

Colorado Cattlemen's
Agricultural Land Trust



2012 Annual Report





Dear Friends,

The Colorado Cattlemen's Agricultural Land Trust (CCALT) is pleased to report that 2012 was a successful year. The Land Trust completed 10 new conservation easements and added acreage to 10 existing projects in 2012. In total, we partnered with 20 families to protect more than 12,822 acres of land across the state.

CCALT is celebrating its 18th anniversary this year and it is hard to believe how much we have achieved in such a short time. This success would not have been possible without the support and guidance of the membership of the Colorado Cattlemen's Association and our landowners. The conservation community and agriculture are coming closer together, particularly as science continues to demonstrate that the stewardship provided by ranchers is also protecting important biological resources.

The Land Trust is a highly efficient and effective organization, which is in turn leading many landowners and their advisors to work only with CCALT. Clearly, our landowner-focused approach is working, and we are impressed by the amount of interest in conservation from Colorado's ranching families. We continue to work with our existing funders such as Great Outdoors Colorado, U.S. Department of Agriculture, and local county open space programs to find ways to increase their support of ranchland projects. We are also looking to expand our reach and to find common ground with wildlife groups, local communities and others; to achieve more conservation successes across Colorado.

While we have been remarkably successful, our work is by no means complete. More than one million more people are expected to move to Colorado in the next 20 years, putting even more pressure on our agricultural lands and water resources. In the coming year, we will begin to implement our new strategic plan which will ensure that CCALT will be a strong protector of Colorado's agricultural lands forever. We continue to work in other areas including the White River Valley and North Park in northwest Colorado, where additional projects are now developing. We look forward to even more success as we approach 20 years of land conservation!

Chris West
Executive Director

William E.L. Fales
Board President

Conservation Success!

Helping ranchers protect their land through the Conservation Advancement Loan Fund

The Colorado Cattlemen's Agricultural Land Trust created the Conservation Advancement Loan Fund (CALF) in 2009 as a tool that enables traditional "land rich and cash poor" ranchers and farmers to initiate high-quality land conservation projects. CCALT fields calls from hundreds of landowners interested in conservation easements every year. One of the most significant deterrents for landowners considering conservation options for their farm or ranch are the finances.

The CALF program enables landowners to apply to CCALT for funding to pay for project initiation costs such as preliminary appraisals, legal and title research, and surveys. After the closing of the easement, landowners who receive loans from this fund are required to repay the loan and make a contribution to the fund totaling 5% of the total loan amount. Funds will then be extended to another ranchland conservation project.

CCALT is looking for partners to help fund CCALT's Conservation Advancement Loan Fund. We currently have more than \$60,000 in this revolving fund and have assisted over **13 families** since 2010 with initial funding toward the protection of more than **21,000 acres**. In order to serve as many more landowners as possible, CCALT will need to grow the CALF account to a minimum of \$250,000.

CALF Fund Success Story - The Chew Ranch, Routt County

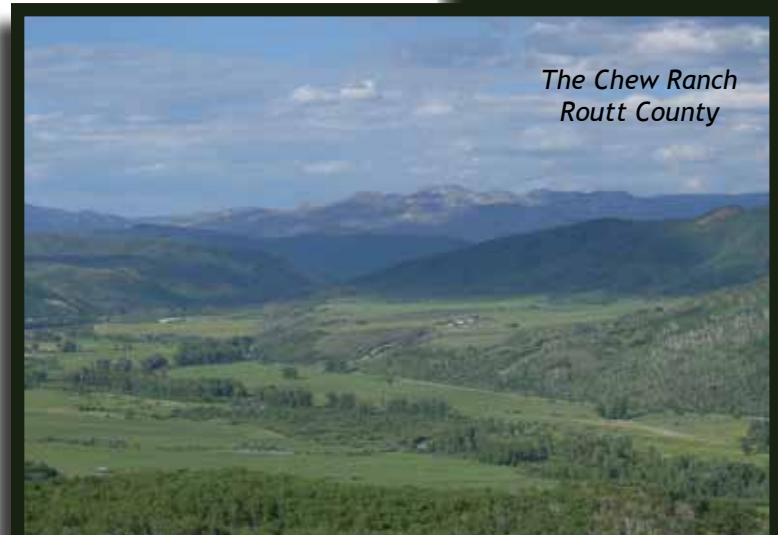
The Chew family contacted CCALT because they were interested in placing 767 acres into conservation easement. To get the easement process started, the Chew family needed several thousand dollars to pay for the retainer fees for the appraisal, mineral report, and environmental assessment. The Chews run a sizable livestock and trucking operation which spans northwestern Colorado and eastern Utah, so many of their resources are tied up in the animals and equipment. Like most ranching operations, most income comes in the fall and winter, once the animals are ready to sell.

