



SAVING THE IRREPLACEABLE

2012 ANNUAL REPORT

Our Mission: To save the places people love by strengthening land conservation across America.

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*Lists current as of
April 2013*

From the Chair and President



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.

A handwritten signature in black ink, appearing to read "M. Dowling".

Michael P. Dowling
Chair

A handwritten signature in black ink, appearing to read "R. Wentworth".

Rand Wentworth
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

- Terrafirma Risk Retention Group LLC opened for business March 1, 2013 with 423 participating land trusts from 46 states and the District of Columbia insuring 20,411 properties and 6,315,129 acres of conservation land across America.
- 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.



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 conservation. “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 León 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 ALLIANCE SUCCESSES

- 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.

INDIVIDUALS AND FAMILY FOUNDATIONS

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.

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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,
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“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

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“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.

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 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.

FOUNDATIONS, CORPORATIONS, ORGANIZATIONS AND GOVERNMENT

Our work is made possible by the generous support of the following organizations. Thank you for your deep investment in land conservation.

\$1,000,000 AND ABOVE

New York State Department of Environmental Conservation

\$500,000 – \$999,999

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 Carls Foundation
Caterpillar Foundation
Doris Duke Charitable Foundation
ExxonMobil
Lennox Foundation
The Moore Charitable Foundation
Charles Stewart Mott Foundation
M.J. Murdock Charitable Trust
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
Trailsend 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|Kennebecott Utah Copper Southern Company Charitable Foundation, Inc.*



“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.

U.S. Fish and Wildlife Service, Coastal Program and Partners for Fish and Wildlife Program

\$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.*

“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*.

\$100,000 AND ABOVE

Conservation Trust of Puerto Rico

\$25,000 – \$49,999

The Nature Conservancy
USDA Forest Service

\$10,000 – \$24,999

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

\$5,000 – \$9,999

Ducks Unlimited
Dutchess Land Conservancy
Law Office of Stephen J. Small, Esq., P.C.

New York City Department of
Environmental Protection
Western Rivers Conservancy

\$1,000 – \$4,999

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.

Sirote & Permutt, PC
St. Simons Land Trust
Summit Land Conservancy
South Carolina Land Trust Network
The Land Conservancy of New Jersey
Thousand Islands Land Trust
Western New York Land Conservancy

\$500 – \$999

Anonymous
Agricultural Stewardship Association
Brooklyn Queens Land Trust
Central Savannah River Land Trust
Indian River Lakes Conservancy
Lake George Land Conservancy
MAYES|WILSON & ASSOCIATES, LLC
Mianus River Gorge Preserve, Inc.
Pee Dee Land Trust
Westchester Land Trust
Woodstock Land Conservancy



"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

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

"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**



LAND TRUST ALLIANCE FACULTY

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.

William Abberger
Michelle Albanese
Joann Albert
David Allen
Janice Allen
Victoria Alonso
Ole Amundsen III
David Anderson
Judy Anderson
Mark Anderson
Fred Annand
Jeffrey Appel
Misti Arias
Samantha Arthur
Kim Bactad
Bob Barnes
Olivia Bartlett
Ricardo Bayon
Michael Beam
David Beaver
Melinda Beck
Allan Beezley
Robert Bendick, Jr.
Jessica Blake
Jerry Bley
Scott Boettger
Alina Bokde
Dale Bonar
Judy Boshoven
Renee Bouplon
David Braun
Jamie Brown
Karen Buck
Gary Burnett
Michele Byers
Marc Caine
Maria Elena Campisteguy

Jim Carter
Belen Rosado Casanova
Michael Catania
Ronald Cerruti
Brad Chalfant
Daniel Cline
Heather Clish
Scott Coleman
Gary Colley
Stephen Cook
David Cooley
Chris Corbin
Terry Corwin
Lisa Creasman
Stephen Crosby
Cheryl Cufre
James Daley III
Andrew Dana
Thomas Daniels
Pete Davidson
Rio de la Vista
Fred de Long
Katherine DeCoster
Michael Dennis
Chris Detwiler
Nicholas Dilks
Sue Doroff
Paul Doscher
Jennifer Dubois
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Gabe Epperson
Jeff Everett
Tom Fanslow
Stephanie Fauver

