

Your gifts are saving the outdoors...



SELT

SOUTHEAST LAND TRUST
of NEW HAMPSHIRE

ANNUAL REPORT

you did it!

A note from Brian and Roger

Dear Supporter,

From all of us at SELT, thank you for your generous support! In all ways and by all measures, 2016 was a banner year; the impacts of your gifts are chronicled in the pages that follow.

More important than the acres protected and dollars raised are the outcomes for people and local communities; measuring progress this way is much harder.

How can we know the number of people affected by our work? How many lives are changed, how many people are moved in hidden ways to become stewards of the natural world, in big or small ways?

Take a moment to consider how you came to be connected to the outdoors; maybe your connection was inspired by a single event, or forged through a lifetime of experience. Your past experiences help you appreciate the lasting influences made possible through your contributions to SELT. We've shared some of our memories here to evoke some of yours (see next page).

Now imagine the experiences that others will have through the lands you've helped conserve...

Participants of all ages join in SELT's monthly field trips, many of which focus on wildlife encounters – discovering tracks in the snow, salamanders in a vernal pool, birds, turtles, and all kinds of life buzzing in the conserved forests, fields and wetlands. How many families will form a lifelong curiosity about the natural environment around them – and a respect that comes from knowing there are countless unique and beautiful life forms depending on it?

Or, how many children will grow to love fresh veggies (and choose healthy diets!) because their moms and dads took them to the local farmer's market or farm stand, letting them select dinner from the day's harvest?

Or, how many people will explore SELT trails with their dog, a family member, or solo – taking in the fresh forest air and peaceful sounds, benefiting from the physical and mental “housekeeping” that immersion in nature allows?

All of this is to say that land has so much to offer to us, and that if we are to keep the promise of conservation, future generations must feel a sense of responsibility for the special places you have protected. Whether that connection is forged through guided field trips, picking fresh strawberries, walking in the woods each morning, or knowing where your drinking water comes from, SELT's most important work is building a lasting culture of land stewardship.

This past year – completing more trails, offering more field trips, and conserving more land – was a great step forward. It only happened because supporters like you care and chose to engage in this work. Thank you.

Roger Stephenson
PRESIDENT

Brian Hart
EXECUTIVE DIRECTOR

Cover: Harveys' Kennard Hill Forest in Springtime.

CREDIT: JERRY MONKMAN



Roger Stephenson and Patience Chamberlin show a Blanding's turtle to a birding group at the Piscassic Greenway.

CREDIT: PAULA SINGER

“My connection to birds is very strong, and I've learned a great deal about bird biology, behavior and ecology through formal and informal education. Bird study merit badge was required to earn the rank of Eagle Scout in my father's day. It was not a required merit badge in the 1970's – I don't have it – earning it is a heavy lift; two migrations are necessary to complete the requirements. So I was surprised, as the nature counselor at Boy Scout camp, when one camper expressed a desire to earn it. We started his work together in the woods and bramble surrounding a large beaver pond. The 12-year-old showed me a Rose-breasted Grosbeak and I remember his sighting to this day. Since then birding experiences with young people and adults have infused a wonder for the natural world with camaraderie, and spoken and unspoken reverence for the responsibilities we have as stewards.”

—ROGER STEPHENSON

“My love of local farms was drawn out of my family's annual trip to an orchard. We'd bring picnic baskets and spend the day picking blueberries and more. In the fall it would be apples, and when we got home, making applesauce. I vividly recall mashing the apples and loving that the sauce turned pink from the skins. And now, I am building a similar experience with my family at the area's local farms. I see the impact in the joy of my children as they hold up the biggest blueberry, reddest apple, or juiciest strawberry.”

—BRIAN HART

Brian's children with their harvest, after a sunny pick-your-own excursion.



conserve

Saving southeastern New Hampshire's unique heritage and natural resources for future generations

With the support of our members and project partners, SELT strives to conserve the significant lands in our communities for clean water, fresh food, outdoor recreation, and wildlife – for today and tomorrow. In 2016 through the completion of twelve new conservation easements, SELT added nearly 1,900 acres, bringing our total conserved lands to over 16,000 acres.

Living Landscapes: The Pawtuckaway to Great Bay Greenway

The Pawtuckaway to Great Bay Greenway will link more than ten strategically important landscapes through a network of conserved lands and public trail corridors. The following projects are creating these connections, for the benefit of people and nature.

