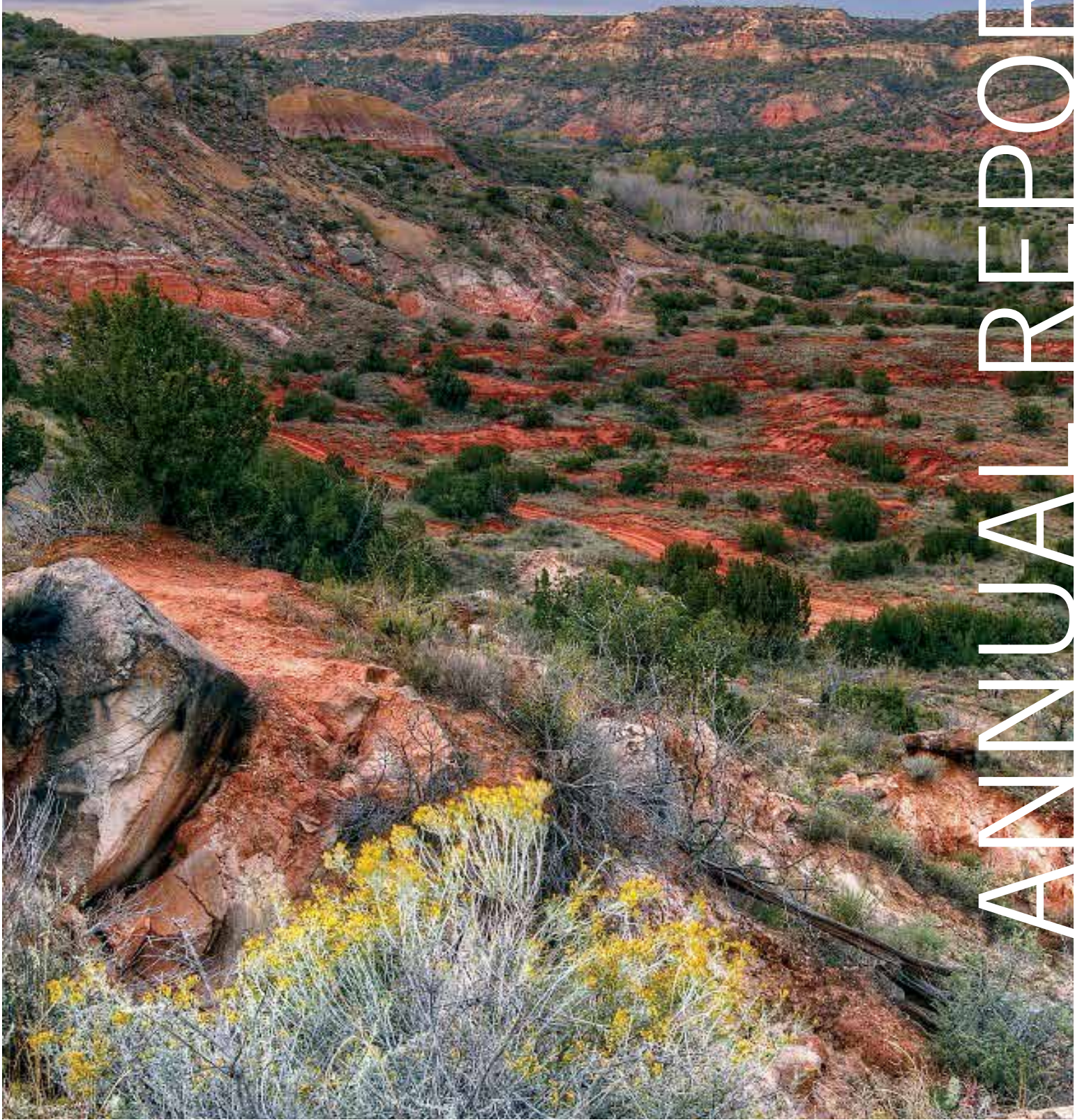




2012-2013

# ANNUAL REPORT



We work to conserve private working lands, and to raise awareness that the stewardship of private lands provides benefits for all Texans.

**TEXAS AGRICULTURAL LAND TRUST envisions a future where the conservation of agricultural lands, open space and wildlife habitat is an option for all landowners; where the conservation of private lands is a priority for all Texans; and where private lands conservation is funded appropriately. Accordingly, we focus on achieving the following milestones:**

- ★ To have 500,000 acres of land under conservation easement by 2020;
- ★ To serve as a respected resource for the agricultural community;
- ★ To establish funding sources for the purchase of conservation easements;
- ★ To communicate the vast public benefits provided by private lands stewardship.

