this year in
oregon

annual report 2011
Dear Friends,

This year we celebrated 50 years of conservation in Oregon. Thanks to you, we have tremendous achievements to be proud of. And with your inspiring good wishes to guide us (see Page 22), we turn now to Oregon’s future.

The challenges facing our oceans, estuaries, grasslands, deserts, forests and rivers are daunting — in Oregon and around the world. To meet the challenge, we have an exciting and ambitious vision for the future of conservation.

With you and our partners, we are working to dramatically expand the scale at which conservation happens in our state and across the globe (see Page 10).

We are also launching a campaign to engage more people — and younger generations — in creating a sustainable planet. The actions of one person, added to thousands and millions of others, will make a difference.

Thank you for all you do to make a difference in protecting our most cherished lands and waters.

RUSSELL HOEFLICH
VICE PRESIDENT AND OREGON DIRECTOR

Russell Hoeflich. © Bruce MacGregor
just so wild still.

She doesn’t head out without a machete. She’s spent days — weeks even — walking the site with her handheld computer, the machete, and a backpack filled with notebooks, raingear and loads of food, like dinner leftovers. (She doesn’t much like sandwiches.) “Portions of this property are just so wild still,” she said. “It’s exciting and encouraging.”

Melissa Olson’s the project steward at the Conservancy’s Willamette Confluence outside Eugene. The project is new. As is Olson. And the two have spent the year getting to know each other.

Which led to the walking. The property spans 1,270 acres where the Coast and Middle forks of the Willamette River come together. It includes river, floodplain, forests, wetlands and even upland oak and prairie, providing habitat for more than 30 fish and wildlife species considered at-risk.

Olson and other partners and volunteers have been mapping the area, removing invasive species, conducting a controlled burn, and surveying for breeding birds, dragonflies and frogs. They’re learning about ponds and stream flow, local butterflies, bats, plants, western pond turtles and even Oregon chub.

It was a surprising discovery this spring. The chub’s a small minnow that exists only in the Willamette Valley. It was listed as an endangered species in the 1990s, with only eight known populations. Today, with recovery efforts, over 50 sites now have Oregon chub, including the Willamette Confluence.

Also surprising? All the metal. “There were these piles of mystery, covered by blackberries on the site,” Olson explained. “We assumed it was all blackberries. But it was rebar.” Purchased from the Wildish family in 2010, the land was a sand and gravel resource with walls of twisted rebar repurposed for a fence. This fall, contractors removed a quarter-mile. It filled 11 trucks and weighed 102 tons.

All the work is prologue to an eventual dramatic restoration of river floodplains, channels and wetlands. Restoration engineering and construction will likely keep partners and contractors — and Olson — working the better part of a decade.

Your contribution of $100 can buy native seed to help restore one acre of prairie at Willamette Confluence.
Justin Jones never planned to be a fundraiser. Then he saw our classified ad. A few clicks led to a Wallowa County Chieftain web story about a hunting permit auctioned by a local school foundation. The Nature Conservancy had donated it.

That’s when Jones, then working for the Conservancy in Florida, knew where he wanted to be.

“That story really spoke to me,” said Jones, hired as Zumwalt Prairie Preserve project steward this year. “Exposure to the natural world breeds love and respect for it. I know it’s hard for some folks to understand, but I think hunting can be positive for the environment.”

And for the community.

Each year, private landowners with significant acreage receive hunting permits from the Oregon Department of Fish and Wildlife. As Jones learned online, we donate Zumwalt’s bull elk and buck deer tags to local community organizations for raffle or auction.

Since 2002, our permits have raised over $195,000 for schools, clinics and other services in Wallowa County.

The Conservancy allows hunting at a few of our preserves, including Zumwalt. Without it, large elk herds, combined with hunting pressure on adjacent lands, lead to overgrazing of critically important shrubs and trees, including aspen.

Permitted hunters also help patrol and minimize trespassing while providing bridge-building opportunities with the local community.

“People are key to saving the natural world,” Jones said. “And it’s important to be a good neighbor. Hunting isn’t just recreation here. It’s how people feed their families.”

Watch a video on Zumwalt Prairie from OPB’s Oregon Field Guide nature.org/zumwaltvideo
home(work) on the range.

