

COLORADO CATTLEMEN'S AGRICULTURAL LAND TRUST

2017 ANNUAL IMPACT REPORT

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2017 was a remarkable year for the Colorado Cattlemen's Agricultural Land Trust (CCALT), and we are pleased to share some highlights with you. In October, CCALT was awarded the prestigious Land Trust Excellence Award by the Land Trust Alliance for our transformational conservation work. This award was in recognition of tremendous conservation success over the past two decades, but it was also in recognition of the foresight of the Colorado Cattlemen's Association to create a conservation organization dedicated to farmers and ranchers and the commitment of the many landowning families that have partnered with CCALT.

In 2017, CCALT partnered with ten ranching families to **permanently conserve 55,759 acres**. These projects span six counties across the state and protect diverse resources from prairie grasslands to iconic river corridors. Most important of all, though, is that these projects help continue long-standing family ranching traditions that date back in multiple instances to the 1800s.

Financially, CCALT ended 2017 with a **\$28,000 operating surplus**, **grew net assets by 12%**, and increased unrestricted contributions from individual donors by **8% year over year**. **Investments grew by 16%** reflecting the generally strong market year. Legislatively, we began work on the reauthorization of the Farm Bill, which is the single largest conservation funding source in Colorado. We also worked with Colorado State University on an economic analysis, which concluded that private land conservation is a big part of Colorado's economic success, generating up to a **12:1 return on its investments**.

While we are proud of our accomplishments in 2017, we are equally excited about the possibilities that 2018 offers. CCALT is at the beginning of a new strategic plan that will focus CCALT on four broad organizational priorities: (1) strengthening CCALT's organizational capacity; (2) land conservation; (3) stewardship of new and existing easements; and (4) advocacy and education.

We are actively working on 31 conservation projects across the state. Seven of those projects will be completed in 2018. We will continue to work with partners to advocate for policies (local, state, and federal) that advance the conservation of agricultural land in ways that work for producers.

We greatly appreciate your involvement with CCALT—as a donor, landowner, partner, or supporter and we hope you take pride in what we have accomplished and what we will accomplish in the future. Throughout this report you will read stories of families that make CCALT unique in the conservation world and how each of these families and their histories have helped shape CCALT into the organization it is today. Our work is important to all Coloradans and to the future of our state. It ensures that the western landscapes that define Colorado for its residents and for the world will remain our state's iconic signature and that family agriculture and rural communities will continue to thrive and be important elements of what we identify as Colorado.

Forever Colorado,

Erik L. Slenn

Erik L. Glenn Executive Director

I. Beyin Dike

H. Benjamin Duke III President

STRATEGIC FOCUS

Highlights from CCALT's new Strategic Plan

- Commitment to the Colorado Cattlemen's Association and its Members: We work to advance the conservation needs of Colorado's agricultural community.
- Commitment to Agricultural Lands and Agricultural Producers: We will focus on working agricultural lands conservation and the intergenerational transfer of those lands.
- C Innovation: We will constantly strive to listen, learn, and innovate.
- Advocacy and Education: We will advocate for new programs and incentives and changes to existing programs and incentives that make conservation a more appealing tool for agricultural producers.
- **Easement Stewardship:** We will develop innovative and effective approaches to stewardship.
- Generation: We commit to setting the standard for conservation transactions throughout the country.
- Capacity Development and Commitment to Partners: We will embark on an ambitious plan of investment in financial, human, and technological resources to grow the capacity of CCALT.

ORGANIZATIONAL PRIORITIES

Strengthen CCALT's Organizational Capacity







Advocacy and Education – Agriculture, Culture, and Conservation

Stewardship of

Stewardship of Existing and New Easements

MISSION STATEMENT

To conserve Colorado's western heritage and working landscapes for the benefit of future generations.

