Partnering to save land seems like a straightforward concept. Like any collaboration, it’s about joining complementary resources in order to accomplish something that would otherwise be impossible, or far more difficult, to do alone. But there is an art to partnering. Musicians refer to it as “being in the groove,” when the music leads the players rather than the other way around. Business gurus call it “alignment,” when a team is coordinated, focused and deliberate. I call it the way we work.

When POST was created 33 years ago, it was conceived to work in partnership with a then five year old public agency called the Midpeninsula Regional Open Space District (MROSD). Today, POST works closely not only with MROSD, but also with national, state and county parks systems and other public agencies to create strong, effective partnerships on behalf of our local natural lands.

Benefitting the Public

In 2010, POST transferred nearly 2,000 acres, once under threat of development, into the public realm. Among the highlights were the transfer of 966-acre Rancho San Vicente and 408-acre Clark Canyon Ranch to Santa Clara County Parks, and 340-acre Lobitos Ridge to MROSD. Each of these projects represented a chance to connect with other nearby open space to protect plant and animal habitat, open new areas for recreation, keep our ecosystems healthy and diverse, and our air and water clean.

While major land acquisitions may grab headlines, this behind-the-scenes partnering is central to accomplishing our mission. And in these challenging economic times, it’s more important than ever to make these lands affordable for public agencies to buy so everyone can enjoy them. That’s why this year POST chose to support Proposition 21, a measure to provide reliable and adequate funding for state parks and wildlife conservation. Since Prop. 21 did not pass, it will be essential for us to continue to work longer and harder to achieve state park funding. Despite these hurdles, we expect to celebrate our partnership with California State Parks and the long-awaited inclusion of Little Basin into Big Basin Redwoods State Park by the end of the year.

Standing Shoulder to Shoulder

It’s easy to think of public agencies as big, slow-moving bureaucracies, but in my experience they are filled with people who, like us, want the best for nature and the public. This spring I stood shoulder to shoulder with Frank Dean, Superintendent of the Golden Gate National Recreation Area (GGNRA), a unit of the National Park Service, at our first-ever joint public tour of Rancho Corral de Tierra. It was a rare feat since Frank is more than 6 feet tall while I am just 5-foot-3-inches. But we managed it by standing gingerly atop a tree snag on this stunning 4,262-acre Coastside property north of Half Moon Bay. While the scene was a little comic, our “stump speech” was earnest: protecting one of the largest pieces of undeveloped land near a major metropolis takes many years and cannot be done alone.

Thanks to this effective partnership, we are nearing our goal of including Rancho Corral de Tierra within the National Park Service’s system of treasured lands.

Whether you are partnering to create a beautiful melody, or to preserve a wild landscape, the art of partnering requires trust — in a shared vision, in yourself, and in knowing you will be around tomorrow to see each other through. Your continued support gives POST that staying power, and has been the backbone of our success as a partner, and as a land trust. Thank you.

Audrey C. Rust
POST President
A MESSAGE FROM THE BOARD CHAIR

A Team Effort

This year POST demonstrated its strength as a strong team player in the field of land conservation. Working closely with our public agency partners, POST succeeded in transferring almost 2,000 acres into permanent protection, which will result in the creation of fantastic new recreation areas while safeguarding critical habitat and natural resources. POST demonstrated the give-and-take of good teamwork by acting quickly to preserve a critical watershed on the shoulders of the Sierra Azul Open Space Preserve, and in turn, received funding from both federal and local agencies to carry out critical stewardship activities on POST-protected land.

As in the venture capital world, where I’ve worked for more than 20 years, POST has reaped the benefits of partnerships that allow different contributors with different strengths to work together towards a common goal. Of course, monetary support is critical to the success of any organization, and we pay tribute to all of you who are listed in our annual donor roll included in this issue of Landscapes. I deeply appreciate your donations to POST’s land-saving mission during a year of continued economic uncertainty.