It was her favorite thing at the range camp—learning about sage grouse. Well, that and using a GPS to locate ingredients for making cinnamon rolls.

Annalisa May was one of 16 campers this summer who attended Oregon’s first High Desert Youth Range Camp, organized by Oregon State University’s Malheur County extension office and staff of the local USDA Agricultural Research Service. With a scholarship sponsored by the Conservancy, May spent five days learning about invasive species, fire, grazing, wildlife and more.

“It’s amazing to learn about your state — and not just where you’re from,” said May, the North Marion High School junior. “Before [the camp], I only knew about the Willamette Valley, where I live.”

May has spent her life in the valley. She’s part of a big family — the eighth child of 10, with her twin sister as the ninth, and is an avid 4H participant, raising pigs, caring for plants and serving as a superintendent. It’s through 4H she learned about the camp.

Collaboration was the heart of it all. College instructors, scientists, nonprofits, agency folks and local ranchers pitched in to organize and lead the camp, held near Burns.

“One thing that really struck me was the amazing collaboration for so many different entities,” said Anna-Marie Chamberlain, the camp’s executive director, with Malheur County extension.

The Conservancy’s Jay Kerby, Southeast Oregon project manager, was on the original planning team and served as a team leader and camp counselor.

“It was an incredibly rewarding experience, for the students — and for me,” Kerby said. “Feeling like you made a difference in a tangible, measurable way in five days was inspiring, especially against the backdrop of my regular job where science results can take years.”

THREATS >>

In Eastern Oregon, sage grouse numbers have declined about 4% a year since 1965.

Sage grouse population decline across their range — coupled with new interest in energy development in sagebrush country — warrants a listing under the Endangered Species Act.

Approximately 300,000 acres in southeastern Oregon where sage grouse live are being evaluated for wind farm development.

Wind power can make a great contribution to our energy needs, but wind turbines and towers in the wrong place can be disastrous for wildlife.

Sage grouse are known to avoid areas with tall structures. And the footprint of energy development can fragment habitats.

The Conservancy is working with partners to develop a science-driven blueprint for Oregon to help minimize impacts of new energy siting on wildlife and their habitat.
Steve Denney’s work in the Coquille Valley takes him to some unexpected places, like a local radio show where he had to follow a group of roller derby girls. “They were a tough act to follow,” Denney said.

Other places are very familiar, like ranches, because he grew up working on ranches in Central Oregon.

“I find it’s very rewarding working with these ranchers. Many are trying to make a living and pass their farms and ranches on to their children and grandchildren,” Denney said, who lives on a 100-acre farm in Southern Oregon and spent 17 years working for the Oregon Department of Fish and Wildlife, most recently as a regional director.

Denney now serves as the Conservancy’s restoration steward on the south coast. He’s finding ways to return the tide to the historically salmon-heavy Coquille Valley, east of Bandon.

Tidal wetlands once covered 14,400 acres of the valley. As of 2000, there were only 375 acres left. Coho salmon, a threatened species, used to number over half a million. Currently, up to 25,000 run the river each year. In addition, the valley is an important annual stopover for millions of birds; in fact, winter flooding of the valley supports the largest coastal concentrations of dabbling ducks between San Francisco Bay and the U.S.-Canada border.

The biggest thing coho need here are wetlands where they can eat, hide from predators, and escape the main river during winter floods. But tide gates and ditches currently keep the land dry. The Conservancy is working to ultimately purchase and restore tidal wetlands on 700 acres in the valley, and eventually transfer it to state ownership.

“I don’t think working landscapes and restoration are mutually exclusive. I think they can be done together,” said Denney, who oversees a 25-acre wetland mitigation bank on his own farm, too.

More modern tide gates can be adjusted and change the water level for fish or cows. So the tide — and the salmon — can come and go. And cows can have their grass — and eat it, too.
“With the basalt walls of the Table Rocks looming above us, and the Rogue River whispering across the valley in the distance, we gathered to sign a historic agreement.”
- RUSSELL HOELICH, The Conservancy’s Oregon Director

coming full circle.

In an emotional ceremony, the Confederated Tribes of the Grand Ronde, the Conservancy and Bureau of Land Management (BLM) signed a Memorandum of Understanding in September. The agreement includes the Tribes in future planning and management of the Table Rocks natural area for the first time in more than a century.

