

Dear Friends of Manomet,

What is Manomet's special power? What is it that ties our work together, from recovering shorebird populations and creating healthy, resilient fisheries, to preparing forests for climate change and making our food system more sustainable?

The common thread that runs through all of our work is our focus on engaging people, building relationships based on trust, and increasing participation. By doing so, we're able to grow broad networks of partners and get more people working together to create a sustainable world. This is what's so special about Manomet's approach. We scale our impact through our partners.

The challenges we face today, like climate change, are too big and complex to be solved by just one group—we need everyone participating, sharing ideas and resources, and working together to make the world livable for future generations. And we need a diversity of ideas and perspectives to solve the social, environmental, and economic challenges we face in the 21st century.

That's one reason why we work closely with partners in the for-profit sector, like land managers, grocery stores, foresters, fishermen, and farmers. Because of what they do and where they work, these partners are best positioned to create the change we need by transforming their systems from the inside out. Our partners bring valuable insights and unique perspectives to the challenges we face, Manomet brings solutions grounded in science, and together we make our world more sustainable.

In this year's annual report, we highlight areas in which we have grown participation, from millions of acres of forest enrolled in our Climate Smart Land Network to the number of new constituents brought in through our Future of Fishing event in Boston. While we divide our work into more than 30 projects, all with varying goals and areas of expertise, our collective mission is the same: applying science and engaging people to sustain our world.



A Piping Plover forages on the Georgia Bight, the Western Hemisphere Shorebird Reserve Network's (WHSRN) 100th site. Photo by Brad Winn.



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2018 ANNUAL REPORT

BY THE NUMBERS



The Grocery Stewardship Certification program enrolled **112** new stores for a total of nearly 850 nationwide.



48 U360 students completed **326** small business sustainability assessments.



We banded **3,885** new landbirds at our banding lab in Plymouth during fall 2017 and spring 2018.



Manomet's fisheries scientists trapped **1,500** lbs of European green crabs. Fishermen were able to sell **400** softshell crabs at \$3 each.



The Climate Smart Land Network enrolled **13 million** acres of forest, bringing their total to **33 million** acres.



The Habitats for Shorebirds program advised **38,600** acres for shorebird conservation in FY 2018, for a total of **3.8 million** across the Western Hemisphere.



2018 FINANCIAL OVERVIEW

	at 9/30/18	at 9/30/17
ASSETS		
Cash	\$ 2,690,000	\$ 2,660,000
Receivables and pledges	1,007,000	1,264,000
Investments	23,155,000	22,479,000
Other assets	5,000	3,000
Property and equipment	1,028,000	1,080,000
Total assets	\$ 27,885,000	\$ 27,486,000
LIABILITIES AND NET ASSETS		
Liabilities:		
Payables and liabilities	\$ 355,000	\$ 626,000
Deferred revenue	184,000	290,000
Total liabilities	\$ 539,000	\$ 916,000
Net assets:		
Unrestricted	\$ 5,818,000	\$ 5,851,000
Temporarily restricted	5,456,000	4,650,000
Permanently restricted	16,072,000	16,069,000
Total net assets	\$ 27,346,000	\$ 26,570,000
Total liabilities and net assets	\$ 27,885,000	\$ 27,486,000

STATEMENT OF ACTIVITIES

	year ended 9/30/18	year ended 9/30/17
REVENUE		
Programs	\$ 2,939,000	\$ 3,130,000
Unrestricted	823,000	847,000
Endowment	952,000	924,000
Total revenue	\$ 4,714,000	\$ 4,901,000
EXPENSES		
Programs	\$ 3,353,000	\$ 3,600,000
Administration	1,221,000	1,174,000
Development	139,000	126,000
Total expenses	\$ 4,713,000	\$ 4,900,000
Net	\$ 1,000	\$ 1,000

TOP, LEFT PANEL: Climate Smart Land Network (CSLN) member Richard Carbonetti of LandVest Timber. Photo by Jerry Monkman.

BOTTOM, LEFT PANEL: Participants of the Habitats for Shorebirds Chiloe Workshop at the WHSRN subsite Caulin. Photo by Manomet Staff.

RIGHT PANEL: Future of Fishing attendees and student chefs on the Boston Fish Pier. Photo by Manomet Staff.

