

LOOKING FORWARD WITH HOPE

2013 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 2014

From the Chair and President



Land trusts are radically hopeful institutions. They look far into the future and see a country in which our natural areas and working lands surround us with beauty and nurture our bodies, our souls and our communities. The Land Trust Alliance works tirelessly to enable land trusts to do what they do best: protect land.

You have to be an optimist to do this work—to believe that you can make a difference in the face of so many threats. And we have good reasons to look forward with hope. We now have a Farm Bill that will provide more than \$1 billion in funding to conserve farm and ranch land. We have land trusts throughout the country that are strong and ready to care for their lands into the future. Already, the percentage of protected fee and easement land held by accredited land trusts is up to 54%, well on the way to our goal of 90% within five years. We now have tools in place to ensure that conservation withstands the test of time, notably TerraFirma, the new legal defense insurance service. And we have come to understand that permanent land conservation depends on enduring public support and the engagement of our local communities. All of this is the land trust community's success. We could not have come this far without your support of our vision and leadership.

When we look at all we have achieved together, there is every reason to be hopeful about what we will continue to do. This is especially true as we announce the Land Trust Alliance's *Campaign for the Land* and thank those visionary lead donors who have already helped us get to more than 75% of our fundraising goal, laying the foundation for more land conservation victories in the 21st century.

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



Known for microclimates ideal for growing fruit, the east shore of Lake Michigan hosts several farms protected by Grand Traverse Regional Land Conservancy. Below: Executive Director Glen Chown and Senator Debbie Stabenow championed conservation funding in the Farm Bill.



It's Up to Us

Glen Chown

Michigan is first in the United States in petunias and pickling cucumbers and a world leader in the production of tart cherries. Famous for its grapes, peaches and apples, the state also has a thriving agritourism industry. More than a third of its 10 million acres of farmland is under some kind of preservation agreement. Now it can add hosting the culmination of the long-delayed 2014 Farm Bill to its list of agricultural accomplishments. President Obama signed the bill into law on February 7 at Michigan State University. And Glen Chown was there.

"The Farm Bill has a profound impact on conservation acreage in America," says Glen, executive director of the accredited Grand Traverse Regional Land Conservancy in northwest Michigan. Glen is also a Land Trust Alliance Advocacy Ambassador. For three years he worked closely with the bill's sponsor, Senate Agriculture Committee Chair Debbie Stabenow (Mich.), to protect land trust priorities in the bill. It would ultimately designate more than \$1 billion in conservation funding for working farms and ranches through the Agricultural Land Easements program.

"Senator Stabenow is passionate about conservation and natural resources and the work we do," Glen says, "but passage of the Farm Bill took great

perseverance and vision on her part. Now it's up to us to get to work. Building a relationship with congressional leaders is essential. If we're going to increase the pace of land conservation, this is the way to do it."

In fact, the Conservancy places as much importance on providing information to elected leaders as it does to donors and the media. "It's the little things—a note, a photo, an invitation to a celebration," says Glen. "The best way is to invite legislators out to see your project and meet with landowners to see firsthand what you're doing. It's lots more fun for them than meeting with K Street lobbyists."

The Conservancy has outlined its future priorities: thousands of acres straddling the east shore of Lake Michigan of fruitbelt farmland ideally suited for specialty crops; blue ribbon trout streams that crisscross this land; and unique dunes on the coast. Farm Bill funding could help secure these lands for all time. Meanwhile, the organization is planning a big barn party to commemorate the bill's passage. "As a land trust movement, we should all be celebrating this accomplishment," says Glen. "It will have an extraordinary effect on our mission." With a cherry on top.

LAND TRUST ALLIANCE YEAR IN REVIEW

- **Secured more than \$1 billion for conservation funding in the 2014 Farm Bill**, which also included a first-ever waiver for cash match eligibility, an alternative to help landowners and land trusts ensure that a lack of local funding does not exclude protection of strategically important conservation opportunities.
- **Relaunched our campaign to make permanent the expired enhanced tax incentive for easement donations** in a new Congress, kept our champions' enthusiasm high and as of April 2014 recruited a bipartisan group of 185 House co-sponsors and more than 24 Senate co-sponsors for making the incentive permanent. Although the incentive expired on December 31, 2013, through the Alliance's hard work the President's budget and House Ways & Means Chairman Dave Camp's tax reform package included it in early 2014.
- **Played a lead advocacy role in obtaining a \$20 million increase in the New York Environmental Protection Fund** to \$154 million, including sustained funding at \$1,575,000 for the Alliance's New York State Conservation Partnership Program for land trust grants and program funding.
- **Launched a national advocacy network** to harness the political strength of the nation's land trusts by expanding the relationships they have with members of Congress.
- **Hosted 72 land trust practitioners for our second annual Advocacy Day**, providing training and securing 155 meetings with key representatives, senators and their staff on Capitol Hill to advance priority conservation policy objectives.

Ever Mindful

Peter Paden, Michael Polemis and Debbie Lans

In Columbia County, two hours north of New York City, extensive forests, working farms and historic hamlets give rise to a scenic rural landscape rich in conservation value. It has 18 towns, each with a distinct mindset. “If you want to talk about conserving a beautiful place like this, you need to engage the people who live here,” says Peter Paden, executive director of the accredited Columbia Land Conservancy (CLC).

With a reputation for adherence to *Land Trust Standards and Practices*, professional transactions, responsible financial policies, good land management, programs that connect people to the land and a voice that resonates with the community, CLC offers a compelling model for multi-faceted, quality conservation.

“Our vision developed over time as we saw what we could do and what we needed to do,” says Michael Polemis, a CLC co-founder and a board member for more than 26 years. That vision became one of permanently protecting the county’s rural character while reflecting community goals. “We’ve become involved not just in the obvious work of conservation, but also in the underlying work of the county,” he says, including town land-use planning discussions. Board Chair Debbie Lans adds, “We try to make the case in many different ways for all the benefits of land

conservation, and why it is important to protect the qualities of the area that are valued by everyone who lives here.”

