

ANNUAL REPORT 2007



“ONE OF THE BEST RUN PROGRAMS
I HAVE SEEN AND I HAVE ATTENDED
MANY OF THESE PROGRAMS.”
— *Teacher, The Rivers School*



“...to use my land for camping and other outdoor activities, and to do so with a feeling that it belongs to all...” Robert Sever Hale



HALE MATTERS

Hale Reservation
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www.HaleReservation.org

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WRITING THIS COLUMN for the 2007 Annual Report is incredibly exciting. We have completed one of the most successful years in Hale Reservation's history. Not only have our programs again experienced great success, but our fundraising efforts have resulted in unparalleled growth, facility improvements, and protection of natural resources. Primarily the success is due to the capital campaign we began at the beginning of the year.

In November of 2006, the Board of Directors voted to begin a capital campaign to address much needed improvements in the facilities that surround the Trading Post area. The campaign, with a \$2,000,000 goal, was launched in earnest in early 2007. At the end of the year, over \$1,300,000 had been donated or pledged. We are very grateful to those who have given to this effort. In addition, many of these donors have continued to support Hale's operations with additional gifts to our Friends of Hale campaign.

General donations to the 2007 annual appeal were most encouraging. There were more donors than ever before and subsequently our operational support continued to grow. Again, we are most grateful to all the donors who help Hale succeed.

All gifts to Hale are invaluable and allow us to continue offering multiple programs while honoring our commitment to maintaining open space for public use. The programs, such as Membership Beach which sold out again in 2007, are thriving. During the non-camp season we had over 18,000 "visits" for our education programs; our summer camps, with an enhanced environmental education program, were also very successful.

Although we have had much success both in fundraising and programming, we still have a lot of work ahead of us. Hale's aging facilities and some new regulatory developments indicate a growing need for more support. In addition, in 2007 the United Way changed priorities and decided that Hale's proximity and primarily seasonal nature no longer fit their funding criteria. In 2008, Hale lost over \$50,000 of operational support that previously came from the United Way.

Finally, Maureen Bleday takes over as the President of the Board of Directors this spring and there is sure to be no lost time in transition. Her in depth knowledge of Hale, skill at working with others, and firm belief in our mission are sure to guide Hale's work for the next few years.

Thank you for your past and future support. We look forward to seeing you at Hale.

Best regards,

Jack Wiggin
President

Eric Arnold
Executive Director



“THE NATURE WALKS AND EXPLORING THE ENVIRONMENT WERE GREAT BUT I MUST SAY THAT THE TEAM BUILDING ACTIVITIES ARE WHAT TOUCHED OUR GROUP THE MOST.”

— Program Supervisor,
the Nazzaro Recreation Center



PROGRAMS, PARTNERS & VOLUNTEERS

SUMMER CAMP

As one of the largest day camp programs in the country, Hale is at no loss for remarkable summer activities. Over 4,400 children attended summer programs in 2007 and they came from over 70 different communities in Greater Boston. Almost 1,700 of these children received some form of financial aid. Hale “partners” with nine other camp organizations and hosts its own “Hale Adventures” day program for other agencies. Our partners come from urban communities such as Dorchester and Roxbury as well as suburban communities such as Waltham and Needham. Our partners are:

- Bird Street Community Center, Dorchester
- Charles River YMCA, Needham
- Cooper Community Center, Roxbury
- Jewish Community Centers, Newton
- Newton Community Service Centers, Newton
- South Shore Day Care Services, East Weymouth
- Waltham Boys and Girls Club, Waltham
- Watertown Boys and Girls Club, Watertown
- Youth Care, Charlestown

FAMILY AND COMMUNITY PROGRAMS

Hale’s “Membership Beach” is a unique family program for over 400 families. At Membership Beach, children enjoy activities such as swimming, boating, arts and crafts and environmental education. Families participate in overnight campouts, campfires and many special events. Throughout the year, Hale offers many other programs such as the Adult and Family Walking Clubs.

EDUCATION AND OUTINGS

This year, over 3,200 children participated in programs at Hale as a part of a fall, winter or spring activity. Many of the visitors were students. Hale collaborates with schools and education groups to create experiential outdoor opportunities for learning. These programs often include environmental science and ropes course/teambuilding activities.

PUBLIC ACCESS

Although privately owned, Hale Reservation has opened its doors to the public for over 50 years. This policy has provided the local community with an 1,100 acre recreation area for hiking, walking, mountain biking, cross-country skiing or simply enjoying the peacefulness of some quiet time in the woods.

