

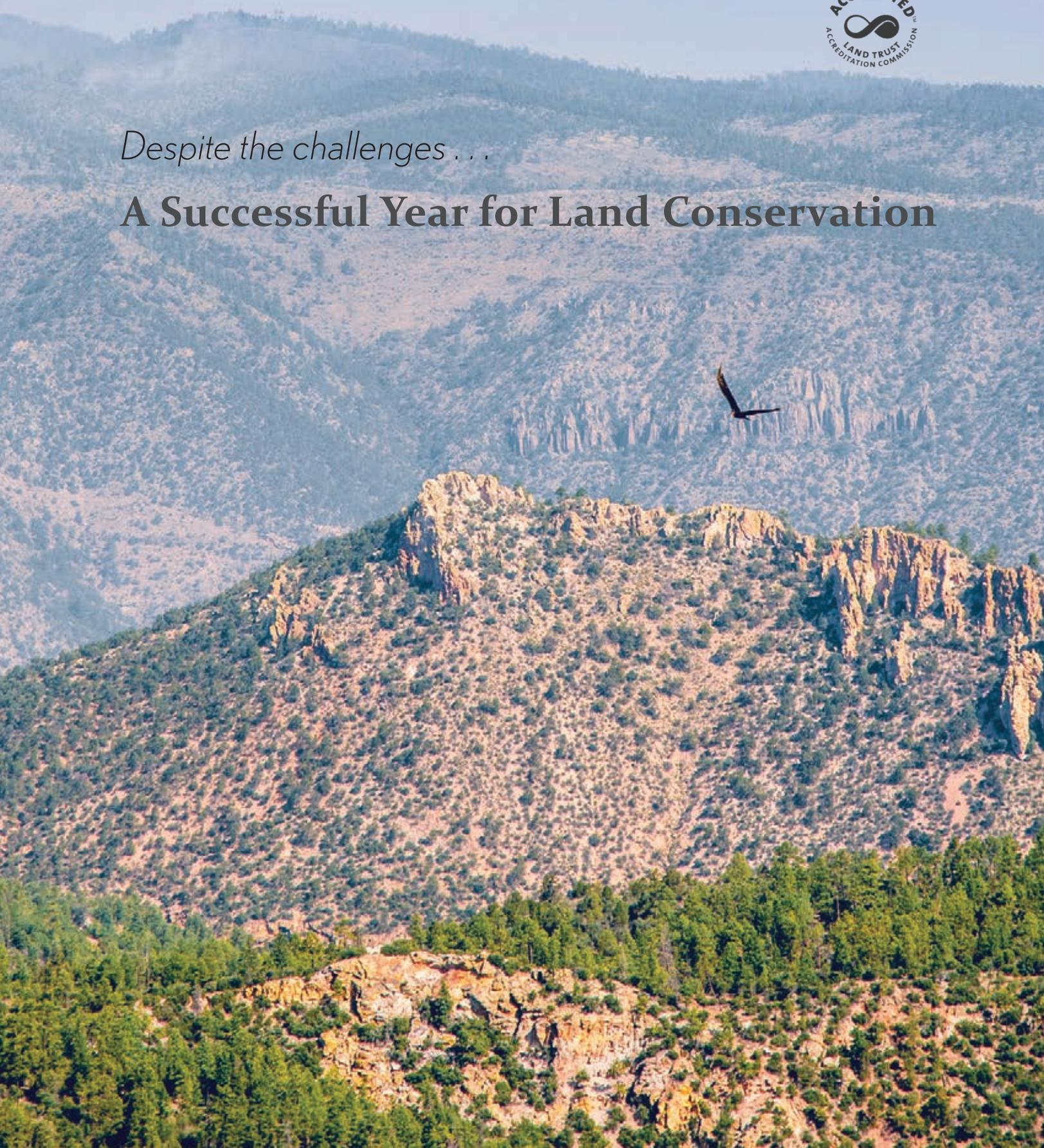
NEW MEXICO LAND CONSERVANCY

2020
ANNUAL REPORT



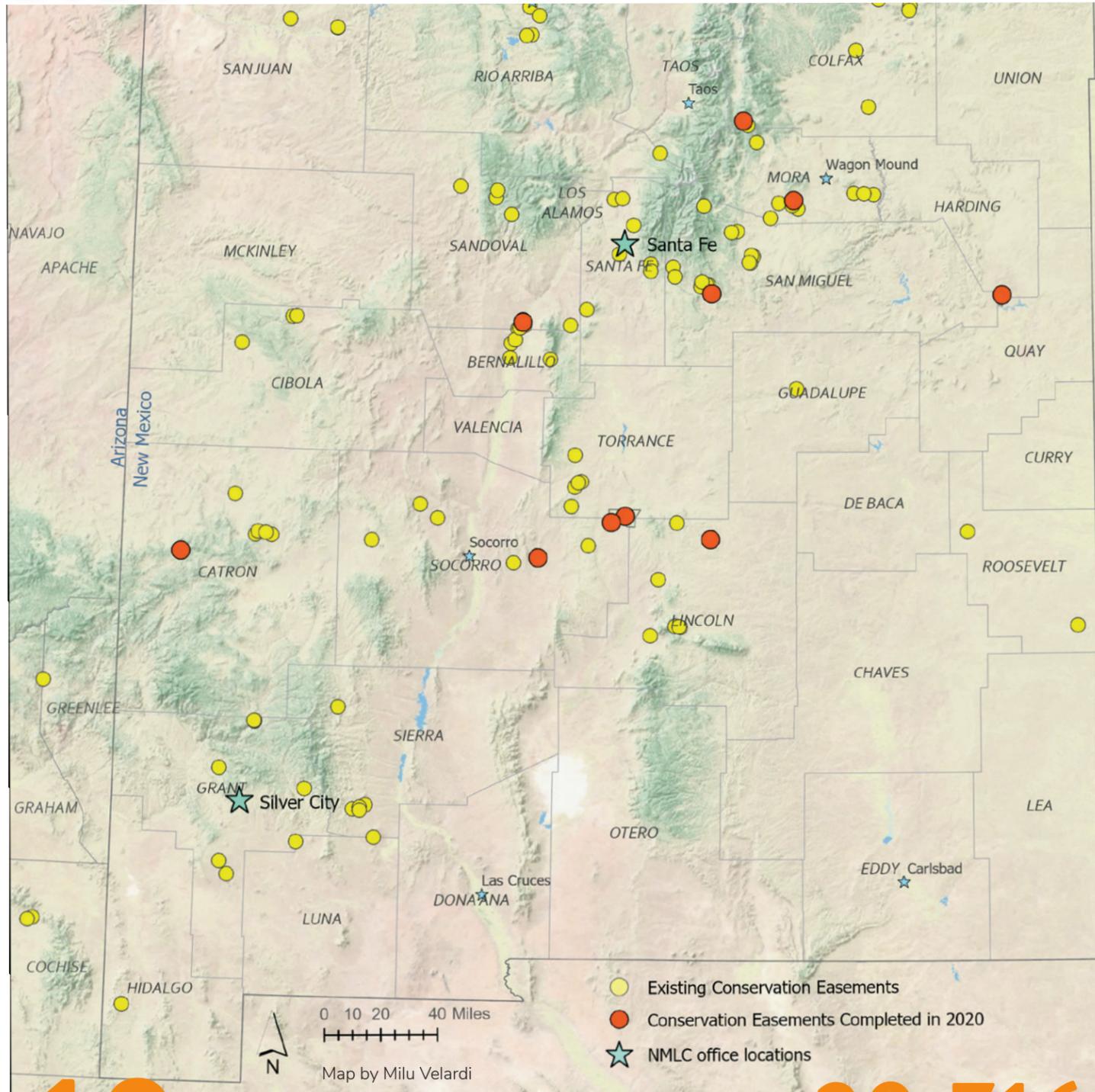
Despite the challenges . . .