VISION

## DEAR TALT SUPPORTER,

Six years ago, leaders from Texas Farm Bureau, Texas and Southwestern Cattle Raisers, and Texas Wildlife Association created Texas' only land trust whose sole mission is the conservation of agricultural lands and the natural resources, native wildlife habitats and open space that those lands provide. As of March 31, 2013, the Texas Agricultural Land Trust (TALT) had partnered with landowners to conserve 144,000 acres of open space that will continue to produce food, fiber and environmental benefits for future generations. Because of these collaborative efforts, TALT today is the largest state-based land trust in Texas.



Our landowner-partners have memorialized their stewardship ethos through a perpetual conservation easement, and in the process have given an enormous gift to all Texans. As more landowners take this bold step, their neighbors and friends follow, creating a momentum with profound impacts: In 2011, TALT closed a conservation easement in the Palo Duro Canyon, which in turn led to two more easements on contiguous ranches in 2012. TALT now holds three conservation easements on 22,000 acres in an area that is one of Texas' most iconic landscapes and steeped in ranching history.

Good stewardship is hard work and a big responsibility. As a non-profit organization, TALT works to exemplify the same high standards that our landowner-partners impose on themselves. This year, we achieved accreditation through the National Land Trust Alliance, an honor awarded thus far to only 230 of the nation's 1,710 land trusts.

TALT realizes that a donated conservation easement does not work for every family. We therefore strive to secure funding to purchase easements. In 2012, we worked with the Partnership of Rangeland Trusts to ensure the continuation of the conservation easement programs in the Farm Bill. And in August, 2012, TALT was awarded funding by the Texas Farm & Ranch Lands Conservation Program to purchase an easement on a Gulf Coast rice farm.

FY2012 saw the launch of a membership program and an increase in donations. In 2013, we will continue to focus on TALT's long-term sustainability while maintaining a small but impactful organization. Communicating to an urban audience the importance of rural land stewardship—especially to provide water quality and quantity—is a challenge. Fortunately, TALT is not alone in this effort, and will continue to partner with other organizations who share our passion for productive open spaces.

TALT's accomplishments thus far are a direct result of your support. We are grateful for our strong beginning, but mindful of the future and the need to steward our resources wisely. As Texas' population grows, the pressure on the landscape will build. The need and demand for TALT's services will increase and your support will be even more critical. Thank you, in advance, for your commitment to the conservation of Texas' open space and agricultural lands.

