



ANNUAL REPORT

LYME LAND CONSERVATION TRUST

2014-2015

Dear Friends:

Last year we reported to you on the completion of our application for accreditation by the Land Trust Alliance. This year we are proud to report that we have been accredited. This achievement caps a seven-year process of improving and refining our practices and procedures in 26 areas of performance, including corporate governance, financial health and reporting practices, land and conservation easement acquisition, stewardship of our properties and easements, documentation and record keeping and ethical practices, among many others.

Accreditation will stand us in good stead by providing additional credibility when we apply to foundations and other funders for preservation grants. Indeed, the entire process has provided a very useful road map -- and incentive -- to improve our performance on an already strong base of operations. Thanks to all of our directors and staff, present and past, who contributed to this important recognition.

This year we helped the Town of Lyme achieve a long-sought goal: additional public access to the Connecticut River. We worked with local property owners, the Town and the State to raise the money needed to purchase some three acres on Selden Road bordering Selden Cove. The Town will own the property, which will provide access to some of the most beautiful waters in the area.

This year also saw the trial of claims the Land Trust and the Attorney General of the State of Connecticut have made against a local property owner for alleged violations of an important easement we hold on the property. In a victory for conservation, the court held that the land owner had violated the easement and ordered the property restored to its previously natural condition. The court also awarded the Land Trust damages and its legal fees. The landowner has appealed the judgment.

In an especially exciting development this year, a non-profit film company, Visionaries LLC, chose the Land Trust, the Town and its residents as the subject of a film made for public television. Shooting has been completed, and we expect to see a director's cut of the film soon. We understand that it will celebrate the conservation mindedness of Lyme and will focus on the close relationships among the Land Trust, Town officials and our citizenry that have led to the protection of over 100 properties, including some 3,000 acres by the Land Trust alone. Visionaries' goal through the film is to help the Land Trust with its preservation mission and to inspire other land trusts and conservation organizations by Lyme's example.

Please review the balance of our report which, thanks to many of you, reflects our solid financial position as well as the events we have sponsored, our charitable initiatives and our stewardship and preservation activities.

With our thanks,

John Pritchard
President



During the past year, the Land Trust arranged many different types of well-attended events to encourage everyone to get outside and explore our area's natural beauty and wildlife. We hiked and biked, painted, photographed, and learned about local wildlife, plants, history, and ecology. The benefits of getting outdoors for our physical and mental health are enormous, and one of the missions of the Land Trust is to provide opportunities for easy access to the natural world.

In mid-September, we joined with the East Haddam Land Trust to host an introduction to geocaching for all ages in Mount Archer Woods. Swallows put on a fabulous show for our Fall Tree Swallow Cruise on the RiverQuest. Earth Day in April at the Lyme Consolidated School engaged children in hands-on lessons and demonstrations about biology, geology, and ecology at the Eightmile River. Lisa Niccolai, our Environmental Director was ably assisted by many volunteers including Emily Bjornberg, Eliza Sharp, Ralph Lewis, Anthony Irving and Steve Gephard of DEEP.

In May, bird enthusiast Rob Braunfield led an evening walk in Pleasant Valley, and for Connecticut Trails Day in June, 32 hikers experienced views of river, wetlands and hillsides along the trails in Lord Creek Farm, thanks to the

Over the past year the Land Trust Preservation Committee has been looking at a number of properties that could be significant additions to our conservation goals. Some were discovered in real estate listings, while others we identified as high priority parcels because of their cultural, aesthetic and ecological importance. Most, however, were brought to our attention by landowners who wanted to explore protection options.

Usually much time and deliberation is needed as families sort out the implications of various strategies that will have permanent consequences for future generations. It is our job to evaluate the merits of each property and assist with information about the various options available. Only when a landowner is convinced that working with the Land Trust is in their fami-

hospitality of owner Janie Davison and the Lyme Trails Association. Organized hikes took place in various preserves on Tuesday mornings throughout the year.

Two events focused on preserving local scenery with brush or camera. In October, Banningwood Preserve was the site for our third annual Paint-out: Celebrating Lyme's Beauty. Artists from this area and beyond came to paint on location and their works were subsequently exhibited at the Lyme Art Association and the Lyman Allyn Art Muse-

um in New London. The ninth annual Land Trusts Photo Contest invited amateur photographers from five area towns to submit photos. All photos were exhibited at a reception at the Lymes' Senior Center in March.