A Successful Year for Land Conservation



324,717 total
acres

Conserved Across New Mexico & Southeast Arizona



10 new easements in 2020!

39,716
acres

FROM THE EXECUTIVE DIRECTOR



2020: A Successful Year of Land Conservation

Dear Friends,

When 2020 began, I think it's fair to say that almost no one in the U.S., or the world for that matter, knew what was about to happen later that March. New Mexico had anticipated a large budget surplus from oil and gas revenue – some of which we had hoped would be allocated for conservation programs. But with plummeting oil and gas prices, compounded by the economic effects of COVID-19, those revenues vanished almost overnight, and communities, businesses and nonprofits began to feel the further economic impact of the mandatory shut-downs throughout the state and beyond.

As I pause to reflect on 2020 and all that NMLC accomplished this year despite the challenges of the pandemic, I am struck by the volume of work and the breadth of projects we ultimately completed – **10 conservation easements in all**, donated or sold for a variety of conservation purposes, ranging in size from 12 to 12,000 acres, located in different areas throughout the state, and funded by diverse sources.

In 2020, we **conserved nearly 40,000 additional acres**, bringing our total area of conserved land in New Mexico and southeast Arizona to nearly 325,000 acres. These numbers alone, however, don't tell the full story. By design, many of the easements we hold are contiguous or close to other protected lands, including national forests, parks, monuments and wildlife refuges; state-owned or public open space and recreational lands; military installations; or tribal and other culturally significant lands, and it is through this **connectivity** that the greater impact of our work becomes clear. The following pages highlight the 10 projects we completed this year – each a success story in their own right, and collectively, a significant contribution to land conservation in New Mexico.

Passing the Board Baton

In December 2020, three dedicated, long-time board members retired from NMLC's board. Dale Armstrong joined in 2009, Cullen Hallmark in 2012 and Claudette Horn in 2013. We are grateful to them for their commitment and leadership over the years in helping to grow NMLC to its current level of success.

(continued on next page...)

FROM THE EXECUTIVE DIRECTOR (cont.)

As the saying goes, when one door closes, another opens, and we are pleased to report that **four new board members** have stepped up to help move NMLC to the next level. **Linda Brewer** is the owner of Bear Mountain Lodge in Silver City and brings many years of nonprofit and networking expertise to our Board. Wildlife biologist **George Dennis** recently retired from the US Fish & Wildlife Service where he worked with NMLC to help secure substantial mitigation funding from mining company Freeport McMoran to conserve and restore some significant riparian areas in southern New Mexico. George was looking for opportunities to continue to be of service “out on the land,” and we are happy to accommodate him! We are also excited that former NMLC board chair and advisor, **Dr. Jack Wright**, recently retired from NMSU, has rejoined the Board. He brings his land trust expertise at an important time in NMLC’s growth and development, as we prepare to potentially double our conserved acreage in the next few years. We’re pleased to announce that **Ed Kraft** has also recently joined the Board. Ed has more than 40 years of executive business experience, including the electric power industry, property and casualty insurance business, and most recently as CEO of Zia Trust, Inc., an independent trust company operating in New Mexico and Arizona. We’re looking forward to his insight and management experience in the years to come.

Expanding to Meet the Demand

By the end of 2020, it was clear that our Southern New Mexico Program Manager, Ron Troy, had expanded his workload to the point of needing additional help, so we began the job search for a Conservation Specialist to work with Ron out of

Silver City. We are happy to report that we found the ideal candidate in **Eric Head**, who started in February 2021. This expansion precipitated the need for **office space in Silver City**, which will give NMLC greater visibility in that part of the state. The amount of new work coming out of southern New Mexico is a testament to Ron’s dedication, and we are now geared up to take on more projects in the years to come.

Optimistic Outlook

With a new president in the White House and Deb Haaland, our former New Mexican congresswoman now confirmed as Secretary of the Interior, we hope to see more federal funding coming our way for land conservation with full funding of the Land and Water Conservation Fund through passage of the Great American Outdoors Act last year, and the more recent, ambitious “30 by 30” pledge to conserve at least 30% of land and waters in the U.S. by 2030 to help confront climate change and biodiversity loss.

At the state level, I remain committed to participating with other members of the conservation community in New Mexico to **establish dedicated state funding for conservation**. Conservation and restoration programs such as the Natural Lands Protection and the Natural Heritage Conservation programs and the New Mexico River Stewardship Program have remained unfunded or underfunded for years now. With minor updates and dedicated funding, these existing programs could be reactivated and provide much needed resources for land conservation and restoration, without the need to create any new programs, and help us leverage and match more federal funding for these purposes.

In the meantime, NMLC’s list of new projects grows and our work on existing projects progresses methodically. **We thank all our supporters** for helping make 2020 another successful year of land conservation, and we look forward to more accomplishments in the year to come.