Big, Wild, and Rural: Harveys' Kennard Hill Forest

Epping & Nottingham, 1,131 acres

About Harveys' Kennard Hill Forest:

- Largest acreage project SELT has ever completed.
- One of the largest single private landholdings in Rockingham County.
- A critical link to connect Pawtuckaway State Park to Great Bay.
- Diverse array of wildlife habitat and plant communities including threatened plant and animal species. High level of biodiversity which is expected to remain diverse, even in the face of climate change.
- Land will remain open for public recreation and hunting, and SELT will be working with the project partners to designate trails for horseback riding, mountain biking, and all sorts of recreation.

You did it!

Thanks to over 290 donors for contributing to make this project happen.

Sunset view of Harveys' Kennard Hill Forest.

CREDIT: David J. Murray, ClearEyePhoto.com

“The Harvey Family has generously allowed the public to walk and hunt on their property for all these years and have never asked for anything in return. It is time for the community to give back to them and help ensure the future residents of the town and the region can enjoy the property as we all have.”

—EPPING RESIDENT SPEAKING IN FAVOR OF TOWN FUNDING FOR THE PROJECT

Growing corn and connectivity: Limperis Farm

Epping, Newfields & Newmarket, two parcels: 55 acres and 27 acres

About Limperis Farm:

- A local favorite with corn, tomatoes and more available at the farm stand and through local supermarkets.
- Connects over 2,000 acres of conservation land stretching from Route 125, to the Lamprey River, to SELT's Piscassic Greenway in Newfields.
- Includes nearly 1,800 feet of frontage on both sides of the Wild & Scenic Lamprey River and well head protection area, keeping drinking water clean for area residents.



A partnership effort with the Lamprey River Wild & Scenic Advisory Committee

CREDIT: JERRY MONKMAN

Conserving farmland and wildlife habitat: Sweetser Farm

Nottingham, 28 acres

About Sweetser Farm:

- Abuts Harveys' Kennard Hill Forest and located entirely within the Kennard Hill Core Focus Area as designated by the *Land Conservation Plan for NH's Coastal Watersheds*.
- Active farm with productive soils.
- Important wildlife habitat that supports threatened and endangered species.



Farmer Jeffrey Walker with his wife, Chris at Monahan Farm.

Farmland for the Future

SELT continues to focus on conserving farms that currently grow food for people, as well as those lands with fertile soils that could support future agricultural production. The following farmland projects are conserving the region's agricultural heritage and contributing to our local food security.

Beloved pick-your-own farm preserved: Monahan Farm

East Kingston, 28 acres

About Monahan Farm:

- Active family farm since the 1700's; conserves rural character and scenic views.
- Protects important farmland soils and wildlife habitat.
- Valued community resource offering both a farm stand and pick-your-own fruits and vegetables.
- Farm welcomes close to 10,000 visitors each year!

Saving a farm for the next generation: Ten Rod Farm

Rochester, 176 acres

About Ten Rod Farm:

- One of the highest priority conservation projects for the City of Rochester.
- Beautiful rolling fields visible from Ten Rod Road.
- Farm was on the open market requiring a rapid response. Creative partnership of the City, SELT, and Scruton Family prevented the farm from being subdivided and resulted in its permanent conservation.

“We're proud to be the custodians and stewards of this land and are grateful to the City of Rochester and SELT for helping us preserve the farm in perpetuity so it will always remain a part of Rochester's agricultural history and scenic rural landscape.”

—MATT SCRUTON, LANDOWNER

Aerial view of Ten Rod Farm in Rochester.
PHOTO COURTESY OF EXETER ENVIRONMENTAL ASSOCIATES

