



FY 2020 Annual Report



President's Message

Greetings ANS Members,

In October 2019, we were celebrating reaching our goal for the Nature for All campaign to restore Woodend Sanctuary. Not a single one of us would have predicted that a global pandemic would sweep ANS in a new direction by the spring of 2020, but sweep it did.



In March of 2020, ANS was on track to meet our ambitious Strategic Plan and budget goals. We had just hosted a record 300 people in-person at our Taking Nature Black Conference and reached more online. We enjoyed our highest enrollment in Nature Preschool. We hit 90% capacity in our Adult Programs and had full Nature Travel rosters.

We were on track to roll out systemic high school water quality studies in Montgomery County. We'd scored victory in our fight to keep a solar project out of precious forest land. And we helped lead the charge to win increased federal funding for Chesapeake Bay Restoration. We were experiencing media coverage like never before, and our Climate and Conservation Task Force refreshed our advocacy priorities, elevating Human Health, Access to Nature and Climate Change as topline advocacy goals. Talk about foresight!

And we were looking ahead to a fully enrolled summer camp season and a strongly booked summer wedding event rental calendar. Both activities are essential sources of revenue for our mission work. And then COVID-19 hit. We had to close everything – the offices, the shop, school programs, summer camp, weddings too – all of it. And then, due to heartbreaking violence and threats against people of color, our nation rose up in protest and in defense of racial and social justice. Oh my, what a year.

But the bright spot during this dark time is the ANS staff, who together with the Board, leaned in and did an amazing pivot so that we could keep delivering on our mission work under conditions none of us had ever experienced before. As you read this Annual Report, you'll see all the wonderful work the ANS staff has accomplished since March.

Highlights include the most successful Birdathon ever and publication of an entire *Naturalist Quarterly* devoted to social and environmental justice. We helped found a new coalition, the Maryland Advocates for Sustainable Transit, to stand up against Beltway expansion. We turned staff apartments into video studios to deliver environmental education online to kids across the region. And we launched the enormously popular Naturalist Hour to keep adults connected to nature too. And, with all permits in hand, Nature for All Construction can finally begin.

So, it's been a year like no other. But Audubon Naturalist Society has been around for 123 years. And you, our members, are a large part of the reason that ANS will survive and thrive during the pandemic. Thanks to your membership dues, your participation in our programs, your generous support during this crisis, and your wonderful words of encouragement, ANS is poised to emerge from behind these dark clouds, stronger than ever!

- Nancy Pielemeier, ANS Board President



ANS Board of Directors

Officers

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Beth Ziebarth, Vice President
Alice Ewen, Treasurer
Rebecca Turner, Secretary

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Executive Staff

Lisa Alexander, Executive Director
Alison Pearce, Deputy Director

Senior Staff

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Caroline Brewer, Director of Marketing and Communications
Eliza Cava, Director of Conservation
Nora Kelly, Camp Director
Diane Lill, GreenKids Director
Serenella Linares, Manager of Virtual Learning
Stephanie Mason, Senior Naturalist
Pam Oves, Office Manager
Amy Ritsko-Warren, Director of Operations
Lois Taylor, Comptroller
Jacky Wershbaile, Director of Development



Financial Overview

Statement of Financial Position As of August 31, 2020

Assets

Current Assets:

Cash	\$2,293,710
Receivables	\$2,295,209
Inventory	\$320,166
Prepaid Expenses	<u>\$30,584</u>
Total Current Assets	\$4,939,669

Property and Equipment
(Net) \$2,599,639

Investments at Market
Value \$6,238,605

Total Assets \$13,777,913

Liabilities

Accounts Payable	\$61,549
Accrued Expenses	\$1,827
Accrued Payroll	\$196,547
Deferred Revenue	\$696,434
PPP Loan	<u>\$564,355</u>

Total Liabilities \$1,520,712

Net Assets

Without Donor Restriction	\$3,305,803
With Donor Restriction	<u>\$8,951,398</u>

Total Net Assets \$12,257,201

Total Liabilities and Net Assets \$13,777,913

These preliminary statements for FY2020 are prepared according to Generally Accepted Accounting Principles (GAAP). Final, audited statements for FY2020 will be available on our website and by written request after Board approval of the audit in February 2021.



Statement of Activities For the Year Ending August 31, 2020

Revenue

Contributions & Grants	\$1,562,724
Educational Programs	\$732,244
Rentals	\$285,625
Membership Dues	\$147,129
Naturalist Shop	\$106,431
Investment Income (net of fees)	\$145,938
Other	\$1,632
Total Operating Revenue	<u>\$2,981,723</u>

FY2020 started strong, and half-way through our fiscal year ANS was on track to meet our \$4 million dollar operating budget. Covid-19 initially led to the closure and cancellation of all activities, followed by severely reduced programming and limited operations. Those restrictions have carried forward into FY2021, leading to continuing impacts on ANS finances.

Expense

Conservation, Education, and Restoration	
Education Programs	(\$1,484,327)
Sanctuaries & Restoration	(\$603,132)
Conservation	(\$537,553)
Membership & Volunteer Services	(\$241,061)
Communications	(\$312,590)
Naturalist Shop	(\$146,005)
Total Program Expense	<u>(\$3,324,668)</u>

Support Services

Fundraising	(\$303,207)
General and Administration	(\$202,724)
Total Support Services Expense	<u>(\$505,931)</u>

Total Operating Expense (\$3,830,599)

Change in Net Assets from Operations (\$848,876)

Unrealized Gain on Investments	\$213,693
FY2020 Contributions, Nature for All Campaign	\$505,047
Bequests received in FY2020	\$120,419
Nature for All Project Expenses	(\$229,031)
Restoration Expenses Covered by Other	
Restricted Funds	(\$146,792)

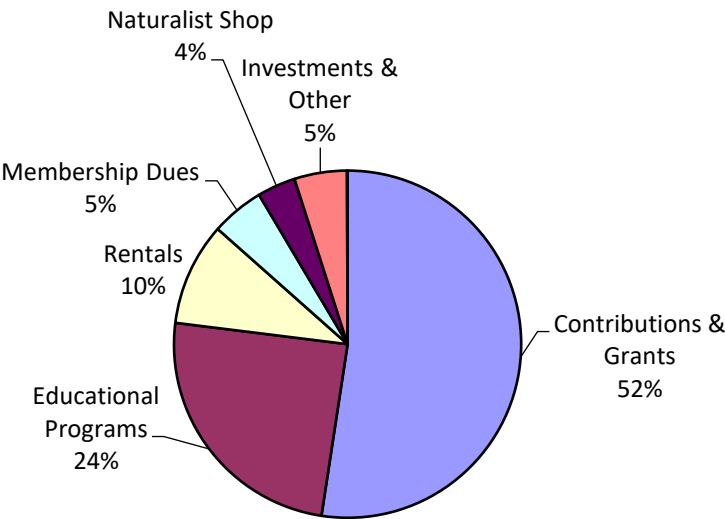
Net Assets, Beginning of Year \$12,642,741

