



# Annual Impact Report

———— FISCAL YEAR 2020/2021 ————

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- **FISCAL YEAR 2020/2021 FINANCIAL RECAP**
  - **CONSERVATION IMPACT**
  - **PROJECT HIGHLIGHTS**
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-



## FRIENDS AND FAMILY,

The Colorado Cattlemen's Agricultural Land Trust (CCALT) was founded to deliver conservation solutions that work for farm and ranch families across Colorado. We are proud of what CCALT has accomplished and are even more excited about what the future will hold. CCALT's work has and will continue to evolve as the conservation needs of farm and ranch families change. In the mid-1990s our work centered on using conservation easements as a tool for estate planning. Today, while we continue to help families use conservation easements as a tool in estate planning, our work also facilitates the use of conservation easements to expand operations, pay down debt, and improve operational resiliency. CCALT is working to develop services that allow landowners to layer additional conservation solutions on top of existing easements and influencing public policy to ensure that conservation programs continue to support working agricultural lands and the families who steward them.

CCALT's conservation work can be viewed in three categories:

### 1 TRADITIONAL CONSERVATION

Since CCALT's founding in 1995, we have partnered with more than 350 farm and ranch families across the state to conserve approximately 684,000 acres. In the past year, CCALT partnered with 12 families on conservation projects across the state. These 12 projects conserved an additional 24,831 acres. This land will continue to be available to produce food, fiber, and energy for a growing population, as well as providing important habitat for wildlife, open space, and other important environmental and ecological benefits for society. CCALT's success in traditional conservation work is based on its willingness to listen to landowners and build perpetual conservation easements that include the necessary flexibilities to support both the long-term protections of the conservation values and the operational needs of the landowner.

### 2 ADDITIVE CONSERVATION

Additive conservation is a concept whereby CCALT can work with existing landowner partners on conservation projects that can be layered on top of and work synergistically with conservation easements. Examples of these types of projects include riparian restoration, wildfire fuel reduction, habitat enhancement, carbon offsets, wetland mitigation, and water quality. CCALT launched the Restoration and Resiliency Program in January 2021, as a component of additive conservation. In the past 12 months, the program initiated two pilot projects – a wetland mitigation project in Las Animas County and a fuels reduction project in Routt County. CCALT is also discussing additional projects with landowners across the state. CCALT will continue to expand the reach of its Restoration and Resiliency Program in the coming years to meet the growing demand for these services.

### 3 CONSERVATION POLICY

CCALT has been a leading voice for conservation policy discussions. CCALT was instrumental in reforming the conservation easement programs within the 2018 Farm Bill including securing an additional \$2B in funding. CCALT has been integral in modifying Colorado's conservation easement tax credit program including the recent reform to enable landowners to claim up to 90% of the value of their conservation easement contribution in the form of a state tax credit. CCALT approaches policy work as an advocate for landowners and ensuring that conservation incentives work for farm and ranch families. CCALT is actively working on reforms to the federal conservation easement programs and on a new system for valuing conservation easements based on the environmental benefits of conservation rather than the traditional system which is based on the elimination of the potential to develop a specific parcel of land.

CCALT will continue to build and deliver solutions to issues facing CCA members, farm and ranch families, and Colorado landowners that can be addressed through conservation. We will work to improve existing conservation programs to better serve landowners and communities. CCALT is and always will be a solution-oriented organization focused on balancing the long-term protection of conservation values with the need to build operational flexibility to support the long-term viability of farming and ranching operations.

On behalf of the CCALT Board of Directors:



Erik L. Glenn  
Executive Director



Mark Johnson  
CCALT Board President



**CCALT BOARD OF DIRECTORS**

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- |                       |                  |
|-----------------------|------------------|
| H. Benjamin Duke III  | Jay Fetcher      |
| Mark Johnson          | Orlando Gonzalez |
| Koger Propst          | Jen Livsey       |
| Tawny Halandras       | Chancy Love      |
| Tom Stoever           | Ken Mirr         |
| Stacy Kourlis Guillon | Ben Rogers       |
| Rye Austin            | Sandi Turecek    |
| Adonna Allen          | Tim Lehmann      |
| Diane Evans           | Steve Wooten     |
| John Braly            | Terry Swanson    |

Photo credit: Allen Birnbach

# 2020/2021 IMPACT

Each conservation easement is unique. They are unique to the family who stewards them, to the landscape they function in, to the history the land holds, and the future we all share.

