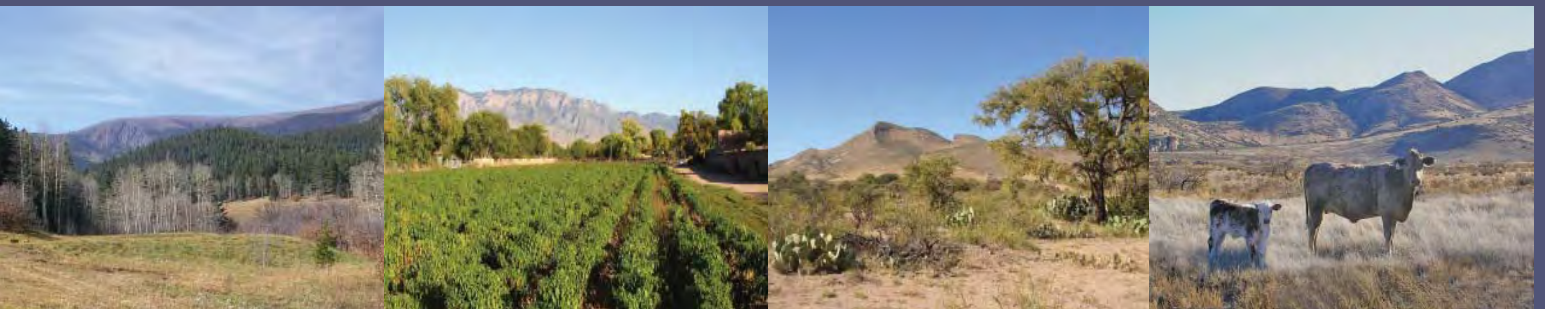


# NEW MEXICO LAND CONSERVANCY

Preserving New Mexico's Land Heritage

## ANNUAL REPORT FY2005



[WWW.NMLANDCONSERVANCY.ORG](http://WWW.NMLANDCONSERVANCY.ORG)

## NEW MEXICO LAND CONSERVANCY'S MISSION

Our mission is to preserve New Mexico's land heritage by protecting significant wildlife habitat, productive agricultural lands, natural and cultural resources, scenic open space and recreational lands for conservation purposes and public benefit.

The FY2005 Annual Report represents the period between July 1, 2005 to June 30, 2006.

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# LETTER FROM OUR BOARD OF DIRECTORS

Dear Friends,

Fiscal year 2005 was a year of considerable change, transition and progress for the New Mexico Land Conservancy (NMLC). After serving as Acting Director for the better part of the year following the departure of our Founding Director, Clare Swanger, in June 2005, NMLC's Conservation Director, Scott Wilber, was named Executive Director in April 2006. With over 20 years of experience in natural resource management, conservation and community development, Scott brings a wide range of professional skills and a wealth of enthusiasm to his new position. In October 2005, we also hired Debbie DeMarais as NMLC's new Development Director. In this capacity, Debbie will assist Scott with various aspects of fundraising, public relations and organizational development. With this new management team in place, we are confident that NMLC can move to the next stage of its evolution as a statewide land trust and successfully achieve its long-term strategic goals.

We are pleased to report that several significant accomplishments were made in the different programmatic areas of NMLC's work. Through our Conservation and Stewardship Program, we successfully partnered with landowners and public and private partners to complete five new conservation projects, bringing the total amount of land conserved by NMLC across the state to nearly 48,000 acres. Of these projects, four were purchased conservation easements that we completed through the Corrales Farmland Preservation Program and the fifth was the transfer of the Lake Valley Ranch easement from the Southern Rockies Agricultural Land Trust (SRALT). NMLC takes the transfer of easements as seriously as easements that we directly complete ourselves, and we appreciate the confidence that both SRALT and the landowners have placed in us as the new holders of these easements. We intend to do our best to ensure that the Lake Valley Ranch easement will continue to be stewarded as well as it was under SRALT's watch. We also continued to work on ongoing projects around the state and responded to several inquiries. By the end of FY2006, we anticipate increasing the total amount of land conserved by NMLC in the state to approximately 60,000 acres.

In the area of communications, we developed a number of informational materials to support our outreach and fundraising efforts. Most notably, with the assistance of Santa Fe Community College's Media Arts Department, we developed a new website and logo. The new website contains a wealth of information and resources about NMLC, our goals, accomplishments, projects, land conservation techniques and benefits, relevant policy and legislative initiatives, technical assistance and outreach, publications and giving opportunities. We also engaged in a considerable amount of outreach to landowners, their advisors, community groups, conservation organizations and public agencies to raise awareness about land conservation techniques and benefits through conferences, workshops and meetings. We also actively participated in the development and promotion of the Land, Wildlife and Clean Energy Act, a proposed piece of legislation that would create dedicated, state funding for land conservation, wildlife management and clean energy projects in New Mexico.

In the area of organizational development, building our Board is a top priority. Accordingly, we developed a new recruitment and nomination process that will help us target and cultivate diverse candidates from around the state and from different sectors. Our goal is to gradually increase the size of our six-member Board over the next few years. We have also developed new policies and procedures to ensure that the organization operates effectively, efficiently and ethically.

All of these efforts require recurring and sustainable funding. To this end, we have prepared a five-year Development Plan that outlines the general operating expense and revenue projections, as well as the stewardship funding that will be required to achieve our five-year Strategic Plan. We have continued to grow our Stewardship Fund, which consists of funds that are pooled and set aside to effectively enable NMLC to monitor and legally defend the conservation easements it holds over time.

We wish to gratefully acknowledge the many individuals, foundations, organizations and businesses who have helped support the organization and our efforts in FY2005. Our operating expenses for FY2005 were \$198,000 and we raised a total of \$215,000 of direct operating revenue (which does not include Stewardship Endowment Fund contributions), which produced a year-end surplus of \$17,000. Of the total revenue raised, approximately 50% came from individual and corporate contributions, 38% from a variety of foundation grants, and 12% from professional service fees. In addition, we raised \$54,000 in contributions to our Stewardship Fund, increasing the total amount in this fund to \$182,000.

NMLC is proud of what it has been able to accomplish after only four years of operation as a statewide non-profit land trust. As New Mexico continues to grow at unprecedented rates, it will be essential for NMLC to prioritize its efforts to ensure that the lands of highest conservation value are identified and protected before it is too late. NMLC's continued success will only be possible through the generosity of private landowners and the continuing support of our contributors and partners, along with more hard work from our committed staff and Board.

Together, we can ensure that New Mexico remains the "Land of Enchantment" and that we leave a legacy of conserved land for the benefit and enjoyment of future generations.