It was signed 157 years to the day, after the Native Americans of the Rogue Valley had been rounded up at the Table Rocks to begin their long walk to the Grand Ronde reservation in Yamhill County; it was a forced march they’ve long called “the trail of tears.”

More than 30 years ago, local conservationists ignited efforts to conserve the Table Rocks near Medford. The Nature Conservancy and the BLM have worked together to protect this landmark, but it was only two years ago that the entire Table Rocks was secured for conservation.
the year in
PHOTOS
[1] Margaret Wagner, of the Conservancy’s AmeriCorps crew, hiked a muddy trail at a Sandy River volunteer work party in May. That day, volunteers pulled weeds to maintain habitats along the river. Throughout the summer, volunteers also staked new willows and maintained trails. © Bruce MacGregor

[2] At Zumwalt Prairie Preserve’s work party in Northeast Oregon, volunteers, like Alix Lee — an AmeriCorps steward, tended to saplings planted along a creek. The riparian area plants were inside a fence to keep cattle, deer and elk from browsing. © Heather Coleman

[3] After working a prescribed burn at the Conservancy’s Sycan Marsh, a 30,000-acre forested wetland in Oregon’s Klamath Basin, an AmeriCorps member stopped to admire old farming structures. In partnership with the historic ZX Ranch, the Conservancy manages a long-term grazing lease while advancing wetland restoration on the marsh. © Alix Lee/TNC

[4] This summer, Oregon silverspot butterflies rest on the edge of a release cage at Cascade Head Preserve. There, naturalists cared for the pupae, raised from eggs at the Oregon Zoo and Woodland Park Zoo. In five years, 500 adult butterflies have been released on the grasslands, and population numbers are finally recovering. This was the last year for captive-reared releases of the silverspot butterfly. © Kay Kinsley

[5] The northern spotted owl, federally listed as a threatened species, lives in old-growth forests. Conservancy ecologists — via the Ashland forest resiliency project — work to reduce threats of unnatural fire. Teams aim to thin trees and brush from 7,600 acres, while preserving habitat for the owl and other species. © Rick McEwan

[6] Ms. ZHANG Kejia, media relations specialist with the Conservancy’s China program, joined China’s forest and natural areas officials and local Conservancy ecologists on a tour of the Ashland forest resiliency project; Here she notes how fire scars on ponderosa pines can inform forest restoration. © Darren Borgais/TNC
You started with the Conservancy as an intern at Cascade Head, and elsewhere, more than 30 years ago. What’s the biggest change you’ve seen since then?

When I started, we stood at our fence line and looked in. Today, we stand at our fence line and look out. It’s become abundantly clear that we need to succeed at much bigger scales. To do that, we need to clearly demonstrate how protecting and restoring nature benefits people as well. The science and practice of conservation has evolved tremendously in the last 30 years. We know so much more now about biological diversity, the value of healthy ecosystems and what works in conservation.

What’s an example of being effective at a bigger scale?

Oregonians are beginning to restore forests in Eastern and Southern Oregon at the scale of tens of thousands of acres, improving conditions across whole watersheds. This is critical because we have a 9-million-acre problem in our public forests, and, unless we scale up, we’ll lose them. Many local collaborations are coalescing around a shared vision of what a healthy forest should look like. The Nature Conservancy can provide the science and technical support that helps shape that vision and translate it into action. We have decades of work ahead of us, but we’re on the right track.

Where else are we trying to scale up?

In addition to restoring forests, we are focusing on several other critically important natural systems in Oregon. Sustaining vibrant rivers and wetlands. Restoring abundant fisheries to our ocean, estuaries and coastal communities. Securing Willamette Valley and Zumwalt Prairie grasslands. And maintaining a healthy sagebrush ecosystem in Oregon’s high desert. In each case, there’s an urgent need and opportunity to advance solutions at a bigger scale.

That sounds like a lot. Who’s going to do it all?

I’m impressed with the power of the Timbers Army – let’s start with them! [Laughs.] But seriously, it’s up to all of us as Oregonians. The Conservancy can’t buy a river, but we can work with the Corps of Engineers to design water flows from dams to meet the needs of fish and improve their habitats. That’s what we’re doing on the Willamette. Helping to bring partners together to build a sustainable future is pretty exciting – and very promising for Oregon’s future.
It had been 18 hours on a plane — from Portland, to San Francisco, to Beijing and now on the final leg to Ulaanbaatar. It was after midnight, but Dan Bell was shaken awake by crew staff. “They gave me beef steak and noodles for an early breakfast. Welcome to Mongolia.”