## CCALT CONSERVATION PROJECTS COMPLETED FROM JULY 1, 2020 - JUNE 30, 2021



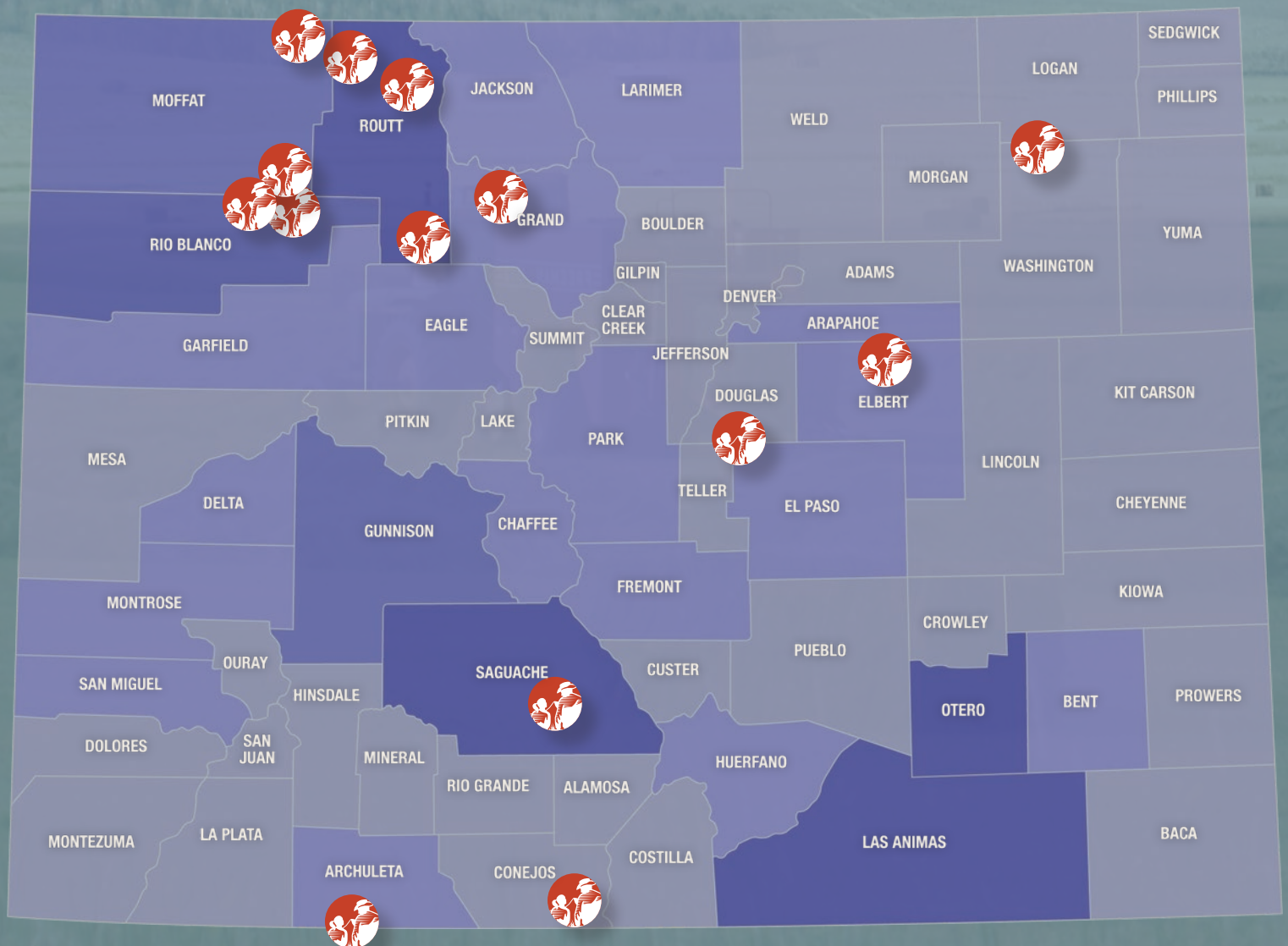
= general location of lands conserved during fiscal year 20/21



