

GUIDESTAR[®] Premium^{PRO} Report



GuideStar Report Generated For: *Natural Lands Trust Incorporated*

Report Generated On: **July 20, 2016 at 4:45 PM ET**

EIN: **23-6272818**

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General Information

Natural Lands Trust Incorporated
1031 Palmers Mill Rd
Media, PA 19063
www.natlands.org

Also Known As: NLT
EIN: 23-6272818

Telephone: 610 -3535587
Facsimile: 610 -3530517

Affiliation Type: Independent Organization

Contact Information

Ms. Lisa Ertl, Director of Individual Giving
lerl@natlands.org
610 -3535587 tel

At-A-Glance

IRS: 501(c)(3) Public Charity
Subsection:
NTEE Codes: C30 (Natural Resource Conservation and Protection) C34 (Land Resources Conservation) C32 (Water Resource, Wetlands Conservation and Management)
Assets: \$185,243,367
Income: \$18,512,677
Expenses: \$9,528,601
Liabilities: \$2,635,530
Areas Served: eastern Pennsylvania and southern New Jersey
Ruling Year: 1964

Financial information in this report is derived from the organization's 2014 Form 990.

Mission

Natural Lands Trust envisions and works to build an interrelated system of permanently protected open space comprised of the region's most important natural areas, cultural landscapes, and sustainable agricultural lands.

Revenue from 990 (Fiscal Year Beginning July 1 and Ending June 30)

[FAQs on Financial Data](#)

[Click here for revenue data reported earlier than 2010](#)

	2014 (990)	2013 (990)	2012 (990)	2011 (990)	2010 (990)
Contributions¹	\$10,150,739	\$16,813,351	\$9,455,374	\$36,474,873	\$10,021,106
Government Grants	\$3,015,911	\$2,834,265	\$7,551,198	\$4,081,874	\$10,433,169
Program Services	\$874,156	\$980,910	\$966,687	\$1,439,274	\$968,313
Investments²	\$4,519,314	\$3,113,714	\$228,985	\$709,891	(\$1,882,588)
Special Events	(\$47,443)	(\$45,429)	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Other³	\$0	\$0	\$0	\$0	\$0
Total Revenue:	\$18,512,677	\$23,696,811	\$18,202,244	\$42,705,912	\$19,540,000

1- Due to various changes in the way this data is reported in the 2008 Form 990, it may not be possible to accurately compare this data from the 2008 Form 990 against the same field on prior forms.

2- The IRS has changed the Requirements for Reporting Investment Income. This value may contain amounts for Items which were reported in earlier years under Other Revenue (Part I, line 11).

3- Due to changes to the 2008 form, Membership Dues are not included in Other Revenue anymore, but are reported under Contributions.

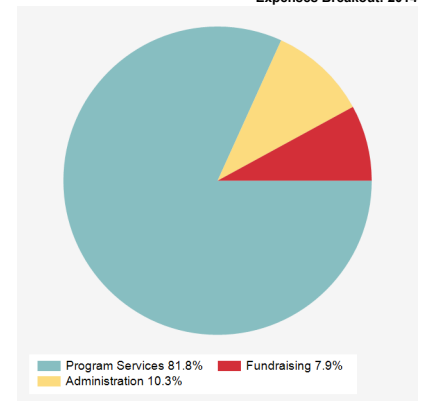
Expenses from 990 (Fiscal Year Beginning July 1 and Ending June 30)

[FAQs on Financial Data](#)

[Click here for expense data reported earlier than 2010](#)

	2014 (990)	2013 (990)	2012 (990)	2011 (990)	2010 (990)
Program Services	\$7,791,410	\$12,186,503	\$13,123,444	\$41,340,567	\$17,300,444
Administration	\$980,100	\$1,066,099	\$1,147,430	\$1,195,771	\$1,302,113
Other	\$757,091	\$673,677	\$569,204	\$613,794	\$486,724
Total Expenses:	\$9,528,601	\$13,926,279	\$14,840,078	\$43,150,132	\$19,089,281
Net Gain/Loss:	\$8,984,076	\$9,770,532	\$3,362,166	(\$444,220)	\$450,719

Expenses Breakout: 2014



[FAQs](#)

Expense Detail from 990 (Fiscal Year Beginning July 1 and Ending June 30)