The program at this year's Annual Meeting in June was a discussion about the landlocked alewives of Rogers Lake and their larger anadromous cousins in the ocean. Steve Gephard of the Connecticut DEEP and David Post of Yale gave the presentation, which was moderated by Old Lyme author Richard Conniff.

Activities planned by our Events Committee are posted in advance on our website: www.lymelandtrust.org, through email reminders just before the event, on our Facebook page, and in our newsletter.

our events chair

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ANGIE FALSTROM

ly's and the land's best interest can we formulate the outcome that serves the desires of all parties involved. These decisions cannot be rushed and sometimes many years go by before the fate of a particular property is decided.

We hope that over the coming years we can build on the land trust's success in recognizing and preserving properties that define and contribute to the Lyme landscape. One example this year was facilitating the purchase and transfer to the town of property on Selden Road. Working

with the landowner and committed neighbors, the land trust ensured that this parcel will provide new access to Selden Creek and the Connecticut River for canoeists and kayakers. It is important to not just hold properties, but whenever possible to keep them open for a variety of non-intrusive public uses.

our preservation chair

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ANTHONY IRVING

The Stewardship Committee monitors 3,000 acres spread over 102 properties, including both properties we own and private land on which we hold conservation restrictions. Volunteer stewards visit each property at least once a year to check on easement compliance and trail maintenance. They file reports which are reviewed by the Committee. Staff and directors assist, advise and help train volunteers. If necessary, stewards and board members resolve property violations or encroachments by clarifying conservation restrictions and working with neighbors.

To ensure that all properties are protected and preserved, we rely on our strong relationships with both the Town and the community. Believing people will protect what they love, we encourage use of Land Trust properties by both adults and children. Land Trust volunteers helped with Earth Day activities in conjunction with the Lyme Consolidated School and the PTO, led a hike in the Banningwood Preserve with the Lyme-Old Lyme Girl Scouts, and helped manage the seasonal hunting pro-

gram shared with the Town. The Stewardship Committee routinely assists the Preservation Committee with research into possible acquisitions.

Several projects this year improved trails: we constructed the 0.7 mile long Yellow Trail along Roaring Brook in Banningwood and upgraded the bridge; we participated in an Eagle Scout project to install a new bridge

on the Honey Hill Red Trail. We mowed fields to maintain wildlife habitat and posted trail hazard signs. The Land Trust also spent a good deal of time on mapping projects in the past year. A new map was created which includes

five contiguous properties: Hartman Park, Walbridge Woodlands, Young Preserve and two of the Beebe properties. In an ongoing program to provide A-2 survey maps for all properties, the survey map for Bloom II was completed and the survey of the Hand Smith property begun.

We are proud to contribute to the efforts to maintain and access Lyme's natural beauty. Maps for our extensive trails are available at our website: www.lymelandtrust.org.



Thanks to the creativity and hard work of directors and members, the Land Trust has developed various ways to help fund our organization. We continue to be grateful to the residents of Lyme for their generous support. Membership renewals play a key role in our budget. The percentage of Lyme households with memberships is one that few other land trusts can equal.

Membership dues and added contributions continue to play an important part in generating the funds needed to accomplish our mission. Revenues from the 2015 membership drive were up considerably over last year, thanks to the 41 members of our President's Circle who annually contribute \$1,000 or more to the Trust.

We purchased the Banningwood Preserve in 2013 with a down payment and four-year seller notes for the balance. The purchase price, including estimated closing costs and other expenses, was \$675,000. An anonym-

ous donor contributed \$100,000 to the fund balance of the purchase.

The Tour de Lyme has become *The Spring Cycling Event of the Eastern Connecticut Shore*, and continues to exceed our optimistic expectations. Net revenues and rider registrations both increased nicely from last year, the latter by 20%.