= number of active CCALT conservation projects

0

7





# ORGANIZATIONAL HIGHLIGHTS

## CONSERVATION

PROJECT CLOSINGS

12

24,831 ACRES

LANDOWNER WORKSHOPS

2

SITE VISITS

17

## STEWARDSHIP

CONNECT WITH  
90% OF LANDOWNERS

ACTUAL

96%

MONITOR 100% OF CONSERVATION  
EASEMENTS HELD BY CCALT

ACTUAL

100%

## VIRTUAL EVENTS

VIRTUAL  
RANCH TOURS

3

SESSIONS OF THE STATE  
OF THE LAND TRUST

2

## IN-PERSON EVENTS



Largest and most  
successful Forever  
Colorado BBQ



4 Landowner  
dinners



25th anniversary  
book signing

## OUTREACH PARTNERSHIPS

2021 CPW PITO Conference  
SBT GRVL  
Tour de Steamboat

Routt Recreation Roundtable  
Elevate the Peak  
Steamboat Art Museum

## STRATEGIC PROGRAMS



Developed the Relevance and  
Strategic Partnership Committee

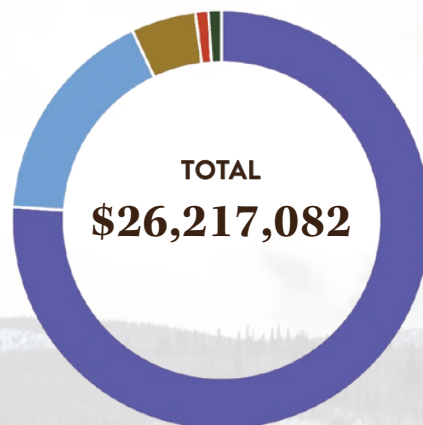


Established Restoration  
and Resiliency Program

# FINANCIAL HIGHLIGHTS

While the past 18 months have been an uncertain time for us all, CCALT has continued to find opportunities and success both in our conservation work and our financial results. Below is a summary of our financial performance during our most recent fiscal year. We have also provided a three year snapshot to show the progress we have made in ensuring the financial future of CCALT.

## FY 2020-2021 SUPPORT AND REVENUE



**76% | \$19,990,459**

CONTRIBUTIONS OF CONSERVATION EASEMENTS

**17% | \$4,506,741**

GRANTS FOR THE PURCHASE OF CONSERVATION EASEMENTS

**5% | \$1,357,486**

CONTRIBUTIONS, GRANTS, AND SPECIAL EVENTS

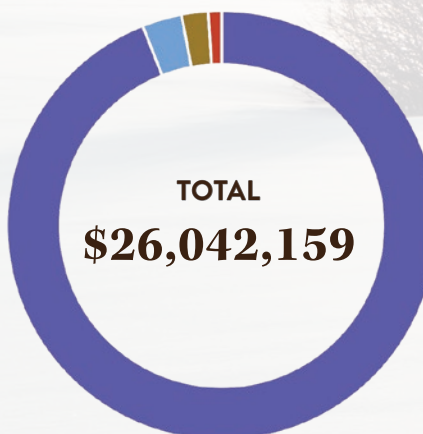
**1% | \$233,396**

PROGRAM AND OTHER REVENUE

**1% | \$129,000**

FORGIVENESS OF PPP LOAN

## FY 2020 -2021 EXPENSES



**94% | \$24,497,200**

CONSERVATION EASEMENTS

**3% | \$932,039**

OTHER CONSERVATION EXPENSE

**2% | \$424,875**

MANAGEMENT & GENERAL

**1% | \$188,045**

FUNDRAISING

## CORE ENDOWMENTS AND LEGAL DEFENSE FUND AS OF JUNE 30, 2019, 2020, AND 2021

	2019	2020	2021
Stewardship endowment	\$ 3,428,265	\$ 4,951,349	\$ 6,428,365
Operating endowment	\$ 873,550	\$ 890,138	\$ 1,459,252
Legal defense fund	\$ 699,216	\$ 964,052	\$ 1,088,962

