

# THE NATURE CONSERVANCY IN WYOMING FY08 FINANCIALS (JULY 1, 2007- JUNE 30, 2008)

The Nature Conservancy in Wyoming's impressive conservation accomplishments in FY08 (July 1, 2007-June 30, 2008) were reflected in—and supported by—its equally strong financial performance. A few highlights:

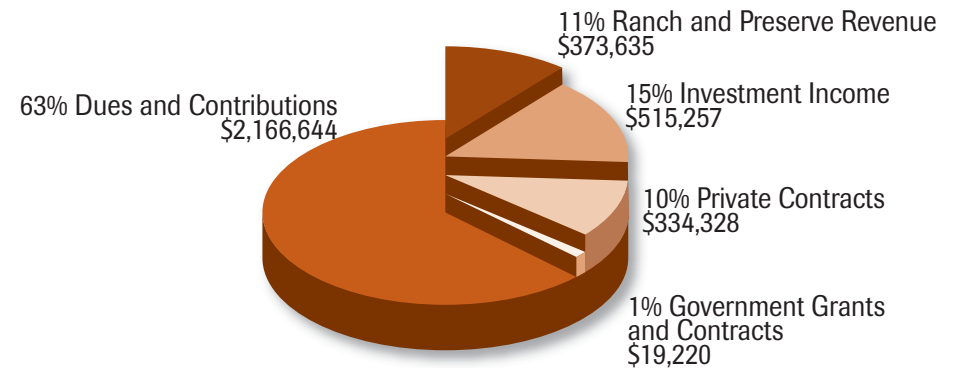
- The Wyoming Chapter received \$2,166,664 in cash contributions in the period—a 3.5% increase over the prior fiscal year—as well as \$19,220 in grants from government agencies. Contributions are by far our largest individual source of funding for operations and conservation projects and represent the great commitment of our many members and donors.

- The Chapter also received over \$18 million in gifts of conservation easements in FY08. These easements represent the amount of property value that nine conservation-minded families voluntarily gave in order to ensure the perpetual protection of their beautiful properties. Even more impressive was the total fair-market value of the properties conserved—almost \$45 million—which illustrates the Conservancy's substantial leverage of available funds. This brings the total value of land conserved to date to over \$136 million. The majority of this is attributable to conservation easements, so this does not represent funds available to support conservation work, but is a reflection of the terrific conservation commitment of Wyoming landowners who have donated more than 150 conservation easements to the Conservancy.

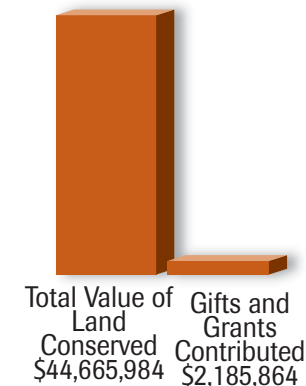
- With perpetual conservation easements on more than 270,000 acres of private land in Wyoming—not to mention our network of beautiful preserves and ranches—comes a tremendous responsibility. In large part so that we will always be able to monitor, protect, and defend the conservation property interests that we have accepted, we have over the years built an endowment of \$9 million. The vast majority of the contributions to our endowment came through bequests from generous Conservancy supporters who made provisions for Wyoming in their estate plans. These contributions have been skillfully managed over many years to produce both income and growth.

We hope this summary of the financial activity behind our FY08 year in conservation helps illustrate the critical importance of our many supporters, who have sacrificed much and in many ways to help the Conservancy protect Wyoming's unique natural legacy for future generations.

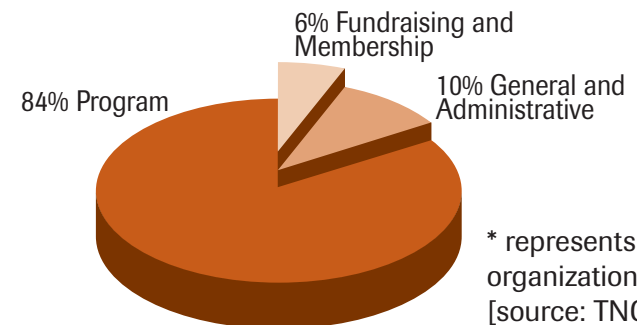
## Wyoming Sources of Funds



## Wyoming Leverage at Work



## The Nature Conservancy's Total Programmatic Efficiency\*



\* represents entire organization  
[source: TNC annual report FY07]