[FAQs on Financial Data](#)[Click here for revenue data reported earlier than 2010](#)

	2014 (990)	2013 (990)	2012 (990)	2011 (990)	2010 (990)
Accounting Fees	\$43,505	\$69,815	\$62,565	\$64,315	\$65,965
Advertising and Promotion	\$29,422	\$23,540	\$33,571	\$29,705	\$30,681
Information Technology Expenses	\$98,243	\$85,706	\$73,800	\$81,873	\$67,352
Insurance Expenses	\$198,661	\$188,658	\$169,572	\$171,395	\$161,966
Interest Expenses	\$18,874	\$25,408	\$31,828	\$37,593	\$67,354
Investment Management Fees	\$0	\$0	\$0	\$0	\$0
Legal Fees	\$42,589	\$75,942	\$102,024	\$48,053	\$48,271
Pension Plan Contributions	\$158,232	\$192,279	\$202,310	\$149,559	\$118,660
Printing and Publications	n/a	n/a	n/a	n/a	n/a
Professional Fundraising Expenses	\$0	\$0	\$0	\$9,100	\$9,623
Printing, Publication, Postage and Shipping	n/a	n/a	n/a	n/a	n/a
Professional Fees and Payments to Contractors	n/a	n/a	n/a	n/a	n/a

Balance Sheet from 990 (Fiscal Year Beginning July 1 and Ending June 30)


















[Click here for balance sheet data reported earlier than 2010](#)

