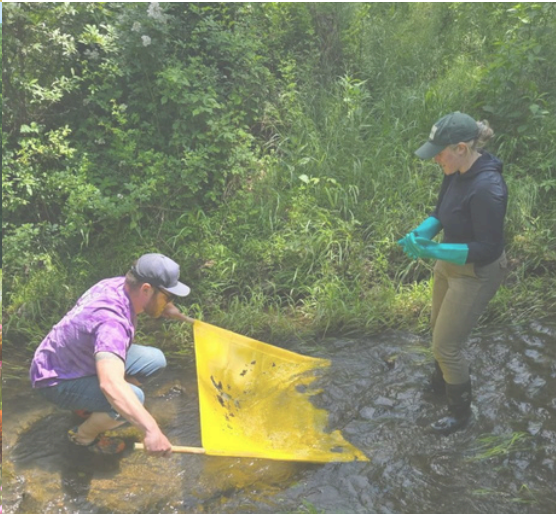





Willowsford
CONSERVANCY
Annual Letter
2025



Willowsford Conservancy Annual Letter 2025



As we reflect on the past year, we are reminded that

Willowsford's greatest strength lies in the care, commitment, and shared purpose of its community. From the stewardship of our open spaces and working landscapes to the food grown, shared, and donated through our Farm, this year reaffirmed why this place—and the Conservancy that protects it—matters so deeply.

This year also brought meaningful progress—from invasive species management, tree plantings, and trail maintenance; improving soil health, raising chicks, to increasing engagement at Farm programs; and community events that brought neighbors together. At every step, our focus has remained on caring for Willowsford's shared assets in a way that reflects our values, supports quality of life, and preserves these landscapes for future generations.

None of this work happens in isolation. It is made possible through the collective efforts of residents, volunteers, staff, partners, and supporters who believe in long-term conservation, sustainable agriculture, and the power of community.

This annual letter highlights the work accomplished this year, how resources were used, and the groundwork being laid for the future. As we look ahead, we remain committed to responsible stewardship, transparency, and continued collaboration with our community. We also are pleased to share that in early December we heard from the IRS and our application to convert to 501(c)(3) status was successful! You can read more below about what this means.

Thank you for your continued support of this shared work and we wish you all the best for the year ahead.

Sophie Lambert, *Executive Director*



Transformation

Achieving our 501(c)(3) Status

So, now that you have seen our news that our nonprofit status has converted from **501(c)(4) to 501(c)(3)** status, what does this mean for the Conservancy? And, in the long-term, what does it mean for you? We faced many funding restrictions as a 501(c)(4) status under which we were founded. Now, as a 501(c)(3) nonprofit, the IRS has recognized that we serve a **charitable purpose** as well as scientific and educational.



THE BENEFITS

- **Tax Deductible Donations:** 501(c)(3) status allows us to receive tax-deductible donations, which can be a significant source of funding for non-profits from individuals and from companies.
- **Exemption from Local Taxes:** We will apply to Loudoun County for exemption from real estate and personal property taxes. Our new status increases the likelihood we will qualify for this relief.
- **Increased Visibility and Recognition:** As a 501(c)(3) status, we hope to gain more visibility and recognition in the community, which can lead to more effective fundraising efforts.
- **Discounted Rates:** We will now be eligible for non-profit discounts on software programs and online tools. Some offerings are even free, such as online advertising with some platforms.
- **Expanded Funding Opportunities:** Organizations with 501(c)(3) status can access a wider range of funding opportunities, including grants from private foundations and government entities.

While some of these efforts will provide minimal savings or take long periods of time to pursue, we believe that with the right expertise and the pursuit of opportunities that align with our mission and purpose, we can increase our revenue sources more and more each year. If you have any expertise with 501(c)(3) **fundraising, grant writing, or management**, please reach out to us. We would love to get you involved in our work.





