

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Department of the Treasury
Internal Revenue Service

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2020 calendar year, or tax year beginning **JUL 1, 2020** and ending **JUN 30, 2021**

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization PENINSULA OPEN SPACE TRUST Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite 222 HIGH STREET City or town, state or province, country, and ZIP or foreign postal code PALO ALTO, CA 94301 F Name and address of principal officer: WALTER T. MOORE SAME AS C ABOVE	D Employer identification number 94-2392007 E Telephone number (650) 854-7696 G Gross receipts \$ 106,990,462. H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. See instructions H(c) Group exemption number ▶
I Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) () ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
J Website: ▶ HTTP://WWW.OPENSACETRUST.ORG/		
K Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		L Year of formation: 1977 M State of legal domicile: CA

Part I Summary

	1	Briefly describe the organization's mission or most significant activities: POST PROTECTS OPEN SPACE ON THE PENINSULA AND IN THE SOUTH BAY FOR THE BENEFIT OF ALL.			
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
Activities & Governance	3	Number of voting members of the governing body (Part VI, line 1a)	3	16	
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	16	
	5	Total number of individuals employed in calendar year 2020 (Part V, line 2a)	5	55	
	6	Total number of volunteers (estimate if necessary)	6	275	
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.	
	7b	Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.	
	Revenue	8	Contributions and grants (Part VIII, line 1h)	24,703,919.	14,969,390.
9		Program service revenue (Part VIII, line 2g)	462,710.	486,853.	
10		Investment income (Part VIII, column (A), lines 3, 4, and 7d)	5,912,852.	22,433,194.	
11		Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	42,461.	843,515.	
12		Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	31,121,942.	38,732,952.	
Expenses		13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	21,786,863.	7,150,362.
		14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	7,207,145.	7,879,440.	
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.	300,641.	
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 3,140,840.			
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	8,265,518.	7,982,022.	
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	37,259,526.	23,312,465.	
	19	Revenue less expenses. Subtract line 18 from line 12	-6,137,584.	15,420,487.	
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	313,034,665.	340,634,418.	
	21	Total liabilities (Part X, line 26)	15,295,606.	11,517,788.	
	22	Net assets or fund balances. Subtract line 21 from line 20	297,739,059.	329,116,630.	

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer WALTER T. MOORE, PRESIDENT Type or print name and title	Date			
Paid Preparer Use Only	Print/Type preparer's name SCOTT R. SMEAD	Preparer's signature	Date	Check if self-employed <input type="checkbox"/>	PTIN P01208759
	Firm's name ▶ ROBERT LEE & ASSOCIATES, LLP	Firm's EIN ▶ 27-1155496		Phone no. (408) 855-6770	
	Firm's address ▶ 999 W TAYLOR STREET, STE A		SAN JOSE, CA 95126		

May the IRS discuss this return with the preparer shown above? See instructions Yes No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III [X]

1 Briefly describe the organization's mission: PENINSULA OPEN SPACE TRUST (POST) PROTECTS OPEN SPACE ON THE PENINSULA AND IN THE SOUTH BAY FOR THE BENEFIT OF ALL. POST IS CREATING A NETWORK OF PROTECTED LANDS WHERE PEOPLE AND NATURE CONNECT AND THRIVE. THESE LANDS ARE PRESERVED FOREVER SO PRESENT AND FUTURE GENERATIONS...

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? [] Yes [X] No If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? [] Yes [X] No If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 11,257,774. including grants of \$ 7,026,650.) (Revenue \$ 0.) LAND ACQUISITION AND TRANSFER INTO PUBLIC OWNERSHIP:

IN FISCAL YEAR 2021, POST COMPLETED AND ASSISTED A TOTAL OF 12 TRANSACTIONS, CONSISTING OF 9 ACQUISITIONS THAT PROTECTED 3,167 ACRES AND 3 TRANSFERS.

LAND TRANSACTIONS

- PROTECTED 227 ACRES TO BE ADDED TO THE NORTH COYOTE VALLEY CONSERVATION AREA IN THE FUTURE.
- ACQUIRED 331 ACRES IN THE MID COYOTE VALLEY THROUGH THREE TRANSACTIONS WHICH SECURE WILDLIFE CONNECTIVITY ALONG THE FISHER CREEK CORRIDOR AND ENABLE FUTURE FLOODPLAIN AND WETLAND RESTORATION...

4b (Code:) (Expenses \$ 3,649,524. including grants of \$ 123,711.) (Revenue \$ 459,433.) LAND MANAGEMENT:

POST CURRENTLY HOLDS 20,093 ACRES IN FEE OWNERSHIP AND HOLDS CONSERVATION EASEMENTS AND DEED RESTRICTIONS ON 14,458 ACRES.

THE ORGANIZATION HAS AN ESTABLISHED STEWARDSHIP PROGRAM FOR THE LANDS IT OWNS THAT INCLUDES RESOURCE CONSERVATION PLANNING AND MANAGEMENT, ALONG WITH ACTIVE USES OF LAND FOR CONSERVATION GRAZING AND AGRICULTURE, SUSTAINABLE FOREST MANAGEMENT AND RESTORATION WHERE APPROPRIATE, AND DEVELOPMENT OF COMPATIBLE RECREATIONAL OPPORTUNITIES. POST WORKS TO PROTECT AND MANAGE LANDS IN ITS POSSESSION THROUGH SITE-SPECIFIC STEWARDSHIP PLANS FOR THE NATURAL RESOURCES ON EACH...

4c (Code:) (Expenses \$ 2,734,299. including grants of \$ 0.) (Revenue \$ 27,420.) COMMUNITY OUTREACH AND EDUCATION:

TO FURTHER OUR COMMUNITY GROWTH AND ENGAGEMENT EFFORTS, IN FISCAL YEAR 2021, THE ORGANIZATION CONTINUED OUR CONTENT MARKETING AND ENGAGEMENT PROGRAMS IN ORDER TO GROW OUR COMMUNITY AND ENGAGE PROSPECTIVE DONORS. BETWEEN NEW PIECES, AND REVISIONS TO EXISTING CONTENT, WE DISTRIBUTED AT LEAST 40 INFORMATIONAL PIECES SUCH AS GUIDES, BLOG POSTS, PRINT MATERIALS AND PRESS RELEASES. AS A RESULT, WE ATTRACTED JUST UNDER 33,000 NEW COMMUNITY MEMBERS TO OUR EMAIL LIST WHICH IS NOW OVER 110,000 STRONG.

WE CONTINUED TO IMPLEMENT DIGITAL DONOR ACQUISITION CAMPAIGNS USING...

4d Other program services (Describe on Schedule O.) (Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses 17,641,597.

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	X	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>	X	
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>	X	
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	X	
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>	X	
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	X	

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>		X
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	X	
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>		X
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>		X
b A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>		X
c A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>		X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	X	
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		X
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	X	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	X	
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?	X	

Note: All Form 990 filers are required to complete Schedule O

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

	Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable		
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable		
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

Table with columns for question number, question text, and Yes/No columns. Includes questions 2a through 16 regarding employee counts, tax returns, unrelated business income, foreign accounts, prohibited transactions, and charitable contributions.