	2014 (990)			2013 (990)			2012 (990)			2011 (990)			2010 (990)		
Assets	1-Jul-13	30-Jun-14	Change	1-Jul-12	30-Jun-13	Change	1-Jul-11	30-Jun-12	Change	1-Jul-10	30-Jun-11	Change	1-Jul-09	30-Jun-10	Change
Cash & Equivalent	\$6,725,559	\$8,720,340	\$1,994,781	\$7,214,359	\$6,725,559	(\$488,800)	\$7,818,760	\$7,214,359	(\$604,401)	\$10,522,939	\$7,818,760	(\$2,704,179)	\$14,517,997	\$10,522,939	(\$3,995,058)
Accounts Receivable	\$748,796	\$267,896	(\$480,900)	\$690,280	\$748,796	\$58,516	\$361,413	\$690,280	\$328,867	\$301,309	\$361,413	\$60,104	\$395,496	\$301,309	(\$94,187)
Pledges & Grants Receivable	\$1,991,663	\$2,664,029	\$672,366	\$1,895,030	\$1,991,663	\$96,633	\$1,085,216	\$1,895,030	\$809,814	\$1,317,747	\$1,085,216	(\$232,531)	\$451,403	\$1,317,747	\$866,344
Receivable / Other ¹	\$0	\$0	\$0	\$0	\$0	\$0	\$478,312	\$0	(\$478,312)	\$454,603	\$478,312	\$23,709	\$657,376	\$454,603	(\$202,773)
Inventories for Sale or Use	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Investment / Securities ²	\$37,521,035	\$41,876,209	\$4,355,174	\$32,958,993	\$37,521,035	\$4,562,042	\$34,921,705	\$32,958,993	(\$1,962,712)	\$28,873,322	\$34,921,705	\$6,048,383	\$25,997,858	\$28,873,322	\$2,875,464
Investment / Other ³	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fixed Assets ⁴	\$100,557,501	\$103,870,801	\$3,313,300	\$94,104,245	\$100,557,501	\$6,453,256	\$89,285,556	\$94,104,245	\$4,818,689	\$89,643,209	\$89,285,556	(\$357,653)	\$88,631,760	\$89,643,209	\$1,011,449
Land & Buildings		n/a			n/a			n/a			n/a			n/a	
Other ⁵	\$25,074,901	\$27,844,092	\$2,769,191	\$23,927,046	\$25,074,901	\$1,147,855	\$26,477,691	\$23,927,046	(\$2,550,645)	\$23,558,407	\$26,477,691	\$2,919,284	\$22,939,748	\$23,558,407	\$618,659
Total Assets:	\$172,619,455	\$185,243,367	\$12,623,912	\$160,789,953	\$172,619,455	\$11,829,502	\$160,428,653	\$160,789,953	\$361,300	\$154,671,536	\$160,428,653	\$5,757,117	\$153,591,638	\$154,671,536	\$1,079,898
Liabilities	1-Jul-13	30-Jun-14	Change	1-Jul-12	30-Jun-13	Change	1-Jul-11	30-Jun-12	Change	1-Jul-10	30-Jun-11	Change	1-Jul-09	30-Jun-10	Change
Accounts Payable	\$1,259,444	\$993,485	(\$265,959)	\$1,120,621	\$1,259,444	\$138,823	\$608,185	\$1,120,621	\$512,436	\$399,640	\$608,185	\$208,545	\$497,015	\$399,640	(\$97,375)
Grants Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Deferred Revenue	\$163,454	\$1,348,757	\$1,185,303	\$209,722	\$163,454	(\$46,268)	\$156,959	\$209,722	\$52,763	\$1,443,819	\$156,959	(\$1,286,860)	\$4,233,753	\$1,443,819	(\$2,789,934)
Loans and Notes ⁶	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,153,670	\$0	(\$2,153,670)
Tax-Exempt Bond Liabilities	\$428,920	\$293,288	(\$135,632)	\$558,092	\$428,920	(\$129,172)	\$680,808	\$558,092	(\$122,716)	\$797,064	\$680,808	(\$116,256)	\$907,784	\$797,064	(\$110,720)
Other ⁷	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities:	\$1,851,818	\$2,635,530	\$783,712	\$1,888,435	\$1,851,818	(\$36,617)	\$1,445,952	\$1,888,435	\$442,483	\$2,640,523	\$1,445,952	(\$1,194,571)	\$7,792,222	\$2,640,523	(\$5,151,699)
Fund Balance	1-Jul-13	30-Jun-14	Change	1-Jul-12	30-Jun-13	Change	1-Jul-11	30-Jun-12	Change	1-Jul-10	30-Jun-11	Change	1-Jul-09	30-Jun-10	Change
Temporarily Restricted Net Assets	\$4,757,319	\$6,008,193	\$1,250,874	\$5,379,634	\$4,757,319	(\$622,315)	\$3,052,399	\$5,379,634	\$2,327,235	\$3,532,246	\$3,052,399	(\$479,847)	\$3,298,082	\$3,532,246	\$234,164
Permanently Restricted Net Assets	\$104,954,153	\$113,307,288	\$8,353,135	\$96,731,195	\$104,954,153	\$8,222,958	\$97,553,699	\$96,731,195	(\$822,504)	\$91,806,425	\$97,553,699	\$5,747,274	\$84,256,461	\$91,806,425	\$7,549,964
Unrestricted Net Assets	\$61,056,165	\$63,292,356	\$2,236,191	\$56,790,689	\$61,056,165	\$4,265,476	\$58,376,603	\$56,790,689	(\$1,585,914)	\$56,692,342	\$58,376,603	\$1,684,261	\$58,244,873	\$56,692,342	(\$1,552,531)
Net Assets	\$170,767,637	\$182,607,837	\$11,840,200	\$158,901,518	\$170,767,637	\$11,866,119	\$158,982,701	\$158,901,518	(\$81,183)	\$152,031,013	\$158,982,701	\$6,951,688	\$145,799,416	\$152,031,013	\$6,231,597







- 1- Due to changes in the 2008 Form 990, this data is no longer reported.
- 2- Due to Changes in the 2008 Form, this value now includes Publicly Traded Securities as well as Other Securities.
- 3- Due to various changes in the way this data is reported in the 2008 Form 990, it may not be possible to accurately compare this data from the 2008 Form 990 against the same field on prior Forms.
- 4- The 2008 Form does not distinguish between Land, Buildings & Equipment (LBE) as investments and LBE as fixed assets. This value is equivalent to the sum of both line items on earlier Forms (Part IV line 55 plus line 57).
- 5- Other Program Related Investments is now a separate field on the new Form, Part X-13(A) and (B).
- 6- The value on this line may now include payables to former employees, disqualified persons and unrelated third parties.
- 7- Due to various changes in the way this data is reported in the 2008 Form 990, it may not be possible to accurately compare this data From the 2008 Form 990 against the same field on prior Forms.

