2021 ANNUAL REPORT

The Neuharth Family
2021 South Dakota Leopold Conservation Award recipient
Dear Friends,

Thanks to you, Sand County Foundation is advancing conservation among landowners as the way to healthier soil, cleaner water, better wildlife habitat, and more opportunities for recreation outdoors.

With your support, Sand County Foundation experienced a year of exceptional growth and impact in 2021.

• Our on-the-ground conservation research expanded.
• We delivered more conservation messages, inspired thousands of farmers, ranchers and other landowners, and engaged more conservation leaders in our work.
• Our team of professionals grew as we added talent to tackle environmental challenges across the nation.
• And we achieved our most significant fundraising year ever.

This year, we decided to share our annual achievements with you in a video which I hope you’ll enjoy. To view it, please scan the code on the front cover of this short publication with your smart phone, or visit sandcountyfoundation.org/annualreport.

With sincere thanks,

Kevin McAleese
Sand County Foundation President & CEO
THANK YOU TO OUR DONORS

Few nonprofit organizations are doing this type of work in the U.S. Your investment in the work of Sand County Foundation is an important and impactful way to make needed environmental improvements. We’re grateful for your support.

Alexander Family Fund, a Donor Advised Fund of Renaissance Charitable Foundation
AFAN (Alliance for the Future of Agriculture in Nebraska)
Alliance for the Chesapeake Bay
Amazon Smile Foundation
American AgCredit
American Farmland Trust
American Water Works Association
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Basin Electric Power Cooperative
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Colorado Cattlemen’s Agricultural Land Trust
Colorado Department of Agriculture
Colorado State University - Warner College of Natural Resources
Compeer Financial
ConocoPhillips
Conservation Technology Information Center
Constance R. Coleman
Cornell Cooperative Extension
Corteva
Council of Michigan Foundations
Culver’s
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Earthrise Media
Eastern Shore Land Conservancy
Ecosystem Investment Partners (EIP)
EDPR
Emmons County Soil Conservation District
Enel Green Power - North America
Environmental Consulting & Technology
Environmental Protection Agency
EOR, Inc.
EPRI
Eversgy
Farm Credit
Farm Credit Council
Farm Credit East
Farm Credit Associations of Kansas
Farm Credit Mid-America
Farm Credit of Southern Colorado
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Iowa State University
Linda Irving
ITC
Dean & Rebecca Jackson
Darrell & Carol Johnson
Robert Wood Johnson Foundation
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Kansas Department of Wildlife and Parks
Kansas Dept. of Agriculture, Division of Conservation
Kansas Forest Service
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Mike L. Keiser
Mary Jane Keitel & Mark Bouman
Keith Campbell Foundation for the Environment
KEM Electric
Kentucky Agricultural Council
Kentucky Association of Conservation Districts
Kentucky Cattlemen’s Association
Kentucky Corn Grower’s Association
Kentucky Department of Agriculture
Kentucky Department of Fish & Wildlife Resources
Kentucky Farm Bureau Federation
Kentucky Pork Producers
Kentucky Soybean Promotion Board and Soybean Association
Kentucky Tree Farm Committee
Kentucky Woodland Owners Foundation
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Jim & Karen Kopriva
Myrna & David K. Langford
Doug Lashley
Tod Linstroth
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Maryland Association of Conservation Districts
Maryland Dept of Agriculture
Maryland Farm Bureau
Kevin McAleese & Tricia Wheeler
Mike McNerney
McDonald’s USA
Craig McNamara
MFA Inc.
Mid-Atlantic Farm Credit
Millborn Seeds, Inc.
Milwaukee Metropolitan Sewerage District
Missouri Association of Soil and Water Conservation Districts
Missouri Cattlemen’s Association
Missouri Corn
Merchandising Council
Missouri Department of Conservation
Missouri Farmers Care Foundation
Missouri Fertilizer Control Board
Missouri Soybean Association
Missouri Soybean Merchandising Council
Montana Chapter, Soil and Water Conservation Society
Montana Department of Natural Resources and Conservation
Montana Farm Bureau Federation
Montana Rangeland Resources Committee
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Robert & Robin Moore
Mor-Gran-Sou Electric Cooperative
Todd & Debra Mortenson
Lana & Jim Mulder
Birch & Catherine Mullins
Nancy & CJ Mucklow
National Cattlemen’s Beef Association
National Fish & Wildlife Foundation
Natural Resources Foundation of Wisconsin, Inc.
Nebraska Environmental Trust
Martha & Joseph Nielsen
Network for Good
New England Forestry Foundation
New Mexico Association of Conservation Districts
New Mexico Coalition to Enhance Working Lands
New York State Agribusiness Association
The Wilderness Society
Dianne Thompson
Lloyd Thyen
Jon & Peggy Traver
Trinchera Blanca Foundation
Tri-State Generation and Transmission Association
USDA - Natural Resources Conservation Service
USDA NRCS - Colorado
USDA NRCS - Kansas
USDA NRCS - Kentucky
USDA NRCS - Missouri
USDA NRCS - Montana
USDA NRCS - Nebraska
USDA NRCS - New Mexico
USDA NRCS - New York
USDA NRCS - North Dakota
USDA NRCS - Oklahoma
USDA NRCS - Pennsylvania
USDA NRCS - South Dakota
USDA NRCS - Wisconsin
US Fish and Wildlife Service
US Water Alliance
Utah Association of Conservation Districts
Utah Cattlemen’s Association
Utah Department of Agriculture and Food
Utah Farm Bureau Federation
Virginia Health Catalyst
Wagner Land & Livestock
Walton Family Foundation
Ed Warner & Jackie Erickson
We Energies Foundation
Western AgCredit
Western Landowners Alliance
Wildlands Woodlands Farmlands and Communities
Windward Fund
Wisconsin Corn Growers Association
Wisconsin Corn Promotion Board
Wisconsin Farm Bureau Federation
Wisconsin Land+Water
Wisconsin Potato and Vegetable Growers Association
World Wildlife Fund - Northern Great Plains Program
Yale School of the Environment
Tom Zale

