



2017

Annual Report



"You might wonder how a relatively small organization can have such a large impact on making our world a measurably more sustainable place. The answer is simple... it's the people we work with."

JOHN HAGAN, PRESIDENT



A stylized, handwritten signature of Dean Steeger in black ink.

Dean Steeger
CHAIRMAN



A stylized, handwritten signature of John Hagan in black ink.

John Hagan
PRESIDENT

Dear Friends of Manomet:

This Annual Report for Fiscal Year 2017 offers a glimpse at the scope of Manomet's work and the measurable impact we are having on our world. We hope you will take a moment to look over the substantial progress we made over this last year.

You might wonder how a relatively small organization such as Manomet can have such a large impact on making our world a measurably more sustainable place. The answer is simple...it's the people we work with.

The big, complex problems we face today can't be solved by one group or segment of society. We need everyone working together, sharing ideas, and bringing their own perspectives to the table. That's why Manomet focuses on engaging people who often see the world differently from us. We know we need their ideas and experience.

We build relationships based on trust and mutual respect with those in a position to make our world more sustainable, like farmers, foresters, fishermen, business owners, and land managers. They trust us because we respect them, value their perspective, and listen to what matters to them. And because of this trust that we've built, they can put good science to good use to make our world more sustainable.

With this approach, we've created a powerful network of partners and grown the number of people involved in making our world more sustainable. And with our help, our partners themselves are now becoming the agents of change...they are the ones leading the efforts to transform the systems in which they work from the inside out.

This is the Manomet idea—an exciting and refreshing approach to creating change. And it's how we are able to have such an "oversized" impact on creating a sustainable world.

OUR IMPACT



Visit
manomet.org/our-impact
for a current record of
impacts Manomet has
delivered to create a
more sustainable future.



Through working with people in a strong position to sustain major life-supporting systems (**natural**, **forest**, **food**, and **economic**), we are actively creating a measurably more sustainable world. Here are just a few examples of the impact Manomet had in FY 2017:



Educated nearly **800 visitors**, processed **5,853 birds**, and catalogued over **80 species** at the banding lab.



Received an award of **\$11,500** to start a first-in-the-U.S. project to create a new gourmet food market for the invasive European green crab.



Worked with **39 college students** who engaged over **300 small businesses** on sustainability.



Enrolled over **2 million** additional acres in the Climate Smart Land Network, a member network of forest land managers and timber industry leaders.



Held **2 Habitats for Shorebirds Workshops** in Bahia Samborombon and Bahia Blanca in Argentina, bringing together over **70 participants** to learn how to better manage land for shorebird habitat.

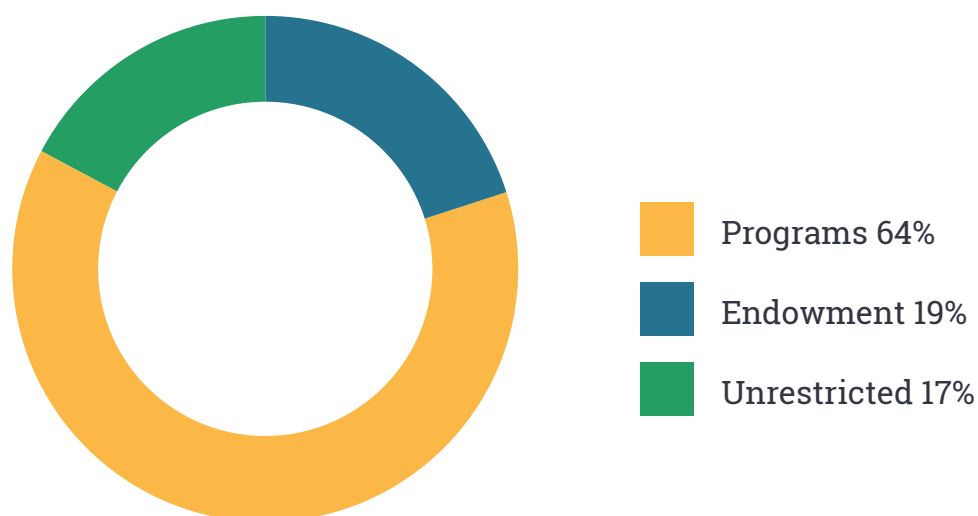


Enrolled more than **60 stores** in the Grocery Stewardship Certification program, helping them save an average of over **200,000 gallons** of water, **215,000 kilowatts** of energy, **1.3 million tons** of waste, and **\$70,000** every year.

