Dear Sonoma Land Trust Supporters,

Both trees and people put roots down into land, and it’s the land that Sonoma Land Trust is protecting forever. Stewardship of the land has long been a trait in Sonoma County, yet recent decades have brought significant change and more is signaled on the horizon. As critical landscapes in the North Bay counties are threatened, our work becomes even more needed and urgent than ever before.

Our communities want better access to parks and natural lands where individuals and their families can get outside and enjoy healthy lives. We also want to see salmon back in our streams full of clean water and wildlife abounding in nearby forests and meadows. The security of local food for our tables will come only through actions we take now to preserve our farms and ranches.

Today, we are racing against time to adapt to the impact of our changing climate by restoring tidal marshland along San Pablo Bay. These tidal wetlands are so vital to migrating birds of the Pacific Flyway and for providing a buffer to our towns and transportation systems in Sonoma County.

Land is the heart of our community and it is with great appreciation to our generous supporters that we prepare this annual report of our conservation efforts. We are here to serve everyone in our communities and we invite all to join in.

For the land,

Dave Koehler, Executive Director
Neal Fishman, Board Chair

Front cover: Students at Bay Camp enjoying a paddle at the Sears Point Wetland Restoration. Photo by Lance Kuehne Photography.
Your land trust, founded in 1976, surpassed the milestone of 50,000 acres protected in 2016. It was 40 years in the making and involved a big vision, the ongoing support of our donors and the expert know-how of staff, board, partners and funders to see deals through. The gifts of property that we accepted in our early years laid the foundation for a sustainable land trust, able to act strategically to connect large swaths of habitat for protecting wildlife passageways and the natural systems on which we rely for clean water and air. We also protect and steward land for recreation and agriculture, both vital to the high quality of life we enjoy in Sonoma County.

Our projects have also become more complex, often involving multiple partners, future transfers to other organizations, ongoing monitoring and stewardship, and more. Acquiring a property or an easement generally denotes a beginning for our organization rather than an end.

That’s where you come in as one of Sonoma Land Trust’s loyal supporters. You understand the need and the reward of being a protector and steward of the land. More than ever before, it’s the people with your sensibilities and commitment who will make the difference and enable your land trust to keep doing what only we can do.

But first, we thank you and invite you to celebrate all that we achieved over the past year …
Kayaking at the Sears Point Wetland Restoration with Cougar Mountain and Highway 37 in the background. Photo by Corby Hines.
Every once in a while, take the scenic route.
— H. JACKSON BROWN, JR.
Adding “Community” to Conservation

Santa Rosa Greenway

Sonoma Land Trust’s new role with the Santa Rosa Southeast Greenway Campaign fits the description of community conservation to a T: “An authentic, deliberate process that engages a diverse constituency in stating its shared values, needs and goals — to enhance a community’s capacity to be healthy and sustainable.” With Caltrans having agreed to sell the two-mile corridor between Farmers Lane and Spring Lake Regional Park, our acquisitions team has been busy raising the necessary funds to purchase the land. Thank you to funders thus far, which include the Sonoma County Agricultural Preservation and Open Space District (the District), Community Foundation Sonoma County and numerous individual contributors. We look forward to the time when the Greenway offers all of the attributes that the community has requested in public meetings: cycling and walking paths, pocket parks, community gardens, restored creeks and wildlife habitat, art displays and affordable housing. The Greenway is destined to be a public treasure, just like Central and Golden Gate Parks are for other cities.

Bay Camp

Our new bilingual Bay Camp splashed onto the scene this summer as children from the Springs area of the Sonoma Valley enjoyed week-long outdoor adventures at Sears Point Ranch. From bicycling to kayaking to birding and more, kids ages 6–13 had a blast learning about nature in their figurative backyard. As 10-year-old Wendy Escobar exclaimed about Bay Camp, “It’s awesome! I like kayaking the most ... and seeing all the birds.” Thank you to our partners La Luz Center and the San Pablo Bay National Wildlife Refuge, funders that include the State Coastal Conservancy, Community Foundation Sonoma County and Vadasz Family Foundation, and donors Gordon Dow and Julia Pollock, who made this low-cost, high-impact day camp experience possible. Next year, we look forward to introducing even more children from this neighborhood to the wonders of the bay.