ORGANIZATIONAL VALUES

HERITAGE LEADERSHIP DISCIPLINE CREATIVITY RESULT DRIVEN PERPETUITY

Financial Highlights

2017 Support and Revenue



52%

Grants \$10,047,536

40%

Contributions of conservation easements \$7,686,625

4% General contributions and events \$727,367

3% Investment return \$498,039

1%

Program revenue \$231,762



95% Conservation easements \$17,744,125

2% Other conservation expense \$439,177

2% Management and general \$320,454

1% Fundraising \$110,032

ENDOWMENTS AND LEGAL DEFENSE as of December 31, 2015, 2016 and 2017	2015	2016	2017	CHANGE 2015-2016	CHANGE 2016-2017
Stewardship endowment	\$2,433,237	\$2,641,513	\$3,059,471	9%	16%
Operating endowment	\$1,034,770	\$1,087,000	\$1,218,616	5%	12%
Legal defense fund	\$479,880	\$512,059	\$631,445	7%	23%
TOTAL	\$3,947,887	\$4,240,572	\$4,909,532	7%	16%

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

2015-2017 Financial Summary

Statements of Financial Position as of December 31, 2015, 2016 and 2017.

ASSETS	2015	2016	2017	CHANGE 2016-2017
Cash and cash equivalents	\$946,174	\$626,126	\$1,124,988	80%
Accounts receivable and other	\$47,049	\$64,822	\$34,368	-47%
Contributions and grants receivable	\$177,024	\$182,192	\$64,429	-65%
Loans receivable	\$43,265	\$108,413	\$42,968	-60%
Investments	\$3,688,910	\$3,942,033	\$4,598,289	17%
Property and equipment, net of depreciation	\$31,539	\$23,108	\$17,237	-25%
TOTAL ASSETS	\$4,933,961	\$4,946,694	\$5,882,279	19%

LIABILITIES & NET ASSETS

Liabilities				
Accounts payable and accrued liabilities	\$94,760	\$61,247	\$42,685	-30%
Deferred revenue	\$356,810	\$23,394	\$400,000	1610%
TOTAL LIABILITIES	\$451,570	\$84,641	\$442,685	423%
Net Assets				
Unrestricted	\$362,319	\$376,321	\$395,273	5%
Temporarily restricted	\$542,359	\$635,818	\$746,552	17%
Permanently restricted	\$3,577,713	\$3,849,914	\$4,297,769	12%
TOTAL NET ASSETS	\$4,482,391	\$4,862,053	\$5,439,594	12%
TOTAL LIABILITIES AND NET ASSETS	\$4,933,961	\$4,946,694	\$5,882,279	19%

Statements of Activities for the Years Ended December 31, 2015, 2016 and 2017.

SUPPORT & REVENUE	2015	2016	2017	CHANGE 2016-2017
Contributions of conservation easements	\$8,436,325	\$12,424,713	\$7,686,625	-38%
Grants	\$1,522,617	\$4,292,195	\$10,047,536	134%
General contributions and events	\$549,777	\$ 588,629	\$727,367	24%
Program revenue	\$121,101	\$200,862	\$231,762	15%
Investment return	(\$104,601)	\$329,424	\$498,039	51%
TOTAL REVENUE	\$10,525,219	\$17,835,823	\$19,191,329	8%
EXPENSES				
Donated conservation easements	\$8,436,325	\$12,424,713	\$7,686,625	-38%
Purchase of conservation easements	\$1,475,175	\$4,241,837	\$10,057,500	137%
Other conservation expense	\$497,337	\$335,844	\$439,177	31%
Management and general expense	\$403,488	\$340,953	\$320,454	-6%
Fundraising expense	\$78,337	\$112,814	\$110,032	-2%
TOTAL EXPENSES	\$10,890,662	\$17,456,161	\$18,613,788	7%
CHANGE IN NET ASSETS	(\$365,443)	\$379,662	\$577,541	52%

2017 IMPACT: WATER

As they say in the West, whiskey is for drinking and water is for fighting. As one of Colorado's most valued resources, water is a critical component of CCALT's conservation work. With an ever-growing population and as the demand on water increases, the protection of this resource will become even more important.

MORE THAN

65 Miles

along major waterways and tributary creeks were conserved in 2017. Including Gold Medal classified water along the Arkansas and Colorado Rivers.

GOLD MEDAL WATER is the highest quality cold-water habitat accessible to the public and has the greatest potential for trophy trout fishing.