Most planning decisions in this 400,000-acre sweep of the northern Hudson Valley are made at the township level, where the bigger picture of countywide conservation sometimes gets trumped. So how does CLC continue to foster support for conservation and a shared responsibility for safeguarding the county’s natural resources for the long term?

“By pursuing a number of strategies and remaining ever mindful of the need to maintain the respect and trust of the community,” says Peter. In addition to its conservation easements and fee-owned public lands, CLC operates a Farmer Landowner Match Program, a Community Assistance Program for town planners and environmental education programs. Much of this work has been supported through the Land Trust Alliance’s New York grants program.

Reaching young people is especially important to CLC. “We could find ourselves with a population of young adults who have grown up disconnected from the real, tactile qualities in nature,” says Michael. “If that happens, then they as voters will value this landscape less. Our constant job is to find and make those connections.”

LAND TRUST ALLIANCE YEAR IN REVIEW

- **Drew 1,559 registrants from across the country to Rally 2013**, representing a mix of large and small and staffed and all-volunteer land trusts; 425 attendees were new to Rally. Workshops that drew the highest number of participants included “The Power of Story” and “Fundraising that Matters.” The Alliance remains committed to providing land trust practitioners, board members, government agencies and the general public with high-quality information and training. In total, 3,500 land conservationists took part in trainings on essential topics relevant to the land trust community.
- **Worked from a collaborative vision** to position the 30 land conservation organizations that make up the Partnership for Gulf Coast Conservation, a landscape-scale coalition we created, to receive funding through the Gulf Coast Restoration Trust Fund and other sources.
- **Extended our ongoing commitment to board excellence** by piloting programs and offerings for all-volunteer land trusts, including a circuit-rider program for 15 land trusts in Connecticut and Rhode Island and a grant to the Massachusetts Land Trust Coalition to conduct organizational assessments for five all-volunteer land trusts.

Michael, Peter and Debbie met up at the High Falls Conservation Area, a 47-acre public conservation property owned and maintained by Columbia Land Conservancy. The site provides the public year-round access to the highest waterfall in Columbia County, New York.

- > **Increased the reach by 27% of the Land Trust Leadership Program**, a multi-year program to build leadership skills within land trusts that are striving to improve their organizational effectiveness and conservation impacts. The program has served 93 land trusts since 2010.
- > **Served 62 land trusts through our Excellence program** that delivers tailored and integrated training, financial investments and mentoring over multiple years to land trusts poised to grow their capacity and advance their conservation impact; included a mix of regional programming supplemented with \$145,000 in national funding to 52 of the participating land trusts.
- > **The Land Trust Accreditation Commission awarded accreditation to 61 land trusts** in 2013, the largest class to date. With the addition of 18 more in early 2014, the current total stands at 254, bringing the percentage of protected fee and easement land held by accredited land trusts up to 54%. (See the current list on pgs. 15-16.)
- > **The Commission designed and launched the online renewal application process** and accepted the first 49 renewal applications in 2013.





Dean and Kathleen stand near Watmough Head on Lopez Island (WA) on the Beck Conservation Easement, the very first easement donated to San Juan Preservation Trust back in 1984.

Being Good Partners

Kathleen Foley and Dean Dougherty

These days whenever Kathleen Foley thinks about perpetuity, she also thinks about climate change. As stewardship manager at the accredited San Juan Preservation Trust in Washington State, she senses, as perhaps only an island dweller can, the quickening pace of global warming. “We have to be thinking about what the climate models are telling us,” she says. “Locally, we talk about how we as island citizens can prepare, but it’s a really new conversation for our organization.” In a general sense—in the sense of perpetuity—it should be on every land trust’s radar.

The oldest land trust in Washington, the Preservation Trust has permanently protected more than 260 properties on a chain of 20 islands throughout the San Juan archipelago. Director of Stewardship Dean Dougherty says the organization is putting increased emphasis on improving relationships and communications with landowners, connecting regularly with them by phone and mail. At least once each year, he and Kathleen make their way by ferry, water taxi or even kayak to every protected parcel for a monitoring visit. “We encourage landowners to participate and learn the natural history of their property,” says Kathleen. “If it needs restoration or noxious weed

eradication, we can bring in a fleet of volunteers to help. We want to show we’re being good partners.”

And they want to be certain the owners understand that conservation agreements are forever. Faced recently with a timber trespassing violation on one of its preserves, the Preservation Trust turned to Terrafirma Risk Retention Group LLC to manage the legal process. “A set of procedures is in place to tackle what to do,” says Dean. “First is our Conservation Easement Violation Policy, which we also follow for preserve violations. We’ve dealt with similar situations in the past and know the measures to follow in case it turns into a legal issue. It’s unfortunate that these incursions have happened more than once; it would be more unfortunate if we hadn’t learned from the process.”

The stewardship team agrees that the concept of permanence, of perpetuity, can be difficult to define. “As an organization we can promise to stay ethical, solvent, able to function,” Kathleen says. “As long as we’re around, we’ll hold these lands in trust. But if we’re not looking at the bigger picture—the bigger environmental issues—ultimately it’s Mother Nature who will tell us if we’re making the right decisions. All the citizens of the world are going to have to lock hands on this.”

LAND TRUST ALLIANCE YEAR IN REVIEW

- › **Terrafirma Risk Retention Group LLC issued the first insurance policies**, effective March 1, 2013, to 424 land trusts for 20,423 properties totaling over 6.3 million acres. Nationally land trusts insured with Terrafirma or capable of self-insurance hold an estimated 81% of all conservation easements held by land trusts, exceeding our one-year goal of 60%.
- › **Terrafirma, with management by Alliance Risk Management Services LLC, handled 10 claims** in 2013 and responded to more than 767 technical assistance inquiries.
- › **Used the Conservation Defense Fund** in three key precedent-setting legal cases.
- › **Became the go-to source for information on risk management** by developing a prototype for an online short course on risk management, which land trusts may take to fulfill the requirement for a Terrafirma premium discount, and conducting six one-hour webinars on risk management and a half-day seminar at Rally based on the newly published curriculum book, *A Guide to Risk Management for Land Trusts*.
- › **Entered into partnership with Vermont Law School** to distribute via its eLearning platform an Alliance-developed conservation law and practice curriculum, which will be marketed nationally to law students.
- › **Developed with the University of Wisconsin Survey Center a survey on conservation easement amendments**, modifications and terminations based on a meeting of conservation attorneys and senior practitioners convened and facilitated by the Alliance.

