SAVING THE IRREPLACEABLE

2012 ANNUAL REPORT

Land Trust Alliance
Together, conserving the places you love
Our Mission: To save the places people love by strengthening land conservation across America.
Land trusts around the country are permanently protecting the places that people love. Whether it’s a historic mill, sensitive wetlands or a generations-old ranch, there are people behind each irreplaceable treasure. The following pages provide a glimpse of just a few of their stories. But their stories are also our stories.

The Land Trust Alliance helps to shape this land-based living history by working with land trusts to increase the pace, quality and permanence of land conservation. The Alliance advocates for public policies favorable to land conservation, like the enhanced federal tax incentive for conservation. In the year-end “fiscal cliff” legislation, we won an extension of these incentives while turning aside a cap on charitable deductions that would have crippled land trusts.

The Alliance links the land trust community together to learn from the best conservation experts, which are often one another. Last year, 3,500 people took advantage of our training opportunities.

And the Alliance brings innovation to the challenges of the future. We recently launched Terrafirma, a first-of-its-kind entity that will insure land trusts against the legal costs of defending conservation. Ultimately, the permanence of land conservation will depend on broad public support, which is why the Alliance is helping land trusts to deepen their relationships with their surrounding communities.

We could not do this without your support. Together, we are writing the next chapter of the land conservation story. Thank you.

Michael P. Dowling
Chair

Rand Wentworth
President

From the Chair and President
LAND TRUST ALLIANCE SUCCESSES

• When the idea of capping charitable deductions at $25,000 a year threatened to end virtually all tax benefits for donations of land or easements, we joined charities around the nation in successfully removing this from the year-end “fiscal cliff” legislation by coordinating a community-wide response.

• Built a strong case for and won reinstatement of the enhanced tax incentive for conservation easements for 2012 and 2013, supported by majorities of both parties in the House.

• Produced a special report demonstrating the economic benefits of conservation easements funded by the USDA Natural Resources Conservation Service’s Farm and Ranch Lands Protection Program, on which many land trusts rely.

• Organized the first annual Land Trust Advocacy Day in Washington, D.C. and, with volunteer leaders and colleagues from the conservation community, trained 62 land trust staff and board members who held 136 meetings with congressional offices on key land conservation issues.

• Despite a shrinking budget baseline, last year’s Farm Bill drafts included as much as $1.58 billion for land trusts to buy easements. While still unresolved, we’re well positioned to secure strong funding in a final Farm Bill in 2013.

During Advocacy Day 2012, Meme and the Alliance’s Mary Pope Hutson were talking with Chairman Hal Rogers’ chief of staff when Meme spotted a photo of this beautiful historic mill, protected by River Fields, hanging on his office wall. “We had not made a good connection with him yet, but that instantly changed when I told him what the photo was,” says Meme.
Get Your Courage Up
Meme Sweets Runyon

Land trusts know that cultivating relationships with members and donors is an essential part of every conservation transaction. Why, then, are so many afraid to do the same with their legislators to support conservation funding? Meme Sweets Runyon, executive director of River Fields in Louisville, Kentucky, reassures those who are willing to try: “The important thing about lobbying is that it’s really just about basic relationships.”

Meme has been at River Field’s helm since 1986, but she began her career in 1977 as campaign coordinator, then press secretary, for then County Executive and now U.S. Senator Mitch McConnell (R-KY). He taught her the political ropes and a great deal about advocacy. That’s where she learned the qualities of a good lobbyist include courtesy, knowledge of the issues, flexibility and sensitivity—skills, in fact, that are second nature for most land trust people.

The lessons of those early years endure. Don’t be shy, she counsels, and she points out that even those not known as supporters need attention. “You have to talk to elected officials and their staffs, even those who are not on board with your conservation initiatives,” she says. “You must get your courage up and go to those people who don’t agree with you. If you’re lucky, they’ll tell you why so you can have a good interchange of ideas.” You don’t always have to agree, she explains. In fact, you may not agree in the end, but you should be able to develop mutual respect and open lines of communication.

Meme was one of a group of representatives from 43 land trusts at the Land Trust Alliance’s inaugural Land Trust Advocacy Day held in April 2012 to help build the political influence of the land trust community with key legislators. The participants received hands-on advocacy training and were prepped on two focus issues before they headed to Capitol Hill: the enhanced tax incentive for conservation easements and the provisions of the Farm Bill that provide conservation funding. Both policies had helped significantly increase the pace of conservation in the past, and both were up for renewal.

More than 100 meetings with lawmakers took place that day, nurturing relationships for the benefit of land conservation.

But despite those efforts and the notable bipartisan support of 300 co-sponsors, the tax initiative—though it was eventually renewed for 2012 and 2013—wasn’t made permanent. The Farm Bill received an extension to September 30, 2013, rather than comprehensive five-year funding.

Disappointment goes with the territory, but so does determination. “It takes moral courage to do this work,” says Meme. “You are participating in a critical part of the democratic process. It’s part of our job as conservation leaders to get out there and connect with elected officials. And do it civilly and knowledgeably.”
A Legacy of Land

Dave Anderson

Call it experience. Dave Anderson, past chair of the Land Trust Alliance Board of Directors, has spent a lifetime working to safeguard cherished landscapes in his professional capacity as an environmental and land conservation law attorney.