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

# STATEMENTS OF FINANCIAL POSITION AS OF JUNE 30, 2019, 2020, AND 2021

ASSETS	2019	2020	2021
Cash and cash equivalents	\$ 682,220	\$ 1,101,447	\$ 1,273,700
Contributions and grants receivable	\$ 64,564	\$ 80,410	\$ 42,250
Prepaid expenses and other assets	\$ 34,922	\$ 34,966	\$ 50,946
Loans receivable	\$ 43,062	\$ 15,908	0
Investments	\$ 4,970,691	\$ 8,209,917	\$ 10,427,682
Property and equipment, net of depreciation	\$ 42,538	\$ 646,360	\$ 630,181
<b>TOTAL ASSETS</b>	<b>\$5,837,997</b>	<b>\$10,089,008</b>	<b>\$12,424,759</b>
<b>LIABILITIES AND NET ASSETS</b>			
<b>LIABILITIES</b>			
Accounts payable and accrued liabilities	\$ 79,446	\$ 159,755	\$ 171,938
Deferred revenue	\$ 118,919	\$ 57,805	\$ 133,160
Paycheck Protection Program Loan	\$ 0	\$ 129,000	0
<b>TOTAL LIABILITIES</b>	<b>\$ 198,365</b>	<b>\$ 346,560</b>	<b>\$ 305,098</b>
<b>NET ASSETS</b>			
Without donor restrictions	\$ 356,438	\$ 1,126,237	\$ 1,569,882
With donor restrictions	\$ 5,283,194	\$ 8,616,211	\$ 10,549,779
<b>TOTAL NET ASSETS</b>	<b>\$ 5,639,632</b>	<b>\$ 9,742,448</b>	<b>\$ 12,119,661</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 5,837,997</b>	<b>\$ 10,089,008</b>	<b>\$ 12,424,759</b>

# STATEMENTS OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2020 AND JUNE 30, 2021

SUPPORT AND REVENUE	2020	2021
Contributions of conservation easements	\$ 10,675,500	\$ 19,990,459
Grants for the purchase of conservation easements	\$ 5,667,000	\$ 4,506,741
Contributions, grants and special events	\$ 1,083,005	\$ 1,357,486
Program revenue	\$ 649,641	\$ 233,396
Forgiveness of Paycheck Protection Program loan	0	\$ 129,000
<b>TOTAL SUPPORT AND REVENUE</b>	<b>\$ 18,075,146</b>	<b>\$ 26,217,082</b>
<b>EXPENSES</b>		
Donated conservation easements	\$ 10,675,500	\$ 19,990,459
Purchase of conservation easements	\$ 5,667,000	\$ 4,506,741
Other conservation expense	\$ 799,394	\$ 932,039
Management and general expense	\$ 383,246	\$ 424,875
Fundraising expense	\$ 195,201	\$ 188,045
<b>TOTAL EXPENSES</b>	<b>\$ 17,720,341</b>	<b>\$ 26,042,159</b>
Investment return	\$ 100,100	\$ 2,202,290
Donation of Yampa Valley Land Trust, Inc.	\$ 3,647,911	0
<b>CHANGE IN NET ASSETS</b>	<b>\$ 4,102,816</b>	<b>\$ 2,377,213</b>

On July 1, 2019, CCALT elected to change its fiscal year from a calendar year ending December 31st to a fiscal year ending June 30th. Financial statements for the twelve month period ended June 30, 2019 would not provide a meaningful comparison and have not been presented. On October 1, 2019, the Yampa Valley Land Trust, Inc. and CCALT merged. CCALT's audited financial statements provide additional financial information and are available online at [ccalt.org](http://ccalt.org).



# IN DEPTH LOOK AT THE LAND

Investments in conservation have a myriad of benefits, impacts, and returns to this place we call home. Your generosity supports the protection of iconic scenic views, abundant wildlife habitat, and a shared heritage.

## LAND CONNECTIVITY

33.49

MILES OF PUBLIC  
LAND CONNECTIVITY

3

CONSERVATION PROJECTS  
DIRECTLY CONNECTED TO  
ALREADY CONSERVED LANDS

While each conservation easement should be acknowledged for the value it offers, the impact grows exponentially when these landscapes are knitted together. Connectivity to public lands and already conserved lands offer great hope for the future of not just the agricultural operation, but for the future of the landscape as a whole.



## SCENIC VIEWS AND WATER PROTECTED

Miles along the South Platte River and Rio San Antonio are conserved,  
as well as land that runs alongside eight mountain ranges.

2

**MILES OF  
SCENIC BYWAY  
VISIBLE**

Los Caminos Antiguos  
Scenic and Historic Byway,  
Flat Tops Scenic Byway

30

**TOTAL MILES OF  
RIVERS/STREAMS  
PROTECTED**

8

**MOUNTAIN  
RANGES**  
visible from  
conserved ranches

## ACRES OF HABITAT CONSERVED

Research conducted by Colorado Parks and Wildlife has found that winter range is one of the primary limiting factors for Colorado's big game populations. In 2020/2021, CCALT conservation easements helped protect 13,025 acres of big game (Elk, Moose, and Mule Deer) acres of big game winter range from the threat of fragmentation.