Sincerely,

The New Mexico Land Conservancy Board of Directors for FY 2005

John B. (Jack) Wright

CHAIR

Joseph Montoya

VICE CHAIR

Dave Johnson

SECRETARY/TREASURER

Anthony (Tony) Benson

Elizabeth Richardson

Anthony (Tony) Anella



Jack Wright

Joseph Montoya

Dave Johnson

Tony Benson

Elizabeth Richardson

Tony Anella

## OUR GOALS



Montosa Ranch Easement

Our ten-year conservation goal is to protect, directly or in partnership with others, 250,000 acres of high conservation value lands throughout the state by 2014.

Over the past four years, we have developed and are running a first-rate conservation and stewardship program, using conservation easements and other innovative land protection techniques, including land acquisition and planned conservation development.

As a critical part of our efforts, we are working to strengthen New Mexico's collective capacity for land conservation by raising awareness of land conservation techniques and benefits through outreach to landowners, their advisors, community groups, conservation organizations and public agencies; providing technical assistance and serving as a statewide information resource for these different constituencies; and engaging in public policy and legislation that enables, supports and furthers land conservation.

Finally, NMLC is striving to become a sustainable organization with the financial, human, technical and organizational resources necessary to continue performing high quality conservation and stewardship work, and to monitor and defend our conservation easements in perpetuity.



# LAND CONSERVATION & STEWARDSHIP

Generous landowners, our partners and our supporters made it possible for NMLC to protect five important properties throughout the state in FY2005, bringing the total amount of land protected by NMLC in the state to nearly 48,000 acres.

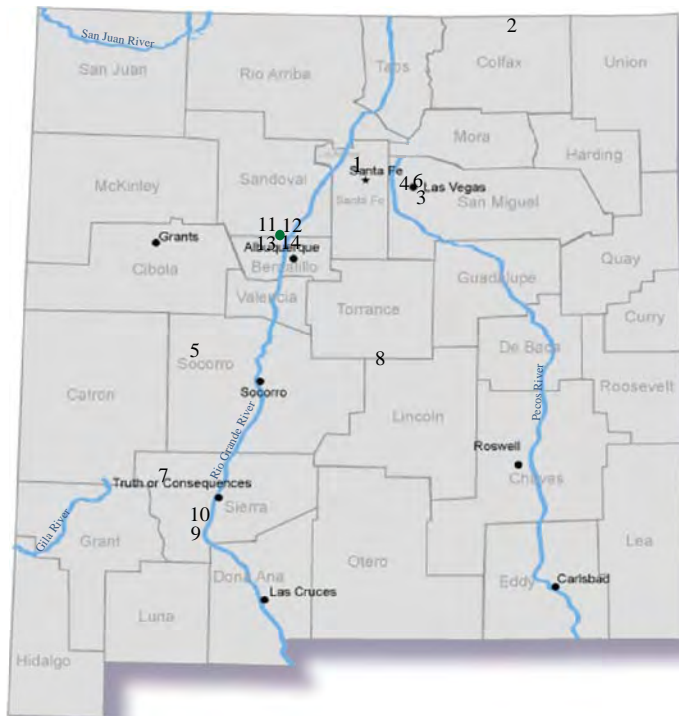
In addition to these completed projects, NMLC initiated several new projects to be completed in FY2006, and continued to respond to numerous landowner inquiries about private land conservation, some of which may evolve into actual projects at some point in the future.

On the following pages, you will find brief summaries of these completed and ongoing conservation projects for FY2005.

The map below depicts all of the projects completed by NMLC to date. More information regarding these completed projects may be viewed on our website at [www.nmlandconservancy.org](http://www.nmlandconservancy.org).



Lake Valley Ranch Easement



## COMPLETED CONSERVATION EASEMENT PROJECTS (AS OF JUNE 30, 2006)

- 1 - JACONA FARM TRUST - 2 ACRES
- 2 - LA TIER - 20 ACRES
- 3 - TYSON - 58 ACRES
- 4 - ZAPLIN - 103 ACRES
- 5 - MONTOSA RANCH - 30,828 ACRES
- 6 - MELTON - 1,105 ACRES
- 7 - DETHLEFSEN - 380 ACRES
- 8 - COUGAR MOUNTAIN RANCH - 6,160 ACRES
- 9 - BERRENDA CREEK RANCH - 7,447 ACRES
- 10 - LAKE VALLEY RANCH - 1,805 ACRES
- 11 - MINGE - 2 ACRES
- 12 - CORRALES GATEWAY - 18 ACRES
- 13 - KENDALL - 2 ACRES
- 14 - VENTANA GRANDE - 6 ACRES

TOTAL LAND CONSERVED - 47,846 ACRES

# COMPLETED CONSERVATION EASEMENTS

## Corrales Farmland Preservation Program



Wayne Kirkby, Chair of the Corrales Farmland Preservation Committee at the Corrales Farmland Celebration

The Village of Corrales is a traditional and historic northern New Mexican community located along the Rio Grande River in Sandoval County between the booming metropolitan cities of Albuquerque and Rio Rancho. Concerned by the rapid rate of growth and development in the surrounding area and within the community itself, the Village of Corrales created the Farmland Preservation Program in 2002 to preserve the agricultural, scenic and open character of Corrales through the acquisition of conservation easements on important farmland within the Village.

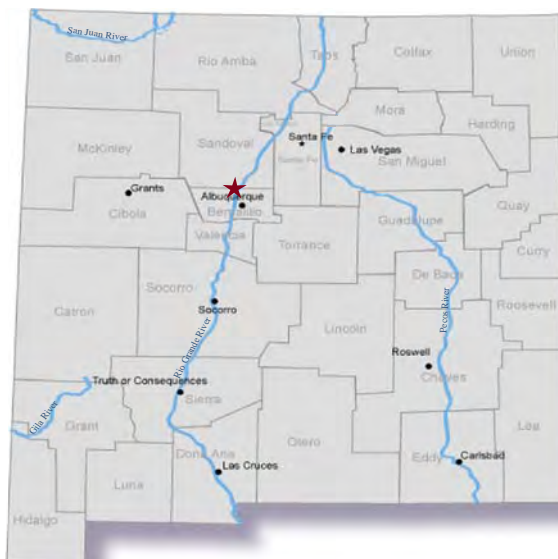
In 2003, Corrales received a grant through the U.S. Department of Agriculture's Farm and Ranchland Protection Program (FRPP), administered by the U.S. Natural Resources Conservation Service (NRCS), which provides partial funding for the purchase of easements on prime farmland. In August 2004, Corrales passed a local bond measure to create a funding mechanism that could be used to

leverage and match public and private funding for farmland preservation.

With funding available, NMLC was contracted by Corrales in January 2005 to assist the Village with the implementation of their farmland preservation program. Under this contract, NMLC is responsible for negotiating and drafting option agreements and conservation easements with participating landowners; preparing baseline documentation; coordinating with the Corrales Farmland Preservation Committee, the Corrales Village Council, NRCS, other partners (Trust for Public Land), appraisers and other service providers; and assisting Corrales with grant writing and outreach.

