Indian River Land Trust
Annual Report July 1, 2016-June 30, 2017

1,000 Acres – 10 Miles of Lagoon Shoreline

PROTECTING the Land that PROTECTS the Lagoon
Our Mission

To promote the preservation, conservation and improvement of the natural resources and special places in Indian River County, Florida for the benefit of the general public and future generations.

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Dear Friends,

This past year was truly remarkable as the Indian River Land Trust hit a major milestone, reaching 1,000 acres of environmentally sensitive lands we have protected along the Lagoon. This means the Land Trust has preserved ten miles of shoreline property that protects the Lagoon’s precious water, which is critically important to our way of life.

The Board and staff are humbled by the community’s generosity that has made IRLT’s work possible. Without you, our supporters, our mission would not be a reality.

Through highly effective partnerships with renowned scientific institutions, local non-profits and government agencies, the Land Trust continues to have a positive impact on the Indian River Lagoon. This past year, our efforts to enhance important wildlife habitats and reconnect our coastal wetlands to the Lagoon leveraged nearly $1 million in public and private funding for three habitat restoration projects, two of which are reducing pollutants entering the Lagoon. The work involves scientific research and monitoring of the results so these projects can be successfully replicated up and down the Lagoon.

When we began our land acquisition campaign nearly a decade ago, we never imagined the immense positive impact we could have on the Lagoon waters. On behalf of the Board and staff, thank you for continuing your support to help us to achieve our vision for a clean and healthy Lagoon.

Together, we are Protecting the Land that Protects the Lagoon.

Yours truly,

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Indian River Land Trust

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Indian River Land Trust
Annual Report FY2017
Protecting the Land that Protects the Lagoon

Properties Conserved by IRLT

Priority Conservation Areas

Other Conservation Areas

Teni Robinson Waterfront Trail

Pine Island

Quay Dock Road

Winter Beach Salt Marsh

Bee Gum Point

Cove Island

Bridgeview Property

Lagoon Greenway

Coastal Oaks Preserve

Oyster Bar Marsh
Financial Highlights
July 1, 2016 – June 30, 2017
From Audited Financial Statements*

Statement of Financial Position (6-30-17)

<table>
<thead>
<tr>
<th>Assets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$776,115</td>
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<tr>
<td>Investments: New Otter Marsh Endowment</td>
<td>$271,439</td>
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<tr>
<td>Investments: Land Stewardship Endowment</td>
<td>$853,487</td>
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<tr>
<td>Sponsorships and Pledges Receivable</td>
<td>$321,220</td>
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<tr>
<td>Conservation Land &amp; Improvements</td>
<td>$12,357,391</td>
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<tr>
<td>Other Property, Equipment, and Assets</td>
<td>$37,619</td>
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<tr>
<td>Total Assets</td>
<td>$14,617,271</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
<th></th>
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<tbody>
<tr>
<td>Accounts Payable</td>
<td>$33</td>
</tr>
<tr>
<td>Note Payable</td>
<td>$190,319</td>
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<tr>
<td>Other Liabilities</td>
<td>$14,274</td>
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<td>Total Liabilities</td>
<td>$204,626</td>
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<tr>
<td>Total Net Assets</td>
<td>$14,412,645</td>
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</tbody>
</table>

* For a complete copy of IRLT’s Financial Statements, please contact our office.

Statement of Activities

<table>
<thead>
<tr>
<th>Revenue</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$590,742</td>
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<tr>
<td>Grants</td>
<td>$15,146</td>
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<tr>
<td>Land Protection &amp; Management</td>
<td>$926,865</td>
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<tr>
<td>Fundraising Events (net)</td>
<td>$182,915</td>
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<tr>
<td>Interest and Other Income</td>
<td>$71,448</td>
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<tr>
<td>Total Revenue</td>
<td>$1,787,116</td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs: Land Protection &amp; Management</td>
<td>$518,517</td>
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<tr>
<td>General and Administrative</td>
<td>$153,065</td>
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<tr>
<td>Fundraising: Marketing &amp; Development</td>
<td>$107,782</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$779,364</td>
</tr>
</tbody>
</table>

Percentage of Total Revenues – $1,787,116

- Land protection & Management: 52%
- Contributions: 33%
- Grants: 1%
- Fundraising Events: 10%
- Interest and Other Income: 4%

Percentage of Total Expenses – $779,364

- Programs: Land Protection & Management: 67%
- General and Administrative: 19%
- Fundraising: Marketing & Development: 14%