

NEW MEXICO LAND CONSERVANCY

Conserving Land. Preserving Heritage

ANNUAL REPORT
2016



OUR MISSION

To preserve New Mexico's
land heritage by helping people
conserve the places they love

Founded in 2002, the New Mexico Land Conservancy (NMLC) is an accredited, statewide, non-profit land trust working to protect significant natural habitat, scenic open space, cultural and historic resources, and productive agricultural and recreational lands for conservation purposes and public benefit at community, watershed and landscape scales. We work in collaboration with private landowners, community and non-profit organizations, governmental agencies, businesses and other public and private partners to pursue and achieve our mission.

NMLC's 25-year goal is to protect—directly or in partnership with others—one million acres of high conservation value lands in priority areas around the state and the Southwest by 2037. To date, NMLC has helped permanently protect more than 160,000 acres of high conservation value land throughout New Mexico and completed two projects in southeast Arizona.



Dear Friends,

It is our pleasure to present to you the New Mexico Land Conservancy's Annual Report for 2016. Wow, 2016! A memorable year for everyone. We continue to react to changes in policy and the challenges they present to the conservation community and to the health of our environment and our beloved New Mexico landscapes as they unfurl in 2017.

Here in our corner of the world—at the Petchesky Conservation Center, and in Silver City, and across the state and southeastern Arizona—NMLC's board, staff, landowners, donors, and supporters have quietly, but steadily, persevered in a proactive approach to protect southwestern land and water resources. Our respect for private landowners and their personal vision to protect the places they love, still directs and inspires our work.

From the front range of the Sangre de Cristo Mountains in northeast New Mexico to the Gila and Mimbres Rivers of southwestern New Mexico, from the Chama River Valley up north to the Chiricahua Mountains of southeast Arizona, and the irrigated farmlands of Rio Grande valley, NMLC has been busy working with landowners and our conservation colleagues to protect the places and resources that are important to them, and to us. We are fortunate to be doing the work we love!

Let's look forward to the challenges of 2017 with hope and determination. Striving for more collaboration, more inclusion, more listening, more action, but mostly, more appreciation and gratitude for the land and water resources of our unique and cherished part of the country.

For the land! And with thanks to all of you who are part of our NMLC community,

—*Scott Wilber* Executive Director
& *Beth Mills* Conservation Director



Photo by Connor Jandreau

OUR GOALS



NMLC's strategic framework is comprised of three primary goals:

CONSERVATION

Sustainable land conservation for New Mexico

- To strategically increase the quantity and quality of land conservation in New Mexico
- To ensure that these conserved lands receive appropriate and sustained stewardship over the long-term

EDUCATION

Increased awareness of and appreciation for land conservation in New Mexico

- To increase understanding of land conservation methods and benefits
- To raise general public awareness of and appreciation for conservation in New Mexico

CAPACITY BUILDING

Greater capacity for land conservation in New Mexico

- To build NMLC into a viable and sustainable state-wide land trust
- To help increase statewide capacity and support for land conservation
- To contribute to a collaborative and sustainable land conservation community for New Mexico

OUR PROGRAMS

We work to achieve our mission and goals through the following programs and activities:

CONSERVATION

Land Protection: 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: educating landowners and partners about land conservation and stewardship tools, methods and benefits; informing and engaging the public, and creating opportunities to connect people to the land.

CAPACITY BUILDING

Organizational Development & Fundraising: developing human and financial resources, and internal plans, policies and organizational capacity; and ensuring compliance with non-profit and land trust standards, practices and requirements.

