2018 Annual Report

BLUE HILL HERITAGE TRUST

A Legacy of Success



As the Trust moves into its 34th year, one can't help but recall a catchy old automobile ad campaign: "It's not your father's Oldsmobile." That phrase was designed to convey product modernization and growth to a younger generation, and the thrust of that campaign applies equally well to our evolution. We are today a larger and more diversified organization than the entity incorporated in 1985, with a considerably expanded community role.

We have a lot more conserved land to steward. The Trust acquired its first fee property, in August 1986, and by year-end had acquired three easements for a grand total of 67 acres conserved. As of this writing, the Trust is responsible for over 11,000 acres, with the

acquisition of Meadowbrook Forest. The Trust has also greatly expanded its community outreach in recent years. Starting with the Walks and Talks program, in 1999, it has since sponsored or co-sponsored numerous programs across its communities, including lecture series on conservation issues, programs at local schools, alewife restoration projects, and employment of a Bagaduce River Steward to enhance public awareness of the importance of this unique watershed. To support this activity, the Trust has grown from an all-volunteer operation (it hired the first full-time E.D. only in 2001) to one with six full-time employees who have the requisite skills to execute the Trust's varied daily operations.

Over the past 33 years, we have evolved from an entity concerned solely with conserving land to one that understands the need to instill an understanding of why conservation and stewardship are so important to preserving community. Going forward we plan to continue our mission of conserving nature's elements and also to expand our outreach accordingly.

So, as with the Oldsmobile, we've changed and, if you will, upgraded our product line to make it more relevant in a changing world. Thank you for all you do to support this important work.

2018 Gifts for Operations

Foundations

\$100,000 and over Anahata Foundation

\$25,000 to \$49,999

Francis T. and Louise T. Nichols Foundation

\$10,000 to \$24,999

Belayer Fund - Maine Community Foundation Harris Mathews Charitable Foundation Hartfield Foundation

\$5,000 to \$9,999

Springfield Foundation

\$1,000 to \$5,000

Dorothy & Arno Day Foundation Sasco Foundation

Heritage Society

\$10,000 to \$25,000

Anonymous Paul G. Birdsall Blaise deSibour & Leslie Clapp Dr. Douglas & Posie Cowan

\$5,000 to \$9,999

Anonymous Wendy & Jack Brown Leonard & Elizabeth Buck John & Janet Fuller Mrs. Francis W. Hatch James & Diane Lyon Katy Rossow

\$1,000 to \$4,999

Norman & Maryann Alt Lucy Ambach Leslie Anderson & Dan Nygaard Chris Austin & Marcia McKeague Donald Austin & Karolyn Ide Robert Balaban & Tori Hampshire Daniel & Judith Ball Mary Barnes & Peter Neill Henry P. Becton Jr. Wilson P. Becton Jessica Boger & Greg Rapawy Anonymous Mark Cahn & Jackie Frankfurt Hans Carlson & Johanna Barrett Peter & Sandy Clapp

Continued on Page 9

Clements Family Charitable Trust John & Anika Clements Robin Clements & Beth Gutcheon Tyler Clements & Lily King Camilla Cochrane Dr. Cheryl M. Coffin & Ralph Topham Malinda & Jon Curtis Jim & Joan Darby William & Nina Doak Ben & Dianna Emory Jean & John Eysenbach Mrs. Eugene Furth Larry Flood & Tyler Knowles Terry & Sally Gray Grace & Bill Gregor Philip & Sarah Gwynn Anonymous Emily & David Hawkins Charles & Ann Holland Jon & Peggy Hopkins Nancy & Charlie Hoppin Hans A. Huber Ted & Anne Johnson Eric & Carol Judson Jim & Marsha Kannry

I would like to share a vision with you today.

It's a vision of land conservation on the peninsula. It's also a vision of your communities here in Downeast Maine, and of how I see Blue Hill Heritage Trust participating in the future of both.