As part of our longer term initiatives, we look forward to members and other supporters contributing deferred giving plans. During the past year an anonymous donor purchased a \$25,000 charitable gift annuity. In addition, we received another one through a \$125,000 pledge towards the evolving Anniversary Campaign. We encourage all members to review their estate plans and to consider including the Land Trust in those plans. In this way, you'll help preserve in perpetuity our woodlands, vital watersheds, and wildlife, aquatic, and bird habitats.

our stewardship chair

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DON GERBER

our philanthropy chair

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MILT WALTERS

The Lyme Land Trust continuously works to improve communications with members and the Lyme community. In years past, we relied primarily on postcards, printed bulletins and newsletters, news releases and email to announce upcoming events and news of our many programs. As new communications channels evolve, we are quick to adopt them, but not at the expense of the tried and true.

We are very proud of our high-quality newsletter, mailed to all town residents and members three times a year. Much credit is due to outgoing Director and Publisher Humphrey Tyler and his volunteer team for creating a highly readable and visually appealing publication that is both entertaining and informative.

Under the guidance of Director Wendolyn Hill, our Land Trust web page, www.lymelandtrust.org, has continued to evolve. It's fresh, visually appealing and a great place to read about scheduled events and news, as well as explore our archive. For our many enthusiastic cycling friends, we have a site dedicated to Tour de Lyme. For pictures of this year's event, see www.tourde Lyme.org.

Between mid-May and mid-June, 2015, the number of user visits to the Land Trust website jumped from 941 in the same period in 2014 to 1,388—a 47% increase; the number of individuals visiting the site increased 53%, from 699 to 1,073.

The Land Trust also relies on email to send out notifi-

cations of upcoming events. (We never share email addresses with any other organizations, and unsubscribing is easy). In the last year particularly, the Land Trust has come to use social media more often—primarily Facebook and Twitter.

The Land Trust has two Facebook pages—one for the Land Trust itself and one for the Tour de Lyme cycling events. The Land Trust's main Facebook page has exploded in popularity, going from only 58 followers less than two years ago to almost 400 in June 2015. The average reach of

the posts on the Facebook page (those other Facebook users who download and receive the Land Trust's news postings) has more than doubled in the last year from an average 212 during the May-June period in 2014 to 425 during the same 2015 period.

Similarly, the Tour de Lyme's Facebook and Twitter postings have drawn increasingly more followers. The Facebook page has almost 500 followers, and the average reach of its postings increased from 387 during the 30 days prior to the cycling event last year to 422 during the same period this year. In less than two years, the Tour de Lyme's Twitter followers have risen from 82 in August 2013 to 443 in June this year. Rest assured, if we have news to share, we will use the many tools available to us, both new and old, to keep you abreast of what is happening at the Lyme Land Trust.



Strong top-line growth and rigorous cost management allowed the Land Trust to meet and even exceed our financial goals during the past year. Annual revenues totaled \$256K, a year-over-year increase of almost 12% after adjusting for several large, one-time donations.

Most importantly, we continue to diversify our revenue streams and funding sources. While member dues have steadily expanded, growing 5% last year, Tour de Lyme's proceeds are driving sustained growth. By the end of 2015 these will account for more than one-third of LLCT's revenues.

At the same time, spending rose a modest 2%. In 2014, we also leveraged cost savings and deferred

spending to "self-finance" higher than expected outside professional expenses.

For the year net assets climbed \$476K, including income of \$102K, the delayed receipt of \$327K in DEEP funds for 2013's Banningwood purchase, and the balance in land acquisition revenue. Looking ahead, Finance must stay agile enough to address unexpected opportunities and challenges – everything from a property of significant environmental value becoming available to infestations of invasive plants or insects. And of course we'll remain a key partner in weaving together financial and operational strategies to protect and enhance Lyme's landscape.

for the communications team

MARY GUITAR, EDITOR

our treasurer

GEORGE LOMBARDINO

Statement of Financial Position

as of June 30, 2015

(\$ in 000s)

ASSETS

Cash & Equivalents	\$ 1,262.3
Conservation Land	4,834.4
Other	0.6
Total Assets	<u>\$ 6,097.3</u>