Best wishes,

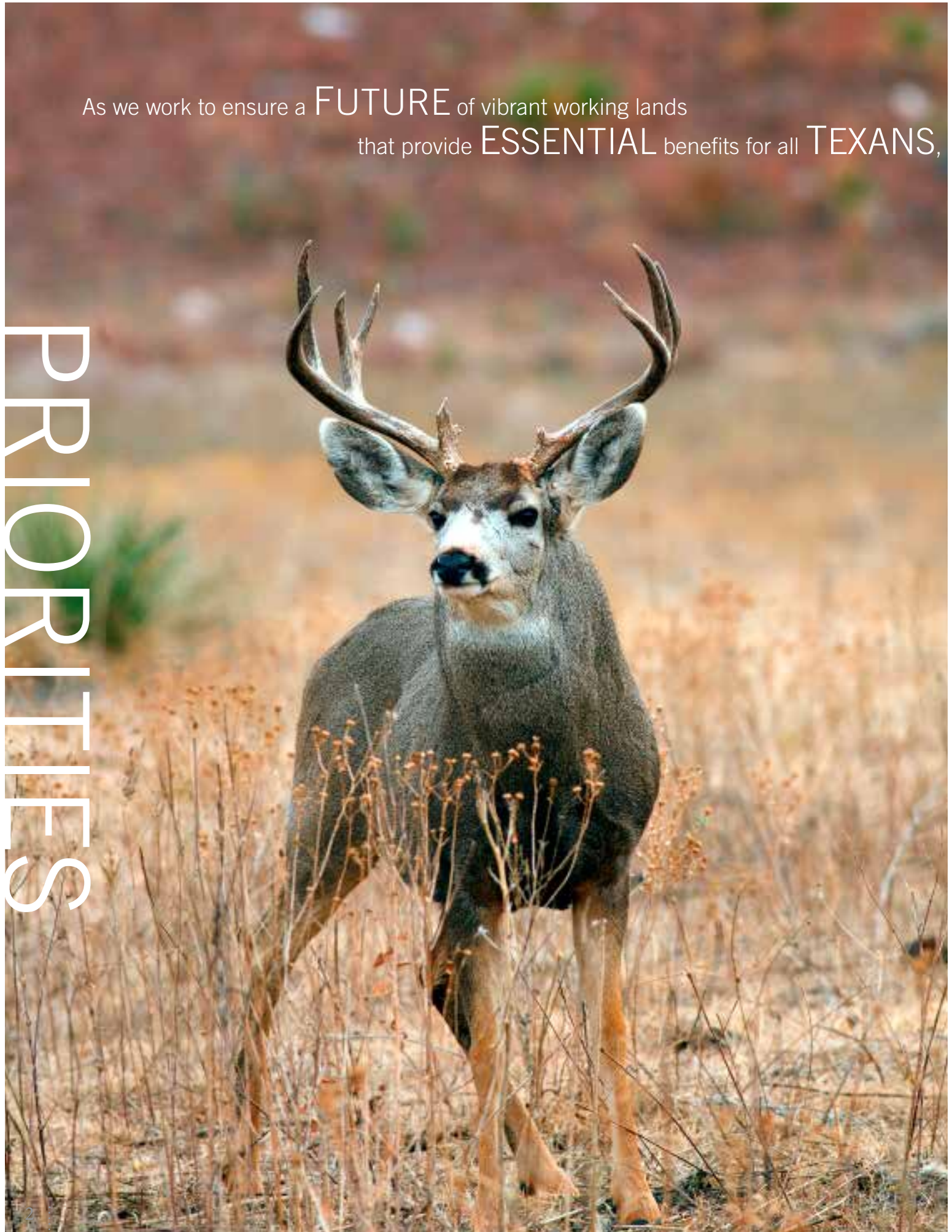
A handwritten signature in dark ink that reads "Blair". The signature is written in a cursive, flowing style.

Blair C. Fitzsimons  
Chief Executive Officer



As we work to ensure a **FUTURE** of vibrant working lands  
that provide **ESSENTIAL** benefits for all **TEXANS**,

# PRIORITIES



we focus on the following **PRIORITIES:**



## CONSERVATION

With the rapid loss of Texas' working lands to development and fragmentation, we work to beat the clock through our outreach, education and land conservation programs.



## SUSTAINABILITY

Conservation easements last forever; so must TALT. We strive to build an organization that will last.



## POLICY

We promote policies and programs that incentivize the stewardship of private working lands which provide clean water, clean air, food and fiber.

**NO LAND.  
NO WATER.**

Texas is home to  
**8 OF THE COUNTRY'S 15  
FASTEST**  
growing cities.



The future of clean and abundant water in Texas depends directly on the choices Texans make **now**.

