



ANNUAL REPORT

LYME LAND CONSERVATION TRUST

2015-16

Dear Friends:

This has been another eventful year for the Land Trust. In furtherance of our core mission of preserving land of great conservation value in Lyme, the Land Trust has agreed to purchase the beautiful Hawthorne property, 82 acres of land just south of Hadlyme Four Corners. The purchase would create a 1,000-acre greenway as it connects with the Land Trust's Selden Preserve, the Ravine Trail and other protected properties.

The property also features vernal pools used for breeding by salamanders and frogs and includes geologically significant features, as well as Whalebone Creek which feeds into Whalebone Cove, considered a wetlands complex of international importance, and one of the most pristine tidal fresh water marshes in Connecticut. The purchase is subject to conditions, including the State's contribution of matching funds through the Community Investment Act.

Last year we reported that a non-profit film company, Visionaries LLC, had chosen the Land Trust, the Town and its residents as subjects of a film to be made for public television. This year the film was completed, and many of you have been able to see the "director's cut." It celebrates the conservation-mindedness of Lyme and the close relationships among the Land Trust, Town officials and our citizenry that have led to the protection of over 100 properties, comprising some 3,000 acres, by the Land Trust alone. Some of the brightest "stars" in the film are our own children! It will be paired with a Visionaries film on Plum Island, a focus of other conservation organizations, to be shown on public television in the fall of this year.

We are now hard at work on a DVD that will include the Visionaries film, introduced by the actor Sam Waterston, telling "the rest of the story" through the many portions of the interviews that could not be included in the original film. Stay tuned!

Our fundraising event, the Tour de Lyme, has become the premiere biking event in the region. This year's Tour attracted nearly 900 road and mountain bike riders and raised some \$60,000 for the Land Trust, an important component of our annual operating budget. If you ride and haven't yet participated, mark your calendar for May 21, 2017.

Next year will mark the 50th Anniversary of the Land Trust, and we are in a celebratory mood. Planning is underway for a Town-wide event, and we are embarking on a major fundraising drive designed to create an endowment fund for the Land Trust and to raise funds for the purchase of the Hawthorne land and other properties. The Land Trust's stewardship obligations are in perpetuity, and our Board believes that now is the time to put the Land Trust on a firm financial foundation that will insure that these obligations can be met in perpetuity.

The goal for the drive is to create a \$1,000,000 endowment and to add \$500,000 to our Templeton Brown Acquisition Fund. We are encouraging both current contributions and legacy gifts such as bequests and annuities. Please consider participating in this important drive.

We hope you will review the balance of our report which delves more deeply into our accomplishments last year.

With our thanks,
John Pritchard
President



IN THE FALL, a special treat for our members was a viewing of the director's cut of the Visionaries documentary about the Land Trust and the importance of land conservation to the people in Lyme. This was so popular that there were two screenings.

Many of our events are designed to encourage the appreciation and enjoyment of Lyme's preserved properties. The Trailblazer walks are moderately easy hikes led by Wendolyn Hill every other Tuesday as the weather permits. They are open to all who would like to enjoy the beautiful scenery of Lyme's preserves while getting fresh air, camaraderie, and exercise for the body and soul. The Land Trust partners with the Lymes' Senior Center to encourage participation of active seniors.

In addition, special weekend hikes were offered throughout the year. Highlights: Tony Irving led walks at Pleasant Valley Preserve and the Czikowsky Preserve to educate about the many habitats that make up a watershed; Brantley Buerger led a walk at Mt. Archer Woods and showed the hikers a piece of a propeller from a plane that wrecked there during WWII; Parker Lord led a walk to find the ancient boundary markers between East Lyme and Lyme.

our events chair

WENDOLYN HILL

Presentations to help us better understand wildlife were also provided. Felicia Ortner gave a talk about the black bears who occasionally travel through our area. Frank Vincenti of the Wild Dog Foundation enhanced our knowledge about and appreciation of our newest resident, the coyote. In September, a cruise on the RiverQuest was offered to view the display of migrating swallows. On Earth Day, Lisa Niccolai and volunteers Eliza Sharp, Emily Bjornberg, and Sue Cope organized a visit by fifth graders from the Lyme Consolidated School to the Moulson Pond Fishladder to learn about migrating fish.