Sonoma Developmental Center

Our ongoing work to save the 700 acres of natural land on the Sonoma Developmental Center (SDC) property took a positive turn over the past year. The State still plans to close SDC as a residential hospital for people with developmental disabilities by the end of 2018. Under the banner of the SDC Coalition, we have been working closely with Supervisor Susan Gorin, County agencies and a wide array of Sonoma Valley organizations and residents to envision the future of this remarkable property. Due to the Coalition’s advocacy and grassroots organizing, the State has signaled that they are not planning to sell or develop the open space portions of the property and are, in fact, looking at options to expand Jack London State Historic Park to include the adjacent SDC lands. The June 2017 award by Impact 100 Sonoma of their $100,000 “Impact” grant is a testament to the community’s strong desire to protect this significant resource. Sonoma Land Trust has also received funding from Resources Legacy Fund, the Gordon and Betty Moore Foundation, and numerous private donors to develop a park and open space protection plan for SDC that will benefit the Sonoma Valley for generations to come.
This summer’s Bay Camp activities included bird watching out at Sears Point Ranch.

Photos by Lance Kuehne Photography.
BUILDING ON OUR SUCCESSES

JENNER HEADLANDS

In 2009, Sonoma Land Trust purchased the 5,630-acre Jenner Headlands. Almost from Day One, we and our partners, The Wildlands Conservancy and the District, have offered numerous guided hikes for the public; it’s always been our intention, however, for there to be unguided recreational access to both the Jenner Headlands and our adjacent Pole Mountain Preserve. This June, construction began on a parking lot, restroom and trailhead along Highway 1, making it possible for people soon to be able to explore these two spectacular coastal properties by themselves!

TOLAY CREEK RANCH

A similar process is unfolding at Tolay Creek Ranch. Earlier this year, Sonoma Land Trust donated our stunning 1,665-acre ranch to Sonoma County Regional Parks to become part of Tolay Lake Regional Park. After Parks completes its master-planning process, it will be opening up the entire park up for unguided access.

BAY TRAIL

After the Bay Trail opening at Sears Point last year, a cadre of Land Trust volunteers raised their hands to be trained as docents. Every Saturday morning, you can find these friendly nature enthusiasts at the convergence of the Eliot and Dickson Trails, informing hikers, bicyclists, birders and kayakers about the evolving marsh. They even set out spotting scopes so you can see the wetland wildlife up close. Excitingly, in the two short years since the levee breach, endangered Ridgway’s rails, seals and fish have been observed in and around the tidal basin. Nature is quick to repopulate a functioning habitat.

WILDLIFE CORRIDOR

Thanks to a generous new grant from the Gordon and Betty Moore Foundation, our efforts to protect the Sonoma Valley Wildlife Corridor continue and have expanded outward to the borders of Napa and Marin Counties. As part of that work, we have partnered with Audubon Canyon Ranch on their Mountain Lion Project, which has successfully collared and is tracking four adult lions in the Valley and surrounding hills. We’ve learned that our own Glen Oaks Ranch plays a key role in the mountain lions’ lives and activities.

STUART CREEK RUN

Two and a half years after completing the Stuart Creek Run project, which restored creek habitat for steelhead, the plants on the banks have grown and the creek looks almost completely natural. With funding from Wine Country Weekend and other donors, our stewardship team has recently added four parking spaces (including an ADA spot), interpretive signage and picnic tables crafted by volunteers to the property. With these amenities, we invite neighbors, members and people passing through the area to take a break and enjoy a peaceful interlude along this beautiful stretch of creek.
PROTECTING THE FOREST AND RIVER

Sometimes we’re the lead partner on a project and, sometimes, we play a specific role or roles in order to effect a deal. With the preservation of the North Coast forest a key goal of your land trust, we were happy to work with the District to protect Howlett Ranch. This 1,380-acre property harbors some of the last intact, old-growth forest in Sonoma County. To ensure the success of this transaction, we provided a bridge loan to the landowners in 2014 so they could hold out for a conservation outcome, and we also secured major funding toward the District’s purchase of a conservation easement. Earlier this year, Howlett Ranch was protected forever.