Leading the Way

Our Board, Community Advisory Committee, and Staff

The Conservancy is governed by an all-volunteer **Board of Trustees** which provides guidance, resources and expertise to accomplish the Conservancy's mission and goals. The Board currently consists of seven trustees, including six Willowsford homeowners. In 2025, three board members wrapped up several years of service with us and we were fortunate to have been able to replace them with residents who bring broad professional experience to their positions, including a new Treasurer and new Vice Chair.

BOARD OF TRUSTEES

Charles Graybeal, *Chair*
 Leah Macchiarolo, *Vice Chair*
 Harry Pugh, *Treasurer*
 Ashish Kapoor, *Trustee*
 Karyn Moreland, *Trustee*
 Jack Nash, *Trustee*
 Avi Sareen, *Trustee*

The **Community Advisory Committee** was formed in 2025 consisting of eleven residents representing three of the four Willowsford Villages. This volunteer group shares feedback from neighbors with our board and staff and advises on key topics. They held their first meeting in September of 2025 and are already playing an important role working on key projects related to fundraising and communications.

In 2025, the **Conservancy's staff** consisted of 11 full time staff members, 2 part time staff members, and 1 part time seasonal staff member. While our Land Stewardship Manager position has remained open through 2025 as we seek the best candidate to take over the role, we did bring on a new Ranger after a team member moved back home to Michigan. We also brought on a part-time Programs & Engagement Associate.

Throughout 2025, our team completed accreditations, trainings and attended conferences that helped them perform their jobs more safely and with more expertise.

Operations

Sophie Lambert, *Executive Director*
 Kyle Schreiber, *Business Manager*
 Sarah Uhrig, *Programs & Engagement Coordinator*
 Kasey Greene, *Programs & Engagement Associate*

Farm

Andrew Dunham, *Farm Director*
 Eric Morrison, *Farm Production Manager*
 Rachel Harford, *Farmer*
 Anna Milbradt, *Operations & Delivery Coordinator*
 Daris Delph, *Farmer*
 Deb Dramby, *Farm Stand Retail*

Land Stewardship

Andrew Richardson, *Field Operations Manager*
 Sam Adams, *Assistant Land Stewardship Manager*
 Rob Gavin, *Conservancy Ranger*
 Karsten Isaksen, *Conservancy Ranger*



Building Connection

Volunteers, Engagement, & Programs

In 2025, our community showed up in a big way. From volunteering and attending events to participating in educational programs, it was an incredible year of engagement. Connecting people to nature, local food, and one another is at the heart of everything we do, and we are deeply grateful for the many meaningful connections this year brought.

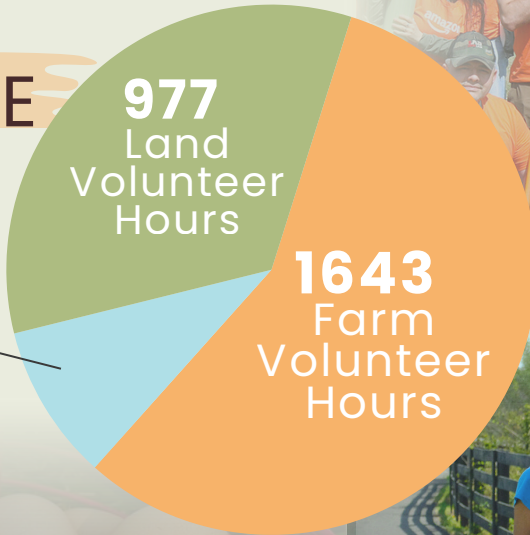
Over 410 adults and youth volunteered over 2,900 hours with us this year. From picking up trash and planting trees to washing eggs and bagging produce, we could not accomplish our work without the dedicated volunteers who show up every week.

410 ADULTS AND YOUTH VOLUNTEERED MORE THAN **2900** HOURS IN 2025

90 VOLUNTEERS PLANTED **530** TREES AS PART OF OUR TREE PLANTING IN PARTNERSHIP WITH THE ARBOR DAY FOUNDATION & AMAZON



THANK YOU TO ALL OF OUR VOLUNTEERS FOR AN INCREDIBLE 2025!