## FY08 FINANCIALS ALL FUNDS (OPERATING AND CAPITAL)

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<b>SUPPORT &amp; REVENUE</b>	
Dues & Contributions	\$2,166,644
Contributed Good & Services	0
Government Awards	19,220
Private Contracts	334,328
Investment Gain (Loss)	(686,453)
Land Interest Income	232,650
Endowment Income	(28,261)
Other Income	373,635
Gifts & Sales of Conservation Land	0
Gifts of Conservation Easements	18,148,502
Support From (To) Other TNC Units & Reserves	(968,637)
<b>Total Support &amp; Revenue</b>	<b>19,591,628</b>
<b>EXPENSES &amp; CAPITAL ALLOCATIONS</b>	
Conservation Programs & Purchases of Conservation Land & Easements	2,592,968
General & Administration	502,469
Membership & Fundraising	419,664
<b>Total Expenses &amp; Capital Allocations</b>	<b>3,515,101</b>
<b>NET RESULT</b>	
<b>Support &amp; Revenue Over Expenses &amp; Capital Allocations</b>	<b>16,076,527</b>
<b>ASSET &amp; LIABILITY SUMMARY</b>	
Book Value of Conservation Land	12,994,990
Book Value of Conservation Easements	123,640,577
Investments Held for Conservation Projects	17,735,721
Endowment Investments	9,090,832
Property & Equipment (net of depreciation)	873,484
Government Grants Receivable	13,304
Other Assets	(22)
<b>Total Assets</b>	<b>164,348,886</b>
<b>Total Liabilities</b>	<b>2,278,111</b>
<b>Total Net Assets</b>	<b>162,070,775</b>

## REVENUE & EXPENSE SUMMARY - OPERATING FUND ONLY

	FY08 Actual vs. FY09 Budget		
<b>REVENUE</b>		<b>FY08 Actual</b>	<b>FY09 Budget</b>
Dues & Contributions		1,197,225	1,423,082
Contributed Goods & Services		0	0
Government Grants & Contracts		19,220	72,692
Private Contracts & Mitigation		333,500	75,000
Investment Gain (Loss)		(1,099)	0
Land Interest Income		54,970	36,646
Endowment Income		282,607	392,137
Other Income		356,085	315,412
	<b>Total Revenue</b>	<b>2,242,508</b>	<b>2,314,969</b>
<b>SUPPORT FROM (TO) OTHER TNC UNITS &amp; RESERVES</b>			
Central Services Assessment		(310,801)	(403,189)
All Other Sources (Uses)		1,038,927	1,182,489
	<b>Total Other Support (Use)</b>	<b>728,126</b>	<b>779,300</b>
<b>EXPENSES</b>			
Personnel & Benefits		1,881,427	1,901,719
Contractual Expense		244,869	252,475
Communications		100,554	107,157
Travel		111,045	134,320
Supplies & Equipment		254,671	314,355
Occupancy		270,358	251,950
All Other Expenses		149,685	132,293
	<b>TOTAL EXPENSES</b>	<b>3,012,609</b>	<b>3,094,269</b>
	<b>SURPLUS (DEFICIT)</b>	<b>(41,975)</b>	<b>0</b>

## ASSETS & LIABILITIES SUMMARY

		FY08	FY07
<b>ASSETS</b>			
	Cash & Investments-Operating Fund	19,872	63,566
	Cash & Investments-Land Funds & Reserves	16,982,920	18,199,662
	Cash & Investments-Land Preservation Fund	732,929	732,929
	Government Grants Receivable	13,304	11,563
	Property & Equipment	873,484	932,519
	Cash & Investments-Endowment Fund	9,090,832	9,591,770
	Conservation Lands	136,635,567	119,056,113
	Other Assets	(22)	10
	<b>Total Assets</b>	<b>164,348,886</b>	<b>148,588,132</b>
<b>LIABILITIES</b>			
	Internal Loans	2,275,542	2,191,314
	External Loans	0	0
	Deferred Revenue	0	0
	Other Liabilities	2,569	402,569
	<b>Total Liabilities</b>	<b>2,278,111</b>	<b>2,593,883</b>
<b>NET ASSETS</b>			
	Endowment Funds	9,090,832	9,591,770
	Land Preservation Funds (revolving fund)	732,929	732,929
	Conservation Easements, Land, Reserves	152,213,829	135,594,391
	Operating Funds	33,186	75,160
	<b>Total Net Assets</b>	<b>162,070,776</b>	<b>145,994,250</b>
	<b>Total Liabilities &amp; Net Assets</b>	<b>164,348,887</b>	<b>148,588,133</b>