Bell, the conservation director for Oregon’s Willamette Valley, was one of a team of scientists who helped facilitate a workshop in Mongolia on natural resource conservation strategies.

Oregon is the first and only state to pass a ‘Payment for Ecosystem Services’ law that sets the stage for assigning economic value to the benefits we get from nature — such as safe drinking water, clean air, productive soil and fisheries.

So when the Mongolian government wanted to design a similar framework, they turned to the Conservancy, already a working partner. A team of Mongolian officials came to Oregon this summer, to learn.

“I truly believe connecting the right people is the best precursor to success. And that’s exactly what we did on this trip,” said Enkhtuya Oidov, director of the Conservancy’s Mongolia program.

Bell returned to Mongolia to further conversations. Yes, there was a camel trek and a yurt involved. Even driving through the desert in old Russian vans. And lots of meat. But there were also suits and ties and a series of valuable meetings at the parliament building.

If all goes well, the Conservancy and partners will help the Mongolian government celebrate adoption of their own ecosystem services law sometime in 2012.
In Oregon, more than 20,000 member households make our work possible. THANK YOU.
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Your legacy is a lasting gift to future generations.

Legacy Club
We are pleased to recognize the following individuals who notified us between July 1, 2010 and June 30, 2011 of their intent to remember the Conservancy in their will or estate plans or have funded a life income gift. Their legacy is a lasting gift.

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Dana Abel & Charles Quinn
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THAT’S INSPIRING: Look online for our list of 30+ year members at nature.org/oregon30

This year nearly 700 volunteers dedicated over 45,000 hours to protecting Oregon’s critical habitats. nature.org/oregon/volunteer
Public Partners
We thank the following partners for their support of conservation projects throughout Oregon. Financial commitments were made between July 1, 2010 and June 30, 2011.

Bonneville Power Administration
Bureau of Land Management
Bureau of Reclamation
Corporation for National & Community Service
Department of Defense, U.S. Navy
East Multnomah Soil & Water Conservation District
Klamath Watershed Partnership
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Oregon Department of Housing and Community Services
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Oregon Department of Transportation
Oregon Watershed Enhancement Board
U.S. Department of Transportation
U.S. Fish and Wildlife Service
U.S. Forest Service

Thanks also to the dozens of agency and nonprofit organizations that contribute resources to our conservation work around the state.

Robb Ball, Oregon trustee, at the Conservancy’s office in Mongolia. © Anne Carter

beyond our borders.

With aunts and uncles raising cattle in Montana, he grew up with an affinity for ranch life. Even rode in roundups. And he still values the balance of land, rural communities and traditional livelihoods.

Robb Ball is retired from the Portland law firm that bears his name, Ball Janik LLP, and is an Oregon Conservancy trustee.

“The Nature Conservancy has been part of our lives for years and years,” he said. Ball and his wife Julia — who’ve supported Oregon and Mongolia programs — have been members for over 30 years, and he chaired our Oregon board in 2009-10.

Drawn to large landscapes and rich heritage, they recently traveled to Mongolia with friends, where they met with Conservancy staff in the capital city, Ulaanbaatar, and attended a rural Naadam festival. (See more on Mongolia, Page 11.)

Naadam is one of the country’s largest festivals with competitions in horse racing, wrestling and archery. Not exactly a Montana roundup, but the Mongolia event dates back a thousand years. “Seeing [the festival] was a throwback in time,” Ball said. “And a terrific experience.”

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Photo © Lindsey P. Martin
Don’t tell Liz Cawood what’s not possible. The founder of CAWOOD, a leading public relations firm based in Eugene, has a saying on her wall. “There’s no limit to the good you can do if you don’t care who gets the credit.” It’s a motto she and her talented staff take seriously.

Liz joined the Conservancy’s Oregon board about a dozen years ago and served for nine years.

Her company has donated creative products to the Conservancy including the “I believe in conservation” ad campaign, replicated across the Conservancy.