LIABILITIES & EQUITY

Liabilities	
Long-term Debt	266.0
Total Liabilities	<u>\$ 266.0</u>
Equity	
Retained Earnings	\$ 4,568.9
Fund Balances	
General Fund	433.8
H. Templeton Brown Acquisition Fund	477.6
Rufus Barringer Stewardship Fund	179.3
Other Donor-restricted Funds	171.7
Total Fund Balances	<u>1,262.3</u>
Total Equity	<u>\$ 5,831.3</u>
Total Liabilities & Equity	<u>\$ 6,097.3</u>

Statement of Income

July 1, 2014 - June 30, 2015

Revenues (non-land acquisition)	
Membership Dues	\$ 62.4
Donations	119.8
Tour de Lyme	91.8
Other	89.2
Total Revenue	<u>\$ 363.2</u>
Expenses	
Compensation	\$ 79.2
G & A	16.3
Communications, Events & Education	50.0
Other Operations	89.6
Miscellaneous	17.6
Total Expenses	<u>\$ 252.6</u>
Other Income/Deductions	<u>(8.2)</u>
Net Income	<u>\$ 102.3</u>
Land Acquisition Capital	<u>476.3</u>
Change in Net Assets	<u>\$ 578.7</u>

WITH SPECIAL THANKS TO OUR GENEROUS DONORS

July 1, 2014—June 30, 2015

OVER \$10,000

Anonymous
Baxter, Andy
Hargraves, John &
 Newcomb, Nancy
Pritchard, John & Lee
Bequest of Gordon Ulmer
Thompson, Geoffrey &
 Claudia
Walters, Milton & Caroline

\$2,500 to \$9,999

Brown, Suzanne
Clark, Tim & Turner, Molly
David, Barbara O.
Duncan, James & Laura
Embree, Jeb & Dianne
Gahagan, Frederick &
 Mary Lou
Millerbernd, Donald
Richardson, Michael & Faye
Scheel, Robert & Anne
Willauer, George & Cynthia

\$1,000 to \$2,499

Aidinoff, Bernard & Ellen
Barringer, Charlotte P.
Brewer, John & Margaret
Cotton, Judith
Davidson, Spencer &
 Telfair, Tula
Davison, Jane
Deane, Curtis &
 Shoemaker, Tom
Fetter, Trevor & Melissa
Frankle, David & Elizabeth
Gerber, Donald & Carleen
Greenberg, Alva
Hardin, Adlai
Hastings, Mark & Susan
Heffernan, Mitchell &
 Cheryl
Holmes, Lisa
Johnston, Mark & Sarah
Leonardo, Jack & Melodee

Lombardino, George &
 Nina
Lombardino, Joseph &
 Roberta

Mann, Robert & Mary
Merrill, Newton & Polly
Patterson, Michael & Elena
Pritchard, Chris & Sally
Roosevelt, Christopher
 & Rosalind

Saxton, Dr. Craig & Pietrina
Shea, James & Kristen
Standart, Joe & Clinton
Tyler, Humphrey & Susan
Volles, Warren & Lori
Webster, Robert &
 Elizabeth

\$500 to \$999

Ashley, Frances
Bloom, Dr. Barry
Buerger, Brantley
Catlett, John & Athana
Dandonoli, Patricia
Gorin, Thomas &
 Elizabeth Platt
Lieber, Dr. William &
 Carolyn
Lightfoot, Richard & Judith
Plimpton, Kenneth D. Jr.
Rowe, Jeffery & Kathy
Schroeder, Mary &
 Spencer, Cathy
Wardlaw, Dr. Stephen &
 Lynne

\$250 to \$499

Amacher, David & Charlene
Angers, Thomas E. &
 Van Daff, Tim
Beane, George &
 Begley, Pat
Beaudette, Michael & Edna

Block, John & Sherry
Clark, Ronald & Jane
Critchett, Donald & Jane
Domenie, Douglas &
 Patrice

Egri, Paul & Christine
Enders, Anthony &
 Elizabeth
Fiske, William and Diana
Fogle, Gifford

Freudenthal, Cynthia
Friday, John Jr. & Judy
Gagliardi, Gerald &
 Deborah
Greenho, Brian & Pamela
Hessel, Susan &
 Dahle, Karen

Irving, Anthony &
 Lees, Deborah
Jacobs, Stephen
Karwoski, Malvin & Gail
Knight, Douglas and
 Williams, Susan
Krusen, Gordon &
 Cole, Susan