**+22%**  
DEMAND

Demand for water will increase  
**22% in the next 50 years while**

**-10%**  
SUPPLY

existing water supply will decrease  
**by 10% in any drought year.**

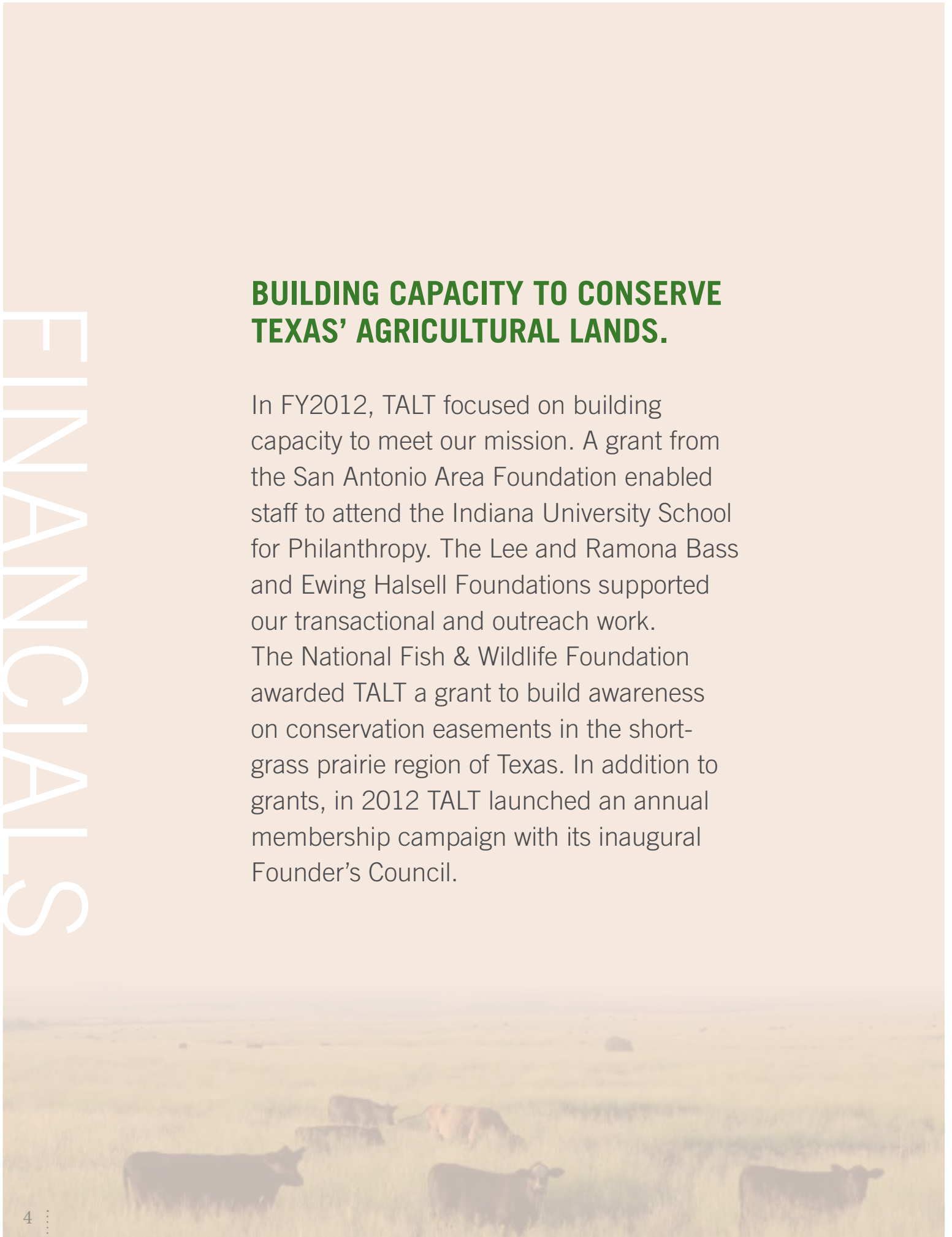
**THE NUMBERS SIMPLY  
DO NOT ADD UP.**

By acting now to execute TALT's mission of conserving working agricultural lands we also conserve the public benefits that are derived from its protection for our economy, public health, and our enjoyment. Private land conservation happens to be one of the **least expensive and easiest** water security strategies to implement, and is at the forefront of TALT's efforts.

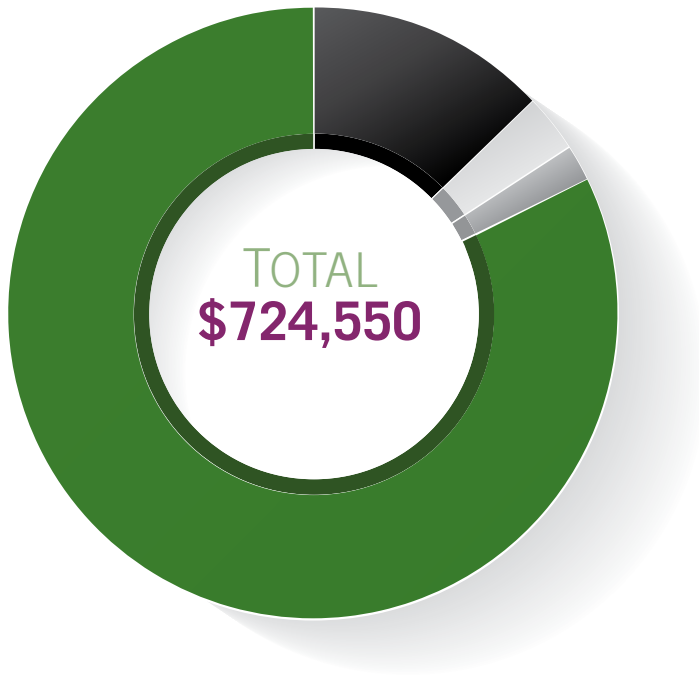
## **BUILDING CAPACITY TO CONSERVE TEXAS' AGRICULTURAL LANDS.**

In FY2012, TALT focused on building capacity to meet our mission. A grant from the San Antonio Area Foundation enabled staff to attend the Indiana University School for Philanthropy. The Lee and Ramona Bass and Ewing Halsell Foundations supported our transactional and outreach work.