Liz has chaired campaigns for parks and natural areas, and developed and promoted environmentally sustainable business practices. She’s also led in creating a vision for connected protected areas across the southern Willamette Valley, culminating in the acquisition last year of the lynchpin Willamette Confluence property near Eugene.

Sincere gratitude and appreciation to Liz and her CAWOOD staff for an extraordinary legacy of visionary conservation.

Life changing. That’s how Kyle Strauss describes AmeriCorps. He would know. Strauss used to be an AmeriCorps member. Today he leads the Conservancy’s 13-member team.

Launched in 1994, AmeriCorps has helped more than 600,000 individuals serve schools, tribes, agencies and nonprofits in all 50 states. For their experience, members earn a modest stipend and education voucher in return.

In Oregon, 13,000 AmeriCorps members have served. The Conservancy’s Oregon team — the organization’s first — has for five years advanced conservation through technical mapping, recruiting volunteers, conducting controlled burns and more. You name it, and they’ve done it. Well.

But getting good things done isn’t the whole story. AmeriCorps is also preparing the next generation of conservation leaders. “Many of our alums are leading partner organizations across the region,” said Strauss. “They’re impact is enormous — and growing.”

Congratulations to AmeriCorps for their resourcefulness and success in launching young people on a path to preserving our natural heritage.
As a boy at summer camp, he took to water like a duck, and as a lifelong sailing enthusiast, he’s still never far away from it.

Walt spent his a career as a civil engineer specializing in water supply and treatment systems. But after retirement, don’t think he stopped working. “I decided my new career is as a philanthropist,” Walt said. “My beneficiary is our Earth.”


And lead Walt does — with such inspiration and vigor it’s daunting to recount his many achievements. “Take a few examples and multiply by a factor of 10. Then you might be in the ballpark,” said Russell Hoeflich, the Conservancy’s Oregon director.

Ballot Measure 76, which last fall renewed Oregon’s dedicated lottery fund for water, parks and wildlife. Walt was among the top signature gatherers statewide. He even sported homemade sandwich boards touting the measure.

Tidal wetlands near Tillamook Bay, critical to wild salmon runs. Walt reviewed plans to restore former dairy property along the Kilchis River, then pitched in to help us purchase it. But that’s not all. He took our crew leader training and, in July, was back at the property, leading other volunteers in removing barbed wire fence and pulling invasive ivy.


“That’s vintage Walt,” said Hoeflich. “Involved and contributing in just about every way possible. We’re so grateful for his passion, enthusiasm and generosity. Walt truly is an inspiration.”

For Walt, it’s all about inspiring others to action. “Just do something,” he says, to people who feel hopeless. “It will help you sleep better at night, because you’ll know you’re making the world a better place.”

“Walt is a man who leads by example. And who radiates hope and confidence that each of us can make a difference.”

- RUSSELL HOEFLICH,
The Conservancy’s Oregon Director

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e-mail: wmilligan@tnc.org
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growing conservationists.

Bob Donahue sat in the shade watching his granddaughters, ages four and seven, play in Deer Creek. There was a lot of squealing and splashing. “I used to play in the creek like that, too,” Donahue said, grinning.

He was at Yamhill Oaks Preserve, west of McMinnville, participating in the Conservancy’s first family work party in Oregon. Kids and adults worked side-by-side one August day to collect seeds from native plants, pull invasive weeds and dismantle an old barn. And play.

“If we want the next generation to protect [nature], they have to know it,” said Sherill Roberts, who also attended the work party.

A recent nationwide Conservancy poll reinforces Roberts’ observation. The poll showed that 66 percent of teenagers had a personal experience in nature that made them appreciate it more. Yet only 10 percent of these kids spend time outdoors every day, mostly due to lack of access.

The Conservancy is working to change this by helping kids experience nature. Nationally, the Conservancy has launched the LEAF program to support more than 30 environmental high schools across the country and serve 20,000 students.

Here in Oregon, we are stepping up our efforts to grow new conservationists by including them more in our work. Some examples include:

• The Yamhill Oaks family work party, the first of more to come.
• We are also engaging high school students at the Table Rocks, Whetstone Savanna and Sandy River Gorge preserves.
• Eagle Scouts are helping us maintain Camassia Natural Area near Portland.
• And local scouts — boys and girls — are allowed to forage at Zumwalt Prairie Preserve one day a year for fallen elk antlers, which they sell to raise funds for their troops.