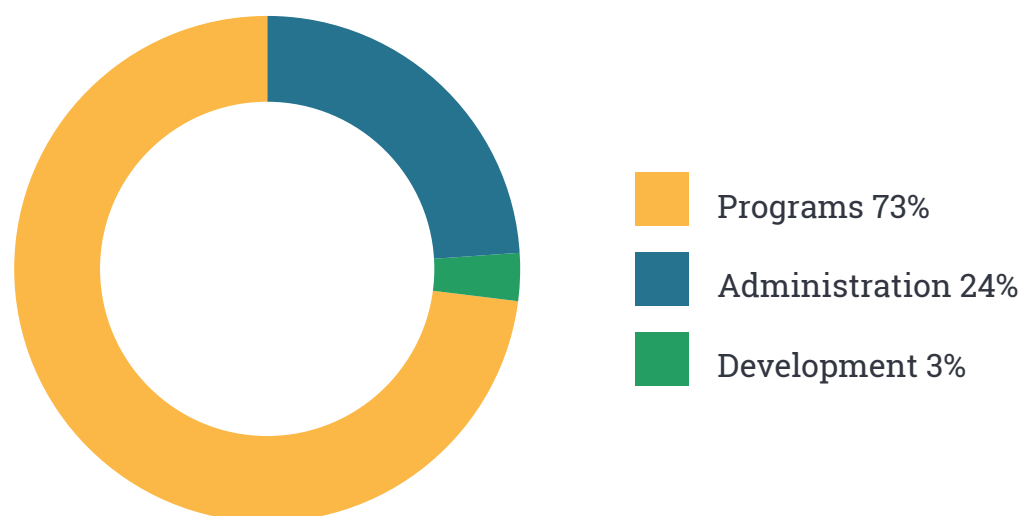
Enrolled our 99th Western Hemisphere Shorebird Reserve Network (WHSRN) site, Bahia de Todos Santos, in Baja California State, Mexico. We now have over **36 million** acres dedicated to shorebird habitat protection across North and South America.

2017 Financial Overview

Funding Sources



Expenses



Overview Statement of Financial Position

	at 9/30/17	at 9/30/16
ASSETS		
Cash	\$ 2,660,000	\$ 2,502,000
Receivables and pledges	1,264,000	1,658,000
Investments	22,479,000	20,910,000
Other assets	3,000	3,000
Property and equipment	1,080,000	862,000
Total assets	\$ 27,486,000	\$ 25,935,000
LIABILITIES AND NET ASSETS		
Liabilities:		
Payables and liabilities	\$ 626,000	\$ 424,000
Deferred revenue	290,000	296,000
Total liabilities	\$ 916,000	\$ 721,000
Net assets:		
Unrestricted	\$ 5,851,000	\$ 5,292,000
Temporarily restricted	4,650,000	3,924,000
Permanently restricted	16,069,000	15,999,000
Total net assets	\$ 26,570,000	\$ 25,214,000
Total liabilities and net assets	\$ 27,486,000	\$ 25,935,000

Statement of Activities

	year ended 9/30/17	year ended 9/30/16
REVENUE		
Programs	\$ 3,130,000	\$ 3,013,000
Unrestricted	847,000	823,000
Endowment	924,000	965,000
Total revenue	4,901,000	4,801,000
EXPENSES		
Programs	3,600,000	3,428,000
Administration	1,174,000	1,125,000
Development	126,000	247,000
Total expenses	\$ 4,900,000	\$ 4,800,000
Net	\$ 1,000	\$ 1,000



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