

Annual Impact Report FISCAL YEAR 2021/2022

- FISCAL YEAR 2021/2022 FINANCIAL RECAP
- **CONSERVATION IMPACT**
- **PROJECT HIGHLIGHTS**

Photo Credit: Matthew Annabel

FRIENDS, PARTNERS, AND STAKEHOLDERS,

The Colorado Cattlemen's Agricultural Land Trust's (CCALT) mission is, "to conserve Colorado's western heritage and working landscapes for the benefit of future generations." So how did we do over the past 12 months? Simply put, CCALT had an incredibly successful year and delivered impactful conservation across the state. Below are some of the major successes that were made possible by the dedication and hard work of the staff and board of directors and the generosity of landowners, donors, and partners.

2021/2022 SUCCESSES

- 17 new conservation easements comprising 26,344 acres of working and productive grazing lands. Since 1995, CCALT
 has partnered with almost 400 landowners to conserve more than 707,000 acres of land.
- Launched a new additive conservation program that will enable CCALT to provide additional conservation services to existing landowners. As part of the launch of the program, CCALT initiated two pilot projects a fire mitigation and habitat enhancement project in Routt County and a wetland and stream restoration project in Las Animas County.
- Developed a new easement term (Future Agricultural Value Limitation) as an option for landowners that in certain circumstances can be used to assist families with generational transfer of the ranch.
- Began development of a direct tax credit brokerage service for landowners who complete conservation easement transactions.
- In collaboration with Keep it Colorado and Colorado Youth Outdoors, CCALT amended Colorado's eminent domain statutes to ensure that landowners with property encumbered by a conservation easement are properly compensated when their land is taken by condemnation.
- CCALT added staff to its conservation and external relations teams to expand organizational capacity to better serve landowners and promote conservation of working lands.

While the past 12 months have been successful, there is more work to be done. As of this report, CCALT is actively working on 40 conservation projects across the state. These 40 projects comprise an opportunity to conserve more than 100,000 additional acres of land that produces food, fiber, and energy and provides a home for wildlife. A vast majority of these projects also include a generational ranching transition component. CCALT is also working to expand its additive conservation work and on renewing important conservation funding sources.

CCALT's work provides many benefits to those living today, yet the true impact will be felt by generations yet to come. Many of CCALT's landowner partners have shared that the work of CCALT is work that has immeasurable consequence. Working on behalf of Colorado's farm and ranch families and future generations of Coloradans is work of great consequence. The consequence of CCALT's work is that those future generations will have places to grow food and fiber, to experience wildlife, and be inspired by the natural wonders of the land. CCALT is proud to share its past successes with our landowner partners, donors, and partners, and excited to expand its work and its impact in the years to come.

Forever Colorado,

Erih L. Slenn

Erik L. Glenn Executive Director

host Koger Propst

Koger Props President

CCALT BOARD OF DIRECTORS

Koger Propst – President Tawny Halandras – Secretary/Treasurer Adonna Allen – Vice President Rye Austin – Vice President Orlando Gonzalez - Vice President Stacy Kourlis Guillon - Vice President Tom Stoever - Vice President John Braly Jay Fetcher Tim Lehmann Jen Livsey Chancy Love Ken Mirr **Ben Rogers** Sara Shields Sandi Turecek Steve Wooten

Ex-Officio Members Erin Karney Larry Kueter

Emeritus Directors

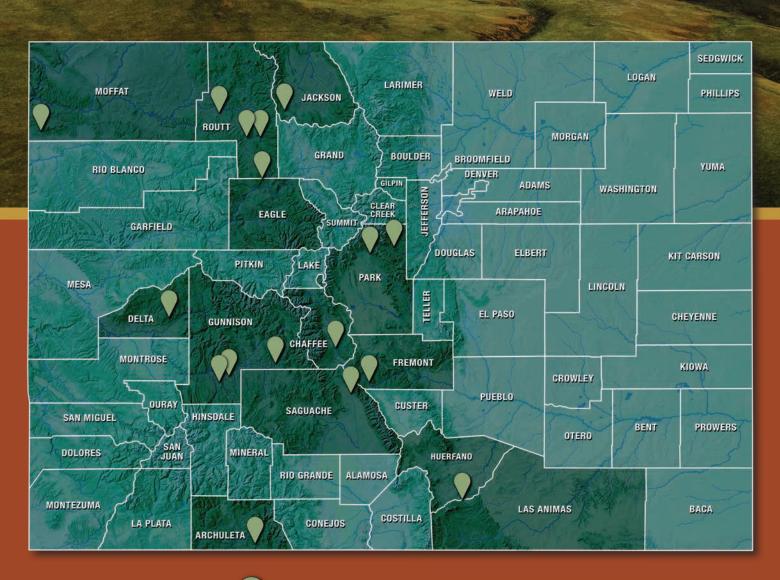
Sue Anschutz-Rodgers Reeves Brown Tom Compton Bill Fales Terry Fankhauser Kirk Hanna (Posthumously) Dale Lasater (Posthumously) Penny Lewis Joanne Sinclaire