Call it dedication. Besides serving on the Alliance board from 2001–2012, he was on the board of the California Nature Conservancy for 30 years. He helped found the Land Trust for Santa Barbara County (CA), and is on the board of the Wood River Land Trust (ID) and the Housing Trust Fund of Santa Barbara County. All three land trusts are accredited.

Call it transformation. According to President Rand Wentworth, “The Alliance has been completely transformed thanks to Dave’s energetic and inspiring leadership. These have been challenging times for the land trust community and the nation, and he met those challenges with determination, intelligence and a great sense of humor.”

Call it quality. In 2002, corporate accounting scandals led to the Sarbanes-Oxley Act, and the ethics spotlight was beginning to shine on nonprofits. Rather than wait to see what the climate of oversight would bring from the federal government, the Alliance took a leadership role, with guidance and support from Dave and other visionaries. With the input of land trusts from around the country, the Alliance devised stricter methods of accountability and responsibility. The board had no idea if the conservation groups would buy into what would become the accreditation process, and in fact, “There was resistance at first because it meant land trusts had to get their houses in order,” says Dave.

But the accreditation process that the Alliance established recognizes a land trust’s commitment to continuous quality improvement and has resolved the threat of potential government intervention. Now, accredited land trusts account for 51% of all acres currently owned in fee or protected by a conservation easement held by a land trust.

Call it excellence. Still not satisfied, Dave says, “We realized about four years ago that we needed to ramp up our ability to help land trusts do high-quality conservation.” This led to the establishment of the Leadership and Excellence Enhancement programs to strengthen land trust capacity—all based on the idea that “if we can collectively learn and network more, we can learn from what each of us is doing,” says Dave. “We can improve opportunities for more strategic conservation, increase board member enthusiasm and create longer-lasting conservation across the country.”

Call it permanence. “The inception and the maturation of Terrafirma Risk Retention Group LLC could not have happened without Dave’s leadership, dedication and perseverance,” says Leslie Ratley-Beach, Alliance conservation defense director. “He was the innovator who was there from the beginning. We now have a cost-effective way to defend the permanence of conserved lands.”

Writing to Dave in honor of his board service, former Alliance chair Peter Hausmann said, “The greatest gift we can leave for those who follow us is permanently protected lands. It’s the gift that keeps on giving, inspiring, comforting, educating and connecting all of us for all times. Could there be a greater legacy?”

Call it the future.
The 550-foot Big Wood River Greenway Boardwalk, completed in 2011 by the Wood River Land Trust (ID), allows visitors to enjoy an up-close wildlife experience with minimal impact to the wetland habitat. Below right, Dave and Lyn Anderson at a Wood River Land Trust event.

LAND TRUST ALLIANCE SUCCESSES

• Prepared land trusts for accreditation with workshops, guided assessments, small grants, acceleration programs and coaching assistance. The Land Trust Accreditation Commission awarded accreditation to 46 land trusts in 2012 and another 27 in spring 2013. The current 207 accredited land trusts account for more than half of the 20,645,165 acres currently owned in fee or protected by a conservation easement held by a land trust. See the full list on the back cover.

• Built strong land trusts by delivering training to more than 3,500 people through Rally, workshops, coaching and mentoring, webinars and field staff visits. Our 300-strong faculty includes staff, presenters, an Alliance-trained cadre of instructor-consultants and numerous partner organizations.

• Launched the Climate Change Toolkit website, a searchable resource for land trusts on climate change planning, adaptation and mitigation.

• Awarded or committed $245,000 to 56 land trusts across the country to strengthen land trust capacity, working through the regional offices’ excellence programs.
LAND TRUST ALLIANCE SUCCESSES


- Piloted our risk management curriculum for land trusts and completed peer review of a draft legal education textbook.

- Organized the Third Symposium on Advanced Legal Issues, convening the best conservation legal minds in the country to talk about big issues.

- Created summaries of tax cases for land trusts, including a four-page synopsis of every conservation tax case to date and an overview of the Model Preservation of Charitable Assets Act; updated the Practical Pointer on the changes to Form 8283 and another on contemporaneous written acknowledgments.

- Launched the plain-English toolbox on managing legal challenges for land trusts on The Learning Center.

- Coordinated special peer groups nationally for experts, stewardship personnel and next generation conservation attorneys, as well as conference calls and technical assistance for hundreds of land trusts.

Chris Buck (left) and Jim Gooch gamely had their photo taken during a late-winter storm. Chris and Jim work for the permanence of land conservation from their respective positions as visionary funder and land trust leader.
ENSURE THE PERMANENCE OF CONSERVATION

Protecting Investments
Jim Gooch and Christopher Buck

Jim Gooch, executive director of the Connecticut Farmland Trust (CFT) based in Hartford, developed an affinity for the outdoors at an early age. “We lived in a fairly rural area, and I would often spend long hours in the woods.” As an adult, he volunteered with The Nature Conservancy and MASSPIRG, and eventually landed a job with The Trust for Public Land in Portland, Maine, where he worked for two men who would become his mentors.

“Both Sam Hodder and Wolfe Tone are masterful at building successful relationships based on integrity, clear communication, patience and the ability to listen. The conservation community is built upon those kinds of relationships, and so is ‘perpetuity.’”

CFT had the promise of perpetuity put to the test in 2011 when a new buyer disputed some of the conservation easement provisions agreed to by the original property owner. The board of directors had to decide whether to go to court to uphold the easement, knowing the expenses of litigation could break the organization. Ultimately, it stood firm, and the landowner backed down. “The perpetuity promise is only as good as your willingness to enforce it,” says Jim.