Financial Responsibility

Assets

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$1,994,101</td>
</tr>
<tr>
<td>Promises to Give</td>
<td>$844,594</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$21,529</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$35,848</td>
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<tr>
<td>Long-term investments</td>
<td>$12,583,491</td>
</tr>
<tr>
<td>Property &amp; Equipment, Net</td>
<td>$3,143</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>$15,482,706</td>
</tr>
</tbody>
</table>

Liabilities and Net Assets

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$52,270</td>
</tr>
<tr>
<td>Grants Payable</td>
<td>$100,000</td>
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<tr>
<td>Accrued Vacation &amp; Wages</td>
<td>$200,131</td>
</tr>
<tr>
<td>TOTAL LIABILITIES</td>
<td>$352,401</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td>$8,745,653</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>$6,384,652</td>
</tr>
<tr>
<td>TOTAL NET ASSETS</td>
<td>$15,130,305</td>
</tr>
<tr>
<td>TOTAL LIABILITIES AND NET ASSETS</td>
<td>$15,482,706</td>
</tr>
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</table>

Sand County Foundation has always been committed to full financial transparency. The Foundation is classified as a 501(c) (3) Public Charity under IRS code. The report of an independent auditor, 2021 audited financial statements and our 2021 tax return are available at sandcountyfoundation.org.

Sand County Foundation has an operating budget of approximately $4.3 million, and our board-designated investments are valued at approximately $12.5 million. Within our net assets are various funds we use to support operating costs, invest in high-impact conservation partnerships, and expand outreach.

Sand County Foundation is a Gold Level GuideStar participant. This means we are committed to demonstrating transparency and accountability to our donors. View Sand County Foundation’s profile on GuideStar’s website to find details about our financials, program activities and impact.
MEET OUR GROWING STAFF
AT SANDCOUNTYFOUNDATION.ORG/STAFF

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