NEARLY **400** VOLUNTEER HOURS WERE SPENT WASHING THE NEARLY **35,000** EGGS OUR FLOCKS LAID IN 2025

OVER 100 VOLUNTEERS COLLECTED **743 LBS** OF TRASH AT LET'S TALK TRASH IN 2025



Building Connection

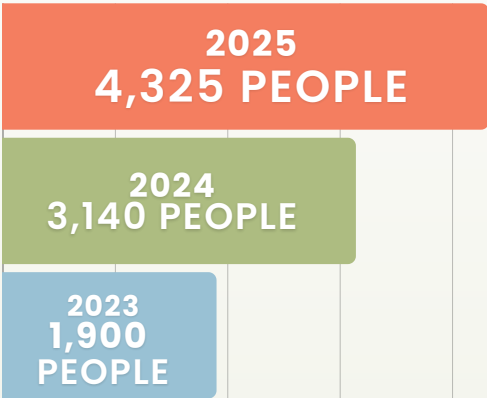
Volunteers, Engagement, & Programs



Harvest Market 2025 was our largest event of the year with 800 attendees!

In 2025, the Conservancy held or participated in **64 different programs** and events that helped us connect with over **4,300** adults and youth, a new record! This represents a **38% increase** in engagement from 2024 and a **128% increase** since 2023. We continued old favorites like the Annual Bonfire & Camp Over and Harvest Market as well as new events like our *Wine Down for a Cause*, *Pollination Celebration* and *School's Out* event at the Farm Stand.

ENGAGEMENT OVER THE YEARS



▲ Our Farmers gave over 20 Wagon Ride Farm Tours in 2025. *Did you catch one?*



▲ The foam party at our *School's Out* event was endless fun!



▲ This hellgrammite was found at one of our *Aquatic Wildlife Discovery* programs.



▲ Our Earth Day Celebration was full of great connections and time spent with purpose.



▲ In 2025, we celebrated the 11th Annual Community Bonfire & Camp over.



Growing with Purpose

Willowsford Farm

In 2025, **Willowsford Farm** celebrated a year of growth, learning, and forward momentum. Our Farm Team accomplished the following:

- Grew approximately **50 different crops** representing more than **100 unique varieties**. This included a diversity of peppers, tomatoes, lettuces, and even some melons.
- Successfully **cover cropped** all vegetable production ground, strengthening soil health and long-term resilience. Our years of effort towards soil improvements meant in 2025 we were finally able to grow potatoes for the first time in years.
- Due to supply challenges with pullets, our Farm team raised a flock of **500 new laying hens** from chicks for the first time.
- Hosted three on-farm **field trips** that welcomed more than 100 students for hands-on agricultural learning.
- Led three **educational programs at local libraries**, connecting Willowsford Farm with the broader community.
- Completed a **topographic survey** and retained an engineer, making important progress toward improving the Farm driveway.
- During our **Community Carrot Harvest**, 30 community members harvested over 3.5 tons of carrots (*and found more earth worms than ever before, a positive sign that our soil health is headed in the right direction*).

Together, all of these efforts reflect a tremendous year of **thoughtful stewardship** and **strengthening connection**. We look forward to seeing the growth that 2026 will bring us.





Growing with Purpose

Willowsford Farm

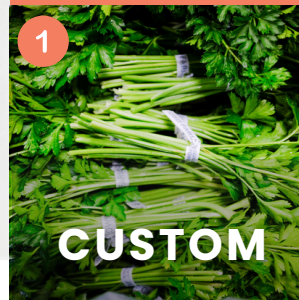


A 2025 CSA share photographed by Marilena Leavitt

THE CSA

Community Supported Agriculture (CSA) is one of the primary ways our customers engage with the Farm. The CSA guarantees our customers access to the freshest foods all season long. In 2025, we packed a total of **6,864 CSA boxes**.