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.		
	16		
b	Enter the number of voting members included on line 1a, above, who are independent		
	16		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
6	Did the organization have members or stockholders?		X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		X
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a	The governing body?	X	
b	Each committee with authority to act on behalf of the governing body?	X	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses on Schedule O		X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?		X
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	X	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	X	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	X	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	X	
13	Did the organization have a written whistleblower policy?	X	
14	Did the organization have a written document retention and destruction policy?	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization's CEO, Executive Director, or top management official	X	
b	Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).	X	
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

Section C. Disclosure

- 17** List the states with which a copy of this Form 990 is required to be filed **CA, FL, GA, NM, NY, NC, OK, OR, TN, VA, MD, PA**
- 18** Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
 Own website Another's website Upon request Other (explain on Schedule O)
- 19** Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, address, and telephone number of the person who possesses the organization's books and records **MARK STEVENS - 650-854-7696**
222 HIGH STREET, PALO ALTO, CA 94301

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations. See instructions for the order in which to list the persons above.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) WALTER T. MOORE PRESIDENT	40.00			X			351,751.	0.	57,437.	
(2) MARK STEVENS TREASURER & CFO	40.00			X			256,692.	0.	46,720.	
(3) CURTIS RIFFLE VP LAND STEWARDSHIP	40.00				X		268,895.	0.	19,085.	
(4) MARTHA TEDESCO VP OF MARKETING	40.00				X		213,570.	0.	57,643.	
(5) DIANE CORDOVA CHIEF TALENT OFFICER	39.00					X	194,053.	0.	46,951.	
(6) GORDON CLARK VP OF DEVELOPMENT	40.00				X		201,791.	0.	36,472.	
(7) NOELLE CHAMBERS VP OF CONSERVATION (SINCE JULY 2020)	40.00				X		166,980.	0.	37,006.	
(8) JUSTIN ELIOT DIRECTOR OF FINANCE	40.00					X	181,219.	0.	10,974.	
(9) JEANINE CRIDER DIRECTOR OF PLANNED GIVING	40.00					X	151,405.	0.	28,114.	
(10) PATRICK MARSHALL SR. PROJECT & LEGAL AFFAIRS MANAGER	40.00					X	154,609.	0.	22,621.	
(11) JENNIFER KOEPCKE DIRECTOR OF INSTITUTIONAL ENGAGEMENT	40.00					X	148,436.	0.	16,326.	
(12) ANDREW BOSWORTH CHAIRMAN & DIRECTOR	2.00	X		X			0.	0.	0.	
(13) SUZANNE SULLIVAN VICE CHAIRMAN & DIRECTOR	2.00	X		X			0.	0.	0.	
(14) BRAD O'BRIEN SECRETARY	3.00			X			0.	0.	0.	
(15) JOHN CHAMBERLAIN DIRECTOR	1.00	X					0.	0.	0.	
(16) KEN YEAGER DIRECTOR	2.00	X					0.	0.	0.	
(17) DENNIS DEBROECK DIRECTOR	2.00	X					0.	0.	0.	

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) SEAN DEMPSEY DIRECTOR	2.00	X						0.	0.	0.
(19) ROD FERGUSON DIRECTOR	4.00	X						0.	0.	0.
(20) WENDE HUTTON DIRECTOR	2.00	X						0.	0.	0.
(21) JENNIFER LYNCH DIRECTOR	2.00	X						0.	0.	0.
(22) ALISA MACAVOY DIRECTOR	1.00	X						0.	0.	0.
(23) RAJESH MASHRUWALA DIRECTOR	2.00	X						0.	0.	0.
(24) MATT MILLER DIRECTOR	1.00	X						0.	0.	0.
(25) SANJAY VASWANI DIRECTOR	1.00	X						0.	0.	0.
(26) EMERICK WOODS DIRECTOR	1.00	X						0.	0.	0.
1b Subtotal								2,289,401.	0.	379,349.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								2,289,401.	0.	379,349.

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **11**

	Yes	No
3 Did the organization list any former officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3	X
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4	X
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>	5	X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
W. L. BUTLER CONSTRUCTION, INC. 1629 MAIN ST, REDWOOD CITY, CA 94063	CONSTRUCTION SERVICES	729,141.
RALLY, 6565 SUNSET BLVD, SUITE 400, SAN FRANCISCO, CA 94102	ADVERTISING	618,335.
SHUTE, MIHALY & WEINBERGER, LLP. 396 HAYES ST., SAN FRANCISCO, CA 94102	LEGAL SERVICES	457,612.
BW ENGINEERING 225 THE CROSSROADS, #135, CARMEL, CA 93923	PROPERTY MAINTENANCE	273,998.
KARL FREDERICK BAREIS 2900 SMITH GRADE, SANTA CRUZ, CA 95060	PROPERTY MAINTENANCE	240,348.

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **25**

SEE PART VII, SECTION A CONTINUATION SHEETS

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

Table with 6 main columns: (A) Name and title, (B) Average hours per week, (C) Position (Individual trustee or director, Institutional trustee, Officer, Key employee, Highest compensated employee, Former), (D) Reportable compensation from the organization, (E) Reportable compensation from related organizations, (F) Estimated amount of other compensation. Row 1: (27) KIMBERLY YOUNG DIRECTOR, 1.00, X, 0., 0., 0.

Total to Part VII, Section A, line 1c

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e	750,535.				
	f All other contributions, gifts, grants, and similar amounts not included above ...	1f	14,218,855.				
	g Noncash contributions included in lines 1a-1f	1g	\$ 2,992,367.				
	h Total. Add lines 1a-1f			14,969,390.			
Program Service Revenue	2 a RENTAL INCOME	Business Code					
		900002	239,626.	239,626.			
	b MISC PROGRAM INCOME	110000	219,807.	219,807.			
	c LECTURE SERIES INCOME	611600	27,420.	27,420.			
	d _____						
	e _____						
	f All other program service revenue						
g Total. Add lines 2a-2f			486,853.				
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		4,469,363.			4,469,363.	
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
	6 a Gross rents	6a	(i) Real				
			(ii) Personal				
	b Less: rental expenses ...	6b					
	c Rental income or (loss)	6c					
	d Net rental income or (loss)						
	7 a Gross amount from sales of assets other than inventory	7a	(i) Securities	86,221,341.			
			(ii) Other				
	b Less: cost or other basis and sales expenses	7b	68,257,510.				
	c Gain or (loss)	7c	17,963,831.				
d Net gain or (loss)			17,963,831.		17,963,831.		
8 a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	8a						
b Less: direct expenses	8b						
c Net income or (loss) from fundraising events							
9 a Gross income from gaming activities. See Part IV, line 19	9a						
b Less: direct expenses	9b						
c Net income or (loss) from gaming activities							
10 a Gross sales of inventory, less returns and allowances	10a						
b Less: cost of goods sold	10b						
c Net income or (loss) from sales of inventory							
Miscellaneous Revenue	11 a OTHER INCOME	Business Code					
		900099	843,515.			843,515.	
	b _____						
	c _____						
	d All other revenue						
e Total. Add lines 11a-11d			843,515.				
12 Total revenue. See instructions			38,732,952.	486,853.	0.	23,276,709.	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	7,150,362.	7,150,362.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,721,545.	832,713.	465,598.	423,234.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	5,091,186.	2,645,921.	949,562.	1,495,703.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	253,156.	122,963.	50,894.	79,299.
9 Other employee benefits	564,957.	293,459.	105,609.	165,889.
10 Payroll taxes	248,596.	130,495.	43,580.	74,521.
11 Fees for services (nonemployees):				
a Management				
b Legal	375,102.	343,320.	31,782.	
c Accounting	46,654.		46,654.	
d Lobbying	367,000.	367,000.		
e Professional fundraising services. See Part IV, line 17	300,641.			300,641.
f Investment management fees	323,383.		323,383.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch. O.)	1,964,402.	1,686,542.	149,474.	128,386.
12 Advertising and promotion	955,742.	922,859.	3,856.	29,027.
13 Office expenses	279,574.	119,951.	29,037.	130,586.
14 Information technology	395,780.	215,456.	60,301.	120,023.
15 Royalties				
16 Occupancy				
17 Travel	8,066.	5,042.	1,061.	1,963.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	69,325.	40,386.	10,487.	18,452.
20 Interest	44,414.	15,047.	29,367.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	227,359.	118,582.	41,244.	67,533.
23 Insurance	136,102.	85,074.	51,028.	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a <u>LAND MAINTENANCE</u>	1,673,213.	1,591,656.	73,034.	8,523.
b <u>LAND/EASEMENT TRANSACTIONS</u>	585,000.	585,000.		
c <u>PROPERTY TAXES</u>	185,838.	184,611.	1,227.	
d <u>PERMITS/FEES</u>	124,096.	47,221.	19,845.	57,030.
e All other expenses	220,972.	137,937.	43,005.	40,030.
25 Total functional expenses. Add lines 1 through 24e	23,312,465.	17,641,597.	2,530,028.	3,140,840.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing		1	
	2 Savings and temporary cash investments	388,570.	2	1,398,271.
	3 Pledges and grants receivable, net	5,301,784.	3	3,617,854.
	4 Accounts receivable, net	1,111,053.	4	755,535.
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net	24,202,799.	7	24,076,749.
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	356,235.	9	264,966.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 8,816,558.		
	b Less: accumulated depreciation	10b 1,683,529.	10c	7,133,029.
	11 Investments - publicly traded securities	151,606,352.	11	169,343,685.
	12 Investments - other securities. See Part IV, line 11	6,875,125.	12	8,114,641.
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	116,359,614.	15	125,929,688.
16 Total assets. Add lines 1 through 15 (must equal line 33)	313,034,665.	16	340,634,418.	
Liabilities	17 Accounts payable and accrued expenses	2,069,663.	17	1,881,553.
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		22	
	23 Secured mortgages and notes payable to unrelated third parties	8,083,008.	23	4,015,136.
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	5,142,935.	25	5,621,099.
	26 Total liabilities. Add lines 17 through 25	15,295,606.	26	11,517,788.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions	288,735,090.	27	318,092,687.
	28 Net assets with donor restrictions	9,003,969.	28	11,023,943.
	Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds		31	
	32 Total net assets or fund balances	297,739,059.	32	329,116,630.
	33 Total liabilities and net assets/fund balances	313,034,665.	33	340,634,418.

