

New Mexico Land Conservancy

Conserving Land, Preserving Heritage

2012
Annual
Report

www.nmlandconservancy.org



Conserving Land, Preserving Heritage

The New Mexico Land Conservancy (NMLC) is a statewide, non-profit land trust working with private landowners, community groups, public agencies and other organizations to preserve New Mexico's land heritage by protecting significant natural habitat, productive agricultural lands, scenic open space, and other important lands and resources for conservation purposes and public benefit at community, watershed and landscape scales.

Our Mission

NMLC's mission is to preserve New Mexico's land heritage by helping people conserve the places they love.

Our Goals and Objectives

The New Mexico Land Conservancy's twenty-five-year goal is to protect, directly or in partnership with others, one million acres of high-conservation-value lands. We work in collaboration with private landowners, community groups, other conservation organizations, and public agencies to pursue and achieve this goal. To date, NMLC has protected a total of over 115,000 acres around the state. We have also completed one easement in Arizona. We achieve our mission and goals through the following programs and activities:

> Conservation

- Conservation Projects: using conservation easements and other voluntary land conservation methods to help landowners protect, conserve (and restore) their land.
- Stewardship: monitoring, stewarding and legally defending the easements and properties we have helped conserve.

> Education

- Information: serving as a statewide information resource, and providing information about land conservation and NMLC through different forms of media.
- Communications & Outreach: informing and educating landowners and partners about land conservation and stewardship tools, methods and benefits; and increasing general public awareness about and appreciation for land conservation.

> Capacity Building

- Organizational Development & Fundraising: developing the human and financial resources, and internal plans, policies and organizational capacity to build a viable, collaborative and sustainable, statewide land trust and land trust community for New Mexico.
- Policy: engaging in policy initiatives that further land conservation and stewardship in New Mexico.
- Administration: ensuring sound administrative systems and procedures for effective and efficient operations, and compliance with non-profit standards, practices and requirements.

Completed Conservation Projects 2002-2012

115,000 acres of significant wildlife habitat,
productive agricultural land and scenic open space conserved

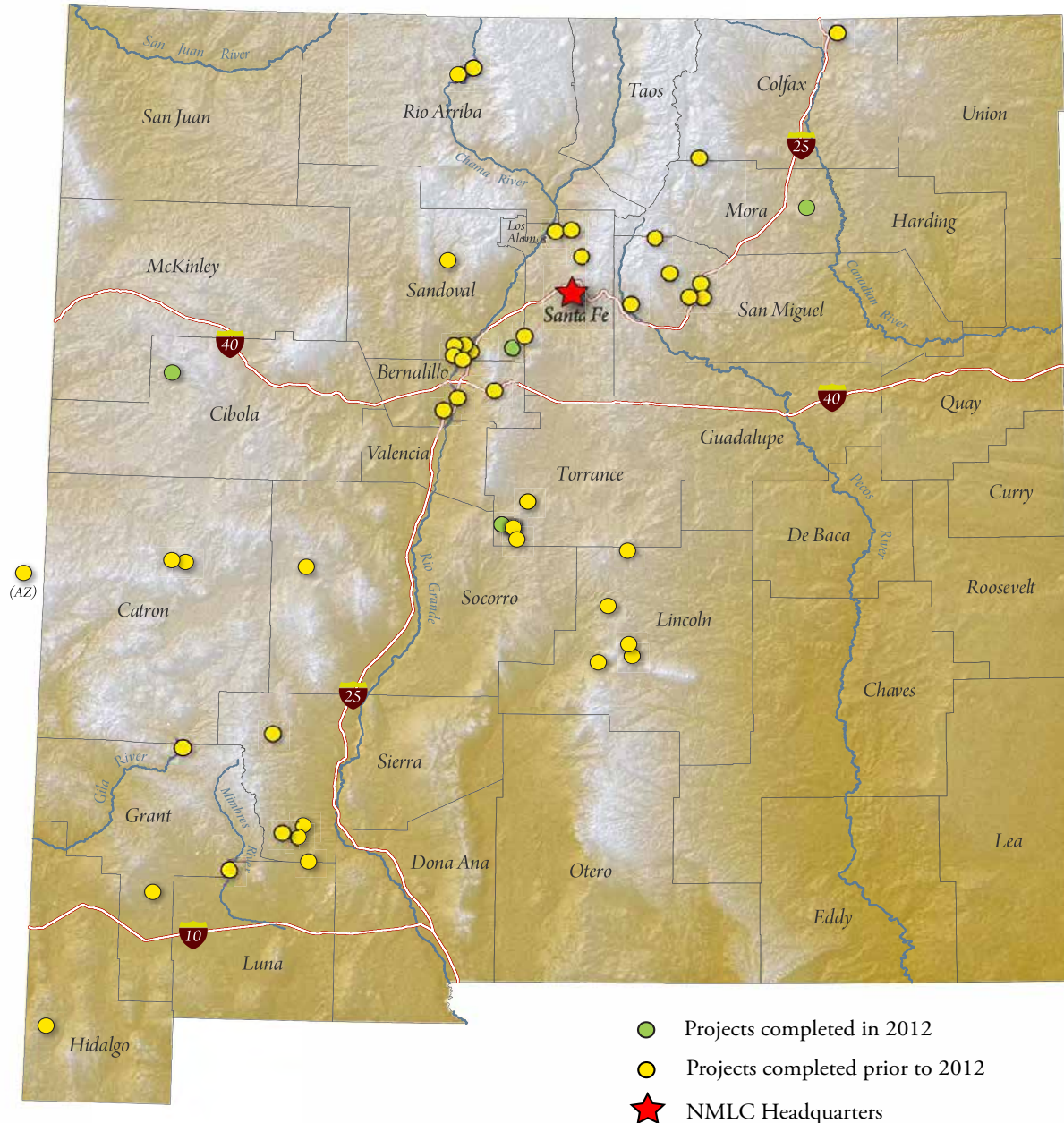




Photo by Tim Keller

100,000 Down, 900,000 to Go!