Now the Land Trust Alliance has launched Terrafirma Risk Retention Group LLC, which is owned by its members to insure the costs of upholding conservation easements and fee lands held for conservation purposes when they have been violated or are under legal attack. “Perpetuity is like justice,” Jim says. “It’s not a place at which you arrive. It’s always under negotiation.”

“Permanence is a big word,” agrees Chris Buck of the Peter and Carmen Lucia Buck Foundation, which gives general operating support to CFT through its Land Conservation program. Naturally, the organization looks at protecting its investments in perpetuity. “The Foundation wants the best shot at permanence as possible with every land deal we support. Terrafirma is a wonderful springboard toward perpetuity,” says Chris.

Accreditation is another prescient project, according to Chris, who recently joined the Alliance’s National Council. Land Trust Standards and Practices, the ethical and technical guidelines for the responsible operation of a land trust that form the basis of accreditation, carry weight with him and his board when they review requests for support. “The fact that the land trust is accredited means its conservation work will stand the test of time, and Terrafirma ensures it has the resources to defend those conserved lands.”

CFT received its accreditation in September 2012. The application process asks questions that probe an organization’s ability to survive. “We raise a lot of money on the promise of protecting land. But the organization’s biggest job is perpetual stewardship,” says Jim. “There is no point at which we can wipe our hands, walk away from the field and say ‘job done’. The promise inherent in conservation easements is an outrageous promise on the face of it. It takes a great deal of foolishness or a great deal of courage.”
Common Ground and Shared Values
Crestina Trujillo Armstrong

Crestina Trujillo Armstrong was born and raised in New Mexico’s Taos County, and lives there today on land that belonged to her great-grandfather. In fact, she traces her family’s roots in the New World back to the Conquistadors. “My thirteenth great-grandfather came from Spain with Cortés,” she says. But it was an invasion of another sort that led the Taoseña to take a modern-day stand. “Realtors were knocking on the door wanting to buy an acre here and an acre there. I couldn’t get them to understand that we didn’t want to sell.”

Instead, she and her brother turned to the accredited Taos Land Trust (TLT), which helps protect both natural and cultural landscapes in nine northern New Mexico counties. In 1999 they donated a voluntary conservation easement on 37 irrigated acres of the 50-acre ranch that had been handed down to them through four generations of Martinez/Trujillos. Once cattle ranchers, they now raise goats and sheep for meat. “It’s gonna be ag land ‘til eternity,” Crestina says proudly.

The following year she joined the TLT board. She served as president for eight years and now chairs the community relations committee. Both as president and in her current role, she weaves together the stories of her family history, her personal experience and her love of the land in talking with TLT’s various constituencies, from Indo-Hispanic farmers and ranchers, to the native people of the thousand-year-old Taos Pueblo, to newcomers transplanted to the high desert from other parts of the U.S.

Involved with agricultural and livestock organizations throughout the state, Crestina speaks frequently to these groups about the conservation options to selling or subdividing their land. She dispels misinformation as she shares her own experience of having an easement on her ranch. She tries to reassure landowners: “We’re not doing anything different from when I was growing up. Nothing has changed.”

She was also involved in the delicate, intercultural negotiations that took place over a seven-year period as TLT worked to transfer the easement-protected Ponce de Léon Hot Springs to the Taos Pueblo. “My dad was a farrier. He was always at the pueblo shoeing horses. A lot of elders knew my dad.” She continues that personal relationship herself by mentoring Pueblo children in chicken and small livestock projects.

Next, Executive Director Patricia Quintana wants Armstrong to meet with prospective board members, many of whom are new to the area. Crestina is looking forward to the opportunity—she’s the first to admit that she loves to talk. But like the ranchers and the native people, these prospective board members will listen to her not because she’s loquacious but because they recognize in her someone who is rooted in the land—a legacy that bridges any differences and finds common ground in shared values. As Crestina says, “The ecology, the wildlife, it helps the human species. Period.”
LAnd Trust alIance succeses

- Contracted with the Center for Whole Communities to undertake research on community conservation to provide recommendations on broader and deeper engagement with the public.

- Included community conservation stories in all issues of Saving Land and created a special section of eNews dedicated to the topic.

- Produced community conservation posters for display at Rally, which highlighted the stories of 10 land trusts that have engaged in projects encompassing such issues as affordable housing, environmental education for urban youth and returning a sacred place to its rightful protectors.

- Convened a half-day meeting at Rally for 50 representatives of 18 state associations that included discussion on community conservation in addition to other shared interests.

- Created Field Guide, a newsletter designed specifically for land trust board members about community engagement, fundraising and other topics they identified as priorities.

In addition to the board of Taos Land Trust, Crestina Trujillo Armstrong serves on the board of the Northern New Mexico Stockman’s Association, is chair of the New Mexico Farm Bureau Women’s Committee and is a member of the New Mexico BLM Resource Advisory Committee.
The Land Trust Alliance thanks all of our individual supporters, who together make countless successes in land conservation happen. Because of limited space, we have listed supporters who gave $500 or more in 2012, including members of our Guardians of the Land Society, who made leadership gifts of $1,000 or greater. Visit www.lta.org/join for a list of all our supporters and how you can help.

