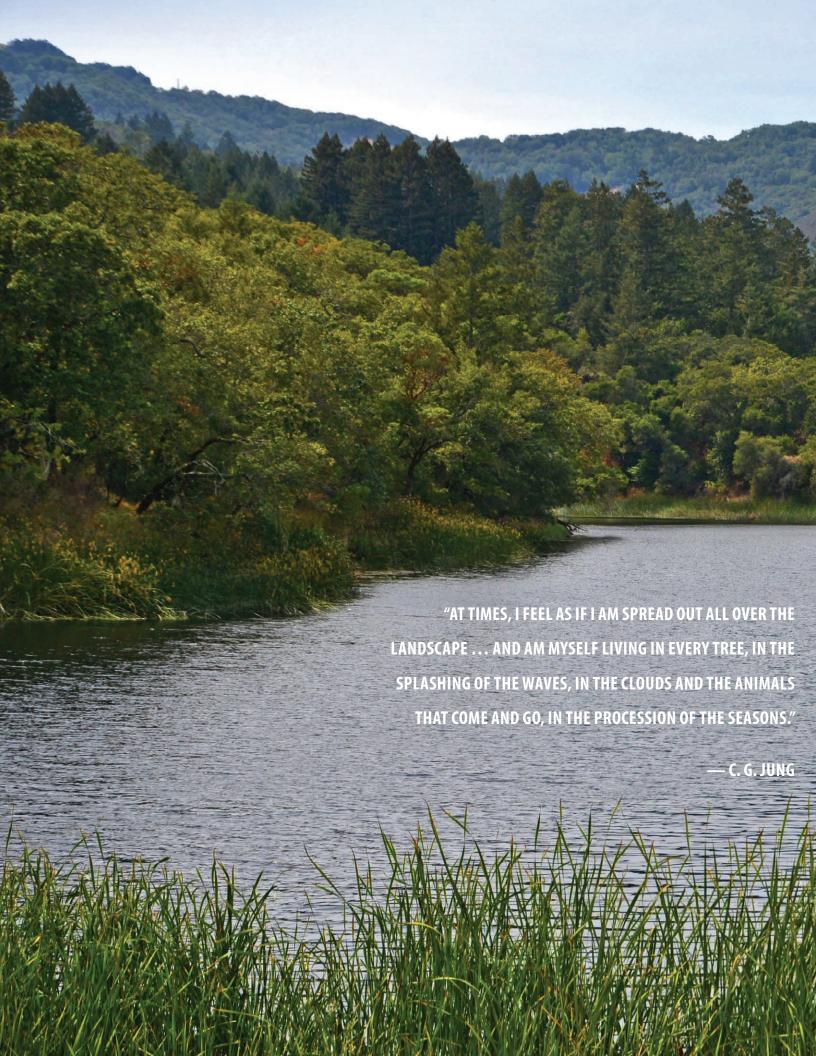
Our track record for leveraging the gifts you donate to us is that for every \$3 contributed by individuals and businesses, we have raised an additional \$10 from competitive grants and other sources. We're privileged to be part of a great organization with a dedicated board of directors, and a talented and experienced staff doing outstanding work every day, supported by an active and engaged volunteer workforce.

In the environment of California's rapid growth and change, the need for our work is more urgent than ever. With your help, we will continue to advance our mission and portfolio of key projects protecting the threatened landscapes of Sonoma County. The work you help us do is vital for people of today and for generations to come.

Jany Von Kool (June Kuchle

Denny Van Ness Chair. Board of Directors Dave Koehler Executive Director







Drawing upon our core strength of protecting land, we're applying our skills and experience to the toughest challenges facing the diverse landscapes of Sonoma County. Th ough convening community partners, we're finding solutions for addressing imminent social and environmental decisions that will be made and have a lasting impact on the built and natural worlds in Sonoma Valley and in Santa Rosa. Th ough connecting people with nature, we're bringing the tides, wetlands and wildlife back to Sears Point and preserving the rugged and iconic Sonoma Coast. Rural and urban, natural and built, we are at work in Sonoma County and making a diffe ence for long-term, successful outcomes in conservation.

More than ever, your support is enabling us to transform our programs to meet the needs of a shifting landscape and a changing county — evolving to become ever more adept at protecting our beautiful, life-sustaining land for present and future generations.

