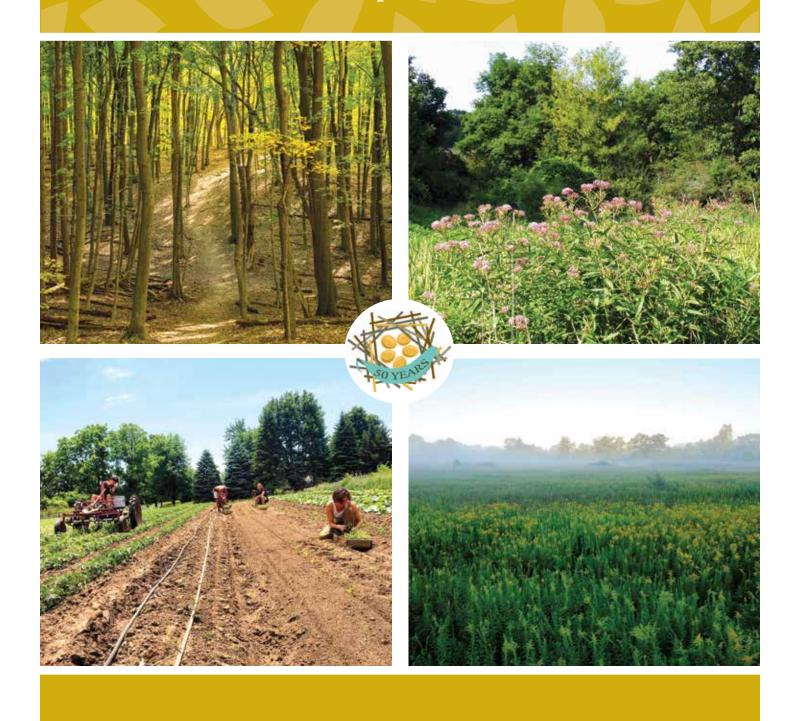
Legacy Land Conservancy

Annual Report 2020-2021





ANNUAL REPORT MESSAGE

Challenging. Stressful. Inspirational. Thankful. Grateful. Hopeful. These are just some of the words that come to mind when thinking of the last year. When Legacy was thrust into uncharted waters navigating the uncertainties brought about by the COVID-19 pandemic in March of 2020, we did not fully know what the many months ahead had in store for us. However, we found strength in our ability to adapt and held steadfast in our new way forward.

As Legacy's new fiscal year began in July of 2020, we were four months deep into the pandemic. Our physical office was still closed, and staff was working remotely. With more people than ever relying on nature and accessing our preserves, we remained committed to our mission and focused on our love of the land. We strategically continued our most important activities as they pertained to land protection, and we moved forward thoughtfully with a



Diana Kern and Larry Doll snap a selfie with the newest Land Trust Accreditation certificate.

commitment to integrate justice, equity, diversity, and inclusion principles into our work and throughout our organization.

We leaned on each other, the generosity of our supporters, and the hope that better things would be on the horizon. Eventually, we said goodbye to 2020 and welcomed 2021, embracing a new year with a fresh start and new opportunities (the rollout of COVID-19 vaccines!) - and the chance to celebrate an amazing accomplishment: 50 years of protecting and preserving land in southern Michigan!

We are always proud of our Legacy team, but this year, we are especially proud. The dedication of our staff, board, and volunteers during one of the most difficult and challenging times in our history is a testament to Legacy's ongoing commitment to protecting land in Michigan—forever. We are truly inspired by our team and what we accomplished with the support of so many.

The pandemic may have slowed our work, but the silver lining is that it gave us more time to reflect, to navigate our future, to adjust, adapt, and make changes. It gave us the space to be thankful and the strength to persevere. And, it gave us the chance to connect in unconventional ways with many more of our current and past supporters than we ever thought possible.

We are so thankful for our founders and for everyone who has supported us along the way these past 50 years. Legacy is extremely grateful for the hard work and dedication of every volunteer, partner, trustee, staff, landowner, and donor—who has brought us to this moment. Our success is the result of a collective belief that protecting and preserving land is a responsibility we all share.

This year, taking time to celebrate a remarkable milestone, our accomplishments, and the wonderful people—like YOU—who make it possible, took us on an amazing journey. We emerged refreshed, recharged, and full of new energy and focus which will help us tackle pressing issues like climate change, the loss of family farms, dwindling wildlife habitats and species degradation, a lingering pandemic, and the increasing risks to Michigan's clean, fresh water.

