In 2018, Openlands translated a new and visionary five-year strategic plan into concrete goals and actions for our programs on the ground throughout this region we serve.

One of the priority landscapes in our new strategic plan is Lake County, where our long history was renewed through the merger of Conserve Lake County into Openlands. In 2018, we were pleased to continue and expand Conserve’s signature programs like Conservation@Home—which invites residents and business owners to improve the habitats on their properties through a certification program—and the Native Plant Sale, where conservation-minded gardeners can find plants, trees, and shrubs unavailable at big box nurseries and home stores.

Climate change is one of the greatest challenges we currently face as a society, and we have a moral imperative to address it. For the last 56 years, Openlands has guided our region towards sustainability, and we are committed to guiding our region through a changing climate. Not only is addressing climate change one of the four priorities of our new strategic plan, but in 2018 we used our annual luncheon as a platform to address the issue head on.

Our forestry programs remain integral both to Openlands’ ongoing climate change work and to our priority of building advocates for nature. In 2018, we expanded our successful TreePlanters program into south suburban Cook County. The program focuses both on planting trees and encouraging community connection among neighbors.

This year we also opened our fifteenth green schoolyard through the Space to Grow partnership with Healthy Schools Campaign. This keeps Openlands on track to have installed gardens at 100 Chicago Public Schools by 2023 through both the Space to Grow and Building School Gardens programs. With school-focused programs such as these, we continue to invest in communities in Chicago.

Farther afield, our leadership in Illinois and the vocal advocacy of many of you led to the passage of a bill in Springfield that supports and enhances urban farming opportunities. This is just one of the successful examples of the commitment Openlanders have demonstrated in making your voices heard to protect endangered species, the Great Lakes, and more.

Our land protection work in the Hackmatack National Wildlife Refuge region advanced substantially in 2018 as we continued to identify and act on opportunities to expand the refuge. Our success here was underscored with the transfer of the first Openlands-acquired parcel of land for the refuge to the U.S. Fish & Wildlife Service. And in the city of Chicago, we moved quickly and decisively to protect a number of important parcels that will now be parks and green space instead of developments.

These successes are both core to what we do and are first steps toward a renewed five-year vision. They are only possible because of our generous supporters. Thank you.

Sincerely,

Carrie C. McNally
Chair, Board of Directors

Gerald W. Adelmann
President and CEO

Dear friends,

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Chair, Board of Directors

Gerald W. Adelmann
President and CEO
**2018 FINANCIAL STATEMENTS**

### REVENUE

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$2,216,948</td>
</tr>
<tr>
<td>Foundations, Corporations, and Organizations</td>
<td>$2,307,189</td>
</tr>
<tr>
<td>Government</td>
<td>$343,038</td>
</tr>
<tr>
<td>Program</td>
<td>$119,873</td>
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<tr>
<td>Restricted Funds for Capital Improvement</td>
<td>$1,239,620</td>
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<tr>
<td>Events</td>
<td>$362,563</td>
</tr>
<tr>
<td>Endowment</td>
<td>$147,816</td>
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<tr>
<td>Operating Income from Merger of Conserve Lake County</td>
<td>$291,587</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING REVENUE</strong></td>
<td><strong>$5,928,634</strong></td>
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### EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tr>
<td>Staff Salary and Benefits</td>
<td>$2,565,888</td>
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<tr>
<td>Program and Supporting Services</td>
<td>$3,155,227</td>
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<tr>
<td><strong>TOTAL OPERATING EXPENSES</strong></td>
<td><strong>$5,721,107</strong></td>
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<tr>
<td><strong>NET OPERATING SURPLUS</strong></td>
<td><strong>$207,527</strong></td>
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### NON-OPERATING INCOME

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<th>Category</th>
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<tr>
<td>Contribution of Property from Merger, Fixed Assets</td>
<td>$1,426,883</td>
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<tr>
<td>Investment Income</td>
<td>$18,280</td>
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<tr>
<td><strong>TOTAL NON-OPERATING INCOME</strong></td>
<td><strong>$1,446,263</strong></td>
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<tr>
<td><strong>TOTAL INCREASE IN ASSETS</strong></td>
<td><strong>$1,653,798</strong></td>
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### NET ASSETS

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<tr>
<td>Unrestricted Net Assets</td>
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<tr>
<td>Temporarily Restricted Net Assets</td>
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<tr>
<td>Permanently Restricted Net Assets</td>
<td>$4,138,782</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>$23,104,013</strong></td>
</tr>
</tbody>
</table>

*Conserve Lake County merging into Openlands resulted in a one-time increase in assets, the majority of which was in the form of conservation land.*

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* Deceased.
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Openlands is grateful to those who made a donation in recognition of their friends, family, and loved ones.

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Thank you to the following organizations who doubled the impact of their employees’ philanthropy with matching contributions:

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- Google LLC
- The Grainger Foundation
- Grubhub
- Google LLC
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Thank you to these individuals who have made provisions for Openlands in their estate plans so they can protect nature for future generations.

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