MOOSE

5,687

PRONGHORN

17,021

MULE DEER

24,831

BEAR

13,588

SANDHILL CRANE

7,435

ELK

14,372

BALD EAGLE

5,252

**Thank you for your support in making this conservation work possible.**



# RANCHO LA LUZ

## FUNDERS

- Great Outdoors Colorado (GOCO)
- USDA Natural Resources Conservation Service (NRCS)

Photo credit: Rio de la Vista



# RANCHO LA LUZ

Former Congressman and Colorado Commissioner of Agriculture, John Salazar and the extended Salazar family have long supported ranchland conservation. As a fifth generation seed-potato farmer in the San Luis Valley, John has always been intimately connected to working lands, rural communities, and the rich cultural heritage of these landscapes. John's belief in ranchland conservation came full circle in the conservation of Rancho la Luz, his own family ranch. The Salazars utilize the property for grazing and to raise certified organic hay. This historic Conejos County ranch has been in agricultural production since the early 1800s, and with the conservation easement will remain undeveloped and productive into the future.

Named after John's wife, Maria de la Luz, Rancho la Luz is made up of two river bottom parcels nestled close to the San Luis Hills along the San Antonio and the Conejos Rivers. The Conejos River flows through the ranch for 0.68 and the Rio San Antonio crosses the ranch for 0.8 miles. As the rivers meander across the property they create hidden meadows surrounded by cottonwoods and riparian vegetation. This landscape creates phenomenal habitat for mule and white-tailed deer, elk, greater sandhill cranes and numerous other native species as well as fantastic views from the Los Caminos Antiguos Scenic Byway.

In the 1860s, a large portion of Rancho la Luz was settled and inhabited by Felipe Cantu, John Salazar's great grandfather. Like many properties in the Valley, some of the water rights on Rancho la Luz were established as far back as 1857, with ditches originally dug by John's ancestors. Over time, the property was divided up and sold as the family faced economic pressures. In 2000, John and his wife, Mary Lou began buying back portions of the historic ranch, with the ultimate goal of conserving the property. Today, the ranch and its associated water rights will remain available for agricultural production and intact forever.

"To have the opportunity to permanently conserve a portion of my great grandfather's ranch is humbling. This ranch means so much to our family and we are blessed to honor my great grandfather's legacy while at the same time creating opportunities for future generations of the Salazar family to continue our connection with the land and the San Luis Valley," said John Salazar.

"It has been an honor to work with John, Mary Lou, and their family on this important conservation project. Conservation and agriculture have defined the Salazar family for generations. Their commitment to Colorado and leadership in the San Luis Valley has brought attention to the important resources – natural and cultural – of this unique part of the state. Conserving Rancho la Luz builds on the conservation tradition of the Salazar family and many other farming and ranching families of the San Luis Valley who have committed to conserving their farms and ranches for the benefit of future generations of Coloradans," said Erik Glenn, CCALT executive director.

