

**YOUR STORY |** Through sharing ACRES stories, joining hikes and events, becoming a member and renewing your membership, volunteering and investing in land, you supported tremendous growth.

**YOUR LAND |** As of June 30, 2017, you helped protect eight new properties, two additions, and one new investment property—eleven new parcels totaling 714 acres, for a grand total of 6,686 acres cared for and protected, every day, forever. Together with five Olive B. Cole Foundation student interns, community volunteers, and eight partner organizations, our Land Management team invested more than 500 hours fighting non-native invasive plants on more than 347 acres.

**YOUR PARTICIPATION |** As the collective ACRES community and as individual members, donors and volunteers:

- 1,417 members shared the pride and joy of protecting places, together, for good.
- Your average gift to ACRES was \$1,714.36 (excluding land donations, memberships and in-kind support). The largest gift from an individual was \$254,014.26 and the smallest was \$1. Contributions from families, individuals, local businesses and foundations totaled \$1,306,341.95 in support.
- You helped launch our first annual Bird Blitz and our Autumn Olive Volunteer Project.
- Your support helped the Boys & Girls Club, church groups, libraries, senior centers, students of all ages, YMCAs and more, celebrate protected land.
- Your participation engaged new and longtime members in book discussions, campfires, concerts, hikes, kayak trips, nature play days, wildlife encounters and workdays.
- More than 150 of you volunteered, investing nearly 2,500 hours, an estimated value of \$60,350 in labor, in the lands you love.

## YOUR INVESTMENT: FINANCIAL REPORT *(July 1, 2016 – June 30, 2017)*

NET WORTH		REVENUE / EXPENDITURE STATEMENT	
Value of Nature Preserves	\$22,152,890	Revenues	\$7,043,384
Bank Accounts	\$1,477,655*	Expenditures	\$739,130**
Equipment	\$106,317	Net Revenue	\$6,304,254
Investments & Endowment	\$4,150,051		
<b>TOTAL</b>	<b>\$27,886,913</b>		

\*\$500,000 is restricted as a self-loaning account for new acquisitions.

\*\*By accounting standards, cost to purchase land is considered a 'transfer of an asset' and cannot be shown here as an expenditure.

During tremendous, unprecedented growth, ACRES' board of directors presents our strategic plan for the next two calendar years:

ACRES has remained relevant and strong for the past 57 years, but our leadership does not take it for granted that doing what we did in the past will necessarily be the best approach for success in the future. This strategic plan challenges the organization to ensure its continued success through internal and external evaluation, refining the organization based on these evaluations, and attracting more people to the organization.

**ACRES will conduct a thorough evaluation of the organization and how we operate.**

We undertake this evaluation from a position of strength. Our organization is well respected, has diverse funding sources, is growing, and has great board and staff members. Now is the time to perform an evaluation—to maintain the health of the organization with a focus on our mission of ensuring existing and future acquired land will be preserved forever.

**ACRES is experiencing momentum and building capital (human, financial, reputation) like never before. The period of evaluation this plan prescribes will help us invest this momentum in a targeted and successful way.**

In summary, for 2018–2019 ACRES will:

**ATTRACT** new investors, members, donors and volunteers while maintaining the accelerated rate of land acquisition we achieved during the past five years.

**EVALUATE** our mission statement, values and vision, perform community needs assessments, assess office space and function, and assess staff utilization.

**REFINE OUR WORK BY IDENTIFYING AND CREATING** acquisition plans for large conservation areas, reducing impact to nature preserves by shifting some agricultural and recreational activities to protected lands, expanding members' connection to the ACRES story through a Preserve Portfolio book, and growing our commitment to land management of our growing number of preserve acres and protected lands

These goals will take your land trust into our next period of operations, during which ACRES will complete the evaluation as planned, while achieving the goals. New goals in a new strategic plan will be created after the evaluation is complete.

To view the complete 2018–2019 Strategic Plan, visit [acreslandtrust.org/stratplan](http://acreslandtrust.org/stratplan)