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	38,732,952.
2	Total expenses (must equal Part IX, column (A), line 25)	2	23,312,465.
3	Revenue less expenses. Subtract line 2 from line 1	3	15,420,487.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	297,739,059.
5	Net unrealized gains (losses) on investments	5	15,957,084.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain on Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	329,116,630.

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

- 1 Accounting method used to prepare the Form 990: Cash Accrual Other _____
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.
- 2a Were the organization's financial statements compiled or reviewed by an independent accountant?
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:
 Separate basis Consolidated basis Both consolidated and separate basis
- b Were the organization's financial statements audited by an independent accountant?
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:
 Separate basis Consolidated basis Both consolidated and separate basis
- c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?
If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.
- 3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?
- b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits

	Yes	No
2a		X
2b	X	
2c	X	
3a		X
3b		

Form 990 (2020)

Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	8893966.	18040772.	21080133.	24740757.	14969389.	87725017.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3	8893966.	18040772.	21080133.	24740757.	14969389.	87725017.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						7889401.
6 Public support. Subtract line 5 from line 4.						79835616.

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
7 Amounts from line 4	8893966.	18040772.	21080133.	24740757.	14969389.	87725017.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	3959129.	4707962.	4629178.	4240347.	4736409.	22273025.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
11 Total support. Add lines 7 through 10						109998042
12 Gross receipts from related activities, etc. (see instructions)					12	
13 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

Section C. Computation of Public Support Percentage

14 Public support percentage for 2020 (line 6, column (f), divided by line 11, column (f))	14	72.58 %
15 Public support percentage from 2019 Schedule A, Part II, line 14	15	73.94 %
16a 33 1/3% support test - 2020. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input checked="" type="checkbox"/>
b 33 1/3% support test - 2019. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
17a 10% -facts-and-circumstances test - 2020. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
b 10% -facts-and-circumstances test - 2019. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and stop here. Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions		<input type="checkbox"/>

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public support. (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

14 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** ►

Section C. Computation of Public Support Percentage

15 Public support percentage for 2020 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2019 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2020 (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from 2019 Schedule A, Part III, line 17	18	%

19a 33 1/3% support tests - 2020. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ►

b 33 1/3% support tests - 2019. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ►

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ►

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked box 12a, Part I, complete Sections A and B. If you checked box 12b, Part I, complete Sections A and C. If you checked box 12c, Part I, complete Sections A, D, and E. If you checked box 12d, Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
4a Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
b Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i>		
b Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a A person who directly or indirectly controls, either alone or together with persons described in lines 11b and 11c below, the governing body of a supported organization?		
b A family member of a person described in line 11a above?		
c A 35% controlled entity of a person described in line 11a or 11b above? <i>If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.</i>		

Section B. Type I Supporting Organizations

	Yes	No
1 Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, directors, or trustees at all times during the tax year? <i>If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.</i>		
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? <i>If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.</i>		

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? <i>If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).</i>		

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? <i>If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).</i>		
3 By reason of the relationship described in line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? <i>If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.</i>		

Section E. Type III Functionally Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).		
a <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.		
b <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.		
c <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).		
2 Activities Test. Answer lines 2a and 2b below.		
a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i>	Yes	No
b Did the activities described in line 2a, above, constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>		
3 Parent of Supported Organizations. Answer lines 3a and 3b below.		
a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>If "Yes" or "No" provide details in Part VI.</i>		
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations

1 Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in Part VI*). **See instructions.**
 All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (<i>explain in detail in Part VI</i>):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, column A)	1	
2	Enter 0.85 of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

Section D - Distributions		Current Year
1	Amounts paid to supported organizations to accomplish exempt purposes	1
2	Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2
3	Administrative expenses paid to accomplish exempt purposes of supported organizations	3
4	Amounts paid to acquire exempt-use assets	4
5	Qualified set-aside amounts (prior IRS approval required - <i>provide details in Part VI</i>)	5
6	Other distributions (<i>describe in Part VI</i>). See instructions.	6
7	Total annual distributions. Add lines 1 through 6.	7
8	Distributions to attentive supported organizations to which the organization is responsive (<i>provide details in Part VI</i>). See instructions.	8
9	Distributable amount for 2020 from Section C, line 6	9
10	Line 8 amount divided by line 9 amount	10

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2020	(iii) Distributable Amount for 2020
1 Distributable amount for 2020 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2020 (reasonable cause required - <i>explain in Part VI</i>). See instructions.			
3 Excess distributions carryover, if any, to 2020			
a From 2015			
b From 2016			
c From 2017			
d From 2018			
e From 2019			
f Total of lines 3a through 3e			
g Applied to underdistributions of prior years			
h Applied to 2020 distributable amount			
i Carryover from 2015 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4 Distributions for 2020 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2020 distributable amount			
c Remainder. Subtract lines 4a and 4b from line 4.			
5 Remaining underdistributions for years prior to 2020, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, <i>explain in Part VI</i> . See instructions.			
6 Remaining underdistributions for 2020. Subtract lines 3h and 4b from line 1. For result greater than zero, <i>explain in Part VI</i> . See instructions.			
7 Excess distributions carryover to 2021. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2016			
b Excess from 2017			
c Excess from 2018			
d Excess from 2019			
e Excess from 2020			

Schedule A (Form 990 or 990-EZ) 2020

Part VI

Supplemental Information. Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information.
(See instructions.)

Multiple horizontal lines for supplemental information.

Schedule B

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.
▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2020

Name of the organization

PENINSULA OPEN SPACE TRUST

Employer identification number

94-2392007

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)(3) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** \$5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 exclusively for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I (entering "N/A" in column (b) instead of the contributor name and address), II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ▶ \$ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Name of organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
<u>1</u>	<hr/> <hr/> <hr/>	\$ <u>2,030,700.</u>	Person <input checked="" type="checkbox"/> Payroll Noncash (Complete Part II for noncash contributions.)
<u>2</u>	<hr/> <hr/> <hr/>	\$ <u>997,500.</u>	Person <input checked="" type="checkbox"/> Payroll Noncash (Complete Part II for noncash contributions.)
<u>3</u>	<hr/> <hr/> <hr/>	\$ <u>864,425.</u>	Person <input checked="" type="checkbox"/> Payroll Noncash <input checked="" type="checkbox"/> (Complete Part II for noncash contributions.)
<u>4</u>	<hr/> <hr/> <hr/>	\$ <u>655,035.</u>	Person <input checked="" type="checkbox"/> Payroll Noncash (Complete Part II for noncash contributions.)
<u>5</u>	<hr/> <hr/> <hr/>	\$ <u>514,675.</u>	Person <input checked="" type="checkbox"/> Payroll Noncash (Complete Part II for noncash contributions.)
<hr/>	<hr/> <hr/> <hr/>	\$ _____	Person Payroll Noncash (Complete Part II for noncash contributions.)