TOP SHARES OF 2025



AT THE STANDS



The **Farm Stands** remained a popular community hub in 2025. Monthly themed events, activities, and markets brought new audiences to our Farm Stands. We also strengthened the Farm Stands with new partnerships with other local small businesses like the Willowsford owned **Cha Coffee Co.** and **Three Cap Farms**.

Since its inception in 2024, the **Farm Stand at the Boat House** grew formidably in 2025 with more regular customers and increased product selection. In total at both Farm Stands we had over **2,800 individual transactions** in 2025.

OUR TOP WILLOWSFORD FARM PRODUCT AT THE FARM STANDS?

CHERRY TOMATOES





Giving Back

Donations & The Willowsford Farm Produce Fund

Here At Willowsford Farm, we believe that everyone deserves access to fresh, healthy food. Since 2021, we have donated over 30,000 pounds of vegetables and eggs to **Dulles South Food Pantry** (DSFP), with **5,113 pounds** donated alone in 2025. These donations consist of produce that doesn't sell at the Farm Stand and our CSA members who donate their shares while traveling. Thank you to all of our CSA members who donated this year and helped feed our neighbors in need. This ongoing efforts with DSFP laid the foundation for a new partnership in 2025: the **Willowsford Farm Produce Fund**.

The Willowsford Farm Produce Fund

Willowsford Farm and DSFP partnered in October 2025 to create the Willowsford Farm Produce Fund — a year-round initiative ensuring that families in need have access to fresh, locally grown, organic food. Willowsford Farm takes the lead on fundraising for the fund and **100%** of every dollar donated to the fund is then used by DSFP to purchase vegetables from Willowsford Farm at wholesale rates. This, in turn, frees up their existing annual produce budget to purchase other items needed by their guests.

In total in 2025, we raised over **\$12,800** for the fund. DSFP has begun using the fund to order vegetables from Willowsford Farm for their guests. So far, we have delivered over **1,600 lbs** of fresh produce including beets, daikon radishes, spinach, and kale. Our goal for 2026 is to raise **\$26,000**. Together, we're transforming local agriculture into local relief — one harvest at a time.



WINE DOWN FOR A CAUSE

In October we launched the Willowsford Farm Produce fund with a new event: **Wine Down for a Cause**. This event was organized by Willowsford Conservancy in partnership with *Stroll Willowsford* and featured 8 local wineries joining us at the Farm Stand for an evening of tastings, live music, and community connection. In total this event raised **\$5,700** for the produce fund. Thank you to *Stroll Willowsford*, our winery partners, and the local businesses who donated for our silent auction!