Ours is never the work of one person or even a few. It demands persistent devotion from all of us — board, staff, volunteers, members, leadership donors and partners. Only together can we save and restore, protect and preserve, proffer and enjoy the wild abundance that characterizes Sonoma County. Without your support, this vital work simply would not be possible. We thank you!



EVEN A MOUNTAIN DOESN'T STAND STILL

Over the past 39 years, your support has built the Land Trust into one of the county's leading civic organizations. Like a mountain, we are strong and steady, but unlike a mountain, we can't afford to move in geologic time. Our mission is ambitious and requires us to act quickly and effectively to protect scenic, natural, agricultural and open land for the future of Sonoma County. Thanks to you and your generous support, Sonoma Land Trust is able to strategically and opportunistically acquire land that would otherwise be lost in the expensive, fast-paced real estate market of the Bay Area. Here are some of the projects on which we are currently working.

CURRERI > We are continuing to protect the threatened Sonoma Valley Wildlife Corridor. Last fall, we acquired the 29-acre Curreri property adjacent to Sonoma Valley Regional Park to both expand the size of the park for visitor enjoyment and also to keep it a protected area for wildlife movement. Thankyou for making this possible. We are also grateful to the Curreris for seeking a conservation outcome for their beloved family property, and to our funders, which included the Sonoma County Agricultural Preservation and Open Space District, Gordon and Betty Moore Foundation and the Sonoma County Regional Parks Foundation. As seller Paul Curreri so generously stated,

"For my family, this is a legacy issue. Our land is really more valuable as a place where children can connect with nature and wildlife can continue to roam."

SONOMA DEVELOPMENTAL CENTER > Sometimes, acquisition projects require us to stretch beyond our traditional role as a land trust. This is certainly the case regarding our central involvement with the Transform SDC project. We are leading a ground-breaking effort to create a public-private partnership driven by community ideas and values that showcases the Center's history, maintains critical services for

the developmentally disabled, and preserves the natural resources and open space of the site. The support of people like you, leadership donor Sharon Bard who contributed a substantial gift to the project, Impact 100 Sonoma, and the Gordon and Betty Moore Foundation have ensured that we have the resources at our finge tips to keep the project on track.

Designing a sustainable future for SDC is a conservation priority for the Land Trust: The fate of 750 acres of undeveloped land on Sonoma Mountain is inextricably linked to the future of more than 400 people with developmental disabilities who are at risk of being displaced when the center closes. Perched in the "pinchpoint" of the Sonoma Valley Wildlife Corridor, the wild land on the eastern side of Sonoma Mountain is also critical for wildlife movement. This property must not be sold off to the highest bidder for development. With your support, we are doing everything possible to ensure the best outcome for the community.

GUALALA REDWOODS > Donor support enables us to undertake large, impactful land conservation projects, such as our effo t to protect the 30,000-acre Gualala Redwoods. This is a significant unde taking that requires time, patience and the ongoing, reliable



"THE WORLD IS HOLY. WE ARE HOLY. ALL LIFE IS HOLY. DAILY PRAYERS ARE DELIVERED ON THE LIPS OF BREAKING WAVES, THE WHISPERINGS OF GRASSES, THE SHIMMERING OF LEAVES."

— TERRY TEMPEST WILLIAMS





support of our community. We brought together and led a coalition of conservation partners to protect this massive forestland, but ultimately our bid for the property was not selected. Nonetheless, we believe it is still possible to work with the new owner to achieve conservation outcomes on key parts of the property and that is where we are now focusing our effo ts. With its potential parkland, habitat connectivity and watersheds needing protection, it is too important not to continue to pursue. With your ongoing commitment to Sonoma Land Trust, we believe we can succeed.



QUIET CONSERVATION AND A COASTAL RANCH > What may not be readily apparent is that much of our acquisition work is conducted quietly and, due to the sensitivities of real estate transactions, we are often unable to share news of these projects until we are close to completing them. Such is the case with an exceptional 500-acre property along the coast. It offers everything — wildlife connectivity, natural resource protection, views, agricultural use — and we are working hard to attain it. Currently, we are in the due diligence period and we expect to announce good news later this year.