Educating landowners and forestry professionals is another way of protecting the forest and, this past June, Sonoma Land Trust fulfilled a leading role in presenting the 2017 North Coast Forest Conservation Conference. Attendees learned effective forest management strategies, how neighbors can collaborate for forest health, and the biggest challenges facing our forests, and also had the opportunity to visit the Jenner Headlands and other forested properties to gain hands-on perspectives.

Our 2016–2020 Strategic Plan objective calling for the implementation of a land protection and stewardship program within the Russian River Watershed got a big boost this year with the hiring of a Russian River program manager in our Acquisitions department. You’ll soon be learning more about the conservation priorities for this significant area within our county.

Those who dwell among the beauties and mysteries of the earth are never alone or weary of life.

— RACHEL CARSON
Along with its dramatic scenery, Sonoma County is a biodiversity “hotspot,” one of only 34 such designated hotspots in the world. It’s easy to see why: Ours is a large county of one million acres extending from the bay to the coast, and from fertile valleys to redwood forests and mountaintops. We’ve got it all — and with that comes the great responsibility of protecting it all ... for present and future generations.

Total Sonoma County Land Acres: 1,017,232
SLT Total Protected Acres, 81 Properties: 50,068 acres
Acres of SLT-Owned Land: 3,844.5
Our On the Land program continues to take people outside to enjoy and explore our protected preserves through hikes, kayaking, children’s days and more.

Our volunteer program is growing by leaps and bounds, too.
THANK YOU
THE SUMMIT
LEADERSHIP CIRCLE

United by their commitment to preserve the irreplaceable landscapes of Sonoma County, the Summit Leadership Circle recognizes those who contribute $10,000 or more to Sonoma Land Trust on an annual basis. Their leadership and generosity empower your land trust to act quickly to protect lands that are essential to our community’s character, health and well-being, and are deeply appreciated.

We gratefully acknowledge the following for their gifts or pledges made from January 1, 2016 through March 31, 2017.

$50,000+
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Fran Conley
Hal Hinkle and Katherine Bailon
Pete Mattson
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Kenneth and Anna Zankel

Tolay Creek Ranch in bloom.
Photo by Corby Hines.
At some point in life, the world’s beauty becomes enough.

— TONI MORRISON

McCormick Ranch looking toward Mount St. Helena.
Photo by Shawn-Paul Luchin.
The Evergreen Circle

The following generous supporters are recognized for their dedication and loyal support, which helps Sonoma Land Trust achieve its mission.

We gratefully acknowledge the following for their gifts or pledges made from January 1, 2016 through March 31, 2017.

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Anne Wurr
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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.

IN MEMORIAM

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ELLIE RILLA
MEMBER SINCE 1990,
LEGACY LEAGUE MEMBER

“As a long-time resident, I want to protect these special landscapes and that’s why I have supported SLT all these years. The Land Trust is and has always been uniquely positioned to leap into action when a property comes up for sale. This picture we all love isn’t static. It changes as development pressures and landowners change hands. SLT is a good steward and being a part of it is an honor and a privilege.”
Mountain lion captured on our wildlife corridor camera.
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Don and Lee Van Giesen
Pamela Vanderbilt
Jan Yannucci
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Merrill Varo and Douglas Martin
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Dutton-Goldfield Winery
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Preston Farm and Winery
Redwood Hill Farm & Creamery
Robert Rue Vineyard & Winery
Sebastopol Hardware Center
Sturgeon’s Mill
The Watershed Nursery
Viassa Sonoma
Dorothy Weisker
Work Horse Organic Agriculture Farm
Bradley and Isabelle Wyatt

STUART CREEK STEWARDS
We recognize those who funded the pathways, interpretive signs and parking area of this restored stretch of Stuart Creek.

Darius and Sarah Anderson
Julie and Tom Atwood
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Maud Hallin
Maggie Salenger and Peter Haywood
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Diana Sarno
Harvey and Deborah Shein
Meg and Tom Sokoloski
Stephanie Storms
Anne Teller
Sonoma Wine Country Weekend

Beautiful White Rock Preserve outside of Geyserville. Photo by Corby Hines.
CELEBRATING, HONORING AND REMEMBERING

The following friends of Sonoma Land Trust made gifts honoring exceptional individuals and celebrating special events.

