



## 2016 ANNUAL IMPACT REPORT





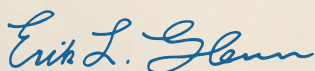
**E**ach year we have the privilege of reporting to our landowners, donors, partners and friends on the successes and accomplishments of the Colorado Cattlemen's Agricultural Land Trust (CCALT). CCALT was established 22 years ago to create a conservation organization that would work on behalf of agricultural families and would understand the culture of producers and the challenges they face. We have achieved that goal and also have helped to transform the way that other conservation organizations think about the importance of people, families and production agriculture as a component of conservation.

In 2016, CCALT partnered with **ten agricultural families** to permanently conserve **more than 37,000 acres** of productive agricultural land used to grow and raise the food that will feed our growing population. In the past 22 years we have worked with **260 families** across the state to conserve **more than 500,000 acres**. These families and this land on average feed close to **40,000 people each year**. Moreover, these lands protect **more than 867 miles** of rivers and streams and provide important habitat to our state's most iconic wildlife.

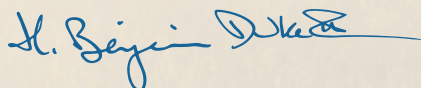
While these numbers are impressive, they are superficial if CCALT is not financially healthy. We are happy to report that financially, CCALT **grew its net assets by 8% year over year** and increased unrestricted contributions by individual donors by **30% year over year**. We still have work to do though, and we want to assure you that we are committed to fulfilling our obligations to our landowner partners and being the best stewards of our donors' investments.

Our work is important to all Coloradans and to the future of Colorado. If you are a farmer or rancher, our work is important to sustaining rural agricultural economies and communities. If you are a hunter, our work is important to conserving wildlife migration corridors, habitat connectivity and habitat in general. If you are an angler, our work is important to conserving rivers and streams and riparian areas. If you are a family of four living in Highlands Ranch, our work is important to ensuring a safe and healthy food source, clean air and clean water. Additionally, our work ensures that the western landscapes that define Colorado for its residents and for the world will remain our state's iconic signature.

Warmly,



Erik L. Glenn  
Executive Director



H. Benjamin Duke III  
President

# STATEWIDE IMPACT

Ecosystem Services are the products of nature that benefit people.

Since 1995, the Colorado Cattlemen's Agricultural Land Trust has conserved 500,689 acres, providing more than **\$197 million annually** in economic and environmental benefits to Colorado.

Each ecosystem service is quantifiable. Quantifying these ecosystems has enabled CCAALT to determine the annual return on investment of land conservation in terms of the value each acre of conserved land gives back to the people of Colorado.

Ecosystem services are grouped into four categories: supporting, regulating, provisioning, and cultural.

Supporting services create other ecosystem services, such as soil formation and nutrient cycling.

Regulating and provisioning services are raw materials from nature including food and water, and the benefits associated with regulating ecosystem processes, such as water filtration and carbon sequestration.

Cultural services are the intrinsic benefits that people derive from nature, such as the recreational opportunities that nature provides.

The pages that follow highlight the ecosystem services accomplished through conservation work in 2016.

## 2016 EASEMENT ACREAGE

# 37,226

## 2016 ECOSYSTEM SERVICES VALUE ADDED

# \$6,679,197

Source: The Trust for Public Land, 2010, Millennium Ecosystem Assessment, 2005.