CCALT STAFF

Brendan Boepple - Director of Additive Conservation Molly Fales - Staff Attorney John Gioia - Conservation Manager Erik Glenn - Executive Director Maggie Hanna - Director of External Relations Megan Knott - Director of Stewardship Amber Pougiales - Regional Director of External Relations Haley Rhodes - Events Manager Anne Rogers - Controller Dan Skeeters - Conservation Manager Patricia Thompson - Data, Grants, GIS Manager Scott Wappes - Conservation Coordinator

2021/2022 IMPACT

Each conservation easement is unique. They are unique to the family who stewards them, to the landscape the property functions within, to the history the land holds, and the future we all share. Below is a map of conservation easements completed from July 1, 2021 through June 30, 2022.



ENJOYING THE WORK

BY GEORGE WALLACE



CCALT partnered with Writing the Land, a collaboration between poets and protected lands, this year and is featured in Writing the Land's Windblown II Anthology. We are grateful for the landowners who opened their homes and ranches, and to the poets who immersed themselves in these important places. If you have an interest in participating as a landowner or a poet, or have an interest in the full anthology, please reach out to the External Relations Team at 303.225.8677.

ENJOYING THE WORK

You seem to, which makes it enjoyable to work with you. We almost move as one with four hands each seeing what comes next.

The work itself is enjoyable, has a reason, a rhythm that fits the day. The hours will pass fully then bring good appetite and sleep.

Looking back, we see what it is we have done. You can see it from the road. It will trigger a memory later while passing, and make us glad for these days.

GOZANDO EL TRABAJO

Parece que te lo complace, y así es agradable trabajar contigo. Casi movemos como uno con cuatro manos cada uno viendo lo que viene próximo.

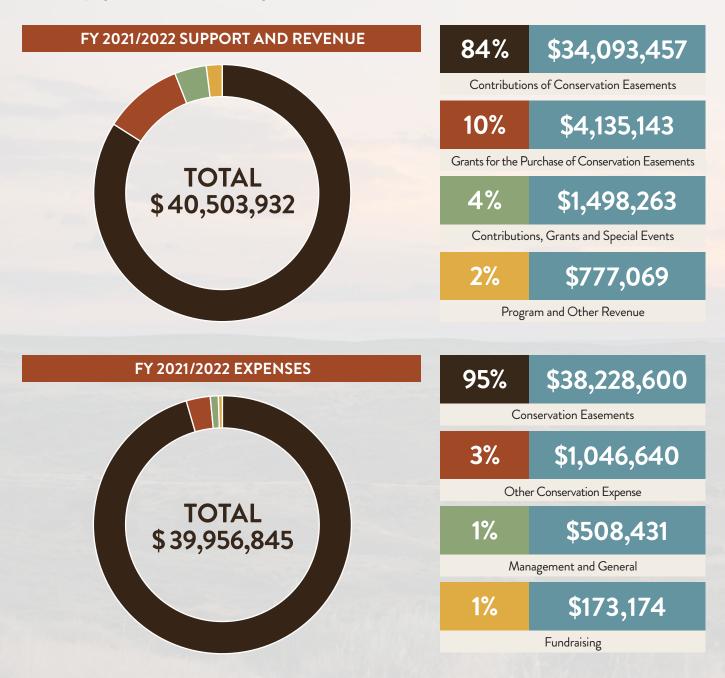
El trabajo en si es agradable, tiene su razón, su ritmo que concorde con el día. Las horas pasaran completas, luego traer buen apetito y sueno.

Mirando para atrás,

Vemos lo que es que hemos hecho. Se puede verlo desde el camino. Mas tarde provocara una memoria cuando pasamos, y hacernos contentos, gozosos por estos días

FINANCIAL HIGHLIGHTS

Below is a summary of our financial performance during the 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.