Getting the Full Story

Melanie Allen, Crystal Cockman and Peter Barr

As a community organizer in Kansas City during the 2008 presidential campaign, Melanie Allen walked precincts and made countless get-out-the-vote phone calls on behalf of the young Illinois senator who would become the nation's first African-American president. After the election, she continued to build connections—between the environment, the economy and the community—in her work with a Missouri environmental education organization. In 2011 she returned to her home state of North Carolina to work as the conservation and diversity coordinator at the accredited Conservation Trust for North Carolina (CTNC).

Besides protecting lands adjacent to the Blue Ridge Parkway, CTNC also provides financial support, training and consultation to the close-knit community of 24 land trusts in the state. That gives it a unique ability to spread a message of diversity. But until a few years ago, says Melanie, “The organization didn’t look like our state, which is ethnically, racially and economically diverse.” Funders were starting to notice.

The board began setting organizational goals for racial diversity, economic diversity and connections to youth, along with strategies to integrate them with the rest of the organization’s work. One of their initiatives is the Max Mukelabai Diversity Internship Program, which targets college students

and recent graduates from underrepresented demographic groups. The full-time, 10-week paid placements remove socio-economic barriers to entering the conservation field and offer a wide range of significant opportunities throughout North Carolina.

“We want the students to have meaningful experiences for their résumés,” Melanie explains. “An internship gets them deeply involved in land trust work.” By the end of 2014 more than 50 students will have participated. Each year since the program began, at least one intern has been hired by a sponsoring conservation organization.

Peter Barr is trails and outreach coordinator for the accredited Carolina Mountain Land Conservancy, which hosted a Max Mukelabai Diversity intern in 2012. “If we get everyone out to see these places of natural beauty, the land will speak for itself,” he says. “A deep, deep connection is made.” The Land Trust for Central North Carolina hosted diversity interns in 2009 and 2013, and will host two more this year. “Summer internship programs are a very important tool for small land trusts,” says Associate Director Crystal Cockman. “These young adults are the next generation of conservationists.”

Melanie agrees. “We need to reach out to the whole community. We don’t get the full story if everyone isn’t around the table.”

LAND TRUST ALLIANCE YEAR IN REVIEW

- › **Our board approved a completely new strategic communication plan** that will take the Alliance to the next level, reaching external audiences along with our traditional internal ones, which will enhance the Alliance’s capacity and that of land trusts to build broad and deep support for land conservation.
- › **Increased the profile of voluntary land conservation** by attracting media around our bipartisan tax incentive, the fiscal cliff and the president’s testimony in support of the charitable deduction; holding a press conference on Capitol Hill; and announcing the launch of Terrafirma, which was picked up by the Associated Press and ran in more than 100 news outlets. Provided tools and draft messages for land trusts to distribute to their communities, assisting them in sending out press releases to attract attention and community support for their work.
- › **Developed and distributed 10 community conservation case studies nationally** and created an implementation plan and public statement on community conservation, incorporating the results of a three-month listening process and board feedback. Full implementation of the plan will begin in 2014 under the leadership of Rob Aldrich, our first director of community conservation.



The Pisgah Covered Bridge in the Uwharrie Mountains, where Melanie, Crystal and Peter met up, is preserved through a partnership between The Land Trust for Central North Carolina and the North Carolina Zoo. The bridge crosses the West Fork of the Little River, a nationally significant aquatic habitat stream hosting several rare species.

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 2013, including members of our *Guardians of the Land Society*, who made leadership gifts of \$1,000 or greater. Visit www.lta.org/join/2013donors for a list of all our individual supporters.

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“As a rancher, I support the Land Trust Alliance because it sustains both land trusts and landowners. I became a member of the Guardians of the Land because that’s what I see as my role—to preserve and protect working farm and ranch land for future generations. The Alliance’s work on programs such as the Farm Bill and tax incentives is invaluable to ranchers like me, allowing us to conserve the land we love while continuing to live on it and be productive members of our communities.”

ANNE BROCKENBROUGH

President, Wilbarger Creek Conservation Alliance

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"The Land Trust Alliance has become one of the centers of gravity for land conservation in America—and increasingly, around the world. My family and I are tremendously proud to support this important work. We are pleased to be part of the Alliance's past, present and future, knowing that our investment today will help conserve the land we care about for many generations."

JIM LEVITT, who with his family has protected several hundred acres of Maine forestland by granting a pair of working forest easements to the Frenchman Bay Conservancy, an accredited land trust



"When 12 of us formed Columbia Land Trust, we really didn't know what we were doing. The Alliance said 'plan,' so we planned. The Alliance showed us how to raise operating funds, so we created a successful operating fund challenge. The Alliance said to ask for planned gifts, and now we have a \$5 million endowment. Today the Alliance challenges us to build broad public support to grow our relevance and to build a national campaign for increased conservation funding. I am confident that if we both support and follow the Alliance, we will see private land conservation flourish in the years ahead."