In September 2005, NMLC facilitated the purchase of the four conservation easements listed below for \$2.3 million, preserving a total of 28 acres of prime farmland in the Village of Corrales. These easements were purchased with funding from NRCS/FRPP and the Village bond measure, and subsequently conveyed to NMLC to hold on behalf of the Village.

- Corrales Gateway
- Kendall
- Minge
- Ventana Grande

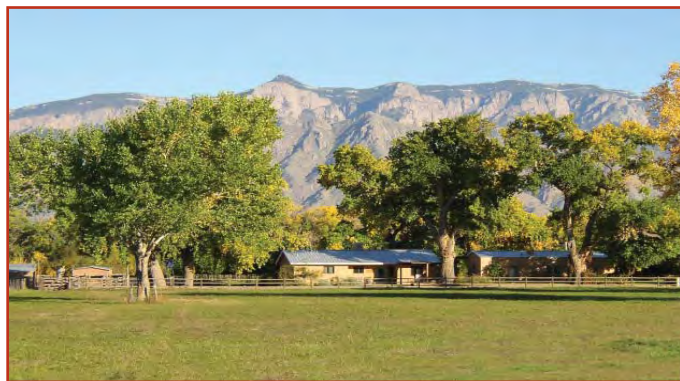




# COMPLETED CONSERVATION EASEMENTS

## Corrales Gateway

SANDOVAL COUNTY



Corrales Gateway Easement

The 18-acre Corrales Gateway easement is located at the north entrance to the Village of Corrales. The easement is part of the 81-acre Trees of Corrales farm, which is the largest remaining farm in Corrales.

The Trees of Corrales farm operates as a wholesale tree nursery that raises and sells trees, shrubs and perennials to the nursery industry throughout the Southwest. The property consists of irrigated pasture and fields, and a container area with different varieties of trees and shrubs.

Corrales Road (State Highway 448) borders the property, which is the major north-south highway through Corrales and has been designated as a state Scenic and Historic Byway. Spectacular views of the nearby Rio Grande Bosque and the dramatic backdrop of the Sandia Mountains which rise to more than 10,000 feet, are visible from the Corrales Gateway property.

The purchase of this easement was completed in collaboration with the Trust for Public Land.

## Summary Information

- Size: 18 acres
- Location: Sandoval County
- Eco-region: Rio-Grande Watershed
- Conservation Values: Agricultural land & scenic open space
- Type of Project: Purchased Conservation Easement
- Date Completed: October 2005



Shade Structures on the Trees of Corrales Farm

# COMPLETED CONSERVATION EASEMENTS



Kendall Easement

Kendall

SANDOVAL COUNTY

This two-acre Kendall property is located along the Corrales Acequia in the middle of the Village of Corrales. It is part of a three-acre property that is used primarily for viticulture – the production of grapes for wine. There are also more than a dozen temporary structures that are used as part of a raptor rehabilitation program. From the Corrales Acequia, the property affords scenic views of the Sandia Mountains.

When asked why they decided to sell an easement over their land, landowners - Jack and Shirley Kendall - noted that they consider preserving their land as their legacy to the community.



Shirley & Jack Kendall with Scott Wilber (r) at Corrales Farmland Celebration

## Summary Information

- Size: 2 acres
- Location: Sandoval County
- Eco-region: Rio Grande Watershed
- Conservation Values: Agricultural land & scenic open space
- Type of Project: Purchased Conservation Easement
- Date Completed: October 2005

# COMPLETED CONSERVATION EASEMENTS

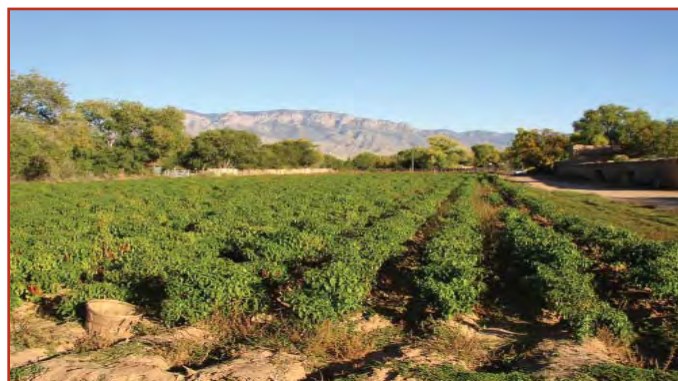
## Minge

SANDOVAL COUNTY

The two acre-Minge property is located near the middle of the Village of Corrales. The property is currently leased for agricultural production and affords spectacular views of the Sandia Mountains.

The property is adjacent to the Casa San Ysidro Museum and across the street from the historic San Ysidro Church, both of which are Village landmarks and listed on the National and State Registers of Historic Buildings.

When explaining why he sold an easement on his land next to the historic Casa San Ysidro Museum, which he helped found, landowner Alan Minge said, “the farmland program will greatly enhance the entire community and Corrales is to be commended for supporting it.”

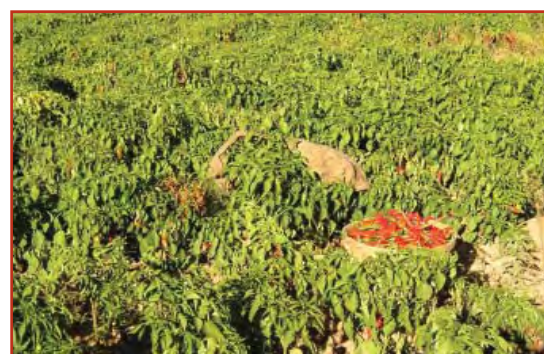


Minge Easement

He also noted that Albuquerque Museum officials had expressed an interest in seeing land adjacent to Casa San Ysidro remain in traditional agriculture. “There was always the thought in everybody’s mind that those fields would make an excellent place for continuing traditional farming. I think the museum would like to have an area to demonstrate traditional farming to visitors. I hope it will continue to enhance the community for ages to come.”

## Summary Information

- Size: 2 acres
- Location: Sandoval County
- Eco-region: Rio Grande Watershed
- Conservation Values: Agricultural land & scenic open space
- Type of Project: Purchased Conservation Easement
- Date Completed: October 2005



Chili Harvest on the Minge Property



Alan Minge



# COMPLETED CONSERVATION EASEMENTS



Ventana Grande Easement

## Ventana Grande

SANDOVAL COUNTY

The six-acre Ventana Grande property is located along the Corrales Acequia in the southern part of the Village of Corrales. The property is part of a larger 25-acre property that is used primarily for agricultural production. Consisting of irrigated pastures and fields the Ventana Grande property affords spectacular views of the Sandia Mountains.