The vision is simple. It sees a time when together we have conserved the farmland, forest, wetlands, and wildlife habitat needed to sustain ecological and community health in a changing climate. It's a time when we have collectively protected the community resources and sense of place needed to conserve tradition and heritage here on the peninsula. In this view, our communities have embraced a stewardship ethic, and have recognized the value of conservation for its own sake even as we value the more tangible recreational, economic, and quality-of-life benefits of conserved land and water. This is a time when our communities have come to see the vital connection between healthy land and healthy people.



This is the goal toward which I believe we are working, and one you are achieving with your support of the Trust: your gifts of time, ideas, and dollars. You have helped give shape to this picture in my mind, in fact, and you will be integral to it becoming a reality.

A few years ago, the Trust reached out to you and asked for your feedback in a survey. We asked you about our past performance and about future endeavors in which we might engage, and your ideas informed our strategic planning. We heard that you were concerned about wildlife and habitat, and about creating a connected landscape that would allowed movement for healthy populations of animals and birds. You told us, too, that you liked the increased outreach the Trust was doing and wanted to see more. Lastly, you challenged us to be an increasingly integrated and more public organization, and I believe that we have gone a good way toward making all of this happen.

Since that time, we have expanded both our land holdings and our operations rather dramatically. In particular, we have acquired two large forests, both over 2000 acres. These woodlands are huge wildlife islands and anchor points for building that connected landscape. They are also places where we can practice large-landscape conservation management and land stewardship, and this is something new for BHHT.

We knew these large forests would challenge us to think more broadly and holistically about our land stewardship, and last year we hired Sandy Walczyk to be our staff forester. She is taking the lead in managing our woodlands for the benefit of people and wildlife together. Part of her job, too, is to teach people about forests and their care, and this ties directly into the other aspect of our growth.

In the last few years, we have reached out into your communities in a much broader way. Especially in schools, we have worked to engage everyone in the care for and understanding of the land on which we all depend. We want everyone to understand our conservation work, but we especially want to inspire the next generation to carry on the work you have helped us start. Chrissy Allen began this work, back in 2015, and we have now added Landere Naisbitt to our team. She is coming to us from the Antioch environmental graduate program and will add important new dimensions to our outreach.

All of this change challenges us to think carefully about the Trust and our work. Staff growth for the sake of growth is not our goal, but our increasing land holdings and our need to engage the next generation of conservationists has necessitated growing our capacity. Interestingly, this has opened new opportunities in our conservation work, for we now have a group of well-educated and passionate people who are innovating and leading at both the state and national level. They are working on our land, but their work is reaching a wider audience.

This region has a long and rich history of conservation. Ideas and practices fostered by writers, farmers, and landowners have made their way from the Blue Hill Peninsula into the wider world. BHHT has been a part of that, and I want to continue to build on that heritage of conservation, doing good work in protecting land and water, but also advancing conservation in a broader sense.

Toward that end, I would like to share with you our new mission statement. The core of our work has not changed, but we have added to it, and this new statement is meant both to acknowledge the changes which have already happened at the Trust, and to aspire to more as well. Our mission is:

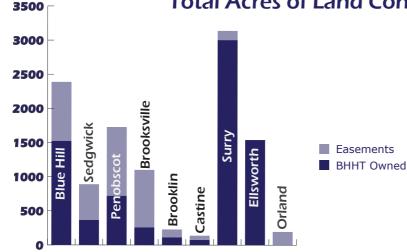
To lead in conserving land, water, and wildlife habitat on the greater Blue Hill Peninsula. To teach and practice a stewardship ethic. To promote ecological, economic, and community health for this and future generations.

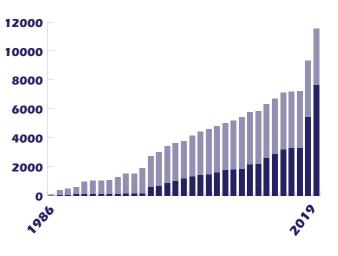
And there is one last aspect of vision I would like to share with you today. We aspire to continue to increase Blue Hill Heritage Trust's conservation lands and our role as an energetic, effective, innovative, well-managed, and well-funded community organization. Making this a reality will rely fully on your ideas, your enthusiasm, and your continued engagement.