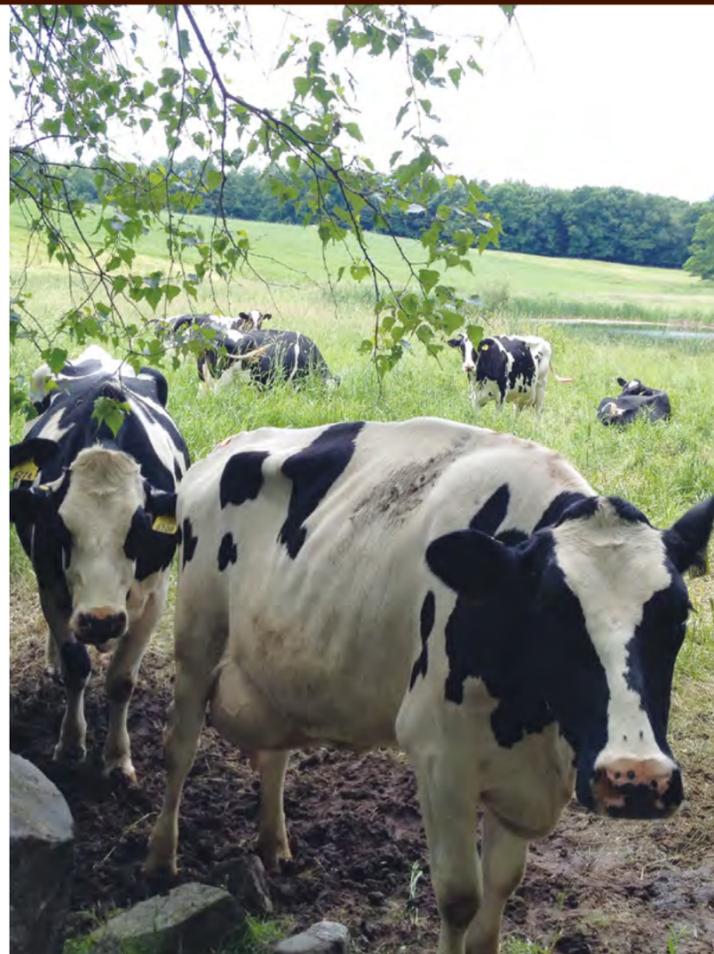


Six generations of dairy heritage: Bodwell Farm

Kensington, 109 acres

About Bodwell Farm (Phase 1):

- One of five remaining dairy farms in Rockingham County, helping contribute to local food security and agricultural economy.
- First of two phases to conserve multi-generational, active family farm that maintains rural character and scenic views.
- Important wildlife habitat and community resource for outdoor recreation.
- Within 1,000+ acre block of conserved land.



Resident cows enjoy the lush pastures at Bodwell Farm.

Clean Drinking Water

Permanently protecting water supply lands is a focus area of SELT's, and we engage municipalities and other conservation partners to ensure the purity and safety of the region's drinking water. The following projects are playing an important role in keeping our water clean.

“This land has been part of my family for a long time. We hope that the people who come and visit the land will cherish it as much as we have.”

—KIM LAUGHTON, FORMER LANDOWNER

Protecting drinking water along the Lamprey River: Thompson Forest

Durham, 54 acres

About Thompson Forest:

- Adjacent to the intake and pump house for the Durham-UNH water system.
- High priority conservation project for over 20 years.
- SELT partnered with the Town of Durham, which now owns the property, and the Lamprey River Advisory Committee who provided critical funding.
- Includes approximately 3,500 feet of frontage on the nationally designated Wild & Scenic Lamprey River.
- Last remaining undeveloped tract of what once was a 200-acre dairy farm.



A partnership effort with the Lamprey River Wild & Scenic Advisory Committee

Protecting fertile soils and water resources: Buttonwood Farm

Derry, 123 acres

About Buttonwood Farm:

- Stretches from the shores of Ballard Pond to the summit of Brandy Rock Hill, offering scenic views from the Rockingham Recreational trail and along Island Pond Road.
- Identified as a priority area in the *Land Conservation Plan for the Merrimack River Watershed*.
- Land will stay available for agriculture, forestry, and passive recreation while protecting water resources on the farm and downstream.

A curious fella – one of several horses living at Buttonwood Farm.

CREDIT: KEVIN MCMANUS



Protecting the region's drinking water: Dufresne Property

Auburn, 60 acres

About the Dufresne Property:

- Includes important farmland and forest soils and conserves source water protection area.
- Contains important wildlife habitat and unfragmented forested block.
- Project completed in partnership with the Town of Auburn.

“The Dufresne property is of high value for drinking water protection. It's just two miles from Lake Massabesic, a drinking water source for the City of Manchester. It's part of over 600 acres of unfragmented forest and compliments the already considerable effort that Manchester Water Works continues to make to protect land around Lake Massabesic.”

—HOLLY GREEN, NHDES WATER SUPPLY LAND PROTECTION GRANT PROGRAM COORDINATOR



As an oath to his grandmother when she sold him the land, Mickey Rolfe swore that he would protect the natural and scenic beauty of these family lands. In partnership with the Auburn Conservation Commission and SELT, Mickey and his wife Debbie fulfilled this promise in October 2016, selling an easement for nearly 50% less than its appraised value, a generous bargain sale. The Rolfe Family from left to right: Daughter Kayla, Debbie, and Mickey with border collies Beau and Jake.

A family promise fulfilled: Rolfe Property

Auburn, 64 acres

About the Rolfe Property:

- Tree farm and active agricultural operation.
- High priority of the Auburn Conservation Commission for many years.
- Conserves important farmland, wetlands, wildlife habitat, and forest soils.

