

The WENATCHEE
FOOTHILLS
 CAMPAIGN

*A sense of place.
 A sense of pride.*

HONOR ROLL OF GIFTS TO DATE

Total: \$7,402,147

\$1,000,000 and above

Icicle Fund
 Eliot & Tina Scull

\$500,000 to \$999,999

Anonymous (2)
 The Trust for Public Land
 Bart & Sheila Clennon
 Washington Wildlife &
 Recreation Program

\$250,000 to \$499,999

CDLT Board of Directors Gift:
*Susan & Paul Ballinger,
 Peter & Janet Bauer,
 Andy & Janet Dappen,
 Dennis & Jeanie Garrity,
 Hans & Lavonne van Someren
 Gréve,
 Anne Hessburg,
 Paul & Mary Hessburg,
 Gene & Gloria Kupferman,
 Kim Lohse & Phil Archibald,
 Steve & Jill Milner,
 Charlie Naismith,
 Bob & Pat Ogburn,
 Geordie & Allyson Romer,
 Tina & Eliot Scull,
 Jean & Russ Speidel,
 Chris & Mimi Stahler
 Jennifer Taylor
 David & Angela Visser*

Total Board gift of \$394,540

\$100,000 to \$249,999

Alcoa Foundation
 Jabe Blumenthal & Julie
 Edsforth
 Karen & Peter Rutherford
 Estate of Naná Simone
 Wenatchee Valley Medical
 Center

\$25,000 to \$99,999

Randy & Cici Asplund
 In memory of Gabrielle
 O'Connell Collins of Ireland
 & Colleen Derry
 The Conservation Alliance
 Edgar & Jean Meyer
 Northern Fruit Company
 Frank & Betsy Peryea
 Stemilt Growers, LLC
 Subaru – Cascade Autocenter
 Wenatchee Anesthesia Assoc.

\$10,000 to \$24,999

In memory of Eleanor Grubb
 Bauer
 Nate & Jenni Bishop
 Tami Black
 Jim & Lynn Brown
 CliftonLarsonAllen, LLP-CPA's
 Steve & Sylvia DeForest
 Shaun & Kathleen Koos
 LocalTel Communications
 Pat & Dave Notter
 Project Groundwork
 Karen & Jim Russell
 Bill & Joan Scott

Mark & Rosemary Shipman
 Terry & Suzanne Sorom
 Gil, Kay, Russell & Chris
 Sparks
 Lisa M. Stone
 Earl & Barbara Tilly
 Peter M. Ward & Erin Smith
 Debbie Wegeleben
 Wenatchee World
 Rufus & Mary Woods
 Kathy & Wilf Woods

\$5,000 to \$9,999

Anonymous (2)
 Ballard Ambulance Service
 Cashmere Valley Bank
 Community Foundation of
 NCW
 Daniel Dietzman & Barbara
 Burke
 Jack & Susie Evans
 Gerald & Barb Gibbons
 Wally & Anne Gibbons
 Peter & Joanne Hill
 Dennis & Sharron Johnson
 Ken & Christel Longley
 McDonald's NCW
 Chuck & Betty Mosher
 Rudi Pauly
 Run Wenatchee
 Gordon Schuster-New York
 Life
 Garry Sparks
 Beth & Dave Stipe
 Michael & Tiffany Taylor

\$1,000 to \$4,999

Anonymous (3)
 Alcoa - Wenatchee Works
 Arlberg Sports
 Pat & Peggy Aylward
 Jerry Baird & Virginia Baird
 Paige & Chip Balling
 Banner Bank
 Geoff & Celeste Barry
 Russ & Cordy Beckstead
 Vaishali & Vasudev Bhide
 Bill & Lynn Bourton
 Mall & Tom Boyd
 John T. Brandt
 John M. Brangwin
 James Brown
 Bob & Carolyn Griffin-Bugert
 Willow & Everett Burts
 Edwin Carmack & Lara Hays
 Penelope Carpenter
 Collins Group
 Cycle Central
 D.A. Davidson
 Kenneth & Sharon Doop
 in memory of Calvin William
 Doop
 Thea Fager
 Mickey Fleming & Dirk
 Horton
 Stuart & Sally Freed
 Paul & Emilka Furmanczyk
 Jeanie Garrity
 Craig Garver & Barbara Hume
 Cathy & Drew Gaylord
 The Good Life
 William & Julie Gotthold
 Kathy & Roger Harris
 Suzanne Hartman
 Ken Heinle & Kristen Cameron
 Fred Higgins & Brenda Dunn
 Inside Design/Carpet One
 John & Karen Jacobson
 Jeffers, Danielson, Sonn &
 Aylward, P.S.
 Matt & Darcy Jeffery
 Lance & Michelle Jobe
 Steve Kaster & Morrisa Baskin
 Peter & Ashleigh Keyser
 Carl & Helen Kjobech
 Ben Knecht, M.D.

