

Colorado Cattlemen's  
Agricultural Land Trust



# 2010 Annual Report



# Dear Friends,

This report summarizes another remarkable year for the Colorado Cattlemen's Agricultural Land Trust (CCALT). CCALT did very well, with 34 transactions completed and the protection of nearly 20,000 acres of rangeland across Colorado. However, total acreage protected and actual number of transactions are only crude measurements of what CCALT really does for Colorado's working landscapes. The Board and staff of CCALT prefer to look at our work in terms of people and places.

For example, this perspective includes the rancher who called after his conservation easement closed to thank us and to say that for the first time, he knew that his kids would be able to inherit the ranch. He was standing there surrounded by his cattle that afternoon, just soaking it all in and proud of what he was able to do for his family and his community.



*Bill Fales and Chris West at the CCALT Sunset BBQ in Ridgway, CO*

CCALT is also working with several traditional ranch families on conservation options in North Park. These ranchers now have a real chance to keep Colorado's largest untouched mountain valley intact and in agricultural production.

Ranchers and landscapes make up communities. One example is in Chaffee County, where ranchers and other local leaders are increasingly seeing agricultural conservation easements as an economic tool. Conservation easements are not only a way to protect land, but they also protect economies that rely on scenic views, recreation and tourism.

The Upper Arkansas River Valley is not an easy place for us to work, with sky high land values and immense pressure for ranchers to sell their water to downstream users.

However, after about five years of work, we are seeing real success in that area. It is our hope that we will be able to start talking about a protected working landscape there in the next few years.

CCALT is also proud of our efficient use of private donations and public conservation dollars. We have a professional and lean staff of just eight. This small group turned our modest operating budget into more than 33 million dollars in conservation easements in 2010. Few land trusts can match this level of success, not only in terms of total acreage protected, but also the low operational costs we maintain; about \$10 per acre protected.

We live in a time of increasing uncertainty, and while cattle prices are high and developers scarce today, we know both won't last. At CCALT we see opportunities and know that the next few years have incredible opportunity for rangeland conservation in Colorado. Your support has been critical to our achievements and we are counting on you to share in our future success. Thanks again!

William E.L. Fales  
Board President

Chris West  
Executive Director

# What is CCALT?

The Colorado Cattlemen's Agricultural Land Trust (CCALT) was formed in 1995 by the membership of the Colorado Cattlemen's Association (CCA) to help Colorado's ranchers and farmers protect their agricultural lands and encourage continuing agricultural production. CCA was the first state livestock association in the nation to form a land trust. More than 30 land trusts operate in Colorado, and until CCALT's founding; none exclusively served the needs of the agricultural community. The Land Trust partners with willing landowners to protect productive agricultural acres all across the state. CCALT remains the only exclusively agricultural land trust in Colorado.

CCALT was created by ranchers with the interests of the landowner in mind; with the goal to help ranchers keep their land in agricultural production. The primary emphasis is to increase awareness among farmers and ranchers about the use of easements and other conservation opportunities. Agricultural landowners own and are the stewards of more than 80% of the private land in Colorado; including river valleys, prime wildlife habitat, and expansive ranches that cover the eastern plains, high mountain valleys and the western slope. These are the areas that are most threatened by development. CCALT is uniquely positioned to assist these landowners in protecting Colorado's working landscapes.

*CCALT is a land trust created for landowners by landowners*



*Joy Wooten ©*

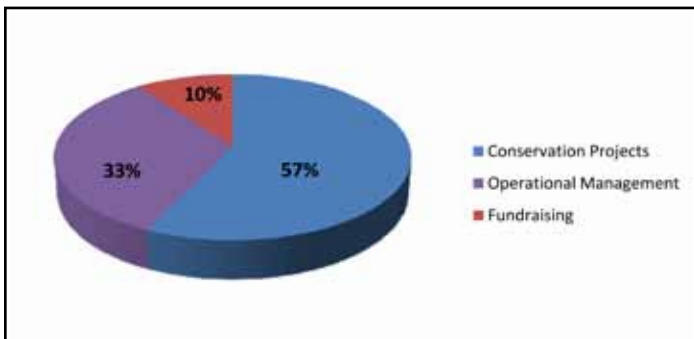
## Our mission...

The Colorado Cattlemen's Agricultural Land Trust protects productive agricultural lands and the conservation values they provide by working with ranchers and farmers, thereby preserving Colorado's ranching heritage and rural communities.