GLENN LAMB, Executive Director, Columbia Land Trust

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 Gerrit Van S. Copeland
 Peter H. Creighton
 Steven Damuth
 Andrew C. Dana
 Gail Danto and Art Roffey
 Sara Jane and William DeHoff
 Stan and Betsy Dole
 William and Nancy Doolittle
 Susan L. Eslick
 Jay and Lynne Espy
 Sheldon Evans and Martha McMaster
 Charles and Charlotte Faulkner
 Belinda Faustinos
 Mildred Fisher
 Fleming Family Charitable Fund
 Donald Frank
 John and Sally Freeman
 Don Gallo *
 James Glasser
 Charlotte Hanes
 Whitney and Elizabeth Hatch
 Steve Henkel *
 Jean and Phil Hocker
 Ms. Eleanor Illoway
 Carter and Louise Jackson
 Tom and Ann Kelsey Fund
 Renee Kivikko
 The Jacob and Minnie Kliman
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 Tom Kupic *

Robert H. Levin
 Carolyn and Jack Long
 MacFund
 Cindy Madson
 Bill and Carol Maloney
 Ms. Noel Mann
 Edith Manns
 Donald McGrath
 Nancy Powell Moore
 Richard and Janice Nagler
 Tom Nelson *
 Richard Newton
 Peter and Charlene Paden
 C. W. Eliot Paine
 D. Williams Parker
 Joanne Holbrook Patton
 Richard Penney
 Judith Randal
 Dave and Linda Reinke
 Robert S. Rich
 Heather and Kevin Richards
 Joanna Dunn Samson
 Brian and Maggie Schilling
 Catherine Scott and Jamie Resor
 Jennifer Sims
 Alice Smith
 Sorenson Family Foundation
 Horton S. and Juliet S. Spitzer
 Mary Stelletello *
 Holmes and Didi Stockly
 Julia Stokes
 Wesley Sykes
 N. Anthony Taylor and Sherryl M. Taylor
 John Terrill II
 The Gilbert Verney Foundation
 Connie W. Waddington
 Robert Wagner
 Ian and Diane Walker
 Dawn Watson
 Bill and Mary Weeks
 Michael B. Whitfield
 Marilyn B. Wilson
 Jeremy Wintersteen
 Brad Wyche
 Leslie Zachary

* All or a portion of these gifts were made in-kind

For multi-year gifts and grants, annual installments that began in 2013 are reported.



GIFTS FROM ORGANIZATIONAL MEMBERS

The Land Trust Alliance is the membership organization for America's land trusts. We thank the 1,115 land trusts and 230 Government, Nonprofit and Professional Partners that were members in 2013. 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 special thanks to those land trusts and partners that gave gifts of \$500 or more above and beyond their member dues.

\$25,000 - \$49,999

The Nature Conservancy

\$10,000 - \$24,999

Atlantic Coast Conservancy/
 Pelican Coast Conservancy
 The Conservation Fund
 Housatonic Valley Association
 Hudson Highlands Land Trust
 Iowa Natural Heritage Foundation
 Massachusetts Audubon Society
 Open Space Institute
 Peconic Land Trust
 Scenic Hudson, Inc.
 The Trust for Public Land, National Office
 The Trustees of Reservations

\$5,000 - \$9,999

Buzzards Bay Coalition
 Columbia Land Conservancy
 Ducks Unlimited
 Dutchess Land Conservancy
 Lake Forest Open Lands Association
 Law Office of Stephen J. Small, Esq., P.C.
 The Nature Conservancy, New York
 State Office
 New York City Department of
 Environmental Protection
 Peninsula Open Space Trust
 Vermont Land Trust

\$1,000 - \$4,999

The 1,000 Islands Land Trust
 Bay Land Trust, Inc.
 Conservation Foundation of
 the Gulf Coast
 Conservation Pays, LLC
 Finger Lakes Land Trust
 Foothills Land Conservancy
 Galveston Bay Foundation
 Genesee Land Trust
 Genesee Valley Conservancy
 Jackson Hole Land Trust
 Land Trust for Louisiana
 Lyme Timber Company
 Mohonk Preserve
 New Jersey Conservation Foundation
 North Salem Open Land Foundation

Orange County Land Trust, Inc.
 Otsego Land Trust, Inc.
 Pelican Coast Conservancy
 Southern Appalachian Highlands
 Conservancy
 Tall Timbers Research Station &
 Land Conservancy
 The Land Conservancy of New Jersey
 Western New York Land Conservancy

\$500 - \$999

Alabama Forest Resources Center
 American Farmland Trust
 Blue Ridge Conservancy
 Chautauqua Watershed Conservancy
 Coastal Mountains Land Trust

Conservation Trust for North Carolina
 Davidson Lands Conservancy
 Delaware Highlands Conservancy
 Gathering Waters Conservancy
 Indian River Lakes Conservancy
 Lake George Land Conservancy
 Land Trust for the Mississippi
 Coastal Plain
 North Shore Land Alliance
 Saratoga P.L.A.N.
 Southeast Regional Land Conservancy, Inc.
 St. Simons Land Trust
 Weeks Bay Foundation
 West Virginia Land Trust
 Westchester Land Trust
 Wolf River Conservancy

"The Caterpillar Foundation invests in the Land Trust Alliance because of its innovative approach to land conservation, its proactive efforts to address climate change and its commitment to connecting all people to the land."

MICHELE SULLIVAN, President, Caterpillar Foundation



FOUNDATIONS, CORPORATIONS, ORGANIZATIONS AND GOVERNMENT

Our work is made possible by the generous support of the following organizations. We thank them for their deep investment in land conservation.

\$1,000,000 AND ABOVE

New York State Department of Environmental Conservation

\$500,000 - \$999,999

Doris Duke Charitable Foundation
Yarg Foundation

\$100,000 - \$499,999

S.D. Bechtel, Jr. Foundation
The Peter and Carmen Lucia Buck Foundation
The Carls Foundation
Caterpillar Foundation
ExxonMobil
The Moore Charitable Foundation

Charles Stewart Mott Foundation
Nina Mason Pulliam Charitable Trust
State and Private Forestry of the U.S. Forestry Service, Department of Agriculture

\$50,000 - \$99,999

Bureau of Land Management
Gaylord and Dorothy Donnelley Foundation
M.J. Murdock Charitable Trust
Richard King Mellon Foundation
Resources Legacy Fund through the Western Conservation program
Shield-Ayres Foundation
Trailsend Foundation

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

\$25,000 - \$49,999

American Express Foundation
The Champlin Foundations
Hartford Foundation for Public Giving
Hillsdale Fund
Houston Endowment Inc.
Mary A. Crocker Trust
Merck Family Fund
Morgan Stanley - Larson Land Foundation

“The relationship between the Forest Service and the Land Trust Alliance epitomizes the best of public-private partnership. The Alliance’s role in convening land trusts and providing essential services is unparalleled and offers a medium for the Forest Service to achieve its management and conservation goals. The result is a dynamic collection of wisely managed healthy lands serving as a legacy for future generations.”