CORE ENDOWMENTS AND LEGAL DEFENSE FUND AS OF JUNE 30, 2020, 2021, AND 2022

	2020	2021	2022
Stewardship Endowment	\$ 4,951,349	\$ 6,428,365	\$ 5,767,161
Operating Endowment	\$ 890,138	\$ 1,459,252	\$ 1,208,872
Legal Defense Fund	\$ 964,052	\$ 1,088,962	\$ 1,255,813

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. Our core endowments and legal defense fund are primarily composed of invested assets, the fair values of which fluctuate with changes in markets from year to year.

STATEMENTS OF FINANCIAL POSITION AS OF JUNE 30, 2020, 2021, AND 2022

ASSETS	2020	2021	2022
Cash and cash equivalents	\$ 1,101,447	\$ 1,273,700	\$ 1,493,423
Contributions and grants receivable	\$ 80,410	\$ 42,250	\$ 253,950
Prepaid expenses and other assets	\$ 34,966	\$ 50,946	\$ 57,139
Loans receivable	\$ 15,908	\$ O	\$ 76,167
Investments	\$ 8,209,917	\$10,427,682	\$ 9,273,858
Property and equipment, net of depreciation	\$ 646,360	\$ 630,181	\$ 614,002
TOTAL ASSETS	\$ 10,089,008	\$ 12,424,759	\$ 11,768,539
LIABILITIES AND NET ASSETS			
LIABILITIES			
Accounts payable and accrued liabilities	\$ 159,755	\$ 171,938	\$ 279,749
Deferred revenue	\$ 57,805	\$ 133,160	\$ 192,667
Paycheck Protection Program Loan	\$ 129,000	\$ O	\$ O
TOTAL LIABILITIES	\$ 346,560	\$ 305,098	\$ 472,416
NET ASSETS			
Without donor restrictions	\$ 1,126,237	\$1,569,882	\$ 2,069,692
With donor restrictions	\$ 8,616,211	\$10,549,779	\$ 9,226,431
TOTAL NET ASSETS	\$ 9,742,448	\$ 12,119,661	\$ 11,296,123
TOTAL LIABILITIES AND NET ASSETS	\$ 10,089,008	\$ 12,424,759	\$ 11,768,539

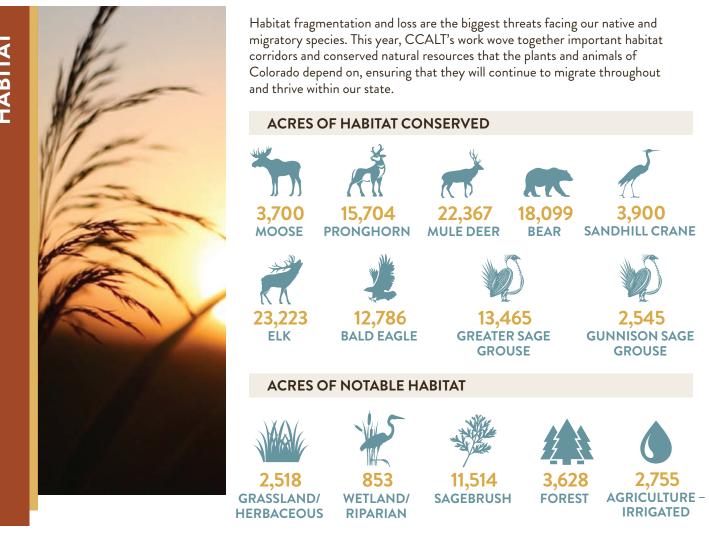
STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED JUNE 30, 2020, 2021, AND 2022

SUPPORT AND REVENUE	2020	2021	2022
Contributions of conservation easements	\$10,675,500	\$ 19,990,459	\$ 34,093,457
Grants for the purchase of conservation easements	\$ 5,667,000	\$ 4,506,741	\$ 4,135,143
Contributions, grants and special events	\$1,083,005	\$1,357,486	\$1,498,263
Program revenue	\$ 649,641	\$ 233,396	\$ 777,069
Forgiveness of Paycheck Protection Program Ioan	\$ O	\$129,000	\$ O
TOTAL SUPPORT AND REVENUE	\$ 18,075,146	\$ 26,217,082	\$ 40,503,932
EXPENSES			
Donated conservation easements	\$10,675,500	\$ 19,990,459	\$ 34,093,457
Purchase of conservation easements	\$ 5,667,000	\$ 4,506,741	\$ 4,135,143
Other conservation expense	\$ 799,394	\$ 932,039	\$1,046,640
Management and general expense	\$ 383,246	\$ 424,875	\$ 508,431
Fundraising expense	\$195,201	\$188,045	\$ 173,174
TOTAL EXPENSES	\$ 17,720,341	\$ 26,042,159	\$ 39,956,845
Investment return	\$100,100	\$ 2,202,290	(\$1,370,625)
Donation of Yampa Valley Land Trust, Inc.	\$ 3,647,911	\$ O	\$ O
CHANGE IN NET ASSETS	\$ 4,102,816	\$ 2,377,213	(\$ 823,538)

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.