I also wish to thank my fellow Board members for their work this year. In particular, I want to extend my gratitude to Bob Kirkwood, Karie Thomson and Charlene Kabcenell, whose Board terms end this year [see story on pp 42-43]. Their 32 combined years of service is both a testament to their generosity and to their trust in POST as an agent of positive change. This year POST also welcomed new Board member Diane B. Greene, a veteran entrepreneur who shares our passion for preserving open space lands.

I invite you to review POST’s major projects of the past fiscal year in the following pages, and hope you share my feelings of pride and accomplishment in what we have been able to achieve together.

Thank you!

Mark A. Wan
Rancho San Vicente

PUBLIC AGENCY PARTNER: SANTA CLARA COUNTY PARKS AND RECREATION DEPARTMENT

Less than a mile from the tightly packed housing developments at the edge of Almaden Valley is a former Spanish land grant where cattle still graze. In 2009 POST joined forces with the Santa Clara County Parks and Recreation Department to preserve 966-acre Rancho San Vicente in south San Jose. POST purchased the land from private developers in June 2009 for $16 million and, in October 2009, sold the land for the same amount to County Parks.

Rancho San Vicente links Almaden Quicksilver and Calero County parks, connecting more than 31,000 acres of surrounding open space and parkland. Protection of the land helps connect much-needed habitat for migrating wildlife, preserves rare serpentine soils for threatened and endangered plants, and will eventually provide easy access for world-class outdoor recreation to residents of south San Jose and beyond.

Clark Canyon Ranch

PUBLIC AGENCY PARTNER: SANTA CLARA COUNTY PARKS AND RECREATION DEPARTMENT

A little corner of Gilroy cherished by former owners Burt and Veda Clark for more than 60 years is now protected public land thanks again to a partnership with Santa Clara County Parks. POST purchased 408-acre Clark Canyon Ranch from the Clarks’ heirs for $2.9 million in April 2008 and sold the land to the county for the same amount in November 2009. Blessed with a range of habitats and abundant water sources, including natural springs and a waterfall, the ranch has been a haven for native wildlife, including threatened steelhead trout. The sale from POST to the county increases the chance that a trail can connect Clark Canyon Ranch with neighboring Mount Madonna County Park.
After nine years and countless hours of work by POST and its partner agencies, Rancho Corral de Tierra, a 4,262-acre property near Montara, is on the cusp of becoming national parkland. In November 2009, Congress approved $5 million for the protection of Rancho Corral to bring the total set aside for the transfer of the property to the National Park Service for inclusion in the Golden Gate National Recreation Area to almost $11 million. Congress is expected to approve the final $4 million before the transfer is finalized.

POST acquired Rancho Corral for $29.75 million in 2001 as part of its Saving the Endangered Coast campaign. Other key partners include the Wildlife Conservation Board and the California Coastal Conservancy, who together contributed nearly $14 million to help POST complete the purchase. POST is slated to transfer the land within the year through a bargain sale at approximately half the original purchase price. As national parkland, Rancho Corral will help connect the Bay Area Ridge Trail with the California Coastal Trail, protect critical watersheds and rare plants and animals, and preserve dramatic coastal scenery.

PUBLIC AGENCY PARTNERS: NATIONAL PARK SERVICE, WILDLIFE CONSERVATION BOARD, CALIFORNIA COASTAL CONSERVANCY

To reduce the threat of fire near the boundary between Rancho Corral de Tierra and the Coral Reef neighborhood of El Granada, POST collaborated with CalFire, Cabrillo Unified School District and the San Mateo County Resource Conservation District to remove eucalyptus trees and debris and encourage native vegetation.
The vision of a major new hiking trail came one step closer to reality in March 2010 following POST’s sale of 340-acre Lobitos Ridge to the Midpeninsula Regional Open Space District for $3 million. While a trail route through this property south of Half Moon Bay will be years in the making, the transfer puts in place a significant puzzle piece linking Skyline Ridge to the California Coastal Trail.