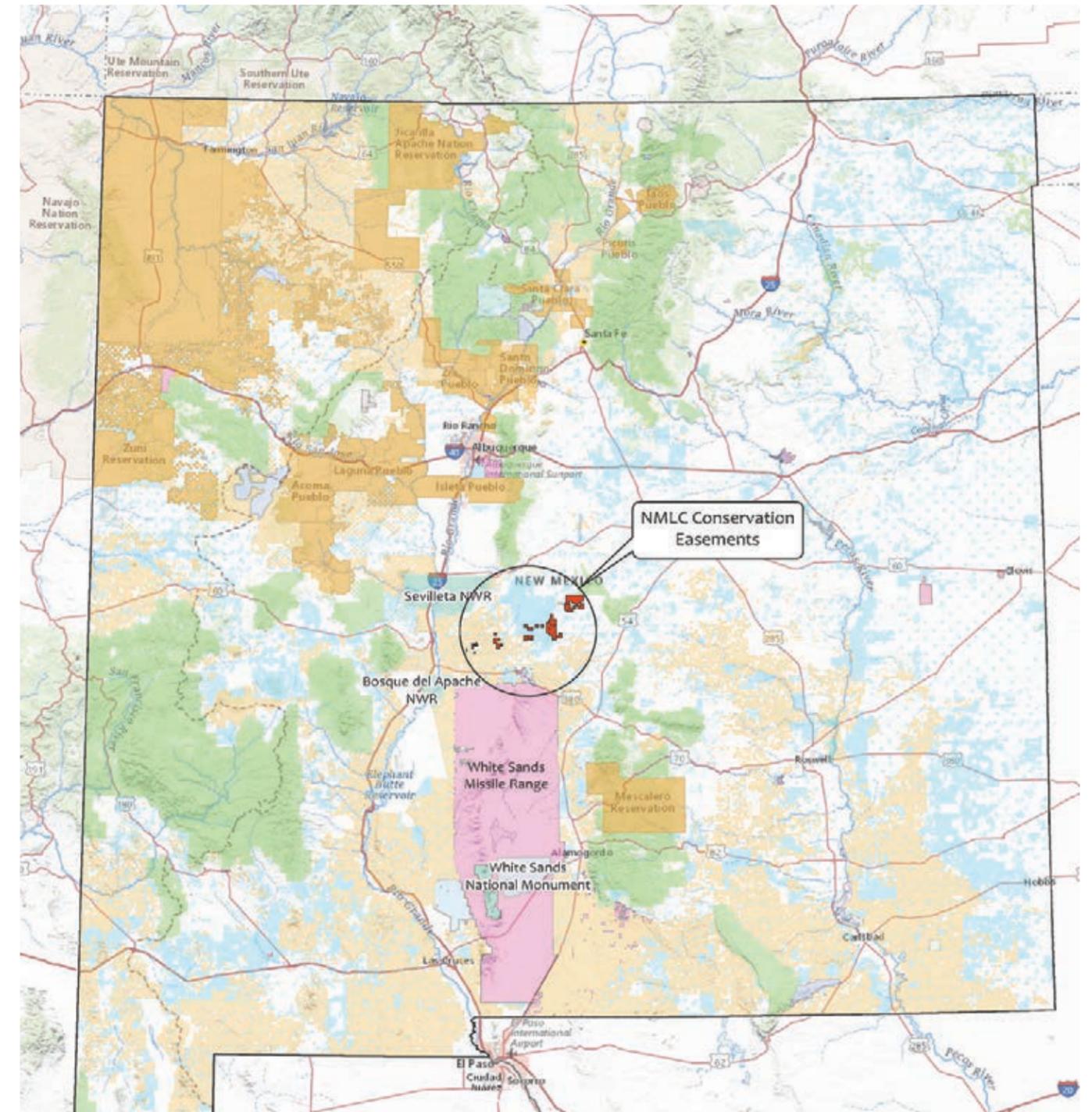
With gratitude,



—**Scott Wilber**, Executive Director

Left: the new NMLC Silver City office located at 508 W. Broadway, at N. Copper St., across from the Grant County Court House.

Expanding Conservation in the WSMR Buffer Zone



During 2020, NMLC continued to target conservation in the central part of New Mexico with funding derived through the U.S. Army’s Compatible Use Buffer (ACUB) Program aimed at protecting areas that White Sands Missile Range (WSMR) has deemed “high priority areas” in which to curtail development that may adversely impact future training and testing missions. In 2020, NMLC completed three conservation easements: the Gran Quivira Ranch, Wells Ranch and Luther Ranch (see their stories, next few pages). To date, NMLC has helped conserve a total of 46,279 acres (depicted in the map above red parcels) in the heart of New Mexico under DoD’s Readiness and Environmental Protection Integration (REPI) program.

From the Salt Market to the Farm-to-Table Market



Photo courtesy of New Mexico True website at www.newmexico.org/places-to-visit/scenic-byways/salt-missions/



The Gran Quivira Ranch is nestled between a series of historic ruins known as the Salinas Pueblos. Though vacated now, around 1100 AD the people of the Salinas Valley are thought to have played an integral role in the valuable trade economies of New Mexico. Researchers believe that the Salinas Valley was a major trade center and one of the most populated areas within the Pueblo culture. Perhaps as many as 10,000 people or more resided in the area by the 1600s. They traded maize, pinon nuts, beans, squash, salt, and cotton goods for dried buffalo meat, hides, flints and shells. Salt would eventually prove to be one of the most valuable of their commodities as the Pueblo culture subsided and the Spanish culture phased in, hence the Mission Salt Trails. This is an interesting part of New Mexico's rich history.

The Gran Quivira Ranch is owned by former New Mexico State Land Commissioner, Aubrey Dunn and his wife and ranching partner, Robin Dunn. The couple purchased the approximate 26,000-acre ranch in 2014. In the short time they have owned the ranch, the Dunns have engaged in several conservation efforts aimed at improving the quality and quantity of soil and grass on the ranch. They have also been relentless in expanding their farm/ranch-to-table marketing efforts. To that end, they have established numerous direct marketing outlets in which they sell beef and chicken products – from nice filet mignon cuts to farm fresh eggs.

We are pleased to have worked with Aubrey and Robin Dunn in placing a 12,700-acre conservation easement across the westerly portion of their ranch. The easement will buffer the Gran Quivira National Monument, the Cibola National Forest and White Sands Missile Range. Maybe as important, our collective conservation efforts will ensure that the agricultural and natural resource trade economies amidst the Salinas Pueblos will remain intact and visitors will more readily envision the history of this valuable trade area. #

Gran Quivira Ranch

12,700 acres conserved

Left: Aubrey and Robin Dunn

A Succession Success Story

4,680 acres conserved

The Wells Ranch is a great example of how conservation easements can contribute to a ranch family's succession plan. During Wess Wells' last years of life, he recognized the numerous benefits of conservation easements and worked swiftly with NMLC to complete an easement across the ranch right before he passed away in July 2020. (An expanded story on the Wells family was published in NMLC's Fall/Winter 2020 magazine, available on our website.)

NMLC was able to acquire a conservation easement from Wess using conservation funding provided through the White Sands Missile Range's Compatible Use Buffer (ACUB) Program. Wess was able to use the proceeds from the sale of his conservation easement to distribute his assets more equitably to his heirs without selling all, or a portion of the ranch, thereby keeping the ranch intact as a viable cow-calf operation.

The appraised value of the ranch with the conservation easement in place lowers the estate value and, thereby, the potential inheritance tax liability on Wess's family. The lower appraised value along with the cash and tax benefits received for the conservation easement also allowed Wess's first cousin and ranching partner, Jeff Wells, the ability to purchase the 4,680-acre ranch at a lower value. This in turn keeps the ranch in the family for at least another generation and hopefully more.

Keeping these legacy ranches intact is critical to maintaining connectivity for wildlife while preserving New Mexico's agricultural land heritage. The Wells Ranch is located near the Gran Quivira Ranch, on which NMLC also completed an easement this year, adding to the connectivity in the region which includes the Salinas Pueblo Missions National Monument, the Cibola Forest, and the 2+ million-acre White Sands Missile Range. #



Wells Ranch

The Wells Family, from left: John & Tami Sue Blaschke (Wess' oldest daughter); T'Layna Mae Wells (Wess' youngest daughter); Dianne Wells (Wess' wife); Wess Wells. Front center: Braxton Blaschke (Wess' only grandson).





Luther Ranch

4,374 acres conserved

Bill continues to love the ranch and his way of life.



He's seen a lot of ranches evaporate in 84 years

When I met Bill Luther, he had just taken a hard fall from a ladder while working on his hayshed roof. At 84 years and with use of only one arm, the ultimatum from one of his two daughters of "no more ladder work" came as no surprise. But the accident also served as a stark reminder for Bill to get his estate in order if he were to keep his ranch intact going into the future.

Bill grew up and started ranching at an early age. He remembers working at age 11 on the Monte Prieto Ranch, a ranch NMLC was able to protect in 2019. At 14 years, Bill contracted polio that left him without the use of his right arm. As was the norm during that era, the impairment didn't slow him down. Bill did his ranch work, much of it on horseback, operated heavy equipment and "drove truck," and generally did whatever it took to make a living during some very tough economic times in New Mexico's ranching history of the 1930s, 40s, and 50s. When Bill and his wife, Sue, were able to fulfill their collective dream of buying their family ranch, nestled in the Chupadera Arroyo Valley, tragedy struck Bill again as Sue died of a heart attack just ten days after the purchase.

Bill continues to love the ranch and his way of life. He has seen a lot in his many years in New Mexico and knows the state and the ranching industry well. When I mentioned to Bill the site of our NMLC Santa Fe office, he remembered riding horses and moving cattle across that area of Santa Fe when it was undeveloped and known as the Jerrot Ranch.

Bill has seen a lot of ranches evaporate under subdivision and development during his lifetime. He has seen families torn apart over inheritance, and in turn, ranches torn apart as a result. It gives Bill and NMLC great pleasure to know that his 4,374-acre ranch, a remnant of a larger family ranch, will stay intact under the umbrella of an NMLC conservation easement.

—Ron Troy
NMLC Southern New Mexico Program Manager

Photos: Top: the Luther Ranch; Left: Bill Luther still branding cattle in his 80s. Pronghorn frequent the Luther Ranch.