# Financial Highlights

## 2016 Support and Revenue



**70%**

Contributions of conservation easements \$12,424,713

**24%**

Grants \$4,292,195

**3%**

General contributions and events \$588,629

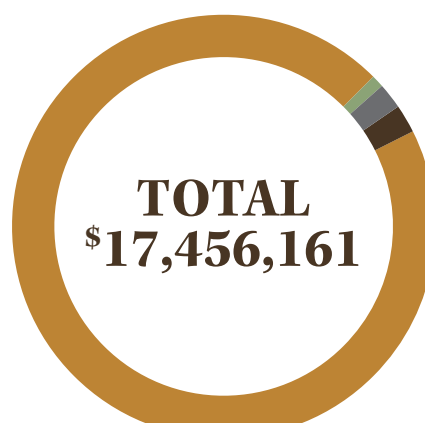
**2%**

Investment return \$329,424

**1%**

Program revenue \$200,862

## 2016 Expenses



**95%**

Conservation easements \$16,666,550

**2%**

Other conservation expense \$335,844

**2%**

Management and general \$340,953

**1%**

Fundraising \$112,814

### ENDOWMENTS AND LEGAL DEFENSE

*as of December 31, 2015 and 2016*

	2015	2016	CHANGE
Stewardship endowment	\$2,433,237	\$2,641,513	9%
Operating endowment	\$1,034,770	\$1,087,000	5%
Legal defense fund	\$479,880	\$512,059	7%
<b>TOTAL</b>	<b>\$3,947,887</b>	<b>\$4,240,572</b>	<b>7%</b>

*Our endowments and legal defense fund are donor-restricted funds established and managed for the purpose of supporting operations and ensuring that our easements will be maintained and supported in perpetuity.*

# 2015-2016 Financial Summary

Statements of Financial Position as of December 31, 2015 and 2016.

ASSETS	2015	2016	CHANGE
Cash and cash equivalents <sup>1</sup>	\$946,174	\$626,126	-34%
Accounts receivable and other	\$47,049	\$64,822	38%
Contributions and grants receivable	\$177,024	\$182,192	3%
Loans receivable	\$43,265	\$108,413	151%
Investments	\$3,688,910	\$3,942,033	7%
Property and equipment, net of depreciation	\$31,539	\$23,108	-27%
<b>TOTAL ASSETS</b>	<b>\$4,933,961</b>	<b>\$4,946,694</b>	<b>0%</b>
<b>LIABILITIES &amp; NET ASSETS</b>			
<i>Liabilities</i>			
Accounts payable and accrued liabilities	\$94,760	\$61,247	-35%
Deferred revenue <sup>1</sup>	\$356,810	\$23,394	-93%
<b>TOTAL LIABILITIES</b>	<b>451,570</b>	<b>\$84,641</b>	<b>-81%</b>
<i>Net Assets</i>			
Unrestricted	\$362,319	\$376,321	4%
Temporarily restricted	\$542,359	\$635,818	17%
Permanently restricted	\$3,577,713	\$3,849,914	8%
<b>TOTAL NET ASSETS</b>	<b>\$4,482,391</b>	<b>\$4,862,053</b>	<b>8%</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$4,933,961</b>	<b>\$4,946,694</b>	<b>0%</b>

Statements of Activities for the Years Ended December 31, 2015 and 2016.

SUPPORT & REVENUE	2015	2016	CHANGE
Contributions of conservation easements	\$8,436,325	\$12,424,713	47%
Grants	\$1,522,617	4,292,195	182%
General contributions and events	\$549,777	588,629	7%
Program revenue	\$121,101	200,862	66%
Investment return	(\$104,601)	329,424	415%
<b>TOTAL REVENUE</b>	<b>\$10,525,219</b>	<b>\$17,835,823</b>	<b>69%</b>
<b>EXPENSES</b>			
Donated conservation easements	\$8,436,325	\$12,424,713	47%
Purchase of conservation easements	\$1,475,175	\$4,241,837	188%
Other conservation expense	\$497,337	\$335,844	-32%
Management and general expense	\$403,488	\$340,953	-15%
Fundraising expense	\$78,337	\$112,814	44%
<b>TOTAL EXPENSES</b>	<b>\$10,890,662</b>	<b>\$17,456,161</b>	<b>60%</b>
<b>CHANGE IN NET ASSETS</b>	<b>(\$365,443)</b>	<b>\$379,662</b>	<b>204%</b>

<sup>1</sup>Decrease in cash and cash equivalents and deferred revenue relates to an expenditure of grant funds used to purchase a conservation easement in 2016.