At less than a tenth of an acre, you wouldn’t think there’s much to say about the tiny parcel POST purchased in November 2009. The land, located just north of Half Moon Bay near the California Coastal Trail and transferred to San Mateo County Parks in 2010, will provide an essential trail support feature: a bathroom! POST’s president penned this poem in celebration of this small but all-important acquisition:

Oh, soon at Mirada Surf
When urgent nature calls
There, right on the turf,
I’ll find the proper stalls
Soft paper with a perfect perf’ —
Ah, relief within those new-found walls.

— Audrey C. Rust
Protecting an important watershed was the incentive for POST to purchase 153 acres on the flanks of the Sierra Azul Open Space Preserve in March 2010. Headwaters to local streams gather on the slopes of the new parcel, which will likely be added to the larger preserve. Protection of these headwaters has been a priority for POST and one of its key partner organizations, the Midpeninsula Regional Open Space District. This property contains excellent wildlife habitat and the potential for numerous recreational activities.

In February 2010, POST added another slice to Pie Ranch, a non-profit organization engaged in sustainable agriculture and education, by loaning it the money to purchase the adjacent 13-acre Green Oaks Ranch. The owners of Pie Ranch are currently raising funds to cover the loan. Green Oaks Ranch, on Highway 1 in Pescadero, was originally part of the Isaac Steele Ranch, which dates to the early 1860s. The ranch house is listed on the National Register of Historic Places.
Wetlands are a vanishing resource in California. Only 10 percent of the state’s marshes remain. In December 2009, with only three days before close of escrow, the Land Trust of Santa Cruz County (LTSCC) received word that the state bond funds they were counting on to purchase 95 acres of land in Watsonville Sloughs would be frozen until further notice. Through a partnership with LTSCC and partial funding from The Nature Conservancy, POST provided temporary bridge funding of $3.1 million. In September 2010, with state bond funding back in place, POST was able to transfer the land to LTSCC at cost.

PARTNERS: LAND TRUST OF SANTA CRUZ COUNTY AND THE NATURE CONSERVANCY

Taking care of POST’s 5,777-acre Cloverdale property is a big job. This year, using $55,000 in federal stimulus funds granted by the U.S. Fish and Wildlife Service at the end of 2009, POST repaired two small ponds on the land, improving habitat for threatened California red-legged frogs and endangered San Francisco garter snakes.

Money from the same grant, plus funds from the San Mateo County Agricultural Commissioner’s office, helped POST continue removing non-native, invasive species such as pampas grass, jubata grass and Hypericum. After spearheading a partnership among concerned agencies, POST succeeded in petitioning the California Department of Food and Agriculture to upgrade Hypericum’s threat rating so that steps can be taken to eliminate this noxious weed from our local landscapes.
When I was honored to be chosen as General Superintendent of Golden Gate National Recreation Area this fall, I felt as if I were returning home after a long journey.

My National Park Service career began in 1974 on Alcatraz Island, part of Golden Gate. In those days, our land management responsibilities extended no farther south than Fort Funston in San Francisco.

As I moved from the Bay Area to follow a career path to Yosemite National Park, Point Reyes National Seashore, Saratoga National Historical Park, and Washington, D.C., Golden Gate continued to add new land on the coastside of the San Francisco Peninsula. When I returned as Acting Superintendent following the death of the legendary Brian O’Neill in 2009, the park was hard at work with POST finalizing the details of the transfer of what is one of the most significant new acquisitions in the park in the past three decades — the remarkable Rancho Corral de Tierra.

Rancho Corral de Tierra is extraordinary in so many ways. The 4,262-acre parcel — of which we will manage around 3,850 acres — represents one of the largest intact historic ranchos on the San Francisco Peninsula. It contains examples of virtually every ecosystem that defines the San Mateo County coast — from the rich alluvial farmlands along Highway 1 to the ridge top. It includes coastal mountain peaks; coastal scrub and chaparral habitats; numerous rare, endangered and threatened plant and animal species; and the headwaters of four major watersheds.

A thriving farm is located at Rancho Corral de Tierra, as are several horse stable operations. These are a reminder of the rich agricultural and ranching traditions of the San Mateo Coast that date back more than 200 years.