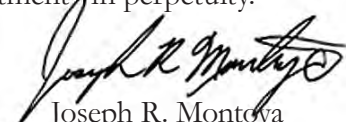
“In perpetuity” is a long time, but it’s a concept that is at the center of everything the New Mexico Land Conservancy does. Our agreement with our landowners is that we will monitor and defend the conservation values they have preserved through their gifts of easements and land in perpetuity — forever.

So what does an organization do to make sure it exists into perpetuity?

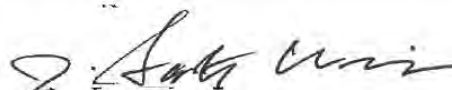
- You economize and maximize scarce resources, which NMLC does by keeping “lean and mean.” We accomplish our goals with a staff of two full-time and two part-time employees, along with the help of our board of directors, consultants and volunteers.
- You continually improve, get creative and watch for opportunities. We keep closely aligned with our strategic plan to ensure that we set our sights on where we want the organization to be in the future so as to keep progressing toward long term goals as well as our more immediate objectives.
- You remain relevant. You stay in touch with the people closest to your mission. For us, that means spending time with the people who live on the land. We do what we can to help landowners gain access to the tools that are useful to them. We work to preserve both the natural and cultural heritage, which are so important as an inspiration — and a practical matter — in New Mexico. Through our work, we hope to demonstrate the intrinsic and economic values of conservation in maintaining quality of life.
- By collaborating with other conservation organizations, we can achieve more of our common goals. So at NMLC we partner with landowners, community-based organizations, government agencies and other non-profits in order to work together on projects of mutual benefit and share resources.
- You remind yourself what’s important. At NMLC we believe in the intrinsic value of natural areas, agricultural land and open space. As Wallace Stegner said, “We simply need that wild country available to us, even if we never do more than drive to its edge and look in.” We believe in ecological integrity — that not only does the land provide us with food and valuable natural resources, but it is important for its own sake.

Finally, you need to be persistent, and remember that you are in it for the long haul. NMLC has worked with landowners, supporters, and like-minded organizations to permanently protect 115,000 acres of high-conservation value land over the past ten years. But we are only just getting started. In the next 25 years, we hope to reach a total of one million acres permanently conserved. We will achieve this goal by being efficient and creative, staying relevant, collaborating, being persistent and keeping our eyes on the horizon.

We hope you will work with us to protect, conserve and steward land in this beautiful state, so that New Mexico remains “The Land of Enchantment” in perpetuity.



Joseph R. Montoya
Chair, Board of Directors



J. Scott Wilber
Executive Director



Photo by Kerry Sherck

Deer Canyon

Size: 5,187 acres

Location: Torrance County

Eco-Region: AZ/NM Mountains

Conservation Values: Wildlife Habitat, Cultural Resources, Scenic Open Space & Agriculture

Type of Project: Donated Conservation Easement

Located within the Deer Canyon Preserve south of Mountainair, this conservation easement was the satisfying culmination of several years of good work with Verde Realty, a progressive real estate corporation based in El Paso. The area encompassed by the easement was originally intended to be the third development phase of this large, conservation-oriented subdivision. But after several years of a declining real estate market, Verde Realty did an incredibly generous and altruistic thing — they decided to protect the entire area with a conservation easement and then donate the land back to the Deer Canyon Preserve Homeowner's Association.

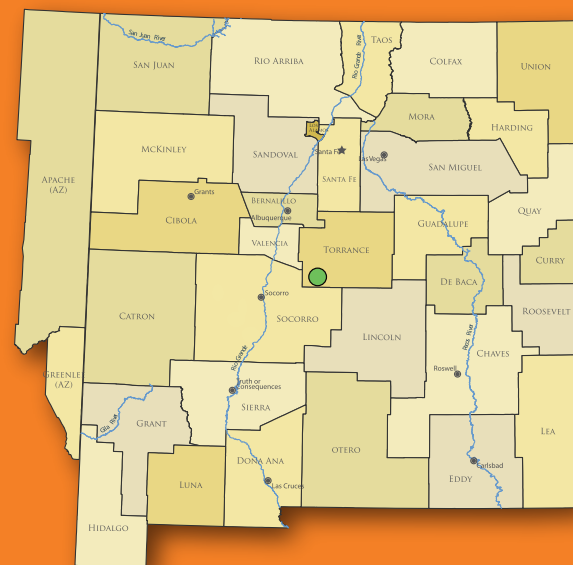
Initiated in 2005, Deer Canyon Preserve was one of several “heritage ranches” that were initially developed by Jim Winder with the intent of creating planned, conservation developments that aimed to balance human needs with sustainable ranching and the conservation of key areas within the larger surrounding landscape. The development was designed to blend homesites and the associated roads and utilities into the topography, and minimize disruptions to sensitive natural and cultural resources found in the area.

Comprising much of the northern and western portions of Chupadera Mesa, the area now under easement provides important habitat for a variety of wildlife including elk, mule deer, black bear, mountain lion, golden eagle and wild turkey. The easement area also



contains numerous Anasazi sites, and is located within a larger area of cultural significance centered around the national monuments of Abo and Gran Quivira.

In the end, the easement represents a positive outcome for the residents of the preserve who were happy to see the level of development significantly scaled back and additional portions of the preserve permanently protected for their scenic enjoyment and passive recreational uses, as well as conservation of the important natural and cultural resources contained therein.