And Bob Donahue has clearly left a legacy.

His son, Doug, said, “When I was a kid, my father and I would regularly go for hikes in the forest. Looking back now, I realize that is where it all began.” Doug also attended the work party and is the Conservancy’s Oregon director of operations.

THANKS >>
We hosted Oregon’s first family work party this year.
It was one of 33 volunteer work parties held in Oregon. Interested in supporting volunteer programs? Call (503) 802-8130 to donate today.  

From top: Playing in Deer Creek at the Yamhill Oaks Preserve family work party. © Morgan Parks
Young conservationists pour over a field guide for birds. © Erika Nortemann/TNC
Visitors at Oregon’s Table Rocks. © Rick McEwan
David Gent stands out from the crowd. Never one to shy away from a project — for 13 years now — he brings detailed attention and diverse skills to removing invasive plants, fixing fences, collecting data and sowing native seeds. And more. David’s always willing to share his bounty of long-earned preserve knowledge, inspiring many over the years with hopeful stories of hard work and positive change, said Molly Morison, the Conservancy’s Southwest Oregon stewardship coordinator.

“David’s dedication is outstanding,” said Morison. “His surveying skills and ability to motivate others are real assets, and I’m grateful for his loyalty, tireless work and friendship.”

David mirrors that gratitude. “I feel truly privileged to work with the staff and volunteers, especially my friends on the Thursday Crew,” he said. “And I’m so impressed with the Conservancy’s willingness to collaborate with others for nature.”

Myleen Richardson joined the Conservancy’s Oregon team in 2000. Her technical talents have been key to the success of the volunteer program ever since. She’s been a volunteer naturalist, led hikes and attended work parties, but has committed most of her long hours to managing our volunteer database and evaluating overall volunteer satisfaction. And her work doesn’t end at Oregon’s borders. Myleen also took the lead in designing the most comprehensive analysis ever of volunteer programs across the Conservancy. Today, her research is a guiding light for leaders working to broaden the support base for conservation around the world.

“Myleen’s such an important part of our team,” said Molly Dougherty, director of volunteer programs. “From complex database queries, to communications, to jumping in wherever needed, I always know she’ll get the job done right.”

Myleen enjoys seeing the difference volunteers can make. “Working behind the scenes, I see the great work volunteers accomplish every week. I’m proud to be part of that,” she said.

Congratulations and genuine thanks to David and Myleen. Without dedicated supporters like you, our successes would not be possible.
“After working at Cascade Head, I loved the work but wasn’t ready to stop. So I signed up for one of the Conservancy’s AmeriCorps positions. Surprising mostly myself, I signed up again and again, and am now about to complete my third year volunteering with the AmeriCorps program.”

- MELISSA REICH

Near her hometown in New York, Reich spent three seasons working as a field assistant for the Conservancy. Then, through a college professor, she discovered Oregon’s Cascade Head — a spectacular coastal headland that’s a haven for rare plants, wildlife and grassland communities. There she fell in love with the small caterpillars that become the Oregon silverspot butterfly, an endangered species.

And she’s been working with the Conservancy in Oregon ever since.

nature.org/oregon/volunteer
MY WISH FOR OREGON’S NEXT 50 YEARS

The children and future generations value the water and lands in our state and are inspired to care for and protect them. - DEANNA

Don’t forget the mountains. - JANE & PAUL

The golden glow of a healthy Willamette Valley is once again a defining feature of our landscape. - JONATHAN

The preservation of the Earth must also include the preservation of the people living on it. - SUSAN

With cutting edge science, and a heart filled with passion for our “great places,” let’s make the first 50 seem like a modest beginning. - RANDY

Running rivers, wild animals and beautiful places that all Oregonians can enjoy. - SARA

To be a leading example for the world on the successes that are possible through cooperation. - BOB

More salmon, please! - AURORA

That my two daughters — then 70 and 72 years old! — will still be in Oregon because of what we have accomplished together. - DAN

thank you for celebrating our 50th year in Oregon.

what’s your wish?
share more at facebook.com/nature.org.oregon

A special thanks to ODS for supporting our 50th Anniversary celebration.
## Financial Information