SANTA ROSA SOUTHEAST GREENWAY > With your support, we recently began assisting the community effort to preserve the Santa Rosa Southeast Greenway. The coalition has been working diligently over the last fi e years to protect these 52 acres and transform them into public commons. Once slated for an extension to Highway 12, the hope is to turn this open space into trails, playgrounds and gardens. With Caltrans having given the community a green light to acquire the former freeway property, Sonoma Land Trust is bringing its expertise in land acquisition and fundraising to the table. This is a new role for us; we typically work outside city limits. Yet this urban conservation project will help meet the community's







need for open space, connectivity between neighborhoods and a recreational trail that will extend from the West County to Spring Lake. As we look to a future where 95 percent of Californians live in urban areas, we think we can play a vital role in providing accessible open space to everyone. Again, it's all about transformation ...

BREAKING DOWN BARRIERS AND TRANSFORMING LANDSCAPES

SEARS POINT > The diked land that we call Sears Point along the edge of the bay has only existed in solid form since the 1880s. For millennia prior, it was tidal marsh and, soon, for millennia after, it will be once again. In the 1880s, agriculturalists and industrialists changed the map of San Pablo Bay when they diked the tidal marshes that ran along what is now Highway 37. Today, you are helping us change that map once again. After 12 years of protecting and stewarding Sears Point Ranch, and raising \$18 million to restore 1,000 acres of it as wetlands, the end goal is in sight. This fall, the levee that held back

the bay will be breached to let in the historic tidal waters. Soon, birds will return, hikers will enjoy the 2.5-mile extension to the current Bay Trail, and a new marsh will buffer the effect of sea level rise along the bay shoreline. This enormous and multi-faceted project reflects SLT's commitment to achieving a lasting conservation impact on the lands we purchase. Many land trusts would not have attempted a project of this scale, but with the support of our members and a multitude of funding organizations, Sonoma Land Trust is accomplishing one of the largest wetland restoration projects undertaken by a private organization in the Western United States.

STUART CREEK > Stuart Creek in the Sonoma Valley is the site of another major transformation. In 2010, you ensured we had the funding we needed to purchase a key property surrounding the creek along Arnold Drive in Glen Ellen. With the land protected, we were able to remove the barrier that was blocking steelhead trout from returning to their ancient spawning grounds upriver. Last year, we reconfigued the creek with chutes and pools and woody debris to entice the fish back. Though this process, we also

"WE ARE WISE BECAUSE WE FOLLOW NATURE AS THE BEST OF GUIDES, AND OBEY HER AS A GODDESS."

— CICERO

discovered another barrier to their progress on Glen Oaks Ranch, which we also modified. This winter, when the rains return in force, we will welcome back the steelhead.

FEET MOVING, HANDS WORKING, EARS WIDE OPEN

Our On the Land program is growing in leaps and bounds, and is a great way to get out in nature to enjoy the land you've helped to protect. In 2014, nearly 1,200 people participated in 58 outings — not to mention the 350 people who showed up on our "flash hike" to see the birds and water in the newly constructed tidal basin at Sears Point! From the views at Pole Mountain to the diverse wonders of Glen Oaks, and from the raptors to the wildfl wers of the Baylands, Sonoma County is a sight to see. Earlier this year, the Sonoma County Conservation Council recognized our On the Land program with the "Outstanding Environmental Education Program Award."

Additionally, 368 volunteers contributed 2,281 hours of their time and skills, helping to download data from wildlife cameras, monitor properties protected with conservation easements, eradicate invasive weeds and perform useful office tasks. The im t of their willingness to get their hands dirty is incalculable.

In 2014, we also had the great privilege of being invited by Copperfiel 's Books to co-sponsor and be the beneficia y of an evening with Gary Snyder and Wendell Berry. More than 800 people crowded into

the high school auditorium to enjoy and learn from these two revered elders. On our own turf, Mary Ellen Hannibal, author of *Spine of the Continent*, spoke about the importance of the "mega-linkage" along the Rockies and the value of smaller corridors, like the one in the Sonoma Valley, in supporting wildlife to access the larger linkages.

WHAT'S IN STORE?

New executive director Dave Koehler arrived just in time to start moving the organization through a new strategic planning process, which is scheduled for lift-off this fall and for completion early next year. This in-depth look at where we've been and where we're going will provide an updated focus for our annual planning and help the board and staff determine the most effecti e uses of our resources.

