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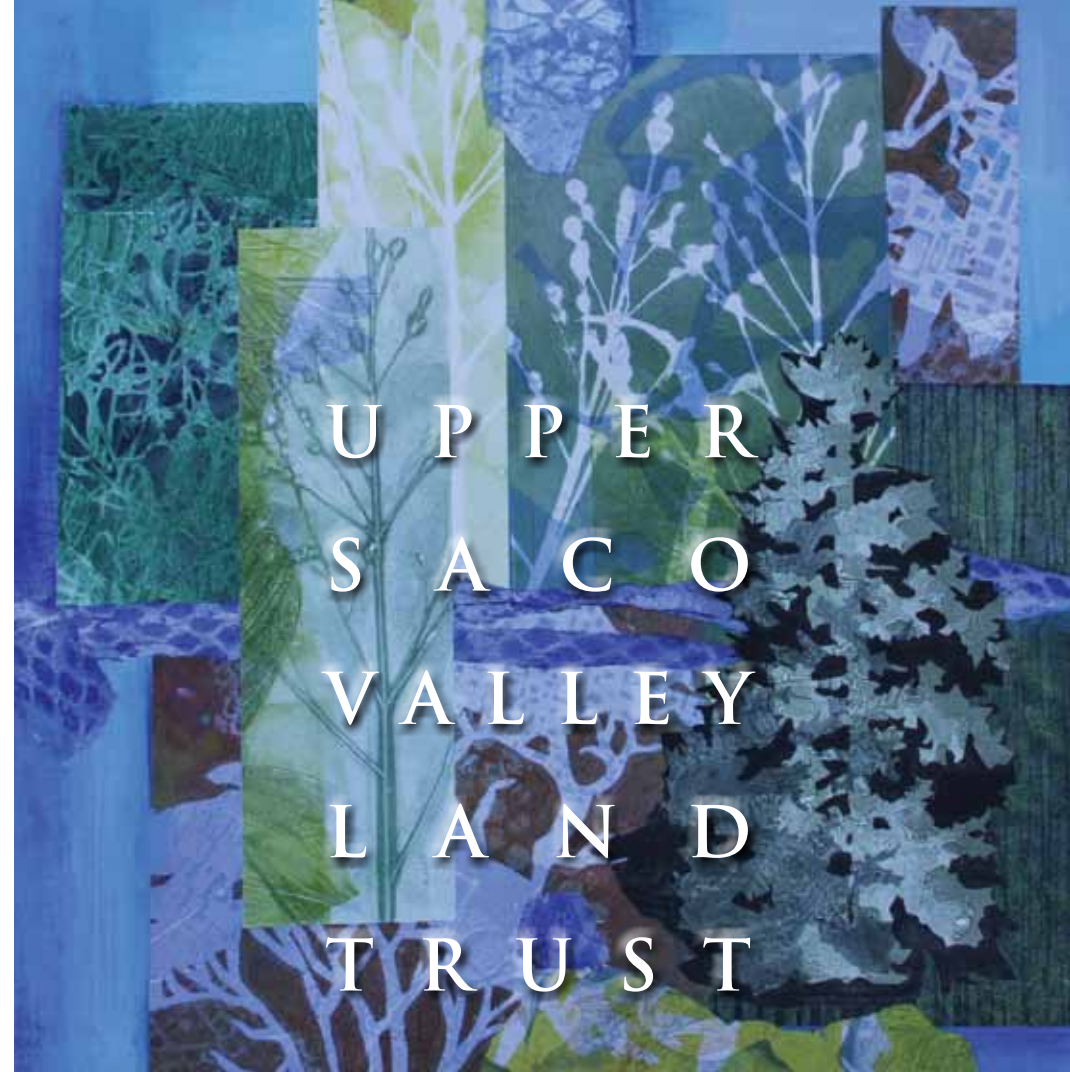
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ANNUAL REPORT  
2021



## Preserving Land for Community Benefit

The Upper Saco Valley Land Trust is a nonprofit organization working with local landowners to permanently protect the lands and waters that define our communities and enrich our quality of life.

USVLT serves northern Carroll County in New Hampshire and western Oxford County in Maine.