PARTNERS

Conducting the broad scope of programming at Hale Reservation requires partners beyond our Agency Camps. Hale collaborated with the following organizations to enhance programs:

- Associated Grantmakers Summer Fund
- Fox Hill Garden Club
- Outdoor Explorations
- Trustees of Reservations
- Dedham Medical Associates

VOLUNTEERS

Hale Reservation thrives due to the support of volunteers. From the individuals who help with special events to the companies who encourage employees to work on community service projects, volunteers are important to Hale. Special thanks to all of them. In 2007, some of our volunteers included:

- NStar
- Boy Scouts of America
- Eagle Scout Candidates – Matt Fay, Aaron Derderian
- United Way of Mass Bay
- Spectra Energy
- Boston University’s Center for Digital Imaging Arts (film, photograph and website departments)
- Pollard Middle School, Needham
- Harvard Business School
- Temple Beth David
- John Meleo
- Relco Electric
- Fox Hill Garden Club
- The Trail Crew (Nancy Jones, Bob Newman, Bob Phillips, Ritchie Shea, Arthur Ciriello, Jack Maxwell and others)
- Studio IZ (Ed Izbickas)
- Springer Family
- Cucchiara Family
- Marge Huse
- Westwood High School TEC Program Volunteers
- Westwood High School Athletic Teams
- Kidz 2 Camp Triathlon Committee

“I ENJOY WATCHING MY CHILDREN HAVE SO MUCH FUN WITH A VARIETY OF CHILDREN AND THE FREEFORM PLAY THAT HAPPENS NATURALLY AT HALE (BUILDING IN THE SAND, PICK UP GAMES OF VOLLEYBALL AND SOCCER).”

— Membership Parent





HALE RESERVATION, INC. — FINANCIAL GLANCE OPERATIONS

INCOME SUMMARY	2004	2005	2006	2007
MEMBERSHIP	\$ 296,357	\$ 291,680	\$ 368,562	\$ 372,575
HALE DAY CAMP	\$ 342,668	\$ 367,376	\$ 431,780	\$ 401,448
AGENCY CAMPS	\$ 282,818	\$ 308,076	\$ 363,856	\$ 362,740
OUTINGS & RENTALS	\$ 18,704	\$ 21,604	\$ 28,566	\$ 18,048
EDUCATION PROGRAMS	\$ 73,036	\$ 81,827	\$ 109,552	\$ 128,577
GENERAL OPERATING GIFTS	\$ 180,457	\$ 287,794	\$ 259,898	\$ 192,423
UNITED WAY	\$ 55,684	\$ 55,147	\$ 47,576	\$ 53,609
MISCELLANEOUS . INCOME	\$ 3,397	\$ 5,555	\$ 3,893	\$ 468
TOTAL	\$1,253,121	\$1,419,059	\$1,613,683	\$1,529,888

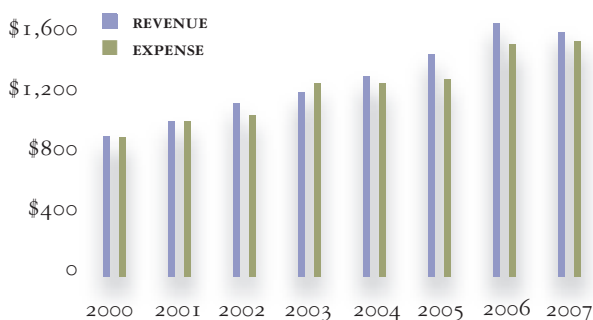
FINANCIAL SUMMARY 2007

IN 2007, HALE RESERVATION successfully balanced its budget. This continues a multi-year trend of successful operational management insuring that Hale Reservation is fiscally stable. Although the trend is positive, there was no discernable excess to help fund deferred maintenance (depreciation) and other program development. The Capital Campaign (see other page) experienced fantastic success and did, in a small way, detract from ongoing operational support from donors.

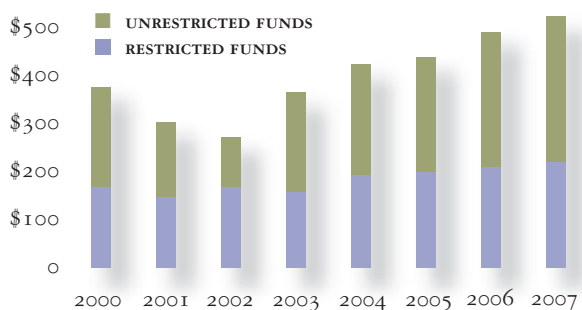
Hale Reservation's challenge to annually generate revenues to fund depreciation continues to be a primary concern for the Board of Directors and the staff. At the same time, the Capital Campaign success will begin to make improvements in facilities that have long needed some repair.

Hale Reservation is a 501(c)(3) non-profit organization which thrives thanks to gifts and support from individuals, corporations and foundations. In addition to donations, programs strive to perpetuate themselves by generating funds intended to cover operational costs. Based on our mission, we continue to offer programs that are low cost and available to children and families throughout Greater Boston. The property at Hale is currently unrestricted and represents the primary asset for the organization. Hale receives no funding from state or town sources and is not a part of other local land trust organizations.