JIM HUBBARD

Deputy Chief for State and Private Forestry, U.S. Forest Service



“The Carls Foundation supports individual land trusts in Michigan as part of its commitment to preserve our natural areas and our heritage. By also partnering with the Land Trust Alliance, we are able to ensure that all Michigan land trusts receive the essential services they need to amplify their capacity, expertise, skills and overall excellence.”

ELIZABETH STIEG, Executive Director, The Carls Foundation

National Fish and Wildlife Foundation
Panaphil Foundation
Pathfinder Foundation, Inc.
Plum Creek
U.S.D.A. Natural Resources Conservation Service
U.S. Department of Defense
U.S. Fish and Wildlife Service, Realty Division
U.S. Forest Service
Wells Fargo Foundation

\$10,000 - \$24,999

The 1772 Foundation, Inc.
Agua Fund, Inc.
American Forest Foundation
Birch Cove Fund of the Maine Community Foundation
Margaret A. Cargill Foundation
Carter Family Charitable Trust
Dewberry Corporation
The Geraldine R. Dodge Foundation, Inc.
Horizon Foundation, Inc.
ILK Alliance
Island Foundation, Inc.
Lyndhurst Foundation
National Audubon Society
National Oceanic and Atmospheric Administration
The Nature Conservancy - Louisiana Field Office
Overhills Foundation
Southern Company Charitable Foundation, Inc.
Weeden Foundation

\$5,000 - \$9,999

Alliant Insurance Services, Inc.
Appraisal Institute
The Bender Family Foundation
Earth Share
Gates Family Foundation
Georgia Power Foundation, Inc.
Great Outdoors Colorado
The Nature Conservancy - Mississippi Field Office
The Nature Conservancy - Texas Field Office
Patagonia
Rayonier Forest Resources L.P.
The Volgenau Foundation

\$1,000 - \$4,999

American Conservation Association, Inc.
Arent Fox LLP *
Champlain Hardwoods, Inc.
Columbia Forest Products
Federal Highway Administration
The Friendship Fund
Cynthia and George Mitchell Foundation
Northland Forest Products
Outdoor Underwriters, Inc.
Post and Courier Foundation

** All or a portion of these gifts were made in-kind*

For multi-year gifts and grants, annual installments that began in 2013 are reported.

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.

Ola Akinmowo
Tommy Albo
Joe Alfano
Hank Alicandri
David Allen
Melanie Allen
A. Eric Alvarez
Kathy Ambrosini
Ole Amundsen, III
Craig Anderson
David Anderson
Judy Anderson
Kevin Anderson
Mark Anderson
Marilyn Anthony
Jeffrey Appel
Steve Archibald
Leakhena Au
Jennifer Axelrod
Thomas Bailey
Veda Banerjee
Elizabeth Barber
Steven Barg
George Barlow
Sarah Bates
Simi Batra
John Bauer
Michael Beam
David Beaver
Robert Bendick
James Bergan
Amanda Bernard
Paul Bennett
Constance Best
Lenore Beyer-Clow
Dennis Bidwell
Jessica Blake
Rob Bleiberg
Jonathan Bloomfield
Scott Boettger
Dale Bonar
Renee Bouplon
Brian Bourdages
John Bowie
Elizabeth Brawley
Sarah Brooks
Elizabeth Brown
Rich Bruer
Norman Brunswig
Ed Buchan
Karen Buck
Honora Buras

Annie Burke
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Sean Byrne
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Marc Caine
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William Clough
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Fred De Long
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Damon Hearne
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Kevin Hurley
Kelly Ingebritson
Jessica Jay
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Taylor Jordan
Richard Keim
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Lisa Kiziuk
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Megan Knott
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Kris Larson
Karen Lehman
Bradley Leibov
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Ronald Levitt
Melissa Levy
C. Timothy Lindstrom
Gil Livingston
Bill Long
Andy Loza
Lynn Lozier
Ruth Madrigal
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Kristen Maneval

Karin Marchetti Ponte
Richard Martin
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Glenn Marx
Thomas Masland
Sue Mauger
Marie McCarty
Robert McCorkindale
Nelwyn McInnis
Jeanie McIntyre
Seth McKee
Peter McKeever
Lisa McLaughlin
Nancy McLaughlin
Matthew McQueen
Linda Mead
Christopher Miller
Clint Miller
Edgar Miller
Kivi Leroux Miller
R. King Milling
Demetrice Mills
Jonathan Milne
David Mitchell
Jensen Montambault
Jim Morris
Hanni Muerdter
Anne Murphy
Tom Nelson
Jacob Newell
Huyen Nguyen
Peter Nichols
Nina Nowak
James Oldham
Ryan Olson
Lisa Ott
Peter Paden
Carl Palmer
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Robert Parker
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Katherine Peake
Chris Pease
Mark Pennington
Thomas Pepper
Sara Perlson
Sarah Peterson
Bryan Piazza
Tom Pierce
Daniel Pike
Robert Pirani
Andrew Pitz

Peter Pollak
Isa Polt-Jones
Patricia Pregmon
Kevin Redding
Denise Reed
Gretchen Reed
Kelly Reed
Kevin Reilly
Heather Richards
Gavin Ricklefs
Ann Riley
Clayton Ripley
Breece Robertson
Andy Robinson
Dan Roix
Jim Rokakis
Paul Roos
Alan Rowsome
Mackenzie Royce
Dianne Russell
Sarah Ryzner
Emilie Rzotkiewicz
Elizabeth Sanderson
Jessica Sargent
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Lena Septimo
William Shaddox
Matthew Shaffer
Anderson Shepard
Phil Shephard
David Shields
Lindsey Shute
William Silberstein
Ian Sinks
Tim Sinnott
Stephen Small
Marc Smiley
Lisa Smith
Adam Snyder
Kay Sohl
Jonathan Soll
Sacha Spector
Judith Speckler
Peter Stein
Mary Stelletello
Sara Stephens
Kathleen Stites
Bob Stokes
Jeremy Stone
Sarah Surroz
Stephen Swartz
Jeffery Swinehart