Wagon Mound Ranch

Size: 7,684 acres

Location: Mora County

Eco-Region: Southwestern Tablelands

Conservation Values: Agriculture, Wildlife Habitat & Scenic Open Space

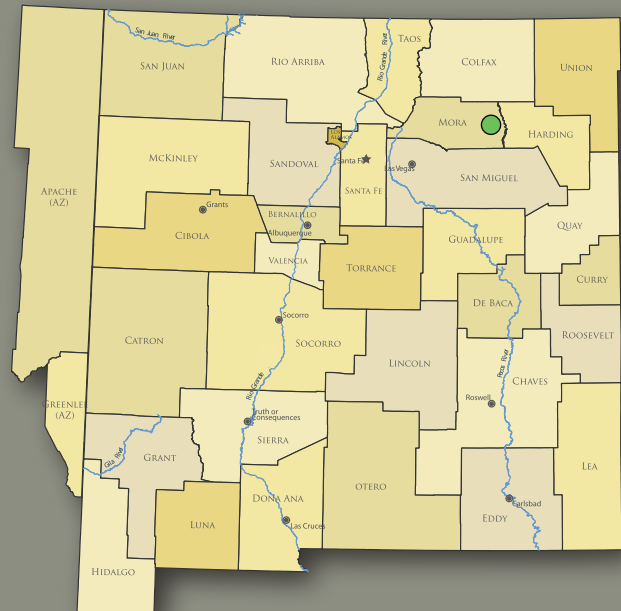
Type of Project: Donated and Purchased Conservation Easements



The Hi-Lo Country of northeastern New Mexico stands out as a region that offers great potential for the conservation of large tracts of native grasslands on privately-owned ranches. As we all know, large ranches offer more than just grazing and energy production opportunities; they are also areas of biological importance, providing habitat connectivity for wildlife and maintaining the ecological integrity of the larger watersheds within which they are found. These areas are also important to a way of life that has defined rural New Mexico for generations. Landowner Greg Moore understands this, and in 2012 was motivated to work with NMLC to place an easement over 7,684 acres of his family's ranch in Mora County. The conservation of Wagon Mound Ranch promises good things ahead for further land conservation efforts in the Hi-Lo Country.

Mr. Moore decided to place an easement over his family's ranch in order to avoid the prospect of subdivision and development that is threatening agricultural communities across New Mexico. Wagon Mound Ranch consists of over 23,000 deeded acres, and with part of the ranch already protected, Mr. Moore has committed to conserving the rest of the 15,000+ acres that he and his family plan to manage for sustainable grazing and wildlife long into the future. After completing the first easement phase on

the ranch, NMLC partnered with the USDA's Natural Resources Conservation Service to secure funding for the protection of the remainder of the ranch's prime agricultural land and wildlife habitat. But we don't want to stop there — NMLC hopes to reach out to neighboring landowners and slowly but surely build enthusiasm for the permanent conservation of native grasslands and rural ranching heritage across the Hi-Lo Country.



El Morro Valley Property

Size: 850 acres

Location: Cibola County

Eco-Region: AZ/NM Plateau

Conservation Values: Scenic Open Space, Wildlife Habitat, Agriculture & Cultural Resources

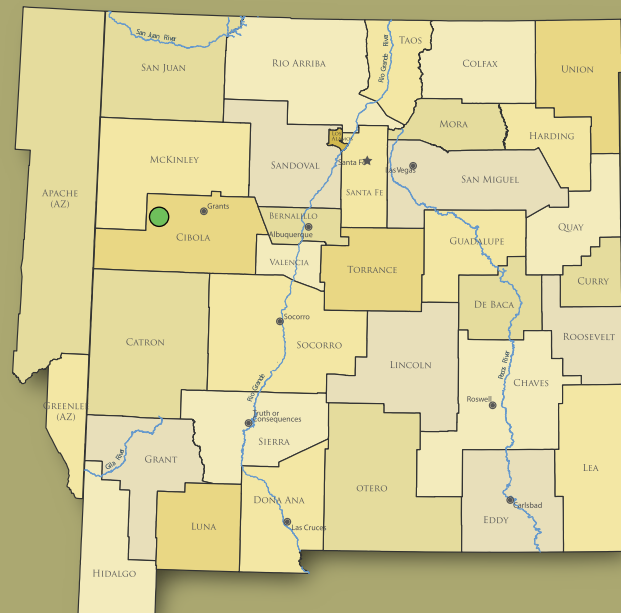
Type of Project: Donated Conservation Easement



Northwestern New Mexico is home to some of the most culturally important and starkly beautiful areas of our state. Until recently, it was relatively uncharted territory for NMLC and private land conservation. When Santa Fean Joe Schepps approached NMLC about conserving some of his land in the El Morro Valley of Cibola County, we were excited at the prospect of expanding our conservation mission into the northwest part of the state. In 2012, his 850-acre El Morro Valley property became NMLC's first conservation easement in the region — hopefully with many more to come.

The El Morro Valley was a major population center during the first centuries of the past millennium when an estimated 35,000 people resided among seven pueblos that ringed the valley. It has played an important role in the history of New Mexico, from ancient times when sheep herding and dryland farming sustained the inhabitants of the valley up to the cattle ranching and recreational uses of the valley today. In the period of Spanish conquest the valley was a significant stop-over along the trail to the western pueblos and other destinations. NMLC's conservation of 850 acres in the valley helps to directly buffer significant remnants of this history, including land

and cultural sites protected by the Archaeological Conservancy. The land's cultural significance and value as wildlife habitat enhance our excitement about protecting it into the future. NMLC looks forward to more conservation successes like this one in Cibola County and beyond.