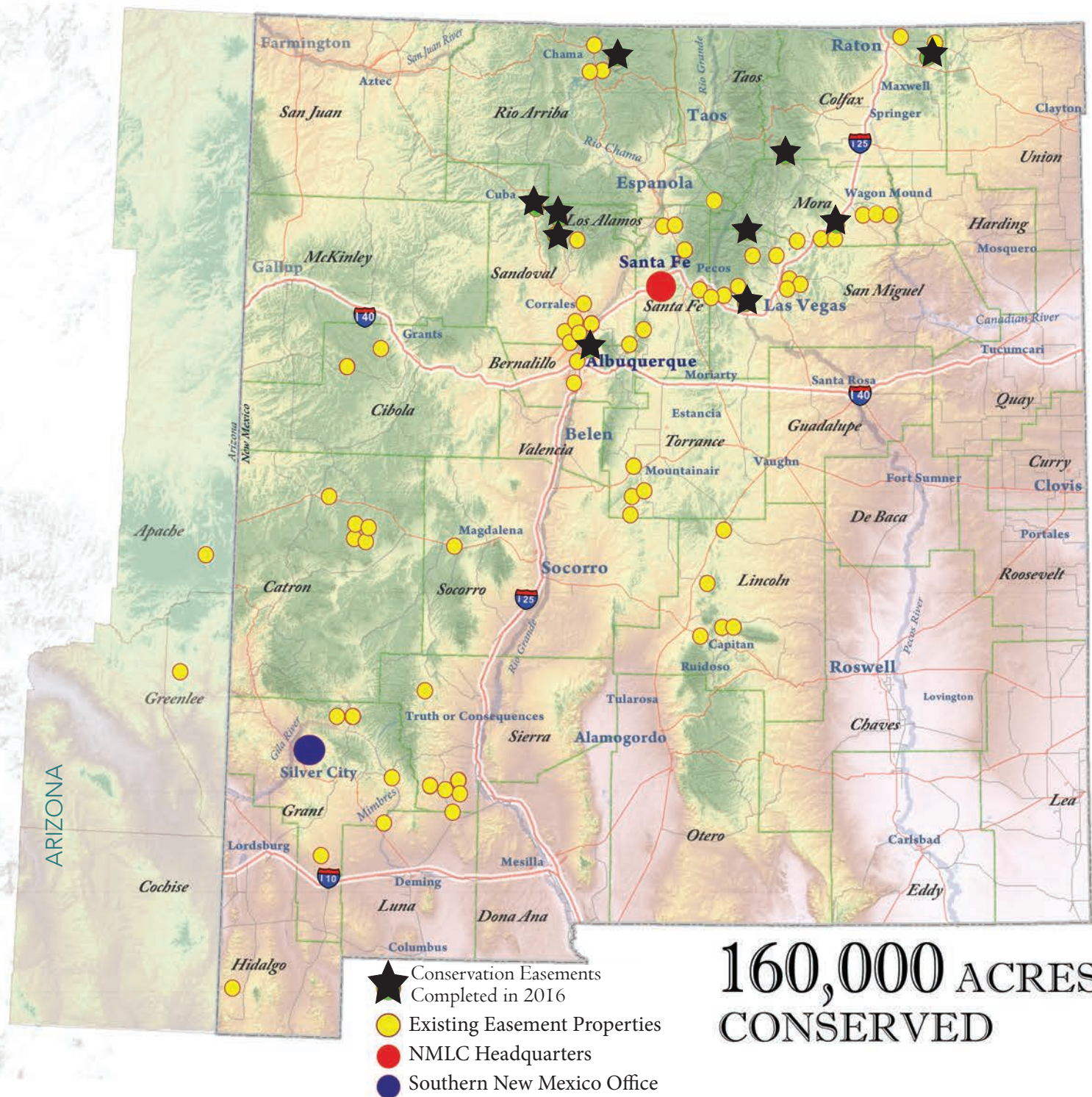
Policy: engaging in policy initiatives that further land conservation and stewardship in New Mexico.

Administration: ensuring sound administrative systems and procedures for effective and efficient land trust operations.

Photo by Michael Mudd

NEW MEXICO LAND CONSERVANCY

Conserving Land. Preserving Heritage.



**160,000 ACRES
CONSERVED**

ACHIEVEMENTS

	2015	2016
Conservation projects completed by year	5	10
Conservation easements (CE) completed since 2002	67	77
Acres conserved by year	5,066	9,580
Total acres conserved since 2002	149,705	159,285
Total square miles conserved since 2002	234	249
Value of CEs donated by landowners by year	\$1,843,002	\$4,024,800
Total value of CEs donated by landowners since 2002	\$43,428,117	\$47,452,917
Public funds raised for CE and fee acquisition by year	\$217,000	\$572,500
Total public funds raised for CE and fee acquisitions since 2002	\$8,193,435	\$8,765,935



A new crop of cowboys at the Bluewater Heritage Ranch near Grants, NM.

Land Protection Continues Apace in the Mountains and Grasslands of Northeast New Mexico



‘Unfortunately, northeast New Mexico has not been a focus of conservation work historically and much of the region’s biological importance remains unprotected.’

—Robert M. Findling,
Director of Conservation Projects
The Nature Conservancy



NMLC's landscape scale conservation effort along the front range of the Sangre de Cristo mountains and within the Canadian River watershed (initiated in 2014) made great strides forward in 2016. With support from foundations, government agencies, the Forest Trust and individual landowners, NMLC added 6,000 acres to our conservation portfolio in this region during 2016.