Name of organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
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Part II Noncash Property (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
3	STOCK _____ _____ _____	\$ 247,675.	03/23/20
_____	_____ _____ _____	\$ _____	_____
_____	_____ _____ _____	\$ _____	_____
_____	_____ _____ _____	\$ _____	_____
_____	_____ _____ _____	\$ _____	_____
_____	_____ _____ _____	\$ _____	_____
_____	_____ _____ _____	\$ _____	_____

Name of organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
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Part III Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this info. once.) ▶ \$ _____
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
(e) Transfer of gift			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	

SCHEDULE C
(Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

OMB No. 1545-0047

2020

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

For Organizations Exempt From Income Tax Under section 501(c) and section 527
▶ **Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ.**
▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (See separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (See separate instructions), then

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
- 2 Political campaign activity expenditures ▶ \$ _____
- 3 Volunteer hours for political campaign activities _____

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$ _____
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$ _____
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? Yes No
- 4a Was a correction made? Yes No
- b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$ _____
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ▶ \$ _____
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ▶ \$ _____
- 4 Did the filing organization file **Form 1120-POL** for this year? Yes No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-.	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ. **Schedule C (Form 990 or 990-EZ) 2020**

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A** Check if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B** Check if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
1a	Total lobbying expenditures to influence public opinion (grassroots lobbying)														
b	Total lobbying expenditures to influence a legislative body (direct lobbying)	397,322.													
c	Total lobbying expenditures (add lines 1a and 1b)	397,322.													
d	Other exempt purpose expenditures	22,915,145.													
e	Total exempt purpose expenditures (add lines 1c and 1d)	23,312,467.													
f	Lobbying nontaxable amount. Enter the amount from the following table in both columns.	1,000,000.													
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 50%;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.														
Over \$17,000,000	\$1,000,000.														
g	Grassroots nontaxable amount (enter 25% of line 1f)	250,000.													
h	Subtract line 1g from line 1a. If zero or less, enter -0-	0.													
i	Subtract line 1f from line 1c. If zero or less, enter -0-	0.													
j	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No												

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) Total
2a Lobbying nontaxable amount	825,560.	1,000,000.	1,000,000.	1,000,000.	3,825,560.
b Lobbying ceiling amount (150% of line 2a, column(e))					5,738,340.
c Total lobbying expenditures	262,000.	73,450.	49,902.	397,322.	782,674.
d Grassroots nontaxable amount	206,390.	250,000.	250,000.	250,000.	956,390.
e Grassroots ceiling amount (150% of line 2d, column (e))					1,434,585.
f Grassroots lobbying expenditures					

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

	(a)		(b)
	Yes	No	Amount
1 During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? ..			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total. Add lines 1c through 1i			
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1	
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	
3 Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	3	

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1 Dues, assessments and similar amounts from members	1	
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	
b Carryover from last year	2b	
c Total	2c	
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5 Taxable amount of lobbying and political expenditures (See instructions)	5	

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (See instructions); and Part II-B, line 1. Also, complete this part for any additional information.

FORM 990, SCHEDULE C, PART II-A:

POST FUNDED AND PROVIDED STAFF SUPPORT FOR A BALLOT MEASURE PROVING FOR CONSERVATION FUNDING IN SANTA CLARA COUNTY.

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.**
▶ **Attach to Form 990.**

▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization **PENINSULA OPEN SPACE TRUST** Employer identification number **94-2392007**

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?	<input type="checkbox"/> Yes	<input type="checkbox"/> No

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).
 Preservation of land for public use (for example, recreation or education) Preservation of a historically important land area
 Protection of natural habitat Preservation of a certified historic structure
 Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Tax Year
a Total number of conservation easements	36
b Total acreage restricted by conservation easements	14,373.00
c Number of conservation easements on a certified historic structure included in (a)	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ _____

4 Number of states where property subject to conservation easement is located ▶ 1

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? Yes No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ 51

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ 186,033.

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? Yes No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____

(ii) Assets included in Form 990, Part X ▶ \$ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____

b Assets included in Form 990, Part X ▶ \$ _____

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990. Schedule D (Form 990) 2020

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a Public exhibition
 - b Scholarly research
 - c Preservation for future generations
 - d Loan or exchange program
 - e Other _____
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? Yes No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? Yes No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- | | Amount |
|---------------------------------|--------|
| c Beginning balance | 1c |
| d Additions during the year | 1d |
| e Distributions during the year | 1e |
| f Ending balance | 1f |
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? Yes No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	768,258.	767,495.	758,252.	717,950.	676,966.
b Contributions					
c Net investment earnings, gains, and losses	207,183.	31,201.	33,030.	61,902.	63,058.
d Grants or scholarships					
e Other expenditures for facilities and programs	37,498.	30,438.	23,787.	21,600.	22,074.
f Administrative expenses					
g End of year balance	937,943.	768,258.	767,495.	758,252.	717,950.

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment _____ %
 - b Permanent endowment 58.6900 %
 - c Term endowment 41.3100 %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- | | Yes | No |
|---|--------------------------|-------------------------------------|
| (i) Unrelated organizations | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| (ii) Related organizations | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		2,351,899.		2,351,899.
b Buildings		5,443,822.	1,370,257.	4,073,565.
c Leasehold improvements				
d Equipment		1,020,837.	313,272.	707,565.
e Other				
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				7,133,029.

Part VII Investments - Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

Part VIII Investments - Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) OTHER RECEIVABLE	101,795.
(2) ASSET OBLIGATION	1,271,143.
(3) LAND HELD FOR CONSERVATION	124,556,750.
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	125,929,688.

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) LIABILITY UNDER CRUT	3,349,984.
(3) ASSET RETIREMENT OBLIGATIONS	1,799,924.
(4) STEWARDSHIP LIABILITIES	471,191.
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	5,621,099.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ...

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	54,366,653.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
a	Net unrealized gains (losses) on investments	2a	15,957,084.	
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII.)	2d		
e	Add lines 2a through 2d	2e	15,957,084.	
3	Subtract line 2e from line 1	3	38,409,569.	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	323,383.	
b	Other (Describe in Part XIII.)	4b		
c	Add lines 4a and 4b	4c	323,383.	
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5	38,732,952.	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	22,989,082.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII.)	2d		
e	Add lines 2a through 2d	2e	0.	
3	Subtract line 2e from line 1	3	22,989,082.	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	323,383.	
b	Other (Describe in Part XIII.)	4b		
c	Add lines 4a and 4b	4c	323,383.	
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5	23,312,465.	

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

PART II, LINE 5:

POST MONITORS ALL OF ITS CONSERVATION EASEMENTS AT LEAST ANNUALLY IN ORDER TO 1) OBSERVE THE CONDITION OF THE PROPERTY IN ORDER TO DETERMINE WHETHER IT IS IN COMPLIANCE WITH EASEMENT TERMS; 2) CREATE A RECORD OF EASEMENT STEWARDSHIP AND PROPERTY CONDITION OVER TIME; AND 3) MAINTAIN A WORKING RELATIONSHIP WITH THE LANDOWNER. IT IS POST'S POLICY TO UPHOLD ITS CONSERVATION EASEMENTS AS WRITTEN AND TO IDENTIFY, INVESTIGATE, EVALUATE AND RESPOND TO ANY POTENTIAL VIOLATIONS AS QUICKLY AS POSSIBLE. IN THE CASE OF A MATERIAL VIOLATION, POST WILL REQUIRE CESSATION, REPAIR, AND/OR MITIGATION OF ANY DAMAGE TO PROTECTED CONSERVATION VALUES. POST IS PREPARED TO TAKE LEGAL ACTION TO DEFEND ITS RIGHTS AS EASEMENT HOLDER IF NECESSARY. POST HAS A CONSERVATION EASEMENT STEWARDSHIP FUND TO

Part XIII Supplemental Information (continued)

PROVIDE RESOURCES FOR LEGAL DEFENSE AND MAINTAINS CONSERVATION DEFENSE INSURANCE THROUGH TERRAFIRMA RRG LLC. CONSERVATION EASEMENT DOCUMENTS CLEARLY DESCRIBE THE PROCESS FOR ENFORCING THE TERMS OF THE EASEMENT SHOULD ANY VIOLATION BE IDENTIFIED TO ENSURE THAT CORRECTIVE ACTIONS ARE TAKEN TO CURE THE VIOLATION.