Kurt Fesenmyer
Larry Fisher
Francis Fitzgerald
Joseph Fitzsimons
Laurel Florio
Cheryl Fox
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Anne Garnett
Todd Gartner
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Arandes
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Karin Gross
Georgiana Hale
Eric Hallstein
Elizabeth Hagood
Reggie Hall
Jane Ellen Hamilton
Allison Handler
Dallas Hanks
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Paul Hardy
Abby Hardy-Moss
Robin Hartmann
Wink Hastings
Tim Hawkes
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Heilbronner
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Laura Hoffman
Susie Hoffman
Barbara Hopkins
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Christopher Hughes
William Hutton
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Betsy Johnson
Jason Johnson
Rhett Johnson
Shawn Johnson
Vanessa Johnson
Andrea Johnston
Patrick Kell
Deborah Keller
Kassandra Kelly
Patty Kennedy
Susanne Kibler-Hacker
Grant Kier
Rebecca Kihlslinger
James Kilberg
Lisa Kiziuk
Jennifer Kline
Lisa Wyatt Knowlton

Lawrence Kueter
Glenn Lamb
Dune Lankard
Chris Larson
Kris Larson
Suphatra Lavolette
Pat Leavenworth
Jay Leutze
Ronald Levitt
C. Timothy Lindstrom
Bill Long
Darren Long
Jennifer Lorenz
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Lynn Scarlett
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Rebecca Shaw
Kevin Shea
Anderson Shepard
Phil Shepard
Kristin Sherwood
William Silberstein
Stephen Small
Marc Smiley
Lisa Smith





Pete Lawton, Laurie Andrews, Rod Moorhead

“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

Mary Snieckus
John Snook
Kay Sohl
Peter Stangel
Ariel Steele
Bruce Stein
John Stein
Peter Stein
Mark Steinbach
Daniel Stevens
Michael Stevens
Peggy Stevens
Scott Stewart
Jeremy Stone
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W. William Weeks
Abigail Weinberg
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Leslie Weldon
Jim Welsh
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Jessica Wilkinson

Cindy Willard
David Williams
Leni Wilsmann
Sara Wilson
David Wolfe
David Wooldridge
Greg Yarrow
Logan Yonavjak
Nina Young
Laura Ziemer
Anna Zivian



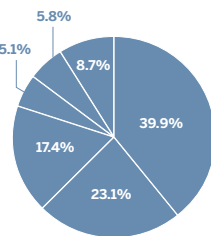
COMBINED FINANCIAL STATEMENTS

Year Ended December 31, 2012 (with comparative totals for 2011). To request a copy of the complete Notes to Financial Statements, e-mail info@lta.org.

Combined Statement of Activities	2012				2011
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	
Support and revenue					
Grants	\$ 135,500	\$14,441,123	\$ 4,025	\$ 14,580,648	\$ 8,422,997
Contributions					
Individual memberships and donations	1,487,313	197,803	-	1,685,116	2,314,014
Organizational memberships	1,000,253	-	-	1,000,253	1,021,066
Other donations	208,100	-	-	208,100	107,600
Conference fees	899,948	-	-	899,948	789,201
Investment income	57,381	310,530	-	367,911	52,601
Accreditation fees	303,778	-	-	303,778	415,112
Donated services	322,128	-	-	322,128	371,499
Publication sales	22,849	-	-	22,849	46,204
Other programs	99,545	-	-	99,545	26,920
Net assets released from restrictions	6,766,200	(6,766,200)	-	-	-
Total support and revenue	11,302,995	8,183,256	4,025	19,490,276	13,567,214
Expenses					
Program services	9,061,410	-	-	9,061,410	9,496,630
Management and general	591,816	-	-	591,816	518,268
Fundraising	2,162,531	-	-	2,162,531	1,654,111
Total expenses	11,815,757	-	-	11,815,757	11,669,009
Change in net assets	(512,762)	8,183,256	4,025	7,674,519	1,898,205
Net assets					
Beginning	\$ 2,833,979	\$ 5,352,950	\$ 3,091,573	\$ 11,278,502	\$ 9,380,297
Ending	\$ 2,321,217	\$ 13,536,206	\$ 3,095,598	\$ 18,953,021	\$ 11,278,502

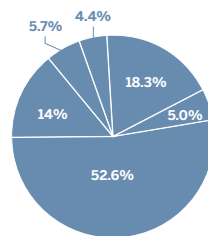
REVENUE

Individuals	39.9%
Foundations	23.1%
Government	17.4%
Organizational memberships	5.1%
Corporations/Organizations	5.8%
Earned revenue	8.7%



EXPENSE

Fundraising	18.3%
Management & General	5.0%
Education & Capacity Building	52.6%
Policy & Outreach	14%
Conservation Defense	5.7%
Accreditation	4.4%