Grassland Conservation in the Northeast Shortgrass Prairie

Just north of the quiet community of Watrous lies an integral partner in our strategic endeavor to protect the northeast grasslands and the significant Rio Mora watershed. **The Fort Union Ranch** stretches for miles across the horizon – from the Rio Mora to the Turkey Mountains. The mix of grasslands, wetlands, piñon-juniper woodlands, and higher elevation coniferous forest provides habitat for a variety of wildlife including pronghorn, elk, deer, black bear, mountain lion and wild turkey.

NMLC began assisting the landowners – **The Union Land and Grazing Company** – in 2014, using conservation easements as a tool to protect this iconic ranch which has remained in the ownership of the descendants of the original owner, General Benjamin Butler, since shortly after the Civil War. The 95,000-acre ranch provides the uninterrupted viewshed for the Ft. Union National Monument, which is completely surrounded by the ranch, as well as a significant stretch of the Sangre de Cristo front range corridor along I-25.

The ranch owners are committed to conservation and restorative land management practices. Proceeds from the sale of state tax credits associated with the donation of their easements have aided in this effort. In 2017, Fort Union Ranch hired a holistic land manager to improve the sustainability of their cattle operation, and also turned to hunting, low-impact tourism and conservation as alternative land-uses to diversify operations across the ranch.

By the end of 2017, Fort Union Ranch had placed more than 10,000 acres under easement, and in 2018, another 3,800 acres were added, increasing the ranch's protected land to a grand total of more than 14,000 conserved acres, representing 15% of the ranch's total acreage.

Also in 2018, NMLC was awarded a \$100,000 grant from U.S. Fish & Wildlife Service through the North American Wetlands Conservation Act (NAWCA) to protect critical waterfowl rest-

ing and migration habitats on Dry and Wheeler Lakes, and the middle reach of Wolf Creek on the ranch. This 3,800-acre "Wolf Creek" easement was completed by the end of 2019, and the accompanying in-stream restoration, coordinated by the Hermit's Peak Watershed Alliance, will be wrapped up in the summer of 2021 to bring the riparian corridor back to full-function.

In 2020, an additional 3,500 acres were placed into easement, bringing the total number of acres conserved on the ranch to just over 21,000 acres. The landowners envision eventually conserving the entire ranch, one easement at a time.

Fort Union Ranch is also building a strong conservation legacy beyond its own borders as it evolves into a leadership role among land stewards in New Mexico and the West. NMLC is proud to be a partner in this work to conserve one of the most important vestiges of native shortgrass prairie in North America. #

The landowners envision eventually conserving the entire ranch, one easement at a time.

A Significant Save

Situated in the breathtaking green mountain valley near Angel Fire in northern New Mexico, this choice 257-acre property includes a meandering riparian corridor along Little Coyote Creek, a cold-water tributary of the Mora River, and intact high-elevation forests with stunning views of the surrounding Sangre de Cristo Mountains. With its proximity to the Angel Fire ski resort area, this highly desirable property would have been a strong candidate for residential/recreational development. The property has significant water rights and provides habitat for a full suite of Southern Rocky Mountain fauna, including elk, mule deer, black bear, red fox and others. The conservation easement across the entire property was completed in early December 2020. NMLC thanks the landowner, Jim Rogers, Bosque Redondo Development Corporation, for donating this easement and protecting this property in perpetuity. #



Coyote Creek Headwaters

257 acres conserved

Expanding the 'Footprint' in Northern New Mexico



Above: Estaban and Deborah Muldavin

Museo del Carrizito

Situated about 11 miles east of Las Vegas, NM, this 1,415-acre family-owned property is rich in history, including a historic Spanish Land Grant around a small historic spring and historic homestead. Located adjacent to the Santa Fe National Forest and within view of the Rancho Del Rito and El Barro Canyon conservation easements also held by NMLC, this property adds to the connectivity of natural and wildlife habitat in the region.

Used mainly as a residence and family retreat, the property is owned by the four Muldavin siblings – Estaban, Joshua and Strelsa Muldavin and Carla Romer – who approached NMLC in 2018 to explore the possibility of placing the property under easement to protect their legacy and with the hope of extracting some value to reinvest in the long-term management of the property. NMLC completed phase one of two conservation easements in 2020 and is working now to complete phase two in 2021.

The property is currently being grazed in a sustainable manner and contributes to the local agricultural economy, and provides wildlife habitat for antelope, deer, elk, bear and other native species. With its proximity to growth-market Santa Fe, the property becomes increasingly vulnerable to fragmentation for the development of “personal retreats” and NMLC is grateful to the owners for conserving this land with a donated easement. #

702 acres conserved



Recognizing that their small, traditionally rural community was under increasing development pressure, due to the desirability of its setting along the Rio Grande Bosque in the midst of a dense and sprawling Albuquerque metro area, the residents of the Village of Corrales voted to take action to preserve their agricultural heritage and rural appeal. The Village passed a second bond measure administered through the Farmland Preservation Program to fund conservation easements on selected working farms in Corrales. The Haslam farm is one of the largest remaining agriculturally productive parcels in the Village, consisting of valuable irrigated farmlands with prime soils, that have been in production for decades. The property is also a stopover for Sandhill cranes and

other migratory birds and provides scenic views enjoyed by area residents, including those who frequent a public recreational trail nearby for walking, running, horseback riding and mountain biking. Working with Michael Scisco of Unique Places, LLC, NMLC finalized a conservation easement on the entire 12.8-acre Haslam property in December 2020, which will be held by NMLC in partnership with the Village of Corrales. A viewing platform was added to the property on the boundary along the main road into Corrales to enable passersby to stop and observe the cranes and other wildlife visiting the Haslam fields. NMLC thanks the Village of Corrales and the landowners, Brad and Deborah Haslam, for the decision to conserve this special property in perpetuity. #

Photo by Stacia Spragg

Preserving Farmland in an Urban Village

12.8 acres conserved

Conserve it Forward

– Conserving the ranch with an easement before selling



Located 12 miles east of Corona, NM, in Lincoln County, the Ranney Ranch is a living example of the power of managed grazing in restoring grasslands for wildlife, birds and livestock. The landowners, siblings Nancy, George and Ed Ranney, were very active in the regenerative agricultural community for more than 18 years, providing leadership in holistic management practices, organic grass-fed beef production, soil carbon sequestration, and ecologically sound approaches to land health.

In 2020, the Ranney family made the difficult decision to finally sell the iconic ranch, but first they wanted to maintain the integrity of the property and protect the results of their land management practices with a conservation easement. NMLC completed the easement across a large, 9,900-acre portion of the ranch in August, prior to its subsequent sale to brothers Heriberto and Jaime Ramos. The Ramos brothers had hunted on the ranch for years and wanted to enjoy the property for years to come. The easement consists of piñon-juniper woodland and grassland habitats, and hosts a viable agricultural operation. The new owners have since renamed the property the Ramos Ranch and plan to continue the land management practices instigated by the Ranneys years ago. [See the expanded Ranney story under “Success stories” on the NMLC website].

Keeping these larger legacy ranches intact and not subdivided into parcels too small to be economically viable as agriculturally productive lands is critical not only to the health of our rural communities but also to maintaining connectivity for wildlife throughout the Southwest. NMLC appreciates both the Ranneys and the Ramos brothers for conserving and maintaining the quality of this grassland property. #

9,900 acres conserved

Photo courtesy of Nancy Ranney

From Ranney to Ramos Ranch



A Passion for the Property that Started Long Ago

For many of us, our natal grounds where we spent much of our youth exploring our outdoor surroundings, always seem to pull at our heartstrings, no matter how far removed we might be later in life. A native of the small town of Mangus, NM, now a historic ghost town just outside of Quemado, Jerry Thompson grew up with the Gila National Forest virtually in his “back yard.” As a child, however, little did Jerry know that he and his wife, Sara Amparo Cabello would one day acquire the Lawson Springs property, a unique 200-acre inholding with a rare perennial stream, tucked away quietly in the Gila National Forest.