San Pedro Creek Nature Area

Size: 566 acres

Location: Sandoval County

Eco-Region: AZ/NM Mountains

Conservation Values: Wildlife Habitat, Scenic Open Space & Cultural Resources

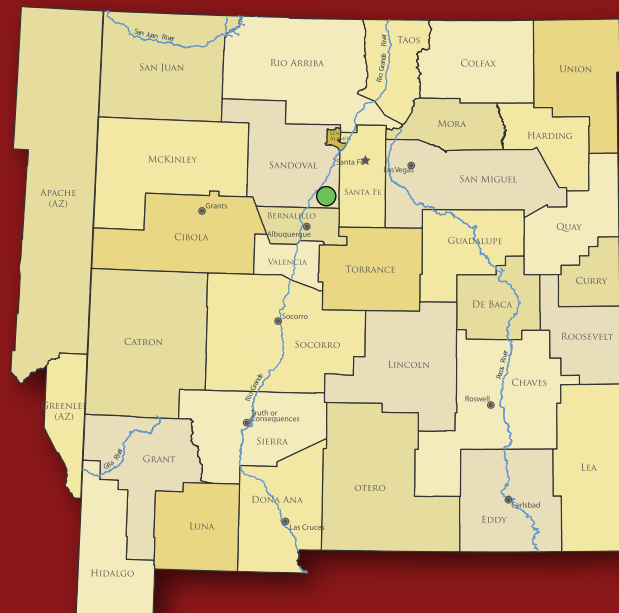
Type of Project: Transferred Conservation Easement

Driving along the Turquoise Trail, you would never know that just off the road exists an area dotted with springs, waterfalls, wetlands, and cottonwood groves. But this property, like so many hidden spots in New Mexico, is full of surprises. A reliable source of water in this dry and rugged region, the San Pedro Creek Nature Area attracts and supports multitudes of wildlife, including mule deer, mountain lion, bears, bats, eagles, and waterfowl.

The process of transferring this conservation easement along San Pedro Creek in the East Mountains south of Santa Fe began in 2011 when the Intermountain Conservation Trust (ICT), a small volunteer land trust based in Cedar Crest, approached NMLC about transferring their only easement property as part of the process of dissolving their organization. Conservation easements exist “in perpetuity,” so it is the responsibility of a land trust to ensure the existence of the resources needed to steward a property into the future. In this case, NMLC was happy to be able to accept the easement transfer and continue the good work of ICT on behalf of this special place.



The San Pedro Creek Homeowners’ Association, which now owns the property, has been active for many years in restoring the riparian areas along the creek that have been impacted by invasive species and overgrazing. NMLC looks forward to helping these eager volunteers for years to come in the process of bringing the creek and watershed back to life.



Taking the Long View

This year NMLC's Executive Director, Scott Wilber, had a lot on his plate. But, as he has in years past, he set aside time for his annual monitoring visit to the Bioresearch Ranch, located in the very southwest corner of the state, known as "the Bootheel."

This year, however, his visit was bittersweet, as he learned that one of the landowners, Katie Scholes, had passed away earlier in the year. But in addition to monitoring the property, Scott was able to spend time with Katie's husband, Bob, as well as C.D. Littlefield, a retired U.S. Fish & Wildlife Service biologist who has lived and worked with the Scholes at the research ranch for many years.



Photo courtesy Delia Scholes

The Bioresearch Ranch conservation easement has always represented the importance of natural connectivity, whether between international borders, between public lands and private lands, or across highways and mountain ranges. It lies in the heart of the rugged Peloncillo Mountains, which are known to have some of the highest biodiversity values in the state. The Bioresearch Ranch contains a variety of unique plant communities and species, and is particularly noted for its avian fauna.

The Peloncillo Mountains serve 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 Bioresearch Ranch provides habitat for a variety of wildlife species including Lucifer hummingbird, Montezuma quail,

Mexican Free-tailed bat, mountain lion, javelina, Coue's whitetail deer, and even jaguar. The property forms an important part of the conservation picture for a larger landscape scale conservation effort known as the Malpai Borderlands, which includes over 300,000 acres of conserved land by the Nature Conservancy and the Malpai Borderlands Group.

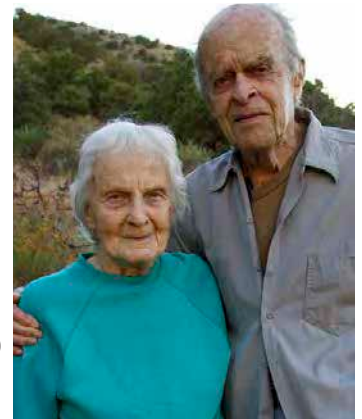


Photo by Clay Ellis

Avid birders and lifelong conservationists, Bob and Katie Scholes established the Bioresearch Ranch in the 1970s as an ecological research and monitoring facility following a career with international health organizations in Paraguay and Bolivia (Bob was a physician and Katie was a dietitian). Their son-in-law Ed explains, "If you know Bob and Katie, you might have heard stories of them flying on top of a load of lumber in an old DC3 huffing to make it over a pass in the Andes, or heading back from a health clinic through the Bolivian jungle on a horse that didn't want to make the trip." They operated the facility as a non-profit organization dedicated to ecological research and monitoring, benefiting a variety of researchers and organizations. They also established the Peloncillo Christmas Bird Count, which continues to this day. In 2007, they granted a conservation easement to NMLC and the New Mexico State Forestry Division to permanently protect the 1,760 acres comprising the ranch.

Shortly after Scott made his monitoring visit, we received word that Bob had also passed away at the end of the year. We are very grateful to have had the privilege to work with Bob and Katie and to play a part in the permanent protection of the Bioresearch Ranch. We wish their daughter and son-in-law, Delia and Ed, the best as they work to continue this legacy.



A Tribute to the Stegner Family

In April of 2012, NMLC brought together conservationists and lovers of literature to celebrate the legacy of the Stegner family at the New Mexico History Museum. A Pulitzer Prize winning author, admired professor and passionate conservationist, Wallace Stegner was a champion of our nation's efforts to preserve and protect the spectacular and fragile lands and rivers of the American West.

The event was filled to capacity, and guests enjoyed appetizers and margaritas from Madrid's Mine Shaft Restaurant. The evening culminated in readings by Wallace Stegner's son Page Stegner, Page's wife Lynn, acclaimed Native American poet N. Scott Momaday, his daughter Jill Momaday, writer Natalie Goldberg, and actor Wes Studi, all brought together in the continuing spirit of land conservation.