MORE THAN
2,157 Acres

of irrigated hay meadows conserved.







Photos courtesy of Allen Birnbach

2017 IMPACT: GRASSLAND

If you haven't explored the vast openness of Colorado's Great Plains, we highly recommend it! In the past two years, CCALT has prioritized grassland conservation in Colorado in an effort to protect one of our state's most ecologically diverse and important habitats. With more than 30% of Colorado's grassland habitat already lost, this ecosystem is one of the most threatened in Colorado.

62%

of land conserved this year was grassland.

Conservation of JE Canyon Ranch in 2017 added **25,000 acres to an existing block of more than**

300,000 Acres

of conserved private, state, and federal land in southeastern Colorado.

2017 ECONOMIC IMPACT OF GRASSLANDS, PRAIRIE, AND SAGE





Three ranches conserved this year are visible along I-70 east of Denver.



Photo courtesy of DJ Glisson

A group of Clark neighbors/ranchers setting off to ski up Sand Mountain. March 1950.



Two Legacies: One Place

Ranching and Skiing in Northwest Colorado

It icture Steamboat Springs, Colorado as you know it today. Maybe you're at the top of the Gondola looking down on the valley, or walking downtown past the historic Rabbit Ears Motel and its iconic neon sign, twinkle lights reflecting off the snow, and tourists checking out the F.M. Lights Western Store. Now, imagine Steamboat Springs without the ski hill. Today, Steamboat may be destination "Ski Town USA," but that title is relatively new in this Colorado ranching community's long history.

John Fetcher was born in Winnetka, IL, on January 1, 1912. He studied electrical engineering at Harvard University, where he was introduced to his future wife, Clarissa (Criss) Sidney Wells. The pair became engaged and were married within three months—it was June of 1943. John and Criss began building their life in Philadelphia, John as an engineer in the steel business, and Criss raising their three sons. Together, they were Ivy League, high society, and urban through and through. After several years of battling city traffic, they decided there had to be a better way of life.

With three boys under the age of five and no prior knowledge or experience, the Fetchers decided to leave the familiar, go west, and become ranchers. In 1949 John and Criss settled in Clark, Colorado, near Steamboat Springs. They purchased the now Fetcher Ranch in August, and by October their entire family and John's brother with his family were moved into the original three bedroom homestead. John and Criss would add a daughter to their family soon after the move.

John used to say that during the dry summer of 1950 he and his brother became "instant westerners." They saw the non-irrigated pastures turn yellow and their "lips cracked

THE FETCHER RANCH Steambest Springs, Colorado CHRISIMAS 1957

A little while ago our local movie theatre was the scone of the first showing of a Universal-International two-rector called "Bid Town, U.S.A." - all filmed in and around Steambert - and for about two minutes there is a scene taken on our ranch showing John pitching off the hey and a number of children following the sled on skis. It's an entertaining In a way, those two minutes on the Fotcher Ranch sum up in one small scene the things that continue to be our yearly activities - having small scone the things that continue to be our yearly activities - naying in the summer, skiing in the winter, and always the care of the cattle. The latter are deing better by us after all these years of trial and error. This year we put a new wrinkle (for us) in the baying operation - a baler. It is a mornificent contraction that devours creat ands of hay, wraps a This year we put a new wrinkle (for us) in the haying operation - a balow It is a magnificant contraption that devours great weds of hay, wraps a string around it, and dumps it in neat little restangular bundles all in rows across the field. Then comes the hard job of stacking them! The children have already been out on their skis and the rope

The children have already been out on their skis and the rope tow is ready, but we need another good snow before the back pasture is suf-ficiantly covered for good skiing. John and Gris will be out there, teo. John is also helping in the development of a much larger ski area on a nountain south of Steambeat. At present it hean't jotten off the drawing beard - all we new have to offer is the snow - but we have visions of

Joain we had a good summer at Hahn's Peak and it was our great pleasure to have a number of friends visit us. We took our annual fishing trip in the mountains the end of July and were astenished at the anount of and and ice we found up there. We know it had been a late season but we did not expect to have to anot our fligs between listic forheres floating anow and lee we round up energy. We know to all boon a lave second out we did not expect to have to cast our flics between little icebergs floating on the lake and we shall never forget tranping through those chilly snow-