Net Assets, End of Year \$12,257,201

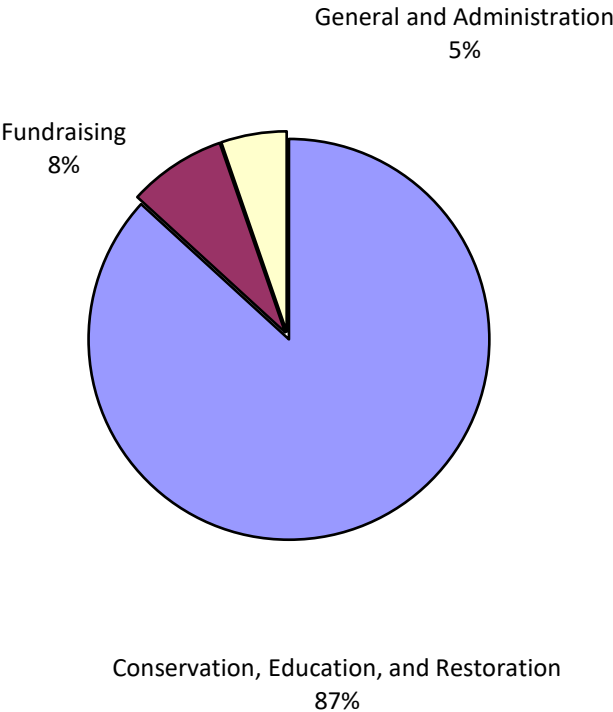


Percentage Breakdowns of Operating Revenue and Expenses

FY 2020 Operating Revenue



FY 2020 Operating Expense





Restoration

With two years of deer exclusion under our belt, nature is visibly rebounding at Woodend Nature Sanctuary. The forest floor, once completely bare, is filling in with tree saplings and understory plants. And our gardens are bursting with blooms that in prior years deer would have nipped off at the bud. The Restoration team took advantage of the protective perimeter fence by planting over 600 shrubs and trees at Woodend this year - everything from small saplings to larger “balled and burlap” trees.

The team also kept up the battle on non-native invasive plants that reduce the quality of habitat at Woodend. This year’s top targets were wineberry, lesser celandine and multiflora rose. The work of invasive plant management will never be complete, but in the past two years we have tipped the scales to favor native plants in the landscape. And we’re keeping track! This year we completed a comprehensive forest survey for the 7 acres on the east side of Jones Mill Road. Together with last year’s forest survey data from our 33 acres west of Jones Mill Road, we have now tagged, measured and identified 4080 trees!

The ANS restoration team regularly engages volunteers, members and the public to teach best practices for environmental stewardship in our region. Our Watershed Stewardship workshops at Woodend encourage people to install “green infrastructure” like our rain gardens. This year we launched new programs focused on conservation-minded gardening in our region. We sold plants from our own small native plant nursery, offered garden clinics at Woodend and launched on-site garden consultations. Our wonderful grounds and garden volunteers have begun to return to Woodend even while wearing masks and maintaining social distance. For those who are staying at home, we have created exciting online features including a new Visit Page, a Virtual Tree Tour, a Woodend Story Map and an iNaturalist Field Guide to Woodend.

The most dramatic accomplishment for Woodend Restoration happened behind the scenes this year. We worked tirelessly with lawyers, engineers and designers in dogged pursuit of acquiring all the permits needed to begin restoration of our degraded Clean Drinking Stream and the installation of our new, wheelchair accessible nature trail – key promises of our Nature for All campaign. We jumped through the hoops of the Maryland Department of the Environment, the Army Corps of Engineers, the Montgomery County Board of Appeals, Historic Preservation Commission, Maryland National Capital Park and Planning Commission, and the Montgomery County Department of Permitting Services. Phew! The project is finally underway on the Woodend grounds and we are eager to report on great Nature for All results next year.

Environmental Education GreenKids



Students from Wheaton Woods Elementary enjoy a field trip to Woodend as part of their GreenKids partnership.

The 2019-2020 school year marked our 15th year of partnership with Montgomery County Public Schools (MCPS) in Maryland, and our 11th year with Loudoun County Public Schools (LCPS) in Virginia, to provide hands-on environmental education and support for state green school certifications.

Despite the pandemic shutdown of schools in mid-March, we celebrated a record number of 17 MCPS GreenKids schools that met the March deadline for submitting successful Maryland Green School applications.

In addition, we enjoyed a second year of providing special nature programs for 400 LCPS Head Start preschoolers. And we had planned a record number of Salad Science programs at 28 MCPS, 6 LCPS, 4 Fairfax County, and 4 DC schools before the pandemic closed our spring season.

As our school system partners work valiantly to find their new normal for students and teachers, they count on ANS as a trusted partner to deliver high quality science and environmental education. We look forward to our creative collaborations with our region's school systems in the coming year.



GreenKids Naturalist Ellen McDougall celebrates the achievement of the first ever Virginia Naturally Award for Belmont Station Elementary with Principal Lori Mercer.



Students at Montgomery Knolls Elementary School make “green cleaners” for their classrooms as part of their Maryland Green School recertification effort.

Environmental Education Garbology

In the Fall of 2019, ANS was awarded a new, two-year grant in to expand our Garbology program for second graders in the District of Columbia as part of the DC Office of the State Superintendent of Education's *Environmental Literacy Advancement* program.

Fun, hands-on lessons on recycling, composting, park cleanups, and recycling center field trips were conducted in 170 classrooms at 15 schools. When schools shut down in mid-March due to the pandemic, our Garbology educators created 20 lesson-videos and joined virtual classroom sessions to deliver lessons on composting.



A video of *The Adventures of a Plastic Bottle* by Alison Inches, read by Garbology Educator Denis Perez, was widely used by teachers this spring and received more than 1,000 views.



Making their own paper from recycled newsprint was a fun and educational experience for students at Miner Elementary School.

