


Celebrating the Journey

30 Years of Conservation Success

2011 ANNUAL REPORT



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

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From the Chair and President



Thirty years ago, land trusts joined forces to found the Land Trust Alliance. That was the beginning. That was the moment when we promised to do whatever we could to help land trusts save land.

We've come a long way since 1982. America's 1,700 land trusts now have 12,000 staff, 15,000 board members and 5 million members from every walk of life. Together, we have protected more than 47 million acres, 10 million of which were added in just the last five years.

We've come a long way, but our most important work is still ahead of us. We need to accelerate the *pace*, improve the *quality*, and ensure the *permanence* of land conservation in the United States. With your help, we will. We already are.

In the following pages, you will hear the stories of four land trusts that helped found the Land Trust Alliance. They will talk about their work to increase the pace, quality and permanence of their conservation. You will also learn how partnerships between the Alliance and its members created new federal tax incentives, accreditation, legal defense insurance and training for a new generation of conservation leaders, transforming the effectiveness of land conservation in America.

We've protected millions of acres, connected with communities and strengthened public trust and support for land conservation. Working together, we will do even more in the next 30 years.

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 SUCCESSSES

- Recruited more than 300 House co-sponsors—majorities of both parties—and more than 100 organizations in support of the enhanced federal tax incentive for conservation donations.
- Built a campaign for funding land trust purchases of conservation easements in the Farm Bill that resulted in the Agriculture committees proposing \$1 billion in funding despite billions of dollars of cuts elsewhere.
- Organized land trusts in the fight that reversed draconian cuts to the Land and Water Conservation Fund passed by the House in early 2011, and actually *increased* its funding for 2012.
- Mobilized the land trust community to develop more and closer relationships with their representatives in Congress.
- Maintained state funding for the New York State Conservation Partnership Program at \$1,575,000, resulting in 80 matching grants to 57 land trusts.

Pictured: The Brandywine Conservancy has protected more than 45,000 acres in Pennsylvania and Delaware. Sherri Evans-Stanton leads its Environmental Management Center, which provides conservation services and comprehensive land use planning to land-owners, farmers, municipalities and developers.



Voices Heard Together

Sherri Evans-Stanton

“Land conservation is a unifying concept—one that generates strong bipartisan support,” says Sherri Evans-Stanton, director of the Environmental Management Center at Brandywine Conservancy, and president of the board of the Pennsylvania Land Trust Association.

“We are very thankful to Congressman Jim Gerlach (R-PA), who was one of the lead co-sponsors on legislation that will make permanent a tax incentive that helps landowners conserve important natural, agricultural and historic resources in our community and throughout the nation,” says Sherri. The legislation has received overwhelming support from Congress, with more than 300 U.S. Representatives—including majorities of both parties—co-sponsoring “The Conservation Easement Incentive Act.”

Sherri knows firsthand how important the incentive is to conservation. “Over 95% of the conservation easements held by the Brandywine Conservancy have been donated by landowners, many of whom benefited from tax incentives.” She explains that Rep. Gerlach and many of his colleagues “understand the critical importance of protected open space and its value to our local communities. We greatly appreciate their leadership and support on conservation issues.”

“There are tangible benefits when the land trust community gets together as a group to influence policy,” says Sherri, who believes the Land Trust Alliance provides a valuable opportunity for land trusts to speak in unison. “When our voices are heard together, people pay attention.”

Like many land trusts, the Brandywine Conservancy is involved in regional policy issues that often reach beyond their service area.

In response to proposed federal energy policies that would facilitate the creation of many new high-voltage transmission power lines across America, the Brandywine Conservancy worked in partnership with the Land Trust Alliance, Pennsylvania Land Trust Association, Piedmont Environmental Council and others to advocate that permanently protected lands be avoided during the siting process. While Congress did not enact legislation, a federal court overturned two National Interest Electric Transmission Corridors, and the conservation community was given a seat at the table by federal regulators for the Eastern Interconnection Planning Collaborative. This work would not have been possible without the participation of numerous organizations and the Land Trust Alliance.