### BOARD OF DIRECTORS

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**Cover Art:**  
*Bluebird Day*  
by Molly Mains  
**This page:**  
*Tree Ring Art conceived*  
by Meghan Moody

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- William Abbott  
*Executive Director*
- Abby King  
*Conservation Lands Manager*
- Jeff Sires  
*Land Steward*
- Aimee St.Germain  
*Outreach & Office Manager*



# PRESIDENT'S MESSAGE



*Twenty Years and Onward* was the final name chosen for our recently completed and gratifyingly successful \$6 million Capital Campaign. But, during the campaign's initial "silent phase" in late 2019, and before its overuse into cliché, we were leaning towards "Vision 20/20," with an eye on the Land Trust's bright future, the organization's 20th anniversary of incorporation on Sept. 30, 2000, and, of course, our promising new decade beginning in 2020. Next, the fearsome pandemic struck in March of 2020 and put fledgling efforts on hold until fall,

moving the public campaign deep into 2021, well beyond our 20th birthday. Several campaign steering committee members briefly entertained a reference toward the relatively youthful USVLT becoming "legal" at age 21, until cooler heads prevailed with the "onward" idea.

"A Decade, then Change" might best describe the feel of Land Trust circumstances as of now (late-winter 2022). Riding a wave of campaign and land-protection successes through the final days of 2021, we suddenly found ourselves in a search process to replace William Abbott, our highly esteemed ED of nearly ten years, who has gone on to work at NH Charitable Foundation. We have navigated through the initial phase, which resulted in the creation of an interim position, and an ongoing search period that will stretch through the rest of 2022. USVLT Vice President Mark Dindorf has graciously switched over to take on the interim ED duties during this time.

Work is underway on the Land Trust's strategic conservation plan (an update of our Natural Resource Inventory of ten years ago). Former USVLT Land Steward, now independent GIS consultant Peter Howe, is leading the effort, underwritten by grant funding. Integral to this planning process will be meetings with town leaders in our service area, first to gather input on their conservation priorities, followed by a comprehensive report. We are energized by this opportunity both to reconnect with USVLT constituents, while upgrading a valuable tool to guide future conservation efforts.

The striking tree-cookie image at left, first featured in the 2021 summer appeal letter, reflects the achievements of two decades, its growth rings inscribed with the names of 20+ years' worth of USVLT conservation projects. So many great projects completed, yet so many more in the works. Like the depicted tree, our growth has been steady and sure, and *onward*. So, thank you all for your caring sustenance, in its many forms, which will keep USVLT healthy into the future.

Doug Burnell, President

# CAPITAL CAMPAIGN

## RETROSPECTIVE



Winter snowshoe trek on Pine Hill/photo by Linda Gray

Capital campaigns are daunting in the best of times—so many worthy organizations, so many asks. Launching one during a pandemic was downright counter-intuitive, but with purchase and sales documents signed, a timeclock ticking on grant applications, and major pledges in hand, that is just what Upper Saco Valley Land Trust did in re-starting *20 Years & Onward—Preserving Land for Life* in the fall of 2020.

The results were by any measure remarkable, just shy of \$6 million raised by the end of 2021. The total was a virtual split between grants and private donations, ranging from the very large to an outpouring of smaller

gifts from the Land Trust's membership, many of whom gave more than once over the course of the campaign. The outcome was clear affirmation of USVLT's track record: two decades of conserving land for community benefit. But those donations also pointed to something larger at work, a sense of coming together in a dark and challenging time, and in making a donation voting for a brighter future.

The projects at the heart of the campaign were, without question, compelling. The 135-acre expansion of Pine Hill Community Forest fills in a tongue of land on the east flank of Pine Hill overlooking Kennett High School where a residential development had been planned, and offers the opportunity to create new paths from trailheads on Eagles Way and Route 16. This addition increased the size of the original purchase, completed in 2018, by 30 percent to a total of nearly 600 acres. The parcel also includes more than 1,600 feet of frontage on Route 16, completing the mile-long "green corridor" between Conway Village and North Conway's shopping outlets. The transaction finalizing the expansion closed in January 2022.

The creation of the future Dundee Community Forest aims to conserve one of the largest unprotected landholdings in the Land Trust's 11-town service area. Consisting of sixteen parcels owned by the Beal family, nearly 1200 acres in three large blocks in Jackson and Lower Bartlett, the acquisition is a joint effort with the Trust for Public Land, with a closing slated for the summer of 2022. This remarkable landscape will be owned and managed by USVLT for sustainable forestry, recreation, and the protection of rare natural ecosystems. In partnership with stakeholders in the towns of Bartlett and Jackson, future stewardship decisions will be made with community input.