In Honor of Nancy Askles
Susie Albrecth and Jim O’Neil

In Honor of Nabeel Al-Shamma
Kirk Gould

In Celebration of De and Bill Andersen
Ted Andersen and Kat Gledhill

In Memory of Sir Arthur
Anonymous

In Memory of Connie Beekley
Pamela Vanderbilt

In Memory of Ralph W. Benson, Senior “Chief of the Fire”
John P. Streibel

In Memory of Bessie
Kathleen Mugele

In Memory of Haven Best
Annete and Craig Roth

In Memory of James C. Bigelow
Sheila Bigelow

In Memory of Kalliope Evangeline Belling
Leonard Mott

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In Honor of Barbara and Fred Borsch
Nancy and Kyle Kirwan

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In Memory of B.P. “Sonny” Boudreaux Jr.
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In Memory of Thomas Bova
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In Memory of Patricia Peters Eliot
Helen and Michael Bates
Ralph Benson
Shari Cardo

OUR PARTNER: SONOMA COUNTY AGRICULTURAL PRESERVATION AND OPEN SPACE DISTRICT

In 1990, Sonoma County voters approved the creation of the Sonoma County Agricultural Preservation and Open Space District. Since its formation, our county has enjoyed the best of both worlds: a nimble, nonprofit land trust partnering with a taxpayer-funded open space district generating nearly $20 million in annual revenue for land protection. This means that we almost always work together on our various projects, utilizing the strengths of both organizations. For example, in 2016, we raised over $6 million for the District’s protection, through the purchase of a conservation easement, of the 1,380-acre Howlett Ranch, one of the last intact old-growth redwood forests in the county. We are very excited about the District’s “Vital Lands Initiative” and believe it will complement our strategic plan, resulting in even more collaborative conservation.

FUNDING PARTNERS

Association of Bay Area Governments
CalFire
California Coastal Conservancy
California Department of Conservation
California Department of Fish and Wildlife
Community Foundation Sonoma County: Cochran Fund/Environmental Education Grant/ Sonoma Valley Fund
Environmental Protection Agency
Federal Highway Administration
Fledgling Fund
Geyserville Community Foundation
Gordon and Betty Moore Foundation
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Natural Resources Conservation Service of the USDA: Environmental Quality Incentives Program (EQIP)
North American Wetlands Conservation Act
Resource Legacy Fund
San Francisco Foundation
Sonoma County Agricultural Preservation and Open Space District
Sonoma Wine Country Weekend
Vadazs Family Foundation
Wildlife Conservation Board
In Celebration of Karen Garcia
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Teresa Salter-Haag

