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.
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

<table>
<thead>
<tr>
<th>Assets</th>
<th>2010</th>
<th>2009</th>
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</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$849,125</td>
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<tr>
<td>Accounts Receivable</td>
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<td>Pledges Receivable</td>
<td>556,536</td>
<td>1,409,970</td>
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<tr>
<td>Investments</td>
<td>13,718,439</td>
<td>12,762,955</td>
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<tr>
<td>Inventory and Prepaid Expenses</td>
<td>178,161</td>
<td>173,679</td>
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<td>Property and Equipment (net)</td>
<td>38,493,013</td>
<td>39,430,960</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$53,859,861</td>
<td>$54,409,370</td>
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</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2010</th>
<th>2009</th>
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<tbody>
<tr>
<td>Liabilities</td>
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<tr>
<td>Accounts Payable</td>
<td>$76,193</td>
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<td>Line of Credit</td>
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<tr>
<td>Accrued Expenses</td>
<td>172,626</td>
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<td>Deferred Revenue</td>
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<td><strong>Total Liabilities</strong></td>
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<td>$1,169,596</td>
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<tr>
<td>Net Assets</td>
<td>53,155,225</td>
<td>53,239,774</td>
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**Total Liabilities & Net Assets**

$53,859,861   $54,409,370

#### Statement of Activities
Fiscal Year Ending June 30

<table>
<thead>
<tr>
<th>Support &amp; Revenue</th>
<th>Unrestricted Operating Fund 2010</th>
<th>Unrestricted Operating Fund 2009</th>
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<tbody>
<tr>
<td>Contributions</td>
<td>$1,612,096</td>
<td>$1,923,595</td>
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<tr>
<td>Programs Service Fees</td>
<td>3,092,700</td>
<td>2,813,917</td>
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<tr>
<td>Investment Income</td>
<td>561,563</td>
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<tr>
<td>In-kind &amp; Other Revenue</td>
<td>164,793</td>
<td>169,167</td>
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<tr>
<td><strong>Total Support &amp; Revenue</strong></td>
<td>$5,431,152</td>
<td>$5,514,581</td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th>2010</th>
<th>2009</th>
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<tbody>
<tr>
<td>Program Services</td>
<td>$4,099,972</td>
<td>$4,236,157</td>
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<tr>
<td>Management and General</td>
<td>797,685</td>
<td>782,422</td>
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<tr>
<td>Fundraising</td>
<td>490,779</td>
<td>481,551</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$5,388,436</td>
<td>$5,500,130</td>
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<tr>
<td>Net Surplus</td>
<td>$42,716</td>
<td>$14,451</td>
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#### Islandwood Revenues (In Thousands)

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>In-kind, Investment and Other Revenue</th>
<th>Programs Service Fees</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2010</td>
<td>$1,612,096</td>
<td>$3,092,700</td>
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<tr>
<td>FY 2009</td>
<td>$1,923,595</td>
<td>$2,813,917</td>
</tr>
</tbody>
</table>

#### Support and Revenue
Fiscal Year 2009 - 2010

- Programs Service Fees: 30%
- Contributions: 15%
- Investment Income: 57%
- In-kind, Investment and Other Revenue: 3%

#### Expenses
Fiscal Year 2009 - 2010

- Program Services: 76%
- Management and General: 9%
- Fundraising: 15%
IslandWood Contributors

ANNUAL FUND FISCAL YEAR 2010

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

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We are grateful to all of our amazing docents and volunteers for their immeasurable contributions to IslandWood. We could not do it without you!

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Judy Arnold
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Dick Baker
Diane Bankart
Tom Bartuska
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Kim Brautigam
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