Soon, our park will assume management of Rancho Corral de Tierra and add this property to the incomparable public open space of the Bay Area. Along with our partner agencies at the state, county and regional levels, we are proud to manage these lands for the benefit of this and future generations.

Since I returned to the park where my career began, I have often found myself saying a quiet “thank you” to the people and organizations that have left a legacy of open space here in the Bay Area — a legacy that is unsurpassed anywhere in the world.

Over the years, POST has protected properties that enhance the quality of life for millions of people in our region. Our gratitude to POST for their dedicated work is profound and sincere. Looking around the Bay Area at what POST has accomplished, I can only smile and say, “It just gets better and better!”

It’s great to be home.
## Financial Summary

### STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2010

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TOTAL ASSETS $231,823,469

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TOTAL LIABILITIES $4,492,519

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TOTAL NET ASSETS $227,330,950

TOTAL LIABILITIES AND NET ASSETS $231,823,469
The mission of Peninsula Open Space Trust (POST) is to give permanent protection to the beauty, character and diversity of the San Francisco Peninsula and Santa Cruz Mountain range. POST encourages the use of these lands for natural resource protection, wildlife habitat, public recreation and agriculture for people here now and for future generations.
As 2010 draws to a close, we bid farewell to three members of POST’s Board whose dedication and loyalty have served the organization for more than three decades: Karie Thomson, Robert C. Kirkwood and Charlene C. Kabcenell. Although their contributions will be sorely missed, POST will welcome several new faces to its Board in the new year.

Membership on POST’s Board of Directors is both a privilege and, well, a job! Board members attend monthly meetings where they are asked to evaluate and decide upon every land acquisition. All of our members share a passion for land conservation, and while Board terms last for three years, many members choose to serve up to four terms knowing how important board continuity is to the organization.

Karie Thomson

Karie has served on POST’s Board since 1996. She served as Chair from 2006 to 2009 and also chaired the Saving the Endangered Coast campaign, which raised more than $200 million dollars to protect 20,000 acres along the San Mateo Coast. She was also actively involved on POST’s Nominating and Governance Committee and the Stewardship Committee. Karie is a member of the board of directors of the Kinship Foundation, a family foundation based in Chicago, and the Kinship Conservation Fellows program in environmental leadership. Originally from Chicago, Thomson earned a bachelor’s degree in French and art history from Tufts University. She moved to Woodside with her husband and three sons in 1985.

Says POST President Audrey Rust, “It was Karie’s leadership of the coastal campaign that helped pulled our community together behind an urgent cause. The impact of her leadership on the Board will be felt for years to come.”

“It’s been a true privilege to serve on POST’s Board for the past 14 years,” Karie said. “I love the permanence of POST’s work and being involved with something my kids, grandkids and great-grandkids can visit, enjoy and appreciate.”

Robert C. Kirkwood

With deep roots in the Peninsula, Bob Kirkwood has brought his intimate knowledge of the region to his work on POST’s Board. In addition to 12 years of service, he has served as the Chair of POST’s Stewardship Committee.

“Bob understands what it takes to conserve land for the long haul,” Rust said. “His unwavering commitment to land stewardship has served as a guiding force for POST Board and staff.”

“Because I’m a land person at heart,” says Bob, “getting out on the different types of land POST saves has been huge for me. I will miss the camaraderie of the Board and staff, and look forward to watching and supporting POST’s future successes.”

Bob is a retired director of government and education affairs at Hewlett-Packard Company, and a former attorney with a specialty in land use. He is on the boards of the Sierra Nevada Conservancy and the California Advisory Committee for the Trust for Public Land. Bob also serves as president of the Bella Vista Foundation, which has supported POST stewardship activities on its Cloverdale Coastal Ranches. He is married to Edie Dorosin Kirkwood and lives in Palo Alto. They have six children and 11 grandchildren between them.
Members

Charlene C. Kabcenell

It seems fitting that Charlene, a POST Board member for the past six years, lives with her husband, Derry, at the base of POST’s first major accomplishment, Windy Hill in Portola Valley.