Note: The balance sheet gives a snapshot of the financial health of an organization at a particular point in time. An organization's total assets should generally exceed its total liabilities, or it cannot survive long, but the types of assets and liabilities also must be considered. For instance, an organization's current assets (cash, receivables, securities, etc.) should be sufficient to cover its current liabilities (payables, deferred revenue, current year loan, and note payments). Otherwise, the organization may face solvency problems. On the other hand, an organization whose cash and equivalents greatly exceed its current liabilities might not be putting its money to best use.

Forms 990 Received from the IRS

2014 Form 990 	2013 Form 990 	2012 Form 990 	2011 Form 990 	2010 Form 990 	2009 Form 990 	2008 Form 990 	2007 Form 990 
click to download	click to download	click to download	click to download	click to download	click to download	click to download	click to download
2006 Form 990 	2005 Form 990 	2004 Form 990 	2003 Form 990 	2002 Form 990 	2001 Form 990 	2000 Form 990 	1999 Form 990 
click to download	click to download	click to download	click to download	click to download	click to download	click to download	click to download
1998 Form 990 							
click to download							

Forms 990T Received from the IRS

2015 Form 990 	2013 Form 990 	2012 Form 990 	2011 Form 990 	2009 Form 990 	2008 Form 990 
click to download	click to download	click to download	click to download	click to download	click to download

Audited Financial Statement(s)

2010 Audit Financial Statement 
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Annual Report(s)

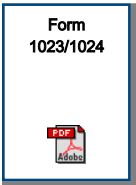


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Letter of Determination, Form 1023/1024



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Mission Statement

This information was provided to GuideStar by Natural Lands Trust Incorporated

Natural Lands Trust envisions and works to build an interrelated system of permanently protected open space comprised of the region's most important natural areas, cultural landscapes, and sustainable agricultural lands.

Impact Statement

This information was provided to GuideStar by Natural Lands Trust Incorporated

SAVING LAND
NATURAL LANDS TRUST IDENTIFIES THE REGION'S MOST IMPORTANT LANDSCAPES AND WORKS WITH LANDOWNERS, MUNICIPALITIES, AND OTHER PARTNERS TO PERMANENTLY PROTECT THESE OPEN SPACES WE OWN AND MANAGE OVER 43 NATURE PRESERVES TOTALING MORE THAN 21,745 ACRES, AND HOLD CONSERVATION EASEMENTS AND OTHER RESTRICTIONS ON ANOTHER 22,500 ACRES IN ADDITION TO PRESERVING LAND THROUGH ACQUISITION AND EASEMENT

Environmental Protection

This information was provided to GuideStar by Natural Lands Trust Incorporated

Budget: \$15,903,256

Category: Environment

Population Served: General Public/Unspecified

Program Description:

Our comprehensive and practical approach to conservation includes: - Land protection through acquisition and development restrictions; - Use of state-of-the-art planning and regulatory tools to help growing communities preserve more of their land; - Leadership in managing natural landscapes; and - Providing opportunities for people to connect with and learn from nature on our preserves. Currently, we own and manage over 20,000 acres in nature preserves and hold conservation easements on an additional 17,500 acres.

Program Long-Term Success:

In the fiscal year ending June 30, 2008, we were able to preserve 5,140 acres. Highlights include: - Established two new nature preserves: the 1,068-acre ChesLen Preserve in Chester County and the 60-acre Frank A. D?Lauro Preserve in Montgomery County. - Added 23 acres to our Binky Lee Preserve in Chester County, expanding it to a total of 112 acres. - Completed 14 conservation easements covering a total of 1,452 acres in six counties. - Assisted other organizations and public agencies with 11 conservation projects in six counties totaling 2,537 acres.

Overview

	2014	2013	2012	2011	2010
Number of Employees:	83	84	82	78	77

Principal Officer

Fiscal Year	Principal Officer
2014	MOLLY K MORRISON
2013	MOLLY K.MORRISON
2012	Molly K. Morrison
2011	Molly K. Morrison
2010	Molly K. Morrison
2009	Molly K. Morrison

Chief Executive Profile

Ms. Molly Morrison

Term: Since 2004

Molly Morrison, President of Natural Lands Trust since 2004, is Chief Executive Officer of one of the largest regional non-profit land trusts in the United States. Prior to joining Natural Lands Trust, Ms. Morrison worked for the Chester County Board of Commissioners, where she served in a variety of positions over a twenty-one year period, most recently Director of Policy and Planning. In that role, she was responsible for overseeing the development and implementation of the county's nationally-recognized open space program (which has resulted in over 20,000 acres of permanently protected land in Chester County) as well as for policy development and program implementation for planning, parks, water resources, community development, housing and environmental protection. Ms. Morrison served on the Natural Lands Trust Board of Trustees from 1997 to 2000.