Environmental Education P.O.W.E.R.

(Peer Outreach with Energy Resources)

In our second year of partnering with the Montgomery County Department of Environmental Protection, we ran the POWER program as a lunch club beginning in January at two high schools, Northwood and Richard Montgomery. P.O.W.E.R. trains high school interns in energy conservation best practices and supports them in developing and delivering Energy Express presentations at county libraries.

When schools shut down due to the pandemic, we quickly shifted to Zoom meetings and combined the students from both schools. Seven inspiring students stuck with the training throughout the pandemic. The young ambassadors developed amazing resources to educate our community about energy, including 25 Energy Express Zoom sessions with local libraries, a social media campaign, and creation of a new website powermontgomery@wordpress.com!



Above, ANS Education Director, Diane Lill, trains students at Richard Montgomery High School on how to use tools such as light meters, watt meters, and thermal cameras to monitor energy use. Below, children enjoy virtual, interactive Energy Express presentations delivered by these amazing students!

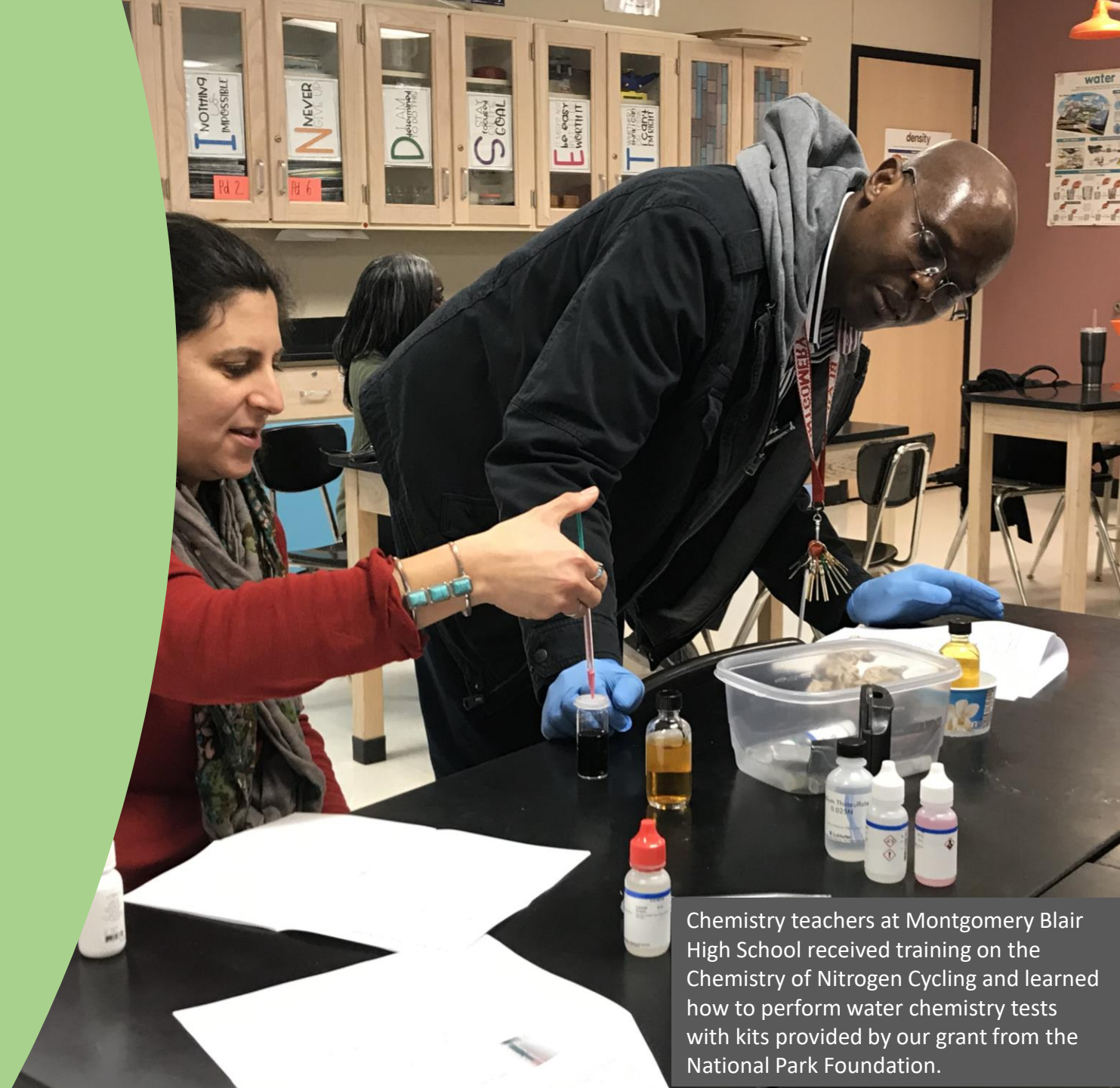


Environmental Education Chemistry Matters in Rock Creek

This year marked the completion of a three-year grant from the National Park Foundation. Through the grant, ANS worked closely with MCPS and Rock Creek National Park to create and pilot a watershed module for high school students. This module, embedded in the MCPS high school chemistry curriculum, uses hands-on experiences to help students understand the chemistry of nitrogen cycling in our waterways.

Despite Spring 2020 field studies being impacted by the pandemic, we made considerable progress this year by completing the curriculum and providing schools with chemistry kits for testing dissolved oxygen, nitrate, and pH levels in local streams.

We also worked closely with MCPS to develop a successful follow-on grant proposal. The Chesapeake Bay Trust will provide two years of additional support for Chemistry Matters so that we can train teachers and roll out the program systemically to all MCPS high schools.



Chemistry teachers at Montgomery Blair High School received training on the Chemistry of Nitrogen Cycling and learned how to perform water chemistry tests with kits provided by our grant from the National Park Foundation.

Environmental Education Walk in the Woods Scholarships

So many fears were conquered and joyful discoveries made during our Walk in the Woods field trip scholarship program. We delivered free classroom visits and field trips to more than 680 young children this year thanks to many generous donors, including the Stone and Holt Weeks Foundation and the Jacob and Charlotte Lehrman Foundation.

This year, we completed 34 programs that combine naturalist in the classroom visits and field trips on our beautiful Butterfly Bus. Children found joy and wonder at both Woodend Nature Sanctuary and Kenilworth Aquatic Gardens. Thanks to generous donors, we are nurturing the environmental stewards of the future.