(left to right) Director George Covington, president John Sentell, chair Mark Ahern and director Melanie Rummel at Lake Forest Open Lands Association's Melody Farm Nature Preserve

“Lake Forest Open Lands Association benefits from our partnership with the Land Trust Alliance on several levels. In addition to taking advantage of the Alliance’s many services as a land trust member, we specifically support the Alliance’s public policy work. Because the Alliance is focused at the federal level, it’s advocating for legislation that is the cornerstone of our grassroots efforts. We view this as a long-term investment in our work and the broader land trust community. It’s one vision that links us all together.”

JOHN SENTELL, President, Lake Forest Open Lands Association

John Thompson
Jim Tinson
David Urban
Tyler Vick
Marci Volmer
Rob Wade
Emily Warms
Cari Watkins-Bates
Laurie Wayburn
Dan Weber
W. William Weeks

Lori Weigel
Abigail Weinberg
Mark Weston
Adam Whelchel
Leigh Whelpton
Dave White
Eulis Willis
Chris Wilson
Reid Wilson
Sara Wilson
David Wooldridge

Chet Work
Elizabeth Wroblecka
Anna-Marie York
Keri York
Jaime Zaplatosch
Jennifer Zarnoch
Jane Zirilis

ACCREDITED LAND TRUSTS



The Land Trust Accreditation Commission, an independent program of the Land Trust Alliance, awards the accreditation seal to land conservation organizations that meet national standards for excellence, uphold the public trust and ensure that conservation efforts are permanent. www.landtrustaccreditation.org.

NATIONAL

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

ALABAMA

Alabama Land Trust
Chattawah Open Land Trust
Freshwater Land Trust
Land Trust of North Alabama
Weeks Bay Foundation

ALASKA

Great Land Trust
Kachemak Heritage Land Trust
Southeast Alaska Land Trust

ARIZONA

Arizona Land and Water Trust
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
Land Trust of Napa County
Land Trust of Santa Cruz County
Marin Agricultural Land Trust
Northcoast Regional Land Trust
Northern California Regional
Land Trust
Pacific Forest Trust
Peninsula Open Space Trust
Placer Land Trust
Sacramento Valley Conservancy
San Joaquin River Parkway
and Conservation Trust
Save the Redwoods League
Sempervirens Fund
Sequoia Riverlands Trust
Shasta Land Trust
Solano 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
Norfolk 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
Chattahoochee Valley
Land Trust
Georgia Land Trust
Mountain Conservation Trust
of Georgia
Oconee River Land Trust

HAWAII

Hawaiian Islands Land Trust

IDAHO

Sagebrush Steppe Land Trust
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
Johnson County Heritage Trust

KANSAS

Kansas Land Trust

KENTUCKY

Bluegrass Conservancy
Louisville and Jefferson County
Environmental Trust

MAINE

Blue Hill Heritage Trust
Brunswick-Topsham Land Trust
Chebeague & Cumberland
Land Trust
Coastal Mountains Land Trust
Forest Society of Maine
Frenchman Bay Conservancy
Kennebec Estuary Land Trust
Mahoosuc Land Trust
Maine Coast Heritage Trust
Sheepscot Valley Conservation
Association
Vinalhaven Land Trust

MARYLAND

American Chestnut Land Trust
Eastern Shore Land
Conservancy
Potomac Conservancy

MASSACHUSETTS

Kestrel Land Trust
Mount Grace Land Conservation
Trust
Sudbury Valley Trustees
The Trustees of Reservations
and its affiliate,
Massachusetts Land
Conservation Trust
Wareham Land 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
Michigan Nature Association
North Oakland Headwaters
Land Conservancy
Six Rivers Land Conservancy
Southwest Michigan Land
Conservancy

MINNESOTA

Minnesota Land Trust

MISSISSIPPI

Land Trust for the Mississippi
Coastal Plain

MONTANA

Bitter Root Land Trust
Five Valleys Land Trust
Flathead Land Trust

Gallatin Valley Land Trust
Montana Land Reliance
Prickly Pear Land Trust
Vital Ground Foundation

NEBRASKA

Nebraska Land Trust

NEW HAMPSHIRE

Ammonoosuc Conservation
Trust
Ausborn Sargent Land
Preservation Trust
Monadnock Conservancy
Society for the Protection
of New Hampshire Forests
Southeast Land Trust of
New Hampshire
Squam Lakes Conservation
Society
Upper Valley Land Trust



ACCREDITED LAND TRUSTS

NEW JERSEY

D&R Greenway Land Trust
 Monmouth Conservation
 Foundation
 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
 Mohawk Hudson Land
 Conservancy
 Mohonk Preserve
 North Shore Land Alliance
 Open Space Conservancy (Land
 Acquisition Affiliate of Open
 Space Institute)
 Rensselaer Land Trust
 Rondout-Esopus Land
 Conservancy
 Scenic Hudson and its affiliate,
 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
 Tar River Land Conservancy

OHIO

Gates Mills Land Conservancy
 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 &
 Museum of Art
 Chestnut Hill Historical Society
 ClearWater Conservancy
 Countryside Conservancy
 Delaware Highlands
 Conservancy
 Edward L. Rose Conservancy
 French Creek Valley
 Conservancy
 Heritage Conservancy
 Lancaster County Conservancy
 Lancaster Farmland Trust
 Land Conservancy of
 Adams County
 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
 Westmoreland Conservancy
 Willistown Conservation Trust