The National Fish & Wildlife Foundation awarded TALT a grant to build awareness on conservation easements in the short-grass prairie region of Texas. In addition to grants, in 2012 TALT launched an annual membership campaign with its inaugural Founder's Council.



## SUPPORT AND REVENUE



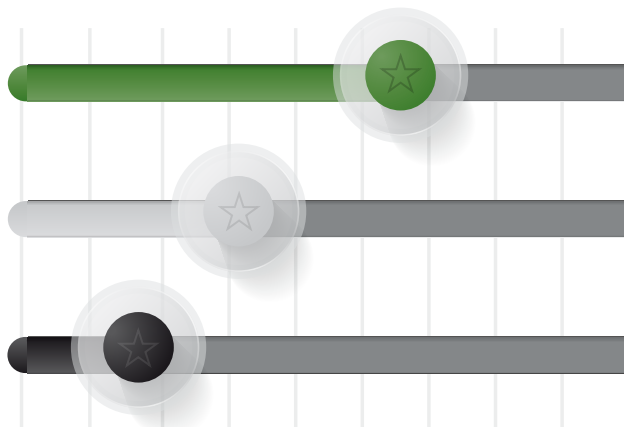
82% Foundation Grants & Individual Contributions

13% Stewardship Donations

3% Seminars & Events

2% Other

## EXPENSES



66% Program Services

25% General & Administrative

9% Fundraising

**TOTAL \$491,205**

The charts above reflect the audited financials for the 12-month fiscal year of April 1, 2012 to March 31, 2013. This 12-month period saw an addition in net asset value of \$242,188, which brings the total liabilities and net assets to \$2,063,049 as of March 31, 2013. TALT's net asset value includes unrestricted funds and temporarily restricted funds. Temporarily restricted net assets of \$765,624 are available for conservation programs and the stewardship of conservation easements. Multi-year financial contributions are booked per the accrual method; donated conservation easements are booked at a value of \$1. TALT has elected this approach because the conservation easements have no market value. The property right held by TALT provides no affirmative rights beyond the obligation to monitor and enforce the terms of the easement. As of March 31, 2013, TALT held 10 conservation easements on 144,850 acres.

# EASEMENTS

As of March 31, 2013, TALT held ten conservation easements for a total of

# 144,000

In 2012, TALT completed two donated easements:

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★ **RANCHO PALO DURO**

Armstrong County. Palo Duro Canyon complex, including Little Arkansas Creek, native prairie and playa lakes.

★ **ROJO RIO RANCH**

Armstrong County. Also located in Palo Duro Canyon, and includes frontage on Prairie Dog River Fork of Red River, native short grass prairie, and playa lakes. Both properties are situated within original boundaries of historic JA Ranch, founded by Charles Goodnight.





# ACRES.

## CREATING CRITICAL MASS

In 2011, the Hughes family donated an easement on the Prairie Dog River Ranch, located in the Palo Duro Canyon. The transaction of this easement protected forever a sensitive area on the rim of the canyon, and will forever keep the property available for ranching and hunting. Next door, the Arthur Fields' and Hardy Fields' families watched, learned and determined that conservation easements made sense for them, too, and in 2012, TALT closed easements on the Rancho Palo Duro and Rojo Rio Ranch. As a result, TALT now holds three conservation easements, totaling 22,000 acres, on three contiguous properties on the north rim of the Palo Duro Canyon, the nation's second largest canyon. The families' collective commitment demonstrated how neighbors can create "critical mass" that makes positive changes at the landscape level.

Thanks to the families' generosity, Texans can be confident that the rare wildlife, water sources, archeological sites, and scenic vistas in the unique place that Charles Goodnight called home are secured for future generations.

## OFFICERS

Richard M. Lucas  
*Chairman*

Joe E. Maley  
*Vice-Chairman*

A. Ryland Howard  
*Secretary*

Clark S. Willingham  
*Treasurer*

## BOARD MEMBERS

Tina Buford

Marilynn Dierschke

John Dudley

Scott Felton

Steve Lewis

Larry Mellenbruch

Rick Peebles

Randy Rehmann

Julie Kelleher Stacy

Don Steinbach

## STAFF

Blair Calvert Fitzsimons  
*Chief Executive Officer*

# OUTREACH, EDUCATION & PUBLIC POLICY

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Equally as important as TALT's land conservation work are our efforts to promote the need to conserve Texas' agricultural lands that provide critical public benefits, and to provide information to landowners so that they can decide if the voluntary conservation easement is an appropriate tool for them. Due to our unique role as an ag land trust, with a board of directors drawn from Texas' leading landowner organizations, TALT has the opportunity to take this message to new audiences.