Children from Van Ness Elementary School were excited to travel on our Butterfly Bus for adventures in nature at Kenilworth Aquatic Gardens.



“My son so badly needed this time to unplug, get down in the mud, be creative and most of all, get to be around other kids in a safe way. Thank you for this incredible and creative solution that has brought so much joy and interest into his life this summer.” – *Camp Parent*



Environmental Education Camp Audubon

Camp Audubon persevered during the pandemic, despite the fact that we started the summer by cancelling and refunding nearly 1,200 camp registrations.

We were undaunted in our commitment to connect children to nature and worked quickly to deliver both virtual and in-person camps this summer. We launched two virtual camps, Nature Photography and Audubon Advocates. On Zoom, we encouraged kids to get outdoors to document the world around them. And we inspired youngsters to become environmental activists in their own communities.

After a deep dive into the Governor’s and County Executive’s orders, we were finally able to reopen in-person camps complete with masks, hand sanitizers and a whole new bank of portable toilets (one for every camp pod!). All outdoor programs with pods of 8 children and 2 staff thrilled everyone with safe, socially distant nature games and play this summer!

We served 150 children, ages 5-18, and their grateful parents! We awarded 12 full camp scholarships.



Environmental Education

After School Programs

We take great pride in bringing outdoor nature play to the kids who need it most. Through a generous \$10,000 grant from the Montgomery County Council, we ran Unplug and Play After School Nature Clubs at two Title 1 elementary schools, Sargent Shriver and Captain James E. Daly in Fall 2019.

In the Winter of 2020, we began a new partnership with Excel Beyond the Bell, a collaboration of Montgomery County Recreation, MCPS and the Montgomery County Collaboration Council for Children that delivers recreational and educational programming, along with meals and transportation, to the county's underserved children. We ran our wonderfully popular Garbology programs at three Title 1 elementary schools: Oak View, JoAnn Leleck, and Weller Road.



Audubon Nature Preschool

Bringing the gift of wonder to children

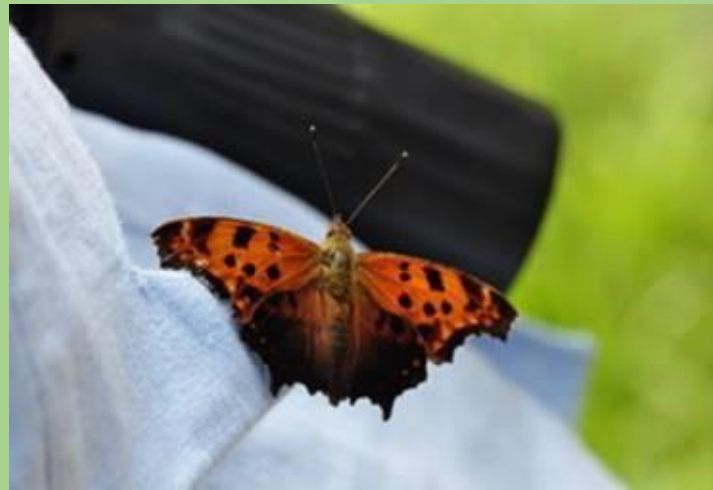
This was a year like no other for the Nature Preschool! Overall, our 100 students and families enjoyed countless wonderful experiences in nature and made lasting friendships while becoming stewards of the Earth. Our talented teaching teams successfully pivoted all five of our early childhood programs to virtual learning in March. Our teachers created brand new, meaningful ways to connect our families with the natural world during the final two challenging months of school. We learned many valuable lessons and mastered new skills that we will carry forward into the future.



Each month we've been at Audubon has brought new discoveries and abilities, all while providing the organization and structure I craved from a preschool—clear communications, clear expectations, and most importantly, clear care and respect for each child and their family. While we wish there was an Audubon elementary school, we leave with full hearts, as better people, and for me personally, feeling more myself than I have in years. Thank you all for all of the kindness, support and care you have shown us over the past three years. This was not the ending we wanted, but how can we complain when what we got from this experience was more than we ever expected. - Audubon Nature Preschool Parent (2017-2020)

Adult Education

Nature Classes & Field Trips



Field Trips and Walks

Nature-loving adults explored parks and protected areas around the DMV—from Woodend Sanctuary to the wetlands of the Patuxent River to the rocky woodlands of Blockhouse Point and Sugarloaf Mountain. Urban parks got their due, with trips to the National Arboretum and Kenilworth Aquatic Gardens proving that *"wild places are closer than you think."* Even the streets of Georgetown served as a walking classroom featuring the geologic history of Washington, DC.

We delivered 85 in-person outings before shutdown orders arrived. Joy returned when we restarted small-group, in-person field experiences in July and early August with ample safety protocols in place.

Natural History Field Studies

Adults dive a little deeper into the region's natural history and can even earn a Certificate of Accomplishment in Natural History for completing a set of ANS's Natural History Field Studies courses.

This year's two Certificate earners—a patent agent and a study director with the National Academy of Sciences—exemplify the wide range of students who benefit from great educational enrichment in our Natural History Field Studies Program. Over the summer, we planned a fall launch of a new format for the program that blends online classes with small, in-person field trips.

Adult Education



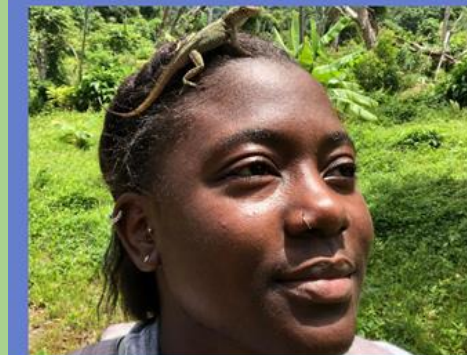
In June, we launched a series of online talks by a diverse group of regional nature experts on a wide range of topics. These virtual events have become a place for ANS members to reconnect and stay engaged with each other and the natural world.

The Naturalist Hour has provided an excellent on-ramp for new audiences to participate with ANS for the first time.

From June through August we hosted 33 Naturalist Hour programs, with 1,614 total program registrations. Half of those registrations came from ANS members and the other half from folks new to us!

The Naturalist Hour is going strong through fall.

<https://anshome.org/naturalist-hour/>



Adult Education

Nature Travel

ANS Nature Travel gives nature lovers the opportunity to explore the natural world beyond our DC region. Small groups are led by experienced naturalists, often accompanied by the best local guides. When ANS travelers return, they bring back stories and photographs of stunning scenery, breathtaking wildlife, and congenial tripmates. Many travel with us again and again.