John was a 4-H loader this year which meant that Gris did a lot of telephoning: Our no. 2 boy, Bill, enjoyed the 4-H mechanics class and Nod, cur no. 1, capped his year's work by brinding here a red and a blue ribben from the junior livestock shows for his two Jersey heifers. Jay, no. 3, starts his 4-H project, beef breeding, this year. Evelyn, new seven, would like to take on everything in the book but must wait till she is would like to take on overything in the book but must wait till she is Here are our good wishes to you for Christmas and the New Year.

THE GROWTH **OF STEAMBOAT** SPRINGS

1.9 Population of Steamboat 1950

12,435 Current Population of Steamboat

an 85% growth since 1950

To date in Routt County, CCALT has conserved more than

in large part thanks to Routt County's Purchase of Development Rights (PDR) Program

"The high mountain peaks around us have snow and they gleam like diamonds in the morning sun and then take on lovely rosy reds in the evening sunsets."

— Clarissa Fetcher



John and Criss fixing fence on the Fetcher Ranch. and got sore," as they realized they were living in a completely different climate than eastern Pennsylvania. Together, with a little elbow grease and a lot of help and guidance from neighbors, John and his brother fine-tuned their ranching operation.

In 1958, John dusted off his engineering hat and joined several other locals in creating plans for a local ski area in Steamboat. John was instrumental in the planning and design; he traveled to Switzerland to pick up the Gondola, and even managed the resort from 1963-1970. During this time, the ranch was still of utmost importance to the family. "The high mountain peaks around us have snow and they gleam like diamonds in the morning sun and then take on lovely rosy reds in the evening sunsets," Criss would write to her father in New Jersey, describing the beauty of the ranch.

Not long after the ski area began to thrive, John looked around the valley at the changes that were happening. There was more pressure than ever to develop land, and the once small ranching community was fighting to hold onto its roots. To manage the growth, the Fetchers decided to conserve their own ranch and become advocates for local agriculture and natural resource conservation. Sometimes referred to as the "Steamboat builder, rescuing land," John's impact on Routt County is two pronged. The first, his legacy of engineering, the ski hill and the Gondola, the pieces of his work that he would concede to as the "monster he created." The second prong, a family ranch and a legacy of conservation. His grandkids and great grandkids still live on the Fetcher Ranch today.

For Criss, her legacy lives on in the sense of place that her children, grandchildren and now great grandchildren have for the Fetcher Ranch. After leaving the east, she became a passionate supporter of the West's way of life. As John got more involved in Colorado water planning, ski jump design, and ski area development, she was the quiet force encouraging her children in their education. The result was four children with incredible passion for the family ranch. Finally, of all that John and Criss accomplished, the ranch and its preservation always remained number one.

The Steamboat Springs we know today is in stark contrast to the Steamboat that John and Criss encountered nearly 70 years ago on their journey west, but one piece remains the same about this place; Steamboat Springs is still a ranching community and in Clarissa Fetcher's own words "That's what comes with living in a ski town: haying in the summer, skiing in the winter, and always the care of the cattle."



*CCALT holds the conservation easement on the Fetcher Ranch. Jay Fetcher, John's youngest son, was one of the founders of CCALT in 1995. Jay and his wife, Gael, raised their family on the Fetcher Ranch; and today, their daughter, Molly, and her family operate the ranch. Quotes and information for this story came from journals and letters that belonged to John and Clarissa Fetcher.

Land Trust Excellence Award Winner





CCALT was honored to receive the Land Trust Excellence Award in the fall of 2017 at the Land Trust Alliance Rally in Denver. The honor is given to an accredited land trust that has excelled in innovation, collaboration, communication, and initiation of broader support for land conservation. CCALT is the first land trust in Colorado to receive the National Land Trust Excellence Award. Erik Glenn accepted the award on-stage at Rally on behalf of all CCALT landowners, supporters, partners, and friends.