The year 2016 also marks our 40th anniversary and we have a great deal to reflect upon and celebrate. More than anything, we celebrate you, our donors, our partners and our community. Thank you for supporting land conservation for now and for the future. Thank you for caring deeply about this extraordinary place. Thank ou for making it all possible.

"The e is beauty, heartbreaking beauty, everywhere."

— Edward Abbey

Especially in Sonoma County.

A sunset hike on Cougar Mountain at Sears Point Ranch. Photo by Lance Kuehne Photography.



THE LAND IS LIKE POETRY: IT IS INEXPLICABLY COHERENT, IT IS TRANSCENDENT IN ITS MEANING ...

— BARRY LOPEZ, THIS SACRED EARTH



REMEMBERING BILL KORTUM

Sonoma County's fie ce advocate for the coast

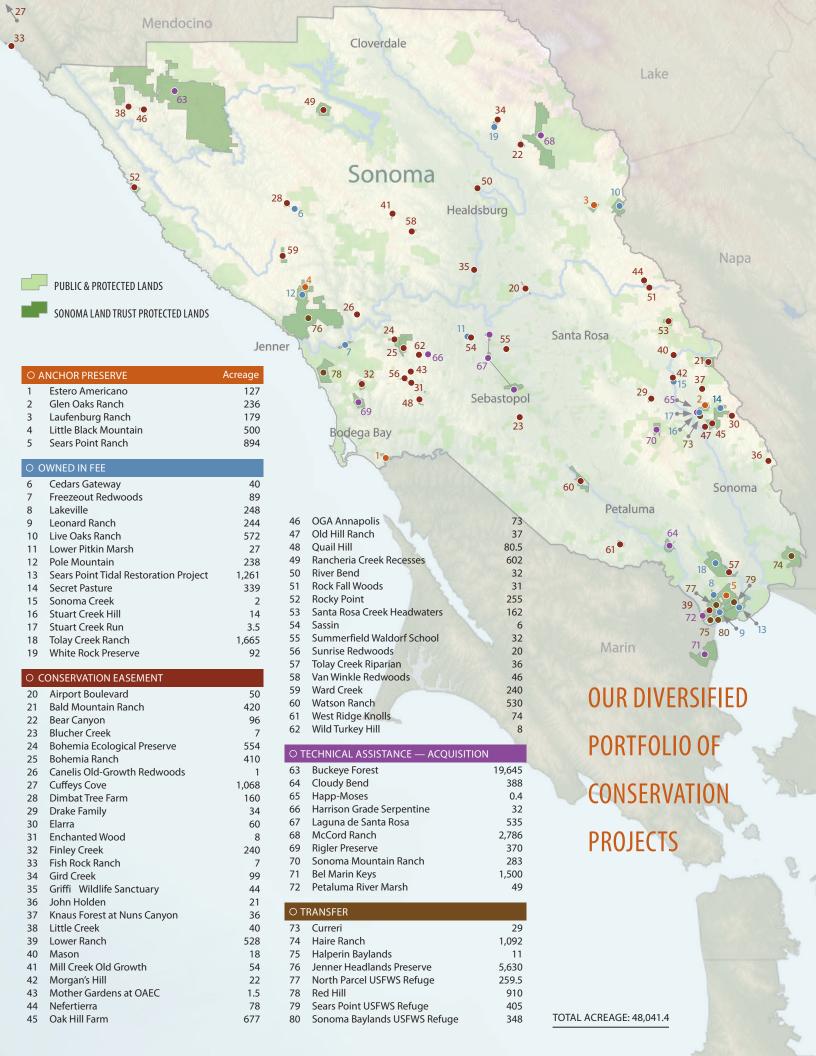
The loss of Bill Kortum at the end of 2014 hit us hard. Bill was an early board member of Sonoma Land Trust and actively served more than 20 years. He was also one of the first to envision a taxpayer-supported open space district that would provide major funding for protecting the natural and agricultural landscapes of our large county.

Bill wore many hats, but perhaps none more proudly than that of protector of the California coast.

Here, he is pictured with his wife, Lucy, and former SLT executive director Ralph Benson (left) celebrating the acquisition of the coastal Jenner Headlands property in December, 2009. Bill cheered louder than everyone that evening.

Thank you, Bill. Your passion for the land will live on in the many of us you have inspired ... and in future generations.