As Legacy embraces the next phase of our work, we are committed to innovative land protection and making a larger collaborative impact as a trusted, professional partner. Recently, we officially added Lenawee County into our service area. We eagerly anticipate developing partnerships and growing our positive impact on important farmland and water quality in local watersheds and the entire Great Lakes basin.

Whether you have been with us since the very beginning or have recently joined us, THANK YOU! Your support makes our work possible and it helps us remain *hopeful* and confident about the future. Together we've successfully navigated through the first fifty years. And together we will continue the journey to ensure that the next fifty will be just as successful! We look forward to building a future of clean water, healthy ecosystems, accessible recreation, and a thriving farming community with you.

Yours in Conservation.

Diana Kerń Executive Director Larry Doll Board President

Lay Oll

FY 2020-2021 Highlights

- renewed our land trust accreditation for the second time
- opened our seventh public preserve—The Anthony & Rose Shatter Family Preserve
- held our first-ever virtual Land Partner Breakfast
- protected a 158-acre sesquicentennial farm
- formed a Justice, Equity, Diversity, and Inclusion (JEDI) Council that helped create an organization-wide JEDI commitment
- celebrated our 50th anniversary (complete with a virtual gala and online auction!)
- strengthened our regional partnerships



Shatter Preserve, photo by Susan LaCroix

FY2020-2021 FINANCIAL REPORT

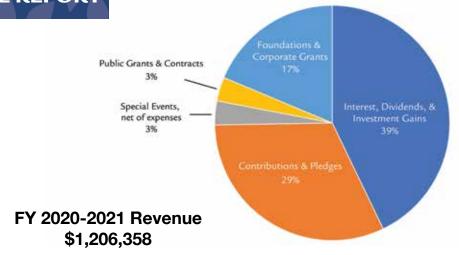
Despite a challenging year with the pandemic, Legacy was able to hold financially steady in 2020-2021 by extending expense saving strategies implemented the previous fiscal year, securing a PPP Loan, and enjoying strong investment returns.

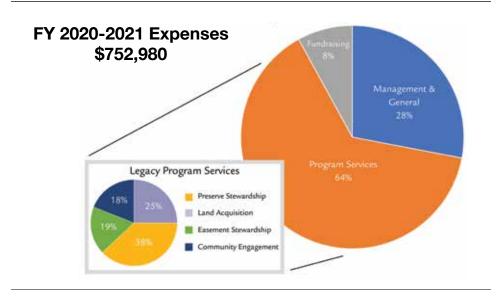
Legacy's efforts to diversify revenue helped to temper significant, unpredictable swings in giving trends throughout the year. Total revenue at year-end was \$1,206,358. Thirty-nine percent is from maximized investment returns on Legacy's long-term endowment funds and operating reserves. Twenty-nine percent is from individual contributions, many of which were in honor of our 50th year. Private and public grants made up 20% of revenue, which is slightly lower than previous years.

Total expenses were \$752,980. Sixty-four percent of those expenses went to support our four main program areas: Land Acquisition, Easement Stewardship, Preserve Stewardship, and Community Engagement. For a second year in a row, Legacy spent more money on Preserve Stewardship than on Land Acquisition. The pandemic has complicated and slowed completing land acquisition transactions while increasing preserve visitors, so we remained focused on preserve accessibility and issues related to increased preserve traffic.

Net income was \$453,378 which leaves Legacy with a one-year cushion of unrestricted reserves and funds set aside for our next three land acquisition projects. Total net assets are \$8,115,884, which includes \$4.7 million in fee land, \$1.2 million in four endowment funds, and \$593,000 set aside for planned easement acquisitions.

Although the pandemic shifted our focus as more people visited the preserves and land acquisitions slowed, Legacy met our financial goals and is in a solid financial position with healthy reserves and future project funding secured.





Statement of Financial Position June 30, 2021

ASSETS

Current Assets	\$ 501,350
Long Term Investments	\$ 2,898,233
Pledges Receivable (non-current)	\$ 4 ,100
Land Held for Resale	\$ 2 60,000
Preserves	\$ 4,597,418
Conservation Easements	\$ 87
Land Options	\$ 1 ,400
Total Assets	\$ 8,262,588
LIABILITIES	
Accounts Payable	\$ 5,058
Accrued Expenses	\$ 4 8,823
Long Term Debt	\$ 9 2,823
Total Liabilities	\$ 146,704
NET ASSETS	
Without Restrictions	\$ 956,528
Land Held for Resale	\$ 2 60,000
With Restrictions	\$ 835,837
With Restrictions in Perpetuity	\$ 6 ,063,519
Total Net Assets	\$ 8,115,884
Total Liabilities and Net Assets	\$ 8,262,588