The Chew family called CCALT in early August with this dilemma. CCALT loaned funds to the Chews from the Conservation Advancement Loan Fund (CALF). Through the use of the CALF program, the Chews did not have to sell animals early and could begin moving forward on the conservation easement.

The conservation easement closed a few months later and the Chews promptly paid CCALT the money back, along with an additional several hundred dollars to keep the program going.

"The money we paid CCALT was a minute percentage of the overall conservation easement deal. It benefitted us and now it can benefit others."

Doak Chew



*The Chew Ranch
Routt County*

2012 Donors

The Colorado Cattlemen's Agricultural Land Trust would like to express our sincere thanks to those individuals, businesses, and organizations that have partnered in CCALT's unique vision.

We particularly want to thank the 20 landowners who contributed easements in 2012.

Trail Boss

\$10,000 - \$25,000

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Beaver Run Resort
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Greg Peterson
& Kathleen Curry

2012 Donors Continued

Grants & Foundation Partners

We would like to thank the organizations that provided grants in 2012.
CCALT appreciates our partnership with the following organizations:

Bank of America Charitable Foundation
Colorado Conservation Trust
Community First Foundation
El Pomar Foundation
Entelco Foundation
Flying Diamond Ranch Foundation
Gates Family Foundation
Great Northern Tavern Foundation
Great Outdoors Colorado

Gunnison Valley Land Preservation Fund
Intermountain West Joint Venture
NAWCA
New Venture Fund
Park County Land & Water Trust
Routt County PDR Program
U.S. Fish & Wildlife Service
USDA NRCS
The Conservation Fund

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Peak Community Foundation
The Etkin Family Advised Fund at the
Aspen Community Foundation
The Nature Conservancy
The New-Land Foundation
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Explorer Continued

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Tax Credit Connection
The Trinchera & Tercio Foundation
The Trust for Public Land
Walters & Mullins
Western Land Group
Wilson Rio Grande Ranch

Please accept our sincere apologies for any unintentional mistakes or names that have been omitted. We have listed only donations that were received in our office by 12/31/2012. Any year-end donations that arrived in January will be listed in our 2013 report.

Protecting the Ranching Heritage of the White River Valley



Colorado's White River crosses the Russell Ranch

The White River Valley near Meeker, Colorado has attracted people for centuries, from the Utes to early settlers who established ranches along the river more than a century ago. The defining characteristic of the landscape, the White River, originates in the Flat Tops Wilderness and meanders its way through the beautiful native grass hay meadows of Northwest Colorado before meeting the Green River in Utah. Along the river's path is a healthy ranching community which has endured since the 1880's. Today, agriculture and outdoor recreation form the backbone of the economy of Rio Blanco County, largely because of the area's abundant and diverse natural resources.

The White River Valley Conservation Initiative was begun by CCALT and several local ranchers in 2007. The collective goal was to develop a program to assist landowners achieve their financial and agricultural goals for their land through conservation. Most of the ranches in the valley are owned and managed by families that, through multiple generations on the land, have kept this largely working landscape in agriculture.

Phase one of this important initiative has now been completed successfully. Four years ago, the Russell Ranch, run today by Ben Rogers and his family; and the neighboring Nelson Family's White River Ranch, agreed to be the valley's "conservation pioneers." They committed to working with CCALT to protect their historic family operations and collectively represent more than 160 years of continuous ranch and resource management. The first phase was also successful because of several funders who shared in the conservation vision of the landowners. These partners were the lottery-funded Great Outdoors Colorado, The New Venture Fund, Trout Unlimited, and the USDA Natural Resources Conservation Service's Farm and Ranch Lands Protection Program.