Creative expression of the love of nature inspired other events. During the Annual Meeting in April, the crowd was awed by the stunning pictures of baby water birds by famed photographer William Burt. The Land Trusts Annual Amateur Photo Contest, organized by four neighboring land trusts, celebrated its 10th year, culminating in March with a reception and exhibit of all of the impressive entries. The Hamburg

Bridge Historic District was the site for the 4th annual "Celebrating Lyme's Beauty" Paint Out in June, organized by Susan Henderson and hosted in cooperation with the Lyme Art Association. John Sargent's paintings were the backdrop for a talk in October about preserving Plum Island.

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

THE LYME LAND TRUST uses many different formats for communicating with our members and the Lyme community.

The Communications Team maintains two websites and two Facebook pages: one for the Land Trust, and one for the Tour de Lyme. The Land Trust's main Facebook page has gone from only 58 followers less than three years ago to more than 600 in June 2016.

Our Lyme Land Trust web page, www.lymelandtrust.org, is continually updated by Director Wendolyn Hill. It includes news items, listings of upcoming events, photos of recent events, trail information and maps. During the last year, starting in May 2015, individual users of the website increased by 8.2 percent.

The Tour de Lyme web page redesign this year was managed by Environmental Director Lisa Niccolai, who added video footage that captures the true spirit of the event. Approximately 1000 people used the web site to register to ride, volunteer for, or donate to the 2016 Tour de

Lyme. An astounding increase over the last four years.

Our Twitter feed has a following of 351 thanks to volunteer Jil Nelson. Thanks to another volunteer, Tom Shoemaker, we also send out event reminders by email to members, past members and volunteers. (These email addresses are never shared, and we make it easy to unsubscribe.)

our communications team

MARY GUITAR, NEWSLETTER EDITOR

Print communication is still our mainstay: The Land Trust prints and distributes our excellent Newsletter to all Lyme residents three times a year through the mail, and sends the Annual Report to all members once a year. We also use both print and digital news media to get the word out about events, the Photo Contest, the Paint Out, the Tour de Lyme and other news.

The largest mailing each year is our annual membership appeal. Did you know that very few Land trusts in the nation can match the percentage of Lyme residents who belong to their land trust? It is remarkable, and we are deeply grateful.

THE STEWARDSHIP COMMITTEE, with the help of more than 30 volunteers, monitored all 103 properties and maintained over 35 miles of trails. Monitoring of properties includes those owned by the Land Trust and private land for which we hold conservation restrictions. Each property is visited at least once a year by a volunteer steward who walks the property and files a report to our on-line database. If necessary, stewards and board members resolve any property issues by working with owners and neighbors to clarify conservation restrictions or boundaries. Many of the properties owned by the Land Trust also have trails that require regular clearing and marking. Keeping up with this task would not be possible without the strong support of volunteer trail monitors.

Many volunteers helped maintain trails and areas of interest at Mt. Archer/Eno and Lyme Corner Trails. The Land Trust partnered with the newly-formed Lyme Trail Association to participate in Connecticut Trails Day at Lord Creek Farm. The Land Trust supports the Town of Lyme

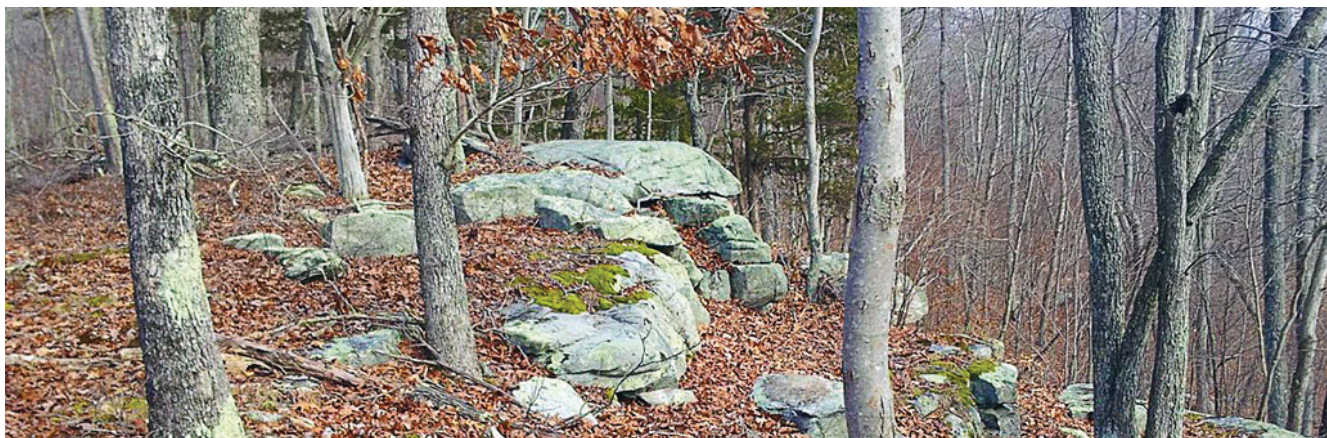
to administer the hunting program. Our partnerships with the Town and The Nature Conservancy allow activities on all of our properties to be consistent for the users. We also supported the development of the Goodwin Trail that runs through the towns of East Haddam, Salem, Lyme and East Lyme.

