Although we at HeartLands Conservancy have dubbed 2020 “the year that must not be named” (Harry Potter reference), many things were accomplished for conservation in southwestern Illinois.

- We continued to expand our conservation easements by preserving wetlands currently under restoration.
- We became the legal owners of Poag Sand Prairie and expanded our Kathleen Scanlan Conservation Area along the Kaskaskia River.
- We continued to connect people of the region with natural resources - often with very special protocols in place for safety.
- We completed three watershed plans in Madison County to help identify critical stormwater and water quality needs and opportunities.

We are incredibly grateful to the people of our region and beyond who have stepped up to support the conservation mission of HeartLands Conservancy.

Your support has kept the organization thriving and reaching new people and communities every day.

See all that you have accomplished in 2020 on the following pages.

2020 Audit & Financial Information

Much of HeartLands Conservancy’s work involves targeted real estate transactions and associated relationship building, due diligence, deal-making, and fundraising. Sometimes we buy a property and steward it permanently. In other cases, we buy land to save it from imminent loss and later transfer it to a permanent steward (e.g., parks department, conservation-minded individual, or a state or federal agency).

In other scenarios, we empower a partner to make the purchase by negotiating the terms, securing funding, and managing or assisting with the acquisition on their behalf. Because of this, our finances can look very different from year to year.

In 2020, we expanded our Kathleen Scanlan Conservation Area along the Kaskaskia River and received the donation of several properties for long-term stewardship.

<table>
<thead>
<tr>
<th>Audited Financial Information</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>884,358</td>
<td>1,040,832</td>
</tr>
<tr>
<td>Land</td>
<td>2,738,358</td>
<td>2,835,324</td>
</tr>
<tr>
<td>Other Assets</td>
<td>1,079,841</td>
<td>980,630</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>4,702,557</strong></td>
<td><strong>4,856,786</strong></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>1,200,815</td>
<td>1,333,694</td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without Donor Restrictions</td>
<td>2,957,623</td>
<td>3,076,969</td>
</tr>
<tr>
<td>With Donor Restrictions</td>
<td>544,119</td>
<td>548,532</td>
</tr>
<tr>
<td><strong>Liabilities + Net Assets</strong></td>
<td><strong>4,702,557</strong></td>
<td><strong>4,856,786</strong></td>
</tr>
</tbody>
</table>
**Land.**
- Newly Conserved: 152 acres
- 508 Trees Planted
- 602 Milkweed Planted
- 836 Native Plants Distributed

**Water.**
- Watershed Acres Planned: 199,727
- 4.4M lbs of Pollutants kept out of waterways
- Non-point Source Pollution Reduction by Projects Implemented:
  - Sediment: 1,652 tons/yr
  - Phosphorus: 1,600 lbs/yr
  - Nitrogen: 3,014 lbs/yr
- Implemented H2O Projects: 17,213
  +26.6 acres

**Communities.**
- Communities Analyzed & Planned: 1482 acres
- 1,101 Community Participants
- 211 Trick - or - Treaters for Trenton Treats for Thoughts

**Engagement.**
- 1,500 hours hiking
- 400+ Participants
- 7 Conservation@Home certifications
- 750 Citizen Science Observations
- 1050 Volunteer HOURS
- taugh 2,700 people about trees

**Funding:**
**How We Earned It**
- Federal, State, & Local Government Grants: 888,313
- Foundations: 81,585
- Fee for Service: 6,911
- Corporate & Individual Giving: 77,987
- Investments, In-Kind, Misc: 593,103
- Total: $ 1,647,899

**How We Spent It**
- Land & Water Conservation Program: 62,072
- Resilient Communities Program: 1,089,486
- Engagement & Education Program: 59,672
- Management: 200,974
- Fundraising: 111,936
- Total: $ 1,524,140
2020 Contributors

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Kay and Bill Ahaus
Suzanne and Blake Alberter
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Marvin Allen
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