The longer we work with ranchers in this expansive part of the state, the more we learn about the importance of the short grass prairie and the complex grassland ecosystem these ranches support. Part of the Western Great Plains, the Southern Shortgrass Prairie, has remained relatively intact in northeast New Mexico, where sod-conversion has historically taken a minor role in land use. In fact, grasslands in eastern New Mexico characterize some of the best remaining shortgrass prairie habitat in North America, according to Audubon New Mexico. As the New Mexican shortgrass prairie landscape unfolds to the traveler descending south from Raton Pass, much of the landscape away from the highway remains fundamentally unchanged from the one seen by travelers coming to New Mexico for the first time in wagons along the historic Santa Fe Trail.

Coupled with the unique way of life afforded on these contemporary working cattle ranches, this part of New Mexico is truly steeped in heritage, passed down through generations. It is a way of life that is threatened by the erosion of its economic base, and the out-migration of young people to urban areas. Working with the ranchers and their families at Wagon Mound Ranch, Fort Union Ranch, Phoenix Ranch West, Sierra Y Llanos, Twin Willows, and CS Ranch, we are gaining an understanding for the importance of protecting these historic ranchlands into the future for the integrity of the land itself, certainly, but also for the health of these rural communities and small towns.

NMLC is grateful to our landowners and their families in northeast New Mexico, who have welcomed us into their lives, and entrusted us with the stewardship of a portion of their legacy.

‘The Southern Shortgrass Prairie provides critical habitat for a variety of species, including but not limited to burrowing owls, pronghorn, swift fox, numerous grassland-dependent bird species, blue grama, three awn, little bluestem and sideoats grama.’

*—Gus Holm
General Manager – Vermejo Park Ranch*

Protecting An Architectural Gem and Its Setting in Los Ranchos de Albuquerque

Rarely do we at NMLC have the opportunity to work with landowners who want to protect, not only their important scenic open space and agricultural land, but also a historic architectural gem, listed on both the State of New Mexico and the National Register of Historic Places. That opportunity came our way this year, when Hank and Bonnie Kelly approached us to help conserve their Los Ranchos de Albuquerque farm and their restored John Gaw Meem home. We have been honored to work with the Kellys on this important and prestigious project. The conservation easement was completed in December 2016.

The nine-acre property sits along scenic Rio Grande Boulevard in the heart of Los Ranchos de Albuquerque. The irrigated fields and mature cottonwood trees provide a foreground for views to the Sandia Mountains and a refuge for urban wildlife, including many overwintering migratory birds such as sandhill cranes and Canada geese. The land, most of which is under irrigation, is a relic of what was once a magnificent hundred-plus acre farm owned by the Nordhaus Family in the early to mid-1900s.

Their residence, designed by John Gaw Meem and built in 1936, is a symbol of New Mexico's unique architectural history. Bonnie and Hank who have resided in Los Ranchos de Albuquerque since 1993, restored the home at considerable effort, and in accordance with the original blueprints envisioned by Meem. The structure, along with the surrounding land, will be maintained in perpetuity as a symbol of a period of renaissance in Southwestern architecture. This conservation project exemplifies the protection of a rich tapestry of history, culture and open space made possible by dedicated stewards such as the Kellys.



'Hank and I are so pleased that NMLC joined with us to preserve this historic John Gaw Meem treasure and the nine acres that it graces.'

—Bonnie Kelly





Growing Land Protection Near Cuba, New Mexico

‘The large variety of wildlife and plants, geological wonders, and cultural sites on our property continue to entrance us. We look forward to our continuing with NMLC to ensure that the property is preserved for future generations.’

--Sue & Dennis Umshler



Sue and Dennis Umshler with Beth Mills,
NMLC Conservation Director



Most of us can agree that New Mexico State Road 550 from Bernalillo to Cuba is a beautiful drive; with views to the Ojitos Wilderness, the lands surrounding Zia and Jemez Pueblos and the red rock country of the Jemez River Canyon, the Nacimientito Range, and the Rio Puerco valley. The highway allows urbanites from Albuquerque and Rio Rancho to access the tranquility of the Santa Fe National Forest and the Bureau of Land Management (BLM) lands around Cuba in less than an hour and a half by car. The proximity of public land and wilderness to the largest urban population in the state makes this region so valuable for people seeking peace and quiet and an outdoor experience close to home. For these reasons, NMLC is pleased to be working with landowners to realize protection for their private property in this part of Sandoval County.

Three new conservation easements were completed in 2016 within 15 miles of the town of Cuba. Two of the projects are located along the Rio De Las Vacas in the Jemez Mountains, both are inholdings within the Santa Fe National Forest. The third easement is located just southwest of Cuba, within view of the Rio Puerco and Nacimientito Mountains, and within shouting distance of the Continental Divide Trail.