Working with the Town, the Land Trust developed maps and improved trail markings for the newly named Lyme Corner Trails: Hartman Park (Town), Walbridge Woodlands (LLCT) and Philip Young Preserve (Town). Together these properties provide more than 12 miles of

interconnected trails. Maps are available on our web page, at the Lyme Town Hall, and the Lyme Public Library, and metal signs are posted in the woods at several intersections. Anyone with a smartphone can also access all of the trails in Lyme on MyTownTrails.com and even download the app. If you click on a trail map, select "track" then "show me," your exact location will be displayed along the trail. Never be lost again!

our stewardship chair

DON GERBER



THANKS TO THE CREATIVITY and hard work of directors and members, the Land Trust continues to develop a number of 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 continues to be 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 2016 membership drive were up considerably over last year, thanks to the 49 members of our President's Circle who annually contribute \$1,000 or more to the Trust.

The Tour de Lyme has become The Spring Cycling Event of the Eastern Connecticut Shore, and continues to exceed our optimistic expectations. Net revenues from sponsors

and from rider registration both increased nicely from last year, the latter by 20 percent.

2016 and 2017 are important celebrations in our history. We're 50 years old. As part of our celebration our Board announced a \$1,500,000 Anniversary Campaign. The objective is to raise one million dollars for a dedicated endowment fund and \$500,000 for land preservation and stewardship, \$400,000 of which will be used for the purchase of the Hawthorne Preserve. The Preserve's headwaters flow to Whalebone Cove and connect with other preserved properties to create a 1,000 acre greenway.

The Endowment Fund is primarily funded through deferred gifts. We encourage members to review their estate plans and 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 philanthropy chair

MILT WALTERS

OVER THE PAST YEAR the Land Trust's Preservation Committee has been actively engaged in working with landowners on protection strategies for a number of properties in Lyme. One of these is only one acre whereas another is in excess of 120 acres. When and if these come to fruition you will be hearing more about them in the months to come. How these properties came to our attention varies. One we found out about from real estate listings; another was identified as being one of our high priority parcels due to its cultural, aesthetic and biological importance.

Others, however, were brought to our attention by landowners wishing to explore protection options. In almost all cases much time and deliberation is needed as families sort out the implications of various protection strategies that will have permanent consequences for future generations. It is our job to evaluate the merits of each property and assist the potential donor or seller with information as to the various options available to them. Only when a landowner is convinced that working with the trust is in their family's and the land's best interest can we formulate the desired outcome that serves the interests of all parties involved. These decisions cannot be rushed and sometimes many years go by before the fate of a particular property is decided.

our preservation chair

ANTHONY IRVING

The Land Trust is also in the process of acquiring another property. Depending on how successful we are in raising funding, we hope to purchase 82 acres fronting on Brush Hill Road near Hadlyme four corners. The property, owned by Bill Hawthorne, has been in his family for many generations, and Bill would like to see it protected in perpetuity as a legacy that would benefit future generations. A bargain sale was negotiated meaning that he agreed to sell the property for less than the appraised value, the difference between the two becoming a charitable contribution. With its connection to other open space parcels and trails, this property is one of the building blocks in a nearly 1,000-acre forested block running from Brush Hill Road to Selden Neck. We have applied for funding from the state's land acquisition program, but need to raise over \$200,000 more from private sources. The fundraising campaign is off to a great start and we are optimistic we will be successful in our efforts..

In almost all cases the Land Trust depends on the caring and commitments of land owners when it comes to land protection. It is the sharing of these goals that makes the relationship between the community and the land trust so vital. With this in mind the trust is always available to answer questions and guide prospective land owners interested in protecting their family lands.