Lazrove, Steve &
 Debra
Lee, Dylan
Lee, Richard & Heidi
Lewis, Ralph & Leslie
Li, Zheng & Wan, Hong
Lieberman, David and Paula
Lynch, Anthony & Patricia
Maroni, Paul & Margot
McCall, Alison

Mullen, TJ and Jennifer
Nuzum, Dr. Margaret
R.A. Parady & Sons Inc.
Ross, Euan & Christina
Semple, Dr. Joseph &
 Tannen, Erica
Shea, John
Slater, Brian & Janet
Taylor, Anne Alexis Cote
Thorn, William & Gladys

West, Tina
Wieschenberg, Peter
Wing, Thomas & Andrea

\$100 to \$249

Alberg, Robert &
 Margaret Purcell-Alberg
Angier, Mark & Elizabeth
Anonymous (2)
Aubrey, Sally
Ballek, Rowland & Nancy
Benner, Millicent E.
Bergmans, Rudolph &
 Lane, Ann
Bireley, Richard & Linda
Bischoff, Thomas & Terry
Blackwell, Elmer &
 Bennett, Stefanie

Bladen, Ashby & Ginger
Boehning, William & Diana
Bombacci, Edward
Brennan, Andrew &
 Adrienne
Broom, Lorraine
Buttrick, Harold & Ann
Carpiniello, William
Caruso, Sal and Mary Ellen
Chase, Duane & Joyce
Clark, Herbert & Sherry
Clarke, Harry
Clement, Carl & Anne
Clements, Nicholas &
 Elizabeth
Cone, Leslie & Marta
Cooksley, David
Cooper, Richard & Gwen
Czarnecki, Keith and
 Debra
Dailey, Corinne
Dance, Francis and
 Kuryla, Kathy
Davidson, Patricia
Davies, Tom & Judy
Decker, Peter & Patricia
Denow, Bill & Sara

DiGiovanna, Steve & Sherry	Lombardo, Stephanie	Wilson, Thomas & Mary	2015 TOUR DE LYME
Dominy, Richard & Carol	Macbeth, Tom & Griffin, Maureen	Watkins, James & Janis	Platinum Sponsors
Duran, Judith	Matthews, Mary	Wood-Muller, Rudolph & Jenny	Erik Block Design-Build, LLC
Dwyer, Michael	Mattson, Steven & Maddy	Woody, Melvin	Essex Savings Bank &
East, Andrew & Dawn	McFarland, James & Leray		Essex Financial Services
Ermler, Rick & Pat	Miller, Tom & Wendy		Lyndon Haviland & Co.
Evans, Douglas & Ann Lacey	Molyneux, Richard		
Falstrom, John & Angie	Monroe, Julian & Margaret	Bequests	Gold Sponsor
Fanning, Craig & Sara	Moore, George & Rosemary	over \$100,000	Reynolds' Garage & Marine
Finger, Eric and Jascin	Morgan, Elizabeth	Rayonier Advanced Materials (for Gordon Ulmer)	
Flanagan, Stephen	Mulligan, Sandy		Silver Sponsors
Fortin, Melissa	Mummert, Drs. Earl & Margaret	Heritage Society for Planned Giving	All Pro Automotive
Fotos, Michael & Lindsey, Claudia	Murphy, James	Anonymous	Anthem BlueCross
Francis, Anthony & Marion	Nelson, Jil	Baxter, Matthew	BlueShield
Frank, Allan & King, Llilian	Niblack, John & Heidi	Lord, Parker & Diane	Bouvier Insurance
Furgueson, Michael & Sherley	Palumbo, Paul & Kathy	Moore, George & Rosemary	ConnectiCare
Gibbons, Elizabeth	Patterson, William	Pritchard, John & Lee	Gowrie Group
Gladstone, David and Julie	Pearson, Stuart & Lois	Walters, Milton & Caroline	Judges Farm
Good, Rev. David & Corrin	Pedrick, James & Jacquelyn		Lawrence+Memorial
Gravatt, Scott & Denise	Pesky Family Foundation		NRG - Energy Inc.
Graybill, James	Platner, Brian & Beverly		Pasta Vita Inc.
Griswold, Evan & Fisher, Emily	Posson, April		Shoreline Eye Group
Hardin, Melissa	Preston, David and Barbara		the -e- list
Harra, Brian & Hoy, Anne	Raible-Birch, Susan		Wind River Environmental
Harris, Dr. Randall & Patricia	Rhodes, Lee		
Harris, Robert	Robillard, Robert & Van Ness, Addison		Supporters
Heap, Roger	Sather, Dr. John and Polly		Antonino Accura
Heym, Jim & Wilkinson, Lynn	Sauer, Claire		Bank of America
House, George & Linda	Seddon, Andrew & Smith, Kathryn		Burnetts Landscaping
Howard, Shirley	Smith, Andrew & Kelly		Coldwell Banker
James, Michael & Anna	Snyder, Todd & Boyer, Phoebe		Residential Brokerage
Jenkins, Gary & Ehlen, Jerry	Standish, Robert & Mildred		Connaught Chiropractic
Jones, Richard & Carol	Staubach, Karla		Deep River Snacks
Kahn, Robert & Amy	Steiner, Christopher & Rebecca		Gull Associates
Kaslow, Andrew & Diane	Sulger, Jack & Laurie		New England Power
Klimek, Carol	Sutton, Richard & Hill, Wendolyn		Equipment
Krall, Phillip	Taisey, Robert D.		Wilcox Tree Experts
Krawski, John & Lynn	Tenant, Foster & Goodall, Susan		
Lawlor, William & Elizabeth	Turner, Nancy	Employee Matching Gift Programs	In-Kind Goods & Services
Lee, Jean Soper	Weed, Gary & Carol	AIG Matching Grants Program	Ashlawn Farm
Leonardo, Jarrod & Stacey		Benevity Community Impact Fund	Clif Bar
Lewis, Steven & Denise		Business & Legal Reports, Inc.	Coca-Cola Bottling Plant of SE New England Inc.
Lins-Morstadt, Carl & Cecilia		Dominion Fund	Eden Foods
		Pfizer Foundation	Hadlyme Country Market
			Lyme Line/Valley News Now
			Vitality Spa