Meet Our Board

- Ben Duke President, Elizabeth CCA Appointed
- Mark Johnson First Vice President, Denver At Large
- Steve Wooten Treasurer, Kim CCA Appointed
- Tawny Halandras Assistant Treasurer, Meeker CCA Appointed
- Kenny Rogers Secretary, Yuma CCA Appointed

John Braly, Monte Vista CCA Appointed

Jay Fetcher, Steamboat Springs CCA Appointed **Stacy Kourlis Guillon,** Denver CCA Appointed

Rick Knight, Fort Collins At Large

Jen Livsey, Denver CCA Appointed

Chancy Love, Denver At Large

Ken Mirr, Denver At Large

Koger Propst, Denver At Large

Sue Anschutz-Rodgers, Denver At Large Ben Rogers, Meeker CCA Appointed

Sandi Turecek, Deer Trail CCA Appointed

Tom Stoever, Denver At Large

Terry Swanson, Walsh CCA Appointed

Ex-Officio Members

Terry Fankhauser (Executive Vice President - CCA), Denver

Larry Kueter (Legal Counsel), Denver

2017 IMPACT: HABITAT

Every ranch conserved in 2017 and throughout CCALT's 23-year history provides important habitat to a multitude of species. The unique balance between the natural world and ranching helps ensure that these lands will be available for future generations of Coloradans—just as they will for the mule deer and pronghorn that also call them home.



JE Canyon Ranch is home to Colorado's largest and healthiest herd of big horn sheep—our state animal.

MORE THAN



of Greater sage grouse habitat conserved.

ADDITIONAL HABITAT CONSERVED



2,572 ACRES Moose



Bear



36,461 ACRES Pronghorn



AND WILDLIFE

55,759 ACRES Mule Deer

ACCORDING TO COLORADO PARKS

^{\$5} Billion

THE ECONOMIC IMPACT WILDLIFE **VIEWERS, HUNTERS, AND ANGLERS** HAD ON COLORADO IN 2017.



Photo courtesy of Toby Leavitt 15

2017 IMPACT: Scenic

From iconic river corridors and mountain passes, to our vast prairies and plains, Colorado's vistas remain the most defining qualities of our state. Ranches conserved this year played an important part in ensuring that some of Colorado's most cherished views will remain unchanged.

5 of 17

MOUNTAIN RANGES IN COLORADO are visible from ranches conserved this year.

LAND ALONG

2 Scenic Byways

CONSERVED THIS YEAR

- Colorado River Headwaters Scenic Byway: A nationally designated scenic byway
- Collegiate Peaks Scenic Byway: This Colorado route offers the highest concentration of 14,000+ foot peaks in the country

3 Ranches

along Poncha Pass, preserving an entire swath of historic ranches and views of the Sangre de Cristos that accompany them.

MORE THAN 20 MILES

OF CONSERVED LAND THIS YEAR IS VISIBLE FROM I-70 EAST OF DENVER.



Photos courtesy of DJ Glisson 17

"The Only Place I've Ever Called Home"

WRITTEN BY MAGGIE HANNA

JE Canyon Ranch is beautiful, it is steeped in history, and (as of November 2017) all 50,000 acres have been conserved through the voluntary actions of the landowner and support from various conservation partners like The Nature Conservancy (TNC), Great Outdoors Colorado, the Gates Family Foundation, and the Conservation Fund. The conservation easement is held by the Colorado Cattlemen's Agricultural Land Trust (CCALT).

he foundation of our very identities, *place* can become a resource to be exploited or a source of inspiration. For JJ Autry (current JE Canyon Ranch Manager and TNC's Southeast Colorado Project Director), the relationship to the Purgatoire landscape and the ways it has defined his identity stretch back to 1865; they are rooted firmly in the soil, and they echo through the red rock canyons of southeastern Colorado.

This land has seen Native American settlements, fur traders, the Santa Fe Trail and Texas cattle drives, sheepherders, homesteaders, the dust bowl, and more. "It wasn't much different then, than it is now," says JJ reflecting on his own family's long history with the landscape. With nearly nine miles of the Purgatoire River, more than 40 miles of tributary streams, and more than 850 plant and animal species, the ranch's environmental impact is immeasurable.

DID YOU KNOW?