SLOWING REVENUE GROWTH and higher non-discretionary costs for stewarding and defending our portfolio of land dampened 2015-2016's results. Despite the challenging backdrop, the Land Trust delivered another year of strong earnings and financial stability.

Operating revenues, which for the five preceding years grew at a compound annual rate of 19%, rose just 1% last year, a consequence of a shortfall in one-time donations. The deficit, however, was more than offset by other revenue streams, including membership dues (+\$7K year-over-year), Tour de Lyme (+\$6K) and non-land acquisition grants (+\$15K).

Spending climbed 39% on the back of heavier expenditures for professional services; specifically property

surveys, appraisals, and the ongoing defense of our conservation easements. Together these three items added \$92K in incremental costs above the previous year; in contrast, on an adjusted basis, total expenses would have edged up 3%.

our treasurer

GEORGE LOMBARDINO

Income remained solidly in the black, albeit at a lower operating margin. Combined with a positive response to our capital campaigns—particularly the Philanthropy Committee's establishment of a new endowment fund—net assets expanded by \$165K.

During the coming year Finance will manage and support innovations to spur top-line growth, reduce the cost base, and enhance the organization's fiscal controls.

Statement of Financial Position

as of June 30, 2016

ASSETS

(\$ in 000s)

Assets	
Cash & Equivalents	\$ 1,343.7
Conservation Land	4,838.7
Other	0.3
Total Assets	<u>\$ 6,182.7</u>

LIABILITIES & EQUITY

Liabilities	
Current Liabilities	16.7
Long-term Debt	183.0
Total Liabilities	<u>\$ 199.7</u>
Equity	
Retained Earnings	\$ 4,656.0
Fund Balances	
General Fund	409.5
Endowment Fund	121.0
H. Templeton Brown Acquisition Fund	386.3
Rufus Barringer Stewardship Fund	256.8
Other Donor-restricted Funds	153.4
Total Equity	<u>\$ 5,983.0</u>
Total Liabilities & Equity	<u>\$ 6,182.7</u>

Statement of Income

July 1, 2015 - June 30, 2016

Operating Revenues	
Membership Dues	\$ 69.7
Donations	95.5
Tour de Lyme	97.8
Other	103.0
Total Operating Revenues	<u>\$ 366.0</u>
Operating Expenses	
Compensation	\$ 112.6
G & A	13.8
Communications & Events	53.0
Other Operations	145.5
Miscellaneous	22.7
Total Operating Expenses	<u>\$ 347.6</u>
Other Income/Deductions	<u>(4.6)</u>
Net Income	\$ 13.8
Land Acquisition & Endowment Capital	<u>151.3</u>
Change in Net Assets	\$ 165.1

WITH SPECIAL THANKS TO OUR GENEROUS DONORS

July 1, 2015 - June 30, 2016

OVER \$10,000

Anonymous
Baxter, Matthew
Brown, Suzanne
Hargraves, John &
Newcomb, Nancy
Pritchard, John & Lee
Thompson, Geoffrey &
Claudia
Walters, Milton & Caroline

\$2,500 to \$9,999

Duncan, James & Laura
Gahagan, Frederick &
Mary Lou
Gerber, Donald & Carleen
Millerbernd, Donald
Richardson, Michael & Faye

\$1,000 to \$2,499

Aidinoff, Bernard & Ellen
Ballard, Bob & Barbara
Barringer, Charlotte P.
Birch, Susan Raibel & Michael
Brewer, John & Margaret
Buerger, Brantley
Butler, Jonathan & Deborah
Clark, Tim & Turner, Molly
Cotton, Judith
Daitch, Peter & Alexandra
David, Barbara O.
Davidson, Spencer &
Telfair, Tula
Davison, Jane
Duran, Judith
Embree, Jeb & Dianne
Fetter, Trevor & Melissa
Frankel, David & Elizabeth
Greenberg, Alva
Hardin, Adlai
Hastings, Mark & Susan
Heffernan, Mitchell & Cheryl
Holmes, Lisa

Jackson, Mark &
Hagberg, Karen
Johnston, Mark & Sarah
Kiker, John & Hulseberg, Daniel
Lears, Katherine
Leonardo, Melodee
Lombardino, George & Nina
Mann, Robert & Mary
Merrill, Newton & Polly
Morgan, Elizabeth
Patterson, Michael & Elena
Pritchard, Chris & Sally
Roosevelt, Christopher
& Rosalind
Saxton, Dr. Craig & Pietrina
Standart, Joe & Clinton
Tyler, Humphrey & Susan
Volles, Warren & Lori
Webster, Robert & Elizabeth
Willauer, George & Cynthia