# 2016 IMPACT: WATER

Colorado is one of only two headwater states. Therefore, ensuring smart conservation of the state's water resources is critical to maintaining a vibrant Colorado lifestyle.

**MORE THAN**

## 33 Miles

along major waterways and tributary creeks conserved, including riverfront along the Laramie and Yampa Rivers.

**MORE THAN**

## 3,371 Acres

of irrigated hay meadows conserved. Irrigated hay meadows on ranch properties provide key wildlife habitat for diverse species, including the greater sage grouse, waterfowl and other birds, mammals and fish.



2016 ECONOMIC IMPACT  
OF WETLANDS

# \$2,239,888











## A Lasater Legacy

WRITTEN BY MAGGIE HANNA WITH CONTRIBUTIONS FROM JAY FETCHER AND JEN LIVSEY

**H**is name appears in the places I least expect it. I come across his books, *Falfurrias* and *Flatrock*, in friends' houses. Old Colorado Cattlemen's Association (CCA), Colorado Cattlemen's Agricultural Land Trust (CCALT), and Pikes Peak Cattlemen's Association newsletters and minutes document his presence and influence. I have even found some of his notes tucked away in my family's ranch office. Dale Lasater has shaped my life in ways I will likely not truly understand for years to come.

Dale died at his family's Matheson, Colo. ranch last October, doing what he loved: riding horseback and taking in the ranch that surrounded him. A 1965 Princeton University alum, Dale spent a year studying as a Fulbright scholar at University of Buenos Aires, Argentina, before spending two years working on a cattle improvement program with the Peace Corps in Colombia, where he met and fell in love with Janine, who became his wife. Before assuming the leadership

of the family ranch, Dale worked as general manager of International Cattle Systems, a diversified livestock company headquartered in Kansas. Dale moved back to the Lasater Ranch in 1986. He worked hard to continue his family's commitment to working holistically with nature and the environment, producing organic, grass-fed beef from his beloved Beefmaster cattle. Dale worked throughout his career to implement conservation of Colorado's short-grass prairie. He was recognized and loved by his peers throughout his career for his civic engagement, ranging from the local CCA affiliate to National Cattlemen's Beef Association.

Like his father, his father's father and now his sons, Dale was a maverick, a pioneer, a loyal friend and a scholar. Above all, Dale was a teacher. He cared deeply about exposing others to ranching, to agriculture, to his love for this life. Dale took the time to take reporters from outlets like the *Denver Post*, *The Atlantic*, and *5280 Magazine* to Eric Schlosser, author



of Fast Food Nation, and every other inquiring mind out onto the land. Onto the land to see the cattle, to feel the grass, and to understand the system at large. An aspect of these field trips I love is that almost every article begins with the author noting Dale's beat-up ranch vehicle. I value this detail because it not only highlights his ability to include others in our industry, but highlights his humble nature, which I knew so well.

Dale's loyalty was also highlighted for me recently as I heard a family member recount how after a shock or family or community tragedy, Dale would call to check in. He didn't call once or twice, but once a week for 18 months. He never lost sight of the value of all that surrounded him, from his family and spirituality to his cattle and his neighbors. Dale paid attention.

CCALT board member Jen Livsey remembers spending countless hours bouncing around in the pickup or horseback beside her dad, and those hours being tinged with the influence of Dale. The Flying Diamond Ranch adheres to the Lasater philosophy of working with nature and raising cattle that fit the environment, and Jen's dad would and still does discuss the details of this philosophy at length with her. As she grew, she had the opportunity to get to know Dale personally, and her awe only grew. He was wise. He was funny. He thought big thoughts and was a light of innovation. Dale was a consummate cattleman, and we are all lucky he continually stepped up to represent the very best of ranching to the rest of the world.

Friend, fellow cattlemen, and founder of CCALT, Jay Fetcher, recounted the early years on CCALT's board of directors. Dale was always able to ground the board, to remind staff and board alike that this work was intended to protect working ranches from development and that the goal should always be to make it work for the rancher. Today, the policies, philosophies and practices of the land trust have all been colored by Dale's insight and leadership.