PUERTO RICO

Conservation Trust of
 Puerto Rico

RHODE ISLAND

Aquidneck Land Trust
 Sakonnet Preservation
 Association
 Tiverton Land Trust

SOUTH CAROLINA

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

TENNESSEE

Land Trust for Tennessee
 Lookout Mountain Conservancy
 Tennessee Parks & Greenways
 Foundation

TEXAS

Bayou Land Conservancy
 Galveston Bay Foundation
 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
 New River Land Trust
 Northern Virginia Conservation
 Trust
 Piedmont Environmental
 Council and its affiliate,
 Piedmont Foundation
 Virginia Eastern Shore
 Land Trust

WASHINGTON

Bainbridge Island Land Trust
 Capitol Land Trust
 Chelan-Douglas Land Trust
 Columbia Land Trust
 Forterra
 Jefferson Land Trust
 Lummi Island Heritage Trust
 Methow Conservancy
 Nisqually Land Trust
 North Olympic Land Trust
 PCC Farmland Trust
 San Juan Preservation Trust
 Skagit Land Trust
 Whatcom Land Trust
 Whidbey Camano Land Trust

WEST VIRGINIA

Cacapon and Lost Rivers
 Land Trust

WISCONSIN

Bayfield Regional Conservancy
 Caledonia Conservancy
 Ice Age Trail Alliance
 Kettle Moraine Land Trust
 Kinnickinnic River Land Trust
 Mississippi Valley Conservancy
 Northwoods Land Trust
 Ozaukee Washington Land Trust

WYOMING

Jackson Hole Land Trust
 Wyoming Stock Growers
 Agricultural Land Trust

FINANCIAL OVERVIEW

The Land Trust Alliance had an excellent year in 2013, surpassing its goals for unrestricted giving and contribution to operating reserves. Overall, our financial results were consistent with our operating budget and reflect the success of both our annual and Campaign fundraising.

As planned, we began utilizing the substantial funding raised in 2012 for new and expanded programming. Under GAAP accounting rules, this influx of resources resulted in significant growth in our restricted net assets in 2012 and a reduction in net assets in 2013, producing the overall negative change in net assets.

The Alliance's complete, audited financial statements, which contain an unqualified audit opinion, are available at www.landtrustalliance.org or by request to info@lta.org.



Marilyn M. Ayres
 Chief Operating & Financial Officer

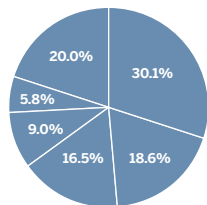
COMBINED FINANCIAL STATEMENTS

Year Ended December 31, 2013 (with comparative totals for 2012). To request a copy of the complete Notes to Financial Statements, e-mail info@lta.org.

Combined Statement of Activities	2013				2012
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	
Support and revenue					
Grants	\$ 139,500	\$ 6,031,185	\$ 1,307	\$ 6,171,992	\$ 14,580,648
Contributions					
Individual memberships and donations	1,919,029	74,222	-	1,993,251	1,685,116
Organizational memberships	1,048,787	-	-	1,048,787	1,000,253
Other donations	122,534	-	-	122,534	208,100
Conference fees	837,367	-	-	837,367	899,948
Investment income	43,245	507,447	-	550,692	367,911
Accreditation fees	714,176	-	-	714,176	303,778
Donated services	459	-	-	459	322,128
Publication sales	17,529	-	-	17,529	22,849
Other programs	220,523	-	-	220,523	99,545
Net assets released from restrictions	7,868,538	(7,868,538)	-	-	-
Total support and revenue	12,931,687	(1,255,684)	1,307	11,677,310	19,490,276
Expenses					
Program services	9,864,780	-	-	9,864,780	9,061,410
Management and general	550,338	-	-	550,338	591,816
Fundraising	2,243,479	-	-	2,243,479	2,162,531
Total expenses	12,658,597	-	-	12,658,597	11,815,757
Change in net assets	273,090	(1,255,684)	1,307	(981,287)	7,674,519
Net assets					
Beginning	\$ 2,321,217	\$ 13,536,206	\$ 3,095,598	\$ 18,953,021	\$ 11,278,502
Ending	\$ 2,594,307	\$ 12,280,522	\$ 3,096,905	\$ 17,971,734	\$ 18,953,021

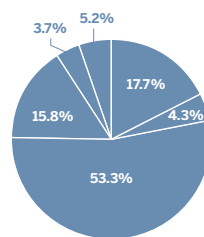
REVENUE

Individuals	30.1%
Foundations	18.6%
Government	16.5%
Organizational Memberships	9.0%
Corporations/Organizations	5.8%
Earned Revenue	20.0%



EXPENSE

Fundraising	17.7%
Management & General	4.3%
Education & Capacity Building	53.3%
Policy & Outreach	15.8%
Conservation Permanence	3.7%
Accreditation	5.2%



Combined Statement of Financial Position

	2013	2012
Assets		
Current assets		
Cash and cash equivalents	\$ 3,746,211	\$ 4,183,353
Receivables	14,328	79,407
Promises to give	4,367,694	4,374,641
Investments	5,675,488	5,174,235
Prepaid expenses	214,474	281,195
Inventories	54,468	56,973
Total current assets	14,072,663	14,149,804
Property and equipment		
Net of accumulated depreciation of \$1,077,853 (\$1,025,244 in 2012)	290,101	356,220
Other assets		
Promises to give, long-term	873,080	2,093,107
Investments	4,005,496	3,431,690
Deposits	10,019	11,169
Total other assets	4,888,595	5,535,966
Total assets	\$ 19,251,359	\$ 20,041,990
Liabilities and net assets		
Current liabilities		
Accounts payable and accrued expenses	\$ 476,380	\$ 273,139
Grants payable	248,353	406,169
Deferred revenue	22,237	-
Deferred rent	65,664	55,413
Capital lease obligations	3,914	3,916
Conditional contribution	130,520	-
Total current liabilities	947,068	738,637
Other liabilities		
Deferred rent	193,295	258,958
Deferred compensation	130,908	78,765
Capital lease obligations	8,354	12,609
Total other liabilities	332,557	350,332
Net assets		
Unrestricted	2,594,307	2,321,217
Temporarily restricted	12,280,522	13,536,206
Permanently restricted	3,096,905	3,095,598
Total net assets	17,971,734	18,953,021
Total liabilities and net assets	\$ 19,251,359	\$ 20,041,990

together

A Campaign for the Land

As I look back on the past 12 years as a board member and volunteer with the Land Trust Alliance, I see a tremendous period of growth in the services and new initiatives provided to our land trust community—from the smallest volunteer land trusts to the largest national land conservation organizations. Early in my tenure, we expanded *Land Trust Standards and Practices*, providing guidance for governance and best practices for land conservation work.