Conservation is an act of hope and it is a community effort. It is an effort in which BHHT might lead, but which relies on many more people being invested in doing good work. So thank you for all you do for the Trust and, as you read this report of the year just past, please keep in mind the future toward which we are all working.











Blue Hill Heritage Trust began protecting Land in 1985, and 2018 was another great year for conservation on the peninsula. We completed the purchase of Caterpillar Hill and recieved many generous gifts of land. Our Snows Cove Preserve was increased with the donation of ten adjacent lots by Bill Brown. The Lawrence Family Foundation added to the Patten Stream Preserve with a pledged gift of 138 acres on the east side of the stream. Finally, we added significantly to our Peter's Brook trail system with the gift of Penny's Preserve by Rich Storck and Aletha Langham.

In early 2019, we closed on another 2000 acres of forest north of Patten Stream. A majority of this purchase was being funded by a National **Coastal Wetlands Grant from** the US Fish and Wildlife Service and by a grant from the Anahata Foundation. Both grants recognize wetland protection and the work that the Trust is doing to secure habitat and wildlife corridors on the peninsula. Like Surry Forest, this new property will be a place for education and stewardship programs.

Rich Storck and Aletha Langham, donors of Penny's Preserve, with Hans Carlson and George Fields at the new Trailhead

> BLUE HILL HERITAGE TRUST

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2017 Audited Financials

2017 Net Assets (Including Land)	
Unrestricted Net Assets	\$5,685,714
Temporarily Restricted Net Assets	\$2,208,299
Permanently Restricted Net Assets	\$2,627,014
Total	\$10,521,027

Each year BHHT provides a summary of its audited financial statements to you, our donors. We report to you how we spend and steward your gifts, and because BHHT is growing and changing quickly, we have also begun to share more details about our fundraising activity, future funding needs, and plans for meeting those needs.

Our income falls into two broad categories. These are unrestricted donations for operations and restricted donations, bequests, and grant income for projects. Unrestricted donations are those you send with no specifications about how we direct the dollars. The median unrestricted donation amount continues to be \$100, and these donations fund 73% of our operating budget. They are vital to all our work.

Restricted donations are those that you have designated for a specific project or need. Restricted donations and grants received may be held aside until needed for the intended project, at which point they are released into the annual budget. In 2017, we released \$848,000 of previously donated, restricted income into the budget. Most of this was dedicated to the purchase of Surry Forest. In 2017, new restricted donations, bequests and grant income contributed an additional \$737,000 to our long-term stewardship and special project needs. These funds will be released in the future as needed.

In 2017, we completed the purchase of Surry Forest and began work on the latest Caterpillar Hill project. The costs associated with the acquisition and stewardship of these ecologically and culturally important properties, along with our commitment to providing competitive compensation to our talented staff, contributed to increased operations costs in 2017. Of those total costs, 75% went to land protection and stewardship, 15% to administration and general operations, and 10% to fundraising. We are pleased to report that these cost increases were matched by the increase in income from grant funding, merchandise sales, and individual donations.

2017 INCOME

Unrestricted for operations	\$336,795
Donor-Restricted Contributions	\$265,092
Grants	\$603,035
Bequests	\$716,817
Leases, Merchandise, Other	\$29,666
Interest & dividends	\$64,026
TOTAL	\$2,015,431

2017 OPERATIONAL EXPENSESLand protection\$345,607General operations\$70,504Fundraising\$45,143Total\$461,254

BHHT also oversees an investment fund. Permanently restricted monies, along with board-designated funds, are locally managed for long term capital preservation and income. Each year we budget a draw from that account to meet organizational needs, but we are pleased to say that we have not needed to take that draw since 2015.

In 2018, we completed the purchase of Caterpillar Hill, and began work on the purchase of Meadowbrook Forest. We hired a forester to manage these conservation woodlands and identified the need to hire a full-time outreach coordinator to manage and build on educational and community programming. In 2018, we also secured grant funding from AARP, Maine Community Foundation (MCF), the Belayer Fund of the MCF, and from the Anahata Foundation. These grants will allow us to complete age-friendly walking trails, develop a conservation plan, and support some of our added staff capacity.