Sonoma Land Trust's strength depends on the extraordinary generosity of those who are committed to the urgent work of permanently protecting the beautiful, agricultural and open lands that define Sonoma County. Our donors ensure that the innate beauty of our region is protected today and for generations to come. We gratefully acknowledge the following individuals, foundations and businesses that made gifts or pledges from January 1 through December 31, 2014.



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Helping to protect this special place

Jessica Brignolo's family vacationed every year in Healdsburg to take part in local cycling races and she fell in love with the county and its incredible views. In 1999, Jessica and Simon Thorneycroft crossed paths and their journey as a couple began. Simon loved the area as much as Jessica did. It was where they fell in love and where they returned to be married.

The family maintains a place in the City during the week and lives in West County on weekends, holidays and summer vacations. They want to give their daughter every opportunity to experience country life.

Donating to Sonoma Land Trust is one way they are helping protect this special place for their daughter and for future generations. They are proud to be part of a community that cares so deeply about the land and they look forward to living here full time in the future.

SONOMA LAND TRUST MEMBERS

Members of Sonoma Land Trust play a key role in protecting the beautiful, natural, agricultural and open lands that are the hallmark of Sonoma County. Membership contributions of \$50 or more ensure that the places you cherish will flourish for generations to come. In addition to the satisfaction of protecting the beauty and health of Sonoma County landscapes,

- Invitations to member hikes and special events
- Quarterly newsletters

and business program manager Karen Arrington at (707) 526-6930 ext. 101 or karen@sonomalandtrust.org.



SEEMS TO ME."

— WILLA CATHER

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Benefiting many in Sonoma and be ond

Tom and Julie Atwood have lived in, and loved, Sonoma County for more than 30 years. Events volunteer rockstar Julie grew up in a farming family in Clovis. Husband Tom is a San Francisco native-turned-rancher. Their interest in horses brought them together.

Julie's careers in design and event planning have benefited many in Sonoma and beyond with the events she produces at their Sonoma Valley residence, Atwood Ranch. Her event production, outreach and donor development skills have also connected her to many regional nonprofits where her pro bono services have helped raise more than \$4 million for local causes. These days, Julie is passionate about working with UC Davis to help local ranchers protect their farm animals through emergency preparedness.

Tom and Julie have supported Sonoma Land Trust for more than a decade. We are grateful for their support, and for Julie contributing her event expertise to benefit the Land Trust's conservation work.

VOLUNTEEDS MAKING A DIFFERENCE

our volunteer program, helping to ensure that protected lands share their knowledge of the natural world as hike leaders and presenters in our outings program. If you are interested in beorg or call (707) 526-6930 x110.

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Testing out trails they helped preserve

Hiking has long been a much-loved activity of Dick and Sharon Shlegeris. Dick is a self-described engineer gone bad, who found himself working in Finance at Chevron. And while work was "actually pretty okay" he recalled, they decided that not working would be even more fun. So the couple worked and planned and saved and, eventually, got to the point where they had enough to retire and play full time — as Dick jokes, with the bankruptcy notice not expected until just after the second funeral!

So they retired and eventually moved to Oakmont in Sonoma Valley. But some years later, a good kind of problem arose when Dick's financial calculations proved too conservative. They decided to avoid some of the extra taxes by making substantial donations to worthy causes, with Sonoma Land Trust being a favorite given their love of hiking and the outdoors. Dick and Sharon are active in the Oakmont Hiking Club and have enjoyed, along with their hearty band of hikers, testing out trails for the Land Trust at places that they have helped preserve along the coast. Their club motto: "We're not slow; we're just not in a hurry!"

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Loving the back roads, wilderness and unusual animals

As a teen, Adobe Systems Inc. engineer Nabeel Al-Shamma explored Santa Rosa Creek and Annadel State Park. As an adult, he returned to rural Sonoma County with his wife, Hala Al-Shahwany, to enjoy the outdoors. The 've been back in Sonoma County for 10 years now. For seven of those years, they've been Sonoma Land Trust members, with each of their gifts matched dollar-for-dollar by Adobe. Hala, a retired chemical engineer, volunteers her time to encourage a love of technology and science among junior high and high school students. When not working and volunteering, they find joy in hiking, biking and exploring — and they "love all things the Land Trust does" to help protect this county.