Pivotal to the funding of the two community forest projects was a federal Forest Legacy grant, which early in 2021 awarded up to \$2.3M. This grant required "matches" of two types: cash and non-cash. While "cash match" is straightforward enough (donations) the "non-cash match" component is designed to leverage local conservation efforts. In other words, it was imperative that one or more owners donate conservation easements on their property to maximize additional federal dollars. Enduring thanks go to the Marquis family for filling that need. Their donation of 338 acres on Kent Hill in Eaton both qualified for the Forest Legacy match and added to an extensive existing block of conservation lands.

Launching three separate funds was the fundamental goal behind the *20 Years and Onward* initiative, including the Board-designated Land Action Fund (\$4.3M goal). The fund will be utilized to underwrite exemplary conservation projects, where irreplaceable natural resources would otherwise be lost to development. Approximately 95% of the donations earmarked for the **Land Action Fund** are being used to complete the Pine Hill Expansion and Dundee Community Forest.

The **Capital Reserve Fund** (\$1M) insures financial stability to sustain the Land Trust's ongoing stewardship obligations in the future, despite economic downturns. The third initiative, the **Farmland Fund**, will match government grants to conserve agricultural properties and support advocacy efforts on behalf of local family-scale farms.

This fundraising milestone would not have been achieved without the perseverance of Land Trust staff, board members, the capital campaign committee and consultant Tim Scott. But it would not have been possible at all without the generous support of our members. Thank you!



Dundee Forest by Jerry & Marcy Monkman, Ecophotography, courtesy of the Trust for Public Land

# 20 YEARS & ONWARD

The 20 Years & Onward Capital Campaign *was the largest undertaking in our organization's history. The Land Trust would like to express its deep gratitude for this remarkable support from the following donors who gave between 2019 and early 2022:*

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David Paige & William Abbott  
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Robin Clark & Michael Leahy

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Kathleen Zorka

# FINANCIAL REPORT

(Year Ended December 31, 2021 — Unaudited)

## COMBINED STATEMENT OF ACTIVITIES

|  | Unrestricted     | Temporarily Restricted | Total              |
|--|------------------|------------------------|--------------------|
| <b>REVENUE:</b>                        |                  |                        |                    |
| Membership Contributions               | \$115,045        | \$ -                   | \$115,045          |
| Grants and Donations                   | 92,770           | 1,536,748              | 1,629,518          |
| Other                                  | 14,536           | -                      | 14,536             |
| Net Assets Released from Restrictions  | 370,962          | (370,962)              | -                  |
| <b>Total Operating Revenue</b>         | <b>\$593,313</b> | <b>\$1,165,786</b>     | <b>\$1,759,099</b> |
| <b>EXPENSES:</b>                       |                  |                        |                    |
| Program Services:                      |                  |                        |                    |
| Land Protection & Easement Acquisition | \$ 469,892       | \$ -                   | \$ 469,892         |
| Land Stewardship                       | 26,649           | -                      | 26,649             |
| Total Program Services                 | 499,541          | -                      | 499,541            |
| Management and General                 | 70,658           | -                      | 70,658             |
| Fundraising                            | 12,912           | -                      | 12,912             |
| <b>Total Operating Expenses</b>        | <b>583,111</b>   | <b>-</b>               | <b>583,111</b>     |
| <b>Change in Net Assets</b>            | <b>\$10,202</b>  | <b>\$ 1,165,786</b>    | <b>\$1,175,988</b> |