“Born and raised in Hawaii, Charlene’s concern for the health and diversity of the ocean and our coastal lands has been an inspiration to the rest of us,” POST President Audrey Rust said. A resident of the Peninsula for more than 25 years, Charlene moved to California after graduating from MIT with a bachelor’s degree in computer science and engineering. A retired vice president of Oracle Corporation, she also serves on the boards of Nature Conservancy of California and Audubon California. She is active with the Silicon Valley Community Foundation’s donor advisory council and the Silicon Valley Social Venture (SV2) Fund.

“I leave not only with a better understanding of the many challenges of protecting and preserving open space, but with a tremendous appreciation for the knowledge, patience and perseverance required for effective land stewardship,” she said.

POST Welcomes Two New Staff Members

Heather Kantor, CFO

“If we had sat down and invented a resume for the ideal CFO for POST, we couldn’t have done better than Heather,” says POST President Audrey Rust. With the stars aligned, Heather joined the POST team this summer when Karen Douglas, POST’s CFO for the past 10 years, retired at the end of August.

With a masters in science and experiential education, Heather began her career working in non-profits as a naturalist and educator in state parks and environmental education centers. She would go on to earn her MBA from Simmons College in Boston and join the corporate ranks, first at Coopers and Lybrand (now PricewaterhouseCoopers), where she earned her CPA, and later at GAP, Inc., where she worked as vice president of supply chain finance.

“I feel like this opportunity with POST is serendipitous,” says Heather. “As an avid hiker and lover of the Peninsula’s open space lands, I was aware of POST. Then one day, I looked on POST’s website and saw the job opening. As soon as I met with Audrey and the rest of her team, I could tell this is a place with great people who bring out the best in each other.”

Mark Dawson, Director, Capital Gifts

Mark joins POST in the newly created staff position of Director, Capital Gifts. Says POST Vice President of Advancement Anne Trela, “Mark comes to us with 20 years of experience in philanthropy, most recently as director of international program development at the RAND Corporation. Land protection requires large amounts of capital, and Mark’s depth of experience will bring a new focus to our ability to raise gifts to move our mission forward.” Mark also served as executive director of the Visual Arts Foundation in New York City and held fundraising positions with the International Rescue Committee and the national office of Planned Parenthood Federation.

“Protecting the environment is one of my passions,” Mark says. “I find the process of building relationships with donors deeply gratifying, and to pair that with a cause I care so much about is a fantastic opportunity.”
Fall Walks & Talks

Donors Enjoy an Inside Look at POST-protected Properties

Little Basin  October 2

Little Basin, once a private corporate retreat for Hewlett-Packard employees and now owned by POST and Sempervirens Fund, is due to be included in Big Basin Redwoods State Park by year’s end. Participants on this all-donor Walk and Talk chose one of three hiking routes, all of which give an introduction to the features of this stunning redwood retreat in the Santa Cruz Mountains.

(above) POST donors make their way across a stream on Eagle Rock Trail.

Mountain Meadow  October 9

Thanks to POST, most of the former Phleger Estate in Woodside is now part of the Golden Gate National Recreation Area. Mountain Meadow remains in private hands, but is protected by a POST-held conservation easement. POST donors who give $500 or more annually celebrated the season by picking apples in the private estate’s orchard.

(left) Bruce Noble reaches for the rosiest apples. (l to r) Betsy Wooten, Martha Girdlestone and Marilyn Spiegl used long-handled poles to pick fruit at Mountain Meadow.
Palo Alto Chamber of Commerce Honors POST President

On November 17, POST President Audrey Rust was honored by the Palo Alto Chamber of Commerce with the 2010 ATHENA Award. Now in its 24th year, the award celebrates women who demonstrate excellence and creativity in business, contribute to the quality of life in their communities, and help other women realize their leadership potential.

“Audrey Rust’s achievements in more than two decades as president of Peninsula Open Space Trust are as magnificent as the natural spaces she has worked so hard to preserve,” said Congresswoman Anna Eshoo in a letter supporting Rust’s nomination. “These lands have become parts of the National Parks System, the National Wildlife Refuge System, California State Parks, county and city parks, regional open space preserves and private farmland.”

