

A Summary of Fiscal Year 2010

July 1, 2009 – June 30, 2010



BEN KLASKY Executive Director

Thinking big has always been a part of the IslandWood way. Whether it was our founding vision to preserve undeveloped land so that students from inner-city schools could explore the outdoors, or our summer 2010 merger with Homewaters Project, which will enable us to serve 6,000 kids each year, we have never been timid about setting – and meeting – big goals.

2010 was no exception. At a time when school budgets were more strained than ever, and our own resources were limited, we were able to meet our boldest goals.

During the 2009-2010 school year, our School Overnight Program welcomed more than 3,500 students from 76 schools, and we continued to stay true to our commitment to serve schools from low-income communities. We also saw our largest class of graduate students take the first step toward becoming tomorrow's leaders in environmental education. By successfully completing an \$8.4 million capital campaign, we were able to expand our revenue-generating conference business to include weddings and other family celebrations; and in just one

year, we doubled the size of our annual teacher education conference. Finally, 2010 brought exciting growth in our off-campus programs, primarily through partnerships with Boys and Girls Clubs, Seattle Parks and Recreation, and Homewaters Project, which will now operate as a program of IslandWood.

Throughout the year, we balanced our instinct to think big with a need to be mindful of fiscal realities. The financial downturn increased demand for scholarship funding just as our scholarship endowment was being pinched by a sluggish market. To ensure that our low-income partner schools were able to come to the School Overnight Program, we raised an additional \$55,000 to supplement the cash provided by our Scholarship Endowment. Doing so helped make it possible for 710 kids from schools with Free and Reduced rates above 65% to come to IslandWood during the 2009-2010 school year.

Thanks to hard work from our staff and incredible support from volunteers, donors, and board, I am proud to say we were even able to finish the year with a modest operating surplus without compromising the quality of our programs. In fact, as 2011 begins, IslandWood is in a strong position to think big in ways that will enable even more people experience, explore, and care for the world around them.





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July 1, 2009 – June 30, 2010

IN FISCAL YEAR 2010:

- :: More than **17,000** children and adults came to IslandWood for school programs, conferences, community events, spring and summer camps, and family celebrations.
- :: We were honored to welcome **3,502** students from **76** schools located in areas throughout the Puget Sound region. With broad community support, we were able to maintain our focus on schools with high needs: **last year, more than 700 kids came from schools with Free and Reduced Lunch rates of 65% or higher.**
- :: During the 2009-2010 school year, IslandWood was pleased to welcome **eight schools coming to the School Overnight Program for the first time** – including our first schools from Tacoma and Mukilteo.
- :: IslandWood joined forces with Homewaters Project, a Seattle-based organization that connects teachers and students to nearby streams and other natural ecosystems in their home communities. Together, IslandWood and Homewaters will reach more than **6,000 Puget Sound area students** each year.
- :: The class of 2009-2010, **our largest class ever with 29 students**, came from all over the country and left a legacy that will last on our campus and in the actions of School Overnight Program participants across the Puget Sound region.
- :: We are continuing to grow our programs for teachers. Last year, we expanded the scope of our Sustainability Education Summer Institute **from approximately 75 teachers and administrators to more than 170 participants from the field of education.** Working in partnership with Western Washington University, OSPI, EEAW, and others, IslandWood brought together participants from all levels in the field of education to share strategies for integrating sustainability into classroom instruction using hands-on approaches.
- :: Our new sleeping lodge, the Ichthyology Inn, allows us to host overnight and day retreats; **in fiscal year 2010 this lodge alone generated \$375,000 in revenue for IslandWood** (with all net proceeds benefiting our School Overnight Program).
- :: At our 2009 and 2010 events, we received donations from **135 first-time donors** (households). We also cultivated new donors through community events and through off-campus partnerships, notably a film series IslandWood is co-sponsoring with National Geographic Live. As a result, we have been able to **grow our list of lifetime donors to 2,634 in FY10.**
- :: Recently, **one IslandWood staff member** and **four IslandWood graduate students** travelled to Guandu Nature Park in Taiwan, for a month of living, learning, and teaching with the Guandu Team. In 2009, a team of educators from Guandu also visited IslandWood to learn about our programs.
- :: In May and June, students from **eleven schools** attended our “Make a Difference” Summits – one held at IslandWood and another at KCTS Studios in Seattle.