Clean water and public access: Meeker Property

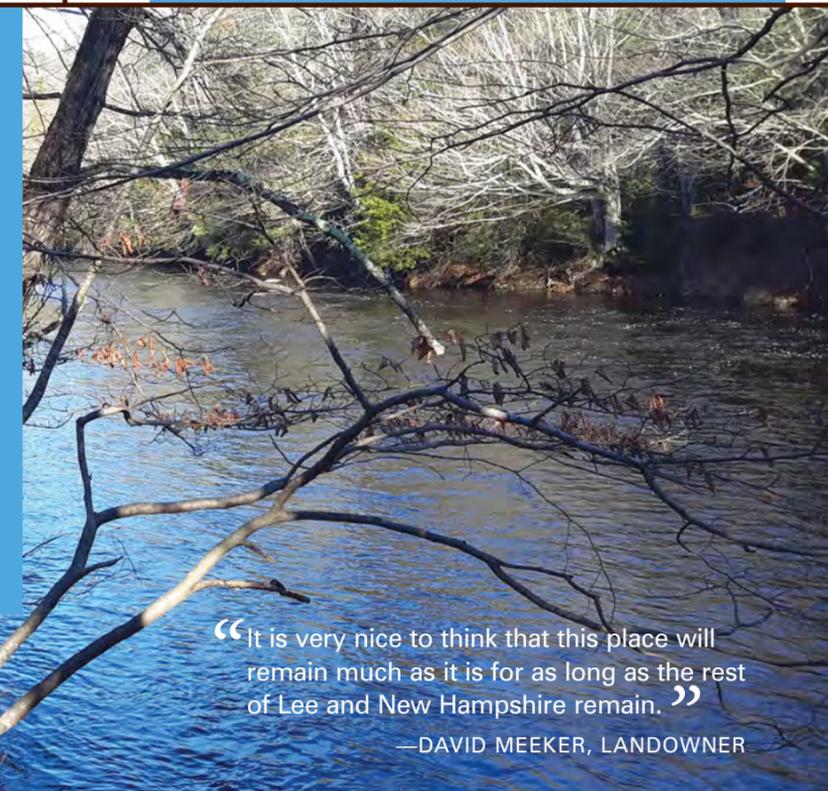
Lee, 15 acres

About the Meeker Property:

- Property includes a large island and 2,400 feet of frontage on the nationally designated Wild & Scenic Lamprey River along a section of river that is popular for fishing, swimming, and paddling.
- Upstream from the intake of the Durham-UNH water system.
- Conserves the historic, undeveloped setting of the Glidden House, which is listed on the New Hampshire Register of Historic Places. Also protects pre-settlement artifacts found on the property.



A partnership effort with the Lamprey River Wild & Scenic Advisory Committee



“It is very nice to think that this place will remain much as it is for as long as the rest of Lee and New Hampshire remain.”

—DAVID MEEKER, LANDOWNER

care

Easement Stewardship Program ensures special lands are taken care of

As our conservation easements age and landowners move or pass on their lands, SELT recognizes the importance of developing and maintaining positive relationships with the next generation, especially helping them understand the value of their conserved land. Because of this, SELT developed *Upholding Our Commitment to the Land...A Stewardship Guide for Conservation Easement Landowners*. This guide, available to all our easement landowners, provides an overview of SELT's Easement Stewardship program, and outlines our commitment to perpetual stewardship of the land and our approach to partnerships with easement landowners.

In 2016 SELT successfully completed the routine monitoring of 100% of our conservation easements using a combination of aerial photos and ground visits conducted by volunteers and staff. These periodic visits help ensure activities that occur on the lands comply with the terms of the conservation easement. Monitoring also gives us a chance to catch up with the landowners and support their efforts to be custodians of their land.

A few Easement Stewardship highlights from 2016:

- Strengthened our understanding by completing in-depth assessments of 20 conserved properties.
- Staff visited 80 properties, most often with landowner participation.
- Volunteer Easement Monitors conducted site visits to 28 properties.
- Transitioned to the use of tablets in the field, saving time through the efficient transfer of collected data to our mapping software.

Andrew Moe (Seasonal Easement Steward) and other field staff monitored properties using the latest technology on tablets.



“Being a Volunteer Easement Monitor for SELT has been a “give-and-get” experience for me for a number of years. It is a small “give”, involving as little as part of a day’s effort on my part each fall, but it is also a year’s worth of “get”, providing the satisfaction that I have helped preserve a small part of the Great Outdoors for all those who need a place to unwind in a natural setting at any time of the year that they may choose.”