## COMBINED STATEMENT OF FINANCIAL POSITION

|   | Unrestricted     | Temporarily Restricted | Permanently Restricted | Total              |
|---|------------------|------------------------|------------------------|--------------------|
| <b>ASSETS:</b>                            |                  |                        |                        |                    |
| Cash, Unrestricted                        | \$170,745        | \$ -                   | \$ -                   | \$ 170,745         |
| Cash, Restricted                          | -                | 2,513,835              | -                      | 2,513,835          |
| Receivables                               | -                | 557,890                | -                      | 557,890            |
| Prepaid Expenses                          | 4,520            | -                      | -                      | 4,520              |
| Beneficial Interest Held by Others        | -                | -                      | 296,595                | 296,595            |
| Non Current Assets                        | -                | 66,373                 | -                      | 66,373             |
| Property & Equipment, net                 | 102,536          | -                      | -                      | 102,536            |
| Land & Conservation Easements             | -                | -                      | 2,445,244              | 2,445,244          |
| <b>Total Assets</b>                       | <b>\$277,801</b> | <b>\$ 3,138,098</b>    | <b>\$2,741,839</b>     | <b>\$6,157,738</b> |
| <b>LIABILITIES AND NET ASSETS:</b>        |                  |                        |                        |                    |
| Accrued Expenses                          | \$29,487         | \$ -                   | \$ -                   | \$ 29,487          |
| Note Payable                              | -                | 207,000                | -                      | 207,000            |
| Total Liabilities                         | 29,487           | 207,000                | \$ -                   | 236,487            |
| Net Assets                                | 248,314          | 2,931,098              | 2,741,839              | 5,921,251          |
| <b>Total Liabilities &amp; Net Assets</b> | <b>\$277,801</b> | <b>\$ 3,138,098</b>    | <b>\$2,741,839</b>     | <b>\$6,157,738</b> |

Unrestricted funds may be used for day to day operations. Temporarily restricted funds are grants and donations for a specific project or purpose to be used in the future. Permanently restricted assets include land, easements and stewardship endowment. Non Current Assets represent Pledges that are receivable after one year.

Sources of financial support for the Upper Saco Valley Land Trust in 2021 were primarily member contributions and grants. In other years, support was also generated by fundraising events such as Art Celebrates Place and Fields on the Saco, but both were cancelled for the second consecutive year due to the pandemic.

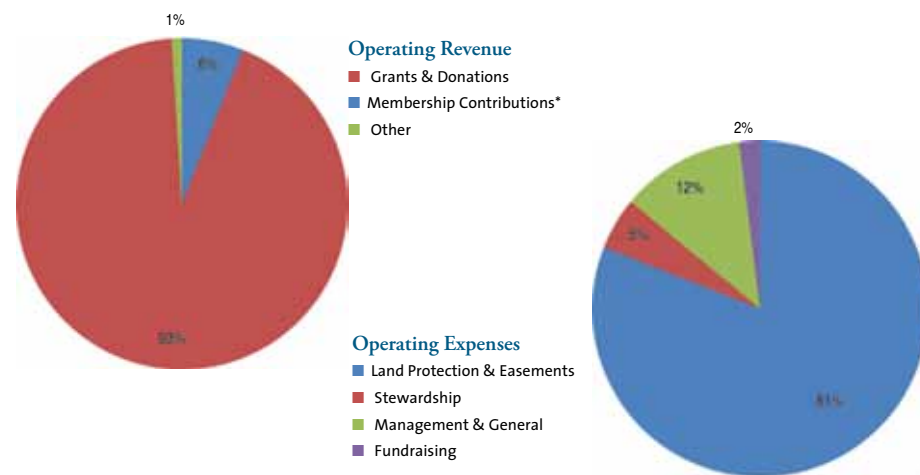
Even so, as can be seen from the accompanying financial statements, 2021 was a remarkable year. In spite of continuing challenges arising from the pandemic, fundraising met planned objectives. In addition to the highly successful effort for the previously discussed Dundee and Pine Hill projects, the organization secured sufficient donations to establish an endowment, as well as Land Action and Farmland funds to support future conservation projects.

When reviewing the financial results of the organization it is helpful to separate activities into three areas: (1) day-to-day operations (rent, phone, salaries, etc.), (2) investment income and (3) special one-time projects, primarily related to the purchase or donation of preserves and conservation easements.

In 2021, the day-to-day operations generated an excess of revenues over expenses of more than \$10,000, far better than originally projected. Investment income, which is generated by restricted assets and, as such, must be used for special projects or land stewardship, returned over \$90,000. Further, we added more than \$340,000 in “fee land” value. This sound financial footing will:

- Help ensure easement terms are satisfied
- Attract and retain qualified staff
- Facilitate engagement in larger and more complicated land protection projects.

For the Land Trust to carry out its mission, the support of members and the local community is essential. Membership donations underwrite operating costs, and the organization’s continuing ability to preserve land for community benefit is only made possible with your support. Thank you.