In explaining why she opted to sell an easement over her land in Corrales, 91-year old landowner Dorothy Smith cautioned, “there’s no turning back when you turn farms into subdivisions. People have got to start thinking about saving farmland now. When you look back at all the farmland that has been lost to houses, you realize that you’ve got to do more with what you have.”



Ventana Grande Easement

## Summary Information

- Size: 6 acres
- Location: Sandoval County
- Eco-region: Rio Grande Watershed
- Conservation Values: Agricultural land & scenic open space
- Type of Project: Purchased Conservation Easement
- Date Completed: October 2005

# TRANSFERRED CONSERVATION EASEMENTS

## Lake Valley Ranch

SIERRA COUNTY

**L**ake Valley Ranch is an 1,800-acre conservation easement located in the foothills of the Mimbres and Black Ranges, approximately 15 miles southwest of Hillsboro in Sierra County. The ranch consists primarily of Chihuahuan desert grassland and scrub, mesquite and juniper savannas, and riparian habitat along Berrenda and Jaralosa creeks.

This property provides excellent natural habitat for mule deer, pronghorn antelope, javelina, mountain lion, black bear, and a variety of small mammals and birds. The property is interspersed with Bureau of Land Management and State lands, and is located nearby the Gila National Forest. It is situated along State Highway 27, which has been designated as a National Backcountry Byway, and is nearby the Lake Valley Historic (Mining) District. This property is adjacent to two other protected ranches owned by the landowner – the Berrenda Creek Ranch and the Double Lightning Ranch – and is thus part of a larger protected landscape totaling nearly 15,000 acres.



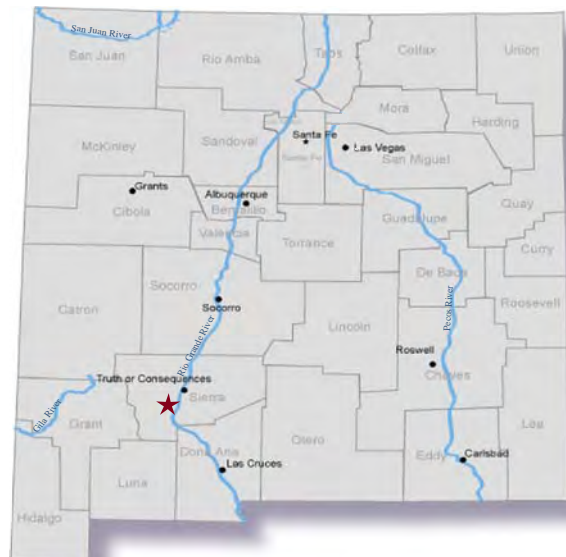
Lake Valley Ranch Easement

NMLC holds a conservation easement over the Berrenda Creek Ranch and The Nature Conservancy holds a conservation easement over the Double Lightning Ranch. Lake Valley Ranch is currently being used for livestock production and ecological and archaeological research. The property is part of an innovative conservation development and is also occasionally used for passive recreation by adjacent homeowners.

The conservation easement was originally granted by Jim and Katrina Winder to the Southern Rockies Agricultural Land Trust (SRALT) in 2002. At SRALT's request, this easement was transferred to NMLC in August 2005 along with the stewardship endowment donated by the landowners.

## Summary Information

- Size: 1,800 acres
- Location: Sierra County
- Eco-region: Chihuahuan Desert
- Conservation Values: Agricultural land, wildlife habitat & scenic open space
- Type of Project: Transferred Conservation Easement
- Date Transferred: July 2005





# ON-GOING CONSERVATION PROJECTS



Bioresearch Ranch

## Bioresearch Ranch

HIDALGO COUNTY

This 1,700-acre property is located southeast of Rodeo in Hidalgo County, in the heart of the Peloncillo Mountains in the extreme southwest part of the state known as the “Bootheel.” The Peloncillo Mountains have been identified by The Nature Conservancy (TNC), the World Wildlife Fund and the Wildlands Project as one of the most significant areas within the state in terms of biodiversity, and as a critical link in an important north-south wildlife corridor between the Gila Range to the north and the Sierra Madre Mountains to the south in Mexico.

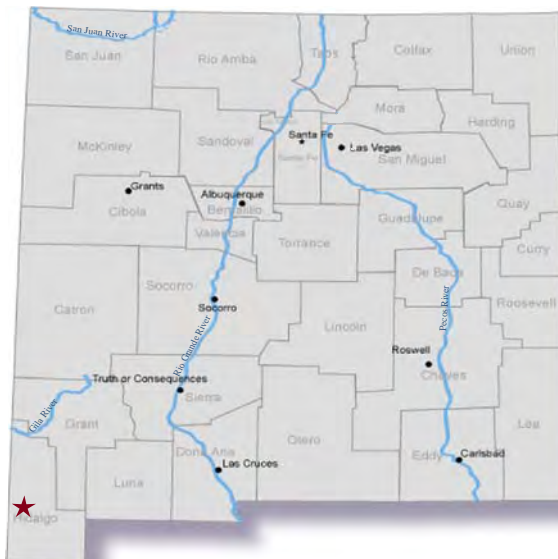
The property is ecologically classified as part of the Chihuahuan Desert and Apache Highlands ecoregions. It contains a variety of unique plant communities and species, and is particularly noted for its avian fauna. It also provides habitat for a variety of wildlife species including mountain lion, javelina, and Coue’s whitetail deer. There is speculation that jaguar have occurred on the property.

The current landowners acquired the property in 1972 and have been operating the “ranch” as an ecological research site and facility ever since. Although the landowners excluded livestock grazing when they acquired the property, the Bioresearch Ranch has served as an important control area to compare grazed land with ungrazed land.

The property is located just south of lands that were acquired by TNC and conveyed to the Bureau of Land Management as part of the Owl Canyon Wilderness Study Area. The property is adjacent to Gray Ranch, of which 300,000 acres are protected by a conservation easement held by TNC, and nearby approximately 80,000 additional acres of ranchland conserved by the Malpai Borderlands Group. Both TNC and the Malpai Borderlands Group have a strong interest in seeing the Bioresearch Ranch permanently protected.

The landowners approached NMLC in 2004 to begin exploring the potential of protecting the property. Between December 2005 and May 2006, NMLC secured grants from the New Mexico Community Foundation and the Turner Foundation to help protect the property.

In June 2006, NMLC submitted an application to the National Fish & Wildlife Foundation (NFWF), requesting funding for the purchase of a conservation easement over the property. NFWF will make its final funding determination at the end of 2006 and NMLC anticipates completing this easement by June 2007.



# ON-GOING CONSERVATION PROJECTS

## Deer Canyon Preserve

TORRANCE COUNTY



Deer Canyon Preserve

The Deer Canyon Preserve is a 17,000-acre ranch located three miles south of Mountainair in Torrance County. Approximately half of the ranch will be placed under a conservation easement and will continue to be operated as a working cattle ranch. The other half of the ranch is being developed in phases as part of a planned, conservation development.