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Grace Pollard Hafner

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Karen Hales

In Honor of R. Stanton Hales
Karen Hales

In Honor of BJ and Terry Hanna
Nancy and Kyle Kirwan

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Kathleen Mugele

In Memory of Howard George Hanvey
Robin Doser Russell

In Memory of Ellis Harris
Susan Ackerman

In Celebration of Carol and John Hauswirth
Terry Peckham

In Celebration of Michael and Patricia Hayes
Mayra Moy

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Janice and Paul Chaffee

In Celebration of Audrey Hulburn
Allen and Susan Dolberg

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Kathleen Mugele

In Memory of Jennie Joe
Rebecca Butler

In Honor of Harland and Loretta Kahn
Kevin Kahn

In Memory of Walter E. A. Kauwe
Naydra Kauwe

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Andrew and Betsy Withoohn

In Honor of Virginia and Fred Koenig
Nancy and Kyle Kirwan

In Memory of Dan Kraemer
Fay Gallus

In Memory of Bill Kartma
Katie Alvord

Gerry Groves
Thomas Isaac

"The land has so much to teach us and
every day it provides us with so many gifts,
from drinking water and clean air to deli-
cious wild strawberries and the sweet song
of a meadowlark. I believe that by protecting
the land, we are able to return those gifts.”
In Memory of Everett Nourse
Annette and Craig Roth
In Memory of Alice Nordquist
Elisa Rosa
In Memory of Judith Anne Nagle
Steve and Valerie Arelt
In Celebration of Michael Myers
Reta Lockert
In Celebration of Riannon (Kathleen Mugele)
Kathleen Mugele
In Celebration of Gerry Mugele
Gerald Missey
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James Harwood
In Memory of William C. McMillan III
Theodore and Lynda Chenoweth
In Memory of Professor Barbara Kelley
Barbara Meislin
In Memory of Mary Williams
Barry Petersen and Mary Nell Wolff
In Celebration of Peter and Patty Mattson
Craig and Caryol Mathiesen
Dave and Sharon Koehler
Peter Elias and Mary Williams
Your Friends and Family at Oliver’s Markets
In Honor of Steve Maass
Kathleen Mugele
In Celebration of Iris (Ruth Lombard)
Kathleen Mugele
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Gerald Missey
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Kathleen Mugele
In Celebration of Riannon (Kathleen Mugele)
Reta Lockert
Ruth Lombard and Trinmy Hunter
In Celebration of Michael Myers
Steve and Valerie Arnett
In Memory of Judith Anne Nagle
Elisa Rosa
In Memory of Alice Nordquist
Annette and Craig Roth
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Eric Norrbom
In Memory of Everett Nourse
Jeanne Nourse
In Memory of Julius and Bonnie Nuccio
Robin Doerr Russell
In Memory of Ed Oliva
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In Memory of Enrique Olmos
Darlene Barrett
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In Honor of Nicoletta and Giulio Pasinetti
Nancy and Kyle Kirwan
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Ellen Gill Pastore
In Celebration of Lizzanc Pastore and
Will Buckin
Ellen Gill Pastore
In Memory of Marianne Schwitzter Perron
Mary L. Cabbage
Linda Fisher and Leah Norwood
Ken Kawachi
Greg and Liz Lutz
In Honor of Kaia and Tre Petmecky
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Ralph and Tessa Pierotti
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Richard and Anne Ruben
In Memory of Ruby, a dog to remember
Kathleen Mugele
In Memory of Eugene Russell
Thomas Higley
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In Celebration of Jean Schulz
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Dr. and Mrs. Michael Shae
In Memory of Nancy D. Shelton
Ronald and Audrey Chapman
Ann Foster
Susan Hinotorf
Emelie Tolley
In Honor of Nancy Shepherd and Peter Poulla
Novel Sallipour
In Honor of Elena and Jamie Shock
Nancy and Kyle Kirwan
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Trisha Rupani
Kathleen Mugele
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Kathleen Dowdakin and Robert D. Fox
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Gordon and Tamara Boulthbe
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Gerald Camarat
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The Solom Family
In Memory of Rich Stallcup
Scott and Claudia Hein
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Patricia Beus Dafurn
In Memory of Terry G. Suetz
Monica Anne Manco
In Memory of John A. (Jack) Swire
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Barbara Meislin
In Honor of Jeri Taylor
Jackie Gardener
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John Wright
In Honor of Anne Teller
Will Bucklin and Lizzie Pastore
Susan Zeni
In Honor of Anni Tilt and Dave Arkin
Susan Zeni
In Honor of Doug Tompkins
Sharon Ponsford and Chris Jones
In Memory of Mary M. Traverso
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In Honor of Isabel Wadsworth
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Sally Yella
In Celebration of Sue Weingarten
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In Honor of John Williamson
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In Celebration of Susan Wilson
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In Memory of Harry J. Wojcik
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In Memory of Joel Woodhull
Katie Alvord
In Memory of Bruce Wright
Sally Yella
In Celebration of the 2016 Writer’s Retreat Guests
Jim Cole
In Celebration of Anne Wurr’s Birthday
Chloe Wurr
Juliet Wurr
In Honor of Bob and Dolores Zani
Susan Zeni
In Honor of Paul and Dabi Zeni
Susan Zeni
In Memory of Dominic Ziegler
Linda Ciavonne
In Memory of Jan Zlotnick
Jeanette Lebel

There is still a window of time. Nature can win if we give her a chance.
— DR. JANE GOODALL

We would appreciate knowing of any mistakes or omissions so that we may promptly correct any errors. Please contact Maggie Stockel at maggie@sonomalistrust.org or (707) 526-6930 ext. 132 with any corrections.
STATEMENT OF FINANCIAL POSITION AT DECEMBER 31

The amounts presented here are derived from the Sonoma Land Trust’s financial statements for the years ending December 31, 2016 and December 31, 2015. Copies of the audited reports of financial statements are available upon request.