FINANCIAL SUMMARY | FISCAL YEAR 2010

STATEMENT OF FINANCIAL POSITION

Fiscal Year Ending June 30

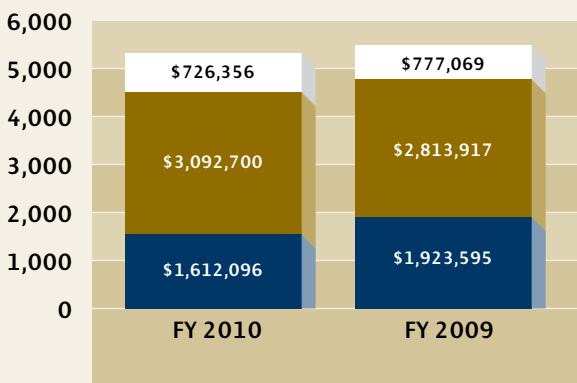
ASSETS	2010	2009
Cash	\$849,125	\$562,723
Accounts Receivable	64,587	69,083
Pledges Receivable	556,536	1,409,970
Investments	13,718,439	12,762,955
Inventory and Prepaid Expenses	178,161	173,679
Property and Equipment (net)	38,493,013	39,430,960
Total Assets	\$53,859,861	\$54,409,370
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable	\$76,193	\$370,810
Line of Credit	-	167,226
Accrued Expenses	172,626	207,657
Deferred Revenue	455,817	423,903
Total Liabilities	\$704,636	\$1,169,596
Net Assets	53,155,225	53,239,774
TOTAL LIABILITIES & NET ASSETS	\$53,859,861	\$54,409,370

STATEMENT OF ACTIVITIES

Fiscal Year Ending June 30

	Unrestricted Operating Fund 2010	Unrestricted Operating Fund 2009
SUPPORT & REVENUE		
Contributions	\$1,612,096	\$1,923,595
Programs Service Fees	3,092,700	2,813,917
Investment Income	561,563	607,902
In-kind & Other Revenue	164,793	169,167
Total Support & Revenue	\$5,431,152	\$5,514,581
EXPENSES		
Program Services	\$4,099,972	\$4,236,157
Management and General	797,685	782,422
Fundraising	490,779	481,551
Total Expenses	\$5,388,436	\$5,500,130
Net Surplus	\$42,716	\$14,451

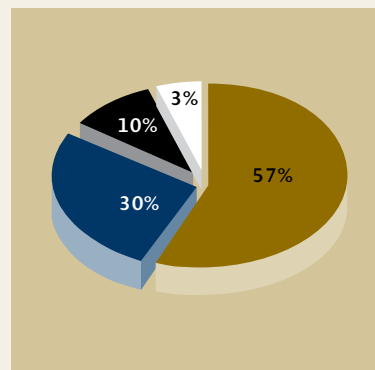
ISLANDWOOD REVENUES (In Thousands)



In-kind, Investment and Other Revenue
 Programs Service Fees
 Contributions

SUPPORT AND REVENUE

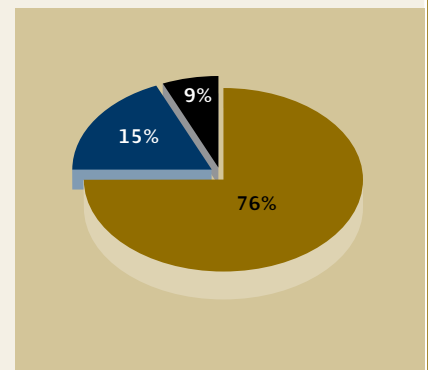
Fiscal Year 2009 - 2010



Programs Service Fees
 Contributions
 Investment Income
 In-kind, Investment and Other Revenue

EXPENSES

Fiscal Year 2009 - 2010



Program Services
 Management and General
 Fundraising



IslandWood Contributors

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THIS LISTING INCLUDES ALL GIFTS RECEIVED FROM JULY 1, 2009 THROUGH JUNE 30, 2010

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