“Beginning in 1979, when the Brandywine Conservancy hosted the first get-together of land trusts to discuss how we should prepare for the expiration of easement legislation in 1980, it became obvious that land trusts had to develop a unified voice to meet new challenges. We quickly learned that to succeed over time, we would have to have an organization that would develop standards for easements and appraisals and advance the state of the art in landsaving.”

WILLIAM SELLERS, *founding board member of the Land Trust Alliance, formerly with the Brandywine Conservancy*

A Sense of Unity

David MacDonald and John Hoffnagle

“I want my kids to be able to enjoy nature the way I did when I was growing up,” says David MacDonald, director of land protection at the Maine Coast Heritage Trust (MCHT). “Their future is a big part of why I do this work, and why the quality of land conservation matters so much.”

One way to ensure quality is through accreditation. The Land Trust Accreditation Commission, an independent program of the Land Trust Alliance established in 2006, awards the accreditation seal to community institutions that meet national quality standards for protecting important natural places and working lands forever.

“I’m a great believer in accreditation,” says David, who served as a founding accreditation commissioner. Now MCHT—accredited in 2010—and the Land Trust Alliance help other land trusts prepare for the process through the Maine Land Trust Excellence Program.

The process is rigorous but the benefits are tangible. “Everyone I’ve talked to who’s come through the program has said that it has made their organizations stronger,” says David.

John Hoffnagle,¹ senior director of land protection at the Land Trust of Napa County (LTNC), would agree. LTNC is preparing to apply, and John is already seeing benefits. “It’s getting us ship-shape, and we’re not even there yet.”

“Being an old-timer, I can tell you that the old days were about ‘dollars and acres.’ There was no component of quality.” John believes that refocusing on quality—whether through *Land Trust Standards and Practices* or the accreditation process—can guide land trusts through difficult periods and challenging decisions. For example, when the economy collapsed shortly after LTNC took on a capital campaign to protect 4,000 acres, it was their focus on the *quality* of the land that kept them going. “The reason we got through it was because our fundamentals were sound,” says John.

Accreditation and *Land Trust Standards and Practices* do more than affirm quality in land trusts. They also provide a sense of unity.

“What the Maine Coast Heritage Trust does is really different from what we do, but the Standards and Practices tie us together,” says John. “I know we are all working off the same playbook.”

“We were a small handful of land-saving practitioners coming together for the first time. Imagine how exhilarating it was, after working alone in uncharted territory, to join forces with colleagues and give birth to the land trust movement! Diverse, strong and passionate personalities worked in unison to build the Land Trust Alliance’s solid and high-minded foundation. I’m honored to have been there with that remarkable group of people.”

JOAN VILMS, *founding board member of the Land Trust Alliance, formerly with the Land Trust of Napa County*

¹At press time, John announced his move to the Oregon State Parks Foundation.

Right: David MacDonald and his son, Jesse, kayak on Frazier Creek on the Schoodic Peninsula along the eastern coast of Maine. Below: John Hoffnagle visits Trancas Crossing Park. The Land Trust of Napa County worked with golfer Johnny Miller and the City of Napa to protect this city park.



LAND TRUST ALLIANCE SUCCESSES

- Delivered services to help land trusts prepare for accreditation, including workshops, organizational assessments, small grants and direct coaching assistance. Twenty-two land trusts were awarded accreditation in 2011, plus 23 this spring, and many more are in the application process. See the list of 158 accredited land trusts on the back cover.
- Built strong land trusts by delivering training to almost 3,000 people through Rally, workshops and webinars, thanks to our faculty of more than 275 presenters, our Alliance-trained cadre of instructor-consultants, and numerous partner organizations.
- Expanded use of The Learning Center, the go-to website for land conservation, and increased the number of land trusts signed up for Pathways to Accreditation by 50%.
- Launched Land Trust Board Services to help board members be strong leaders for their organizations.
- Increased land trust capacity through “excellence” programs throughout the country, providing them with integrated capacity-building services.