OPERATING REVENUE/EXPENSE (IN THOUSANDS)



INVESTMENTS (IN THOUSANDS)



INVESTMENTS — RESERVE FUNDS

Hale Reservation's investments fall into two categories; "Restricted Funds" and "Unrestricted Funds." The Restricted Funds annually contribute a small percentage of earned interest to support financial aid for programs at Hale. The Unrestricted Funds represent the reserves available for emergencies or to be used as determined by the Board of Directors. Thanks to the current Capital Campaign, Hale will begin to have an endowment fund in 2008.

FACILITY & PROGRAM IMPROVEMENTS

In 2007, Hale made some physical plant improvements and enhanced programs. Everything on the following list was completed thanks to prior year excess funds or ongoing operational support from donors.

- Installed new Aeration System for Noanet & Powissett Ponds
- Built a playground designed for younger children at Membership Beach
- Replaced bathroom fixtures, cabinets and floor tiles in office bathroom
- Began property wide recycling program
- Blazed all trails, installed signage throughout property and produced new map
- Re-graded and re-surfaced access road at Membership Beach
- Purchased new equipment for Hale Day Camp

“BEFORE CAMP STARTED WE COULDN’T EVEN GET OUR SON TO WET HIS HAIR DURING SWIMMING, NEVER MIND PUTTING HIS FACE IN WATER...NOW, SINCE BEING AT CAMP HE’S JUMPING AND DIVING INTO THE DEEP END!”

— YouthCare Parent



TRADING POST VILLAGE A CAPITAL CAMPAIGN AT HALE RESERVATION

IN 2007, HALE RESERVATION launched its first Capital Campaign in modern history with a goal of raising \$2,000,000. Based on the outlines and goals from the Master Plan created by the Board of Directors in 2006, the first area of concentration focused on the Trading Post and sites surrounding that central hub. The plan will impact camps run by Cooper Community Center from Roxbury, Bird Street Community Center from Dorchester and YouthCare, a program of Mass General Hospital that services children with Asperger’s Syndrome.

The physical plant improvements of the plan include wildlife viewing sites, a weather station, an access road to a campsite, a picnic area near the water and improved parking lots. In addition, the new Trading Post will house another on-site staff member and serve as a center for year-round programs. Two new bathroom facilities will also be installed; one only for camp use and another to be available year-round to visitors. Beyond the physical plant improvements, the campaign will set aside \$300,000 toward the endowment.

At the time this Annual Report was completed, we are thrilled to have raised \$1,554,773 and that all members of the Board of Directors have pledged their support. We cannot thank our donors enough for their generosity and commitment to our mission and our plans to improve Hale Reservation. Everyone at Hale, including the children who will benefit, sincerely appreciate the support so many have provided.



\$500,000+
Yawkey Foundation

\$200,000+
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LEADERSHIP GIFTS \$20,000—\$49,000

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**THANK YOU FOR YOUR SUPPORT
 IN ALL THAT "MATTERS" AT HALE.**

* Indicates Hale Reservation's 2007 Board
 of Directors or Corporate Board Member

Capital Campaign Donors are listed on page 5.

**"YOUR STAFF AND BOARD ARE
 OF COMMON PURPOSE — TO
 PROTECT AND RESPECT ECOLOGY,
 WHILE OFFERING ITS USE
 TO MANY OF THE VARYING
 NEEDS AND ASPIRATIONS.
 YOU ARE CLEARLY DOING
 THINGS RIGHT IN A TIME
 WHEN FUNDING SOURCES ARE
 HARD TO FIND."**
 — Donor

**THE MISSION OF HALE RESERVATION is to provide
stewardship of its land and resources and to offer
educational experiences that foster responsibility,
leadership and appreciation for the natural environment**



HALE RESERVATION

HALE RESERVATION is a private, non-profit educational organization that manages over 1,100 acres of woodlands, including four ponds and over twenty miles of trails in Westwood and Dover, Massachusetts. Hale is most widely recognized for its summer day camp programs which annually serve over 4,400 children from 70 communities in the Greater Boston area. Hale also offers a family program, outdoor and environmental education experiences for children and adults, and open space for casual recreational use.

The essence of Hale Reservation can be found in Robert Sever Hale's original desire for the organization he founded in 1918. The current programs and land management practices are the legacy of his wish "to provide education which will develop intelligent, capable and responsible citizens" and to use the land "so long as it is charitable and benevolent in nature." The goal of today's programs is to develop intelligent leaders and environmentally educated citizens. We believe that the diversity of the natural environment must be reflected back in the diversity of the people who experience Hale Reservation, and we strive to provide programs and opportunities for people of any race, background, religion or economic status.



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