What do they love most about Sonoma County? "The back roads, the wilderness, and the unusual animals we spot when out and about." One such exciting sighting? A mountain lion in their own backyard!

Many companies offer programs that will match your charitable gift and, in some cases, double or triple the contribution. Some also match donations for retirees, members of the board or spouses. To find out if your company will match your gift, please visit sonomalandtrust.org/match and use our employer search tool or contact your human resources department.

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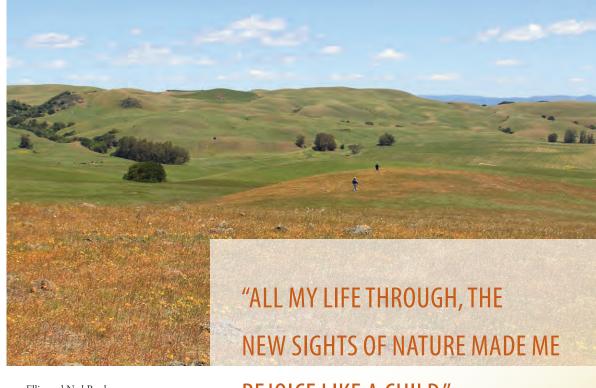
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Passionate advocates for house rabbits

When development director Deirdre Holbrook sought a house bunny for her children, she knew exactly who would be able to set her up. Evergreen Circle members Chris Stover and Lori Bazan are passionate advocates for house rabbits, just as they are about Sonoma County land conservation, volunteering for both Sonoma Land Trust and the Sonoma Humane Society. Their vegetarianism reflects their desire to lighten their personal impact on the earth, and having vegetarian pets is perfectly consistent with that intention.

Land Trust members since 2002, Lori and Chris take full advantage of being retired — she from working as a librarian, he from a tech life at Apple — and enjoy tending their native plant garden in Sebastopol. Chris plays the piano and performed in our "Music in the Parlor" series at Glen Oaks. They share their home with three long-eared music critics who demand 5-star veggie plates. Interested in adopting a bunny "environmentalist" into your home? We'll put you in touch!

EVERGREEN CIRCLE

Lori and Chris are members of our Evergreen Circle, a dedicated group of supporters who help the Land Trust operate on a scale equal to the challenge of protecting land in a million-acre county on the edge of one of the most expensive real estate markets in the nation. By committing to an annual gift of \$1,000 or more, Evergreen Circle members play a key role in helping to protect beautiful land that is the foundation of our local economy and community's health and well-being. In addition to receiving member benefits, Evergreen Circle supporters receive advance notice of confidential land transactions and private tours of new projects. For more information, please contact development director Deirdre Holbrook at (707) 526-6930 ext. 108 or deirdre@sonomalandtrust.org.

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Anything to do with the outdoors

"I want to give you money while I'm still alive," said Lynn Woodward as she took a staffer aside at our volunteer celebration last year. Lynn, long a Legacy League member, set up an appointment with her financial advisor to structure significant gifts to groups, like Sonoma Land Trust, that she supports as important to her quality of life. At the beginning of 2015, she contributed \$50,000 to the Land Trust.

"Anything to do with the outdoors" was always the draw for Lynn, who worked as a National Parks professional for 22 years in Olympic, Grand Teton and Sequoia National Parks before retiring to Sonoma County.

Today, Lynn is a regular volunteer for the Land Trust, supporting the conservation easement and membership programs, as well as volunteering for Napa's land trust and Sonoma's Vintage House. How lucky are we?

SHMMIT LEADERSHIP CIRCLE

placeable landscape that is the foundation of our quality of life here. Their generous annual contributions of \$10,000 or more empower Sonoma Land Trust to act quickly when opportunities arise to protect lands that are essential to our community's character, health and well-being. These leadership gifts give and large family foundations to close large land conservation

- Headlands and the adjacent 240 acres that include the summit of Pole Mountain
- Creek in Glen Ellen

To learn more about the Summit Leadership Circle and its benefits, please contact development director Deirdre Holbrook

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Experience the beauty of the natural world

Carolyn Verheyen learned to her relief that baby skunks don't spray when three adorable black and white orphans appeared at her rural Kenwood home. A woman whose professional work helps connect people with nature, she delighted in the visitation.