\$500 to \$999

Ashley, Frances
Bergmans, Rudolph &
Lane, Ann
Bloom, Dr. Barry
Carpiniello, William
Enders, Anthony & Elizabeth
Gorin, Thomas &
Elizabeth Platt
Grant, Angus & Kimberly
Griswold, Evan & Fisher, Emily
Jacobs, Stephen
Lieber, Dr. William & Carolyn
Plimpton, Kenneth D. Jr.
Rosenshine, Allen & Susan
Schroeder, Mary &
Spencer, Cathy
Schwartz, James & Sarah
Shea, John
Williams, Nancy Young

\$250 to \$499

Angers, Thomas E. &
Van Daff, Tim
Angier, Mark & Elizabeth
Anonymous
Ballek, Rowland & Nancy
Beaudette, Michael & Edna
Becker, Virginia
Block, John & Sherry
Brainerd, Wendy
Butler, Chris
Buttrick, Harold & Ann
Clark, Ronald & Jane
Domenie, Douglas & Patrice
Doyle, Nancy
Egri, Paul & Christine
Fortin, Melissa
Friday, John Jr. & Judy
Hessel, Susan & Dahle, Karen
Hicks, Taylor & Pamela
Horn, John & Karen
Irving, Anthony &
Lees, Deborah
Lee, Richard & Heidi
Leonardo, Jarrod & Stacey
Li, Zheng & Wan, Hong
Marburg, Charles & Louise
Maroni, Paul & Margot
Martin, Frederick & Marie
Maskell, Raymond & Michele
Murphy, Alden & Jamie
Niblack, John & Heidi
Nuzum, Dr. Margaret
Ross, Euan & Christina
Semple, Dr. Joseph &
Tannen, Erica
Su, Chih-Wu
Sutton, Richard &
Hill, Wendolyn
Taylor, Anne Alexis Cote
The Pembroke House
Designs, Ltd.
Thurston, Sandy
Wardlaw, Dr. Stephen & Lynne

Watt, Peter N. &
Cattie, Gerard
White, Peter & Kristina
Wieschenberg, Peter
Wilkins, Marilyn
Wing, Thomas & Andrea

\$100 to \$249

Abetti, Frank & Dana
Alberg, Robert & Margaret
Purcell-Alberg
Amacher, David & Charlene
Anonymous (3)
Axilrod, Stephen & Katherine
Balavender, Henry & Gail
Beglin, Brian & Cynthia
Bireley, Richard & Linda
Bischoff, Thomas & Terry
Blackwell, Elmer &
Bennett, Stefanie
Bladen, Ashby & Ginger
Boehning, William & Diana
Bombacci, Edward
Brainard, Newton & Mary
Broom, Lorraine
Burgess, Todd & Trudy
Burnham, Rika
Chase, Duane & Joyce
Clark, Herbert & Sherry
Clarke, Harry
Clement, Carl & Anne
Comaskey, Patrick &
Spurling, Allyson
Copp, Eugenie
Czarnecki, Keith & Debra
Davidson, Patricia
Denow, Bill & Sara
DiGiovanna, Steve & Sherry
Dominy, Richard & Carol
Dwyer, Michael
East, Andrew & Dawn
Eno, Ralph & Penny
Ermler, Rick & Pat
Evans, Douglas & Ann Lacey

Fanning, Craig & Sara
 Feltham, Ethel
 Finger, Eric & Jascin
 Finley, Francis & Cynthia
 Flanagan, Stephen
 Fogle, Gifford
 Francis, Anthony & Marion
 Frank, Allan & King, Lilian
 Furgueson, Michael & Sherley
 Gaskell, John & Suzanne
 Giaconia, John & Deborah
 Gibson, Andrew & Katherine
 Gravatt, Scott & Denise
 Harris, Robert
 Heap, Roger
 Henderson, Susan & Dan
 Heym, James &
 Wilkinson, Lynn
 House, George & Linda
 Howard, Shirley
 Improte, Barry & Linda
 Jarrabeck, Frank
 Jenkins, Gary & Ehlen, Jerry
 Jones, Richard & Carol
 Kane, Mitchell & Jessica
 Kaslow, Andrew & Diane
 Klimek, Carol
 Knight, Douglas &
 Williams, Susan
 Krall, Phillip
 Krawski, John & Lynn
 Krusen, Gordon & Cole, Susan
 Kyder, Wayne & Sarah
 Lawlor, William & Elizabeth
 Lazrove, Steve & Debra
 Lewis, Ralph & Leslie
 Lewis, Steven & Denise
 Lins-Morstadt, Carl & Cecilia
 Littlefield, Prescott & Anne
 Livingston, Scott & Deborah
 Lombardo, Stephanie
 Long, Barbara &
 Walters, Roxann
 Luce, James