The landowners of the property near the Rio Puerco christened their easement "*Tecolote De Mesa Portales*" in honor of the land's proximity to the BLM's Area of Critical Environmental Concern on Mesa Portales, and for an owl that has visited their retreat here. Sue and Dennis Umshler treasure their 160 acre refuge which they acquired in 1992. From the start Sue and Dennis, whose primary residence is in Albuquerque, were determined to protect this unique setting on the edge of the San Juan Basin, the extraordinary geologic features, the multitude of wildlife that share their land, as well as the significant cultural resources found on the property. NMLC is honored to work with these two conservationists to help them achieve their vision for their beloved place. The conservation easement was recorded in March 2016.

Nearby, up in the high country off NM State Road 126 in the Jemez Mountains, two new easements were recorded late in 2016 along the Rio De Las Vacas in the Santa Fe National Forest. These private inholdings within public lands at School Section Canyon (105 acres), owned by Duane and Barbara Trythall of Albuquerque, and Rancho Del Chaparral (425 acres), owned and managed by the Girl Scouts of New Mexico Trails, connect wildlife habitat between units of the national forest. Both easements protect higher elevation mountain meadows that provide prime summer breeding and foraging habitat for the Jemez Mountain elk herd, and numerous other animals. Protecting a significant portion of the Girl Scout Camp at Rancho del Chaparral will ensure that the landscape enjoyed by generations of girls and young women will remain protected into the future. By donating the private inholdings within the national forest for protection, these landowners are supplying the missing pieces for the mosaic of land, water, and habitat protection in this portion of the Jemez Mountains. Thank-you to these folks for their vision and commitment to New Mexico's land heritage.

Expanding Conservation Work in Southern New Mexico & Eastern Arizona

NMLC had a full plate of projects in southern New Mexico and southeastern Arizona during 2016. Thanks to our landowners, our many partners, and the full-time presence in Silver City (and points beyond!) of Ron Troy, our Southern New Mexico Project Manager, we initiated and continued work on seven conservation easement projects and three stream restoration projects.

We continue to work with landowners, the State of New Mexico and U.S. Fish and Wildlife Service on several conservation easement projects in southern New Mexico that will protect valuable freshwater habitat. We are also very excited about several projects in southeastern Arizona that were initiated in 2016. These include a partnership with the Trust for Public Land (TPL) and the U.S. Natural Resources Conservation Service (NRCS) to work with ranchers and their properties located along the Chiricahua and Dos Cabezas Mountain Ranges. Our goal is to protect 20,000 acres of an area designated as the "South Sulphur Springs Grasslands of Special Significance." These large protected ranch holdings will expand upon other contiguous protected lands in the vicinity such as the Fort Bowie National Historic Site, Bureau of Land Management's Bowie Mountain Area of Critical Environmental Concern, the Chiricahua National Monument, and the Coronado National Forest. Together these lands provide important connectivity between Mexico and the United States in a region that is host to an extraordinary diversity of animals and plants.

In February 2017, a jaguar was even captured on film in the nearby Dos Cabezas Mountains of Arizona! Thank-you to our partners at TPL for including us on this exciting conservation journey.

And thanks to the gracious hospitality of Bear Mountain Lodge and a generous financial contribution from the Public Service Company of New Mexico (PNM), NMLC was able to host a well-attended celebration on October 5, 2016. NMLC staff joined landowners, community members, and conservation partners at Bear Mountain Lodge in Silver City for an open discussion about their vision for conservation in southern New Mexico. We also celebrated the land restoration and stewardship achievements of A.T. and Cinda Cole of Pitchfork Ranch. We greatly appreciated the 45 people who joined us for food and drinks, and great conversation. We also thank PNM and Bear Mountain Lodge for their support of this fun evening and for their ongoing support of our work down south.





NMLC staff joined landowners, community members, and conservation partners at Bear Mountain Lodge in Silver City for an open discussion about their vision for conservation in southern New Mexico.



WINDS OF CHANGE

In December 2016 the New Mexico Land Conservancy Board of Directors elected three new officers, Sayre Gerhart (Chair), Lawrence Rael (Vice Chair), and Claudette Horn (Secretary). These three talented professionals join Treasurer, Alan Overton, to complete the new slate of officers who began their terms in January 2017. (See board member profiles to learn more about our new leadership team.)

After several years of tremendous service and leadership, former Chair Cullen Hallmark, and former Secretary Moo Thorpe, passed the baton to this next group of board officers. Cullen and Moo have served NMLC well during the past three years and we are pleased they will be continuing as members of the board. Highlights during their tenure as officers include:

surpassing 160,000 acres conserved, completing the landmark River Ranch project on the Mimbres River, beginning land protection work on the historic Ft. Union Ranch, seeing the establishment of the Bernalillo County Open Space measure, adding three new board members, and earning National Land Trust Accreditation for NMLC, in 2015. Additionally, they supported the organization's capacity-building efforts that resulted in establishing a crucial position in southern New Mexico, and expanding the NMLC staff to seven employees.