Board Chair

Peter Hausmann

Institution Affiliation: No Affiliation

Board Leadership Practices



<p>Board Orientation & Education Does the board conduct a formal orientation for new board members and require all board members to sign a written agreement regarding their roles, responsibilities, and expectations?</p>	Response Not Provided
<p>CEO Oversight Has the board conducted a formal, written assessment of the chief executive within the past year?</p>	Response Not Provided
<p>Ethics & Transparency Have the board and senior staff reviewed the conflict-of-interest policy and completed and signed disclosure statements within the past year?</p>	Response Not Provided
<p>Board Composition Does the board ensure an inclusive board member recruitment process that results in diversity of thought and leadership?</p>	Response Not Provided
<p>Board Performance Has the board conducted a formal, written self-assessment of its performance within the past three years?</p>	Response Not Provided

Officers, Directors, Trustees and Key Employees

[View the online report for Officer/Director/Trustee/Key Employee data reported earlier than 2010](#)

Fiscal Year Ending June 30, 2014

Name	Title	Compensation
MOLLY K MORRISON	PRESIDENT / CEO	\$166,898
DAVID A D'ANTONIO	VICE PRESIDENT FINANCE	\$105,004
ANN C HAUSMANN	VP DEVELOPMENT	\$103,965
PETER WILLIAMSON	VP CONSERVATION SERVICES	\$99,432
H SCOTT WENDLE	VP PRESERVE STEWARDSHIP	\$99,030
OLIVER P BASS	VP COMMUNICATIONS	\$92,169
DULCIE FLAHARTY	VICE PRESIDENT	\$82,093
PETER O HAUSMANN	CHAIRMAN EMERITUS	\$0
MICHAEL H JORDAN	TRUSTEE	\$0
BARBARA B ARONSON	TRUSTEE	\$0
ANN F RHOADS PHD	TRUSTEE	\$0
JOHN A TERRILL II	CHAIRMAN	\$0
WILLIAM G WARDEN IV	VICE CHAIRMAN	\$0
CHRISTOPHER H WASHBURN	TRUSTEE	\$0
ROGER E LATHAM PHD	TRUSTEE	\$0
WILLIAM Y WEBB	TRUSTEE	\$0
ROBERT I FRIEDMAN	TRUSTEE	\$0
KEITH M PENSION	TRUSTEE	\$0
ROBERT A PORTNOY	TRUSTEE	\$0

Fiscal Year Ending June 30, 2014

Name	Title	Compensation
JANE G PEPPER	TRUSTEE	\$0
WILLIAM A SCHMIDT	TRUSTEE	\$0
JOHNATHAN WELLER	TRUSTEE	\$0
KATHARINE F MARONEY	TRUSTEE	\$0
JOHN R HARRIS	TRUSTEE	\$0
JOHN W LEA	TRUSTEE	\$0
JOHN R HANNUM III	TRUSTEE	\$0
ROBERT K STETSON	TRUSTEE	\$0