Lori Ksander & Tom Dillon
 Frank Kuntz
 Natalie Lamberjack
 Wayne & Carol Loranger
 Sharon & Greg Lunz
 Marson & Marson Lumber
 Kathy Mattern & Marc Norsen
 Bill & Pat McDowell
 Tom & Mary Ann McNair
 Neil & Nancy McReynolds
 Randy & Michele Moseley
 Moss Adams LLP
 Walter & Caitilin Newman
 Northwest Farm Credit Services
 Nysether Family Foundation
 Ogden Murphy Wallace PLLC,
 as a Group Gift from Members
 of the Wenatchee office:
 Charles D. Zimmerman,
 Peter A. Fraley, Brian A.
 Walker, Paul S. Kube, Julie
 K. Norton, Jennifer K. Sands
 Dale & Camille Peterson
 Kevin & Suzi Pitts
 Julie & Steve Robinson
 Kate Roosevelt
 Craig Root & Robin Boal
 Rick & Sue Rose
 Tom & Ruth Ross
 Art & Marcia Ruckman
 Alan & Colleen Smith
 Jeb & Galen Sorom
 Speidel Law Firm
 Martin Straub
 Kris & Greg Taylor
 Bart & Coreen Tilly
 Susan & Peter Valaas
 Louis Van Doren & Barbara
 Congdon
 Pat Vetter
 Mark Wade
 Wenatchee Dental
 Wildlife Forever Fund
 Allan & Allison Williams
 Charlene & Larry Woodward
 Chuck & Julie Zimmerman

Profile of Gifts Needed to Raise \$8.145M

Gift Size	# of Gifts Needed	Category Total	Running Total	% of Total	Number of Gifts Received as of 10/23/2013
Keystone Gift					
\$1,500,000	1	\$1,500,000	\$1,500,000	18%	1
Lead Gifts					
\$1,000,000	1	\$1,000,000	\$2,500,000		1
\$500,000	5	\$2,500,000	\$5,000,000		4
\$250,000	4	\$1,000,000	\$6,000,000		2
\$100,000	8	\$800,000	\$6,800,000	83%	6
Major Gifts					
\$50,000	7	\$350,000	\$7,150,000		9
\$25,000	10	\$250,000	\$7,400,000		3
\$10,000	25	\$250,000	\$7,650,000	94%	27
Community Gifts					
\$5,000	30	\$150,000	\$7,800,000		23
\$1,000	75	\$75,000	\$7,875,000		85
Less than \$1,000	900	\$270,400	\$8,145,400	100%	356
TOTAL	1,000+	TOTAL	\$8,145,400		\$7,402,147

*Gifts may include multi-year pledges, gifts of cash, and donated land values.
Sources of gifts include individuals, foundations, businesses, and government grants.*

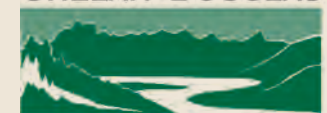


photo: USFWS



www.tpl.org/washington
509-888-0844

CHELAN~DOUGLAS



LAND TRUST

Our Land, Our Water, Our Future

www.cdlandtrust.org
509-667-9708

The WENATCHEE
FOOTHILLS
CAMPAIGN

A sense of place. A sense of pride.

CAMPAIGN LEADERSHIP

Campaign Steering Committee:

Campaign Steering Committee Co-Chairs

Todd Kiesz
Eliot Scull
Rufus Woods

Campaign Steering Committee Members

Peter Bauer
Jesus & Melissa Hernandez
Charlie Naismith
Bob Ogburn
Jim Russell
Peter Rutherford
Mark Shipman
Russ Speidel
Hans van Someren Gréve

Chelan-Douglas Land Trust Staff

Bob Bugert: Executive Director
Sharon Lunz: Communications & Development Director

The Trust for Public Land Staff

Paul Kundtz: Washington Director
Brenda Tincher: Director of Philanthropy

Foothills Campaign Endorsers:

Shawn & Scott Ballard
Si Bautista
Jim & Lynn Brown
Ed Farrar
Norm Gutzwiler
Heather Hansen
Marc & Karen Heminger
Sharon Kanareff
Shaun & Kathleen Koos
West & Courtney Mathison
John & Betsy McDarment
Pat & Dave Notter
Bob & Linda Parlette
Terry & Suzanne Sorom
Beth & David Stipe
Dalton & Pam Thomas
Earl & Barbara Tilly
Bob Wilt
Wilfred & Kathy Woods
Wenatchee Downtown Association
Wenatchee Valley Chamber of Commerce



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Chelan-Douglas Land Trust Board of Directors:

President
Geordie Romer

Secretary/Treasurer
Ann Schaechtel

Vice President
David Visser

Andy Dappen, *Past President*

Tina Scull

Anne Hessburg

Chris Stahler

Paul Hessburg

Jennifer Taylor

Steve Milner

Hans van Someren Gréve

Charlie Naismith

Bruce Williams

Bob Ogburn

Legal Counsel: Todd Kiesz

Leadership Circle:

Ray Aspiri
Susan Ballinger
Elizabeth Beers
Craig Garver
Gene Kupferman
Ken Longley
Neil McReynolds
Ed Meyer
Dave Notter

Jim Russell
Peter Rutherford
Eliot Scull
Mark Shipman
Rob Shurtleff
Terry Sorom
Jean Speidel
Russ Speidel
Rufus Woods



CAMPAIGN FREQUENTLY ASKED QUESTIONS

1. Is this a good time for the Chelan-Douglas Land Trust (CDLT) to undertake a big campaign?

The Wenatchee Foothills are an incredible community resource. There is no better time to ensure that the quality of life they bring to our area will continue for future generations.

- Last year we conducted a feasibility study and spoke with donors, supporters, and other community leaders and they encouraged us to undertake this campaign at this time.
- Logistically, campaign pledges can be made over three years to help donors make a gift when the timing is best for them.

Due to recent economic uncertainty, development pressure is down but it will not always be this way. At this time, we have landowners who are motivated to sell their properties to CDLT for conservation purposes. This is a once-in-a-generation opportunity to care for key properties and trails throughout the Wenatchee Foothills.

2. Will CDLT pay property taxes on the properties purchased through this campaign?

CDLT expects to pay property taxes for land acquired through this campaign. As a community partner, the CDLT voluntarily pays real property taxes in excess of the reductions available to it under Washington State Law. For some properties, the tax rate will likely be lower due to the fact that the properties will be designated as open space, which is similar to what other landowners in the Foothills have done with their properties. Properties that provide public benefit and require limited public services are allowed a lower tax rate.

3. Will the city partner with CDLT on new trailheads? Why does CDLT currently manage some trailheads and the city manages other trailheads?

Providing access to Foothills' properties acquired in the past, as well as properties acquired through this campaign, is a core objective for CDLT. The City of Wenatchee is a steadfast partner with CDLT in the work to provide trailhead amenities for the Foothills.

- We have jointly secured \$300,000 in public funding to build the first two trailheads, at Day Drive and Horse Lake Reserve. In a unique agreement between CDLT, the City, and Chelan County, we have shared roles and responsibilities for managing these trailheads and access roads.
- The City, County, and CDLT are working collaboratively to provide additional trailhead access areas on lower Horse Lake, Maiden Lane, Number 1 Canyon, Castle Rock, and Saddle Rock.

4. What are the administrative costs of the campaign?

The campaign outreach and fundraising budget is just six percent of the total campaign costs, which is lower than the typical 10 percent cost estimated for capital campaigns. We have been fortunate to receive specific grants for our outreach and fundraising activities early in the campaign, which allows us to direct other donors' gifts directly to our acquisition and stewardship projects.

5. What is stewardship? How will those funds be used?

Stewardship is taking care of the lands entrusted to us – forever. This is the CDLT's most fundamental responsibility. Responsible stewardship is neither cheap nor easy – it's a long-term investment.

- We strive to protect and maintain the conservation values and natural character of our precious lands and waters to ensure they remain intact forever.
- On lands we own, CDLT pays taxes and insurance, and maintains healthy habitat for wildlife and people by treating invasive weeds, and managing public access.
- The Wenatchee Foothills Campaign stewardship funds will allow us to restore habitat on several properties and address the trail maintenance needs for Saddle Rock.



photos: Peter Bauer



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