For generations the Lasater family sought ways to improve cattle ranching. Whether improvements were necessitated by great depressions or consumer demands and changing markets, the Lasaters worked to find brave solutions to big problems. They changed the way we, as cattlemen and women, value production traits in cattle. They developed the Beefmaster breed, first recognized by the USDA in 1954. And they reminded us not to fight nature, as "it is smart as hell." Whether you are a rancher, conservationist, outdoor enthusiast, or enjoy eating Colorado grass-fed beef, we have all been touched by the Lasater ranching philosophy and will be for generations to come.

Dale will be missed by all who knew him. In his absence, might we all take a page from his book, take a look around, pay attention, take the time to mentor someone, share what you know, and most important, push your own boundaries. ©

## ORGANIZATIONAL SUCCESES MADE POSSIBLE BY OUR DONORS



CCALT has partnered with  
**more than 250 ranching families**

# 299

Conservation easements



Conserved more than

# 500k Acres

*Dale and his grandson  
catching horses*



# 2016 IMPACT: GRASSLAND, PRAIRIE AND SAGE

Grasslands support more than twice as many species of conservation concern than any other habitat type. Yet these lands are among the least protected and most threatened in Colorado. Colorado's shortgrass prairie remains some of the largest intact grasslands in North America. Today, with more than 30% of Colorado's shortgrass prairie habitat already lost, CCALT has increased our efforts to ensure that grasslands are appropriately represented in Colorado's portfolio of protected lands.

## 77%

of the land conserved this  
year is grassland.

### 2016 ECONOMIC IMPACT OF GRASSLANDS, PRAIRIE AND SAGE

## \$2,475,504

CCALT RECEIVED

TWO  **GOCO**  
GREAT OUTDOORS COLORADO  
PROTECT  
GRANTS

The \$4.8 million in funding will enable the conservation of six ranches in Colorado and help five ranching families meet their conservation goals. The projects will conserve prairie canyon lands and grassland habitat in eastern Colorado.









# 2016 IMPACT: HABITAT

CCALT conserved ranches are home to more than beef cattle and agricultural products. Every ranch provides habitat to a multitude of species that rely on private lands.

## 37,226

acres of big game habitat conserved.

MORE THAN

## 74 MILES

of land conserved this year borders public land.

MORE THAN

## 4,200

acres of greater sage grouse habitat conserved.

### SENSITIVE SPECIES HABITAT CONSERVED THIS YEAR INCLUDE:



Lesser prairie chicken



Sandhill crane



Columbian sharp-tailed grouse



Bald eagle



Fish species:

Colorado pike minnow, razorback sucker, humpback chub, bonytail chub









# Finding Balance

WRITTEN BY JAYNE THOMPSON

**F**or many, eastern Colorado remains widely unknown and underappreciated. Its vast prairie landscape and seemingly never-ending skylines aren't well represented in our state's open space portfolio. However, what makes up this unique region of Colorado is native grassland prairie, rich with life and ecological value. Today, family owned farms and ranches create the remaining patchwork of one of our country's largest and last remaining shortgrass prairie ecosystems.

For more than 50 years, the May family has made their living from this land. Irene May and her two sons, Dallas and Bon, own and operate the May Ranch. Over the years, Dallas has watched the land survive crippling droughts and harsh winter snowstorms; he has seen neighboring grassland

ranches plowed up and converted to cropland; and he has also had the joy of raising his kids and grandkids on this property. If you count Dallas' two-year-old granddaughter helping to feed cows every morning, four generations of the May family are currently involved in the day-to-day management of the ranch.

Dallas and his family chose to conserve their ranch for multiple reasons, but each motive centers around one key objective: balance. The Mays view their ranch as a place where their family can remain connected to the land, the wildlife, their agricultural operation, and ranching culture. For them, the conservation easement ensures that this land will remain untouched for future generations, but it also allows the Mays to keep operating the ranch in a balanced way that provides for them and all of the other species that rely on the land.