CONSERVATION IMPACT



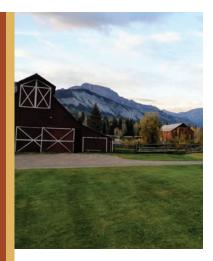




The West is a patchwork of public and private lands that work hand in hand to provide food and fiber, habitat for wildlife, and the landscapes that define Colorado. One of the benefits of private land conservation is the ability to knit this patchwork together to create uninterrupted habitat corridors and landscape scale conservation impact.

CCALT CONSERVATION EASEMENTS COMPLETED IN 2021/2022 SHARE THE FOLLOWING BOUNDARIES:





Each ranch conserved in 2021/2022 preserved a scenic component of our state, from the prairie grasslands and canyons through Las Animas County to the crisp mountain vistas along Highway 285 near Salida. Colorado's view-scapes have long shaped an image of the West for many Americans and the world. Conservation ensures that these views will continue to inspire and "awe" future generations.



MOUNTAIN RANGES

Along the West Elk, Dinosaur Diamond, and Collegiate Peaks scenic byways

From ranches conserved by CCALT in 2021/2022

CULTURE



For more than 27 years, CCALT has worked with ranching families to conserve their western heritage and agricultural operations. Along the way, this work has added to the sustainability of rural communities, supporting the generational transfer of ranches, and providing paths home for young Coloradans. With people willing to steward our important landscapes and the resources and communities to support them, rural Colorado will continue to exist.



CENTENNIAL RANCH* WAS CONSERVED With conserving working lands last fiscal year

The Sporleder Ranch

*A centennial ranch is a ranch that has been in the same family for more than 100 years and is a formal designation from History Colorado.



It is impossible to care for a piece of land for generations without a vision for the future in mind. In June, the Colorado Cattlemen's Agricultural Land Trust (CCALT) in partnership with The Trust for Public Land, conserved the Lewis Heritage Farm. The 226-acre farm and its water rights adjacent to the Little Thompson River near Berthoud, Colorado will continue operations as a working farm with added focus on educational opportunities. The ownership of the farm was conveyed to TPL in conjunction with the conservation easement. TPL has leased the farm to the Colorado FFA Foundation, which is expected to take full ownership and management of the Lewis Heritage Farm within the year. The Lewis Family wanted to ensure this productive and beautiful operation on the Front Range was available for learning and producing food and fiber well into the future. With the use of a conservation easement and creative partnerships, the Colorado FFA Foundation will operate the site as an immersive agricultural experience for youth and the public.

"The FFA Foundation is extremely excited to be a part of this project and expand our mission to offer educational opportunities for people to learn hands-on about agriculture," said Don Thorn, Executive Director of the Colorado FFA Foundation.



"The patience required to complete a conservation easement requires a vision for the future. The Lewis Family's vision for the future expands well beyond the boundaries of the farm," said Molly Fales, CCALT Staff Attorney. "Throughout this transaction, the Lewis Family and all of our partners prioritized the vision of the Lewis Heritage Farm to ensure it is used to connect local students to agriculture, serve as a training ground for the next generation of farmers, and link local communities to food production. CCALT is incredibly proud that the Lewis Family chose to partner with CCALT to make this vision for the future of the Lewis Heritage Farm a reality."

"We look forward to working with the Colorado FFA Foundation to see this project reach its full potential." Scott Lewis shared that "today has been a long time in the making, after starting our quest to find the right successor for our family farm in the spring of 2016. The Lewis Heritage Farm, which has been called the jewel of the Little Thompson Valley, has been in the care of just two families for nearly a century. This year marks the 50th year of crop production under our family's guidance after Scott's father acquired the farm from the Alvin Stumpf estate. The farm has some of the best soils and native water rights in the region including a majority interest in the most senior decree on the Little Thompson River. We had three major goals at the beginning of this process: to protect the native water rights from being severed from the land, to preserve

the farm as a working/educational farm, and to pass the ownership of the farm on to a tremendous, perpetual steward of the land and water."