### $1,000,000 AND ABOVE
- Anonymous

### $500,000 – $999,999
- Laural Foundation
- Anonymous (4)
- Shelby Cullom Davis Charitable Fund, Inc
- The Dowling Foundation
- Hollis Norris Fund
- Tom and Sally Reeve
- Frederic C. Rich
- Wolf Creek Charitable Foundation

### $25,000 – $49,999
- Alan F. Black
- The Cabana Fund of the Oregon Community Foundation
- Jameson and Priscilla French
- Mr. and Mrs. Robert L.V. French
- The William and Mary Greve Foundation, Inc.
- Mary W. Harriman Foundation
- David Hartwell and Elizabeth DeBaut
- Peter O. and Alice E. Haussmann
- Mr. and Mrs. Charles K. Marshall
- The Stifler Family Foundation
- Tagnay Jones Family Fund at The Seattle Foundation

### $10,000 – $24,999
- Susan Anschutz-Rodgers
- John H. and Mary S. Birdsall
- The Butler Conservation Fund
- Dr. A.S. Cargill
- Cashdan/Stein Great Grandmother Fund
- Barbara David
- Fieldstone 1793 Foundation
- Judith A. Grandahl Family Foundation
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- John Muha
- William C. Mulligan
- My Good Fund
- Caroline Niemczyk
- Gilman Ordway
- Marguerite Paul
- Michael and Barbara Polemis
- RJM Foundation

### $5,000 – $9,999
- Cornelia Corbett
- George M. Covington
- Strachan Donnelly 2003 Charitable Trust
- Fresh Sound Foundation
- Sherry F. Huber
- Laura Johnson
- Gretchen Long
- Jean Nelson and Will Martin
- William C. and Joyce C. O’Neil Charitable Trust
- James H. Ottaway, Jr.
- Sedgwick Family Charitable Trust
- Smikis Foundation

### $1,000 – $4,999
- Mark and Susan Ackelson
- Lucy Ambach
- Ole Amundsen III
- The Atticus Trust
- Helen Harrison Ayer Charitable Fund
- Marilyn M. Ayres
- Michael Barbera and Deedy Family Fund
- Timothy and Marjorie Barnard
- Anne H. Bass
- Sarah Bates†
- Sylvia Bates and Thomas Masland
- Andy Baxter
- Mita Bell
- Matthew Bender IV
- Peter and Sofia Blanchard
- David Bradlee and Kathryn Garrow
- James and Elizabeth Bramsen
- The Brooks Foundation
- Judy Buechner Advised Fund
- Maria Elena Campisteguy
- Thomas Chamberlin Trust
- Dennis and Pamela Collins, in Memory of Bill Sellers
- Carol G. Craig
- The Bryant Crane Charitable Fund

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**INDIVIDUALS AND FAMILY FOUNDATIONS**

“I live in Maine, and here as in much of the eastern half of the U.S., a lot of the forests and natural areas are in private hands. We are lucky that these landowners have kept the land productive or in its natural state, but there is too much at stake to leave it to chance. I support the Land Trust Alliance because it provides landowners and land trusts with the information, skills and political support needed to ensure that these landowners can practice sustainable resource management and also provide public access, where appropriate, as an alternative to selling for uncontrolled development.”

**SHERRY HUBER**, Executive Director, Maine TREE Foundation

Kathy explains why she has made a planned gift to the Land Trust Alliance: “The United States is unique in the world as a nation that prides itself on voluntarism and generous philanthropy. My parents and grandfather provided me with an outstanding example of commitment to these ideals, and I endeavor to leave the same legacy. Land conservation not only needs our support locally, but nationally as well, for today, and for a sustainable future.”

**KATHY KEARE LEAVENWORTH**, Board Member, Western Reserve Land Conservancy
Mr. and Mrs. Timothy T. Curtis  
Gail Danto and Art Roffey  
Edward and Sherry Ann Dayton  
Michael and Diane Dennis  
Jane A. Difley  
Mr. and Mrs. Wesley M. Dixon, Jr.  
Paul Easter  
John Evangelakos  
Tom and Tania Evans  
Timothy W. Evnin  
Nancy Gilbert  
Celeste and Eric Grace  
Charles and Natasha Grigg  
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Stephen and Janet Fleegal  
The Fieldstone Foundation, Inc.  
Fanwood Foundation/West  
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John Evangelakos  
Paul Easter  
Jane A. Difley  
Michael and Diane Dennis  
Gail Danto and Art Roffey  
Mr. and Mrs. Timothy T. Curtis  
David O. MacKenzie, in Memory of  
Lydia S. Macauley  
Sara Jane and William DeHoff  
Stan and Betsy Dole  
William and Nancy Doolittle  
Senator Ogden Driskill  
Jay and Lynne Espy  
Robert Ettenger  
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Galban Charitable Fund  
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Whitney and Elizabeth Hatch  
Jean and Phil Hocker, in Grateful  
Memory of Bill Sellers  
Sabine Hrechdakian  
Ms. Eleanor Illoway, in Memory of  
Bill Sellers  
Betsy Jewett  
Tom and Ann Kelsey Fund  
Thomas Kester  
Drs. Harvey and Deborah Kliman  
Ann Grey Larg  
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John M. Lockhart III  
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Gary and Karen Martin  
Mr. Alan F. Rothschild, Jr. Through The  
Fort Trustee Fund, CFCV  
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Jennifer Sims  
Stephen and Jean Smith  
Kristen Sorenson and Eric Stark  
Didi Stockly  
Louise Benz Plank  
Joanne Holbrook Patton  
Quaker City Foundation  
Mr. Alan F. Rothschild, Jr. Through The  
Fort Trustee Fund, CFCV  
Ruth  
Eric R. Schumann  
Catherine Scott and Jamie Resor  
Jennifer Sims  
Stephen and Jean Smith  
Kristen Sorenson and Eric Stark  
Didi Stockly  
Julia Stokes  
Wesley Sykes  
Kathryn E. Taylor  
N. Anthony Taylor  
John Terrill II  
Connie W. Waddington  
Harry Webster, Jr.  
Gary Werner  
All or a portion of these gifts were made in-kind.  
For multi-year gifts and grants, annual  
installments began in 2012 are reported.