The Nature Conservancy in Oregon*

Fiscal Year Ending June 30, 2011

### Support and Revenue

<table>
<thead>
<tr>
<th>Category</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions (individuals, corporations, foundations and other organizations)</td>
<td>8,082,222</td>
<td>4,571,679</td>
</tr>
<tr>
<td>Grants and contracts</td>
<td>30,004,245</td>
<td>5,633,972</td>
</tr>
<tr>
<td>Investment income</td>
<td>4,076,905</td>
<td>2,879,849</td>
</tr>
<tr>
<td>Sales of land to government and other conservation agencies</td>
<td>2,198,219</td>
<td>4,493,278</td>
</tr>
<tr>
<td>Land sales and gifts</td>
<td>181,424</td>
<td>678,595</td>
</tr>
<tr>
<td>Internal transfers and other revenue</td>
<td>1,863,289</td>
<td>6,427,772</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$46,346,304</strong></td>
<td><strong>$24,683,095</strong></td>
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</tbody>
</table>

### Expenses and Purchases of Conservation Land and Easements

<table>
<thead>
<tr>
<th>Category</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conservation programs</td>
<td>12,253,959</td>
<td>13,999,880</td>
</tr>
<tr>
<td>Purchases of conservation land and easements</td>
<td>25,579,184</td>
<td>1,043,385</td>
</tr>
<tr>
<td>Communications and outreach</td>
<td>792,503</td>
<td>785,206</td>
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<tr>
<td>General and administrative</td>
<td>593,937</td>
<td>873,034</td>
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<tr>
<td>Fundraising</td>
<td>405,058</td>
<td>453,725</td>
</tr>
<tr>
<td>Support for global conservation priorities</td>
<td>2,085,454</td>
<td>2,914,747</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$41,675,095</strong></td>
<td><strong>$20,089,957</strong></td>
</tr>
</tbody>
</table>

**Net Result:** Support and Revenue over Expenses and Purchases of Conservation Land and Easements

<table>
<thead>
<tr>
<th>Category</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$4,671,209</strong></td>
<td><strong>$4,593,138</strong></td>
<td></td>
</tr>
</tbody>
</table>

### Fundraising Summary

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising expenses as a percentage of total expenses and capital allocations</td>
<td>0.97%</td>
<td>2.26%</td>
</tr>
</tbody>
</table>

### Asset, Liability and Net Asset Summary

<table>
<thead>
<tr>
<th>Category</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conservation land</td>
<td>5396,189</td>
<td>54,372,704</td>
</tr>
<tr>
<td>Investments held for land acquisitions</td>
<td>9,020,250</td>
<td>10,081,853</td>
</tr>
<tr>
<td>Endowment investments</td>
<td>25,400,149</td>
<td>22,318,358</td>
</tr>
<tr>
<td>Property and equipment (net of depreciation)</td>
<td>3,046,042</td>
<td>2,869,270</td>
</tr>
<tr>
<td>Operations cash, reserves and government receivables</td>
<td>959,979</td>
<td>1,083,374</td>
</tr>
<tr>
<td>Other assets (See note 1)</td>
<td>1,175,983</td>
<td>5,765,448</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$97,554,222</strong></td>
<td><strong>$96,511,067</strong></td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>13,862,141</strong></td>
<td><strong>18,265,010</strong></td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>$83,692,080</strong></td>
<td><strong>$78,246,057</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities and Net Assets**

<table>
<thead>
<tr>
<th>Category</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$97,554,221</strong></td>
<td><strong>$96,511,067</strong></td>
<td></td>
</tr>
</tbody>
</table>

### Use of Funds and Gifts:

- **Conservation programs:** 30%
- **Fundraising:** 1%
- **Communications and outreach:** 2%
- **General and administrative:** 1%
- **Support for global conservation priorities:** 5%
- **Purchases of land and conservation easements:** 61%

(1) Primarily includes pledges of future gifts, notes receivable, trade lands and restricted cash.

* These unaudited figures represent The Nature Conservancy in Oregon.

For comparable figures for The Nature Conservancy as a whole, please contact us.


The Nature Conservancy rates as one of the most trusted organization in a recent poll by Harris Interactive.

In Oregon, of every dollar you give, 96 cents goes directly to conservation programs.
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This report is published by The Nature Conservancy in Oregon
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With your support, we’ve helped protect over 505,000 acres in Oregon. THANK YOU.