Combined Statement of Financial Position

	2012	2011
Assets		
Current assets		
Cash and cash equivalents	\$ 4,183,353	\$ 3,403,851
Receivables	79,407	13,387
Promises to give	4,374,641	4,222,035
Investments	5,174,235	2,444,533
Prepaid expenses	281,195	137,867
Inventories	56,973	55,416
Total current assets	14,149,804	10,277,089
Property and equipment		
net of accumulated depreciation of \$1,025,244 (\$940,083 in 2011)	356,220	379,742
Other assets		
Promises to give, long-term	2,093,107	662,155
Investments	3,431,690	2,228,621
Deposits	11,169	18,569
Total other assets	5,535,966	2,909,345
Total assets	\$ 20,041,990	\$ 13,566,176
Liabilities and net assets		
Current liabilities		
Accounts payable and accrued expenses	\$ 273,139	\$ 200,371
Grants payable	406,169	1,655,881
Deferred rent	55,413	42,639
Capital lease obligations	3,916	3,603
Total current liabilities	738,637	1,902,494
Other liabilities		
Deferred rent	258,958	314,372
Deferred compensation	78,765	54,283
Capital lease obligations	12,609	16,525
Total other liabilities	350,332	385,180
Net assets		
Unrestricted	2,321,217	2,833,979
Temporarily restricted	13,536,206	5,352,950
Permanently restricted	3,095,598	3,091,573
Total net assets	18,953,021	11,278,502
Total liabilities and net assets	\$ 20,041,990	\$ 13,566,176



CONGRATULATIONS TO THE ACCREDITED LAND TRUSTS

NATIONAL OFFICE

Ducks Unlimited and its affiliate,
Wetlands America Trust
The Nature Conservancy
The Wilderness Land Trust

1660 L Street NW, Suite 1100
Washington, DC 20036
(202) 638-4725
www.landtrustalliance.org

PROGRAM OFFICES

MIDWEST

Portage, Michigan
(269) 324-1683

NORTHEAST

Saratoga Springs, New York
(518) 587-0774

SOUTHEAST

Raleigh, North Carolina
(919) 827-0023

WEST

Missoula, Montana
(406) 549-2750

CREDITS

Rob Aldrich, project director
Christina Soto, editor/production manager
Elisabeth Ptak, writer
O2 Lab Inc., design firm
Goetz Printing, printer

PHOTO CREDITS

Cover: The Montana Legacy Project, a bold model of large-scale preservation, includes 310,000 acres of private forest purchased by The Nature Conservancy and The Trust for Public Land from the Plum Creek timber company. Brad Bauer/TNC

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Page 12: Right — Arizona Land and Water Trust

Page 14: Left — Lewis & Clark Council; right — Scenic Hudson

Page 15: Left — Flo McCall, Courtesy of the Jackson Hole Land Trust; right — Sacramento Valley Conservancy

Page 17: Todd Parker, Courtesy of Little Traverse Conservancy

NATIONAL

Ducks Unlimited and its affiliate,
Wetlands America Trust
The Nature Conservancy
The Wilderness Land Trust

ALABAMA

Freshwater Land Trust
Land Trust of North Alabama
Weeks Bay Foundation

ALASKA

Great Land Trust

ARIZONA

Desert Foothills Land Trust

CALIFORNIA

Bear Yuba Land Trust
Big Sur Land Trust
California Rangeland Trust
Center for Natural Lands Management
Central Valley Farmland Trust
Eastern Sierra Land Trust
Land Trust for Santa Barbara County
Marin Agricultural Land Trust
Northern California Regional Land Trust

PACIFIC

Pacific Forest Trust
Peninsula Open Space Trust
Placer Land Trust
Sacramento Valley Conservancy
San Joaquin River Parkway and Conservation Trust
Sempervirens Fund
Shasta Land Trust
Sonoma Land Trust
Tri-Valley Conservancy
Truckee Donner Land Trust
Wildlife Heritage Foundation

COLORADO

Aspen Valley Land Trust
Black Canyon Regional Land Trust
Colorado Cattlemen's Agricultural Land Trust
Colorado Open Lands
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 Trust

CONNECTICUT

Connecticut Farmland Trust
Greenwich Land Trust
Joshua's Tract Conservation and Historic Trust
Kent Land Trust
Redding Land Trust
Salem Land Trust