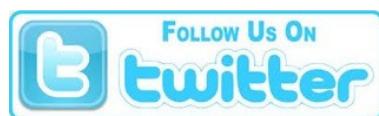


LYME LAND CONSERVATION TRUST EARNS NATIONAL RECOGNITION

We are proud to display the accreditation seal awarded us last December by the Land Trust Accreditation Commission, an independent program of the Land Trust Alliance. As John Pritchard explained in his President's Letter on page 1, this is a milestone in the history of the Land Trust, assuring the public that we have met national standards for excellence, and that

the results of our conservation work are permanent. Our 2014 Project 350 Capital Campaign provided the funding required to meet their initial financial reserves criteria for stewardship and easement defense. We want to thank again the accreditation team, led and motivated by Lisa Niccolai, for the hundreds of hours they worked to prepare the accreditation application, as well as the many volunteers and staff who steward the properties under Land Trust management.

www.lymelandtrust.org



OUR 2014-15 BOARD OF DIRECTORS

Andy Baxter, Vice President	John Pritchard, President
Brantley Buerger	Jeff Thompson
Angie Falstrom	Humphrey Tyler
Don Gerber, Vice President	Milton Walters
Wendolyn Hill	Kristina White
Anthony Irving	Melvin Woody, Secretary
George Lombardino, Treasurer	
Jil Nelson	George Moore, Executive Director
Nancy Newcomb	Lisa Niccolai, Environmental Director



To conserve in perpetuity for the public benefit Lyme's natural, scenic and historic land and water resources by: acquiring and stewarding real properties and conservation easements; supporting open space acquisition by third parties; facilitating scientific study and management of the resources; and educating the community regarding the benefits of conservation.

LONG RANGE PLAN

- ♦ Conserve land of environmental, cultural or historical importance.
- ♦ Carry out work of the Land Trust in a fiscally responsible manner.
- ♦ Raise public awareness of the natural resources, history, lands and the benefits of the Land Trust's activities.
- ♦ Expand our community relations activities.
- ♦ Enhance our systematic stewardship program.