LAND TRUST ALLIANCE SUCCESSSES

- Organized TerraFirma Risk Retention Group LLC, the conservation defense insurance program owned by and for land trusts to uphold conservation permanence.
- Expanded the conservation defense clearinghouse with 10 new custom collections of legal documents, including the Federal Volunteer Protection Act, transfer fees, lender agreements and IRS insights on technical compliance.
- Facilitated a national network of conservation experts disseminating timely practical analysis and guidance on trends, challenges, legislation, cases and regulations affecting conservation.
- Built broad public support for conservation through national media covering the Land Trust Census, showing an increase of 10 million protected acres since 2005 and a doubling of the amount of funding that land trusts have dedicated to monitoring, stewardship and legal defense.
- Shaped the land conservation message to highlight the critical resources land brings to our communities: clean air and water, fresh local food, habitat for plants and animals, and places to refresh our minds and bodies.



Pictured: Iowa Natural Heritage Foundation's High Trestle Trail project includes an iconic bridge over the Des Moines River. Mark Ackelson says, "The trail is drawing thousands of visitors and getting people of all abilities and socio-economic backgrounds into nature while also providing significant economic benefits to local communities and public health."

Standing Strong

Mark Ackelson

Mark Ackelson is very enthused about Terrafirma Risk Retention Group LLC, the new insurance program owned and operated by and for land trusts. “This has been a dream of many in the land trust community for decades,” says Mark, president of the Iowa Natural Heritage Foundation. He would know. He was one of those who helped found the Land Trust Alliance 30 years ago.

The premise behind Terrafirma is simple. As with every insurance program, Terrafirma shares risk across a wide member base. That shared risk, however, is unique. Terrafirma’s sole purpose is to support land trusts as they defend their conservation easements and land against legal challenges.

Land trusts, foundations, donors and the general public (because of tax deductions) have billions of dollars invested in voluntarily conserved lands nationwide. “Some of these lands are extremely valuable,” says Mark, who explains that rising property values and changing land use patterns present a significant and increasing threat

for the permanence of conservation easements. As land values rise, so do the incentives for developers or landowners to disrupt or void those easements. Ultimately, every land trust may face litigation. These legal battles can cost hundreds of thousands of dollars. That leaves the vast majority of land trusts vulnerable to legal challenges.

“The Conservation Defense Center and Terrafirma will all help protect against that threat,” says Mark. “When you measure the success of the insurance program, it’ll be the number of conservation easement lands that are successfully protected.”

“This insurance can help us be stronger organizations,” says Mark. Already, 467 land trusts—with 18,544 conservation properties—have committed to the program. The Iowa Natural Heritage Foundation is one of those land trusts. “I knew great things would come from the land trust community working together, and Terrafirma is one of them.”

“When the Land Trust Alliance was created 30 years ago, we never could have envisioned its extraordinary effectiveness and success in furthering the explosion of land conservation across America. From the early network of land trusts that banded together to share the costs of attorney Kingsbury Browne’s tax law advisory services, to the land conservation movement of today, the Alliance has been a unifying force for the permanence of protected land.”

BEN EMORY, founding board member and second executive director of the Land Trust Alliance, formerly with Maine Coast Heritage Trust

The Future Leaders of Our Movement

By Alan M. Bell

Growing up the youngest of 10 children in East Chicago, Indiana, a gritty, industrial town on Lake Michigan, my exposure to vast amounts of open space was somewhat limited. But my mother always had a garden flourishing in the front yard and my father proudly nursed his vegetable garden in the back yard. At a very young age I was inspired to explore nature and to work to protect it, especially in inner-city urban areas.

My parents created their gardens because they grew up connected to the land in the small town of Columbia, Mississippi, surrounded by farms and lush forests. And they passed their love of the land on to me. But the torch grows dimmer with each successive generation. In an age inundated with the Internet, social media, video games and so many other options, it becomes a challenge today for many young people to have the same nature experiences that I had in my youth. As the growing amount of media and social options clamoring for the attention of the younger generation becomes the “new norm,” how can we cultivate the next generation of conservation leaders?

First, it’s important that the conservation community recognize that the demographics of our country are evolving—we are becoming more and more ethnically diverse, people of influence are younger than in the past, and the way that people communicate and connect is more instantaneous, intertwined and international. Second, we must mentor young people, teach them the value of conservation to all human beings, and support them with the training they need to develop into the leaders of tomorrow.