Carolyn, who told us in 2014 that she has included Sonoma Land Trust in her estate plan, is the chief operating office of Berkeley-based MIG, Inc., which works with government agencies, schools, zoos, child development centers and networks to create opportunities for all to experience nature and take action for a healthy world.

Locally, Carolyn is working with Regional Parks, the Land Trust and others on a plan to make the Tolay Lake and Tolay Creek properties, soon to be combined into one regional park, another place where we can all experience the magnificent beauty of the natural world.

LECACY LEAGUE MEMBERSHID

County. By including Sonoma Land Trust in your estate plan,

- Develop long-term land protection strategies

included the Land Trust in your estate plans by contacting Reta Lockert at (707) 526-6930 ext. 105 or reta@sonomalandtrust. org. Or visit sonomalandtrust.org/donate, where you will find estate planning tools.

FINANCIAL STATEMENTS

The amounts presented here are

derived from the Sonoma Land Trust's

financial st tements for the years

ending December 31, 2014 and

December 31, 2013. Copies of the

audited reports of financial st tements

are available upon request.

STATEMENT OF FINANCIAL POSITION AT DECEMBER 31

ASSETS

ASSETS	201	4 (AUDITED)	20	13 (AUDITED)
Cash and cash equivalents	\$	6,087,685	\$	3,723,876
Investments		3,233,118		4,480,406
Contracts and other receivables		3,125,622		2,024,183
Pledges receivable		1,141,476		2,732,560
Deposits and other assets		88,487		83,614
Conservation lands and easements		36,318,418		34,029,888
Property and equipment, net		2,255,423		2,296,508
Property subject to life estate		1,083,925		1,100,000
Total Assets	\$	53,334,154	\$	50,471,035
LIABILITIES AND NET ASSETS				
Liabilities:				
Accounts payable and accrued expenses	\$	2,721,762	\$	2,325,329
Deferred revenue		519,186		566,589
Refundable advances		1,006,124		1,004,296
Use obligation-life estate		609,594		615,085
Total Liabilities	\$	5,530,784	\$	4,591,299
Net Assets:				
Unrestricted				
Available for operations	\$	5,417,687	\$	3,904,576
Board designated — conservation projects		763,911		762,231
Investment in conservation lands		36,318,418		34,029,888
Total unrestricted net assets		42,500,016		38,696,695
Temporarily restricted net assets		5,303,354		7,183,041
Total Net Assets	<u></u>	47,803,370	ф.	45,879,736
Total Liabilities and Net Assets	\$	53,334,154	\$	50,471,035
STATEMENT OF ACTIVITIES FOR THE YEARS	ENDED	DECEMBER 31		
REVENUE AND SUPPORT				
Contributions and grants	\$	3,242,975	\$	5,418,314
In-kind contributions	Ψ	262,188	Ψ	
In-kind contributions: Conservation land & improve.	ma om to			77,372
-	ments	40,000		59,085
Project income		8,603,291		3,461,587
Investment income		159,807		471,268
Total Revenue and Support	\$	12,308,261	\$	9,487,626
EXPENDITURES				
Projects and stewardship	\$	10,469,569	\$	5,069,712
Governance and administrative		1,059,010		748,903
Fundraising		640,812		423,966
Total Expenditures	\$	12,169,391	\$	6,242,581
Net income before land acquisitions & donations	\$	138,870	\$	3,245,045
т 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1		(568,063)		(39,248,769)
Land acquisition expenses				
Land acquisition expenses Land acquisition contributions (net)		2,352,827		4,209,295
				4,209,295 (37,499,781)
Land acquisition contributions (net)	 \$		\$	

2014 (AUDITED)

2013 (AUDITED)

^{*}In 2013, Sonoma Land Trust granted the Jenner Headlands property to The Wildlands Conservancy, resulting in a decrease in assets and a grant expense of \$37,499,781.



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HEARTBREAKING BEAUTY,
EVERYWHERE.

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SINCE 1976, SONOMA LAND TRUST HAS PROTECTED NEARLY 50,000 ACRES OF BEAUTIFUL, PRODUCTIVE AND ENVIRONMENTALLY SIGNIFICANT LAND IN AND AROUND SONOMA COUNTY



The stero Americano Preserve. Photo by Stephen Joseph Photography.

- Sonoma Land Trust conserves scenic, natural, agricultural and open landscapes for present and 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; and
- Promoting a sense of place and land ethic through activities,