Our travel year started strong with a late fall trip to Tanzania and its renowned Serengeti grasslands. Our visit coincided with the start of the Wildebeest migration—one of the great natural wonders of the world. In February, we ran our always-popular trip to the tropical ecosystems of Costa Rica.

Our remaining three trips for the fiscal year were cancelled when COVID-19 gripped the world. We look forward to resuming our nature travel trips when it becomes safe to do so.



Volunteers



236 Volunteers recorded 6,970 hours of service to ANS this year! Of those service hours, 4,737 were recorded by ANS-trained Maryland Master Naturalists. Volunteers devoted their time to grounds restoration, garden maintenance, advocacy work, environmental education and more!

Our dedicated volunteers, who thrive on service to ANS, found it tough when, for everyone's safety, we asked volunteers to stay at home. Many found ways to share their time and talent– from recording and editing online content to assisting with administrative tasks. Our volunteers stepped up every time we asked.

Our Volunteer Coordinator released a [volunteer training video](#) to help volunteers become even better ambassadors for ANS. All new volunteers are now required to complete the training before starting with ANS. And our long-time volunteers have been helping us reach our goal of 100% of volunteers trained.

Inclusion, Diversity, Equity, and Accessibility

ANS's Big IDEA

Strategic

At ANS, we are proud to have adopted a strategic plan that elevates Inclusion, Diversity, Equity and Accessibility (IDEA) as a key pillar of our mission work.

Systemic

As we work toward making progress on IDEA every year, ANS has created safe spaces for staff to speak up about discrimination. We are training staff to recognize and work to overcome the unconscious biases that we all carry.

We have created new hiring guidelines to generate diverse applicant pools for every job we post. And we have rolled out online basic training for our 500+ volunteers on IDEA values. We have set targets for recruiting staff, Board members, ANS members and volunteers of color.

This year, the ANS Board established a standing IDEA committee to ensure that robust work to combat systemic racism and environmental injustice is embedded across all of our mission work.

Impactful

Our advocates are fighting so that everyone in our region has the right to a safe and healthy environment. Our *Naturalist Quarterly* devoted its entire fall issue to social justice.



Conservation Maryland Advocacy

- We **delayed the Beltway/I-270 Expansion** and galvanized residents to oppose it. Nearly 300 people attended virtual Beltway workshops we co-hosted with partners in late summer 2020!
- We connected residents with Montgomery Planning to influence the future of the County via the **Thrive 2050 General Plan revision**.
- We helped pass a **bill banning balloon releases in Montgomery County!** Wildlife eat and get tangled in balloons. Finding alternate ways to celebrate is an easy way to save animals and protect habitat. (When weddings are held at Woodend, guests throw bird seed at the couple!)



Conservation Washington, DC Advocacy

- ANS has become a **leader on DC climate change advocacy**. We testified on vehicle electrification and appliance efficiency standards. We led a DC Climate Coalition Lobby Day at DC Council to promote implementation of the Clean Energy DC Act.
- We were invited to **present to the Board of the new DC Green Bank** that provides low-cost financing to retrofit buildings for health and energy efficiency. The building sector is the #1 source of climate emissions in DC.
- We have become **active members of the Anacostia Park and Communities Collaborative and Anacostia Coordinating Council**, getting to know communities and nature issues East of the River as an authentic and supportive partner.



