

This is my final report to you all as the Director. It has been an amazing 6 years and I want to thank you for the privilege to serve as the leader of this great organization. I have heard many things about working with Boards, but my experience has been nothing but good. Since I started, the Alliance Board has always been a supportive, committed, and mission driven group of professionals whose aim is always on continually enhancing our ability to restore the Bay, together.

We began 2016 on a solid foundation as an organization. Our staff and many programs are growing and is our reputation and visibility in the watershed. The process to recruit and hire a new ED has also provided some unique opportunities for this young staff to learn more about how NGO's function and to build stronger relationships with our Board as well. The humility and character of this organization and the core value of hard work and optimism by Board and Staff are strengths that will serve us well in the future. I am very excited for the future and will remain a strong advocate and supporter of the organization long after I am off the payroll! The following are some 2nd quarter highlights.

Delivering our Mission through Signature Programs

- Hosted another Business Forum in Virginia and developed a strategic action plan for the coming year which will hopefully guide marketing and expansion of **Businesses for the Bay**. This year is key for building program content and gaining visibility to expand membership.
- Our Forest team is meeting with partners to launch a collaborative effort with the land trust community to expand knowledge and participation of land trusts in environmental markets.
- Our staff are working with the Chesapeake Bay Program to develop a watershed-wide MOU to secure cooperation on citizen science and volunteer monitoring. Our team has led the development of QAPP's, data standards and collection protocols, and a database for volunteer data entry and are now launching outreach to the hundreds of local groups who we hope will participate in the **Chesapeake Monitoring Cooperative**.
- Overcoming local resistance and gaining multiple permits for our **RiverWise Congregations** \$1.2 million St. Luke's stormwater project has been a major focus this spring. We are expecting construction to begin on this showcase project by September.
- Developed a new partnership with Turkey Hill Dairy and others in Lancaster County with the hopes of launching an industry-led healthy streams initiative with market incentives for farmer participation. Applied for USDA grant funding to implement.
- PA Staff have been working with Amish farmers in the **Octoraro Restoration Project** and their success is not going unnoticed. New partners and funder interest is building.
- A variety of stormwater projects are underway in Virginia in support of our River Wise Communities program including education efforts at a variety of middle schools.
- We are planning for and will be launching a Sojourn on the Patuxent River in August.

Organizational Health

- The primary focus during this quarter has been working with the Board Search Committee and staff in hiring and planning for the transition of Executive Director. The staff are anxious to share their successes and dreams with a new ED.
- **All Alliance staff** participated in a 2 day retreat in May. This retreat included small group discussions of issues and opportunities, Cultural Competency training, Financial training, and plenty of time for networking and team building. As a team building exercise we trained staff in macroinvertebrate sampling techniques and conducted sampling on a nearby stream.
- We hired two additional entry level staff, one in PA and one in VA and will be bringing on a project person in PA soon, bringing our full staff contingent to 35 employees. We have a number of Hiring, training, mentorship, guidance, and team building have been more significant time commitments.

Development and Communications

- Participated in “Chesapeake Bay Awareness Week” with a variety of Alliance sponsored activities. The biggest event was a “Back to the Bay Day” in Northern Virginia which drew close to 600 people and which included exhibits, food, music, and speeches by state and local officials.
- Completed 1st quarter membership renewal and Mid-Year Appeal mailing. Our Mid-year focused on the theme of federal budget reductions and need for support. Taste efforts are ramping up with outreach and direct contact with past sponsors and Board Members.
- We began the planning for a July 29 event in conjunction with our Taste caterer Julie St Marie. This is sponsored in part by Veuve Cliquot champagne and will be a “garden party” with profits split by the Alliance and another local NGO.
- We have nearly completed a new **brochure and “play book”** that will serve as a simple but engaging takeaway for people and ensure they understand our mission and programs. It will be a strong outreach tool for Board Members to use in communication as well.

Financial Management and Fund-raising

- Financial staff have implemented a comprehensive **grants tracking and management** database. Program managers are receiving monthly grant accounting, reminders for billing and reporting cycles, and direct assistance with grant budget preparation. We have also just begun building a system for tracking match for grants.
- We have received over **\$800,000 in new grant awards** so far this year and are working on **new proposals** for about \$2.2 million more. While diversifying applications to new funders, we are also pushing for federally funded grants while the likelihood of funding is positive. Our staff will continue to seek other private grant opportunities in 2017.

Submitted on 7/14/2017 by Albert H. Todd, Executive Director