PART II, LINE 9:

THE ORGANIZATION PERIODICALLY RECEIVES OR PURCHASES CONSERVATION EASEMENTS WHICH LIMIT THE ALLOWABLE USES OF THE RELATED PROPERTY TO OPEN SPACE USES CONSISTENT WITH THE ORGANIZATION'S MISSION. CONTRIBUTED CONSERVATION EASEMENTS RECEIVED ARE RECORDED AS LAND CONTRIBUTIONS BASED ON THE ESTIMATED VALUE GIVEN UP BY THE LAND OWNER BY RESTRICTING THE USE OF THE PROPERTY WITH AN EASEMENT. CONSERVATION EASEMENTS PURCHASED BEAR NO FUTURE BENEFIT TO THE ORGANIZATION AND ARE THEREFORE INCLUDED AS PART OF LAND AND EASEMENT TRANSACTIONS EXPENSE IN THE YEAR THEY ARE ACQUIRED. IN CONNECTION WITH THE TRANSFER OR SALE OF LAND, THE ORGANIZATION MAY RETAIN A CONSERVATION EASEMENT ON THE LAND. BECAUSE THESE EASEMENTS BEAR NO POSSIBLE FUTURE FINANCIAL BENEFIT TO THE ORGANIZATION, THEY ARE NOT RECORDED ON THE ORGANIZATION'S STATEMENT OF FINANCIAL POSITION. SOMETIMES, THE ORGANIZATION MAY SELL A CONSERVATION EASEMENT TO A NONPROFIT OR PUBLIC AGENCY PARTNER WHILE RETAINING OWNERSHIP OF THE PROPERTY.

PART V, LINE 4:

LANE STEWARDSHIP ENDOWMENT: THESE FUNDS MAY BE USED FOR EXPENSES TO MAINTAIN TRAILS, REMOVE INVASIVE AND EXOTIC SPECIES, UNDERTAKE EROSION PREVENTION AND REPAIR, AND RESTORE PLANT AND ANIMAL HABITATS.

WILBUR'S WATCH ENDOWMENT: THIS GRANT IS RESTRICTED TO ACTIVITIES RELATED

Part XIII Supplemental Information (continued)

TO THE MAINTENANCE OF THE TRAIL AT WILBUR'S WATCH ON POST'S CLOVERDALE PROPERTY. THIS INCLUDES SUCH ITEMS AS ANNUAL STEWARDSHIP SUCH AS MOWING, PAMPAS GRASS REMOVAL, AND MONITORING; REPLACEMENT OF ITEMS SUCH AS THE BENCH, TELESCOPE, AND SIGNAGE; AND REPAIR OF THE TRAIL.

PART X, LINE 2:

THE ORGANIZATION EVALUATES ITS UNCERTAIN TAX POSITIONS AND WILL RECOGNIZE A LOSS CONTINGENCY WHEN IT IS PROBABLE THAT A LIABILITY HAS BEEN INCURRED AS OF THE DATE OF THE FINANCIAL STATEMENTS AND THE AMOUNT OF THE LOSS CAN BE REASONABLY ESTIMATED. THE AMOUNT RECOGNIZED IS SUBJECT TO ESTIMATE AND MANAGEMENT JUDGMENT WITH RESPECT TO THE LIKELY OUTCOME OF EACH UNCERTAIN TAX POSITION. THE AMOUNT THAT IS ULTIMATELY SUSTAINED FOR AN INDIVIDUAL UNCERTAIN TAX POSITION FOR ALL UNCERTAIN TAX POSITIONS IN THE AGGREGATE COULD DIFFER FROM THE AMOUNT RECOGNIZED. AS OF JUNE 30, 2021 MANAGEMENT DID NOT IDENTIFY ANY UNCERTAIN TAX POSITIONS.

SCHEDULE G
(Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

OMB No. 1545-0047

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

2020

Department of the Treasury
Internal Revenue Service

▶ Attach to Form 990 or Form 990-EZ.

Open to Public Inspection

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization

PENINSULA OPEN SPACE TRUST

Employer identification number

94-2392007

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a Mail solicitations
- b Internet and email solicitations
- c Phone solicitations
- d In-person solicitations
- e Solicitation of non-government grants
- f Solicitation of government grants
- g Special fundraising events

2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? Yes No

b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
FRESH EYES DIGITAL - 2821 N SPAULDING AVE, CHICAGO, IL	PROFESSIONAL FUNDRAISING		X	808,669.	84,000.	424,669.
NEXT GENERATION FUNDRAISING, INC. - 1235 WESTLAKES DR.,	PROFESSIONAL FUNDRAISING		X	369,434.	216,641.	152,793.
Total				1,178,103.	300,641.	577,462.

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

Part II Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events
		(event type)	(event type)	(total number)	(add col. (a) through col. (c))
Revenue	1 Gross receipts				
	2 Less: Contributions				
	3 Gross income (line 1 minus line 2)				
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages				
	8 Entertainment				
	9 Other direct expenses				
	10 Direct expense summary. Add lines 4 through 9 in column (d)				
11 Net income summary. Subtract line 10 from line 3, column (d)					

Part III Gaming. Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
		1 Gross revenue			
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
6 Volunteer labor	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No		
7 Direct expense summary. Add lines 2 through 5 in column (d)					
8 Net gaming income summary. Subtract line 7 from line 1, column (d)					

9 Enter the state(s) in which the organization conducts gaming activities: _____

a Is the organization licensed to conduct gaming activities in each of these states? Yes No

b If "No," explain: _____

10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? Yes No

b If "Yes," explain: _____

- 11 Does the organization conduct gaming activities with nonmembers? Yes No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming? Yes No
- 13 Indicate the percentage of gaming activity conducted in:

a The organization's facility	13a	%
b An outside facility	13b	%
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶ _____

Address ▶ _____

- 15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? Yes No
- b If "Yes," enter the amount of gaming revenue received by the organization ▶ \$ _____ and the amount of gaming revenue retained by the third party ▶ \$ _____
- c If "Yes," enter name and address of the third party:

Name ▶ _____

Address ▶ _____

16 Gaming manager information:

Name ▶ _____

Gaming manager compensation ▶ \$ _____

Description of services provided ▶ _____

- Director/officer
- Employee
- Independent contractor

17 Mandatory distributions:

- a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? Yes No
- b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ \$ _____

Part IV Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions.

SCHEDULE G, PART I, LINE 2B, LIST OF TEN HIGHEST PAID FUNDRAISERS:

(I) NAME OF FUNDRAISER: FRESH EYES DIGITAL

(I) ADDRESS OF FUNDRAISER: 2821 N SPAULDING AVE, CHICAGO, IL 60618

(I) NAME OF FUNDRAISER: NEXT GENERATION FUNDRAISING, INC.

(I) ADDRESS OF FUNDRAISER: 1235 WESTLAKES DR., STE 130, BERWYN, PA 19312

**SCHEDULE I
(Form 990)**

Department of the Treasury
Internal Revenue Service

**Grants and Other Assistance to Organizations,
Governments, and Individuals in the United States**

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

▶ **Go to www.irs.gov/Form990 for the latest information.**

OMB No. 1545-0047

2020

**Open to Public
Inspection**

Name of the organization **PENINSULA OPEN SPACE TRUST** Employer identification number **94-2392007**

Part I General Information on Grants and Assistance

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? **Yes** **No**

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
PUENTE DE LA COSTA SUR P.O. BOX 554 PESCADERO, CA 94060	37-1484262	501C3	5,000.	0.			GENERAL OPERATING SUPPORT
PESCADERO EDUCATION FOUNDATION P.O. BOX 663 PESCADERO, CA 94060	94-3378920	501C3	5,500.	0.			SUPPORT FOR SCHOOLS IN LIEU OF PROPERTY TAXES
THE REGENTS OF THE UNIVERSITY OF CALIFORNIA - 2195 HEARST AVENUE, #120 - BERKELEY, CA 94720-1104		GOVERNMENT	50,000.	0.			SUPPORT FOR THE DEVELOPEMNT OF THE COYOTE VALLEY CREDITS PROGRAM
LA HONDA-PESCADERO UNIFIED SCHOOL DISTRICT - P.O. BOX 189 - PESCADERO, CA 94060		GOVERNMENT	51,361.	0.			ANNUAL PAYMENT IN LIEU OF TAXES TO LHPUSD
SAN MATEO RESOURCE CONSERVATION DISTRICT - 80 STONE PINE, SUITE 100 - HALF MOON BAY, CA 94019	94-1553749	501C3	95,000.	0.			SUPPORT FOR THE SANTA CLARA COUNTY VEGETATION MAPPING PROJECT
MIDPENINSULA REGIONAL OPEN SPACE DISTRICT - 330 DISTEL CIRCLE - LOS ALTOS, CA 94022		GOVERNMENT	102,350.	0.			SUPPORT FOR WINDY HILL ADA UPGRADES AND HIGHWAY 35 TRAIL AND PARKING STUDY

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶ 5.

