PREPARING THE NEXT GENERATION OF ENVIRONMENTAL STEWARDS

IslandWood Annual Report
Fiscal Year 2018

JULY 1, 2017 - JUNE 30, 2018
LETTER FROM OUR CEO

Dear Friends and Supporters,

Since joining IslandWood in March 2018, I have had the enormous pleasure of getting to know many of you. I have heard what inspires you most and why you support IslandWood. These conversations have been so helpful to me in my onboarding, and I want to thank each of you for being so generous with your time and guidance.

I spent much of my first months on the job – which coincided with the last quarter of our fiscal year – getting to know IslandWood better. I observed our programs, learned about the work of every team, and spent time getting to know our educators and staff, graduate students, volunteers and docents, and board members.

What I observed time and time again is a commitment to going over and above to take care of every detail so that our guests, of every age, can fully immerse themselves in their IslandWood learning experience. We do this because we know that when students, educators, and guests are well-nourished, when they are warm and dry, when they feel safe to venture out of their comfort zone, and when they know that their life-experience will be honored and respected, they are better prepared to see the world and themselves in a new way.

I wish you could have seen this in action when our graduate student, Caroline Bargo (*19), helped a group of students in our School Overnight Program develop tools for letting go of their fears. Part science lesson and part socio-emotional development, Caroline designed an activity where students dropped two leaves from our Suspension Bridge. One leaf symbolized an external fear (such as a fear of spiders) and one symbolized an internal fear (such as a fear of public speaking).

After the activity, one student who had been particularly fearful about coming to our School Overnight Program said, “The fear may not be entirely gone. It may be in the back of your mind. But at least you know it has traveled to the back, and maybe it will keep going until it leaves entirely.”

In what seems like an increasingly fear-driven world, the question Caroline Bargo posed to her students is one worthy of asking ourselves: What would it feel like if our fears were to leave us entirely?

Now more than ever, we need to eliminate the barriers – like fear – that prevent us from working together to care for the planet and our communities. And thanks to your partnership and investment, IslandWood is working to do just that for thousands of kids and educators every year.

We are immensely grateful for the many ways both past and present that you have contributed to IslandWood’s vision, success, and growth. Together, we are planting the seeds for a more equitable and sustainable future.

Warmly,

Megan Karch
SUMMARY OF FISCAL YEAR 2018

STATEMENT OF FINANCIAL POSITION

Fiscal Year Ending June 30

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>52,008</td>
<td>448,472</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>350,184</td>
<td>323,193</td>
</tr>
<tr>
<td>Pledges Receivable</td>
<td>2,203,008</td>
<td>2,844,995</td>
</tr>
<tr>
<td>Investments</td>
<td>18,511,878</td>
<td>17,194,029</td>
</tr>
<tr>
<td>Inventory and Prepaid Expenses</td>
<td>270,381</td>
<td>257,475</td>
</tr>
<tr>
<td>Property and Equipment (net)</td>
<td>32,355,087</td>
<td>33,013,152</td>
</tr>
<tr>
<td>Total Assets</td>
<td>53,742,546</td>
<td>54,081,316</td>
</tr>
</tbody>
</table>

| LIABILITIES AND NET ASSETS |  |  |
| Accounts Payable | 182,139 | 198,108 |
| Accrued Expenses | 195,808 | 202,321 |
| Deferred Revenue | 967,618 | 819,384 |
| Borrowing for Capital Projects & Operations | 421,500 | 363,500 |
| Total Liabilities | 1,767,065 | 1,583,313 |
| Net Assets | 51,975,481 | 52,498,003 |
| Total Liabilities and Net Assets | 53,742,546 | 54,081,316 |

STATEMENT OF ACTIVITIES

Fiscal Year Ending June 30

<table>
<thead>
<tr>
<th>SUPPORT &amp; REVENUE</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>2,632,255</td>
<td>2,620,948</td>
</tr>
<tr>
<td>Program Service Fees</td>
<td>5,424,326</td>
<td>4,725,173</td>
</tr>
<tr>
<td>Investment Income Transfers</td>
<td>705,205</td>
<td>583,977</td>
</tr>
<tr>
<td>In-kind and Other Revenue</td>
<td>205,930</td>
<td>314,802</td>
</tr>
<tr>
<td>Total Support and Revenue</td>
<td>8,967,716</td>
<td>8,244,900</td>
</tr>
</tbody>
</table>

| EXPENSES |  |  |
| Program Services | 7,159,471 | 6,713,637 |
| Management and General | 1,045,033 | 896,294 |
| Fundraising | 547,067 | 612,769 |
| Total Expenses | 8,761,571 | 8,222,700 |
| Net Surplus (Deficit) | 216,145 | 22,200 |

SUPPORT AND REVENUE (FY 2018)

- **Contribution** 7.9%
- **Investment Income** 29.3%
- **Program Service Fees** 60.5%
- **In-kind, Investment and Other Income** 2.3%

EXPENSES (FY 2018)

- **Fundraising** 6%
- **Management and General** 12%
- **Program Services** 82%

ISLANDWOOD REVENUES (In Thousands)

- **Contribution** 2018: $911,135, 2017: $898,779
- **Program Service Fees** 2018: $5,424,326, 2017: $4,725,173
- **In-kind, Investment and Other Revenue** 2018: $2,632,255, 2017: $2,620,948
OUR IMPACT

11,000+ STUDENTS REACHED ANNUALLY
3 in 4 teachers report an enduring impact on student learning, collaboration, and engagement months after our programs

800+ EDUCATORS & TEACHERS REACHED EVERY YEAR
More than 70% of teachers report an increase in teaching outdoors as a result of participating in our programs

“It is so valuable...Our students will be the ones tackling these [environmental] issues and so we will need to prepare them to do so.”

ALISON THOMAS, TEACHER AT TYEE HIGH SCHOOL IN SEATAC — PARTICIPANT IN OUR TEACHER PROFESSIONAL DEVELOPMENT SERIES

IslandWood’s Teacher Professional Development series will reach three times as many teachers this school year than in years past. This is thanks to our advocacy initiatives during the 2018 fiscal year, which led to $4 million in state funding for teacher training and support in the Next Generation Science Standards and climate science.

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Mission
To provide exceptional learning experiences and inspire lifelong environmental and community stewardship.
ISLANDWOOD CONTRIBUTORS
FISCAL YEAR 2018 (JULY 1, 2017 – JUNE 30, 2018)

IslandWood is grateful to all the individuals, corporations, and foundations whose incredible generosity sustain and enrich our educational programs. Together we are preparing a generation of engaged learners and stewards who are inspired to care for the planet and their communities.

Please note that we make every effort to capture the following information correctly. We apologize for any errors or omissions. If you have encountered an error or omission, please contact IslandWood.

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