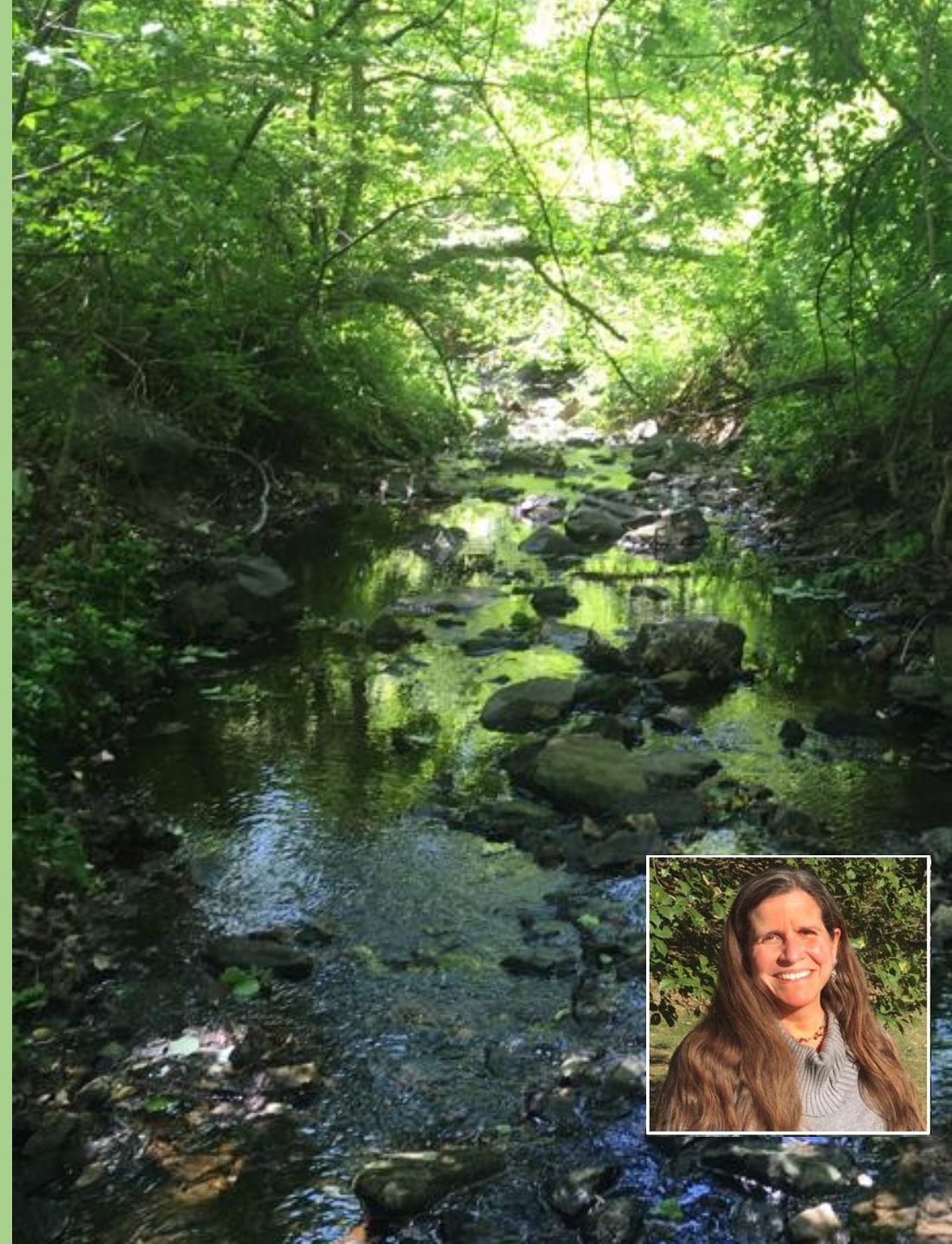
Conservation Virginia Advocacy

- We took the lead in a fight to **save the North Fork of Accotink Creek in the City of Fairfax**. While the City Council voted for development to proceed, we organized two dozen organizations to stand up for the Chesapeake Bay Preservation Ordinance, activated and trained over a dozen City residents to testify and some are even considering running for office themselves.
- We attended the **Virginia Conservation Network Lobby Day** in January, thanking Senators and Delegates in Richmond for fully funding the environment for the first time in decades.

"I had the pleasure of becoming acquainted with the team at ANS during a recent effort to protect a small piece of stream and forest in Northern Virginia. To many other groups and individuals, it was not only small, but an insignificant bit of nature.

ANS saw it differently...Even a patch of woods or sliver of stream is home to a myriad of creatures. ANS led a focused, well-prepared and determined campaign to listen, learn and educate. Renee Grebe created an atmosphere of engagement and openness and invited all perspectives to the table.

I know ANS's efforts have resulted in a better educated and engaged community that will be better prepared to protect our vital natural resources going forward - thanks to ANS." - *City of Fairfax Resident*



Conservation Regional/Federal Advocacy

We mobilized 100+ ANS members to join the September 2019 Global Climate Strike!

We helped lead Choose Clean Water Lobby Day on Capitol Hill that mobilized more than 100 Coalition members to call on 41 Congressional offices and urge increased funding for Chesapeake Bay Restoration. And we won an increase in restoration funding to \$90.5 million!

The ANS Board approved a new set of Campaign Priorities and Guidelines for Advocacy Campaigns, proposed by a talented and diverse Task Force composed of ANS Board members, staff, and outside partners.

Our new Priorities for advocacy and policy are:

Human Health & Access to Nature; Biodiversity & Habitats; Climate Crisis; and Sustainable Land Use.



Conservation Outreach

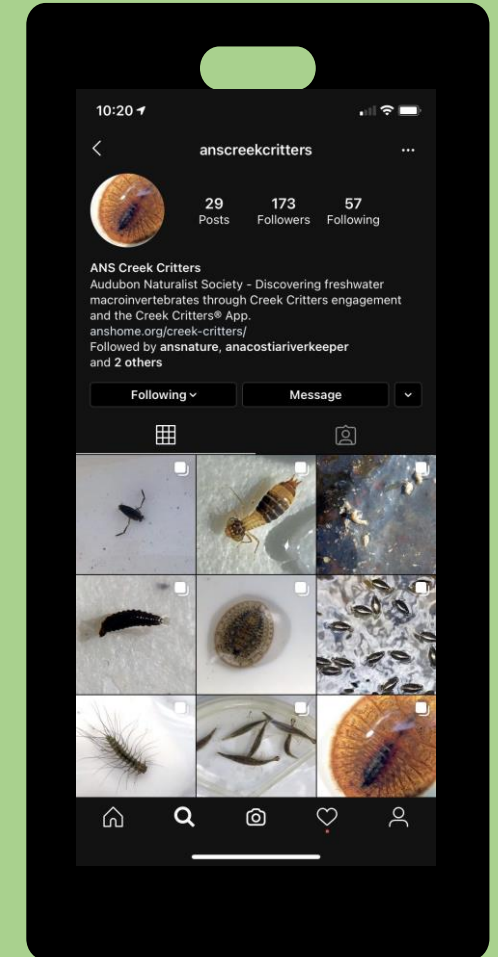
- We finished a great first year of engagement with the **Long Branch community** in Montgomery County, connecting largely immigrant residents to their local stream.
- Partnering with Plant NOVA Natives and others, we have reached over 275 people through new **watershed stewardship workshops targeting Homeowners Association residents**—inspiring and training them to replace grass with native plants and convince HOA boards to change policies to allow it.

"We have worked with the experts and volunteers at ANS for several years to offer an in-depth field session on macroinvertebrate sampling and the Creek Critters app has been an excellent companion to that work. Our program participants are more easily able to identify the species they are finding in the creek and it creates a fun and motivating way for them to collect and share their data both with others in the program and across the world." - Reyna Askew, Manager of Community-Based Restoration at Anacostia Watershed Society



Conservation Creek Critters

- ANS released **an updated version of the Creek Critters app** in the spring. We've improved the user experience with new photos, line drawings and captions and new search features.
- We unveiled **a new partnership with the Izaak Walton League of America (IWLA) to expand the national audience for Creek Critters** and to connect more communities to their local streams. Creek Critters reports are now posted to the IWLA Clean Water Hub alongside community science reports from clean water advocates nationwide.
- During calendar year 2019, ANS and our many partners engaged **more than 8,000 people at 95 events using the Creek Critters app**. COVID-19 has made us more focused than ever on reaching new audiences virtually through social media, online programming, and a revised Creek Critters webpage. Check out our Instagram account at [@anscreekcritters!](https://www.instagram.com/anscreekcritters/)



Conservation Stream Monitoring

179 **ANS Water Quality Monitoring volunteers** collected stream health data at 29 stream sites during FY20, for a total of 282 monitoring visits. 177 participated in introductory and advanced stream science trainings where they acquired skills in biological stream monitoring.

The pandemic suspended spring stream water quality monitoring. ANS staff quickly and successfully trained team leaders to implement new COVID-19 protocols for summer monitoring. With leader training and voluntary participation, we remobilized monitoring at 15 of our stream sites this summer.

ANS participated in the **DC Volunteer Water Quality Monitoring Program** for a second year, testing sites across DC for the presence of *E. coli*, a bacterium that indicates fecal contamination. Together with partners, ANS worked to equip, deploy, and manage 26 volunteers at 9 bacteria monitoring sites in the Rock Creek watershed.