3 Enter total number of other organizations listed in the line 1 table ▶ 6.

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule I (Form 990) 2020

SEE PART IV FOR COLUMN (G) DESCRIPTIONS

Part II Continuation of Grants and Other Assistance to Domestic Organizations and Domestic Governments (Schedule I (Form 990), Part II.)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CITY OF HALF MOON BAY 501 MAIN STREET HALF MOON BAY, CA 94019		GOVERNMENT	0.	135,000.	FMV PER APPRAISAL, BOOK VALUE	GIFT OF LAND THROUGH BARGAIN SALE OF HIGHWAY 92	DONATION OF A LAND ALONG HIGHWAY 92
GREEN FOOTHILLS 3921 E. BAYSHORE ROAD PALO ALTO, CA 94303	94-6121854	501C3	148,000.	0.			SUPPORT FOR EFFORTS IN COYOTE VALLEY, JURISTAC AND OTHER GENERAL OPERATIONS.
SANTA CLARA VALLEY OPEN SPACE AUTHORITY - 33 LAS COLINAS LANE - SAN JOSE, CA 95119		GOVERNMENT	1,091,000.	0.			SUPPORT FOR THE SOBRATTO PROPERTY ACQUISTION AND WORK IN COYOTE VALLEY
SAVE THE REDWOODS LEAGUE 111 SUTTER STREET SAN FRANCISCO, CA 94104	94-0843915	501C3	2,000,000.	0.			SUPPORT FOR THE CASCADE CREEK PROPERTY ACQUISITION
SANTA CLARA VALLEY HABITAT AGENCY 535 ALKIRE AVENUE, SUITE 100 MORGAN HILL, CA 95037		GOVERNMENT	3,432,526.	0.			SUPPORT FOR ROAD ECOLOGY STUDY AND THE ACQUISITION OF TILTON RANCH

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22.
Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance

Part IV **Supplemental Information.** Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

PART I, LINE 2:

POST MONITORS THE USE OF GRANTS AND OTHER ASSISTANCE THROUGH CLOSE
 COORDINATION WITH THE GRANTEE TO ENSURE FUNDS ARE UTILIZED FOR THE INTENDED
 PURPOSE AS AGREED UPON BETWEEN THE ORGANIZATIONS. IN SOME CASES, A GRANT
 AGREEMENT IS SIGNED BY BOTH PARTIES IN WHICH WE MAY REQUIRE THE GRANTEE TO
 SUBMIT UPDATES ON THE USE OF FUNDS BY SPECIFIC DATES. IF A THIRD PARTY IS
 INVOLVED AS THE GRANTOR, AND POST SERVES AS THE PASS-THROUGH ENTITY, WE
 WILL MANAGE AND BE HELD RESPONSIBLE FOR THE REPORTING REQUIREMENTS SET BY
 THE GRANTOR.

Part IV Supplemental Information

PART II, LINE 1, COLUMN (G):

NAME OF ORGANIZATION OR GOVERNMENT: CITY OF HALF MOON BAY

(G) DESCRIPTION OF NON-CASH ASSISTANCE: GIFT OF LAND THROUGH BARGAIN
SALE OF HIGHWAY 92 PROPERTY

**SCHEDULE J
(Form 990)**

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
 ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
 ▶ Attach to Form 990.
 ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization

PENINSULA OPEN SPACE TRUST

Employer identification number

94-2392007

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- | | |
|--|---|
| <input type="checkbox"/> First-class or charter travel | <input checked="" type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input checked="" type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (such as maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

3 Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- | | |
|---|---|
| <input checked="" type="checkbox"/> Compensation committee | <input checked="" type="checkbox"/> Written employment contract |
| <input checked="" type="checkbox"/> Independent compensation consultant | <input checked="" type="checkbox"/> Compensation survey or study |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- a** Receive a severance payment or change-of-control payment?
- b** Participate in or receive payment from a supplemental nonqualified retirement plan?
- c** Participate in or receive payment from an equity-based compensation arrangement?
- If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

- a** The organization?
- b** Any related organization?
- If "Yes" on line 5a or 5b, describe in Part III.

6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

- a** The organization?
- b** Any related organization?
- If "Yes" on line 6a or 6b, describe in Part III.

7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III

8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

	Yes	No
1b	X	
2	X	
4a		X
4b		X
4c		X
5a		X
5b		X
6a		X
6b		X
7		X
8		X
9		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2020

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) WALTER T. MOORE PRESIDENT	(i)	331,787.	0.	19,964.	18,872.	38,565.	409,188.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) MARK STEVENS TREASURER & CFO	(i)	255,979.	0.	713.	15,873.	30,847.	303,412.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) CURTIS RIFFLE VP LAND STEWARDSHIP	(i)	247,092.	0.	21,803.	15,107.	3,978.	287,980.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) MARTHA TEDESCO VP OF MARKETING	(i)	213,106.	0.	464.	13,834.	43,809.	271,213.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) DIANE CORDOVA CHIEF TALENT OFFICER	(i)	175,346.	0.	18,707.	11,725.	35,226.	241,004.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) GORDON CLARK VP OF DEVELOPMENT	(i)	182,183.	0.	19,608.	11,508.	24,964.	238,263.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) NOELLE CHAMBERS VP OF CONSERVATION (SINCE JULY 2020)	(i)	166,926.	0.	54.	10,905.	26,101.	203,986.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(8) JUSTIN ELIOT DIRECTOR OF FINANCE	(i)	181,111.	0.	108.	10,874.	100.	192,193.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(9) JEANINE CRIDER DIRECTOR OF PLANNED GIVING	(i)	151,308.	0.	97.	9,749.	18,365.	179,519.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(10) PATRICK MARSHALL SR. PROJECT & LEGAL AFFAIRS MANAGER	(i)	153,352.	0.	1,257.	5,659.	16,962.	177,230.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(11) JENNIFER KOEPCKE DIRECTOR OF INSTITUTIONAL ENGAGEMENT	(i)	148,188.	0.	248.	8,899.	7,427.	164,762.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

PART I, LINE 1A:

DIANE CORDOVA RESIDED IN A RESIDENCE, THROUGH APRIL 2020, THE USE OF WHICH HAS BEEN DONATED TO POST FOR THIS PURPOSE. THE IN-KIND VALUE OF HER HOUSING IS REPORTED AS TAXABLE INCOME. POST HAS A WELLNESS REIMBURSEMENT PROGRAM WHICH PROVIDES REIMBURSEMENT OF GYM MEMBERSHIPS. THESE REIMBURSEMENTS ARE TREATED AS TAXABLE INCOME.

**SCHEDULE M
(Form 990)**

Noncash Contributions

OMB No. 1545-0047

2020

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

- ▶ Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
- ▶ Attach to Form 990.
- ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization **PENINSULA OPEN SPACE TRUST** Employer identification number **94-2392007**

Part I Types of Property	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1 Art - Works of art				
2 Art - Historical treasures				
3 Art - Fractional interests				
4 Books and publications				
5 Clothing and household goods				
6 Cars and other vehicles				
7 Boats and planes				
8 Intellectual property				
9 Securities - Publicly traded	X	72	2,862,367.	AVG HI/LOW GIFT DATE
10 Securities - Closely held stock				
11 Securities - Partnership, LLC, or trust interests				
12 Securities - Miscellaneous				
13 Qualified conservation contribution - Historic structures				
14 Qualified conservation contribution - Other	X	2	130,000.	APPRAISAL
15 Real estate - Residential				
16 Real estate - Commercial				
17 Real estate - Other				
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ()				
26 Other ()				
27 Other ()				
28 Other ()				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement **29**

	Yes	No
30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least three years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period?		X
b If "Yes," describe the arrangement in Part II.		
31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	X	
32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?	X	
b If "Yes," describe in Part II.		
33 If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.		

Part II Supplemental Information. Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

SCHEDULE M, LINE 32B:

POST DIRECTS OUR INVESTMENT ADVISORS SAND HILL GLOBAL ADVISORS TO SELL ALL NONCASH CONTRIBUTIONS OF STOCKS OR SECURITIES UPON RECEIPT. ALL MARKETABLE SECURITIES WILL BE SOLD UPON RECEIPT UNLESS OTHERWISE DIRECTED BY POST'S FINANCIAL ADVISORS OR THE INVESTMENT COMMITTEE OF POST'S BOARD OF DIRECTORS.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2020

Open to Public
Inspection

Name of the organization

PENINSULA OPEN SPACE TRUST

Employer identification number

94-2392007

FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

**BENEFIT FROM THE CAREFUL BALANCE OF RURAL AND URBAN LANDSCAPES THAT
MAKE OUR REGION EXTRAORDINARY.**

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

- PROTECTED 182 ACRES TO BE ADDED TO MIDPENINSULA REGIONAL OPEN SPACE
DISTRICT'S EL SERENO OPEN SPACE PRESERVE.