Ultimately, to solidify the long-term foundation of the next generation of conservation leaders, there must be a strong sense of ownership by younger people and diverse communities of the mission and vision of land conservation. They must not only experience it, they must feel they truly “own” a part of it and believe that maintaining a connection to the land is essential to their lives.

Given the recent success of new engagement and leadership initiatives by the Land Trust Alliance and land trusts across the country, I’m very optimistic that the untapped energy of our youth and diverse communities bodes well for the sustainability of the land conservation movement.



Pictured: Alan Bell is a board member of the Land Trust Alliance and Openlands, as well as founder of The Elements Group, which focuses on projects that engage people with the natural environment.



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 2011, 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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“We support our local land trusts, both big and small, and they are doing excellent work. However, our conservation goals are broader and deeper than what is possible only through the successes of individual organizations. The Land Trust Alliance provides leadership in policy, conservation defense and organizational excellence that amplifies and makes land trusts’ work more sustainable in a changing world.”

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“The Land Trust Alliance exemplifies what an organization that supports land trusts should be all about: Protecting valuable land and natural resources while creating awareness, setting quality standards, and establishing a large network full of energy and commitment for its members. At a national scale, I cannot think of somewhere I would rather allocate a donation than the Alliance.”

FERNANDO LLOVERAS SAN MIGUEL, ESQ.

Executive Director, Conservation Trust of Puerto Rico

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“For my entire adult life, I’ve supported private, voluntary land conservation. Because I felt so strongly about this type of conservation, I made a major career change six years ago in which I went from law firm president to land trust executive director.

Supporting the Land Trust Alliance, through individual contributions of cash and a planned gift in my will, seems like a natural and necessary extension of my embrace of conservation in my own community. Local conservancies need the Land Trust Alliance. By implementing Land Trust Standards and Practices, participating in Alliance training, and benefiting from Alliance lobbying for conservation-friendly legislation, our local efforts are greatly reinforced and magnified.

Everyone benefits from the conservation of natural areas, working farms and forests. We owe a debt of gratitude and support to the Land Trust Alliance for cementing our individual conservation efforts together into a larger and stronger whole.

Through my planned gift to the Alliance, I am assured of an opportunity to promote and strengthen private, voluntary conservation long after I’m gone from this land, which I value so deeply.”

TIM JACOBSON

Executive Director, Mississippi Valley Conservancy (WV)

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“The Lyndhurst Foundation has been a steadfast supporter of the Land Trust Alliance since 1997. The pragmatic, market-based approach to private land conservation, which is the hallmark of the Alliance’s work, is a strong complement to the foundation’s place-based environmental grantmaking and its efforts to protect critical forested and aquatic habitat and biological diversity.”

BRUZ CLARK, President, Lyndhurst Foundation

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Equinox Environmental Consultation and Design, Inc.
The Friendship Fund
Georgia Alliance of Land Trusts
Hillsdale Fund
The Johnson Foundation at Wingspread
Kalamazoo Nature Center†
Miller & Martin, PLLC
MillerCoors
The Nature Conservancy, Illinois Field Office
The Nature Conservancy, Indiana Field Office
The Nature Conservancy, Iowa Field Office

The Nature Conservancy, Michigan Field Office
The Nature Conservancy, Minnesota Field Office
The Nature Conservancy, Ohio Field Office
The Nature Conservancy, Wisconsin Field Office
New Hampshire Charitable Foundation
The Redwoods Group Foundation, Inc.

Rotary Club of Milwaukee
Sustainable Forestry Initiative, Inc.
Wisconsin Department of Natural Resources

**These grants were received in 2011 to support 2012 Programs.*

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

For multi-year gifts and grants, 2011 installments are reported.

“The Department of Defense’s partnership with the Land Trust Alliance is a wonderful example of a win-win-win that benefits local communities, the environment and national defense. Working with the Alliance and its member land trusts has helped DoD’s Readiness and Environmental Protection Initiative increase the quality, pace and permanence of land conservation near our military installations. We are grateful for our partnership with the Alliance and look forward to continuing to save land that protects military readiness and cherished natural places.”