Photos by Kenneth Adkins

Tax and Financial Incentives Vital to Conserving New Mexico's Land and Natural Resources

In this country, we are fortunate that federal and state laws provide generous income and estate tax incentives for conservation easements and other forms of private land conservation. All of these are based on the concept that protecting certain conservation values has significant public benefit. In exchange for giving up development rights for their land, landowners can use the federal tax deduction as well as the transferable state tax credit to improve their financial picture and reduce their tax liability.

As part of the January 2013 “fiscal cliff” deal, Congress renewed the enhanced income tax deduction for conservation easements. Donors of conservation easements in 2012 and 2013 can now deduct 50% of their adjusted gross income (100% for farmers with 50% agricultural income) over a total of 16 years.

The Farm and Ranch Land Protection Program (FRPP), another popular agricultural land conservation program administered by the U.S. Natural Resources Conservation Service, had already been extended in a previous appropriations bill and is slated to receive \$151 million under the latest continuing resolution. The pending five-year Farm Bill, which includes FRPP as well as several other important conservation programs such as the Wetlands Reserve Program, the Conservation Stewardship Program and the Grasslands Reserve Program, proposes over \$1.5 billion for agricultural land easements.

These incentives will increase the pace of land conservation by helping land trusts as they work with farmers, ranchers and other modest-income landowners to conserve their land while continuing to make a living from it, and ultimately passing it on to their families. This is great news for land conservation, but there is still more to be done. If dedicated state funding were made available for conservation in the coming years, it would give land trusts and other conservation organizations even more resources to help private landowners protect high-conservation-value and agricultural land across the state.

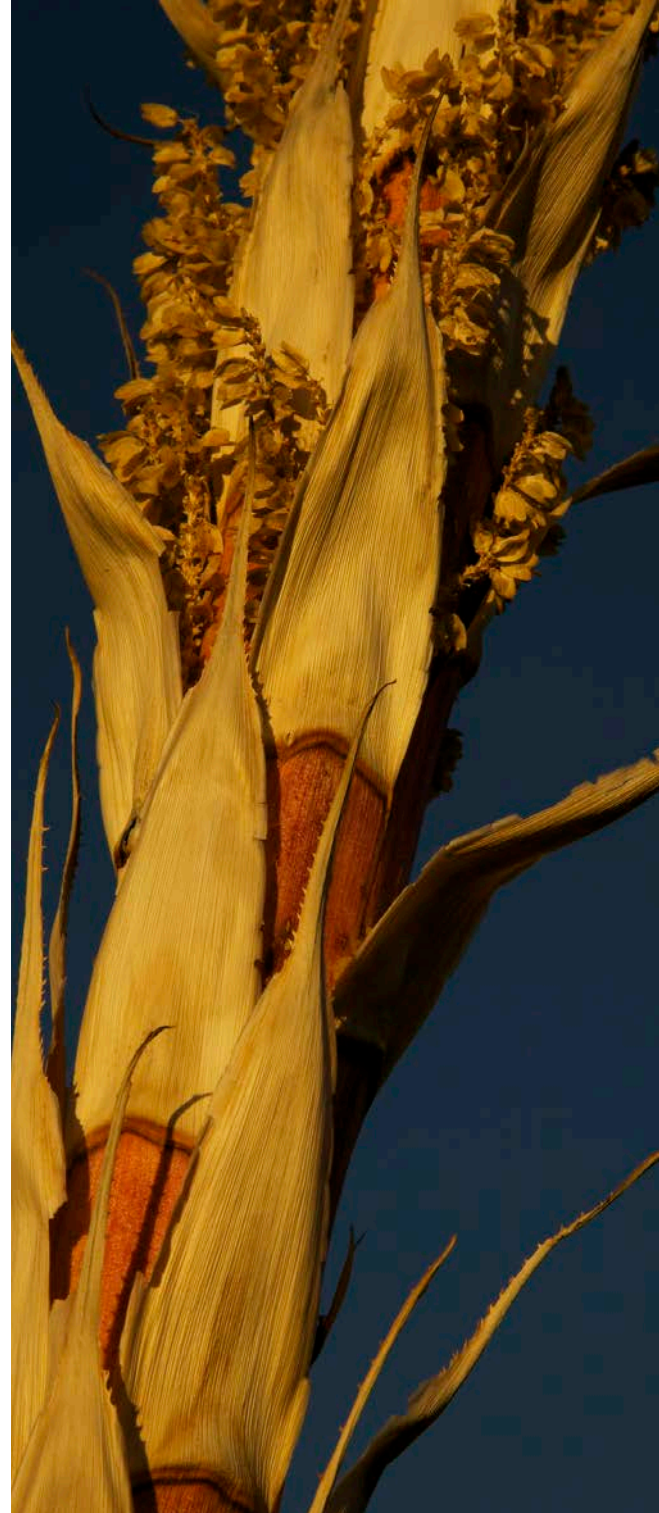


Photo by Clay Ellis



Photo by Kerry Sherck

NMLC's Tenth Anniversary Gala and 1st Annual Jane Wing Petchesky Conservation Award

In the fall of 2012, NMLC established an annual award program inspired by and named after our dear friend Jane Petchesky. The award recognizes significant conservation achievement in New Mexico by an individual, community group, organization or public agency. The first award was presented to author and conservationist William deBuys at a gala event at The Bishop's Lodge which also celebrated NMLC's tenth anniversary and the conservation of more than 100,000 acres across the state.

The evening was co-chaired by Owen Lopez, retired from the McCune Charitable Foundation, and Henry Carey of the Forest Trust. We look forward to carrying Jane's legacy of land conservation and community service into the future through the award.