- SUPPORTED THE SANTA CLARA VALLEY HABITAT AGENCY AND THE OPEN SPACE
AUTHORITY IN PROTECTING THE 1,861-ACRE TILTON RANCH.

- SUPPORTED SAVE THE REDWOODS LEAGUE IN PRESERVING THE 564-ACRE CASCADE
CREEK PROPERTY ADJACENT TO BIG BASIN REDWOODS AND ANO NUEVO STATE
PARKS.

- PRESERVED TWO ACRES ON THE SAN MATEO COAST THROUGH FEE TITLE AND
EASEMENT PURCHASE FOR FUTURE DEVELOPMENT OF THE CALIFORNIA COASTAL
TRAIL.

- TRANSFERRED LAND TO OUR PARTNERS FOR LONG-TERM CARE AND PUBLIC ACCESS
PLANNING:

PARTIAL INTEREST IN THE 600-ACRE SOUTH COWELL RANCH TRANSFERRED TO
MIDPENINSULA REGIONAL OPEN SPACE DISTRICT AS PART OF THE ONGOING EFFORT
TO ENHANCE THE EXISTING CONSERVATION EASEMENT AND PROVIDE FUTURE PUBLIC
ACCESS TO THE UPLAND PORTION.

- 21-ACRE PARCEL TRANSFERRED TO THE CITY OF HALF MOON BAY, WITH A
TRAIL EASEMENT RETAINED BY POST

- 182 ACRES TRANSFERRED TO MIDPENINSULA REGIONAL OPEN SPACE
DISTRICT AS AN ADDITION TO THE EL SERENO OPEN SPACE PRESERVE.

- THIS BRINGS THE TOTAL NUMBER OF ACRES PROTECTED THROUGH POST'S

Name of the organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
--	--

EFFORTS AND FINANCIAL SUPPORT TO 82,754.

- CONSERVATION AREA

FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS:

PROPERTY. POST STAFF AND VOLUNTEERS ACTIVELY MONITOR THE ACREAGE ON WHICH POST HOLDS EASEMENTS OR RESTRICTIONS. VOLUNTEERS ALSO ASSIST WITH STEWARDSHIP PROJECTS ON POST-OWNED LAND. IN TOTAL, DESPITE PERIODIC MANDATORY SHUT-DOWNS OF IN-PERSON GATHERINGS DUE TO CALTRANS AND COUNTY-REQUIRED COVID-19 SOCIAL DISTANCING REQUIREMENTS, POST LAND VOLUNTEERS STILL CONTRIBUTED AN IMPRESSIVE 712 HOURS OF WORK TIME IN 2020 MONITORING POST-OWNED LAND INCLUDING CONSERVATION EASEMENT MONITORING, PARTICIPATING IN HIGHWAY CLEAN-UPS, AND MAPPING AND TREATING INVASIVE PLANTS THAT DEGRADE NATURAL SYSTEMS THROUGHOUT OUR WORKING AREA.

THESE ARE SOME OF THE MOST IMPACTFUL PROJECTS WE IMPLEMENTED IN ORDER TO CARE FOR THE LANDS WE PROTECT:

FY21 PROJECTS

- SAN VICENTE REDWOODS AND FILICE RANCH:

- FIRE AND POST-FIRE RESPONSE

- CLEANED UP AND ABATED SOIL TOXINS FROM BURNED STRUCTURES

- POST-FIRE ROAD MAINTENANCE

- REPLACED BURNED WATER LINE FROM NATURAL SPRING TO WATER TANKS ON

FILICE RANCH

- HAZARD TREE REMOVAL IN UPPER SAN VICENTE CREEK WATERSHED

- INITIATED CONSTRUCTION OF 1.5 MILES OF SHADED FUEL BREAKS ON RIDGES

IN THE DEADMAN RESTORATION RESERVE

Name of the organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
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- BARN RESTORATION AT MA DA DIL
- RESTORATION OF 2 AGRICULTURAL BUILDINGS ON CLOVERDALE RANCH
- INITIATED THE COYOTE VALLEY ROAD ECOLOGY STUDY WITH PARTNERS PATHWAYS FOR WILDLIFE AND THE SANTA CLARA VALLEY HABITAT AGENCY. THIS STUDY WILL ASSESS WILDLIFE MOVEMENT BETWEEN PROTECTED AREAS IN NORTH COYOTE VALLEY AND PROVIDE RECOMMENDATIONS TO REDUCE WILDLIFE-VEHICLE COLLISIONS AND MAINTAIN OR ENHANCE HABITAT CONNECTIVITY.
- WITH SAN MATEO COUNTY PARKS, ADOPTED PREFERRED PARK DESIGNS FOR TUNITAS CREEK BEACH THROUGH 2 ROUNDS OF COMMUNITY ENGAGEMENT. RELEASED AN INITIAL STUDY/MITIGATED NEGATIVE DECLARATION TO SATISFY THE CALIFORNIA ENVIRONMENTAL QUALITY ACT.

FORM 990, PART III, LINE 4C, PROGRAM SERVICE ACCOMPLISHMENTS:

OUR CRM AND MARKETING AUTOMATION PLATFORMS TARGETED AT NON-DONOR COMMUNITY MEMBERS AND SOCIAL MEDIA. TWO SEASONAL DIGITAL CAMPAIGNS (JULY AND SEPTEMBER) GENERATED 298 GIFTS AND OVER \$50,000. AT CALENDAR YEAR END, WE IMPLEMENTED ANOTHER STRONG MULTI-PART MATCH CAMPAIGN THAT TOOK PLACE FROM GIVING TUESDAY (THE FIRST TUESDAY AFTER THANKSGIVING) UNTIL DECEMBER 31. THE RESULTS WERE TREMENDOUS DELIVERING OVER \$1,000,000 IN REVENUE AND OVER 4,275 DONORS. DONOR SUPPORT REMAINED VERY STRONG THROUGH FISCAL YEAR END, WITH POST ACHIEVING ANNUAL OPERATING FUND REVENUES AND DONOR COUNTS OF OVER \$6.6 MILLION AND OVER 10,000 RESPECTIVELY. AN ALL-TIME RECORD!

COMMUNITY MEMBERS AND DONORS CONTINUED TO STAY CONNECTED TO POST THROUGHOUT THE YEAR VIA OUR MONTHLY NEWSLETTERS AND OUTREACH EVENTS. WE CONTINUED OUR ONLINE EVENT PROGRAM AND EXECUTED THE ENTIRETY OF THE WALLACE STEGNER LECTURES ONLINE. WE MADE THE FIRST LECTURE WITH DOLORES

Name of the organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
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HUERTA AND LUIS VALDEZ A FREE EVENT, AND GENERATED THE LARGEST ATTENDANCE FOR A LECTURE IN POST'S HISTORY WITH OVER 3,000 REGISTRANTS. OVER 18,000 PEOPLE REGISTERED FOR OUR ONLINE AND IN PERSON EVENTS (WHICH WERE LIMITED), WITH OVER 10,000 PEOPLE ATTENDING OF WHICH 53% WERE NEW TO OUR LIST.

IN NOVEMBER, WE LAUNCHED A MULTI-FACETED CAMPAIGN TO RAISE AWARENESS FOR POST AND OUR WORK. CALLED THE FIND YOUR PLACE CAMPAIGN, THE PROGRAM WAS AIMED AT GROWING AWARENESS FOR THE ORGANIZATION, AND GENERATING LIST SIGN UPS. WHILE THE MEASURABLE IMPACTS WERE DISAPPOINTING OVERALL, WE DID SEE A 16% INCREASE IN AWARENESS AMONGST THE PRIMARY TARGETED AUDIENCE, AND A 4% INCREASE IN AWARENESS IN OUR SECONDARY TARGET AUDIENCE. AS OF 7/31/21, OUR FACEBOOK ADS REACHED A TOTAL OF 872,974 USERS WITH AN AVERAGE FREQUENCY OF 10.2. YOUTUBE ADS CONTRIBUTED AN ADDITIONAL 1,698,883 REACH WITH AN AVERAGE FREQUENCY OF 9.8, WHILE PRE-ROLL, CONNECTED TV, AND HULU ADS GAVE US AN ADDITIONAL ESTIMATED FREQUENCY OF 15-20 PER USER.