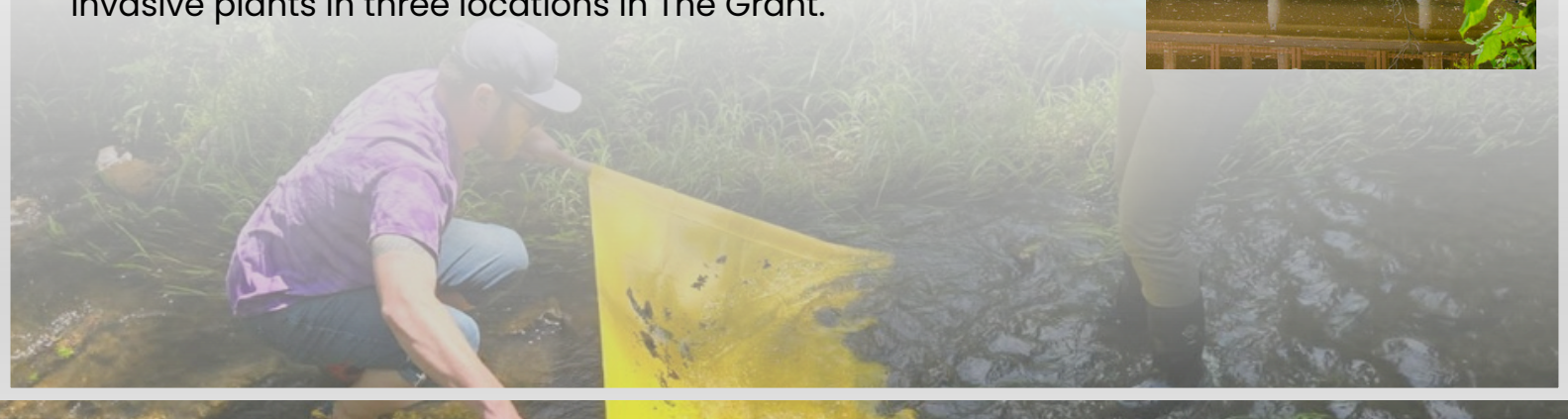
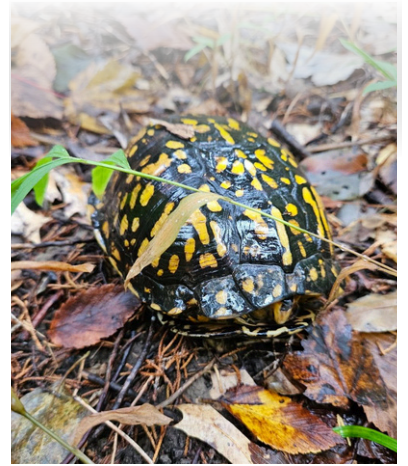


Conservation in Action

Land Stewardship

In 2025, our **Land Stewardship team** stayed busy caring for Willowsford's natural spaces through monitoring, maintenance, and hands-on conservation work. From field surveys to volunteer-led initiatives, these efforts supported the long-term health of our land and waterways.

- Our Land Stewardship team completed **125 fallen tree work orders**, a new record!
- Three **pond surveys** were completed (Cedar Pond, Lower Twin Pond, and Beaver Dam Pond) to identify types and quantities of fish.
- Three of our staff members became **certified stream monitors**. A new monitoring site was set up on Lenah Run in The Grange that is also now being monitored for excess chloride as part of regional data tracking for *Salt Watch*.
- Our summer intern completed a **vegetative survey** of 70 meadows, documenting the native and invasive species that are present to inform future restoration work.
- Our 2024-25 **Deer Management** season concluded in January with 110 deer harvested, including 47% from archery.
- Our camping and rental amenities saw **57 rentals**, including many large group rentals for scouting troops and family gatherings at Hidden Meadow.
- In March, we participated in the Loudoun Invasive Removal Alliance "Scrape for the Grape" initiative removing **1,846** invasive Spotted Lanternfly egg masses in The Greens.
- Then in the fall **25 volunteers** participated in two sessions to treat or remove invasive plants, including treating almost **100 Tree of Heaven** (ToH), many of which were identified in our crowd-sourced ToH survey. Additionally, the Conservancy applied for a **\$50,000 grant** from the county to address invasive plants in three locations in The Grant.