Lawson Springs, rich in local lore, attracted a myriad of visitors over the years, including Native Americans who used the site for ceremonial purposes, and later, Perry Lawson who patented the land around the turn of the 20th century. As a person who traveled the corners of the Gila in his exploits, the fact that Lawson picked this particular place to settle in and build his cabin is testimony to how special this property is.

Remnants of Lawson’s cabin are still visible on the rise that overlooks the perennial stream and its wealth of biodiversity that includes wild rose, alligator junipers, Gamble’s oak, mountain cottonwoods and Ponderosa pines.

A professor of history at Texas A & M International and a prolific writer of interesting western history books, it is no wonder that Jerry Thompson has a deep passion to protect the greater Gila region, and in particular, Lawson Springs. The Thompson family worked with NMLC to preserve this inholding in its pristine natural condition with a conservation easement, completed in December 2020. To know that this beautiful site at the heart of the Gila National Forest will not be fragmented with subdivision along this beautiful perennial stream is a wonderful gift that the Thompson Family has provided with the granting of this conservation easement. We are very thankful to have been invited to join the Thompsens in the writing of the next piece of history for the Lawson Springs Property. #

200 acres conserved

'Keeping the ranch in the family and the family in the ranch.'

Ute Lake Ranch

Located along the north shore of Ute Lake, a large reservoir on the Canadian River, Ute Lake Ranch has a long history of contributing to New Mexico's livestock industry and is now owned by a new generation of ranchers. Layne and Laurie Strebeck recently purchased the ranch from Layne's father and operate it full time, managing a cattle operation on 6,500 deeded acres in conjunction with a significant state land lease spanning both Quay and Harding counties. The Ute Lake Ranch conservation easements will be completed in multiple phases and NMLC completed the first phase, consisting of 3,239 acres, in December 2020.

Layne grew up in the area and knows both the land and water well. Although at one time this land was considered as a potential location for a residential subdivision, the Strebecks chose to retain the ranch for grazing lands and maintain the connectivity of relatively unfragmented natural habitat spanning from Ute Lake to Conchas Lake along the Canadian River. Conservation easements on the ranch will not only protect the land, but also the adjacent waters of Ute Lake, which boasts some of the best fishing and boating in New Mexico and is publicly accessible via Ute Lake State Park. When asked why they chose to conserve their land, the Strebecks describe their strong commitment to passing on a legacy:

"The conservation easement gives us the opportunity to not only pass on land to our three boys someday, but to pass on a legacy. The legacy and responsibility of taking care of God's land and God's creatures on our family's ranch. As a part of this program we can keep the ranch in the family and the family in the ranch. A true blessing." #



Photos of Ute Lake and Strebeck family courtesy of Layne and Laurie Strebeck

3,239 acres conserved

The Enduring Nature of Land Conservation

In Memory of Rancher Robert Quintana



Rancher and businessman, **Robert Quintana** of Las Vegas, NM, owner of several ranches in northeastern New Mexico, passed away on January 10, 2021.

Among his many holdings in the region, Robert purchased the historic Phoenix Ranch and subsequently the **Phoenix Ranch West** (formerly the Jones Ranch) near Watrous, NM in 2008. In December 2014, at his behest, NMLC completed a 5,453-acre conservation easement on the Phoenix Ranch West, one of several other ranches in the grassland region including Fort Union Ranch, CS Ranch, Wagon Mound Ranch and Taylor Springs Ranch over which NMLC currently holds easements.

Located near the crossing of the Old Santa Fe Trail and the Mora River, the Phoenix Ranch West falls within the Rio Mora Conservation area, a federally designated region encompassing nearly one million acres in the Rio Mora Watershed that includes the **Rio Mora National Wildlife Refuge**, a 4,600-acre refuge along the Mora River that is directly adjacent to ranch to the north. Approximately a dozen playa lakes are present on the northern half of the Phoenix Ranch West.

These seasonal wetlands provide important habitat for migratory waterfowl and other wildlife and help to recharge the underlying aquifer.

Robert put an extensive amount of work into improving water efficiency on all his properties, and after 30 years of hard work and dedication to what he loved, he leaves a land legacy of more than 71,000 acres of ranch and irrigated agricultural land in northeastern New Mexico.

Apart from his love for ranching and farming, Robert made time to invest and give back to the community serving on cooperatives, boards, committees, and programs too numerous to mention.

NMLC is grateful for Robert's foresight in conserving the Phoenix Ranch West and contributing to the protection of and expanding connectivity within the greater shortgrass prairie of northeastern New Mexico in perpetuity. #



(Google online: Robert Quintana obituary in the Las Vegas Optic from Jan. 14 to Jan. 15, 2021 for more information.)

STAFF



J. Scott Wilber | Executive Director

Scott has more than 35 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. In his free time, Scott enjoys listening and dancing to live music; exploring the backcountry by foot, kayak and skis; and traveling to far-flung, exotic places around the country and world.



Ron Troy | Southern New Mexico Program 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, NM. 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 helping NMLC establish a greater presence in southern New Mexico and southeast Arizona.



Alex Etkind | Northern New Mexico Project Manager

Alex is excited to be back in New Mexico after a decade of land conservation and stewardship work in the Northeast. Prior to joining NMLC, he worked with land trusts, the National Park Service, and a forestry consulting company specializing in prescribed fire. As a wildland firefighter on an interagency hand crew, Alex has been on multiple wildfire assignments in the Rocky Mountains. Alex has a bachelor's degree in Environmental, Earth, and Ocean Sciences from the University of Massachusetts, where he often explored Boston Harbor in a kayak. He also completed a master's degree program in Sustainability and Environmental Management at Harvard University. Returning to New Mexico brings Alex closer to one of his preferred foods, green chile.



Milu Velardi | Stewardship Coordinator

Milu joined NMLC in 2019. Born and raised in Colorado, Milu seeks to incorporate her heritage as a farmer's granddaughter and her love for wildlife and the land into her relationship with landowners now as stewardship coordinator. Milu graduated from The Evergreen State College with bachelor's degrees in wildlife and conservation ecology. She obtained a M.A. in education from Southern Oregon University and a M.S. in wildlife and fisheries resources from West Virginia University. Milu is also a certified wildlife biologist via the Wildlife Society and serves as the "vice-bat" of the Western Bat Working Group.



Megan Keller | Accounting & Office Manager

Megan Keller joined NMLC in October 2020, bringing her skills and expertise to the Accounting and Office Manager position. Megan has lived in New Mexico for 25 years and has more than 15 years of experience in high-level administrative support, most of which has been in the non-profit realm where she has gained an in-depth knowledge in all aspects of operations. Megan is a passionate environmentalist, animal lover, mother, wife, artist, and athlete and loves to get out and enjoy the people and landscape of New Mexico. She holds a Bachelor of Arts degree in Psychology, is a licensed massage therapist, and an established silver jeweler. Megan recently brought a new Golden Retriever puppy into the family and is having fun keeping up with her!



Sandra Halpin | Communications Manager

Sandra's career spans more than 35 years in communications and marketing, ranging from *USA Today*, *People* and *Ms. Magazine*, to founding an alternative weekly newspaper in rural Wisconsin. Sandra also spent 5 years working with ranchers and landowners as Communications Manager for the Center for Holistic Management (Allan Savory) in Albuquerque before moving to Santa Fe to launch her own real estate brokerage and earn a Bachelor of Fine Arts degree from the Santa Fe University of Art & Design. Sandra's deep love of the land is one reason she has made New Mexico her home for more than 20 years, and she loves helping to conserve New Mexico's natural resources.

