INSPIRING STUDENTS, TEACHERS AND COMMUNITY MEMBERS THROUGH THE
When I co-founded The Ecology School 19 years ago with my good friends and colleagues, Brad Bradway and Steve Signell, I remember Brad telling Steve and me that our organization “shouldn’t act like a nonprofit.” He could see the confusion on our faces as we were at that point deep in the process of applying for our 501c3 educational nonprofit status from both the State of Maine and the IRS! So Brad explained, “What I mean is that too often nonprofits focus so much on the values of their mission that they don’t apply those values to their own staff which results in stressed out, undervalued employees. Or, a nonprofit develops innovative programs but does a poor job of budgeting, accounting and fundraising so there’s never enough money to support the expansion of excellent programs.”

All these years later, I remain grateful for that founding advice. The Ecology School has always made sure that our mission and values are backed by sound business principles that keep us focused on having the most positive impact possible for every student who attends our programs. While our annual student numbers are impressive (over 12,000 program participants a year), it is the inspiration we create that defines our success including over 70,000 hours of hands-on program delivery and over 4,500 students participating in our multi-year EcosySTEM program this year. 2016 was a truly successful year because of the depth of our impact on students who experienced their first ocean sunrise while attending our overnight programs; on a group of inner-city students from Camden, New Jersey who were transformed during several days of gardening and exploration; and even our influence on an entire school (Bath Middle School) that was inspired to launch a composting program. By holding true to both our values and best business practices, we made 2016 an incredibly successful year. I could not be more thankful for our dedicated staff, educators, volunteers, Board members, donors, classroom teachers and all the students who made this success possible.

Drew Dumsch, Executive Director
The support of businesses, foundations, and individuals like you allowed us this past year to more than double our fundraising revenue from 2015, enabling us to break through the $1 million annual income barrier for the first time and officially making 2016 our most financially diverse year on record. Our increased revenue was with a very specific purpose: continuing our excellence in programs while completing extensive ecological, financial, and architectural analysis on the River Bend Farm property with the goal to create the country’s most sustainable residential environmental learning center. We truly value your unwavering support and belief that our mission of providing hands-on ecology and science in an imaginative and engaging way makes a substantial difference in our community. As a long-time educator and school administrator, I know firsthand how important The Ecology School’s programs are and how every dollar earned or donated benefits our students.

Mary Martin, Board President

2016 Program Impact

Total Program Participants*: **12,645**
Residential Program Participants: **3,321**
Outreach and Day Program Participants: **8,356**
Other Program Participants (camps, conferences, events, etc.): **968**
Total Students Receiving Scholarships: **4,950**
Total Dollars in Scholarships: **$226,024**

*Includes students, teachers, chaperones, administrators, etc.

The Ecology School
BOARD OF DIRECTORS
AND ADMINISTRATIVE STAFF

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Vice President
John Rooks
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Bryan Matluk
Director of Education and Curriculum Design
Meg Edstrom Jones
Development Associate
Diana Granton
Residential Program Manager
Caley Mackenzie
Program Assistant
Aaron Snyder

The Ecology School had a huge impact on me. It helped launch my career and was hands-down one of the most fun jobs I had.

—Andy Wood, TES Educator, spring and fall 2012 and 2013
Financials

Through our friends and supporters, we ended the fiscal year on December 31, 2016 with an increase in Net Assets of $90,292 which directly supported programmatic output and the River Bend Farm Project. This represents a substantial increase in contributed support and our most financially significant year to date.

Audited financial statements by Hobson & Company, CPA Saco, ME

2016 Revenue

<table>
<thead>
<tr>
<th>Revenue Source</th>
<th>2016 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Income</td>
<td>$759,994.00</td>
</tr>
<tr>
<td>Fundraising &amp; Grants</td>
<td>$329,843.00</td>
</tr>
<tr>
<td>Sales, Interest &amp; Contracts</td>
<td>$15,583.00</td>
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<tr>
<td>Total Revenues</td>
<td>$1,105,420.00</td>
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2016 Expenses

<table>
<thead>
<tr>
<th>Expense Source</th>
<th>2016 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Expenses</td>
<td>$859,627.00</td>
</tr>
<tr>
<td>Events/Fundraising/Grants</td>
<td>$71,608.00</td>
</tr>
<tr>
<td>Support, Management</td>
<td>$83,893.00</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$1,015,128.00</td>
</tr>
</tbody>
</table>

“My Ecology School experience was AMAZING! Everyone who works there makes it so fun. I wish I could go back in time and do everything over again. Thank you so much for everything.”

- Seana, grade 5, spring 2016
Donors

INDIVIDUALS

$30,000+
Paul and Mary Love Gabrielson

$10,000+
Anonymous
Nick and Mary Dumsh
Steven H. and Merilee Grindle
Michael and Leslie May
Mark and Jane Ritchie

$5,000-9,999
Bridget Jones and Dinesh Goburdhun
Martha Taylor

$1,000-4,999
Robert Adkins
Dee and Tom Brown
Drew Dumsh and Lisa Farago
James A. Goodhue
Bill and Louisa Graver
Merilee Grindle
Steve Grindle
Mike Hansen* Guy and Robin Huntley*
Bobbie Keppel
Albert S. Robinson, Esq.