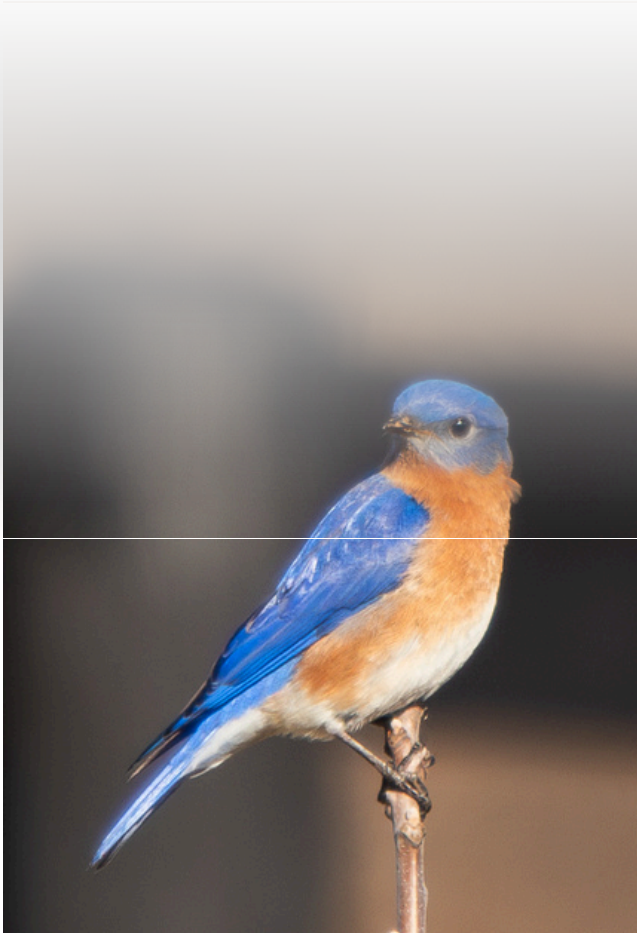


BLUEBIRD MONITORING

Our bluebird monitoring program observed **67 bluebirds fledge** this year, an increase from the 65 we saw fledge in 2024. Willowsford's Grant Trail fledged 34 alone. We also added a new trail in The Greens. Thank you to our volunteers who monitored throughout the season.

NATIVE PLANTS

Our Native Nursery team helped create a native garden at Lightridge HS, start a pilot project for the HOA, and engage volunteers to help with transplanting. We are excited to grow these partnerships in 2026.



TOP PLANTS OF 2025



WILDLIFE SURVEY

To better understand the species and populations across our Conservancy, Ranger Emily launched a year-long **Wildlife Survey** in February 2025, using 24 strategically placed trail cameras across all four Villages. Thousands of photos were analyzed identifying dozens of species and creating a valuable foundation for future habitat management and conservation decisions. The species included plenty of turkeys, red foxes, barred owls, coyotes, a woodcock, and wood ducks.





Growing Together

Aspirations and Goals

Lastly, **thank you** to you, our residents and neighbors, for your support in 2025. And, for your faith in the Conservancy, our Mission, our Trustees and our incredible staff. 2025 was a transitional year for us, but more importantly 2025 was a year of visionary thinking and committed action. New board members brought both new energy but also stability and creative ideas. Our conversion to 501(c)(3) status is one example of the progress made.

Great things are in the works. Below you can find some of our many **aspirations and goals** for 2026. Together, we are building a better Willowsford.

- Continue our efforts to treat **Tree of Heaven** and other invasive plants. With grant funding and invasive management funds from our budget, staff and volunteers will treat hundreds of trees.
- Raise **\$26,000** in 2026 (“26 in ‘26”) for the Willowsford Farm Produce Fund in partnership with DSFP. Watch for more fundraising events in 2026 specifically for this fund, including another Wine Down.
- Commence **Allen Farm Pond repairs**. This old farm pond and its dam need repairs and restoration. This is where the shovel meets the soil in conservation.
- Complete a **10-year comprehensive Land Management Plan** which will guide our work in meadow and grassland, forest, ponds and wetlands, etc.,
- Increase revenue streams as a result of our **new 501(c)(3) status**, including pursuing county tax exemption, applying for grants, and expanding our fundraising now that we can offer donors a tax deduction.
- Expand our **Conservancy Education Opportunities** on days that LCPS is closed and partner with LCPS to host students at the Farm and out in Nature. If you are interested in serving as an instructor or volunteer, reach out to us at info@WillowsfordConservancy.org.
- Celebrate the **15 Year Anniversary** of the establishment of the Conservancy and Willowsford Farm
- Continue to **scope out and design future improvements** at the Farm, including the driveway, utilities, and ultimately facilities.