FLORIDA

Alachua Conservation Trust
Conservation Foundation of the Gulf Coast
Conservation Trust for Florida
Tall Timbers Research Station & Land Conservancy

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

Jo Daviess Conservation Foundation
Lake Forest Open Lands Association
Openlands

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
Coastal Mountains Land Trust
Forest Society of Maine
Mahoosuc Land Trust
Maine Coast Heritage Trust
Sheepscot Valley Conservation Association
Vinalhaven Land Trust

MARYLAND

Potomac Conservancy

MASSACHUSETTS

BTA/BOLT
Mount Grace Land Conservation Trust
Sippican Lands Trust
Sudbury Valley Trustees
The Trustees of Reservations and its affiliate, Massachusetts Land Conservation Trust
White Oak Land Conservation Society

MICHIGAN

Chikaming Open Lands
Chippewa Watershed Conservancy

Grand Traverse Regional Land Conservancy
Land Conservancy of West Michigan

Leelanau Conservancy
Legacy Land Conservancy
Little Forks Conservancy
North Oakland Headwaters Land Conservancy
Southwest Michigan Land Conservancy

MINNESOTA

Minnesota Land Trust

MISSISSIPPI

Land Trust for the Mississippi Coastal Plain

MONTANA

Five Valleys Land Trust
Gallatin Valley Land Trust
Montana Land Reliance
Prickly Pear Land Trust

NEW HAMPSHIRE

Ammonoosuc Conservancy Trust
Ausbou Sargent Land Preservation Trust
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 Foundation
The Land Conservancy of New Jersey

NEW MEXICO

Taos Land Trust

NEW YORK

Agricultural Stewardship Association
Columbia Land Conservancy
Dutchess Land Conservancy
Genesee Land Trust
Genesee Valley Conservancy
Hudson Highlands Land Trust
Mianus River Gorge Preserve
Open Space Conservancy (Land Acquisition Affiliate of Open Space Institute)
Rensselaer Land Trust
Scenic Hudson
Scenic Hudson Land Trust
Thousand Islands Land Trust
Tug Hill Tomorrow Land Trust
Westchester Land Trust
Winnakee Land Trust

NORTH CAROLINA

Blue Ridge Conservancy
Carolina Mountain Land Conservancy

Catawba Lands Conservancy
Conservation Trust for North Carolina

Eno 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

OHIO

Tecumseh Land Trust
Three Valley Conservation Trust

OREGON

Deschutes Land Trust
Greenbelt Land Trust
McKenzie River Trust
Southern Oregon Land Conservancy
The Wetlands Conservancy

PENNSYLVANIA

Allegheny Land Trust
Bedminster Regional Land Conservancy
Brandywine Conservancy
Chestnut Hill Historical Society
ClearWater Conservancy
Countyside Conservancy
Delaware Highlands Conservancy
E.L. Rose Conservancy
Heritage Conservancy
Lancaster County Conservancy
Lancaster Farmland Trust
Natural Lands Trust and its affiliate, Montgomery County Lands Trust
North Branch Land Trust
The Land Conservancy for Southern Chester County
Tinicum Conservancy
Western Pennsylvania Conservancy
Willistown Conservation Trust

PUERTO RICO

Conservation Trust of Puerto Rico

RHODE ISLAND

Aquidneck Land Trust
Sakonnet Preservation Association

SOUTH CAROLINA

Congaree Land Trust
Edisto Island Open Land Trust
Lowcountry Open Land Trust
Pee Dee Land Trust
Spartanburg Area Conservancy
Upstate Forever

SOUTH DAKOTA

Northern Prairies Land Trust

TENNESSEE

Land Trust for Tennessee

Tennessee Parks & Greenways Foundation

TEXAS

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

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
Virginia Eastern Shore Land Trust

WASHINGTON

Bainbridge Island Land Trust
Chelan-Douglas Land Trust
Columbia Land Trust
Forterra
Jefferson Land Trust
Methow Conservancy
North Olympic Land Trust
San Juan Preservation Trust
Skagit Land Trust
Whitcom Land Trust
Whidbey Camano Land Trust

WEST VIRGINIA

Cacapon and Lost Rivers Land Trust

WISCONSIN

Bayfield Regional Conservancy
Caledonia Conservancy
Kettle Moraine Land Trust
Kinnickinnic River Land Trust
Mississippi Valley Conservancy

WYOMING

Jackson Hole Land Trust
Wyoming Land Trust
Wyoming Stock Growers Agricultural Land Trust

List current as of April 2013



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].