BHHT is growing, and we are keenly aware of our responsibilities to the lands we conserve, the communities we serve, and to the financial resources we steward. Thanks to your consistent and generous donations of money and time, we continue to meet our responsibilities and grow our leadership in the conservation landscape. The contributions you have made allow us to bring new lands under conservation, to complete and improve upon education and outreach projects, and to further our stewardship work. Thank you for all that you do.



Johanna G. Barrett, Treasurer

Conserving Community for Generations to Come





In 2018, the Trust collaborated with numerous partners on more than 40 community and educational events around the peninsula. These were attended by over two thousand people, and ranged from lectures to farm tours, and winter hikes to the Wild and Scenic Film Festival. We helped sponsor larger community events like the HOP, Harvest Festival, and Tree Lighting, all with the goal of conserving community along with land.

We continued to work with kids in all ten peninsula schools, both directly and through Explore Outdoors!, a collaborative program we run with Downeast Audubon and Great Pond Mountain Conservation Trust. Kids are a primary focus for us because it is they who will carry our work into the future and be the next generation to fulfill our promise to conserve land in perpetuity.

In all these ways, Blue Hill Heritage Trust is working to conserve land and community in our service area. We want to be the strongest community partner we can be and to make conservation relavent and important to everyone on the peninsula.



BHHT was proud to collaborate with the following organizations in 2018:

SEED Barn, Cynthia Winings Gallery, Blue Hill Public Library, Downeast Audubon, Great Pond Mountain Conservation Trust, Blue Hill Peninsula Chamber of Commerce, Northern Light Blue Hill Hospital, Nichols Day Camps, Healthy Peninsula, Maine Maritime Academy, Maine Coast Heritage Trust, Town of Penobscot, Downeast Salmon Federation, Schoodic Institute, Shaw Institute, Downeast Conservation Network, Downeast Institute, Maine Farmland Trust, Blue Hill Garden Club, Brooklin Garden Club, Native Gardens of Blue Hill, Colloquy Downeast, Wild Seed Project, Island Heritage Trust, Blue Hill Co-op, Speaking Up For Us, Surry Conservation Commission, Tim Trelease Studio,Flash! In the Pans, Strong Brewing Co, DeepWater Brewing Co, Town of Blue Hill, 4-H

Heritage Society (cont.)

Sarah & Wilson King Jeff & Kathy Klofft Nicole Lawton Robin Lincoln Ann K. Luskev Steve & Jeanne Maritz Rob & Becky McCall John & Carol Merrifield Lorenzo Mitchell Sally Mitchell & Crispin Spencer Diane & David Modesett W. Tabb & Rosaline Moore Terry & Bebe Moulton George Murnaghan Ocean Ledges Fund of the Maine Community Foundation Brooke & Julia Parish Katrina R. Parson Dr. Burton W. Pearl & Linda M. Elder Tom & Nancy Post Ron & Mary Pressman Patricia Quirk Teresa Rankin Susan Richardson Thomas & Joy Richardson Andrew Rosenthal & Shari Levine John Rowe Philip & Elizabeth Ryan Mary Allison Rylands Sasco Foundation John & Katherine E. Stookey Anonymous William & Phyllis Taylor Helen Weinland Michael & Debbie White Anonymous Williams Family Foundation

Business Members

\$500 to \$1,000

Blue Hill Books Camden National Bank El El Frijoles Ellen S. Best, Attorney at Law Fairwinds Florist Parker Ridge Retirement Community Take Off Events

\$250 to \$500

Blue Hill Co-op Community Market & Cafe Blue Hill Inn Hale and Hamlin, LLC Hamilton Marine Jud Hartmann Gallery Mainescape Garden Shop Strong Brewing Company TradeWinds Marketplace

\$100 to \$249

5 Star Nursery & Orchard Acadia Law Group, LLC Arborvine Restaurant/DeepWater Brewing Co. Armaid Company Bar Harbor Bank & Trust BHD Containers Birch Moon Midwifery Blue Hill Farmers Market