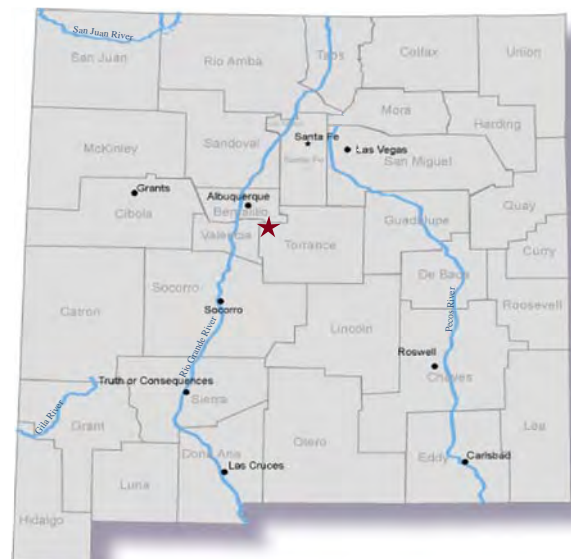
The property is characterized by rugged terrain, including a prominent canyon known as Goat Canyon in the northern part of the property and portions of Chupadera Mesa in the southern part of the property. The predominant vegetative communities are Pinyon-Juniper woodlands and savannas, which are occasionally interspersed with Ponderosa pine and Gambel oak. The property also provides habitat for mule deer, elk, pronghorn antelope, mountain lion, black bear, turkey, raptors, Gambel's quail and mourning dove.

The easement lands currently provide year-round livestock grazing. The property is contiguous to extensive State land holdings and also adjacent to other private land. The property provides scenic

open space along Highway 55 - "The Salt Mission Trail" - and Highway 60, and is visible from adjacent State lands. Highways 60 and 55 are well traveled by visitors to Mountainair, and the ruins at Abo, Quarai, and Gran Quivira. These roads provide visual access to the property, particularly the open, sweeping vistas of Chupadera Mesa.

The New Mexico State Historic Preservation Office (SHPO) indicates that several sites with archeological importance exist on the ranch, including a large pueblo site. While none of these sites are currently listed on the State Register of Cultural Properties or the National Register of Historic Places, some of these sites may be eligible for inclusion on these registers.

The proposed easement lands are currently used for livestock grazing, passive recreation, and ecological and archaeological research. Completion of this easement is anticipated by June 2007.



# ON-GOING CONSERVATION PROJECTS



Photo Courtesy of Tijeras Canyon Safe Passage Coalition

## Tijeras Canyon

BERNALILLO COUNTY

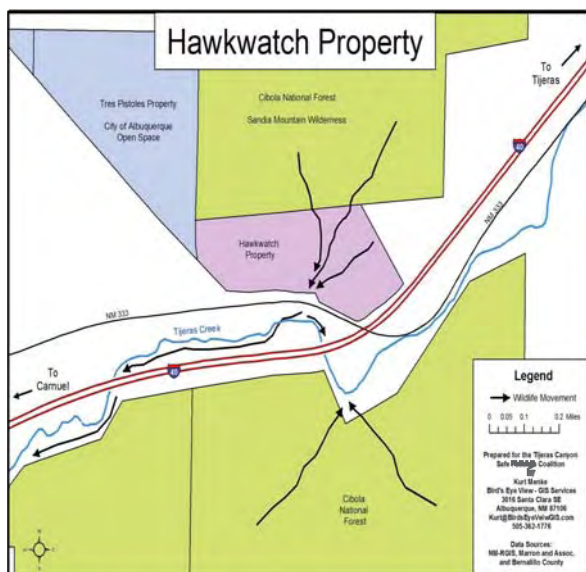
In early 2004, a group of concerned citizens, non-profit conservation organizations and government agencies banded together to form the Tijeras Canyon Safe Passage Coalition (TCSPC) with the goal of creating a wildlife corridor between the Sandia and Manzano mountains and ensuring safe passage of wildlife across the I-40 corridor. NMLC was invited to join the coalition in June to assist with the identification and protection of critical private lands within Tijeras Canyon.

Tijeras Canyon has been identified by the Carnivore Working Group as one of the top four wildlife corridors in New Mexico, and by the Wildlands Project as one of North America's five most important wildlife linkages. The busy transportation corridor along I-40 and associated developments through Tijeras Canyon are making it increasingly difficult for terrestrial animals to travel between the two mountain ranges.

One of the key pieces of private land in Tijeras Canyon is a 63-acre property owned by Hawkwatch International (HI). The HI property is located along State Highway 333 (Old Route 66) just west of Deadman's Curve, between the villages of Carnuel and Tijeras. This location is a hotspot for vehicle-wildlife collisions along Highway 333, where wildlife are funneled down via the canyon drainage to the north and are crossing Highway 333 in attempts to access food and water in Tijeras Creek below.

The coalition has been working with the New Mexico Department of Transportation (NMDOT) and the New Mexico Department of Game and Fish (NMDGF) to improve this area for both the safety of motorists and wildlife alike. NMDOT has agreed to install wildlife fencing, a box culvert and motion sensors, and clear brush under bridges to facilitate wildlife passage. NMDGF has indicated an interest in installing a wildlife passage that would go under Highway 333 at the base of the drainage transecting the HI property, but it will only commit funding if there are assurances that the adjacent land is permanently conserved.

In February 2006, it came to the attention of the coalition that HI was interested in selling the property. On behalf of the coalition, NMLC volunteered to approach HI to explore their interest in working with NMLC to find a conservation buyer for their property. In June, NMLC secured an exclusive option agreement to acquire the property with HI. NMLC is now working with the Albuquerque City Council and the Open Space Division to explore their potential interest in acquiring the HI property for wildlife, open space and limited public recreational purposes.





# ON-GOING CONSERVATION PROJECTS

## Corrales Farmland Preservation Program

SANDOVAL COUNTY

NMLC continues to work under contract with the Village of Corrales to provide assistance with the implementation of their Farmland Preservation Program.

In April 2006, NMLC worked with the Corrales Farmland Preservation Committee to prepare a new funding application to the U.S. Natural Resources Conservation

Service's Farm and Ranchland Protection Program (NRCS/FRPP).

The Village and NMLC were awarded \$290,000 in June 2006, which will be matched with an equivalent amount of Village bond measure funds and used to protect additional prime farmland within the Village by September 2008.



Corrales Gateway Easement

## STEWARDSHIP

### Easement Monitoring & Legal Defense

NMLC monitors all of its conservation easements on at least an annual basis to ensure compliance with the terms of each easement, and to prevent and mitigate violations.