NMLC's Petchesky Conservation Center. Photo by Michael Mudd

NMLC Executive Committee 2012



Joseph R. Montoya,
Chair,
Santa Fe, NM

Joseph is a native New Mexican with family roots in Mora and Santa Fe. He is currently Deputy Director of Programs at the New Mexico Mortgage Finance Authority. Previously, he served as Executive Director of the Albuquerque Civic Trust. Joseph's background is in community planning and affordable housing. He holds a B.A. in University Studies and Architecture from the University of New Mexico.



Dale Armstrong,
Treasurer,
Albuquerque, NM

Dale was born and raised on a ranch in Quemado, NM. Over the past three decades, he has grown TLC Plumbing & Utility from a one-man shop into one of the premier service companies in the state with over 300 employees. He and his wife Gail have four children, four grandchildren and operate a cattle ranch in Magdalena.



Moo Thorpe,
Secretary,
Santa Fe, NM

Moo, a native of Santa Fe, is a real estate broker with Sotheby's International Realty. During her career, she has marketed and developed several successful communities in Santa Fe and Northern New Mexico. She and her husband Marc built an authentic adobe home where she lives with her two children and many pets. She holds a B.A. in Geography from Middlebury College in Vermont.

NMLC Board Members and Advisors



Anthony L. (Tony) Benson, Past Chair & Founding Board Member, Taos, NM

Tony is a retired geologist who serves as an Adjunct Professor at UNM-Taos and a member of the Board of Supervisors of the Taos Soil and Water Conservation District. He is also a Board member of the Taos Land Trust, New Mexico Society for Range Management, New Mexico Association of Conservation Districts, BLM Resource Advisory Council, and the New Mexico Geological Society Foundation.



Sayre Gerhart, Board Member, Corrales, NM

Sayre is an architect who has been active in land conservation and land-use planning issues for many years. She served as councilor and Mayor Pro Tem for the Village of Corrales, where she initiated, funded and implemented projects focused on issues such as land use and preservation of farmland and wildlife habitat.



Cullen Hallmark, Board Member, Santa Fe, NM

Cullen is an attorney with the Santa Fe firm of Garber and Hallmark, P.C. He is an experienced cyclist, backpacker, river runner, cross-country skier, and gardener. He has been a member of the Quivira Coalition for ten years, and manages its Red Canyon Reserve in Socorro County.



John F. (Jack) McCarthy, Board Member, Santa Fe, NM

Jack McCarthy, a native of Taos, is an attorney practicing with the firm of Cuddy & McCarthy, LLP, in Santa Fe. He is Past President of the New Mexico State Bar and the New Mexico Bar Foundation, and has extensive experience on the boards of non-profit organizations.



Elizabeth H. Richardson, Founding Board Member, Los Angeles, CA

Elizabeth worked for Colorado Open Lands, a statewide land trust, for 10 years and served on the Board of the Colorado Coalition of Land Trusts for 12. She continues to be actively involved in the land trust movement by volunteering for the Southern California Council of Land Trusts.



Sid Goodloe, Working Lands Advisor, Capitan, NM

Sid has been owner-operator of the Carrizo Valley Ranch for more than five decades. He is a Board member of the Quivira Coalition and of the New Mexico Cattle Growers Association, a founding member of the New Mexico Riparian Council and an international livestock consultant.



John B. (Jack) Wright, Chair Emeritus and Land Conservation Advisor, Las Cruces, NM

Jack Wright has been Professor of Geography at New Mexico State University in Las Cruces since 1990. He served on the NMLC Board of Directors from 2002 through 2011 and was Chair for nine of those years. Jack has consulted in the land trust field for 30 years and has designed more than 100 conservation easements in New Mexico, Colorado, Wyoming and Montana.

NMLC Staff 2012

J. Scott Wilber, Executive Director

Scott has over 25 years of experience working in natural resource management, land conservation and community development throughout the Rocky Mountain West and Latin America. He joined NMLC in 2004 as Conservation Director and was named Executive Director in 2006. Previously, he worked for The Trust for Public Land, Colorado Open Lands, The Nature Conservancy, the Tropical Forest Foundation, and the U.S. Forest Service. He holds a B.S. in Forest Management from Northern Arizona University, and an M.A. in Geography and Latin American Studies from the University of New Mexico.



Michael Scisco, Conservation Director

Michael has over 12 years of experience working in the natural resource conservation field. He joined NMLC in 2008 and directs the organization's conservation, stewardship and outreach efforts. He has extensive conservation planning and Geographic Information Systems (GIS) experience. Michael holds a B.S. in Environmental Science from Western Washington University and a Graduate Certificate in GIS from Portland State University.



Kris Murphey, Communications & Operations Manager

Kris has worked for more than two decades in non-profit management, for organizations ranging from a non-profit news service to a university training center to a family foundation. She joined NMLC in 2007 as a part-time office manager. Kris holds a B.A. in Linguistics from the University of California at Berkeley.



Lisa Adkins, Administration & Finance Manager

Lisa comes to NMLC with more than 18 years of experience providing support in all areas of business and finance. She earned a B.A. in Accounting and a M.B.A. from the College of Santa Fe. She has a passion for land conservation, as her father was one of the first Hispanic park superintendents for the National Park Service, and she spent her childhood visiting and living in national parks.



Ariel Patashnik, Conservation Specialist, Earth Care AmeriCorps Cadre

Ariel grew up in San Diego, lived for six years in Connecticut, and has been lucky enough to land internships and seasonal jobs in Oregon, Washington, Wyoming, and now New Mexico. She earned her B.A. in Environmental Studies from Yale University and her Masters in Environmental Management from the Yale School of Forestry and Environmental Studies.