—PRESTON SAMUEL,
VOLUNTEER EASEMENT MONITOR



County Forester Andrew Fast and SELT's Easement Stewardship Director Deborah Goard led a group hike at Rollinsford's beautiful Scoutland property, where they explored the benefits and challenges of managing town-owned lands.

sustain

Land Management of SELT-owned Properties

This past year featured a number of projects that would not have been possible without our dedicated volunteers. Land management on SELT-owned properties focuses on maintaining and improving recreation opportunities, wildlife habitat features, forest health, water quality, and more, for public benefit. Here are some highlights from 2016:



Volunteers help to install a bridge at the Powwow River Woodlands in South Hampton.



The kiosk at the Kimball Reserve in Exeter is up and ready to welcome the public!



Volunteer Walt Roy spreads lime at the Mast Road Natural Area in Epping to rehabilitate the field.



Public Welcome sign – Rand Memorial Forest in Rye & North Hampton.

Major Volunteer Events

Timberland provided 50 volunteers to help build a universally accessible trail at the Mast Road Natural Area in Epping. The group built five bridges, erected a kiosk, installed a new entrance, and spread ten cubic yards of gravel onto the trail. The project was completed in August when Vapotherm Corporation brought ten employees to assist for a half-day. The final bridge was constructed and additional gravel was spread on the trail.

Another work day resulted in the completion of a small bridge, trail improvements, and the removal of invasive plants – just in time for the grand opening of the Powwow River Woodlands in South Hampton.

Invasive Plant Removal Projects

SELT removed 15 acres of invasive plants on the Pawtuckaway River Reservation and Piscassic Greenway. This strenuous work was largely done by a dedicated group of SELT volunteers, students from Phillips Exeter Academy, and volunteers associated with The Stewardship Network: New England, based at the University of New Hampshire Cooperative Extension. More invasive plant control work is planned for 2017 and coming years.

Burley Farms Wildlife Habitat Project

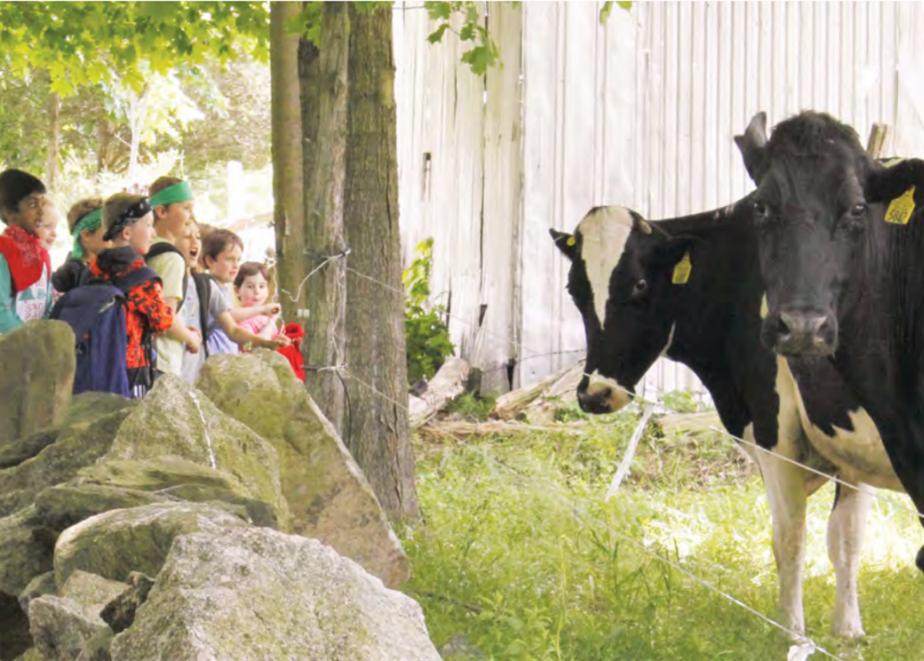
Approximately 30 acres of the Burley Farms property were harvested in the first phase of wildlife habitat enhancements planned for the property. This involved clearcutting of young growth to encourage regrowth resulting in dense shrubland. One of the side benefits has been an outstanding view of the agricultural lands and beaver pond. Phase two is planned for the early fall of 2017 in a different part of the property and the nearby Two Rivers Wildlife Preserve.