- ★ **Taking Care of The Trans-Pecos Luncheon with Laura Bush:**  
Together with the Borderlands Research Institute, TALT hosted Laura Bush and Taking Care of Texas for a meeting of conservation organizations working in Texas' Trans Pecos region.
- ★ **West Texas Legislative Summit:**  
During a panel discussion, TALT CEO Blair Fitzsimons highlighted the role that private land stewardship plays in providing critical water resources, and the need to provide landowners with financial incentives to continue that stewardship.
- ★ **Texas and Southwestern Cattle Raisers Association School for Successful Ranching:**  
TALT helped to organize a conservation easement workshop led by Larry Kueter, attorney for the Colorado Cattlemen's Ag Land Trust.
- ★ **Congressional Outreach:**  
TALT Board and staff traveled to Washington to discuss the Farm Bill's new Agricultural Lands Easement Program and the need to make permanent the enhanced tax incentives for donated conservation easements.
- ★ **Outreach in Short-Grass Prairie Region of Texas:**  
Together with the Colorado Cattlemen's Agricultural Land Trust and the Ranchland Trust of Kansas, TALT received a National Fish and Wildlife Foundation grant to conduct outreach on the need to conserve ag lands in the short-grass prairie regions of Texas and nearby states.
- ★ **Senate Ag Committee:**  
TALT CEO Blair Fitzsimons was invited to testify before the Texas Senate Agriculture Committee on the loss of agricultural lands in Texas.
- ★ **Houston Livestock Show and Rodeo:**  
During the HLSR's Ranching and Wildlife Committee expo, TALT hosted a seminar on conservation easements.

# TALT SUPPORTERS

January 1, 2012 – March 31, 2013

We wish to thank the following donors, without whose support, TALT could not meet its mission of conserving Texas' heritage of agricultural land and natural resources. Donations increased in FY2012, thanks in large part to our Founders' Council, which was implemented in Fall, 2012.

## FOUNDERS' COUNCIL

Les and Linda Allison  
J. David Bamberger  
Presnall C. Cage  
Jonathan C. Calvert  
David and Becky Crow  
Gary S. Farmer  
Caroline Alexander Forgason  
Robin French  
Tim and Karen Hixon  
A.C. Jones IV  
Janell and Tio Kleberg  
Jon Means  
James L. Powell  
Patricia G. Steves  
Walter Umphrey

## ANNUAL SUPPORTERS AND MEMBERS

Steven Armour  
Robert Ayres  
Tina Y. Buford  
Mickey Burleson  
Gus T. Canales  
Marilynn Dierschke  
John E. Dudley  
Scott Felton  
Arthur Fields  
Hardy Fields  
Blair and Joseph Fitzsimons  
Emory A. Hamilton  
Houston Harte  
William S. Harte

## Hotmann Family Interests

A. Ryland Howard  
James J. Jeffries  
John Kimberlin  
David K. Langford  
Steve C. Lewis  
Richard M. Lucas Jr.  
Joe Maley  
Bob McCan  
Jon V. and Vickie L. McLaughlin  
Larry and Nancy Mellenbruch  
Richard A. Peebles  
Randy J. Rehmann  
Ruth B. Russell  
Rod Sanders / The Horizon Foundation  
Wilson Sands / The Rosewood Foundation  
John T. Saunders Jr.  
Ford Smith  
Mitchel B. Spector  
Julie Kelleher Stacy  
Don W. Steinbach  
William B. Travis  
Uhl, Fitzsimons, and Jewett  
Dr. Roy Washburn  
Clark S. Willingham

## FOUNDATIONS

Lee and Ramona Bass Foundation  
Ewing Halsell Foundation  
John and Florence Newman Foundation  
National Fish and Wildlife Foundation  
William H. Pitt Foundation  
San Antonio Area Foundation



“We have a broad, broad reach if we can all work together. As tough and as hard as it looks, our ecological system is fragile and it needs us to be able to make sure we take care of it.”

- Laura Bush  
Former First Lady of the United States,  
TALT/Borderlands Research Institute/Taking Care  
of The Trans-Pecos Luncheon, August 2012



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