BOARD OF DIRECTORS

Walter Stern, Chair | Albuquerque, NM



Walter Stern is a shareholder of Modrall Spering law firm. He brings more than 35 years of experience providing representation, advice and counsel to businesses and individuals in their dealings with Native American tribes, nations, and Pueblos, and federal public land management agencies, including the Bureau of Land Management and the U.S. Forest Service. Walter's practice is

focused on natural resources, energy and environmental law, including Native American and federal lands leasing, development, and related permitting, consultation, and environmental compliance efforts. Walter holds a B.S. in Forestry from the University of California at Berkeley and graduated cum laude from Boston College Law School. Walter enjoys hiking, skiing and mountain bike riding that does not involve crashing on boulders.

Robert B. Anderson, Corrales, NM



Robert Anderson, a native of southeastern New Mexico, graduated from Cornell University, served in the Peace Corps, and studied business at the University of New

Mexico. He then served as manager and director of enterprises engaged in farming, ranching, oil and gas exploration, manufacturing and banking. Robert has served as director of several charitable and civic organizations, including The Nature Conservancy, American Farmland Trust, Albuquerque Community Foundation and the University of New Mexico's Robert O. Anderson School of Management Foundation. Most recently, Robert served as board president of the Western Rivers Conservancy.

Dale Armstrong, Albuquerque, NM



Dale Armstrong 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, NM.

Cullen Hallmark Vice Chair | Santa Fe, NM



Cullen Hallmark is a partner with the law firm of Sommer, Udall, Hardwick & Jones, P.A. He is an experienced cyclist, backpacker, river runner, cross-country skier and Master Gardener. He has been a member of The Quivira Coalition since 2000, 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.

David Dunmar, Treasurer | Santa Fe, NM



David Dunmar grew up in Santa Fe where he has resided for nearly 50 years. He is currently a Realtor with Barker Realty dealing in commercial and residential real estate sales. Prior to that, David worked in the local banking industry for 33 years (mostly with Community Bank of Santa Fe) where he was the manager of the lending area and a

member of the Senior Management Team responsible for the day to day operations of the bank. He holds a B.S. from New Mexico State University and is a graduate of the Western States School of Banking. David also engages in some small-scale farming efforts in northern New Mexico.

Judith Suiter, Secretary | Sandia Park, NM



Judith Suiter is owner and President of Zephyr Design, Inc., a planning consulting firm based in Albuquerque, NM since 1988. Judith's firm specializes in planning and project permitting. She 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 and is a member of the American Society of Landscape Architects and the

American Planning Association. Judith brings to NMLC a wealth of non-profit board and fundraising experience including serving as past chair of the Albuquerque Museum Board of Trustees. She resides in Sandia Park, NM.

Claudette Horn, Albuquerque, NM



Claudette Horn, a native of Albuquerque, is the Senior Manager for Environmental Services at PNM Resources. She has 25 years of experience in environmental

management, policy and regulatory compliance for electric and gas utility operations and construction. As former Chair of the Albuquerque/Bernalillo County Local Emergency Planning Committee she established that organization's non-profit status and framework. She has served on the United Way of Central New Mexico Women in Philanthropy Council. Claudette holds a B.A. in University Studies from the University of New Mexico.

Gary Mendiola, Picacho, NM



Gary Mendiola is a sixth-generation rancher of Bar Guitar Ranch in Picacho, NM in the beautiful Hondo Valley. His family raised sheep on the same property since the 1850s until 2002 when Gary transitioned the ranch into a cow/calf production of Angus/Brangus cattle. Gary also

started and operated the Bar Guitar Growers, a tree-growing and landscape construction business, for 25 years. He later purchased a small feed company and started Bar Guitar Liquid Feed Co. LLC which currently sells liquid, protein tubs and minerals to ranchers for their cattle. Gary also volunteered for nine years with the Hondo Fire Department.

DL Sanders, Santa Fe, NM



DL Sanders has practiced water law in the state and federal courts of New Mexico since 1990. He has been a member of bar for the United States 10th Circuit Court of Appeals and has been admitted and qualified as an Attorney and Counselor of the United States Supreme Court. From 2001-

2014, he served as Chief Counsel to the New Mexico State Engineer providing legal counsel and supervising all litigation related to or arising from the statutory duties of the state engineer. DL was appointed by the Governor to the Western States Water Counsel (WSWC) and served as a commissioner on the New Mexico Water Quality Control Commission (WQCC), by designation of the state engineer. He loves the outdoors but his knees limit him to skiing and tennis. He is an enrolled member of the Cherokee Nation.

ADVISORY BOARD



Sid Goodloe 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.

Sid Goodloe, Capitan, NM



Tony Benson is a rancher and a retired geologist who served 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 also served as Board member of the 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. and PhD degrees in geology from Ohio State University.

Anthony (Tony) Benson,
Founding Board Member, Taos, NM



Elizabeth Richardson 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. In these positions, her responsibilities included the acquisition of conservation easements, stewardship, fundraising, communications and public relations. After moving, she continues to be actively involved by volunteering for the Southern California Open Space Council. Elizabeth holds a B.A. from Radcliffe College, a M.P.A. from University of Southern California, and an M.B.A. in Finance from University of Denver.

Elizabeth Richardson, Founding
Board Member, Los Angeles, CA



Jack Wright 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.

Jack Wright, Las Cruces, NM

FINANCIALS

Statements of Activities

for the Year Ended June 30, 2020 & 2019

Statements of Financial Position - June 30, 2020 & 2019

	FY 2020	FY 2019
Assets		
Cash	\$ 306,820	\$ 260,780
Accounts Receivable	55,219	33,180
Land, Building and Equipment	1,934,989	1,236,659
Investments-Endowment	315,657	~
Investments -Stewardship	696,414	686,863
Other Assets	131,052	18,731
Total Assets	\$ 3,440,151	\$ 2,236,213
Liabilities	\$ 257,919	\$ 58,952
Net Assets	\$ 3,182,232	\$ 2,177,261
Total Liabilities and Net Assets	\$ 3,440,151	\$ 2,236,213

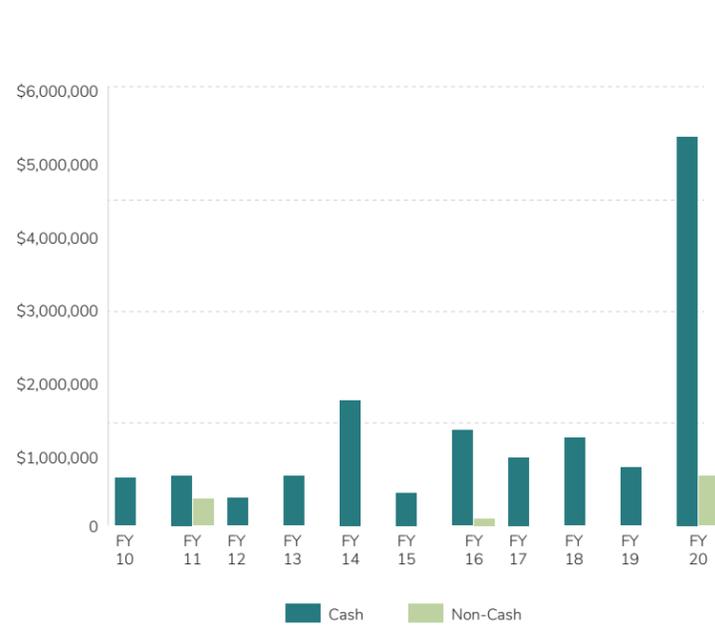
Support and Revenue

	FY 2020	FY 2019
Landowner/Project Contributions	\$ 583,600	\$ 170,000
Government Grants	3,491,727	401,185
Foundation Grants	490,944	60,982
Individual/Business Contributions	120,198	71,542
Fees for Services	6,150	40,624
In-kind Contributions (land donation)	675,000	400
Investment Income	(58,582)	41,736
Total Support and Revenue	\$ 5,309,037	\$ 786,469