$500-999
Maggie and Bob Daigle
Caryl Everett* Rick Grandoni and Diana O’Loane
Kristin Hunter-Thomson*
Mary and Fod Martin
Bob and Sue Murphy
Walter Newman and Marlene Nienhuis
Linda Sullivan
Deborah Thaxter
Robert and Susan Williams
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Joel Alex**
Ken and Amy Barber
Linda and Guy Boudreau
Luisa Brown and Richard O’Brien
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Rebecca Harrison
Victor Izzo*
Deborah and Clayton B Jones III
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Mike Richards*
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Peter Signell
Paul Theo and Aun Em
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Dale Yerger
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$50-99
Vicki and Al Adams
Anonymous
Kenneth R. and Mary V. Feathers
Susan Gentile
Margaret Graciano*
Diana Grandoni
Kristina Guimond
Laura and Stephen Humphrey
John and Krysta Ibsen*
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Mike McGee*
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Caitlin Peterson* Don and Linsey Pilan

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Dawn Allison*
Maria Archibald*
Claudio Berman and Dan Fleishman
Cassandra Biette*
Jason and Jennifer Boenig
Leanna Bonds*
Geoff Bornstein
Sam Collins*
Tyler Core*
Dr. John and Cheryl Cox
Monica Curley
Carol Doyle
Mallory Durkee*
Elizabeth Fagenholz*
Ross and Sarah Feitlinger*
Judith Fletcher
Tom Foley*
Christina Fonts*
Lia Friedman*
Henry Funk*
Saya Glover*
Briam Michael Guimond
Alex Guyton*
Ronald and Patricia Harwood
Laura Heit*
Cat Henry*
Laura Hughes*
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D’Varah and Bob Kelley
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Coley Mackenzie*
Megan Falcone Meyer*
Joanna Lisker Meyer*
Austin Muir and Ally Bolger*
Susan and Bill Nixon
Anne and Tom Pearce*
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Gabby Queenan*
Allen and Carol Rivest
Casey Schott*

Lois and Brown Pulliam
Jo and Grant Reynolds
Meg Giuliano Snow*
Adam Campbell Strauss*
Gina Tutela
Gayle A. and Michael J. Tweed
Katrina Venhuizen***
Marion and William Vierow

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FUNDATIONS

The Belayer Fund of the Maine Community Foundation
The Betterment Fund** Sam L. Cohan Foundation
Horizon Foundation
Morton-Kelly Charitable Trust
The Kresge Foundation
The Onion Foundation
D. Suzi Osher Foundation Trust
Quaker Hill Foundation
The Betterment Fund
Quimby Family Foundation
The Pearson Foundation
Alfred M. Senter Fund
Eminna B. Sewall Foundation* Sherwin Williams Foundation
The Simmons Foundation

* In-Kind
** Funding the ELLMS Project
*** FOAM: Fantastic Order of Alumni Masters
1 Sustainability Circle of Monthly Recurring Donors

BUSINESSES

$20,000+
Poland Spring Bottling Company

$10,000+
Oakhurst Dairy
Rotary Club of Saco Bay
Unum Matching Gifts

$250-499
Allen Avenue Unitarian Universalist Church
Coast of Maine Organic Products*
Edison Press
Flatbread Company
Scott Simons Architects
P&C Insurance
Portland Greendrinks

Up to $249
Earthshine Chapters
Richardson & Associates
Southern Maine Chrysler Dodge Jeep
Wind Guys USA

FOUNDBATIONS

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Horizon Foundation
Morton-Kelly Charitable Trust
The Kresge Foundation
The Onion Foundation
D. Suzi Osher Foundation Trust
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Eminna B. Sewall Foundation* Sherwin Williams Foundation
The Simmons Foundation

* In-Kind
** Funding the ELLMS Project
*** FOAM: Fantastic Order of Alumni Masters
1 Sustainability Circle of Monthly Recurring Donors
The Ecology School was the greatest experience ever and I loved it! I will remember everything. The tide pools was my favorite place to go. I saw a sea star, a blue mussel, and many periwinkles. At the salt marsh we got to put clay on our face, feel it harden and how soft it made our skin. I can’t believe I was able to take part in this experience. On the second day I went to see the most beautiful sunrise I have ever seen.”

– Carly, grade 6, fall 2016

“I strongly endorse the purchase of this property for agricultural and education purposes of The Ecology School. I understand the agricultural goals to be experiential and educational for students while at the same time provide a high percentage of top quality, varied, and nutritious food needs for around 150 people per day for a significant part of the year. That goal is obtainable with this acreage, with this mix of soils, on this (River Bend Farm) site.”

– Lauchlin W. Titus, CPAg of AgMatters LLC

River Bend Farm

In 2016 we achieved great progress with our River Bend Farm project to construct Maine’s greenest buildings and create the nation’s most sustainable residential environmental education center and agroecology farm operation. Through your support, we:

• Finished the preliminary site research and analysis with our architectural collaborative which includes these four firms: Kaplan Thompson, Scott Simons, Briburn and Richardson & Associates.

• Worked with the University of New England on a Permaculture Design class focused on creating agroecology projects for River Bend Farm.

• Partnered with CEI (Coastal Enterprises Inc.), a nationally renowned rural development organization, to finance the purchase of the $1.3 million property.
“What I found here was not only a wonderful community and place to work but also one of the best run organizations I have ever worked for or with.”

– Michael, TES Educator, spring 2016