Annually, conservation easements held by CCALT generate approximately \$207 million in economic and environmental benefits to Colorado.



Branding calves for Jake Autry. Pictured top left.

Eleven years before Colorado's statehood, William Richards (JJ's great-great-great grandpa) traveled down the Purgatoire River, establishing roots that would thrive for more than a century and a half. Today, JJ manages a landscape that has been surveyed (by great-great grandpa Plato Ballou), traversed (by many family members, but specifically by grandma Tilly as she rode her horse to school), and stewarded by all. JJ credits his grandpa Charles "Bub" Autry with being the person who kept the family history alive. Bub has ensured that pictures, letters, maps, and stories have passed on to the next generation of Autry, and that each know their connection to this important landscape.

JJ married his high school sweetheart, Crystal, and on the very day they married, they loaded a pickup and left southeast Colorado for Tulsa, Oklahoma. Crystal worked for the Denver Mattress Company and JJ worked for American Airlines and trained horses on the side. During a tumultuous time in the airline industry, JJ reached back to the community that he had come from, striking



▶ JJ Autry and Chris Pague hosting fellow conservationists from Mongolia at JE Canyon Ranch.

up a conversation with a local ranch family. After several years in Oklahoma and a number of long conversations, Crystal and JJ decided to move home. JJ took a ranch hand job and Crystal accepted a position at the school in Branson.

Both committed to their educations, JJ and Crystal left their home in southeastern Colorado a second time to pursue degrees and teaching careers. As a professor at Otero Junior College and raising his own two young children, JJ would dream about JE Canyon, as if it were calling him home. He had come to terms with being away and making a life in a new place with his young family when The Nature Conservancy purchased JE Canyon Ranch in 2015.

Leaving might have been the only sure way to make it home. His path away had given him a different perspective, a renewed commitment to this important place in southeastern Colorado, and had all but paved a way back home. Through his work with The Nature Conservancy, JJ has come to know this place in even greater detail. He sees this landscape and the ranching way of life as threatened, and has brought his family back to this place that formed him, to do what they can to preserve the heritage and landscapes that define him, his family, and southeast Colorado.

JJ, Crystal, and their kids Aspen and Joe Cash.

ORGANIZATIONAL SUCCESSES MADE POSSIBLE BY OUR DONORS



312 CONSERVATION EASEMENTS HELD BY CCALT



CCALT has partnered with more than **270 ranching families**

The Autry Family's long history in southeastern Colorado means they were around to see the arrival of the automobile and understand just how transportation has impacted the region!

2017 IMPACT: CULTURE

We love the West for many reasons, and one of those reasons is the people. Long defined by our resilience, independence, work ethic, dedication, and love of wide open spaces, the people of the West are as critical to the landscape as the water, the soil, and the livestock. In 2017, CCALT helped to preserve long-standing family ranching traditions and even paved paths home for several young families.

11 Ranches

CONSERVED THIS YEAR SUPPORT 18 RANCHING FAMILIES.

THREE

CCALT conserved ranches were recognized as Centennial Farms/Ranches.

PETROGLYPHS ON A RANCH CONSERVED THIS YEAR

range from the Archaic through to the Proto-historic period (7,800–275 years before present).

64%

of ranches conserved this year are multigenerational ranches, including two fifth-generation families.

Photo courtesy of Allen Birnbach 21









8833 Ralston Road Arvada, CO 80002

2018 SAVE AN ACRE

Our Save an Acre campaign is back!

Donate now at ForeverColorado.org

SAVE THE DATE! FOREVER COLORADO BBQ

JULY 14, 2018 PRAIRIE CANYON RANCH FRANKTOWN, COLORADO

Join us as we celebrate land conservation with dinner, drinks, dancing, and more. Visit ccalt.org or contact Jayne Thompson at jayne@ccalt.org or 303.225.8677 to learn more.





8833 Ralston Rd. | Arvada, CO 80002 303.225.8677 | info@ccalt.org

Visit us at www.ccalt.org to learn more or find additional information about the Colorado Cattlemen's Agricultural Land Trust.

To conserve Colorado's western heritage and working landscapes for the benefit of future generations.