JOHN CONGER, Assistant Deputy Under Secretary of Defense for Installations and Environment



GIFTS FROM ORGANIZATIONAL MEMBERS

The Land Trust Alliance is the membership organization for America's land trusts. We thank the 1,122 land trusts and the 210 Government, Nonprofit and Professional Partners that were members in 2011. In the list below, we give our special thanks to those land trusts and partners that gave gifts of \$1,000 or more, *above and beyond their member dues*.

All of our members' support helps advance the pace, quality and permanence of land conservation throughout the country. To see a complete list of Alliance organizational members, please visit www.findalandtrust.org.

\$25,000 – \$49,999

The Nature Conservancy
The Trust for Public Land,
National Office
United States Forest Service

\$10,000 – \$24,999

The Conservation Fund
Iowa Natural Heritage Foundation
Open Space Institute
Peconic Land Trust

\$5,000 – \$9,999

California Council of Land Trusts
Columbia Land Conservancy
Ducks Unlimited, Inc.
Dutchess Land Conservancy
Gathering Waters Conservancy
Lake Forest Open Lands Association
Law Office of Stephen J. Small, Esq.
New York City Department of
Environmental Protection

\$1,000 – \$4,999

Atlantic Coast Conservancy, Inc.
The Conservation Foundation
Finger Lakes Land Trust
Foothills Land Conservancy
Genesee Land Trust
Genesee Valley Conservancy
Georgia Land Trust
Hudson Highlands Land Trust
Jackson Hole Land Trust
Lookout Mountain Conservancy

Lula Lake Land Trust
The Nature Conservancy, New York
State Office
North Salem Open Land
Foundation
Openlands
Osego Land Trust, Inc.
Scenic Hudson, Inc.
Southeast Regional Land
Conservancy, Inc.

Tall Timbers Research
Station &
Land Conservancy/
Kevin McGorty
Thousand Islands Land
Trust
Western New York Land
Conservancy

BERKLEY ENDOWMENT FOR ACCREDITATION

We thank the following individuals and institutions for funding a \$3 million endowment for land trust accreditation. Special thanks to lead donors Forrest Berkley and Marcie Tyre, and to The Kresge Foundation for their \$1 million challenge grant fulfilled in 2011.

Anonymous (4)
Forrest Berkley and Marcie Tyre
John H. and Mary S. Birdsall
The Bobolink Foundation
The Peter and Carmen Lucia Buck
Foundation
Scott Dickerson and Janet Redfield
Gaylord and Dorothy Donnelley
Foundation
Molly Doran and Andrew Cline
Thomas R. Duffus
Doris Duke Charitable Foundation
Excess Return Fund of the
Maine Community Foundation
Sharon Goldsmith, Ph.D.
Charles and Natasha Grigg
Jean and Phil Hocker
Kat Imhoff
The Kresge Foundation

Larry and Nancy Kueter
Cary F. Leptuck
Jacqueline B. Mars
The New Hampshire Charitable
Foundation
Heather and Kevin Richards
Cashdan/Stein Great
Grandmother Fund
Mr. and Mrs. Daniel M. Stowell
Stephen W. and Lucinda Low Swartz
Tall Timbers Research Station & Land
Conservancy/Kevin McGorty
The Tiffany & Co. Foundation
Kathleen L. Treanor
Tammara Van Ryn and
Christopher Lincoln
West Hill Foundation for Nature
Michael B. Whitfield
Phillip and Jessica Whittaker

CONSERVATION DEFENSE INITIATIVE

We thank the following individuals and institutions for contributing to the Conservation Defense Initiative (2011 - 2015), including capital funding to launch Terrafirma Risk Retention Group, LLC, a new insurance program to defend conserved fee lands and easements. In addition, we appreciate the support of the 467 land trusts nationwide that have committed to participate in Terrafirma.