“Led by my grandfather, my entire family has been deeply committed to land trusts. Their values and sense of place match our love of Oregon and desire to give back to the systems that nurture us.

Last year with the Land Trust Alliance, we launched the Oregon Advancing Conservation Excellence program. This was a critical piece of a larger vision. My grandfather had put into action a plan to contribute $10 million over 10 years to support land trust activity in Oregon.

The Alliance emerged as a natural partner with the breadth of experience and range of tools to help accomplish our goals.

Sadly, my grandfather passed away last October. One of his great skills was to have a vision, have the courage to make the big leap to accomplish it, and finally getting the right people with a shared goal around him to make it happen.

I think that is exactly what we are getting with our investment in the Alliance, the Coalition of Oregon Land Trusts, and the state’s land trusts. I know my grandfather was supremely confident and satisfied.”

NICK WALROD,  
Yarg Foundation

Nick’s grandfather, John D. Gray (1919–2012), was a lifelong Oregonian and prominent businessman, resort developer, conservationist and philanthropist.
Our work is made possible by the generous support of the following organizations. Thank you for your deep investment in land conservation.

**$100,000 AND ABOVE**
- New York State Department of Environmental Conservation
- S.D. Bechtel, Jr. Foundation
- The David and Lucile Packard Foundation
- Yarg Foundation

**$100,000 – $499,999**
- The Peter and Carmen Lucia Buck Foundation
- The Caris Foundation
- Caterpillar Foundation
- Doris Duke Charitable Foundation
- ExxonMobil
- Lennox Foundation
- The Moore Charitable Foundation
- Charles Stewart Mott Foundation
- Nina Mason Pulliam Charitable Trust

**$50,000 – $99,999**
- Bureau of Land Management
- Gaylord and Dorothy Donnelley Foundation
- Gates Family Foundation
- Richard King Mellon Foundation
- Morgan Stanley - Larson Land Foundation
- Resources Legacy Fund through the Western Conservation program
- Shield-Ayres Foundation
- Trailside Foundation
- Turner Foundation
- USDA Natural Resources Conservation Service
- U.S. Department of Defense
- The Walton Family Foundation
- WestWind Foundation

**$25,000 – $49,999**
- CSX Real Property, Inc.
- MARPAT Foundation, Inc.*
- Merck Family Fund
- Plum Creek
- The Uphill Foundation
- U.S. Fish and Wildlife Service, Coastal Program
- U.S. Fish and Wildlife Service, Realty Division
- Victoria Foundation

**$10,000 – $24,999**
- Anonymous
- The 1772 Foundation, Inc.
- Agua Fund, Inc.
- Margaret A. Cargill Foundation
- Jessie B. Cox Charitable Trust Fund at The Boston Foundation
- George S. and Dolores Doré Eccles Foundation
- The George Gund Foundation
- National Oceanic and Atmospheric Administration
- The Nature Conservancy, Utah Field Office
- Overhills Foundation
- S.J. and Jessie E. Quinney Foundation
- Rio Tinto|Kennecott Utah Copper Southern Company Charitable Foundation, Inc.*

**$5,000 – $9,999**
- Alliant Insurance Services
- EarthShare
- Georgia Power Foundation, Inc.
- Great Outdoors Colorado
- The Nature Conservancy, North Carolina Field Office
- Park City Municipal Corporation Patagonia*
- Salt Lake City Corporation
- Jane Smith Turner Foundation
- U.S. Department of Transportation
- U.S. Environmental Protection Agency
- Weeden Foundation

**$1,000 – $4,999**
- American Conservation Association, Inc.
- The Friendship Fund
- Kaplan Kirsch & Rockwell LLP
- National Audubon Society
- Ray, Quinney and Nebeker Foundation
- Sirote & Permutt, PC
- South Carolina Land Trust Network
- Tax Credit Connection, Inc.
- TerraPointe, LLC
- Utah Department of Natural Resources, Division of Wildlife Resources
- Visit Salt Lake

*These grants were received to support 2013 programs. For multi-year gifts and grants, annual installments began in 2012 are reported.

“CSX is a company with a strong tie to land and a demonstrated real and meaningful interest in land conservation. We frequently transact conservation land sales through land trusts and occasionally make land donations, and grant conservation easements, to protect properties we continue to hold for business purposes. The Land Trust Alliance brings responsible corporations together with recognized strong land trusts conserving land for mutual benefit.”

STEVE CROSBY, President, CSX Real Property, Inc.