NMLC is pleased to have Sayre, Lawrence, Alan, and Claudette at the helm as we soon begin a new round of strategic planning to guide the organization, board and staff during the next five years.

Sayre Gerhart, Chair, Corrales, NM



Sayre moves into the position of Board Chair after participating on the NMLC board for five years and serving as the organization's Vice-Chair and as the Communications and Development Committee Chair. She is an architect with a specialty in educational facility planning. She has been active in land-use planning and land conservation issues for many years. She served as Councilor for the Village of Corrales, where she initiated, funded and implemented projects for preservation of farmland and wildlife habitat. Sayre has extensive experience on non-profit boards, and with philanthropic leadership and civic projects benefitting local communities. Sayre holds a B.A. from Princeton University and an M.A. in Architecture from the University of Pennsylvania.

Lawrence Rael, Vice Chair, Los Ranchos, NM



Lawrence is a native New Mexican who grew up in the small town of Sile, NM. He has had a notable career as a public servant, beginning as the Deputy Secretary of Transportation for New Mexico. He later served on the staff of Senator Jeff Bingaman in Washington, D.C., and then joined the city of Albuquerque, where he eventually assumed the role of Chief Administrative Officer. In 2002 he became the Executive Director of the Mid Region Council of Governments –a regional transportation planning and economic development organization in central New Mexico. Under Lawrence's leadership, New Mexico realized the successful completion of the Rail Runner transportation line between Belen and Santa Fe. In 2012 Lawrence became the State Executive Director for the U.S. Department of Agriculture's Farm Services Agency for New Mexico, appointed by former President Barack Obama. Lawrence's intimate knowledge of the inner workings of government at the local, state and federal levels provides valuable insight and counsel for NMLC as it navigates important agency and legislative relationships. He holds a B.A. in Sociology and an M.A. in Public Administration from the University of New Mexico.

Alan Overton, Treasurer, Santa Fe, NM



Alan is a Senior Vice President and Commercial Lender with Century Bank in Santa Fe. He has 30 years of commercial banking experience and has worked with property owners in southwest Colorado on banking transactions involving conservation easements. His banking background, business acumen and financial experience with conservation easement transactions have proved invaluable to the stability and strength of NMLC's fiscal position. Alan has a B.A. in Business Administration & Finance from the University of Houston.

Claudette Horn, Secretary, Albuquerque, NM



Claudette is a Senior Environmental Manager at PNM Resources and has been a member of the NMLC board for four years. Claudette's background in environmental regulatory management and non-profit board experience is a major asset for the organization. She provides prudent guidance on policy analysis, direction and long-range planning. She has a very high regard for how conservation easements preserve and protect extraordinary landscapes. Claudette has served on the United Way of Central New Mexico and Women in Philanthropy Council. She holds a Bachelor of University Studies from the University of New Mexico.

BOARD OF DIRECTORS



Dale Armstrong, Board Member, 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 more than 300 employees. He and his wife Gail have four children, four grandchildren and operate a cattle ranch in Magdalena.



Tessa Davidson, Board Member, Corrales, NM

Tessa is the founding member of the Davidson Law Firm in Corrales, NM where her law practice focuses on water law issues and natural resource disputes. Since 2013 Tessa and her firm have been included in the Best Lawyers of American in Water Law, and in 2015 she was named "Attorney of the Year" in Water Law for the Albuquerque area. In 2015 she was noted in Women Leaders in the Law. Tessa is a fourth-generation New Mexican from a ranching family in southwestern New Mexico.



Cullen Hallmark, Board Member & Past Chair, Santa Fe, NM

Cullen is an attorney with the Santa Fe firm of Sommer, Udall, Sutin, Hardwick and Hyatt, P.A. He is an experienced cyclist, backpacker, river runner, cross-country skier and gardener. He has been a member of the Quivira Coalition for more than ten years, and manages its Red Canyon Reserve in Socorro County. He holds a B.A. from St. John's College and a J.D. from the University of Texas. He served as the Chair of the NMLC Board of directors from 2014-2016.



John (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. He holds a Bachelor of Arts degree from St. Benedict's College and a law degree from the University of New Mexico.