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2016 (pre-audit)</th>
<th>2015 (audited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$7,899,273</td>
<td>$5,970,647</td>
</tr>
<tr>
<td>Investments</td>
<td>5,296,491</td>
<td>4,106,765</td>
</tr>
<tr>
<td>Contracts and other receivables</td>
<td>1,549,964</td>
<td>4,992,247</td>
</tr>
<tr>
<td>Pledges &amp; bequests receivable</td>
<td>2,634,187</td>
<td>4,684,707</td>
</tr>
<tr>
<td>Deposits and other assets</td>
<td>86,438</td>
<td>52,486</td>
</tr>
<tr>
<td>Conservation lands and easements</td>
<td>24,754,047</td>
<td>36,255,906</td>
</tr>
<tr>
<td>Property and equipment (net)</td>
<td>644,410</td>
<td>742,248</td>
</tr>
<tr>
<td>Property subject to life estate</td>
<td>1,051,775</td>
<td>1,067,850</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$43,916,585</strong></td>
<td><strong>$57,872,857</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th>2016 (pre-audit)</th>
<th>2015 (audited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$860,136</td>
<td>$3,357,538</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,459,228</td>
<td>1,688,710</td>
</tr>
<tr>
<td>Short-term note payable</td>
<td>400,644</td>
<td>400,000</td>
</tr>
<tr>
<td>Refundable advances</td>
<td>1,151,898</td>
<td>1,046,293</td>
</tr>
<tr>
<td>Use obligation — life estate</td>
<td>597,952</td>
<td>603,879</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$4,469,838</strong></td>
<td><strong>$7,096,420</strong></td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Available for operations</td>
<td>$6,784,325</td>
<td>$8,168,467</td>
</tr>
<tr>
<td>Board designated — conservation projects</td>
<td>1,690,461</td>
<td>1,652,064</td>
</tr>
<tr>
<td>Investment in conservation lands</td>
<td>24,754,263</td>
<td>36,255,906</td>
</tr>
<tr>
<td>Total unrestricted net assets</td>
<td>33,229,049</td>
<td>46,076,437</td>
</tr>
<tr>
<td>Temporarily restricted net assets</td>
<td>6,217,698</td>
<td>4,700,000</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$39,446,747</strong></td>
<td><strong>$50,776,437</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$43,916,585</strong></td>
<td><strong>$57,872,857</strong></td>
</tr>
</tbody>
</table>

STATEMENT OF ACTIVITIES FOR THE YEARS ENDED DECEMBER 31

<table>
<thead>
<tr>
<th>REVENUE AND SUPPORT</th>
<th>2016 (pre-audit)</th>
<th>2015 (audited)</th>
<th>EXPENSES</th>
<th>2016 (pre-audit)</th>
<th>2015 (audited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$4,551,519</td>
<td>$7,268,976</td>
<td>Projects and stewardship</td>
<td>$3,789,725</td>
<td>$7,363,221</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>61,645</td>
<td>15,546</td>
<td>Governance and administrative</td>
<td>1,261,369</td>
<td>1,112,911</td>
</tr>
<tr>
<td>Project income</td>
<td>1,433,393</td>
<td>4,954,883</td>
<td>Fundraising</td>
<td>937,361</td>
<td>730,030</td>
</tr>
<tr>
<td>Investment income</td>
<td>392,436</td>
<td>(103,392)</td>
<td><strong>Total Expenses</strong></td>
<td><strong>$5,988,455</strong></td>
<td><strong>$9,206,162</strong></td>
</tr>
<tr>
<td>Other income</td>
<td>—</td>
<td>89,501</td>
<td>Net income before land acquisitions &amp; donations</td>
<td>$444,581</td>
<td>$3,017,352</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$6,433,036</strong></td>
<td><strong>$12,223,514</strong></td>
<td>Land acquisition expenses</td>
<td>(11,768,332)</td>
<td>(1,000,000)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Land acquisition contributions (net)</td>
<td>—</td>
<td>950,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Change in value</td>
<td>(5,947)</td>
<td>5,715</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Net income after land acquisitions &amp; donations</strong></td>
<td><strong>$(11,329,698)</strong></td>
<td><strong>$2,973,067</strong></td>
</tr>
</tbody>
</table>
**FINANCIAL STATEMENT, SHORT FISCAL YEAR**  
**JANUARY 1 – MARCH 31, 2017**

In 2017, Sonoma Land Trust changed its fiscal year-end date from December 31 to March 31. This resulted in a short fiscal year of three months for January 1 to March 31, 2017. The change enables us to more reliably budget for future years based upon recent contribution history.