Statement of Activities For Year ended June 30, 2021

REVENUE

Contributions and Pledges	\$	350,156
Corporate and Foundation Grants	\$	201,619
Special Events, net of expenses	\$	34,856
Public Grants and Contracts	\$	141,582
Miscellaneous	\$	2,348
Interest, Dividends, and Investment gains	\$	475,796
Gifts of Land or Development Rights	\$	1
Total Revenue and Support	\$	1,206,358
EXPENSES		
Program Services-Land Protection	\$	478,331
Management & General	\$	212,852
Fundraising	\$	61,797
Total Expenses	\$	752,980
Change in Net Assets (Net Income)	\$	453,378
Net Assets, beginning of year	\$	7,662,509
Net Assets, end of year		8,115,884

*Based on audited financial statements. Full statements, prepared by Dennis, Gartland, Niergarth, CPAs, are available at legacylandconservancy.org.

PROTECTING LAND

Persistent protection

Ithough the ongoing pandemic created a challenging work environment for the land team again this year, Legacy successfully continued its land acquisition work thanks to a combination of adjustments already implemented during the end of the previous fiscal year and the unwavering commitment of our landowners.

Undeterred by challenges like the elimination of most in-person meetings and due diligence delays that slowed aspects of the acquisition work, Legacy staff persisted. We constantly refined and adjusted partner and landowner communications throughout the year. And as unforeseen obstacles arose, the land team remained nimble and skillfully ushered new and existing projects forward.

Legacy's land team successfully closed the Irwin Farm Conservation Easement (158 acres) and assisted the Ann Arbor Greenbelt in acquiring the Buesser Conservation Easement (30 acres), both in Washtenaw County.

In total, these two projects combined for another 188 additional total acres protected, bringing our 50-year total acres of land protected to 9,558!

Despite the pandemic and other unanticipated complications affecting our ability to close projects, we forged ahead with other aspects of land protection. Five new land projects were approved and added to the land acquisition pipeline. We continued to field more new land inquires, and began laying the groundwork for expanding our work and partnerships in Lenawee County.

Protecting nearly 10,000 acres of land in fifty years is an extraordinary accomplishment, and it's a testament to the



Land Acquisition FY 2020-2021 At a Glance



2 projects closed

- Purchased the Irwin Conservation Easement in Washtenaw County
- Assisted the Ann Arbor Greenbelt in acquiring the Buesser Conservation Easement in Washtenaw County

188 additional total acres protected

amazing people who helped make it possible. During this difficult year, it is even more clear that the land protection work Legacy does depends on the support of so many. We are so grateful to everyone, especially our partners and the dedicated landowners, who remain flexible throughout it all. We are thankful for their patience, understanding, and above all, their commitment to the land.

In the coming years, Legacy is poised for more success. In 2022, we anticipate closing on three conservation easements in Washtenaw County and one in Jackson County and assuming multiple conservation easements in Lenawee County, which will bring our total conserved land to over 10,000 acres! And, our land acquisition pipeline has 14 projects lined up through 2024. Combined, they total 1055 acres and will cost an estimated four million dollars.

Celebrating 50 years of protecting and preserving land this year has recharged us. We are grateful for the new energy and focus that will help us deepen partnerships and expand collaborative land protection throughout southeast Michigan for the next fifty years.



The Irwin Farm. The third of five identified properties conserved using money secured through a multi-project fundraising challenge made possible by the Carls Foundation and a diverse group of donors.

MANAGING LAND

A year of firsts

new fiscal year may have brought with it many of the same difficulties we faced at the end of last year, but it also gave Legacy's easement stewardship program some unexpected firsts. After the departure of our longtime Volunteer Coordinator and Stewardship Manager, Legacy hired a new Easement Stewardship Coordinator and Seasonal Stewardship Technician. The entire hiring and on-boarding process was done via Zoom, which jumpstarted a predominately virtual year.

Unfazed by mostly communicating with staff, volunteers, and landowners through a computer screen, Legacy embraced technology and held its first-ever virtual Landowner Partner Breakfast. We missed in-person coffee and pancakes, but



A horse oversees volunteer Jim McCauley's work during a photomonitoring visit. Photo by John Lloyd

we still connected landowners with valuable resources and stewardship funding opportunities. After the presentation, a landowner enrolled in the Partners for Fish and Wildlife Program and will be restoring native prairie on their property!