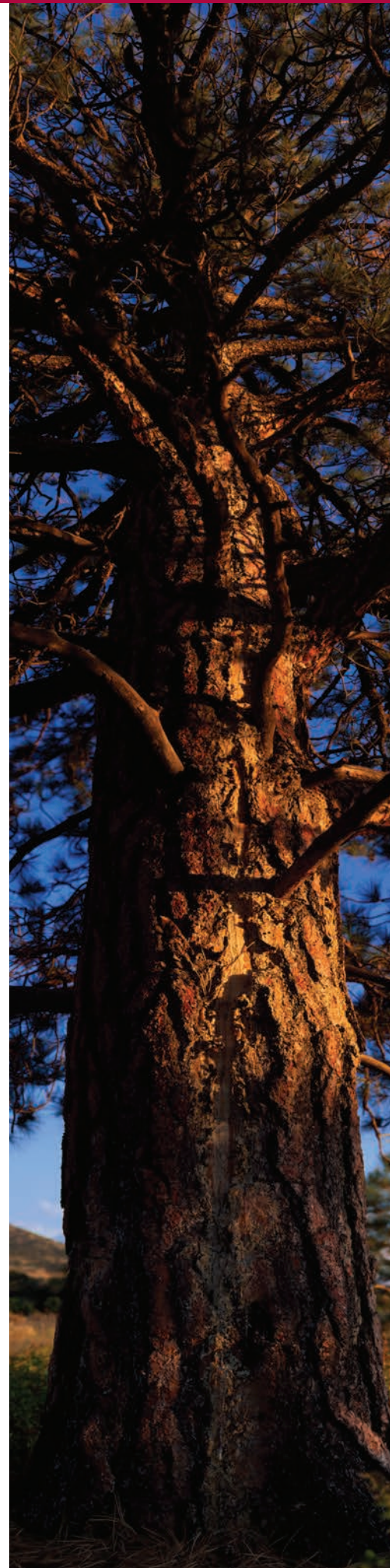
Judith Novotny Suiter, Board Member, Sandia Park, NM

Judith is owner and President of Zephyr Design, Inc., an environmental consulting and planning firm based in Albuquerque, NM since 1988. Judith's firm specializes in National Environmental Policy Act (NEPA) -related environmental analysis, visual resource analysis, site planning and project permitting. Judith holds a B.A. in Art & Design from the University of Tennessee and a M.A. in Community and Regional Planning from the University of New Mexico. She is a member of the American Society of Landscape Architects and the American Planning Association.



Moo Thorpe, Board Member, 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 family and many pets. She holds a B.A. in Geography from Middlebury College in Vermont.

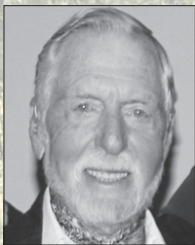


NMLC ADVISORY BOARD



Anthony (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 served as the first Chair of the NMLC Board of Directors from 2002-2004. 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. Tony earned his B.S., M.S. and PhD degrees in geology from Ohio State University.



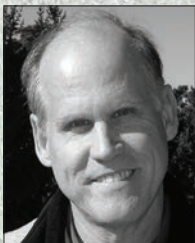
Sid Goodloe, Board Advisor, Capitan, NM

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. Sid and his wife Cheryl founded the Southern Rockies Agricultural Land Trust in 1998 and operated the organization until 2011 when they transferred their easements to NMLC and subsequently dissolved the organization. Sid has a B.S. in Animal Science and an M.S. in Range Science from Texas A & M University.



Elizabeth Richardson, Founding Board Member & Board Advisor, Los Angeles, CA

Elizabeth worked for Colorado Open Lands, a statewide land trust, for ten years and served on the Board of the Colorado Coalition of Land Trusts for twelve. She continues to be actively involved in the land trust movement by volunteering for the Southern California Council of Land Trusts. Elizabeth holds a B.A. from Radcliff College, a M.P.A. from University of Southern California, and an M.B.A. in Finance from University of Denver.



John (Jack) Wright, Former Chair & Board Advisor, Las Cruces, NM

Jack has been a professor of geography at New Mexico State University in Las Cruces since 1990. He served as Chair of the NMLC Board of Directors from 2004 through 2011. He 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. Jack has earned three degrees in geography: a B.A. from the University of Massachusetts, an M.A. from the University of Montana and a PhD from the University of California at Berkeley.

STAFF



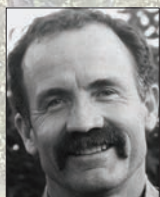
J. Scott Wilber, EXECUTIVE DIRECTOR

Scott has over 30 years of experience working in natural resource management, 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, Scott 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 a M.A. in Geography and Latin American Studies from the University of New Mexico.