“Governor Cuomo recognizes and supports the valuable work of New York’s land trusts through the Land Trust Alliance’s Conservation Partnership Program. Funding from the Environmental Protection Fund enables land trusts to improve the quality of life throughout the state by supporting creative open space protection projects that enhance environmental, social and economic well-being in urban, rural and suburban settings.”

JOE MARTENS, Commissioner, NYS Department of Environmental Conservation
# Gifts from Organizational Members

The Land Trust Alliance is the membership organization for America’s land trusts. We thank the 1,116 land trusts and 196 Government, Nonprofit and Professional Partners that were members in 2012. To see a complete list of Alliance land trust members, please visit www.findalandtrust.org.

All of our members’ support helps advance the pace, quality and permanence of land conservation throughout the country. In the list below, we give our special thanks to those land trusts and partners that gave gifts of $500 or more above and beyond their member dues.

## Gifts from Organizational Members

<table>
<thead>
<tr>
<th>Amount</th>
<th>Organization</th>
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<tr>
<td><strong>$100,000 and Above</strong></td>
<td>Conservation Trust of Puerto Rico, The Nature Conservancy, USDA Forest Service</td>
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<td><strong>$25,000 – $49,999</strong></td>
<td>Columbia Land Conservancy, The Conservation Foundation, Iowa Natural Heritage Foundation, Open Space Institute, Peconic Land Trust, The Trust for Public Land, National Office, Utah Open Lands Conservation Association</td>
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<td><strong>$5,000 – $9,999</strong></td>
<td>Ducks Unlimited, Dutchess Land Conservancy, Law Office of Stephen J. Small, Esq., P.C., New York City Department of Environmental Protection, Western Rivers Conservancy, Sirote &amp; Permutt, PC, St. Simons Land Trust, Summit Land Conservancy, South Carolina Land Trust Network, The Land Conservancy of New York, Thousand Islands Land Trust, Western New York Land Conservancy</td>
</tr>
<tr>
<td><strong>$1,000 – $4,999</strong></td>
<td>Conservation Pays, LLC, Edisto Island Open Land Trust, Finger Lakes Land Trust, Genesee Land Trust, Genesee Valley Conservancy, Georgia Land Trust, Housatonic Valley Association, Hudson Highlands Land Trust, Jackson Hole Land Trust, Land Trust for Southeast Louisiana, Maine Coast Heritage Trust, Matrix New World Engineering, Inc., National Audubon Society, North Salem Open Land Foundation, Orange County Land Trust, Otsego Land Trust, Inc., Scenic Hudson, Inc.</td>
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<tr>
<td><strong>$500 – $999</strong></td>
<td>Anonymous, Agricultural Stewardship Association, Brooklyn Queens Land Trust, Central Savannah River Land Trust, Indian River Lakes Conservancy, Lake George Land Conservancy, MAYES</td>
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## Terrafirma RRG LLC

We thank the following foundations for contributing to the capital funding (2011–2015) to launch Terrafirma Risk Retention Group LLC, which will defend conserved fee lands and easements. In addition, we appreciate the support of the 423 land trusts nationwide that have enrolled in Terrafirma as of March 1, 2013.

- S.D. Bechtel, Jr. Foundation
- Gaylord and Dorothy Donnelley Foundation
- Doris Duke Charitable Foundation
- Houston Endowment Inc.
- Knobloch Family Foundation
- Richard King Mellon Foundation
- Gordon and Betty Moore Foundation
- The David and Lucile Packard Foundation

**Andrew Bowman**, Program Director for the Environment, Doris Duke Charitable Foundation

“I am both proud and excited about the Alliance’s success in creating Terrafirma. This innovative service enables community-based nonprofits to protect wildlife habitat and other conserved lands that represent billions of dollars of public and private investment.”

ANDREW BOWMAN, Program Director for the Environment, Doris Duke Charitable Foundation

**Anne Kroeker** and **Richard Leeds**, Wildlife Forever Fund

“To us, investing in land conservation and in the Land Trust Alliance is all about enjoying and preserving everything right and beautiful with the world. Ensuring we all have access to clean air, water and healthy food requires an investment in the people who manage the natural environment.

Our Wildlife Forever Fund has partnered with many local land trusts in conserving thousands of acres of critical coastal and estuarine habitat in Washington State. The benefits of Land Trust Alliance membership for these land trusts come from the Alliance’s training, networking, policy and defense programs, resulting in conservation at a scale and with a level of permanence and quality that could not be achieved otherwise—which is why we are so pleased to support the Land Trust Alliance.

And we do it personally, because being able to experience natural land and water in person, unencumbered by human development, is the best payback ever!”

ANNE KROEKER and RICHARD LEEDS, Wildlife Forever Fund
The Land Trust Alliance thanks the following people for teaching or speaking at Alliance-sponsored local, regional or national events. Thanks also to the many land trust partners who helped us plan and carry out trainings and conferences.
As a land trust that’s incredibly focused on Jackson Hole and the Greater Yellowstone, we have to remind ourselves to step back and evaluate our work in the context of the greater land trust community. When we do, it’s clear that we are fortunate to have the Land Trust Alliance working on our behalf, providing us with strategic advice, professional training and policy guidance. We’re proud to be an accredited land trust and to support the Alliance’s annual fund.