CCALT and the ranching community in the White River Valley are now in the initial stages of the second phase of the Conservation Initiative. The successful completion of two conservation easements has led to a significant increase in interest from fellow ranchers in the White River Valley who see that conservation easements are an effective tool to preserving agriculture and the rural working landscape that makes the White River Valley so unique. CCALT will protect four of these ranches by the end of 2015, which will cover more than 3,200 acres and protect five miles of White River.

2012 Financials

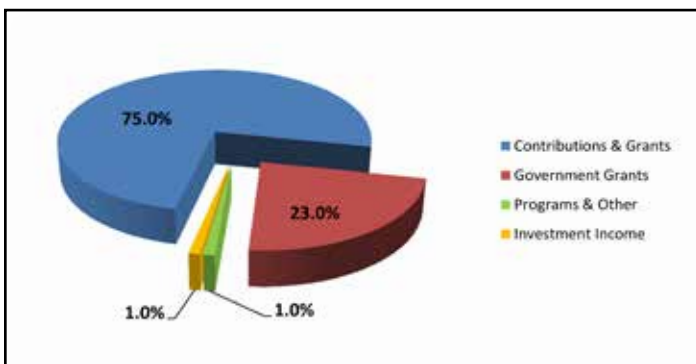
Statement of Financial Condition as of December 31, 2012

ASSETS	
Current assets - cash/cash equivalents	\$251,679
Current assets - other accounts receivable	\$10,772
Property, land & equipment, net depreciation	\$15,706
Contributions & grants receivable	\$67,500
Loans receivable	\$37,610
Investments	\$3,046,539
TOTAL ASSETS	\$3,429,806
LIABILITIES & NET ASSETS	
LIABILITIES	
Accounts payable	\$9,062
Accrued liabilities	\$22,878
Deferred revenue	\$90,000
Line of credit	\$43,809
TOTAL LIABILITIES	\$165,749
NET ASSETS	
Unrestricted	\$173,073
Temporarily restricted	\$379,059
Permanently restricted	\$2,711,925
TOTAL NET ASSETS	\$3,264,057
TOTAL LIABILITIES & NET ASSETS	\$3,429,806

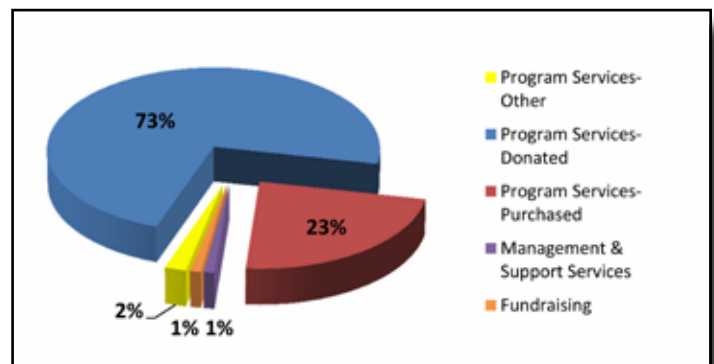
Summary of Activity & Changes in Net Assets

REVENUE & ADDITIONS TO NET ASSETS	
Contributions and grants	\$16,620,355
Government grants	\$5,090,500
Investment income & gains	\$124,504
Program revenue & other	\$188,135
TOTAL REVENUE & ADDITIONS TO NET ASSETS	\$22,023,494
EXPENSES	
Purchase of conservation easements	\$5,165,500
Donated conservation easements	\$16,195,250
Other program expenses	\$381,384
Fundraising	\$77,675
Management & support services	\$303,757
TOTAL EXPENSES	\$22,123,566
Invested Funds	
Stewardship Endowment	\$2,122,440
Operating Endowment	\$599,485
Legal Defense Fund	\$259,317
TOTAL INVESTED FUNDS	\$2,981,242

REVENUE BY CATEGORY



EXPENSES BY CATEGORY



Colorado Cattleman's
Agricultural Land Trust



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Knott Ranch, Routt County

Front Cover: Knott Ranch