Trail Openings

Supporting SELT's continued effort to improve public access to appropriate properties, we completed kiosk, roadside signs, and marked trails on the Charles E. Rand Memorial Forest, the Powwow River Woodlands, and the Kimball Reserve. The Powwow River Woodlands offers a canoe/kayak launch site on the Powwow River. The Kimball Reserve provides access to the Jolly Rand Trail, an old roadway in Exeter that has long been preserved for foot traffic.

get outside

Move, Connect, Inspire



Upper left: In Summer 2016, 70 students from Little Harbour School visited Bodwell Farm in Kensington, one of the last commercial dairy farms in Rockingham County. They took a walk down the old horse and buggy road and met some grazing cows!

CREDIT: SANDY CHAISSON

Upper right: The Grand Opening of SELT's Charles E. Rand Memorial Forest on October 22nd engaged outdoor enthusiasts to explore the trails on this serene and lovely property in Rye & North Hampton.



Connecting People with Place

- 21 public field trips, seminars, and workshops – from snowshoeing to birding to kayaking!
- 340+ attendees, including 70 students from Portsmouth's Little Harbor School
- Two volunteer work days at SELT-owned properties
- Three trail grand openings of new SELT-owned properties

Lower left: Brrrr – mighty brave SELTies! The first ever Staff Polar Bear Plunge on November 29th raised over \$22,000 for SELT's programs to conserve and steward the outdoors in New Hampshire. We had 100% staff participation!

CREDIT: JERRY MONKMAN

volunteer

Volunteer Recognition

We are deeply grateful to the 100+ volunteers who supported SELT with their time and talent in 2016. The work we do is possible only because of their generous contributions!

Are you interested in volunteering for SELT? Learn more about the opportunities available and complete a volunteer inquiry form at www.seltnh.org/volunteer-opportunities

EASEMENT MONITORS

PHIL ALBRIGHT
SIOBHAN BASILE
BILL CAMPBELL
SHAWN CARIGNAN
TOM CHAMBERLIN
ELLIE COFFIN
PETER COFFIN
MARILYN DEL DONNO
JIM EGGERS
AMY FARNHAM
DEBBY GRUBBS
ERNIE LANDRY
FRANK NORTHRUP
JOHN HASLAM
LESLIE HASLAM
JOSH LENT
JIM LINDSEY
JUDI LINDSEY
CAREN MACASKILL
SPENCER MARTIN
PRESTON SAMUEL
JOHN SEAVEY
DUDLEY SHEPARD
ANN SMITH

LAND STEWARDS

BILL CAMPBELL
TOM CHAMBERLIN
PETER COFFIN
AARON CORMIER
SHARON FARRINGTON
STEVE FARRINGTON
CLINTON FURNALD
DARIN FRANCESCHINI
FORREST HAYDEN
STEVE KANE
PATRICK HOGAN
ERNIE LANDRY
JERRY LANGDON
JOSHUA LENT
JAY MCKINLEY
WALT ROY
RICK RUSSMAN
TIM SMITH
CHARLES TATHAM

WORK DAY ORGANIZATIONS

PHILIPS EXETER ACADEMY STUDENTS
TIMBERLAND EMPLOYEES
VAPOTHERM EMPLOYEES

FALL FOLIAGE FUNDRAISER

LESLIE ALEX
DON BRIELEDEN
BILL CAMPBELL
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SHAWNA CHROSTOWSKI
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SCOTT MARION
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STEPHENIE MERRILL
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HAL BODWELL
HARRY BODWELL
PATIENCE CHAMBERLIN
BILL DOWNEY
ANDREW FAST
SUE FERNHOLZ
ANGELA HANSCOM
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PAMELA ZAKOWSKI-NOYES

WE'VE GROWN BECAUSE OF YOU!