LAURIE ANDREWS, Executive Director, Jackson Hole Land Trust
### Combined Statement of Activities

#### 2012

<table>
<thead>
<tr>
<th>Source</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support and revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>$135,500</td>
<td>$14,441,123</td>
<td>$4,025</td>
<td>$14,580,648 $8,422,997</td>
</tr>
<tr>
<td>Contributions</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Individual memberships and donations</td>
<td>1,487,313</td>
<td>197,803</td>
<td>-</td>
<td>1,685,116 2,314,014</td>
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<tr>
<td>Organizational memberships</td>
<td>1,000,253</td>
<td>-</td>
<td>-</td>
<td>1,000,253 1,021,066</td>
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<tr>
<td>Other donations</td>
<td>208,100</td>
<td>-</td>
<td>-</td>
<td>208,100 107,600</td>
</tr>
<tr>
<td>Conference fees</td>
<td>899,948</td>
<td>-</td>
<td>-</td>
<td>899,948 789,201</td>
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<tr>
<td>Investment income</td>
<td>57,381</td>
<td>310,530</td>
<td>-</td>
<td>367,911 52,601</td>
</tr>
<tr>
<td>Accreditation fees</td>
<td>303,778</td>
<td>-</td>
<td>-</td>
<td>303,778 415,112</td>
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<tr>
<td>Donated services</td>
<td>322,128</td>
<td>-</td>
<td>-</td>
<td>322,128 371,499</td>
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<tr>
<td>Publication sales</td>
<td>22,849</td>
<td>-</td>
<td>-</td>
<td>22,849 46,204</td>
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<tr>
<td>Other programs</td>
<td>208,100</td>
<td>-</td>
<td>-</td>
<td>208,100 107,600</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>6,766,200</td>
<td>(6,766,200)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>11,302,995</td>
<td>8,183,256</td>
<td>4,025</td>
<td>19,490,276</td>
</tr>
</tbody>
</table>

#### Expenses

<table>
<thead>
<tr>
<th>Cost category</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>9,061,410</td>
<td>-</td>
</tr>
<tr>
<td>Management and general</td>
<td>591,816</td>
<td>-</td>
</tr>
<tr>
<td>Fundraising</td>
<td>2,162,531</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>11,815,757</td>
<td>-</td>
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</table>

#### Change in net assets

<table>
<thead>
<tr>
<th>Year</th>
<th>Change in net assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$(512,762)</td>
</tr>
<tr>
<td>2011</td>
<td>18,988,009</td>
</tr>
</tbody>
</table>

### Combined Statement of Financial Position

#### 2012

<table>
<thead>
<tr>
<th>Category</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$4,183,353</td>
<td>$3,403,851</td>
</tr>
<tr>
<td>Receivables</td>
<td>79,407</td>
<td>13,387</td>
</tr>
<tr>
<td>Promises to give</td>
<td>4,374,641</td>
<td>4,222,035</td>
</tr>
<tr>
<td>Investments</td>
<td>5,174,235</td>
<td>2,444,533</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>281,195</td>
<td>137,867</td>
</tr>
<tr>
<td>Investments</td>
<td>3,431,690</td>
<td>2,228,621</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>14,149,804</td>
<td>10,277,089</td>
</tr>
<tr>
<td><strong>Property and equipment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>net of accumulated depreciation</td>
<td>356,220</td>
<td>379,742</td>
</tr>
<tr>
<td><strong>Other assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Promises to give, long-term</td>
<td>2,093,107</td>
<td>662,155</td>
</tr>
<tr>
<td>Investments</td>
<td>3,431,690</td>
<td>2,228,621</td>
</tr>
<tr>
<td>Deposits</td>
<td>11,169</td>
<td>18,569</td>
</tr>
<tr>
<td><strong>Total other assets</strong></td>
<td>5,535,966</td>
<td>2,909,345</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>20,041,990</td>
<td>13,566,176</td>
</tr>
</tbody>
</table>

#### Liabilities and net assets

<table>
<thead>
<tr>
<th>Category</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$273,139</td>
<td>$200,371</td>
</tr>
<tr>
<td>Grants payable</td>
<td>406,169</td>
<td>1,655,881</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>55,413</td>
<td>42,639</td>
</tr>
<tr>
<td>Capital lease obligations</td>
<td>3,916</td>
<td>3,603</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>738,637</td>
<td>1,902,494</td>
</tr>
</tbody>
</table>

#### Other liabilities

<table>
<thead>
<tr>
<th>Category</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deferred rent</td>
<td>258,958</td>
<td>314,372</td>
</tr>
<tr>
<td>Deferred compensation</td>
<td>78,765</td>
<td>54,283</td>
</tr>
<tr>
<td>Capital lease obligations</td>
<td>12,609</td>
<td>6,525</td>
</tr>
<tr>
<td><strong>Total other liabilities</strong></td>
<td>350,332</td>
<td>385,180</td>
</tr>
</tbody>
</table>

#### Net assets

<table>
<thead>
<tr>
<th>Category</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>2,321,217</td>
<td>2,833,979</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>13,536,206</td>
<td>5,352,950</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>3,095,598</td>
<td>3,091,573</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>18,953,021</td>
<td>11,278,502</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$20,041,990</td>
<td>$13,566,176</td>
</tr>
</tbody>
</table>
The Land Trust Accreditation Commission awards the accreditation seal to community institutions that meet national quality standards for protecting important natural places and working lands forever (www.landtrustaccreditation.org).