► Dallas May and his family



*“To be able to place a perpetual easement on our ranch that will assure that the same environmental conditions that exist today will be here forever—yes, I do mean forever—is unbelievable”*

— Dallas May

Maintaining native grassland can be done, but it's not easy. In the past 30 years, nearly all of the neighboring properties around the May Ranch have been converted to farm ground. Today, if you check Google Earth, the May Ranch is a native grassland island, surrounded entirely by cropland farming operations. By maintaining nearly 10,000 acres of native shortgrass prairie, the Mays have created a haven for large game, natural predators like mountain lions and bobcats, and a significant number of birds.

“There are three different habitats on the ranch: prairie grasslands, wetlands, and sage. The conservation easement allows us to maintain a more sensible approach to what we do on the ranching and farming side, so that rather than try and capture every penny of the resources to maintain our operation, we can leave these habitats intact,” said Dallas May. “The result is that the habitat we now have benefits both the wildlife and the cattle.”

As Dallas's granddaughter grows up, the unique balance between the natural world and ranching that her family has created will help ensure that the land will still be available to her, just as it will be for the mule deer and pronghorn who also call the ranch home. ©

Fall colors on the May Ranch



► Sunset on the May Ranch, photo courtesy of Riley May

## LOOKING FORWARD

MORE THAN  
**38**  
active projects

## TOTALING MORE THAN

**100,000**  
Acres

## DID YOU KNOW?

The Colorado Cattlemen's Association (CCA) was formed 9 years before Colorado became a state. The Bent-Prowers Cattle and Horse Growers Association was one of the first affiliates of CCA.

# 2016 IMPACT: SCENIC

Colorado is known for its iconic western views and stunning landscapes. Conservation easements are designed to ensure these views remain unchanged.

THERE ARE

# FIVE



mountain ranges visible from ranches  
conserved in 2016.

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## DID YOU KNOW?

The Hanging Tree from *The Cowboys*,  
a 1972 western starring John Wayne,  
is located on a CCALT conserved ranch  
in southwest Colorado.



## Two Scenic Byways

Colorado is known for its remarkable drives.  
CCALT's work in 2016 protected viewsheds  
along the Flat Tops Trail Scenic Byway and the  
Colorado River Headwaters Scenic Byway.









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# Coaching the Next Generation

WRITTEN BY MAGGIE HANNA

**A**s if managing a ranch in southeastern Colorado, raising a family and holding full time jobs weren't challenging enough, Cody and Tammy Ridenoure have coached the Rocky Ford girls' basketball program together for 12 years, worked diligently to better their community in numerous ways, including a recently acquired grant to restore the Rocky Ford track, and prepared their family for a smooth transition of the ranch to their kids Kelsey and Colby. What started for this family well over 100 years ago now has a chance at another 100 years. The Edgar Ranch has been operated by the Edgar/Ridenoure family, since their arrival in Rocky Ford around 1895. They have passed the farming and ranching operations through multiple generations, and as of the summer of 2016, they are prepared to pass the ranch to generation number six.

Cody currently serves the Rocky Ford School District as the technology director, and Tammy makes her mark as the assistant principal and athletic director, all while managing the family ranch. Both sides of the Ridenoure family are long-time Arkansas Valley agriculturalists. Cody and Tammy met at a community gathering more than 30 years ago, and now Cody and Tammy's children Kelsey and Colby are back



► Cody and daughter Kelsey

and committed to the ranch, their family and their communities. Colby has moved home to work on the ranch, and Kelsey works as a soil conservationist at the local Natural Resources Conservation Service (NRCS) office. This commitment to family, agriculture and community exemplify the ranching and farming way of life and the spirit of the American west.

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## DID YOU KNOW?