Beth Mills, CONSERVATION DIRECTOR

Beth previously worked as a senior planner for many years with Santa Fe County's Open Space and Trails Program and as a Land Use Planner/Project Manager with the Sonoran Institute in southwestern Colorado. With a background in cultural geography, Beth is particularly interested in the relationships between communities and their environment. Beth earned her PhD in Geography from the University of California, a M.A. in Geography from the University of New Mexico, and a B.A. in English from Wesleyan.



Ron Troy, SOUTHERN NEW MEXICO PROJECT MANAGER

Ron joined NMLC after spending seven years focused on protection and restoration of Chinook salmon and steelhead habitat for The Nature Conservancy in Salmon, Idaho. Ron's previous experience also includes fishing and whitewater guiding, wildlife research, and operating a small farm and ranch operation in Hondo, New Mexico. Ron holds a B.S. in Finance from University of Idaho, a B.S. in Fish and Wildlife Science from New Mexico State University, and a M.S. in Biology with an emphasis on Ecological Restoration from Idaho State University. Ron is based in Silver City.



Connor Jandreau, STEWARDSHIP COORDINATOR

Connor Jandreau has a background in conservation biology and conservation partnerships in the intermountain west, Canada and East Africa. Connor holds a B.A. in studio art, a B.S. in fish, wildlife and conservation biology, both from Colorado State University, and a M.S. in Natural Resource Management from the University of Manitoba, Canada. He is especially interested in the new face of collaborative conservation taking flight across the West. As an avid outdoorsman, he also revels in the chance to explore New Mexico's backcountry, whether with skis, boots, bikes or boats.



Elizabeth Temple, DEVELOPMENT OFFICER

Elizabeth has 17 years of philanthropic experience working for non-profit organizations. Elizabeth started her development career with The Nature Conservancy of Montana, where the former mid-westerner fell in love with the Rocky Mountain West – its scenic vistas, wild critters and outdoor lifestyle. She holds a Liberal Arts B.A. from Concordia College in Minnesota. She also attended the College of Santa Fe where she studied documentary filmmaking and music composition.



Barbara Godbey, OFFICE MANAGER

Barbara has over 18 years of experience with office, data, and financial management. In her new role with NMLC, Barbara wears many different hats: she manages the financials, maintains the smooth functioning of the office, creates efficiency systems, supports our development department and trouble shoots computer issues. She is a long-time New Mexican who cherishes the unique landscape of her native home.

FINANCIALS

Statements of Financial Position — June 30, 2015 & 2016

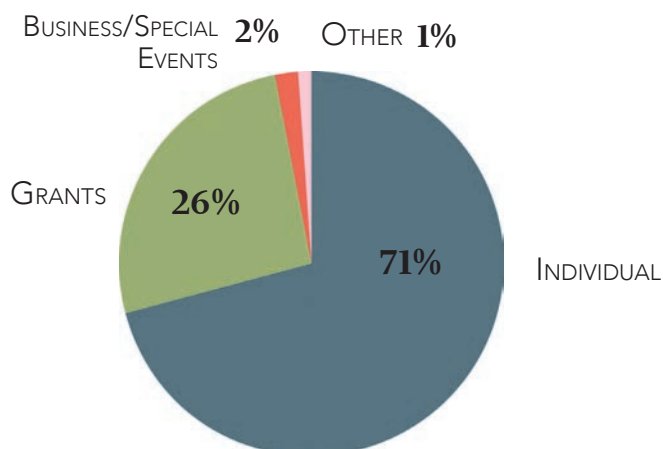
Assets	2015	2016
Cash	\$315,768	\$270,217
Promises to give	\$204,000	\$658,000
Prepaid expenses	\$12,988	\$13,328
Accounts receivable	\$-	\$601
Land, building and equipment	\$1,179,046	\$1,254,604
Stewardship fund	\$501,381	\$508,416
Deferred loan cost	\$3,542	\$2,830
Total Assets	\$2,216,725	\$2,707,996
Liabilities		
Accounts payable	\$10,086	\$2,654
Accrued expenses	\$18,156	\$30,763
Current maturities of mortgage payable	\$6,307	\$6,720
Mortgage payable, less current maturities	\$202,192	\$195,455
Total liabilities	\$236,741	\$235,592
Net Assets		
Unrestricted Net Assets	\$1,747,984	\$1,813,803
Temporarily Restricted Net Assets	\$232,000	\$658,601
Total Net Assets	\$1,979,984	\$2,472,404
Total Liabilities and Net Assets	\$2,216,725	\$2,707,996

Source of financial date: FY2016
financial audit prepared by
Barracough & Associates, P.C.
Copies of NMLC's annual
financial audit reports and
federal tax returns are available
on our website:
www.nmlandconservancy.org