CONGRATULATIONS TO THE ACCREDITED LAND TRUSTS

FLORIDA
- Alachua Conservation Trust
- Conservation Fund of Central Florida
- Conservation Trust of Florida
- Tail Timbers Research Station
- Land Trust Cons

GEORGIA
- Athens Land Trust
- Central Savannah River Land Trust
- Mountain Conservation Trust
- of Georgia
- Oconee River Land Trust

HAWAII
- Hawaiian Islands Land Trust

IDAHO
- Teton Regional Land Trust
- Wood River Land Trust

ILLINOIS
- John D. Rockefeller 3rd Open Lands Association

INDIANA
- Central Indiana Land Trust

IOWA
- Iowa Natural Heritage Foundation

KENTUCKY
- Bluegrass Conservancy

MAINE
- Blue Hill Heritage Trust
- Brunswick Topsham Land Trust
- Chebeague & Cumberland Land Trust

Nebraska Land Trust

COLORADO
- Colorado Open Land
- Crested Butte Land Trust
- Douglas Land Conservancy
- Eagle Valley Land Trust
- Estes Valley Land Trust
- La Plata Open Space Conservancy
- Mesa Land Trust
- Montezuma Land Conservancy
- Mountain Area Land Trust
- Palmer Land Trust
- Rio Grande Headwaters Land Trust
- San Isabel Land Protection

CONNECTICUT
- Connecticut Farmland Trust
- Greenwich Land Trust
- Joshua’s Tract Conservation
- The Land Trust of Connecticut
- Kent Land Trust
- Redding Land Trust
- Salem Land Trust

Catawba Land
- Conservation Trust for North Carolina
- Eco-River Association
- Foothills Conservancy of North Carolina
- Highlands-Cashiers Land Trust
- Land Trust for the Little Tennessee National Committee for the New River
- North Carolina Coastal Land Trust
- Piedmont Land Conservancy
- Southern Appalachian Highlands Conservancy

CHICAGO
- Chippewa Conservancy
- Coniferous Land Trust
- Cuyahoga Land Conservancy
- Damariscotta Land Trust
- Eau Claire Land Trust
- East Fork Land Trust
- Eastern PA Land Trust
- Grand Traverse Regional Land
- Land Conservancy of West Michigan
- Leelanau Conservancy
- Legacy Land Conservancy
- Little Forks Conservancy
- North Oakland Headwaters
- Southwest Michigan Land

MINNESOTA
- Minnesota Ridge

MISSISSIPPI
- Land Trust for the Mississippi Coastal Plain

MONTANA
- Five Valleys Land Trust
- Gallatin Valley Land Trust
- Montana Land Reliance
- Prickly Pearl Land Trust

NEW HAMPSHIRE
- Ammonoosuc Conservancy
- Ausburn Sargent Land Preservation
- Monadnock Conservancy
- Southeast Land Trust of New Hampshire
- Squam Lakes Conservation Society
- Upper Valley Land Trust

NEW JERSEY
- D&R Greenway Land Trust
- New Jersey Conservation
- New Jersey Land Trust
- The Land Conservancy of New Jersey

NEW MEXICO
- Tularosa Land Trust

NEW YORK
- Agricultural Stewardship
- Association
- Cobblestone Conservancy
- Dutchess Land Conservancy
- Genesee Valley Conservancy
- Hudson Highlands Land Trust
- New York Orange County Open
- Space Conservancy
- Hudson Highlands Foundation (An Affiliate of Open Space Institute)
- Rensselaer Land Trust
- Scarce Scene
- Hudson Highlands Land Trust
- The Land Trust of Orange County
- Upstate Forever

NORTH CAROLINA
- Congaree Land Trust
- Edisto Island Open Land Trust
- Lowcountry Open Land Trust
- Pee Dee Land Trust
- South Carolina Lowcountry Area
- Upstate Forever

NORTH DAKOTA
- Northern Prairies Land Trust

TENNESSEE
- Land Trust for Tennessee

TENNESSEE
- Land Trust for Tennessee

TENNESSEE
- Land Trusts & Greenways Foundation

TEXAS
- Bayou Land Conservancy
- Green Spaces Alliance of South Texas
- Guadalupe-Blanco River Trust
- Hill Country Land Trust
- Texas Association
- Land Trust

UTAH
- Summit Land Conservancy

VERMONT
- Greensboro Land Trust
- Lake Champlain Land Trust
- Northeast Wilderness Trust
- Stowe Land Trust
- Vermont Land Trust

VIRGINIA
- Blue Ridge Land Conservancy
- Land Trust of Virginia
- Northern Virginia Conservation Trust
- Piedmont Environmental Council
- and its affiliate, Piedmont Foundation

WASHINGTON
- Bainbridge Island Land Trust
- Chehalis-Douglas Land Trust
- Coastal Land Trust
- Fortherra Land Trust
- Jefferson Land Trust
- Methow Conservancy
- North Olympic Land Trust
- San Juan Preservation Trust
- Skagit Land Trust
- Whidbey Land Trust
- Whidbey Camano Land Trust

WEST VIRGINIA
- Capacon and Lost Rivers Land Trust

WISCONSIN
- Bayfield Regional Conservancy
- Cedarburg Land Conservancy
- Kettle Moraine Land Trust
- Kinnickinnic River Land Trust
- Mississippi Valley Conservancy

WYOMING
- Jackson Hole Land Trust
- Wyoming Attorney General’s Office
- Wyoming Stock Growers Agricultural Land Trust

List current as of April 2013