Scott Lewis continued... "We believe we found that steward in the Colorado FFA Foundation. We believe the Colorado FFA Foundation will be able to utilize this farm for hands-on education and training of educators and young farmers to keep them at the forefront of their profession. With over six years and countless hours invested in this project, we are very pleased with the outcome and look forward to following the continued evolution of the Lewis Heritage Farm in the years to come."

CCALT received a grant for \$2.625 million from the Natural Resources Conservation Service (NRCS) for the conservation easement. The NRCS funds are matched with a substantial landowner donation. Trust for Public Land and the Colorado FFA Foundation received a \$1,500,000 grant from the Great Outdoors Colorado to acquire the farm and its water rights in June 2022. Funds were also matched by \$50,000 from Gates Family Foundation.



KOBILAN RANCH

Photo credit: CCALT Staff

The Colorado Cattlemen's Agricultural Land Trust (CCALT) is proud to provide flexible and functional tools for landowners that deliver conservation outcomes for all types of operations since the 'next generation' doesn't look the same for every ranch. In September 2022, the life and legacy of Delmar Kobilan was conserved through a unique partnership between the Kobilan Estate, CCALT, and the Colorado FFA Foundation. The 320-acre Kobilan Ranch was owned and managed as an agricultural operation by the Kobilan Family for well over a century when Delmar Kobilan passed away in 2017 without any heirs. He spelled out his vision for the future in his will, emphasizing that the Kobilan Ranch always be a working ranch. CCALT, the Kobilan Estate, and the Colorado FFA Foundation worked diligently to conserve the property in line with Delmar's intentions through a conservation easement and ownership transfer to the Colorado FFA Foundation. As the new owners, the Colorado FFA Foundation intends to utilize the ranch for agricultural education, with potential leasing opportunities for new and beginning ranchers.

Kobilan Ranch

AGRICULTURAL LAND TRUST

Driven to carry out Delmar's vision, the Estate utilized a new term in their conservation easement limiting future sales of the property to its agricultural value. This Future Agricultural Value covenant ensures the availability



of farm and ranchland in Colorado for those entering or currently engaged in agriculture. Producers can acquire land at a price that is tied to the property's agricultural income rather than development or investment potential. This fosters agricultural production and ownership, protects the agricultural infrastructure of small agricultural communities, and in some cases facilitates the generational transfer of land to support agricultural livelihoods.

One of the unique features of this ranch is its proximity to the Front Range. Just four miles northwest of Calhan, Colorado, the Kobilan Ranch conservation values include impressive views of Pikes Peak, productive agricultural land, and ecologically significant riparian habitat along Big Sandy Creek.

The Kobilan Ranch Easement builds on a relationship between CCALT and the Colorado FFA Foundation to advance agricultural education and offer land access opportunities for new and beginning agricultural producers. There is limited existing conservation of private lands in northeast El Paso County, and this project highlights the immense conservation opportunities that exist in the predominately agricultural, yet quickly developing community surrounding Calhan.

"Conservation easements offer a powerful tool to secure agricultural lands for future generations while supporting rural communities," stated Brendan Boepple, CCALT's Director of Additive Conservation, "and this collaboration with the FFA Foundation builds on this idea by fostering the next generation of farmers and ranchers."

With the completion of a conservation easement and the ownership transfer to the Colorado FFA Foundation, the ranch will support the next generation of Calhan's agricultural producers and be maintained as open space in perpetuity.

Ann Parks, personal representative of the Estate noted that what Delmar had hoped was "this place be taken care of." Ann's son Ron shared that Delmar "may have wanted the impossible which was for him to stay alive and for the ranch to be a ranch forever, and this is the closest way we can honor his wishes."



Pictured: Ann Parks signing the conservation easement at the Kobilan Ranch.



Pictured: from left to right, Erik Glenn, Ben Duke, Mark Johnson, Koger Propst

THANK YOU TO BEN DUKE AND MARK JOHNSON FOR MORE THAN 26 YEARS OF COMBINED SERVICE TO THE CCALT BOARD OF DIRECTORS

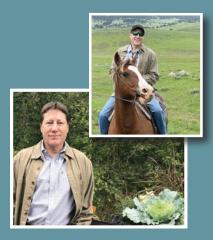
Non-profit organizations are unique in that the ultimate responsibility for the governance of the organization rests with a board of directors that is comprised of non-paid volunteers. Not only are these volunteers not compensated for their time and expertise, they are also asked to contribute financially to the organization. Individuals who are willing to serve on a non-profit board are truly exceptional! As such, CCALT would like to thank and recognize two individuals who recently concluded their time on the CCALT board of directors after providing more than 26 years of combined service. During their time on the Board, CCALT partnered with more than 300 landowners to conserve more than 424,000 acres of productive agricultural land across the state.