## CONSERVATION HIGHLIGHTS



Wetland and  
Riparian Habitat



Scenic  
Views



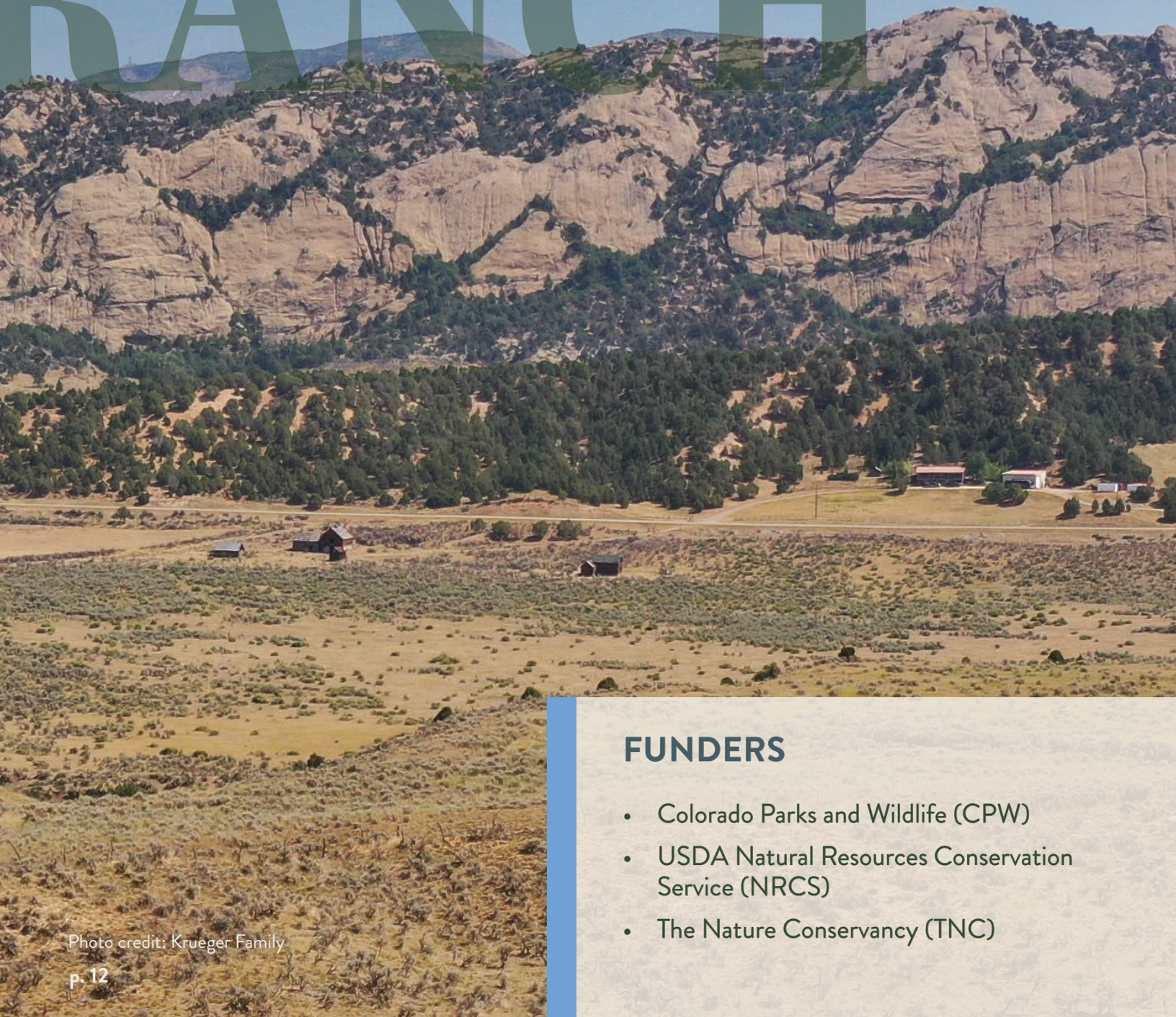
Agriculture



Wildlife  
Habitat



# KRUEGER VILLA RANCH



## FUNDERS

- Colorado Parks and Wildlife (CPW)
- USDA Natural Resources Conservation Service (NRCS)
- The Nature Conservancy (TNC)

Photo credit: Krueger Family



# KRUEGER VILLA RANCH

The 2,226-acre Villa Ranch has been conserved in perpetuity. Villa Ranch is located northwest of Meeker, Colorado and is owned and operated by the Villa/Krueger family and has been for more than 100 continuous years. The ranch was homesteaded by Mathias and Sigrid Villa in 1915. Current landowner, Mary K. Krueger, is the granddaughter of Mathias and Sigrid.

“The Krueger family is deeply rooted in Meeker and has been dedicated to this community for generations. It was a privilege to work with a family who is so thoughtful about transitioning the ranch to the next generation,” said Director of Transactions at CCALT, Molly Fales.

The Krueger family raises cattle on Villa Ranch and runs a small hunting operation. The family is constantly working on ways to improve their operation for the benefit of multiple species. Water facilities and pastures are meticulously maintained and managed for soil health and grass production, and many of the fields on the ranch are being reworked to control rabbit brush and to obtain better ground cover to prevent erosion. Conserving Villa Ranch was the logical next step in the family’s quest to improve and safeguard this landscape.