S.D. Bechtel, Jr. Foundation
Peter and Carmen Lucia
Buck Foundation
Virginia Wellington Cabot Foundation
Claneil Foundation
Gates Family Foundation
Houston Endowment Inc.
Knobloch Family Foundation
Richard King Mellon Foundation
Mithun Family Foundation
Gordon and Betty Moore
Foundation
The David and Lucile
Packard Foundation
Resources Legacy Fund through the
Western Conservation Program
Stones River Consulting, LLC

IN-KIND SUPPORT FOR CONSERVATION DEFENSE

Anonymous
Arent Fox LLP
Dechert LLP
Hogan Lovells US LLP
Kaplan Kirsch & Rockwell LLP
Knapp, Petersen & Clarke, PC
Law Office of Stephen J. Small, Esq.
McKenna Long & Aldridge LLP
Paul Frank + Collins
Primmer Piper Eggleston
& Cramer PC
Ropes & Gray LLP
Sirote & Permutt, PC
Sullivan & Cromwell LLP

"The Alliance's tailored one-on-one consulting and peer learning opportunities have helped greater Houston's land trusts become more strategic, accountable and sustainable. With the Alliance as a partner, local land trust leaders have become increasingly effective advocates for conservation in our community, and are well-equipped to ensure the permanence of conserved lands."

ELIZABETH LOVE, Grant Officer - Environment
Houston Endowment Inc.

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. People marked with two asterisks gave their time and expertise to the Standards and Practices Curriculum in 2011.

William Abberger
 Mark Ackelson
 Victoria Adams
 Lacy Alison
 David Allen
 Taber Allison
 Ole Amundsen, III**
 Shantia Anderheggen
 Jim Anderson
 Judy Anderson
 Laurie Andrews
 Marilyn Anthony
 Steve Archibald
 Carolyn Aspelin
 Leakhena Au
 Rob Ayers
 Bethaney
 Bacher-Gresock
 Thomas Bailey
 Martin Bailkey
 Stacy Baker
 Olivia Bartlett
 Allan Beezley
 Jordan Beezley
 Ralph Benson
 Robert Berner
 Bill Berry
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 Shelli Bischoff
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 Kay Sohl
 Judith Steckler
 Peter Stein
 Jessica Stewart
 Scott Stewart

“The Land Trust Alliance provides a powerhouse of intellectual capital in the form of nationally recognized experts experienced in various aspects of the conservation of private lands, including legal, tax and community relations issues. The Alliance is a key resource to accessing a powerful network of 1,700 land trusts that are working in local communities nationwide.”

LAURA J. NAPOLI, Land Management/Remediation Program Manager, ExxonMobil Biomedical Sciences, Inc.

LAND TRUST ALLIANCE FACULTY



"In August 2010, we became the second land trust in Connecticut to achieve accreditation. During the application process our entire board really pulled together. With only one part-time staffer, the directors relied on Land Trust Alliance publications and The Learning Center, and gained a strong appreciation for the Alliance's role in setting the bar for, and providing support to, land conservation organizations nationally. Our board realized that we could strengthen our commitment to the land conservation movement through individual contributions made by each board member to the Alliance, and we will continue this practice in the future."

CONNIE MANES, Kent Land Trust
(directors and advisors pictured above)

Doug Stotz
Alyssa Street
Michael Strigel
Sarah Strommen
Michael Strugar
Jeff Stump
Stephen Swartz
Paula Swedeen
Jeffrey Swinehart
Gary Tabor
Nate Thomas
Barton Thompson
Rebecca Thornton
Kevin Thusius

Jake Tibbles
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Andy Tuck
Joan Turley
David Urban
Rick Van De Poll
Dave Vasarhelyi
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Mark Weston
Margaret Wheeler
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Jamie Williams
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Venice Williams
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Linda Winter
Tim Wohlgenant
Rick Wood
Elizabeth Wroblecka
Logan Yonavjak
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Matthew Zieper



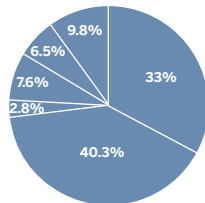
COMBINED FINANCIAL STATEMENTS

Year Ended December 31, 2011 (with comparative totals for 2010). To request a copy of the complete Notes to Financial Statements, e-mail info@lta.org.