Lynch, Eugene & Louise
 Mattson, Steven & Maddy
 McFarland, James & Leray
 Melchreit, Richard &
 Anna-Marie
 Migliacci, Hector & Kim
 Miller, Thomas & Wendy
 Moore, George & Rosemary
 Mulligan, Sandy
 Nelson, Jil
 Niccolai, Andrew & Melissa
 Outka, Ann & Gene
 Palumbo, Paul & Kathy
 Pedrick, James & Jacquelyn
 Powers, Jack & Margaret
 Rennhard, Dr. Hans
 Riches, Wendy
 Robillard, Robert &
 Van Ness, Addison
 Ruberti, Thomas & Virginia
 Sauer, Claire
 Schwolsky, John &
 Storch, Elizabeth
 Sharp, Matthew & Eliza
 Shine, Pamela
 Slater, Brian & Janet
 Smith, Andrew & Kelly
 Snarski, Richard
 Snyder, Todd & Boyer, Phoebe
 Sulger, Jack & Laurie
 Taisey, Robert D.
 Tennant, Foster &
 Goodall, Susan
 Thorn, William & Gladys
 Tiffany, Jennifer &
 Hurtle William
 Turner, Nancy
 Weed, Gary & Carol
 West, Tina
 Wildermuth, Gina
 Wilson, Thomas & Mary
 Witkins, James & Janis
 Woody, Melvin
 Zelek Electric Co.

Employee Matching Gift Programs

AIG Matching Grants Program
 Bristol-Myers Squibb
 Dominion Fund
 Pfizer Foundation Matching Gifts

Corporate & Foundation Grants

Chester Kitchings Family Foundation
 Community Foundation Of Eastern Connecticut
 Essex Savings Bank
 LaBoiteaux Family Foundation
 Land Trust Alliance

Heritage Society for Planned Giving

Anonymous (4)
 Baxter, Matthew
 Hessel, Sue & Dahle, Karen
 Howard, Shirley
 Lord, Parker & Diana
 Moore, George & Rosemary
 Pritchard, John & Lee
 Walters, Milton & Caroline

2016 TOUR DE LYME

Platinum Sponsors

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 Reynolds Garage & Marine Inc
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 the-e-list

Bronze Sponsors

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 Coldwell Banker Residential Brokerage Corp.
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 Gull Associates
 New England Power Equipment
 Orthopedic Partners
 Wilcox Tree Experts

In-Kind Goods & Services

Clif Bar
 Coca-Cola Bottling Co. of SE New England
 Deep River Snacks
 Eden Foods
 LymeLine.com
 Select Physical Therapy
 Lisa Reneson,
 Two Sisters Design

Important Dates in History

Oct 3, 1966 The Lyme Land Trust was Incorporated

November 18, 1966 First Board Meeting was held

May 26, 1967 First Members Meeting was held

June 6, 1968 First two properties donated to the Lyme Land Conservation Trust by
Mr. & Mrs. Frank B. Stephenson and Mr. & Mrs. William G. Moore
on Rams Horn Creek

A committee of Directors and volunteers are busy planning commemorative events
to celebrate this milestone.



lymelandtrust.org

Follow us on:



OUR 2015-16 BOARD OF DIRECTORS

Andy Baxter, Vice President

Brantley Buerger

Don Gerber, Vice President

Susan Henderson

Wendolyn Hill

Dan Hulseberg

Anthony Irving

George Lombardino, Treasurer

Nancy Newcomb

John Pritchard, President

Jeff Thompson

Joe Standart

Milton Walters

Kristina White

Melvin Woody, Secretary

George Moore, Executive Director

Lisa Niccolai, Environmental Director



Mission Statement

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.