Northwestern Colorado is home to abundant deer and elk herds and boasts two of the largest migratory elk herds in North America. The area has even been dubbed the elk hunting capital of the world. Villa Ranch provides important habitat for Northwest Colorado’s deer and elk herds, and the Kruegers work with CPW and local hunters on the property annually. Located near a corridor of land previously conserved by CCALT and adjacent to the Windy Gulch Wilderness Study Area, Villa Ranch is a vital component to landscape level conservation happening in the region.

“Villa Ranch is another important parcel in the effort to create large landscape protections for wildlife in Northwest Colorado,” said CPW Area Wildlife Manager, Bill de Vergie. “As Colorado’s human population swells, conserving open spaces will be important to assuring that wildlife can continue to migrate and thrive in the state.”

The next generation of the Krueger Family has also embraced Meeker. Mary’s daughter Hanna is an attorney in town. She and her husband, who is the orthopedic surgeon, recently purchased a farm a few miles up the White River, where they manage Smoking River Hops. They are growing hops and have opened a brewery in the area.

## CONSERVATION HIGHLIGHTS



Connectivity to Conserved  
Land and Water



Agriculture



Wildlife  
Habitat

# FOREVER GRATEFUL

The Colorado Cattlemen's Agricultural Land Trust considers it a great fortune to be surrounded by such an upstanding, supportive, and dedicated community. This year we said "until we meet again" to two friends and longtime conservationists, Bill Sinclair and Nancy Petry. We pay tribute to each of the friends and partners we lost and extend our sincere gratitude for the impact they each had on conservation and agriculture in Colorado.

Nancy Petry died peacefully at her home at the age of 96. She was an ardent community volunteer and served on a myriad of Boards and non-profit committees, including the National Western Stock Show Association, Citizen of the West Dinner, the Buffalo Bill Historical Center and Whitney Museum, World Denver, the Junior League of Denver and Junior League Foundation, and the Denver Organizing Committee for the 1976 Olympics. Nancy will be remembered for her love of parties and gatherings of all kinds, and her affinity for Western art and landscapes. Nancy served on the arrangements committee for CCALT's Forever Colorado BBQ since its inception in 2006.

William "Bill" Sinclair passed away on his ranch in Sedalia, Colorado, at the age of 92. Known by his friends for his sensitivity and kindness. An outdoorsman at heart, he was deeply committed to preserving natural lands. Bill and his wife and former CCALT Board Director, Joanne were very active with CCALT. Bill was dedicated to public service and his local community, he served on the Douglas County School Board, the Douglas County Cattlemen's Association, the Douglas County Planning Commission, the Board of the Colorado Museum of Natural History, the Berger Fund, and was a long time Trustee of the Western Stock Show Association. Bill was a topnotch polo player, playing across the U.S., Mexico, and Argentina, and was inducted into the Polo Hall of Fame in 2007. Bill offered sage advice, excellent reading recommendations, and always a good joke and hearty laugh to the staff and board of CCALT.

**Today we recognize them for their lifetime commitments to conserving western culture and landscapes.  
We are Forever Grateful.**







Photo credit: Morgan Weinrich

# 2021 Forever Colorado BBQ

## Hybrid Event Delivers Meaningful Results

After hosting a virtual BBQ in 2020, we were thrilled to gather in person again, and could not have asked for a more beautiful place to celebrate ranchland conservation. The Elk River Corridor and the Fetcher Family were instrumental in getting CCALT off the ground in 1995, so it was a wonderful homecoming. Together we raised more than \$190,000 - enabling CCALT to conserve another 7,600 acres of working lands across Colorado.

A special thanks to the Fetcher Family for hosting a picturesque evening in Clark, Colorado. CCALT's efforts would not be possible without the support and commitment of our landowner partners, sponsors, friends, and supporters. Please join us in thanking the following annual partners and event sponsors that continue to make this event possible.

We hope to see you next year at our 2022 Forever Colorado BBQ.

### Sponsors:

#### CCALT 2021 Annual Partners



#### Forever Colorado Sponsors



#### Peaks to Plains Sponsors



#### Heritage Sponsors





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Arvada, CO 80002

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## WHAT A DIFFERENCE A DAY MAKES

Colorado Gives Day is December 7, 2021

We're committed to keeping the spirit of the west alive through conservation of Colorado's natural resources. Help us continue that mission.

Activate matching donations up to \$25,000 when you donate to the Colorado Cattlemen's Agricultural Land Trust on Colorado Gives Day.

Together, we can make sure Colorado stays Colorado, forever.

Visit <https://www.coloradogives.org/ccalt> to get involved.

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