In the event that a violation does occur, NMLC determines the appropriate course of action to stop the violation and remedy any resulting damage

to the subject property. This can range from a simple conversation with the landowner to address the violation, to filing an injunction, to entering into formal arbitration or legal action.

NMLC completed annual monitoring of all of its conservation easements in FY2005.



Photo Courtesy of New Mexico Department of Game & Fish

# FUNDRAISING

## Five-Year Development Plan

In conjunction with its Strategic Plan, NMLC developed a five-year Development Plan (FY2006 – FY2010), which outlines its staffing goals, projects operating revenue and stewardship funding needs, and identifies potential sources of funding and revenue streams to cover these anticipated needs.

NMLC currently has a staff of three employees but, over the next five years, anticipates gradually increasing the size of the staff to meet its stated strategic goals. This will require NMLC to raise a total of \$2.5 million in operating revenue and an additional \$1 million in stewardship funding by the end of FY2010.

While this is an ambitious goal, we believe that we can accomplish this by building the Board, expanding and diversifying our foundation support, and directing a considerable amount of our new fundraising toward major donor (individual and corporate) development and planned giving.



Deer Canyon Preserve

## Stewardship Fund

NMLC has created and set aside a special Stewardship Fund in which it pools funds to cover the costs of annual monitoring, and long-term enforcement and legal defense of its easements.

In FY2005, NMLC added another \$54,000 to this fund, increasing the total, available stewardship funding to \$182,000.



Photo Courtesy of New Mexico Department of Game & Fish



## Website



Lake Valley Ranch Easement

We are pleased to announce the completion and posting of our new website. This website highlights NMLC's mission, goals, projects and other accomplishments along with beautiful photographs of land that we have protected in New Mexico.

There are also resources available about private land conservation techniques and benefits, technical assistance and conferences, and relevant policy and legislation.

Through a secure and convenient link with Paypal, we've made it easier for our supporters to donate to NMLC. By accessing the *Donate Now* feature on our site, our donors can help us to preserve New Mexico's land heritage.

Our website was completed with support from the Santa Fe Community College Media Arts class and instructor, Jan Deligans. Mark Gruber and Mark Watson of the New Mexico Department of Game and Fish also provided many of the wildlife images displayed on the site.

We also created our new logo in conjunction with the completion of our website.

Website Address: [www.nmlandconservancy.org](http://www.nmlandconservancy.org)

## Outreach

Outreach was a high priority for NMLC in FY2005 to raise awareness about land conservation techniques and benefits through outreach to landowners, their advisors, community groups, conservation organizations and public agencies. We responded to numerous inquiries from landowners interested in conserving their land. We also held several meetings to strengthen relationships with the land trust community and to better integrate with the broader conservation community; and to develop new contacts and relationships with local, state and federal open space and land management agencies.

In FY2005, NMLC staff and Board participated in the following conferences and workshops:

- 2005 National Land Trust Rally  
MADISON, WISCONSIN – OCTOBER 2005
- 2006 Quivira Coalition Annual Conference  
ALBUQUERQUE, NEW MEXICO – JANUARY 2006
- 2006 Organic Farming Conference  
ALBUQUERQUE, NEW MEXICO – FEBRUARY 2006
- Agricultural Revitalization Initiative Workshop  
ESPANOLA, NEW MEXICO – APRIL 2006
- Malpai Borderlands Group Annual Meeting  
DOUGLAS, ARIZONA – MAY 2006
- Open Space Workshop  
PLACITAS, NEW MEXICO – JUNE 2006

# ORGANIZATIONAL DEVELOPMENT

NMLC has set a goal to become a well recognized, viable and sustainable land trust organization. Accordingly, we devoted substantial resources to our own internal organizational development in FY2005 because we recognize that this is essential for our being able to continue performing high quality land conservation and stewardship work. We will continue to develop and enhance plans, policies and procedures across all functional areas of our work as a land trust.



Bioresearch Ranch

## Five-Year Strategic Plan Review & Update

In June 2004, NMLC undertook its first strategic planning process to take stock of its successes and failures, assess opportunities and trends in land conservation within the state, and define its direction over the next five-year period (FY2004 – FY2008).

However, this original strategic planning process did not take into consideration the resource requirements for achieving the stated strategic goals. Therefore, a five-year Development Plan was prepared to project revenue needs/targets and sources of potential funding (refer to page 15).

Since this new Development Plan was prepared for the period from FY2006 to FY2010, a decision was made to update the Strategic Plan and have it dovetail with the Development Plan so that both plans would run through FY2010.

The Strategic Plan will be implemented and internally evaluated through the use of annual operating plans and progress reviews.

## Land Trust Alliance

### STANDARDS & PRACTICES LEADING TO ACCREDITATION

We are a member of the national Land Trust Alliance (LTA) and have adopted their revised Standards & Practices, which are technical and ethical guidelines for running a first-rate land trust. Within the next two years, we intend to pursue accreditation through the LTA's new accreditation program, currently under development.

# ORGANIZATIONAL DEVELOPMENT

## Board and Staff Development



Photo by Scott Wilber

Between our six-member Board and three-member staff, NMLC has considerable land conservation and stewardship experience as well as expertise in other key areas such as fundraising, non-profit management, organizational development and public policy.

The Board of Directors focuses on policy-making, governance and strategic planning with the staff implementing most of the day-to-day work of the organization. Staff are evaluated against annual work plans and performance goals, and successes are measured in the areas of land conservation and other program areas, fundraising, financial management and administration.

Over the next five years, we intend to gradually increase the size and diversity of the Board, while taking care to thoroughly acculturate, orient and train new members. During this same timeframe, in response to the need and demand for our services, we also anticipate increasing the size of our staff.

## Staff Changes

After serving as Acting Director for much of the year, NMLC's Conservation Director, Scott Wilber, was named Executive Director in April 2006. Scott brings 20 years of experience in natural resources management, conservation and community development to his new position. As Executive Director, Scott will continue to manage NMLC's Conservation and Stewardship program until such time as additional staff can be hired.

In addition, in October 2005, Debbie DeMarais joined the staff as NMLC's new Development Director with a background in non-profit management, fundraising and public relations. In this capacity, Debbie will support NMLC's fundraising, communications and organizational development efforts. Debbie's addition to the staff reflects the Board's decision to make NMLC's fiscal stability a high priority.



Scott Wilber



Debbie DeMarais

## Statewide Conservation Funding Initiative

### LAND, WILDLIFE & CLEAN ENERGY BILL



Photo Courtesy of New Mexico Department of Game & Fish

For the past three years, NMLC has been involved in a broad coalition to create a dedicated, statewide funding program for land conservation, wildlife management and clean energy.