Fiscal Year Ending June 30, 2013

Name	Title	Compensation
MOLLY K. MORRISON	PRESIDENT / CEO	\$164,448
DAVID A. D'ANTONIO	VICE PRESIDENT FINANCE	\$103,116
ANN C. HAUSMANN	VP DEVELOPMENT	\$101,932
PETER WILLIAMSON	VP CONSERVATION SERVICES	\$97,072
H. SCOTT WENDLE	VP PRESERVE STEWARDSHIP	\$96,925
OLIVER P. BASS	VP COMMUNICATIONS	\$89,230
D. ANDREW PITZ	VP STRATEGIC POLICY	\$70,542
DULCIE FLAHARTY	VICE PRESIDENT	\$39,460
PETER O. HAUSMANN	CHAIRMAN	\$0
MICHAEL H. JORDAN	TRUSTEE	\$0
BARBARA B. ARONSON	TRUSTEE	\$0
ANN F. RHOADS. PH.D	TRUSTEE	\$0
JOHN A. TERRILL, II	VICE CHAIRMAN	\$0
DOUGLAS C. WALKER	TRUSTEE	\$0
WILLIAM G. WARDEN. IV	SECRETARY	\$0
CHRISTOPHER H. WASHBURN	TRUSTEE	\$0
ROGER E. LATHAM, PH.D.	TRUSTEE	\$0
WILLIAM Y. WEBB	TRUSTEE	\$0
ROBERT I. FRIEDMAN	TRUSTEE	\$0
KEITH M. PENSION	TRUSTEE	\$0
ROBERT A. PORTNOY	TRUSTEE	\$0
JANE G. PEPPER	TRUSTEE	\$0
WILLIAM A. SCHMIDT	TRUSTEE	\$0
JOHNATHAN WELLER	TRUSTEE	\$0
KATHARINE F. MARONEY	TRUSTEE	\$0
PENELOPE P. WATKINS	TRUSTEE	\$0
JOHN R. HARRIS	TRUSTEE	\$0
JOHN W. LEA	TRUSTEE	\$0

Fiscal Year Ending June 30, 2012

Name	Title	Compensation
Molly K. Morrison	President / CEO	\$174,292
Ann C. Hausmann	VP Development	\$102,542
David A. D'Antonio	Vice President Finance	\$101,996

Fiscal Year Ending June 30, 2012

Name	Title	Compensation
Peter Williamson	VP Conservation Services	\$97,150
H. Scott Wendle	VP Preserve Stewardship	\$96,160
Oliver P. Bass	VP Communications	\$87,490
D. Andrew Pitz	VP Strategic Policy	\$84,813
Peter O. Hausmann	Chairman	\$0
Michael H. Jordan	Trustee	\$0
Jeffrey E. Mack	Trustee	\$0
Barbara B. Aronson	Trustee	\$0
Ann F. Rhoads, Ph.D	Trustee	\$0
John A. Terrill, II	Vice Chairman	\$0
Douglas C. Walker	Trustee	\$0
William G. Warden, IV	Secretary	\$0
Christopher H. Washburn	Treasurer	\$0
Roger E. Latham, Ph.D.	Trustee	\$0
William Y. Webb	Trustee	\$0
Robert I. Friedman	Trustee	\$0
Keith M. Pension	Trustee	\$0
Robert A. Portnoy	Trustee	\$0
Jane G. Pepper	Trustee	\$0
William A. Schmidt	Trustee	\$0
Jonathan Weller	Trustee	\$0
Katharine F. Maroney	Trustee	\$0
H. Geoffrey Moulton, Jr.	Trustee	\$0
Penelope P. Watkins	Trustee	\$0

Fiscal Year Ending June 30, 2011

Name	Title	Compensation
Molly K. Morrison	President / CEO	\$157,869
Ann C. Hausmarin	VP Dev. & Comm.	\$100,995
David A. D'Antonio	Vice President	\$97,082
H. Scott Wendle	VP Preserve Stewardship	\$91,872
Peter Williamson	VP Conservation Services	\$91,455
D. Andrew Pitz	VP Strategic Policy	\$82,890
Oliver P. Bass	Vice President	\$82,176
Peter O. Hausmann	Chairman	\$0
Michael H. Jordan	Trustee	\$0
Jeffrey E. Mack	Trustee	\$0
Monika Panger	Trustee	\$0
Ann F. Rhoads	Trustee	\$0
John A. Terrill, II	Vice Chairman	\$0
Douglas C. Walker	Trustee	\$0
William G. Warden, IV	Secretary	\$0
Christopher H. Washburn	Treasurer	\$0
Roger E. Latham	Trustee	\$0
William Y. Webb	Trustee	\$0

Fiscal Year Ending June 30, 2011

Name	Title	Compensation
Robert I. Friedman	Trustee	\$0
Keith M. Pension	Trustee	\$0
Robert A. Portnoy	Trustee	\$0
Jane G. Pepper	Trustee	\$0
William A. Schmidt	Trustee	\$0
Jonathan Weller	Trustee	\$0