In Gratitude to Our Supporters

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(\$25,000 + and/or 10 consecutive years of support)

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Element Power

Jim Keller

Joseph Montoya

McCune Charitable Foundation

New Cycle Foundation

Elizabeth Richardson

Joseph Schepps

Southern Rockies Agricultural Land Trust

Verde Heritage Ranch LLC

John B. (Jack) Wright

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(\$10,000-24,999 and/or five consecutive years of support)

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Forest Trust

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Land Trust Alliance

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Matthew McQueen

Will Moir

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Nancy Wing,
in honor of Jane Petchesky
Nancy M. Wirth
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Elizabeth Wright

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Natalie Lutz,
in honor of Jane Petchesky
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Norman & Susan MacLeod
Norma McCallan & Robert McKee
Dave Mehlman
Philip & Karen Milstein
Peter & Jean Ossorio
Mr. & Mrs. Bruce Schmick
Taos Land Trust
Gilbert Waldman
Marilyn Wilmerding
Naida Zucker
& Richard Spellenberg

Have we made a mistake in the listing of your name or category?
We apologize and hope you will let us know: 505-986-3801 or krismurphey@nmlandconservancy.org.

Financial Information

New Mexico Land Conservancy Statements of Financial Position June 30, 2012 and 2011

Assets	<u>2012</u>	<u>2011</u>
Cash	160,732	222,069
Promises to Give	138,833	201,100
Prepaid Expenses	5,107	3,497
Land, Building and Equipment	1,364,311	1,390,744
Stewardship Fund	408,744	386,803
Deferred Loan Cost	5,682	6,396
Cash Held in Revolving Loan Program	0	10,077
Total Assets	<u>2,083,409</u>	<u>2,220,686</u>
Liabilities and Net Assets		
Liabilities		
Accounts Payable	14,648	3,247
Accrued Expenses	8,892	13,148
Line of Credit	100,000	0
Current Maturities of Mortgage Payable	5,381	5,057
Mortgage Payable, Less Current Maturities	220,193	225,573
Total Liabilities	<u>349,114</u>	<u>247,025</u>
Net Assets		
Unrestricted Net Assets	1,588,862	1,772,561
Temporarily Restricted Net Assets	145,433	201,100
Permanently Restricted Net Assets	0	0
Total Net Assets	<u>1,734,295</u>	<u>1,973,661</u>
Total Liabilities and Net Assets	2,083,409	2,220,686

Financial Information

New Mexico Land Conservancy Statement of Activities 2012

	2012			2011		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Support and Revenue						
Individual Contributions	\$158,656	\$69,500	\$228,156	\$523,211	\$114,485	\$637,696
Business Donations	\$30,598		\$30,598	\$25,140		\$25,140
Private Foundation Grants	\$45,089	\$30,000	\$75,089	\$71,212	\$32,000	\$103,212
Land and In-kind Contributions	\$21,697		\$21,697	\$360,000		\$360,000
Special Events	\$11,249		\$11,249	\$9,412		\$9,412
Interest Income	\$2,296		\$2,296	\$2,316		\$2,316
Other Income	\$4,618		\$4,618	\$143		\$143
Net Assets Released from Restriction	\$155,167	(\$155,167)	\$0	\$50,000	(\$50,000)	\$0
Total Support and Revenue	\$429,370	(\$55,667)	\$373,703	\$1,041,434	\$96,485	\$1,137,919
Expenses						
Program Services	\$474,568		\$474,568	\$440,406		\$440,406
Management and General	\$86,349		\$86,349	\$83,938		\$83,938
Fundraising	\$52,152		\$52,152	\$47,959		\$47,959
Total Expenses	\$613,069		\$613,069	\$572,303		\$572,303
Net Assets, Beginning of year	\$1,772,561	\$201,100	\$1,973,661	\$1,303,430	\$104,615	\$1,408,045
Net Assets, End of year	\$1,588,862	\$145,433	\$1,734,295	\$1,772,561	\$201,100	\$1,973,661
Change in Net Assets	(\$183,699)	(\$55,667)	(\$239,366)	\$469,131	\$96,485	\$565,616

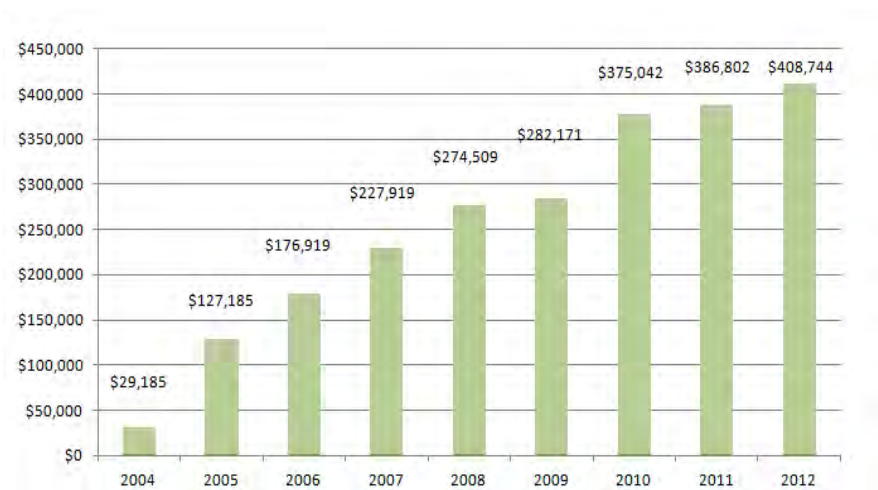
Source: Audited financial statements, Barraclough & Associates, Santa Fe



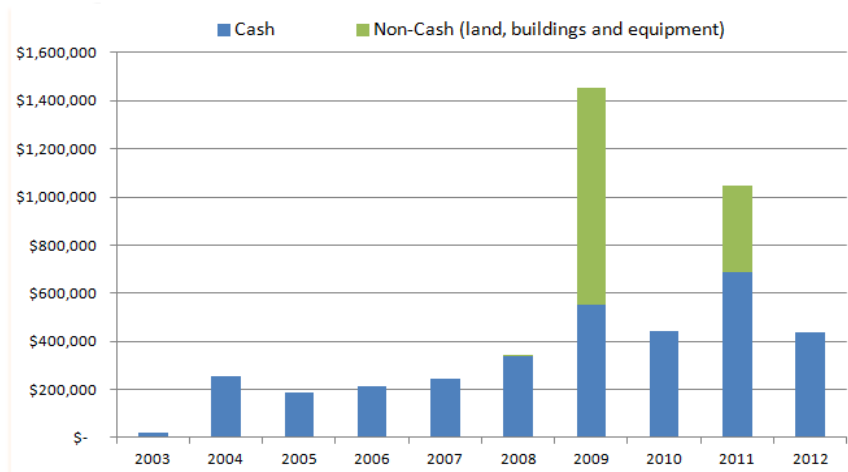
Zaplin property (Photo by Clay Ellis)