The amounts presented here are derived from the Sonoma Land Trust’s financial statements for the short fiscal year.

### STATEMENT OF FINANCIAL POSITION AT MARCH 31

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2017 (pre-audit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$8,650,694</td>
</tr>
<tr>
<td>Investments</td>
<td>5,273,030</td>
</tr>
<tr>
<td>Contracts and other receivables</td>
<td>1,386,871</td>
</tr>
<tr>
<td>Pledges &amp; bequests receivable</td>
<td>2,494,665</td>
</tr>
<tr>
<td>Deposits and other assets</td>
<td>115,443</td>
</tr>
<tr>
<td>Conservation lands and easements</td>
<td>23,041,083</td>
</tr>
<tr>
<td>Non-conservation property held for sale</td>
<td>610,000</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>611,326</td>
</tr>
<tr>
<td>Property subject to life estate</td>
<td>1,047,756</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$43,230,868</strong></td>
</tr>
</tbody>
</table>

### STATEMENT OF ACTIVITIES FOR THE YEAR ENDED MARCH 31

<table>
<thead>
<tr>
<th>REVENUE AND SUPPORT</th>
<th>2017 (pre-audit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$1,548,660</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>610,375</td>
</tr>
<tr>
<td>Project income</td>
<td>76,647</td>
</tr>
<tr>
<td>Investment income</td>
<td>188,838</td>
</tr>
<tr>
<td>Other income</td>
<td>200</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$2,424,720</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>2017 (pre-audit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projects and stewardship</td>
<td>$950,493</td>
</tr>
<tr>
<td>Governance and administrative</td>
<td>248,428</td>
</tr>
<tr>
<td>Fundraising</td>
<td>184,716</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,383,637</strong></td>
</tr>
<tr>
<td>Net income before land acquisitions &amp; donations</td>
<td>1,041,083</td>
</tr>
<tr>
<td>Land acquisition expenses</td>
<td>(1,700,000)</td>
</tr>
<tr>
<td><strong>Net income after land acquisitions &amp; donations</strong></td>
<td><strong>$(658,917)</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th>2017 (pre-audit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$782,521</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,449,891</td>
</tr>
<tr>
<td>Short-term note payable</td>
<td>421,221</td>
</tr>
<tr>
<td>Conditional gifts &amp; grants</td>
<td>1,192,805</td>
</tr>
<tr>
<td>Use obligation — life estate</td>
<td>596,385</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$4,442,823</strong></td>
</tr>
</tbody>
</table>

| Net Assets | |
| Unrestricted | |
| Available for operations | $6,630,206 |
| Board designated — conservation projects | 1,710,658 |
| Investment in conservation lands | 23,041,083 |
| **Total unrestricted net assets** | **31,381,947** |
| Temporarily restricted net assets | 7,406,098 |
| **Total Net Assets** | **$38,788,045** |

| Total Liabilities and Net Assets | |
| **$43,230,868** |
COMING UP

Our 40-year track record of protecting and stewarding land ensures that we never have a dearth of projects. Presently, we continue to work on bringing the McCormick project in the Mayacamas to a successful close. This stunning 654-acre property is adjacent to Sugarloaf Ridge State Park and boasts views all the way to the Sierras. When joined with the park, it will fill in a missing link in the Bay Area Ridge Trail for hikers and also preserve abundant habitat for wildlife.

In addition, our staff is working on additional projects in the Napa-to-Marin wildlife corridor, on the Russian River and throughout the county. Sorry we can’t be more precise than that — land conservation is a delicate process requiring strict confidentiality more often than not. You will be the first to know when we are able to share!

With your help, we will continue to protect our clean air and water, wildlife corridors and giant redwoods, and we will help foster a closer connection between people and nature. The land is the heart of our community — thank you for protecting it.

At right: Bidwell Creek runs through Laufenburg Ranch as well as our Live Oaks Ranch property upstream. Our floodplain restoration projects will aid in the recovery of steelhead in this watershed.

Photo by Corby Hines.
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

Cows at Live Oaks Ranch in the fall. Photo by Melania Mahoney.
Live in the sunshine, swim the sea, drink the wild air.

— RALPH WALDO EMERSON