Fiscal Year Ending June 30, 2010

Name	Title	Compensation
Molly K. Morrison	President / CEO	\$156,221
Ann C. Hausmann	VP Dev. & Comm.	\$98,198
David A. D'Antonio	Vice President & Adminis	\$95,160
H. Scott Wendle	VP Preserve Stewardship	\$90,607
Peter Williamson	VP Conservation Services	\$90,538
D. Andrew Pitz	VP Strategic Policy	\$81,342
Michael H. Jordan	Trustee	\$0
Jeffrey E. Mack	Trustee	\$0
Monika Panger	Trustee	\$0
Ann F. Rhoads	Trustee	\$0
Douglas C. Walker	Trustee	\$0
William G. Warden, IV	Secretary	\$0
George W. Gephart, Jr.	Trustee	\$0
Roger E. Latham	Trustee	\$0
William Y. Webb	Trustee	\$0
Robert I. Friedman	Trustee	\$0
Keith M. Pension	Trustee	\$0
Robert A. Portnoy	Trustee	\$0
Jane G. Pepper	Trustee	\$0
William A. Schmidt	Trustee	\$0
Peter O. Hausmann	Chairman	\$0
John A. Terrill, II	Vice Chairman	\$0
Christopher H. Washburn	Treasurer	\$0

Highest Paid Employees & Compensation

Paid Preparer (Fiscal Year Ending Jun 30, 2014)

KREISCHER MILLER

EIN: 23-1980475

100 WITMER ROAD SUITE 350

HORSHAM, PA 19044-2369

Telephone: 215-441-4600

Independent Contractors and Compensation

Contractors for Fiscal Year Ending Jun 30, 2014

GUSTINUCCI CONSTRUCTION

115 PINE RD

WILKESBARRE, PA 18702

Type of Service: CONSTRUCTION SERVICES

Compensation Paid to Contractor: \$405,275

NORWOOD COMPANY

375 TECHNOLOGY DRIVE

MALVERN, PA 19355

Type of Service: CONSTRUCTION SERVICES

Compensation Paid to Contractor: \$1,314,102

TIFF

200 BARR HARBOR DR 100 WEST

CONSHOHOCKEN, PA 19428

Type of Service: INVESTMENT SERVICES

Compensation Paid to Contractor: \$158,326

Contractors for Fiscal Year Ending Jun 30, 2013

ARCHER & BUCHANAN ARCHITECTURE, LTD

125 WEST MINER STREET

WEST CHESTER, PA 19382

Type of Service: CONSTRUCTION SERVICES

Compensation Paid to Contractor: \$271,700

ATHENIAN RAZAK, LLC

833 CHESTNUT ST

PHILADELPHIA, PA 19107

Type of Service: DEVELOPMENT SERVICES

Compensation Paid to Contractor: \$133,714

GUTINUCCI CONSTRUCTION

115 PINE RD
WILKES-BARRE, PA 18702
Type of Service: CONSTRUCTION SERVICES
Compensation Paid to Contractor: \$135,263

NORWOOD COMPANY

375 TECHNOLOGY DRIVE
MALVERN, PA 19355
Type of Service: CONSTRUCTION SERVICES
Compensation Paid to Contractor: \$2,539,899

TIFF, 200 BARR HARBOR DR #100, WEST

CONSHOHOCKEN, PA 19428
Type of Service: INVESTMENT SERVICES
Compensation Paid to Contractor: \$107,286

Contractors for Fiscal Year Ending Jun 30, 2012

Archer & Buchanan Architecture, Ltd.

125 West Miner Street
West Chester, PA 19382
Type of Service: Architectural Services
Compensation Paid to Contractor: \$153,541

Commonfund

15 Old Danbury Road, PO Box 812
Wilton, CT 06897
Type of Service: Investment Services
Compensation Paid to Contractor: \$106,704

Urban Sign and Crane, Inc.

527 East Chestnut Avenue
Vineland, NJ 08360
Type of Service: Design Services
Compensation Paid to Contractor: \$130,523

Contractors for Fiscal Year Ending Jun 30, 2011

Commonfund

15 Old Danbury Road, PO Box 812
Wilton, CT 06897
Type of Service: INVESTMENT SERVICES
Compensation Paid to Contractor: \$111,560

Contractors for Fiscal Year Ending Jun 30, 2010

Paid Contractors

Natural Lands Trust Incorporated

Commonfund

15 Old Danbury Road, PO Box 812
Wilton, CT 06897

Type of Service: INVESTMENT SERVICES

Compensation Paid to Contractor: \$100,699