6469 total acres monitored

100% monitoring for all 87 Legacy-held easements

19 easements monitored in partnership with WCPARC

168 hours contributed by 24 photomonitoring volunteers

Legacy also held its first-ever virtual photomonitoring volunteer training. Even though it was more complex, our volunteers handled the training, as well as complicated monitoring technology upgrades, with ease. And, thanks to our dedicated and flexible group of 24 photomonitor volunteers and their 168 volunteer hours, we achieved 100% annual monitoring on all Legacy-held easements.

The easement stewardship team is grateful for all its very understanding volunteers and easement landowners during another challenging year. With their support, Legacy continues to uphold the conservations values of the land we protect and we are equipped to manage the assumption of numerous Raisin Valley Land Trust easements in 2022.

Strategic stewardship

s the pandemic carries on and more people than ever continue to rely on nature for its physical, spiritual, and mental health benefits, Legacy's preserves remain a resource for the community.

Confronted with increased preserve use and a difficult work environment as a result of the pandemic, Legacy's preserve stewardship team diligently moved forward our most vital accessibility and management work throughout all seven public nature preserves. In addition to hundreds of hours spent on accessibility projects like trail maintenance and signage, hundreds more were devoted to habitat restoration projects like invasive species removal.

And while much the year focused on strategically fulfilling stewardship needs, Legacy celebrated the opening of the Anthony and Rose Shatter Family Preserve in August and the return of volunteer workdays in March. We also turned our

> focus inward. As preserve visitation increases and awareness of equity and inclusion issues related to land access heightens, staff is initiating a deep dive into comprehensive preserve planning and management to reflect the shifting landscape.

We are grateful for the staff, board, partners, and volunteers we work with

172 hours spent on accessibility

442 hours devoted to invasive species removal

145 hours contributed by 40 volunteers

and who help us accomplish so much. Their passion is truly inspirational! This year, we especially missed working side by side with many of our volunteers, but we appreciate those who were able to help us move projects

Next year, we look forward to building on our progress—in the field and behind the scenes. We anticipate more preserve workdays and events, updates to our preserve management plans, and new volunteer opportunities.

APPRECIATION

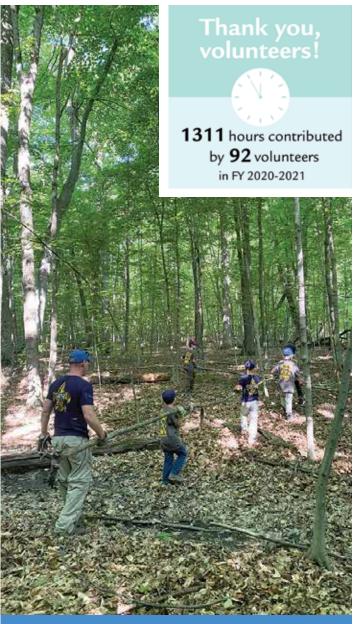
ur volunteers are wonderful! We can't say it enough. Our work would not be possible without their generosity. Legacy would like to give special thanks to all the volunteers who gifted their time and talents, especially this past year. Even though we had fewer volunteer opportunities and for the ones we did have, there were added layers of difficulty (think masks, social distancing, lots of hand sanitizer, no tool sharing, and temperature checks!), our dedicated volunteers rose to the occasion.

With the addition of their 1,311 volunteer hours in 2020-2021, Legacy's volunteer program has officially recorded over 35,400 total hours!

Thank you to all Legacy volunteers who improve our public preserves, monitor our easement properties, give us legal advice, provide us with secure governance, and keep our administrative procedures running smoothly!



Eastern Michigan University students remove common buckthorn from the woodland at Lloyd and Mabel Johnson Preserve.



Cub Scout Pack 293 cleans up trails at Creekshead Preserve

A Special Thank You!

- Attorney Sandy Sorini Elser Thanks for your legal work on three acquisition projects and the numerous Raisin Valley Land Trust easement transfers.
- Eastern Michigan University professors Maria Goodrich and Renee Mulcrone Thanks for bringing out your students to help cut invasive shrubs at Johnson Preserve.
- Photographer John Metzler Thanks for your amazing photographs, for leading a hike for us, and for helping keep our trails clear!
- Plymouth Cub Scout Pack 293 Thanks for helping us clean up the trails at Creekshead Preserve.