Combined Statement of Activities	2011				2010
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	
Support and revenue					
Grants	\$ 225,813	\$ 6,632,827	\$ 1,564,357	\$ 8,422,997	\$ 4,288,804
Contributions					
Individual memberships and donations	1,988,141	325,873	-	2,314,014	1,964,169
Organizational memberships	1,021,066	-	-	1,021,066	972,427
Other donations	82,600	25,000	-	107,600	36,924
Conference fees	789,201	-	-	789,201	897,717
Investment income	40,259	12,342	-	52,601	268,384
Accreditation fees	415,112	-	-	415,112	241,917
Donated services	371,499	-	-	371,499	-
Publication sales	46,204	-	-	46,204	38,004
Other programs	26,920	-	-	26,920	15,750
Net assets released from restrictions	6,654,030	(6,654,030)	-	-	-
Total support and revenue	11,660,845	342,012	1,564,357	13,567,214	8,724,096
Expenses					
Program services	9,496,630	-	-	9,496,630	6,223,250
Management and general	518,268	-	-	518,268	461,503
Fundraising	1,654,111	-	-	1,654,111	1,252,122
Total expenses	11,669,009	-	-	11,669,009	7,936,875
Change in net assets	(8,164)	342,012	1,564,357	1,898,205	787,221
Net assets					
Beginning	\$ 2,842,143	\$ 5,010,938	\$ 1,527,216	\$ 9,380,297	\$ 8,593,076
Ending	\$ 2,833,979	\$ 5,352,950	\$ 3,091,573	\$ 11,278,502	\$ 9,380,297

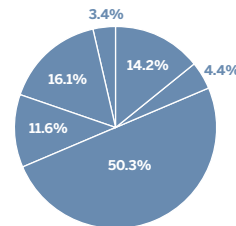
REVENUE

Individuals	33%
Foundations	40.3%
Government	2.8%
Organizational memberships	7.6%
Corporations/Organizations	6.5%
Earned revenue	9.8%



EXPENSE

Fundraising	14.2%
Management & General	4.4%
Education & Capacity Building	50.3%
Policy & Outreach	11.6%
Conservation Defense	16.1%
Accreditation	3.4%



Combined Statements of Financial Position

	2011	2010
Assets		
Current assets		
Cash and cash equivalents	\$ 3,403,851	\$ 1,700,711
Receivables	13,387	7,361
Promises to give	4,222,035	3,012,756
Investments	2,527,912	2,782,533
Prepaid expenses	137,867	165,390
Inventories	55,416	62,049
Total current assets	10,360,468	7,730,800
Property and equipment		
net of accumulated depreciation of \$940,083 (\$913,963 in 2010)	379,742	403,302
Other assets		
Promises to give, long-term	662,155	330,284
Investments - endowments	2,145,242	1,817,590
Deposits	18,569	8,419
Total other assets	2,825,966	2,156,293
Total assets	\$ 13,566,176	\$ 10,290,395
Liabilities and net assets		
Current liabilities		
Accounts payable and accrued expenses	\$ 200,371	\$ 462,905
Grants payable	1,655,881	25,000
Deferred rent	42,639	27,404
Capital lease obligations	3,603	-
Total current liabilities	1,902,494	515,309
Other liabilities		
Deferred rent	314,372	357,010
Deferred compensation	54,283	37,779
Capital lease obligations	16,525	-
Total current liabilities	385,180	394,789
Net assets		
Unrestricted	2,833,979	2,842,143
Temporarily restricted	5,352,950	5,010,938
Permanently restricted	3,091,573	1,527,216
Total net assets	11,278,502	9,380,297
Total liabilities and net assets	\$ 13,566,176	\$ 10,290,395



CONGRATULATIONS TO THE ACCREDITED LAND TRUSTS

NATIONAL OFFICE

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) 827-0774

SOUTHEAST

Raleigh, North Carolina
(919) 827-0023

WEST

Missoula, Montana
(406) 549-2750

ALABAMA

Freshwater Land Trust
Weeks Bay Foundation

ALASKA

Great Land Trust

ARIZONA

Desert Foothills Land Trust

CALIFORNIA

Bear Yuba Land Trust
California Rangeland Trust
Center for Natural Lands
Management

Central Valley Farmland Trust
Eastern Sierra Land Trust
Land Trust for Santa Barbara
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Marin Agricultural Land Trust
Northern California Regional
Land Trust