In 2004, the coalition was successful in passing House Joint Memorial 37, which directed the departments of Game and Fish and Energy, Minerals and Natural Resources to conduct a study to investigate sustainable alternative funding measures to protect New Mexico's unique landscapes, open spaces, recreation areas and wildlife habitats. One significant finding of the report was that New Mexico was losing out on over \$20 million a year in federal funding because of the lack of matching funds.

During the 2005 legislative session, the coalition was successful in getting the State legislature to approve a \$5 million appropriation to the New Mexico Department of Game and Fish to create a pilot land and wildlife conservation program.

In the 2006 legislative session, the coalition introduced a bill – the Land, Wildlife and Clean Energy (LWCE) Act – that would fund conservation projects on a much wider and sustainable basis. The proposed source of funding was an existing Oil and Gas Conservation Tax that currently generates approximately \$20 million per year, which would be redirected to the Department of Energy, Minerals and Natural Resources to fund the new LWCE program. Unfortunately, the bill did not pass during the 2006 legislative session, but the coalition is now mounting a larger campaign to promote LWCE and reintroduce a new version of the bill into the 2007 session.

More information about the LWCE bill can be obtained at the websites of NMLC or the New Mexico State Legislature ([www.legis.state.nm.us](http://www.legis.state.nm.us)).



# SUPPORTERS OF THE NEW MEXICO LAND CONSERVANCY

Successfully achieving our mission of protecting significant wildlife habitat, productive agricultural lands, natural and cultural resources, and scenic open space depends on people who care about the future of New Mexico.

We thank each one of our supporters who have made the commitment to invest in NMLC to ensure that we can meet the growing demand for land conservation and help protect vital ground in perpetuity.

The following contributions were received between July 1, 2005 to June 30, 2006.



Photo Courtesy of Montosa Ranch

## INDIVIDUALS

- ▮ Catherine A. Allen
- ▮ Anthony Anella
- ▮ Anonymous (16)
- ▮ Edward Archuleta
- ▮ Robert Beck
- ▮ Allan C. Beezley, P.C.
- ▮ Anthony Benson
- ▮ Dr. Hamilton Brown
- ▮ Dave Buchholtz & Bridget Gavahan
- ▮ Bruce Bugbee
- ▮ Jack Chapman
- ▮ Rhonda Chase
- ▮ A.T. & Cinda Cole
- ▮ William & Virginia Cowles
- ▮ Debbie DeMarais
- ▮ Lyle & Vera Dethlefsen
- ▮ Jay Geiger
- ▮ Sayre & John Gerhart
- ▮ Sean Gilligan
- ▮ Kathleen Gilman
- ▮ Janet Greenlee
- ▮ Charles Hagerman
- ▮ Helenty Homans
- ▮ Dennis & Kris Jennings
- ▮ David Johnson
- ▮ Anne & Burt Kaplan
- ▮ Larry & Nancy Keuter
- ▮ Charlotte La Tier
- ▮ Don Mawhinney & Ruth Ford
- ▮ Dr. Karen Milstein
- ▮ Evelyn Moran
- ▮ Virginia Mudd & Clifford Burke
- ▮ Werner & Helen Muller
- ▮ Terry Odendahl
- ▮ Melinne Owen & Paul Giguere, Jr.
- ▮ Phil Philippou
- ▮ Beth Pollack - in memory of Grace & Martin Pollack
- ▮ Elizabeth H. Richardson
- ▮ Ronald Rinker
- ▮ Pamela Roy
- ▮ Mr. & Mrs. Bruce Schmick
- ▮ A.C. & Ann Taylor
- ▮ Mickey & Warren Thompson
- ▮ Wenda Trevathan & Gregg Henry
- ▮ Mark Winne
- ▮ Cathy Wright
- ▮ Elizabeth Wright
- ▮ John B. Wright
- ▮ Naida Zucker

## LANDOWNER CONTRIBUTIONS

- ▮ Ward Alan Minge
- ▮ Alana McGrattan & Dorothy Smith
- ▮ Jack & Shirley Kendall
- ▮ Lyle & Vera Dethlefsen
- ▮ Robert & Kathryn Scholes
- ▮ Verde Heritage Ranch, LLC

## FOUNDATIONS

- ▮ McCune Charitable Foundation
- ▮ Messengers of Healing Winds
- ▮ New Mexico Community Foundation
- ▮ Turner Foundation

## OTHER

- ▮ Southern Rockies Agricultural Land Trust
- ▮ The Nature Conservancy
- ▮ Trust for Public Lands
- ▮ Village of Corrales

Every effort was taken to ensure the accuracy of our donors, if your name has been inadvertently omitted or misspelled please accept our apologies and contact our Development Director, Debbie DeMarais at [debbiedemarais@nmlandconservancy.org](mailto:debbiedemarais@nmlandconservancy.org).



# FINANCES & ADMINISTRATION

## Operating Expenses & Revenues

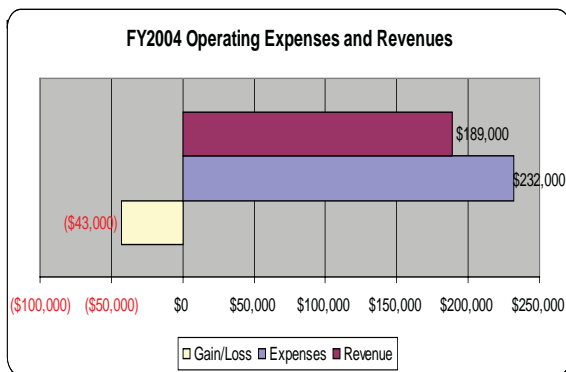


Photo by Scott Wilber

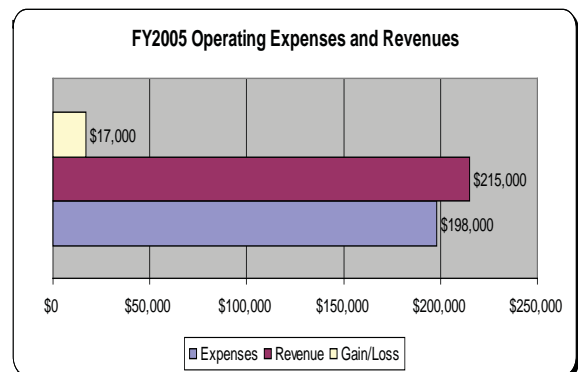
NMLC's annual operating budget is developed at the beginning of each fiscal year to project annual operating expenses and revenue.

For FY2005, NMLC's total operating expenses were \$198,000 and total operating revenues were \$215,000, which produced a year-end gain of \$17,000.