POST ALSO PRODUCED AND DELIVERED THREE ISSUES OF OUR LANDSCAPES MAGAZINE THIS YEAR AND ONE EDITION OF OUR ANNUAL IMPACT REPORT BOTH OF WHICH WERE DISTRIBUTED TO OVER 11,000 DONORS.

FORM 990, PART VI, SECTION B, LINE 11B:

EACH YEAR, PRIOR TO SUBMISSION, THE AUDIT COMMITTEE SHALL ENSURE THAT POST'S FORM 990 IS REVIEWED BY A MEMBER OF THE COMMITTEE OR A DESIGNEE OF THE COMMITTEE WITH APPROPRIATE QUALIFICATIONS. IN ADDITION, THE DRAFT SUBMISSION WILL BE MADE AVAILABLE TO THE BOARD PRIOR TO FILING.

FORM 990, PART VI, SECTION B, LINE 12C:

Name of the organization PENINSULA OPEN SPACE TRUST	Employer identification number 94-2392007
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WHEN JOINING THE ORGANIZATION, AND ON AN ANNUAL BASIS, BOARD MEMBERS, MEMBERS OF THE INVESTMENT AND AUDIT COMMITTEES, AND ALL STAFF FILL OUT A CONFLICT OF INTEREST STATEMENT. IF A CHANGE IN A PERSON'S MATERIAL INTEREST IN A MATTER THAT COULD AFFECT POST OCCURS, THAT PERSON MUST AMEND THE CONFLICT OF INTEREST STATEMENT. ALL DISCLOSURE STATEMENTS SHALL BE REVIEWED BY THE CHAIR OF THE BOARD GOVERNANCE COMMITTEE AND PRESIDENT.

FORM 990, PART VI, SECTION B, LINE 15:

THE BUDGET & COMP COMMITTEE SETS THE SALARY OF THE PRESIDENT AND REVIEWS AND APPROVE THE SALARIES OF THE EXECUTIVE TEAM MEMBERS. THE BUDGET & COMP COMMITTEE ALSO REVIEWS AND ESTABLISHES THE COMPENSATION PHILOSOPHY, COMPETITIVE POSITIONING, AND SALARY STRUCTURE FOR THE REST OF THE STAFF AND APPROVES ALL CHANGES TO BENEFITS POLICIES.

THE BUDGET AND BUDGET & COMP COMMITTEE IS CHARGED WITH RECOMMENDING TO THE BOARD OF DIRECTORS A COMPENSATION PACKAGE, INCLUDING BASE SALARY, BENEFITS, AND RETIREMENT CONTRIBUTIONS, FOR THE PRESIDENT AND CFO. WHEN CONSIDERING THE COMPENSATION PACKAGE, THE COMMITTEE REVIEWS COMPENSATION OF EXECUTIVES OF COMPARABLE NON-PROFIT ORGANIZATIONS LOCALLY AND THROUGHOUT THE UNITED STATES AS WELL AS MARKET DATA FROM OUR COMPENSATION CONSULTANTS AND VARIOUS COMPENSATION SURVEYS. THE BOARD OF DIRECTORS APPROVES THE RECOMMENDED COMPENSATION PACKAGE ON AN ANNUAL BASIS BEFORE THE START OF THE FISCAL YEAR OR BEFORE THE EFFECTIVE DATE OF ANY CHANGE IN COMPENSATION.

FORM 990, PART VI, LINE 17, LIST OF STATES RECEIVING COPY OF FORM 990:

CA, FL, GA, NM, NY, NC, OK, OR, TN, VA, MD, PA, CT, WI, IL, HI, CO, WA, MA, MI, MO, NJ

FORM 990, PART VI, SECTION C, LINE 19:

Name of the organization

PENINSULA OPEN SPACE TRUST

Employer identification number

94-2392007

THE ORGANIZATION MAKES GOVERNING DOCUMENTS AND THE CONFLICT OF INTEREST POLICY AVAILABLE TO THE PUBLIC UPON REQUEST. THE ORGANIZATION'S AUDITED FINANCIAL STATEMENTS AND FORM 990 ARE MADE AVAILABLE VIA THE ORGANIZATION'S WEBSITE EACH YEAR.

PART XII, LINE 2C

THE ORGANIZATION MAINTAINS AN AUDIT COMMITTEE WHOSE DUTIES AND RESPONSIBILITIES INCLUDE RECOMMENDING TO THE BOARD OF DIRECTORS THE RETENTION AND TERMINATION OF AN INDEPENDENT AUDITOR AND DETERMINING WHETHER TO ACCEPT THE AUDITOR'S ANNUAL AUDIT OF THE ORGANIZATION'S FINANCIAL STATEMENTS. NO CHANGE TO THE PROCESS OCCURRED FOR THE FYE 6/30/2021.

**SCHEDULE R
(Form 990)**

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

▶ Attach to Form 990.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization **PENINSULA OPEN SPACE TRUST** Employer identification number **94-2392007**

Part I Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
LAKE LUCERNE MUTUAL WATER COMPANY - 94-2689518, 222 HIGH STREET, PALO ALTO, CA 94301	DEVELOP, DISTRIBUTE, SUPPLY, AND DELIVER WATER FOR IRRIGATION USE ONLY	CALIFORNIA	501(C)(12)				X

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

	Yes	No
a Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity		X
b Gift, grant, or capital contribution to related organization(s)	X	
c Gift, grant, or capital contribution from related organization(s)		X
d Loans or loan guarantees to or for related organization(s)	X	
e Loans or loan guarantees by related organization(s)		X
f Dividends from related organization(s)		X
g Sale of assets to related organization(s)		X
h Purchase of assets from related organization(s)		X
i Exchange of assets with related organization(s)		X
j Lease of facilities, equipment, or other assets to related organization(s)		X
k Lease of facilities, equipment, or other assets from related organization(s)		X
l Performance of services or membership or fundraising solicitations for related organization(s)		X
m Performance of services or membership or fundraising solicitations by related organization(s)		X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)		X
o Sharing of paid employees with related organization(s)		X
p Reimbursement paid to related organization(s) for expenses		X
q Reimbursement paid by related organization(s) for expenses		X
r Other transfer of cash or property to related organization(s)		X
s Other transfer of cash or property from related organization(s)		X

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) LAKE LUCERNE MUTUAL WATER COMPANY	D	101,795.	FMV
(2)			
(3)			
(4)			
(5)			
(6)			

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

Multiple horizontal lines for supplemental information.

2020 DEPRECIATION AND AMORTIZATION REPORT

FORM 990 PAGE 10

990

Asset No.	Description	Date Acquired	Method	Life	Conv	Line No.	Unadjusted Cost Or Basis	Bus % Excl	Section 179 Expense	* Reduction In Basis	Basis For Depreciation	Beginning Accumulated Depreciation	Current Sec 179 Expense	Current Year Deduction	Ending Accumulated Depreciation
	BUILDINGS														
1	BUILDINGS	VARIOUS	SL	.000		16	5,443,822.				5,443,822.	1,217,777.		152,480.	1,370,257.
	* 990 PAGE 10 TOTAL BUILDINGS						5,443,822.				5,443,822.	1,217,777.		152,480.	1,370,257.
	MACHINERY & EQUIPMENT														
2	EQUIPMENT	VARIOUS	SL	.000		16	1,020,837.				1,020,837.	238,393.		74,879.	313,272.
	* 990 PAGE 10 TOTAL MACHINERY & EQUIPMENT						1,020,837.				1,020,837.	238,393.		74,879.	313,272.
	LAND														
3	LAND	VARIOUS	L				2,351,899.				2,351,899.			0.	
	* 990 PAGE 10 TOTAL LAND						2,351,899.				2,351,899.	0.		0.	0.
	* GRAND TOTAL 990 PAGE 10 DEPR						8,816,558.				8,816,558.	1,456,170.		227,359.	1,683,529.