In 2010, the Alliance board worked with the land trust community to develop a bold strategic plan to address the greatest challenges of the conservation community. This plan outlined specific ideas to increase the *pace* of land conservation, improve the *quality* of land conservation and ensure the *permanence* of land conservation. These new initiatives have included:

- **Leading a successful coalition that resulted in more than \$1 billion in Farm Bill funding** for the purchase of easements on farm and ranch lands along with improved match requirements that will make it easier for land trusts to access these programs.
- **Raising a \$3 million endowment and investing over \$2 million** in a flexible range of services based

on our evolving understanding of land trusts needs to successfully prepare for accreditation, including over \$1 million in direct grants.

- **Sponsoring and capitalizing Terrafirma Risk Retention Group LLC**, a charitable risk pool owned by more than 450 member land trusts and insuring over 20,000 properties.

While looking forward at what it would take to implement the *Pace, Quality, Permanence* Strategic Plan, our staff and Board of Directors quickly realized that our traditional sources of financial support—membership, foundations, federal agencies and individuals—were far too limited to achieve our new objectives. This led to the creation of the first national campaign for the Land Trust Alliance.

Together: A Campaign for the Land was launched in the fall of 2011 with a goal of raising \$35 million over five years to fund these various initiatives, while also building the Alliance's resources to continue many of these initiatives into the future. To date, we have raised more than \$26 million towards that goal while also being very focused on avoiding any competition with the fundraising efforts of our land trust membership.

This success comes from a collective effort of many individuals and organizations: Land Trust Alliance management and staff, regional staff leadership, the Board of Directors, board and staff of many of our land trusts, foundations, corporations and individuals. We still have a distance to go in this Campaign, but the seeds have been planted for long-term sustainability of these programs and initiatives.

As I complete my tenure on the Campaign Cabinet, I want to express my deep appreciation to each and every person who has helped us reach this point in the Campaign. Protecting and preserving the lands and waters that nurture us as humans and also protecting a diversity of wildlife and ecoregions is a cause that is truly inspiring and gratifying.

David H. Anderson

*Past Chair, Land Trust Alliance Board of Directors
Honorary Chair, Campaign Cabinet*

TOGETHER: A CAMPAIGN FOR THE LAND

Over the past three years this Campaign has funded the work of the Land Trust Alliance and enabled significant accomplishments for land conservation. Here are some highlights.

Increase the Pace of Land Conservation

\$1 BILLION +

for the purchase of easements on farm and ranch lands in the 2014 Farm Bill



Improve the Quality of Land Conservation



Capacity Building

3,500 individuals received training in 2013

76 land trust leaders enrolled in Land Trust Leadership Program in 2013

60+ land trusts in the Alliance's land trust Excellence program



471 Capitol Hill meetings held during the Alliance's annual Advocacy Days

185 co-sponsors for H.R. 2807 to make permanent the tax incentive for conservation

24 co-sponsors for the Senate bill

50 million acres of land conserved by land trusts

\$26 million raised to date for the Campaign

Accreditation

\$2 million in services to prepare land trusts for accreditation

254 land trusts have achieved accreditation

82 land trusts in the 2014 accreditation pipeline



~89% of all acres land trusts hold under easement are now either held by TerraFirma members or organizations capable of self-insuring

519 members in the national Conservation Defense Network, an information hub for conservation defense issues

\$9 Million Still Needed

in order to increase the pace of land conservation, improve the quality of land conservation and ensure the permanence of land conservation:

- Make permanent the enhanced tax incentive for conservation easement donations
- See 350 land trusts accredited by 2016
- Enroll a total of 125 executive directors in the leadership program
- Engage 300 land trusts in community conservation
- Grow and unite support for land conservation nationwide

Ensure the Permanence of Land Conservation



together

A Campaign for the Land

“Even with so much already accomplished, we must reach our \$35 million Campaign goal in order to fully implement our strategy of ‘pace, quality and permanence’ for the national land trust movement. To cross the finish line, we are depending on the volunteers listed here who will be visiting with our supporters across the country and asking them to invest in the Campaign. We are confident that everyone who cares about the land will step up and help, and know that every land trust in the country will reap the benefits.”

—Frederic C. Rich, Campaign Co-Chair

David Anderson, Campaign
Honorary Chair*
Frederic Rich, Campaign Co-Chair*
Michael Dowling, Campaign
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Please join us!

So that we can continue to increase the pace of land conservation, improve the quality of land conservation and ensure the permanence of land conservation—to protect and preserve our lands, our waters and our ways of life.

www.landtrustalliance.org

“What the Alliance has already accomplished for land conservation through the Campaign is remarkable, and none of it would have been possible without the donors who invested in the earliest days of the Campaign. They shared a vision for an ever more productive and successful land trust community and provided support for the Alliance’s plan to turn that vision into reality. We are profoundly grateful to these friends and supporters.”

—Michael P. Dowling, Campaign Co-Chair

Donors to the Campaign are recognized in this document in the donor lists appropriate to their gift amount for 2013.



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Cover: Kinderhook Farms, one of the largest producers of 100% grass-fed beef and lamb in the Hudson Valley, is protected with a conservation easement held by Columbia Land Conservancy. Jerry Freedner, courtesy of the Carrie Haddad Gallery, Hudson, NY

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