**Lyman Edgar, Cody's grandfather, was Colorado's first centennial farmer. He was honored at the 2014 Colorado State Fair, held right before his 100<sup>th</sup> birthday.**

It also embodies what makes the Colorado Cattlemen's Agricultural Land Trust (CCALT) so unique in the conservation world. For CCALT, conservation is much more than simply conserving land or certain natural resources. It's also about people, families and communities. The Edgar Ranch transaction illustrates how land conservation and investments in conservation projects can impact natural resources, families, and communities and preserve some of Colorado's rich history.





► Timpas Creek

The Edgar Ranch is a traditional working ranch that is bordered by other family ranching operations and the Comanche National Grasslands. The Edgar Ranch includes the town of Timpas, Colorado, which was a well-known stop on the Santa Fe Trail beginning in 1822. Wagon trains following the Santa Fe Trail crossed the Arkansas River at Bent's Fort, traveled along the river to La Junta, and then traversed a long, dry 16 miles to Timpas, where they could find water in Timpas Creek. This route once featured historic stagecoach stops, eventually replaced by the railroad and now highlights remnants of homesteads that held out through the homestead movement and the Dust Bowl.

Conserving the Edgar Ranch presented an opportunity to maintain the pristine vistas, historical treasures, and a large working landscape, as well as

provide a sixth-generation Colorado family the opportunity to pass the ranch on to a seventh, eighth and ninth generation. A collaborative partnership between the Ridenroure family, The Nature Conservancy, Great Outdoors Colorado, U.S. Fish and Wildlife Service and CCALT helped complete the Edgar Ranch conservation easement, which added to a more than 250,000 acre and growing landscape of conserved lands in southeastern Colorado.

When Tammy retires from the school district, she looks forward to taking on new roles on the ranch. The entire Ridenroure family remains devoted to continuing the way of life their ancestors started. By conserving the Edgar Ranch today, the Ridenroure family contributes to the economic viability of their local community, keeps their family ranching legacy intact, and preserves an important part of the agricultural heritage of the West for the future. 🍷

## Leaders in the Land Trust Community

CCALT IS...

### THE LARGEST

land trust in Colorado and the **fifth largest statewide land trust** in the country for number of acres conserved;



leading research and discussions around alternative valuation models for conservation easements to improve the effectiveness of conservation in Colorado;



leading policy initiatives related to the Colorado Conservation Easement Tax Credit program and the conservation title of the Farm Bill.

# 2016 IMPACT: RANCHING HERITAGE

History Colorado honors farms and ranches that have been continuously managed by the same families for 100 years or more. This year, CCALT conserved

## THREE

CENTENNIAL FARMS

# 80%

of ranches conserved this year aided in the transfer of the ranch from one generation to the next.

# 93%

of the CCALT Board of Directors are actively involved in production agriculture.

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## DID YOU KNOW?

The Santa Fe Trail, America's first great international commercial highway, crosses two ranches that were conserved in 2016.

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THANK YOU!







We would like to acknowledge all of the landowners, donors and partners who supported CCALT in 2016. **You make this work possible.**

Megan Kott   Courtney Barnett   Anne Rogers   Erik L. Glenn   Molly Jales  
Jayne Chapman   Maggie Hume   Larry Kruter





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Arvada, CO 80002

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2017  
**SAVE  
AN  
ACRE**

Our Save an Acre campaign is back!  
Save now at [ForeverColorado.org](http://ForeverColorado.org)

# SAVE THE DATE!

## FOREVER COLORADO BBQ



JULY 8, 2017  
CRYSTAL RIVER RANCH  
CARBONDALE, COLORADO

Join us for dinner, drinks, music and more. Visit [CCALT.org](http://CCALT.org) or contact Maggie Hanna at [maggie@ccalt.org](mailto:maggie@ccalt.org) or 720.557.8266 to learn more.



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303.225.8677 | [info@ccalt.org](mailto:info@ccalt.org)

Visit us at [www.ccalt.org](http://www.ccalt.org) to learn more or find additional information about the Colorado Cattlemen's Agricultural Land Trust.

*The Colorado Cattlemen's Agricultural Land Trust protects Colorado's agricultural land, heritage and families for future generations by conserving working rural landscapes.*