Conservation Workshops, Trainings, & Conservation Cafés

ANS led and co-led 43 workshops across the region this year, reaching 1,154 people! We lifted up the skills and voices of concerned residents throughout our region on everything from watershed stewardship, to stream conservation, to climate change, to environmental advocacy (from your couch!), to opposing Beltway/I-270 expansion.

When the pandemic hit, we pivoted quickly to a virtual world, delivering 16 of those workshops online, reaching larger and more diverse audiences than we do in-person.



We held eight Conservation Cafés and reached 490 people, including the 92 people who registered for ANS' first-ever virtual event—our March Conservation Café to meet Northern Virginia's Eco-Advocates.

Incredible speakers and performers included:

- Krista Schlyer, photographer and author of *River of Redemption: Almanac of Life on the Anacostia*;
- Youth climate activists of Washington, DC;
- Madre Tierra Bomba y Plena Puerto Rican musical group;
- Environmental justice champion Vernice Miller-Travis;
- and Executive Director of Corazón Latino, Felipe Benitez.

Marketing and Communications

Marketing and Communications celebrated another strong year with 45 media mentions, including newspapers, television, magazines, radio, and national publications including Scientific American. [ANS Restoration Director Alison Pearce's interview with Adrian Higgins](#), for the Washington Post about the decline in bird populations, brought us nationwide attention. Taking Nature Black Youth Environmental Champion Jerome Foster was featured in the Washington Post and the New Yorker, and Conservation Director Eliza Cava won rave reviews for her appearances on WAMU's Kojo Show!

Our Website and Social Media grew on all fronts, up to 21,130 Facebook followers and 2,209 followers on Twitter, including Twitter influencers with networks that reach 79,000 people. Instagram took off with more than 1,000 followers too. Check out the web makeovers on the ANS web site [Teachers](#) section, Conservation pages and the Naturalist Shop's new, online sales page.

Staff Photography and Videography highlights included a Nature for All campaign thank you video, a salute to Senior Naturalist Stephanie Mason for 30 years of service, and new videos from the Executive Director in response to the pandemic and racial and social injustice. All together, ANS staff took more than 500 new photos for our archives and future ANS publications.



Signature Events

We are grateful to all ANS members and supporters who came through for us at our annual fundraisers:

ANS Autumn Lights Holiday

Partygoers enjoyed bidding on auction items donated by ANS members and local businesses while they dined on delicious cuisine by Corcoran Caterers.



40th Annual Bloomin' Birdathon - A Birdathon Like Never Before!

Due to the shutdown, we had to cancel our beloved annual Audubon After Dark fundraiser. But our ambitious Development Committee just blended the fundraising goals for both Audubon After Dark and our Bloomin' Birdathon. Those ambitions came true when we crossed the finish line just days before closing our fiscal year.

Because of the wonderful support of ANS members and friends, we raised just over \$90,000 - the most that we have ever raised for the Bloomin' Birdathon in the 40 years this event has supported ANS.

Thank you to everyone who made this great success possible!



Conferences

We hosted the most successful **Taking Nature Black conference** in February 2020 with 290 people in person and more than 178 registered for the livestream, resulting in more than 500 attendees, double the 245 in 2018. We also doubled revenue to \$14,000, and sponsors to the 26 spaces allowed, and had 43 speakers and presenters, double the 21 of 2018.

“ANS’ conferences opened my eyes to how much the mainstream environmental movement is leaving people out. At the 2020 Taking Nature Black conference, I was struck by the fact that every person of color sharing their story that day was sharing a story about people - not the acronyms of environmental regulation. The difference in contrast to the white-dominated narrative is so stark and so clear, and this has elevated how I now think about the Alliance for the Chesapeake Bay's work in the space of creating a more diverse, equitable, inclusive, and just Chesapeake Bay restoration movement.”

--Kate Fritz, Executive Director, Alliance for the Chesapeake Bay



A Microwedding Dream

"Selecting Woodend for our microwedding was by far one of the best decisions I think we will ever make. Not only is it beautiful, secluded and historic, but Beatriz and her entire team are thoughtful, kind and so wonderfully helpful. If you're starting to plan your COVID wedding, this is a winning decision."

Amazing venue for a safe, fun microwedding!

"While we had selected the venue and had nearly finished planning a 90-person event pre-COVID, we found that Woodend's outdoor ceremony location and open-air, tented reception area were perfect for allowing us to still have a small event where we and our guests could feel safe and comfortable. Woodend is the most peaceful, beautiful place we could have imagined to get married and will always hold a special place in our hearts."



With 98 contracts signed by the end of February, 2020 was going to be a great year for Rentals. And then we faced the closure of Woodend during Stay-at-Home orders. Even with the shutdown, we successfully held 59 rental events this year.

Rentals

Once Woodend was permitted to reopen in mid-June, and with lots of new safety procedures in place, 8 events with a maximum of 50 people were held at Woodend by the end of August. Air conditioning was provided in the tent for the first time this year and was appreciated by all renters.

Couples who chose to keep their weddings in 2020 were very glad that they did. Although with a fraction of their initial guest list and social distancing as part of the planning, couples told us how meaningful their intimate weddings were.

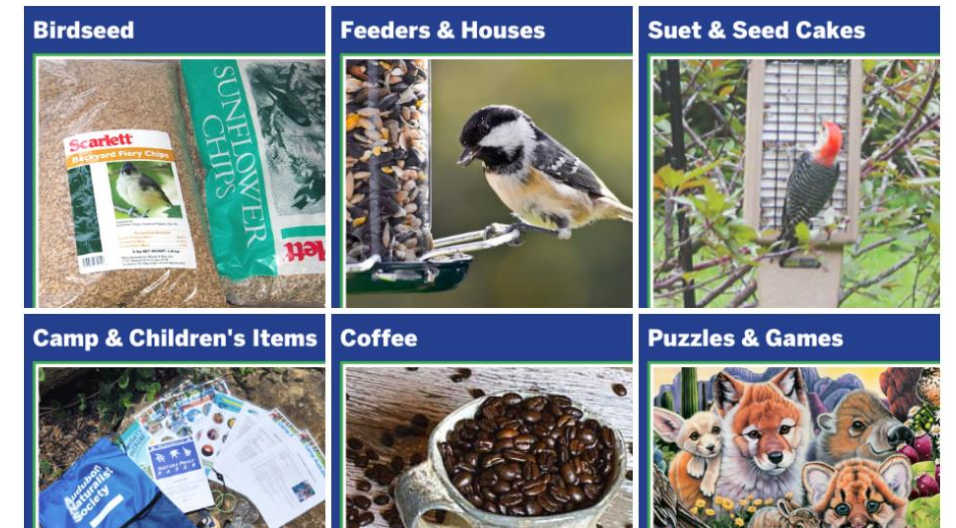
Naturalist Shop

For the Naturalist Shop, the fiscal year began with fall birdseed sales in October and December and seasonal gifts. We had a tremendous showing at the Strathmore Holiday Market, grossing over \$14,000 in sales and attracting 500 customers. January ushered in the holiday clearance sale followed by shop curated merchandise in celebration of Black History Month.