Volunteer Sandy Sorini Elser and Executive Director Diana Kern at a land closing.

2020-2021 Legacy Volunteers

James Adams Liam Beaumont Neal Billetdeaux* Rosanne Bloomer Meghan Bonfiglio George Borel Terry Brinkman Michelle Brosius* John Chamberlin* Jessica Chesney Peggy Cole Peter DeLoof Matt Demmon Suzanne DeVine Larry Doll John Dryden*

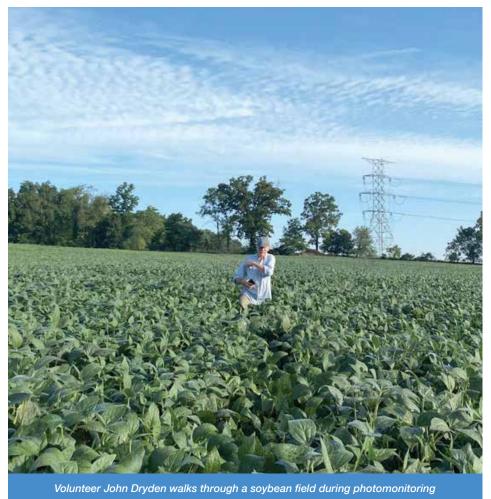
Thomas Chettleburgh*
Margaret Engle
Tania Evans*
Taiki Fukuda
Ryan Gardner
Steven Gilzow*
Anne Glendon
Paul Glendon

Maria Goodrich and her EMU students Christopher Graham Elaine Graham Jacqui Grisdale* Benjamin Haidar Joan Hellmann* Joseph Hierman Thomas Hierman Noah Israel*

Joan Hellmann* Joseph Hierman Thomas Hierman Noah Israel* Everett Jankowski Julian Jankowski Jennifer Kangas Susan Lackey Ginny Leikam John Lloyd* Henry Lowery James McCauley* John Metzler John Moran Isaac Mueller Renee Mulcrone and her EMU students Gerald Nordblom John Owen*



EMU students get up close with a snake during a workday at Johnson Preserve. Photo by Allene Smith



Penny Owen* Steve Palms David Read James Rossman* Anita Sandretto* Peter Sandretto* Dale Sass* Gary Siegrist Adam Smith* Marguerite Smith* Sandi Smith Sandy Sorini Elser Bill Steere* Charity Steere* Arthur Strand Gavin Strand Leo Strand Scott Strodtman William Strohaver Catherine Susan* Laura Tridico Karen Ufer Deborah VandenBroek Deborah Weiker* Simon Whitelocke

We try to keep our records up to date, but apologize if we have missed anyone. Please let us know if your name is missing.

*photomonitor

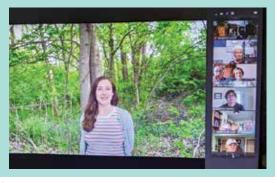
APPRECIATION

hen we started thinking about what Legacy's 50th anniversary year would look like, we dreamt of connection, laughter, and sharing our love of land with everyone. Especially with those who made our first 50 years possible. What we didn't dream of was a pandemic! Thankfully though, through the support of dedicated staff, board, volunteers, partners, and donors, what was initially seen as a challenge, became a wonderful opportunity. We sincerely appreciate the generosity of our supporters throughout the last 50 years, and particularly this year. **THANK YOU!**

A special thank you to all the donors, sponsors, art auction donors, and volunteers who made our 50th year and virtual gala so memorable!







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Thank you for your support!

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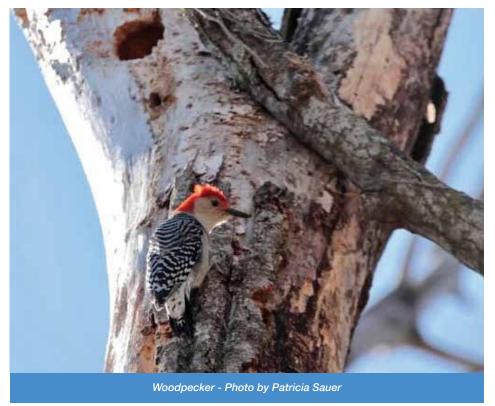
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"Photo monitoring for many years has increased my appreciation for the depth and diversity of nature in Southeast Michigan. I never know what wonder each visit will reveal, but there's almost always something. It's comforting to know these lands are being preserved. One of my favorite visits was the time nearly all the animals on a farm decided to follow us, making my monitoring partner appear to be the pied piper." ~John Lloyd, Legacy volunteer