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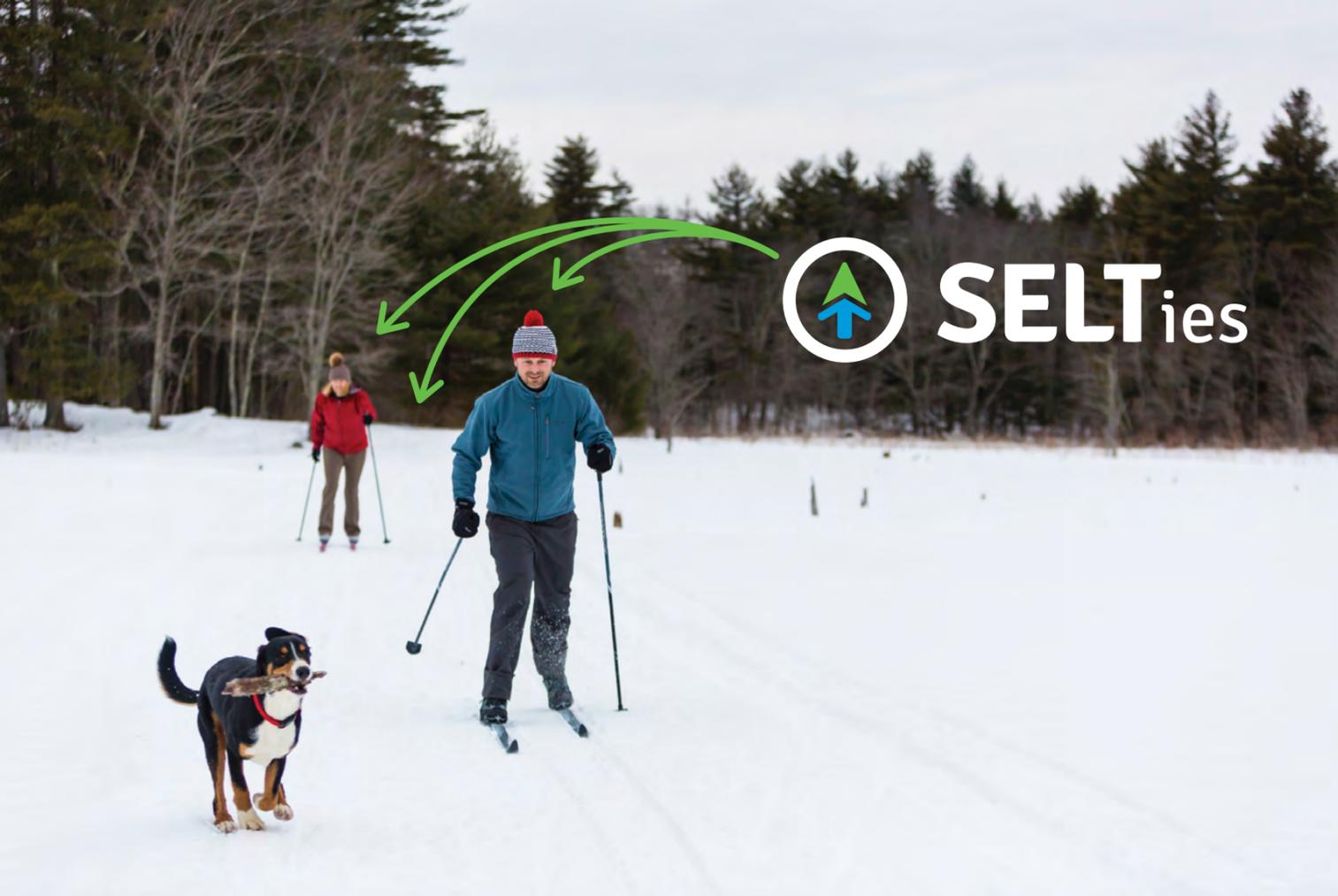
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Emily Marshall Operations and Finance Specialist
Andrew Moe Seasonal Conservation Easement Steward
Bev Shadley Deputy Director
David Viale Conservation Project Manager



Left: Volunteers from Vapotherm Corporation at the Mast Road Natural Area, Epping.



join us

Stay Connected with SELT

- Visit www.SELTNH.org to sign up for events, subscribe to receive e-newsletters, become a SELT member, renew your membership, and download free trail maps.
- Like our Facebook page at www.facebook.com/SELTNH for photos, event reminders, and the latest news.
- Stop by our office at 6 Center Street in Exeter to pick up free trail guides and newsletters to share with your friends. Regular office hours are Mon-Fri, 9am-5pm.

If you are interested in making a gift of appreciated securities, or learning about planned giving options with SELT, please contact Deputy Director Beverly Shadley at 603-658-9752.

To contact SELT, please call 603-778-6088 or email info@seltnh.org

Mailing address: PO Box 675, Exeter, NH 03833

Website: www.seltnh.org

SELT – Southeast Land Trust of NH is a 501(c)(3) nonprofit organization. Contributions are tax-deductible.

PHOTO CREDITS: JERRY MONKMAN

Become a monthly sustaining member of SELT and help save the outdoors for all to experience!

Join the Evergreen Member Program with a monthly gift of your choice and enjoy special Evergreen Member perks throughout the year – it's easy to sign up at seltnh.org under the "Support Us" tab. Thank you!

A Mark of Distinction

The accreditation seal AFFIRMS national quality standards are met.