Blue Hill Peninsula Chamber of Commerce Blue Hill Wine Shop Bon Fete Cusine Carl Gilley Landscape Design/Thrinax, Inc. Castine Kayak Adventures Chervl L. Boulet CPA Compass Rose Books Dan's Flower Farm Elliott & Elliott Architecture Furbush-Roberts Printing, Inc. Gallerv B Hammond Lumber Horsepower Farm Hypno-Health Isle au Haut Boat Services Jones, Kuriloff, & Sargent, LLC King Hill Farm Leaf and Anna LLC Leslie Anderson MAE LLC Merle B. Grindle Agency Otter Cove Construction, Leif Deetjen Pugnuts Ice Cream Shop Pyramid Studios, Inc. **Quill's End Farm** Rooster Brother Sage Collins Surveying Seal Cove Boat Yard, Inc. String Theory Hand Dved Yarn The Activity Shop, Inc. The Christopher Group The First The Seed Barn Wellness Chiropractic Wendy Alpaugh Yanni's Pizza

Members

\$500 to \$999 Americans Who Tell The Truth Steve Antell & Barbara Leaf Karen & Edward Applebome Gary & Coleen Barbeau Wesley Barton Mike & Lynne Blair Terry & Amy Britton Frederick & Judith M. Buechner Gregory Bush Dina & Dan Cassidy Phil Chase & Marilyn Norcini Annie & Tony Chevalier Randy & Callie Curtis Ruth Davis John & Janan Eppig Mavnard and Jean Forbes Bill & Nancy Frederick Anne & Peter Gilchrist Peter & Lucia Gill Case Bente Hartmann Charlotte Hill Diane & Todd Katz Carolyn Leith Rob Loomis & Leslie Becker Jonathan Lupfer & Susan Berseth Marjorie MacArthur Maine Coast Heritage Trust Jim & Linda May Ric & Linda Murphy Bruce Norelius & Landis Green

Tim & Barb Poole Margaret E. Richardson Bob & Bette Schmitt Susan Shaw & Cynthia Stroud Candace & Richard Stern The New York Times Community Trust Scott & Joann Thurston Stephen Van Winthrop & M. Jane Williamson Wellington Management Company, LLP Ellen Werner Anonymous Stefanie & Andrew Young

\$250 to \$499

Anonymous Thomas Beck & Kerri Jones Virginia R. Boothe Sergei Breus Robert D. Broeksmit & Susan G. Bollendorf Peter & Debby Burt Bob & Carol Calder Teo & Lindsey Canino Julie & Bobby Cleveland Julia Cluett & Bob Shepley Mark & Libby Cluett Joe Colby & Judi Hilliker Dr. Nicholas & Donna Constantinople Nancy & Tom Crowe Christopher DeGraw & Terry Muilenburg Dethier Family John F. Edwards Nancy & Charles Evans Eysenbach Charitable Fund Marcia Fenn Tom & Gina Grogean Hanna & Kris Henderson Andrew Hikade & Annika Treybal Skip and Breeze Hobbs Stephanie Holmes & Colin Fay Anonymous Jeremy Kazan & Kendra Thulin Barbara Kelly Sally Lupfer Jonathan Lusk Christopher Lydon & Angela Definis Margaret Matter Charlotte & Robert Oehman Nigel Purvis & Susan Pacholski John & Rebecca Randall Hans Reuter Leo Reynolds & Ann Parrent Frank & Jinx Roosevelt Martin Savalchak Larry Schwenk & Linda Loretto Ingrid & Doug Scott Rachel Seligman Nicholas Sichterman & Mariah Hughs Margaret H. Smith Michael & Linda Soukup Sherry Streeter & Jon Wilson Sarah & James Talalay The Benevity Community Impact Fund The Wilder- Guiles - Labrum Family Lisa & Rex Thors Kevin Tompkins David Ziff & Alan Bell

\$100 to \$249

Cliff Abrams & L.A. Bykowsky Jay Abramson & Nancy Frank

Every effort was made to ensure the accuracy of this list. If you find an error, please let us know, and accept our sincere apologies.

Your Support Makes It Possible

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Thank You!



Up to \$99

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