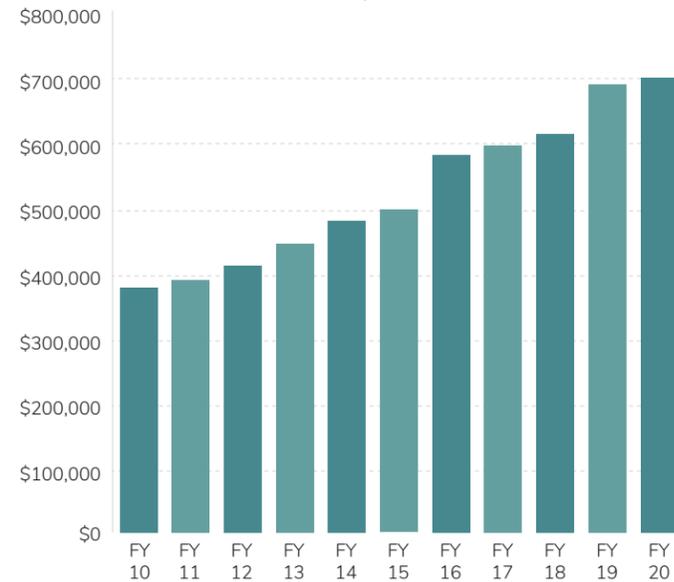
Expenses

	FY 2020	FY 2019
Program Services	\$ 4,132,622	\$ 987,994
Management and General	110,852	86,103
Fundraising	60,592	94,815
Total Expenses	\$ 4,304,066	\$ 1,168,912
Change in Net Assets	\$ 1,004,971	\$ (382,443)
Net Assets, Beginning of year	\$ 2,177,261	\$ 2,559,704
Net Assets, End of year	\$ 3,182,232	\$ 2,177,261

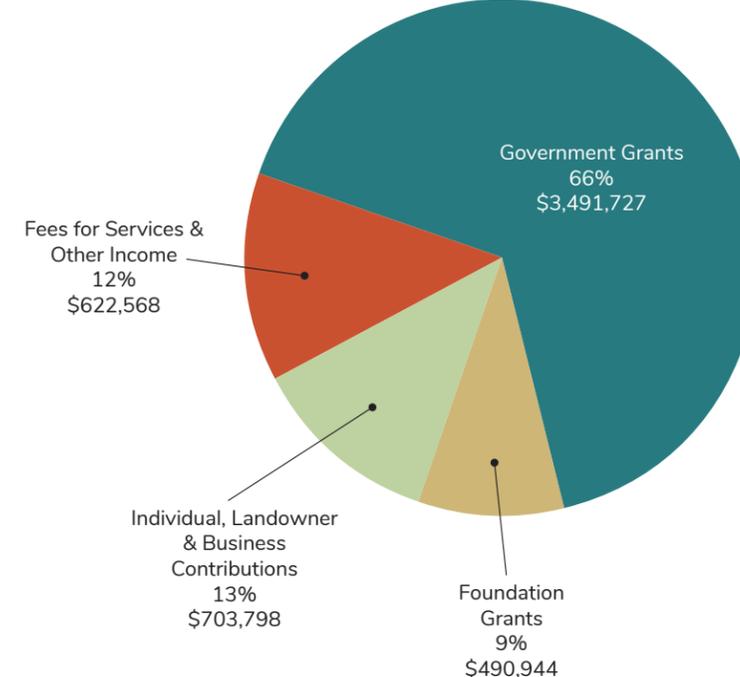
Total Support & Revenue



Stewardship Fund Growth



REVENUE FY2020



EXPENSES FY2020



Non-Cash: FY 11 - 20 Acres PCC Land
 FY 16 - Write up of Land Value
 FY20 - El Prado Land Gift

Source of financial data: FY2020 financial audit prepared by Pulakos CPAs, LLC.
 Copies of NMLC's annual financial audit reports and federal tax returns are available on our website: www.nmlandconservancy.org

DONORS

From January 1, 2020 through January 31, 2021

Albuquerque Community Foundation
 Paul F. Abrams, *in Honor of Scott Wilber*
 Connie Adler
 Phil & Marsha Ahrenkiel
 Jim & Linda Aldrich
 Charmay Allred
 Mara Alperin, *in honor of my amazing mother, Leslie Alperin*
 Amazon Smile
 Edward Ames & Jane Sokolow
 Robert & Susan Anderson
 Phelps Anderson
 Judith Anderson
 Anonymous
 Anonymous
 Lori Anschuetz
 Janice Arrott
 Maria Carlota Baca
 Anya and Henry Bagley Fund, Santa Fe Community Foundation
 Carl & Penny Baldwin
 Menoush Banaei
 Bear Mountain Lodge/Café Oso Azul, Linda Brewer
 Richard Bechtold & Susan Lee-Bechtold Fund
 Anne Beckett
 Allan C. Beezley
 Anthony L. Benson
 Michael Berman & Jennifer Six
 Joel & Gail Bernstein
 Andrew Brill
 Edward & Cecilia Binkley
 Black Walnut Ranch, Inc.
 Stuart Bluestone
 Tommy Bolack, B Square Ranch
 Bruce & Cynthia Bolene, Bolene Charitable Trust
 Charles E. Bonfanti
 Bosque Redondo Development Corp., Jim Rogers
 Jeff & Allison Boyd
 Dennis & Jonna Brandon

Barrett Brewer
 Hamilton Barksdale Brown
 Edison Buchanan & Sally Corning
 Stephen Burstein
 Susan Byarsdorker
 Steve & Nansy Carson
 Bill Carstarphen, *in honor of Martin Carstarphen*
 Charles Case & Pamela Culwell
 Claire Catlett
 Cave Creek Ranch, Reed Peters
 Pamela A. Cersosimo
 Edsal H. Chappelle
 Charity Gift Certificates
 Scott & Megan Chaskey
 Fernando Clemente, New Mexico Specialized Wildlife Services
 Marie Coburn
 Susan Coe Brown
 Susan Coe Brown Nature Endowment Grant, Community Foundation of Southern NM
 A.T. & Cinda Cole, Pitchfork Ranch
 W.T. & Ms. Cummings
 Robert & Elizabeth Czerniak
 Eudice & Les Daly
 Deer Canyon Preserve HOA
 Christopher Dehler, *in honor of John C. Dehler*
 Dept. of Interior | North American Wetlands Conservation Act (NAWCA)
 Margaret M. Detwiler
 Dave DeWitt & Mary Jane Wilan
 Steve & Doris (Dottie) Diamant
 Nancy G. Dickenson
 Holly S. Difani
 Matthew Dixon
 Raymond Dolan
 John B Draper, *in Memory of Moo Thorpe*
 Cameron Duncan
 David Dunmar
 Aubrey & Robin Dunn
 John R. Dupuy

