



# COASTAL MOUNTAINS LAND TRUST

## *Financial Report, Fiscal Year Ending 31 March, 2011*

While securing six new conservation projects and continuing a robust stewardship program on our growing portfolio of preserves and conservation easements, the Land Trust was also successful in sustaining its efforts financially. As the following summary from our annual audit indicates, contributions and grants increased considerably from last year, more than counterbalancing slowed investment performance and a bookkeeping adjustment related to the reduced sale prices for two (non-conservation) land sales. Expenses, net of the impairment of conservation land, increased only ca. \$46,000, much of which concerned grant-funded construction expenses for the first section of the Round the Mountain Trail. For full details, copies of our 2010 IRS Form 990 can be obtained at the Land Trust office or on our website.

### STATEMENT OF FINANCIAL ACTIVITIES

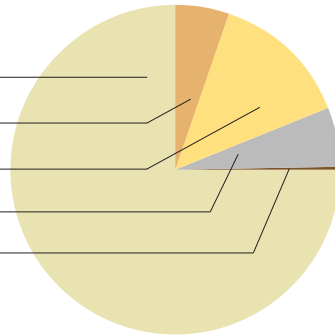
The following information is summarized from the Fiscal Year 2010-11 audit conducted by our certified public accountants. Full copies of the audit can be reviewed at the Land Trust office.

SUPPORT & REVENUE:	FY2009-10	FY2010-11	Change
Cash and Inkind Contributions	\$531,436	\$711,140	\$179,704
Grants and Contracts	99,657	217,824	118,167
Beech Hill Farm & Management Income	9,550	10,172	622
Book and Merchandise Sales	452	156	(296)
Miscellaneous	928	3,909	2,981
Interest and Dividend Income	30,849	36,487	5,638
Investment Appreciation/Depreciation	376,573	148,450	(228,123)
Adjustment for Reduced Sale Price of Land	(175,000)	(242,750)	(67,750)
Adjustment for Sale of Fixed Land	0	(1,195)	(1,195)
<b>Total Monetary Support &amp; Revenue</b>	<b>\$874,445</b>	<b>\$884,193</b>	<b>\$9,748</b>
Change in Value—Split Interest Agreements	(40,131)	18,795	58,926
Land Contributions	25,000	132,250	107,250
<b>TOTAL SUPPORT &amp; REVENUE</b>	<b>\$859,314</b>	<b>\$1,035,238</b>	<b>\$175,924</b>
<b>EXPENSES:</b>			
<b>Program Services:</b>			
Land Acquisition	\$139,583	\$127,353	\$(12,230)
Impairment reductions of conservation land	1,290,000	0	(1,290,000)
Outreach	79,618	61,020	(18,598)
Stewardship	163,294	222,241	58,947
<b>Supporting Services:</b>			
Fundraising	98,546	100,447	1,901
General Administrative	41,169	56,905	15,736
<b>TOTAL EXPENSES</b>	<b>\$1,812,210</b>	<b>\$567,966</b>	<b>\$(1,244,244)</b>
<b>NET ASSETS:</b>			
Beginning of Fiscal Year	\$5,879,429	\$4,926,533	
End of Fiscal Year	\$4,926,533	\$5,393,805	
<b>CHANGE IN NET ASSETS</b>	<b>\$(952,896)</b>	<b>\$467,272</b>	

### SOURCES

#### SOURCES OF OPERATING FUNDS

- Individuals and Families: **74.8%**
- Businesses: **5.3%**
- Grants: **13.8%**
- Campaign Allocations: **5.8%**
- Other: **0.3%**



#### RESTRICTED GIFTS AND GRANTS

- Bald & Ragged Mountains Gifts: **52.6%**
- Bald & Ragged Mountains Grants: **40.2%**
- Passagassawakeag Greenway Gifts: **5.9%**
- Passagassawakeag Greenway Grants: **.5%**
- Conservation Lands Defense Fund Gifts: **0.6%**
- Other: **0.2%**