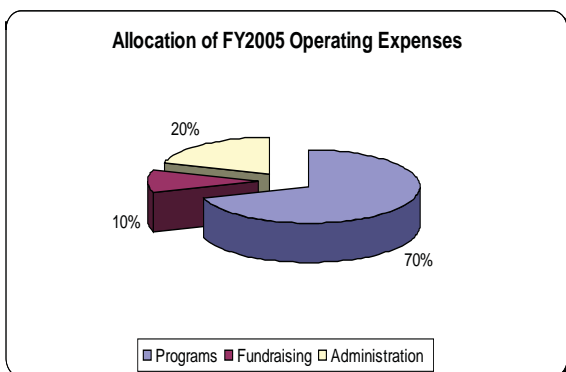
By contrast, in FY2004, NMLC's total operating expenses were \$232,000 and total operating revenues were \$189,000, which produced a year-end loss of \$43,000.



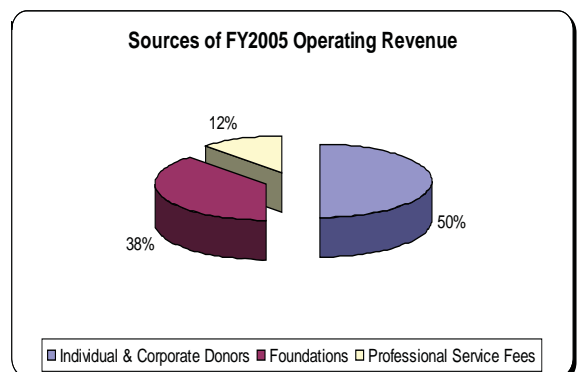
TOTAL OPERATING EXPENSES AND REVENUES IN FY2004 PRODUCED A YEAR-END LOSS OF \$43,000.



TOTAL OPERATING EXPENSES AND REVENUES IN FY2005 PRODUCED A YEAR-END GAIN OF \$17,000.



ALLOCATION OF TOTAL OPERATING EXPENSES IN FY2005: PROGRAMS-70%, FUNDRAISING-10% AND ADMINISTRATION-20%.



SOURCES OF TOTAL OPERATING REVENUE OF FY2005: INDIVIDUAL AND CORPORATE DONORS-50%, FOUNDATIONS-38% AND PROFESSIONAL SERVICE FEES-12%.

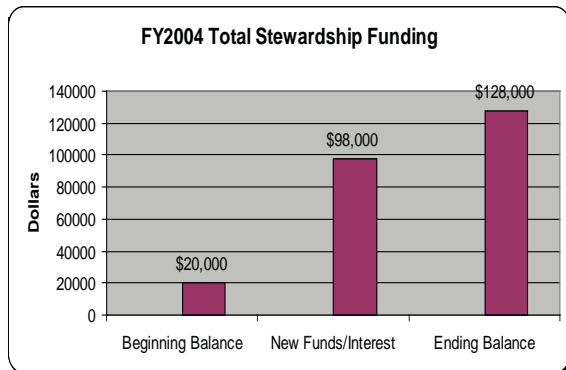
## Stewardship Funding

NMLC's stewardship funds are managed separately from operating revenues, and are pooled and set aside to cover the costs of easement monitoring, enforcement and legal defense.

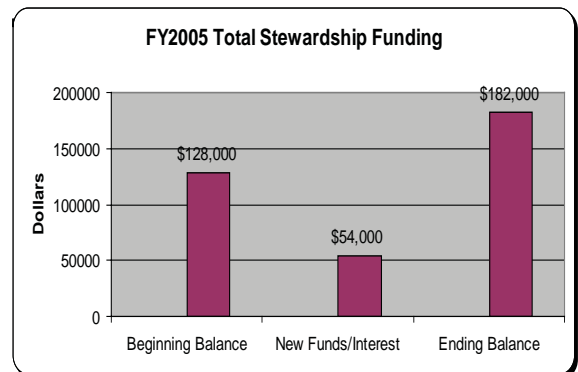
In FY2005, NMLC raised \$54,000 in stewardship funds increasing the total year-end stewardship funding from \$128,000 in FY2004 to \$182,000 in FY2005.



Photo Courtesy of New Mexico Department of Game & Fish



TOTAL STEWARDSHIP FUNDING IN FY2004 PRODUCED AN ENDING BALANCE OF \$128,000



TOTAL STEWARDSHIP FUNDING IN FY2005 PRODUCED AN ENDING BALANCE OF \$182,000

## Administration

During the course of the fiscal year, we developed a number of new procedures and policies to ensure that the organization is run in an effective and efficient manner. A new chart of accounts and accounting procedures were put into place to improve NMLC's budgeting and financial management capabilities.

# FINAL THOUGHTS



Lake Valley Ranch

NMLC is at a critical juncture in its evolution as a statewide land trust, having achieved important land conservation successes, determined its strategic direction for the next five years and put a new management team into place.

Now we must begin to move toward long-term sustainability which will require increased outreach, land conservation and stewardship capacity; strategic organizational development; and expansion and diversification of our funding support.

## Staff

If you are interested in learning more about our programs or supporting our efforts, please contact one of our staff members.

SCOTT WILBER, EXECUTIVE DIRECTOR

Email - [scottwilber@nmlandconservancy.org](mailto:scottwilber@nmlandconservancy.org)

DEBBIE DEMARAIS, DEVELOPMENT DIRECTOR

Email - [debbiedemarais@nmlandconservancy.org](mailto:debbiedemarais@nmlandconservancy.org)

LAURA GAETJENS, ADMINISTRATIVE ASSISTANT

Email - [admin@nmlandconservancy.org](mailto:admin@nmlandconservancy.org)

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505/986-3801

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### WEBSITE

[www.nmlandconservancy.org](http://www.nmlandconservancy.org)

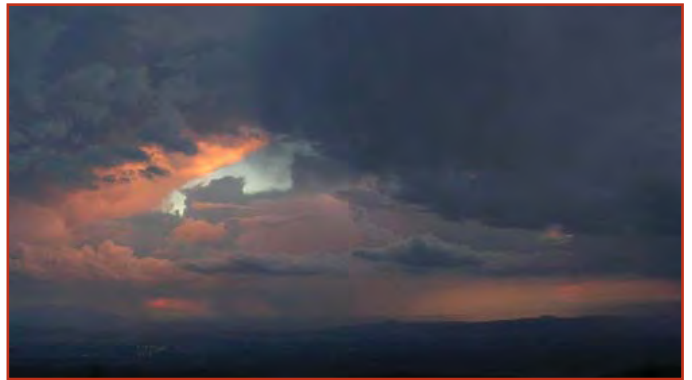


Photo by Debbie DeMarais

## Annual Report

### DESIGN

Debbie DeMarais

### PHOTOGRAPHS

Debbie DeMarais

Montosa Ranch

New Mexico Department of Game & Fish  
(NMDGF)

Tijeras Canyon Safe Passage Coalition (TCSPC)

Scott Wilber

### PRINTING

New Mexico Land Conservancy

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