Under Rust’s leadership since 1987, POST has worked successfully in partnership with public agencies, other land trusts and private landowners to bring permanent protection to open space land that now totals 63,000 acres in San Mateo, Santa Clara and Santa Cruz counties.

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Palo Alto Chamber of Commerce Honors
POST President

A Little Goes A Long Way

Monthly giving is an easy and effective way to support POST throughout the year. Our monthly donors provide us with the dependable funding we need to continue our work and stay prepared for future opportunities.

There are many advantages to becoming a monthly donor to POST:

- **Convenient**: You never have to write a check or remember to make a donation. Instead, we automatically charge your credit or debit card each month.
- **Efficient**: Automatic monthly contributions help reduce our administrative costs, thereby increasing the impact of your gift.
- **Flexible**: You can adjust your donation amount or cancel at any time.
- **Easy**: Enroll online at www.openspacetrust.org or contact Annual Giving Manager Katie Morris at (650) 854-7696 x315 or kmorris@openspacetrust.org.

Become a monthly donor today!

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Be our friend on Facebook!

Sign up at www.facebook.com/POSTfans
The Wild Trees
The Future of the Redwood Forest

In his book The Wild Trees, investigative journalist and gifted storyteller Richard Preston lifts us into the high canopy of the world’s tallest trees, the coast redwoods. His slide presentation introduces scientists Steve Sillett and Marie Antoine, who found an unexplored, hauntingly beautiful new world 35 stories above the ground in northern California’s old-growth forests. Preston learned to climb to capture the story of these splendid trees and the people committed to preserving them. His previous books include The Hot Zone, The Cobra Event and The Demon in the Freezer.

Sponsors: Noble and Lorraine Hancock

2011 Wallace Stegner
Mountain View Center for the Performing Arts (MVCPA)
Series Sponsor: Jean Lane, in memory of Bill Lane

Annie Leonard
Tuesday, February 15, 8 p.m.

The Story of Stuff
Our Obsession with Things

Americans have accumulated ever more and better stuff. As environmental activist Annie Leonard explains, all the “stuff” is taking an enormous toll on our health, our happiness, our desire for global justice and our shared natural world. Where does all this “stuff” come from and where does it go when we throw it away? In a humorous, provocative, engaging presentation, Ms. Leonard exposes the hidden costs of our consumer-driven culture. Her talk is enlivened with a 20-minute film entitled The Story of Stuff.

Sponsor: To be announced.

Richard Preston
Monday, April 4, 8 p.m.

Subscriptions:
Stegner Circle – $325  Patrons – $175  Friends – $75
Stegner Circle and Patrons subscriptions include preferred seating. All subscriptions include a tax-deductible contribution to POST.

To Subscribe:
Call: Ann Duwe at (650) 854-7696 x316
Email: aduwe@openspacetrust.org
Visit: www.openspacetrust.org/lectures
Running Dry
From Source to Sea Down the Colorado River

Celebrated mountain man and National Geographic explorer Jonathan Waterman talks about his experience following the Colorado River from its Rocky Mountain sources to a dry mudflat just across the Mexican border. Illustrated with stunning photographs, his talk brings home the message that water, our most essential resource, will slip away unless we become better stewards. He has written nine books, including Arctic Crossing, Kayaking the Vermilion Sea and In the Shadow of Denali.

Sponsor: Sand Hill Global Advisors

Single Tickets: $22
Call: MVCPA at (650) 903-6000
Visit: www.mvcpa.com

Courtesy Jonathan Waterman

Jonathan Waterman
Monday, May 2, 8 p.m.
As the year draws to a close, our work to protect the magnificent landscapes of our region continues. We are deeply grateful for your past generosity, and hope that we can count on your ongoing commitment. Help us safeguard the local, natural lands we all treasure.

Please renew your support of POST today.

To make a gift:

✱ Use the enclosed envelope.
✱ Call us at (650) 854-7696.
✱ Visit www.openspacetrust.org/donate.