Elizabeth T. Dwyer
 Gerry Engel, Wilderness Guide
 Esperanza Hills, LLC
 Linda Ewers & Anita Williams
 Helen Fabel & Warren Baldrige
 The Don Fanslow Charitable Giving Fund
 James Faris
 Lisa Fields
 Ford K. Sayre
 Jameson S. French
 Jan L. Frye & Randy Jennings
 Ann Marie Gallagher, *in memory of A. H. McLeod*
 Patricia Geels
 Nicholas Gentry, *in memory of Patrick H. Kennedy of Silver City*
 Walter Gerstle
 Nina R. Gibson
 Dr. Nicholas & Nina Gibson
 Tom & Jane Gillentine
 The GoodCoin Foundation
 Sid & Cheryl Goodloe
 Loeks Family Fund-Jacobs, Grand Rapids Community Foundation
 Grant County Community Foundation | Give Grandly2020
 William Grantham
 Grasslans Charitable Foundation
 Lee Gruber
 Shelby Hallmark & Lindee Lenox
 Alan Hamilton & Sarah Sisk
 Hamilton Brown Charitable Fund
 Hanuman Foundation
 Marie Harding
 Leo Harris & Anne Simms
 Brad & Deborah Haslam
 Lynn Haugen
 James & Bithiah Hemphill
 Pete Henningfer
 Rosie Higgs
 Sam & Betsy Holdsworth, XSX Ranch
 Lisa Hooper
 Mary Hotvedt & Robert Garrett

Linda Houston
 Jessie W. Howland
 Margaret E. Hutchinson
 Matthew & Jamil James
 David Johnson
 Heather Karlson & Bill Leeson
 Henry & Bonnie Kelly
 John & Susan Kelly
 Trish & Pete Kirchhoff
 Daniel E. Klein
 Kathleen M. Koehler
 Sally Davis Kozoll & Richard Kozoll
 Jennifer C. Kruger
 Nandini & Frank Kuehn
 Gwen & John Lacy
 L & L Cattle Co.
 Phyllis & Stafford Lehmborg
 Allen Lewis & Carla Aragon
 Maurice & Virginia Lierz
 Lineberry Foundation
 Lucy R. Lippard
 Louise Arnold Maddux Foundation
 Bill T. Luther
 Susan & Norman MacLeod
 Kimberly MacLoud
 Marc Levesque
 Margaret O'Toole
 Carol & Richard Martin
 Don Mawhinney & Ruth Ford
 Elizabeth McAndrew
 Faye & Floyd McCalmont
 Jack & Kathy McCarthy
 Patricia F. McCulloch
 Tom & Eileen McLane
 Don McLaughlin & Sharon Ettinger McLaughlin
 Douglas McLeod, *in Memory of A.H. McLeod*
 Matthew McQueen
 David Mehlman
 Lanette Meister
 Karen Milstein
 Joseph R. Montoya
 Letitia Morris

Virginia Mudd & Clifford Burke
 Deborah & Esteban Muldavin
 Joshua & Monica Muldavin
 Willa Mullen & Dan Roper
 James Murphy & Roxanne Howe-Murphy
 New Cycle Foundation
 Nielson Family Limited Partnership
 New Mexico River Adventures
 New Mexico Tax Credit Alliance, Ethan Epstein
 David Noble & Ruth Meria
 Margaret O'Toole
 Suzanne Otter
 Melinne Owen and Paul Giguere
 Irvin & Patricia Pablo
 Pam Page
 Ariel Patashnik
 G. Stuart Patterson & Elinor Schrader
 Daniel J. Paulsen
 Morrill & Ginny Peabody
 Dan & Ashlyn Perry
 Dave & Wendy Phillips
 Playa Lakes Joint Venture
 PNM Foundation, Claudette Horn
 Arian L. Pregenzer
 V.B. Price
 Owen E. Pullen

Edward & Melanie Ranney
 Ranney Ranch LLC
 Robert Rasmussen
 Kelly Reynolds
 Andrew Rich
 Mark & Sherry Richard
 Gerald B. Richardson
 Elizabeth H. Richardson
 Jerry Richardson
 David Rigsby
 John & Carla Roemer
 Elizabeth & James Roghair
 David Rose
 Pamela M. Roy
 Christopher Rustay
 Joe Saenz, Wolfhorse Outfitters
 Mary Anne & Al Sanborn
 Rock Art Field Trip with Johnny Sasaya
 Ford K. Sayre
 Frances Sayre & Marc Beyer
 David & Shelly Scarborough
 William Charles Schade III Family Revocable Living Trust
 Robert Schiowitz
 Paul & Lee Schmidt
 Delia Scholes
 Sara Schreiber
 Michael Scisco, Unique Places
 Shirley B. Scott, MD
 Kathryn Mullen Scott

Margaret L. Sears
 Dr. Joe Shepard
 Silver City's Premiere Escape Room, William Knuttinen
 Patricia & George Simon
 Dan Smith
 Simon Sotelo III
 Gail Stanford
 Walter Stern
 William Stine
 Suzanne Stone
 Greater New Orleans Foundation, Suzanne Stone, Laughing Buddha Fund
 Rebecca Straple-Sovers
 Strugar Conservation Services, LLC
 Agatha Szwarc
 Target Circle Giving Program
 The Union Land and Grazing Company
 Jo Anne Thomas & Eric Ockerhausen
 Dr. Jerry D. Thompson & Sara Amparo Cabello
 Steve Thompson
 Mary T. Thompson
 Tom Troy, *Ron Troy's Dad*
 Andrew Tulchin
 Ted Turner Expeditions
 The Union Land and Grazing Company
 Ute Creek Cattle Company, Inc.

Samoa Wallach
 Stuart H. Warnock
 Kathleen Price Watson, P.C., Watson Law Office
 Alan Webber & Frances Diemoz
 Paula Wells & Jill Mulder
 Chuck Wellborn
 Dennis R. Weller
 Wesley & Dianne Wells
 Wess Wells Revocable Trust DTD, Tami Sue Blaschke, Trustee
 The Mulder Wells Family Giving Fund
 Joseph Wexler
 Michael White
 Ronald & Karen Whitmore
 Bob Wilber & Linda Whittenberg, *in memory of Drover*
 Michael & Mary-Clare Wilkinson
 Anita L. Williams
 Deidre Wolf, Wolfsong Sanctuary
 Thomas M. Wood & Mary Israel Teethe
 John (Jack) Wright
 Roger & Becky Young
 Zephyr Design, Judith Suiter
 Zia Trust, Inc., Ed Kraft
 John & Renate Zinn #

Thank you!

A Big Thank You to Our Partners, too!

AZ Department of Game & Fish
 Conservation Resource Center
 Defenders of Wildlife
 Hermit's Peak Watershed Alliance
 High Plains Grasslands Alliance
 Land Trust Alliance
 NM Department of Game & Fish
 NM Department of Transportation

NM Energy, Minerals & Natural Resources Department
 NM Taxation & Revenue Department
 NM Tax Credit Alliance
 NM State Forestry Division
 NM State Land Office
 Playa Lakes Joint Venture
 Rio Grande Agricultural Land Trust

Santa Fe Conservation Trust
 The Trust for Public Land
 Trout Unlimited
 U.S. Army - White Sands Missile Range
 U.S. Fish & Wildlife Service
 U.S. Natural Resources Conservation Service
 Village of Corrales #

New Mexico: Our Mission. Your Legacy.

A gift to the **New Mexico Land Conservancy** is a gift for future generations to enjoy the unique and special places here in New Mexico. Your support is paramount to our mission: **to preserve New Mexico's land heritage by helping people conserve the places they love.** To donate online, visit: www.nmlandconservancy.org or call Executive Director, Scott Wilber, to discuss how your tax-exempt gift can help support land and water conservation in the Southwest.



Photo taken from Mt. Withington by Nick Jacobson

PO Box 6759 | Santa Fe, NM 87502
505.986.3801 | www.nmlandconservancy.org

NEW MEXICO
LAND CONSERVANCY

Conserving Land. Preserving Heritage.