Pacific Forest Trust
Peninsula Open Space Trust
Placer Land Trust

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Sempervirens Fund
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Tri-Valley Conservancy
Wildlife Heritage Foundation

COLORADO

Aspen Valley Land Trust
Black Canyon Regional Land Trust
Colorado Cattleman's
Agricultural Land Trust
Colorado Open Lands
Eagle Valley Land Trust
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Conservancy

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Land Trust
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Kent Land Trust
Redding Land Trust
Salem Land Trust

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Alachua Conservation Trust
Conservation Foundation of
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Conservation Trust for Florida, Inc.
Tall Timbers Research Station &
Land Conservancy

GEORGIA

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Central Savannah River
Land Trust
Mountain Conservation Trust
of Georgia
Oconee River Land Trust

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Hawaiian Islands Land Trust

IDAHO

Teton Regional Land Trust
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Lake Forest Open Lands
Association

IOWA

Iowa Natural Heritage Foundation

MAINE

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Forest Society of Maine
Maine Coast Heritage Trust
Vinalhaven Land Trust

MARYLAND

Potomac Conservancy

MASSACHUSETTS

Boxford Trails Association/
Boxford Open Land Trust
Sippican Lands Trust
The Trustees of Reservations and
its affiliate, the Massachusetts
Land Conservation Trust

MICHIGAN

Chikaming Open Lands
Grand Traverse Regional
Land Conservancy
Leelanau Conservancy
Legacy Land Conservancy
Little Forks 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

Ausbon Sargent Land
Preservation Trust
Monadnock Conservancy
Upper Valley Land Trust

NEW JERSEY

D&R Greenway Land Trust, Inc.
The Land Conservancy of
New Jersey

NEW MEXICO

Taos Land Trust

NEW YORK

Columbia Land Conservancy
Dutchess Land Conservancy
Genesee Valley Conservancy
Hudson Highlands Land Trust
Mianus River Gorge Preserve
Open Space Conservancy
(Land Acquisition Affiliate
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Rensselaer Land Trust
Scenic Hudson, Inc.
Scenic Hudson Land Trust
Thousand Islands Land Trust
Tug Hill Tomorrow Land Trust
Westchester Land Trust
Winnakee Land Trust

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Catawba Lands Conservancy
Conservation Trust for
North Carolina
Eno River Association
Foothills Conservancy of
North Carolina
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

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Greenbelt Land Trust
McKenzie River Trust
The Wetlands Conservancy

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Bedminster Regional Land
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Chestnut Hill Historical Society
ClearWater Conservancy
Countryside Conservancy
Delaware Highlands Conservancy
Heritage Conservancy
Lancaster County Conservancy
Lancaster Farmland Trust
The Land Conservancy for
Southern Chester County
Montgomery County Lands Trust
Natural Lands Trust
North Branch Land Trust
Tincum Conservancy
Western Pennsylvania Conservancy
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PUERTO RICO

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RHODE ISLAND

Aquidneck Land Trust
Sakonnet Preservation Association

SOUTH CAROLINA

Congaree Land Trust
Edisto Island Open Land Trust
Pee Dee Land Trust
Upstate Forever

SOUTH DAKOTA

Northern Prairies Land Trust

TENNESSEE

Ducks Unlimited and its affiliate,
Wetlands America Trust
Land Trust for Tennessee
Tennessee Parks & Greenways
Foundation

TEXAS

Guadalupe-Blanco River Trust
Texas Land Conservancy

UTAH

Summit Land Conservancy

VERMONT

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VIRGINIA

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Northern Virginia Conservation Trust
Piedmont Environmental Council and
its affiliate, Piedmont Foundation
Virginia Eastern Shore Land Trust
Western Virginia Land Trust

WASHINGTON

Forterra
Jefferson Land Trust
North Olympic Land Trust
San Juan Preservation Trust
Skagit Land Trust
Whidbey Camano Land Trust

WISCONSIN

Bayfield Regional Conservancy
Caledonia Conservancy
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 2012

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].

CREDITS

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Christina Soto, editor/production coordinator
Cristina Santiestevan, writer
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