Stewardship Fund Growth

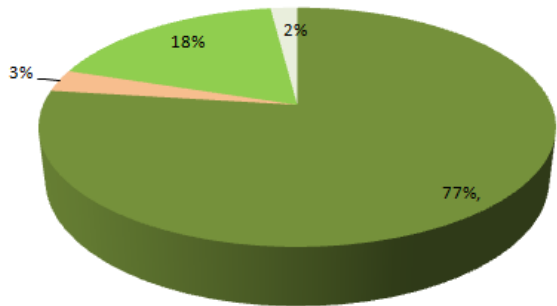
NMLC maintains a board-dedicated stewardship fund to ensure that we have adequate resources to uphold all of our easements over the long term. This money is managed separately from our operating budget and may only be used for conservation easement monitoring, stewardship and legal defense.



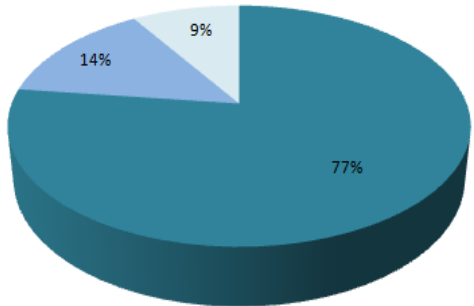
Contributions



Revenue



Expense



Include NMLC in Your Estate Planning

NMLC works to protect and conserve land in perpetuity. You can help us ensure that the legacy you leave preserves the land you love by including NMLC in your estate planning.

The term “Planned Giving” refers to a set of ways a donor can leave money or assets to a non-profit at his or her passing, or a way to invest money so that the donor receives benefits during his or her life and then bequeaths the remaining funds to a non-profit. It can include various financial instruments that can be adapted to each donor’s needs. These instruments allow you to support NMLC without affecting your current financial goals or your family’s security.

Some of the ways to make a planned gift include the following.

- You can make a gift that costs you nothing during your lifetime by including NMLC in your will.
- You can give assets from your retirement plan that might otherwise be subject to double-taxation.
- You can take advantage of a gift of stock or appreciated assets and avoid incurring capital gains tax.
- You can designate NMLC as a beneficiary of your life insurance policy.
- You can give an asset you no longer need or want and allow NMLC to convert it into cash to conserve high-conservation-value lands around the state.

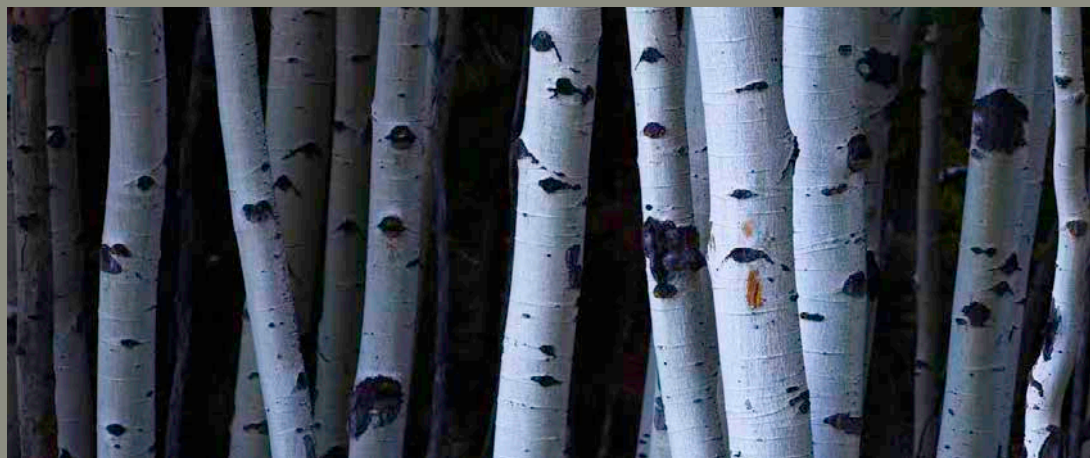
Please contact your financial advisors, then call Scott Wilber at 505-986-3801 to discuss ways a charitable bequest or a significant gift during your lifetime can help protect the values you hold dear.



NMLC Achievements	2011	2012
Conservation projects completed this year	10	4
Total Conservation Easements (CEs) held	47	51
Acres conserved this year	7,046	14,287
Total acres conserved	100,710	114,997
Total square miles conserved	157	179
Value of CEs donated by landowners this year*	\$ 2,843,000	\$ 2,268,000
Total value of CEs donated by landowners	\$41,049,694	\$43,317,694
Public funds raised for CE and fee acquisition this year	\$ 1,250,000	\$ 0
Total public funds raised for CE and fee acquisition	\$ 5,992,935	\$ 5,992,935

* does not include transferred CEs

Front cover photos, top to bottom: Ortiz Mountain Ranch (Photo by Michael Mudd), Alegres Mountain Ranch (Photo by Clay Ellis), Bighorn Sheep in the Peloncillos (Courtesy New Mexico Department of Game and Fish), Bioresearch Ranch (Photo by Scott Wilber).
Back cover photos: XSSX Ranch (Photo by Clay Ellis), Agnew Property (Photo by Adam Schallan).



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NEW MEXICO
LAND CONSERVANCY

Conserving Land, Preserving Heritage