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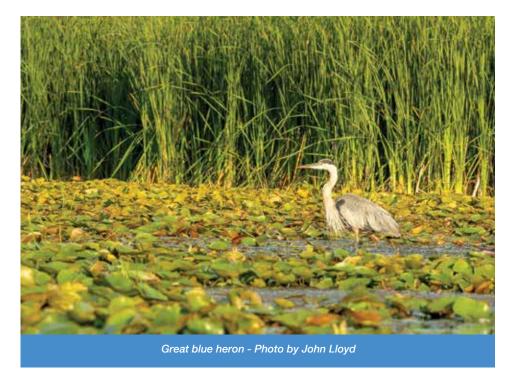
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"I love the Reichert Preserve, I live in the area and have met some of the caretakers who have watched over this preserve for years before it was a preserve. Amazing area! It is very peaceful and beautiful there. Happy Birthday Legacy Land Conservancy! "~Susan F., Legacy supporter

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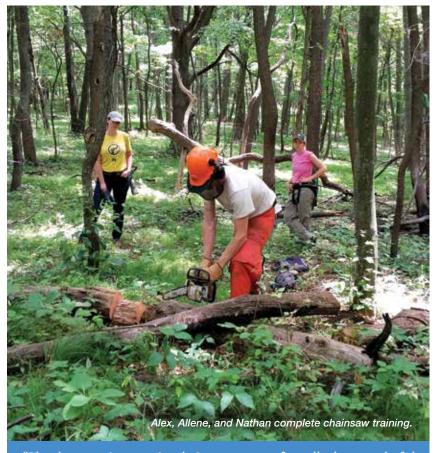
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"Thank you, Legacy Land Conservancy, for all the wonderful conservation and preservation work you do. And thank you especially for providing opportunities for students to learn land management techniques. I look back fondly on the summer I interned with our small but mighty team (shout-out to Allene and Nathan!). I actively use the knowledge I gained that summer to inform my work now as an ecological restoration designer and scientist. Looking forward to following the next seven decades of your work." ~Alex Peters, 2016 Stewardship Crew member

Thank you to those who have made workplace-giving pledges or gifts through the United Way of Washtenaw County, Earthshare of Michigan, and Benevity Community Impact Fund.

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Thank you to those who documented new multi-year pledges between July 1, 2020 and June 30, 2021. Commitments of this nature allow Legacy an increased stability to sustainably plan and carry out work that takes years to execute, and lasts forever.

Doug Elser and Sandy Sorini Elser John Lloyd and Sue Budin Maureen Martin and Mike Penskar

Memorial and Honorary Gifts

In Memory of John Morgan Allen

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Mickey Kress

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In Honor of Ben Caldwell's birthday

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Legacy Society

Our Legacy Society recognizes those whose values will be immortalized through a planned gift – a will, bequest, trust, annuity, insurance, or deferred gift – in support of Legacy's ongoing land protection mission. We are extremely grateful for the following Legacy Society members whose generosity will continue to make a difference for land conservation far into the future.

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Elizabeth S. Bishop
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Larry & Stephanie Doll
Diane L. Dupuis
Paul and Anne Glendon

John S. Hand, PhD

Judith Heady

Sybil Kolon and Maan Abdulbaki

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As we reflect upon our 50th year, Legacy is proud of our achievements and grateful for the hard work and dedication of so many who have brought us to this moment. Our success is the result of a collective belief that protecting and preserving land is a responsibility we all share.

We've accomplished a lot in 50 years!

- Protected nearly 10,000 acres of land in the greater Washtenaw and Jackson areas
- ✓ Worked with 71 landowners to protect over 3,900 acres via conservation easements.
- Protected 320 acres as public nature preserves that include over 9.5 miles of trails
- Completed 48 projects with partners resulting in 5,288 acres protected
- ✓ Worked with 742 volunteers who recorded more than 34,500 volunteer hours



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CTAFF

Ann Agler, Office Manager I Pam Bierzynski, Donor Stewardship & Communications Manager I Mario Garza, Business Manager Krista Jacob, Development Associate I Diana Kern, Executive Director I Susan LaCroix, Land Protection Manger Clint McGill, Easement Stewardship Coordinator I Kyler Moran, Preserve Stewardship Manager I Allene Smith, Land Protection Specialist Erika Taylor, Finance & Operations Director I Cayla Tinney and Shawn Zellers, Reichert Preserve Caretakers

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