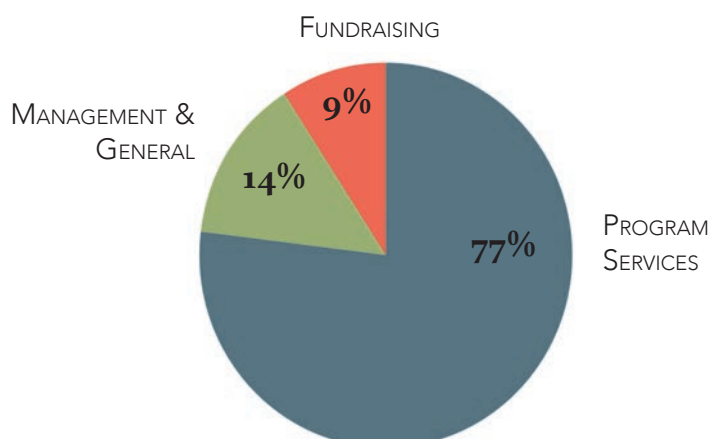
Statement of Activities —2015 & 2016

	2015			2016		
	Unrestricted	Temporarily Restricted	TOTAL	Unrestricted	Temporarily Restricted	TOTAL
Revenue						
Landowner Contributions	\$117,582	\$144,000	\$261,582	\$233,424	\$660,500	\$893,924
Individual Contributions	\$24,151		\$24,151	\$29,050		\$29,050
Grants - Private	\$62,524	\$25,500	\$88,024	\$297,500	\$44,800	\$342,300
Grants - Government						
Business Contributions	\$4,820		\$4,820	\$8,588		\$8,588
Special Events	\$29,530		\$29,530	\$18,925		\$18,925
Other Income						
Investment Income	\$(298)		\$(298)	\$7,636		\$7,636
Fees for Service	\$39,250		\$39,250	\$160		\$160
Net Assets Released from Restriction	\$627,129	\$(627,129)	\$-	\$278,699	\$(278,699)	\$-
Total Revenue	\$904,688	\$(457,629)	\$447,059	\$873,982	\$426,601	\$1,300,583
Write-up of Land Value				\$94,000		\$94,000
Total Support and Revenue	\$904,688		\$447,059	\$967,982		\$1,394,583
Expenses						
Program Services	\$429,799		\$429,799	\$694,675		\$694,675
Management and General	\$107,226		\$107,226	\$123,753		\$123,753
Fundraising	\$79,587		\$79,587	\$83,735		\$83,735
Total Expenses	\$616,612		\$616,612	\$902,163		\$902,163
Net Assets, Beginning of year	\$1,459,908	\$689,629	\$2,149,537	\$1,747,984	\$232,000	\$1,979,984
Net Assets, End of year	\$1,747,984	\$232,000	\$1,979,984	\$1,813,803	\$658,601	\$2,472,404
Change in Net Assets	\$288,076	\$(457,629)	\$(169,553)	\$65,819	\$426,601	\$492,420

Revenue 2016



Expenses 2016



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Pioneer (\$25,000+)

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Photo by Connor Jandreau

New Mexico: Our Mission. Your Legacy.

When you include the New Mexico Land Conservancy (NMLC) in your estate plans, you are making a gift for future generations to enjoy the unique and special places we all cherish. A planned gift, like permanently protected land, is a lasting contribution to ensure that NMLC has the resources to conserve and steward these special places. Making a planned gift to our organization may provide you and your family with valuable tax benefits. Gifts to NMLC are not subject to gift or estate taxes.

There are several ways to include NMLC in your estate plans:

Bequests: One of the most common and lasting forms of planned giving is a bequest. You can designate a specific dollar amount or percentage of your estate to be donated to NMLC. It's as simple as sharing the following with your attorney or financial planner:

"I bequeath \$____ or ____% of my estate to the New Mexico Land Conservancy, 5430 S. Richards Ave., Santa Fe, NM 87508."

Gifts of retirement plans/IRAs:

You can designate NMLC as a beneficiary of all or part of the remainder of your IRA or retirement plan. Distributions of your IRA or retirement plan to your heirs can be subject to income and estate taxes. By designating NMLC as a beneficiary, 100% of the balance can be used by NMLC.

Gifts of life insurance policies:

If you have more life insurance coverage than is needed, consider transferring ownership of your policy to the NMLC in order to receive a charitable income tax deduction.

Gifts of real estate: Gifts of real estate to NMLC can allow you to save on taxes and provide you with income. NMLC will accept gifts of real estate for conservation lands intended to be protected and real estate which is intended to be sold by NMLC to support our work.

Please contact your financial planner to discuss options that meet your financial planning needs and philanthropic vision.

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