Ben Duke (2006 - 2022; President 2015 - 2017)

Ben joined the CCALT Board in April 2006. Ben was recruited to the Board by his longtime friend, and emeritus director, Sue Anschutz-Rodgers. Ben loves to recount how Sue approached him during the National Western Stock Show and told him he was on the board and to plan to attend the next meeting. He apparently had no choice in the matter. CCALT is grateful to Sue for her foresight and for not giving Ben an option to say no. For those that know Ben you know that he is not shy about his opinions or about rolling up his sleeves and getting to work. Ben helped to create CCALT's fundraising program, led the effort to create a more sophisticated governing model, and led CCALT through a staff leadership transition in 2015. Ben's contributions and commitment to CCALT are immense, for which we are forever grateful.

Mark Johnson (2012 – 2022; President 2018 – 2022)

Mark's family homesteaded in the Beaver Valley west of Colorado Springs in the early 1900s. The Johnson family conveyed its first easement to CCALT in 2004 and has since conveyed two additional easements. Mark joined the CCALT Board in December of 2012 and immediately began to shape the future of CCALT. The first question Mark asked after joining the board was how CCALT could quantify that it had sufficient financial resources to meet its perpetual obligations to its landowner partners and the conservation easements CCALT holds. At the time, CCALT was unable to answer the question definitively, but Mark's insights led to the creation of a sophisticated financial modeling methodology that is now used by CCALT and other land trusts across the country. Mark also led CCALT through the merger with the Yampa Valley Land Trust in 2019 and helped navigate the organization through the COVID-19 pandemic.



INTRODUCTING CCALT'S 6TH PRESIDENT, KOGER PROPST

On June 12, 2022, the CCALT Board of Directors elected Koger Propst to be the 6th President of the Colorado Cattlemen's Agricultural Land Trust (CCALT). Koger joined the CCALT Board of Directors in 2015. Prior to being elected President, Koger served as the First Vice President and chair of the Governance Committee. Professionally, Koger is the President and CEO of ANB Bank. Koger's past involvement in conservation efforts includes serving on and chairing the Board of Trustees of The Nature Conservancy Colorado Chapter, and he and his wife Marcie have been long-time supporters of Colorado Open Lands and the Mountain Area Land Trust.

Along with his professional background, Koger brings a lifetime of personal experience in production agriculture to his service to CCALT. The Propst family homesteaded along the South Platte River near Merino, Colorado in 1876. The Propst family's Bar 3 Ranch is a Colorado Centennial Farm and operated as a full cycle cattle operation until 2007. The ranch was conserved with CCALT in 2020.

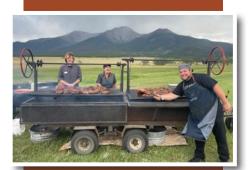
Koger's main goal for his time as President is to provide CCALT with more resources to better serve the membership of CCA and agricultural producers across Colorado who are considering conservation. "I am honored to be part of CCALT and its agricultural land conservation in Colorado. We are in a race to protect working lands and the families and the communities that the land supports, but the value to our state is much greater. All Coloradans benefit from CCALT's efforts as conserved ranches not only ensure future productivity, they also provide critical conservation values while saving the iconic vistas of the west."

2022 FOREVER COLORADO BBQ



CCALT was fortunate to host the 2022 Forever Colorado BBQ in the shadow of Mount Princeton near Buena Vista, CO. The Rafter 26 Ranch provided a beautiful venue to celebrate ranchland conservation. Together we raised more than \$190,000 - enabling CCALT to conserve another 7,600 acres of working lands across Colorado. Special thanks to the Rooks Family for hosting a picturesque evening. 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.

SAVE THE DATE!



Forever Colorado BBQ
August 12, 2023
Greenland Ranch, Castle Rock, CO
Visit ccalt.org or contact Haley Rhodes at haley@ccalt.org or
303.225.8677 to

303.225.86771 learn more.





ARVADA

8833 Ralston Road, Arvada, CO 80002 303.225.8677

SAVE THE DATE Colorado Gives Day is December 6, 2022

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

Activate a challenge grant 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.





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