In March, just as we were preparing displays to help customers get their gardens ready for spring, including the all-new ANS branded wildflower seeds, we had to close the shop under orders to stay at home.

Our Shop team quickly launched our first-ever online shop in April. Starting with a delivery-only model, we served 150 customers in April alone. In May, when restrictions loosened, we added curbside pick-up and by July we had re-opened the shop for in-person.

Stay tuned for enhanced online shopping pages and one-of-a-kind holiday merchandise for the future.



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ANS offers since thanks to the following individuals, families, foundations, businesses, and organizations that supported us during our last fiscal year. Although we do not have space to acknowledge everyone, we are extremely grateful for an appreciate the generosity of each supporter.

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Mikel Moore	Helen Patton	Shoshana Risman	Fate Stanley	Jane Waldmann	Barbara Young
Mike Moran	L Gregory Pawlson	Andrew Ristvey	Veronica Stanley	Tracy Waldon	Adria Zeldin
Martha Morris	Katherine Payne	Emily Rodman	Marianne Starr	Janet Walker Chirlin	Beth Ziebarth
Charlotte Moser	Deborah Peck	Sujata Roy	Karen Steffel Kunc	Nancy Wallace	Nicole Zimmerman
Brooke Mounsey	Shannon Pederson	Kathryn Rushing	Corinne Stephens	Paula Wang	Heather Zindash
Eugene Murray	Carolyn Peirce	Joe Saliunas	Robin Stocks	Sally Wechsler	Dan Zinder
Cecily Nabors	Denis Perez	Frank Sanford	Carolyn Talcott	Dani Weissman	Theresa Zmola
Barbara Nash	John Person	Susan Schober	James Tate	Anna Weitzman	
Jim Nelson	Gregg Petersen	Barbara Schubert	Judy Taylor	Glenn Welch	
Susan Nerlinger	Edward Pfister	Fred Seitz	Rachel Taylor	Marjorie Wellman	
Kris Nessler	Nancy Pielemeier	Lisa Shannon	Robert Timmons	Lynne Wheeler	



Water Quality Monitoring Volunteers

Benthic Macroinvertebrate Monitoring

			Mike Kolian	Kevin Misener	Frank Sanford
Elijah Akurut	Antonio Carrillo	Zeinat Gelli	Matt Kramer	Gwen Morrison	Susan Schober
Elizabeth Akurut	Beth Cook	Arjan Ghertner	Sandra Laden	Sarah Morse	Sandy Schultz
Florence Akurut	David Cottingham	Gina Ghertner	Karen Lasday	Yuri Nakai	Roy Seidenstein
Laurel Bahar	Tracey Cowen	Tim Goodfellow	Nancy Lawson	Susan Nerlinger	Joseph Simak
Maria Baranano	Colette Cowey	Greg Gurley	Lorie Leavy	Anna O'Brien	Olga Simakova
Susana Baranano	Valery Dagostaro	Beth Hague	Susanne Lee	Tucker O'Brien	Michael Simon
Medhavi Bhatia	Rachel Downs	Jim Hall	Amanda Leiter	Lucky Omoding	Bryan Sirotkin
Rohan Bhatia	Claire Driscoll	Cheryl Hellner	Joanne Levy	Stephen Panossian	Roxane Sismanidis
Jeremy Bloch	Wendy Duke	Marja Hilfiker	Nathaniel Liu	Florencio Paraon	Karen Smith
David Blockstein	Susan Dunnell	Ann Hobbs	Thea Mangum	Gregg Petersen	Mike Smith
Allison Bohac	Peter Edelman	Anne Hudson	Conrad May	Rebecca Petersen	Patty Smith
Steve Boscovitch	Kerry Edwards	Richard Hudson	Kaitlyn Mayberry	Ed Pfister	Jack Sobel
Emily Boyer	Shaelyn Edwards	Susan Hutner	Jim McCarthy	Chris Powell	Dennis Stanley
Peter Bross	Kathy Ferger	Vance Hyndman	Tom McCoy	Diane Proia	Fate Stanley
Penelope Brown	Maria Ferguson	Abdias Irizarry	Susan McLaughlin	Debra Prybyla	Veronica Stanley
Bob Burns	Max Freedman	Anne James	Jack McMahon	Jon Putnam	Corinne L Stephens
John Burwell	Scott Fufts	Alan Johnson	Maura McMullen	Diyan Rahaman	
Phillip Capon	Rodolfo Gallardo	Anne Kaiser	Susan Milius	Sara Robinson	
Jim Carleton	Caia Gelli	Therese Kelly	Gale Minnich Blewis	Susan Robinson	



Water Quality Monitoring Volunteers (cont.)

Sidwell Friends Students

Julie Super

Sarah Tappan

Sidwell Friends
Teachers

Lillie Thomas

Merin Thomas

Alison Trackman

Gregg Trilling

Lori Tsang

Thomas Urban

Henry Viechnicki

Peter Viechnicki

Steve Wachs

Liz Wagner

Tracy Waldon

Paula Wang

Weeun Wang

Dani Weissman

Glenn Welch

Marjorie Wellman

Katie Williams

Cathy Wiss

Jen Wolfe

Peter Yarrington

Bill Yeaman

Nicole
Zimmerman

Carl Zmola

Ethan Zmola

Theresa Zmola

DC Bacteria Monitoring

Inga Adams

John Butler

Kathy Byrd

Adam Drici

Louis Eby

Lois Forster

Maya Fritz

Jonathan Fritz

Blanca Guilen-
Woods

John Guillen-
Woods

Robert Gump

Karen Hibdon

Melissa Hippler

Stacy Janes

Aidan Kiley

Kai Kohler

Maya Kohler

Lukas Kohler

Dani Moore

Olivia Pickens

Nan Pickens

William Sittig

Chelsea Welch

Marjorie Wellman

Allison Winter

Ezra Winter