- ✓ SOUND FINANCES
- ✓ ETHICAL CONDUCT
- ✓ RESPONSIBLE GOVERNANCE
- ✓ LASTING STEWARDSHIP

www.landtrustaccreditation.org

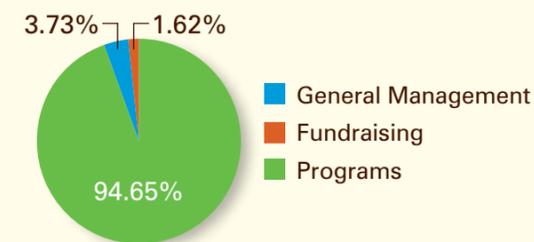
2016 Financial Report

This summary financial report is based on the complete Financial Statements prepared by the certified public accounting firm of Rowley & Associates, Inc., which has completed an audit of the books of SELT for the years 2010 through 2016. A copy of the complete Financial Statements for 2016 or prior periods is available upon request. Please contact Brian Hart, Executive Director, at 603-778-6088 or via email bhart@seltnh.org.

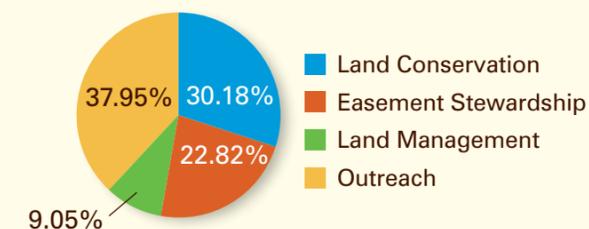
Statement of Financial Activities

REVENUES	2016	2015
Operating		
Contributions	595,100	337,149
Membership Dues	169,921	106,521
Special events	52,827	42,387
Interests and dividend income	16,339	17,272
Contracted services	4,729	8,082
Other	2,860	2,824
Unrealized Gain on Investments	88,647	(27,602)
Special Projects¹		
Contributions ²	5,413,344	6,155,142
In-kind services	1,291	4,899
Land and easement value	4	1,863,736
Total Revenues	6,289,629	8,510,400
EXPENSES	2016	2015
Operating		
Program		
Easement Stewardship	149,026	188,012
Land Management	59,112	60,946
Land Conservation	197,046	170,043
Outreach	247,805	134,793
General and Administrative	302,717	140,055
Fundraising	131,465	45,843
Special Projects	7,035,941	864,169
Total Expenses	8,123,112	1,603,860

2016 Expenses – All Activities



2016 Program Expenses



Restricted and Designated Funds

SELT holds numerous funds that are donor restricted or board designated for specific purposes.

Fund	Purpose	12/31/2016	12/31/2015
Conservation Easement Stewardship Fund^{3,6}	to cover the annual costs for stewardship of all conservation easements held by the Southeast Land Trust	859,511	723,601
Exeter River Conservation Fund	to support land conservation projects on the Exeter River in Brentwood	10,159	10,159
Land Management Fund⁴	to support the long-term ownership, management, and stewardship costs of fee-owned properties of the Southeast Land Trust	340,182	302,718
Lamprey River Land Protection Fund	to support land conservation efforts on the Wild and Scenic Lamprey River in Durham, Epping, Lee and Newmarket	213,933	357,039
Legal Defense Fund⁵	to support the legal defense of all conservation easements, executory interests, and fee ownerships of SELT	164,000	0
Piscassic Greenway Fund⁶	to support the long-term management, stewardship, and protection of the Piscassic Greenway in Newfields and Newmarket	102,019	99,678
Southeast Land Trust Fund⁶	to support the mission and operation of SELT	97,819	95,574
Sweet Land Protection Fund	to provide short-term financing to purchase land or conservation easements	160,823	160,823
Strategic Land Conservation	to support land conservation projects that protect drinking water, farmland, and living landscapes	532,088	0

¹ Special projects include the purchases of land or easements and the completion of significant land management projects such as trail construction.
² In 2015, SELT revised its accounting practice to record grants for the purchases of land or easements at the time of commitment by the funding agency rather than at the time of expenditure. Therefore, significant revenues were recorded for projects that will close in future years.
³ The New Hampshire Charitable Foundation holds and manages \$588,544 of the 12/31/16 balance.
⁴ For reporting purposes, the reported balances include property specific funds as well as funds for general land management.
⁵ In 2016, SELT's Board established a segregated fund for legal defense of all conservation real estate interests.
⁶ Held and managed by the New Hampshire Charitable Foundation. SELT receives an annual distribution, based on the performance of the investments for a 20 quarter rolling average.



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Our 2016 Annual Report – to You with Gratitude

Open to find out what your support accomplished last year!



“This past year – completing more trails, offering more field trips, and conserving more land – was a great step forward. It only happened because supporters like you care and chose to engage in this work. **Thank you.**”

—BRIAN HART,
EXECUTIVE DIRECTOR