\*This pie chart includes revenue for both our operating and “special projects” budgets (conservation acquisitions). While membership contributions make up only 6% of total revenue, they provide over 40% of our operating funding. Your support has been essential. Thank you!

# DONORS & SUPPORTERS

Land / CE Donor = L  
Easement Monitor = M  
Volunteer = V

*(Donations received 11/1/20 – 12/31/21)*

## MEMBERS/FAMILIES

*Every attempt has been made to ensure accuracy of these lists. We apologize for any inadvertent omissions or duplications. Please contact us with any concerns.*

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George & Ruth Abbott  
David Paige & William Abbott M  
Lucy & Tom Abisalih  
Robert Adair M  
Alex MacPhail & Amy Adams  
Laura Aibel  
Ingrid & Mark Albee  
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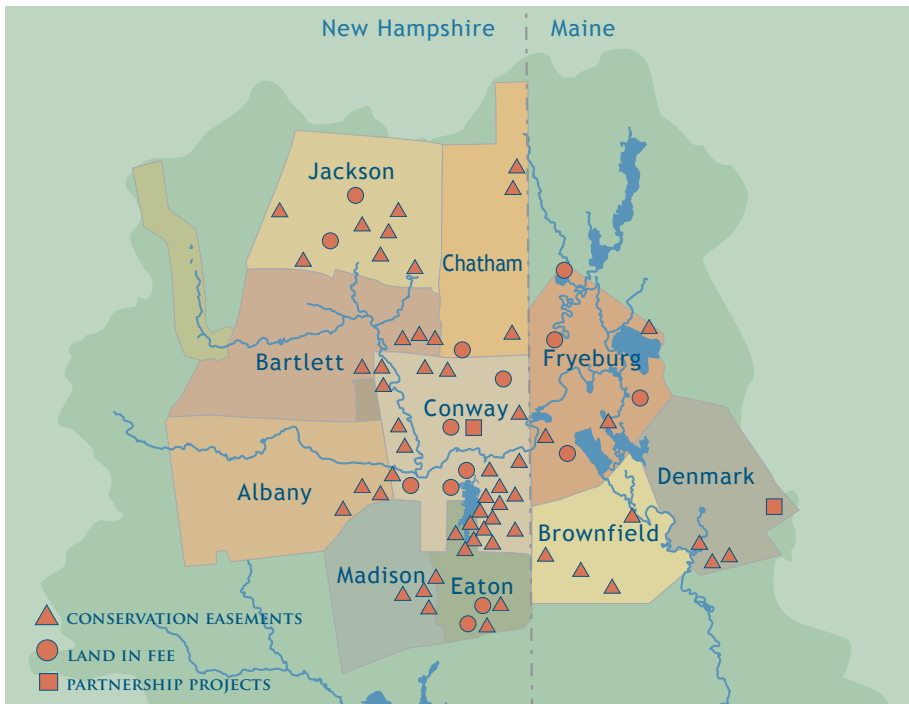
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Concordia Partnership  
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At the close of 2021, the Upper Saco Valley Land Trust and our partners had completed 80+ conservation projects on more than 12,000 acres throughout our 11-town service area. Please see [www.usvlt.org](http://www.usvlt.org) for more detailed location information about these easements and preserves.

## PROJECTS COMPLETED IN 2021

In fee:

- Pequawket Pond Preserve Conway-24 acres
  - McCulloch Preserve Kearsarge-17.5 acres
- Easements:
- The Tilney Easement Jackson – 41 acres
  - The Kent Hill Easement Eaton- 318 acres

## EXPLORING OUR CONSERVATION LANDS

COVID brought a halt to USVLT's signature events, Art Celebrates Place and Fields on the Saco, but the 20 Years and Onward Campaign gave the Easement Exploration Series a new lease on life. In 2021, EES strategically focused on the Pine Hill Expansion project and the 16 parcels that comprise the future Dundee Community Forest. The series offered residents and visitors a wide range of experiences showcasing the history, flora and fauna, views and unique properties of the future community forests. Local historians, scientists, and neighborhood residents came together in a team effort to offer their expertise. Events, like the Dundee history walks, were repeated by popular demand. Stay tuned in 2022, as the series returns with a full calendar of events.

Land / CE Donor = L  
Easement Monitor = M  
Volunteer = V

### MEMBERS (continued)

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