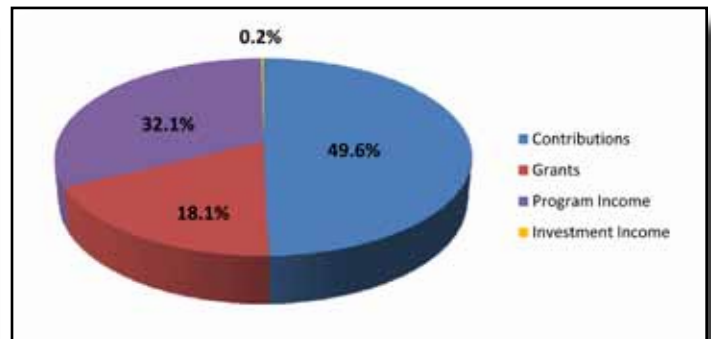
# 2010 Financial Overview

CCALT is proud of its 16-year record of fiscal responsibility and organizational growth. In 2010, the conservation easements accepted by the Land Trust were valued at \$33,139,269. CCALT raised \$3,085,522 in grants for conservation easement purchases and its landowner partners donated more than \$30 million in land value! CCALT has a dedicated Stewardship Endowment Fund to provide for the long-term stewardship of its conservation easements and it adds to that Fund with each new project. As of December 31, 2010, the Fund balance was \$2,004,351.

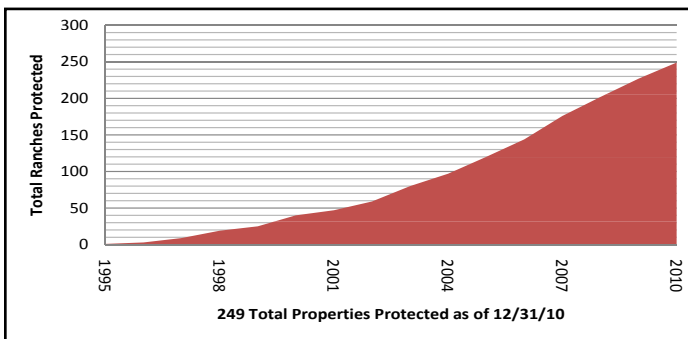
## Operating Expenses



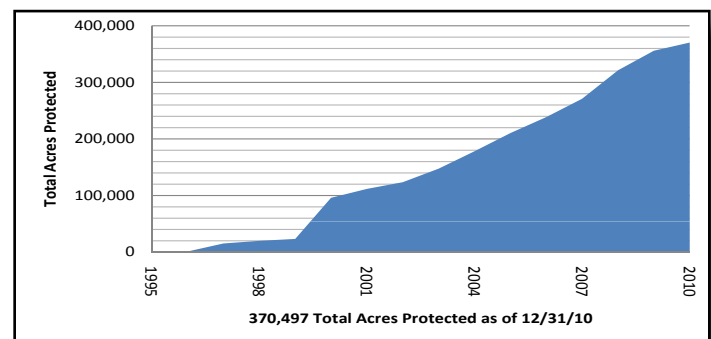
## Operating Revenue



## Ranches Protected



## Acres Protected



CCALT is proactive in its efforts to defend the conservation easements that it holds and this is one way that it can support landowners who have conserved their lands with CCALT. The Legal Defense Fund provides security that landowners' wishes for their property will be upheld in perpetuity against threats such as condemnation or third party trespass. As of December 31, 2010, the Fund balance was \$175,908.



# 2010 Donors

The Colorado Cattlemen's Agricultural Land Trust would like to express our sincere thanks to those individuals, businesses, and organizations that have partnered in CCALT's unique vision.

**We particularly want to thank the 34 landowners who contributed easements in 2010.**

## Trail Boss

**\$10,000 - \$25,000**

Denny and Joy Swanson & the  
Wayne Swanson Charitable Fund

## Cowboy

**\$5,000 - \$9,999**

Sue Anschutz-Rodgers  
Allan Beezley  
Peter & Deedee Decker  
William Fales & Marj Perry  
Penny Lewis  
Robert Lindner, Jr.  
Randy & Claricy Rusk  
K. H. Stapleton

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Ron & Kathy Treiber  
Roy Wardell  
Chris & Kyle West  
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## Explorer

**\$1 - \$499**

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Anonymous  
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Sandy & Dorothy Kraemer  
June Kross  
Frank & Monty Kugeler  
William & Alma Kurtz



# 2010 Donors Continued

## Explorer Continued

**\$1 - \$499**

Land Trust Alliance  
Nelson & Nee Cee Lane  
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*in honor of Marie M. Robotham*  
Sarah Robotham & Ira Kaplan  
*in honor of Marie M. Robotham*  
William Robotham  
*in honor of Marie M. Robotham*  
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Matthew Wills & Julia Ryan Wills  
*In honor of Dale & Janine Lasater*  
Craig Winterburn  
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Sue Anschutz-Rodgers  
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Nancy Petry  
RIGS Fly Shop  
Randy & Claricy Rusk  
Bill & Lindsay Serrell  
William & Joanne Sinclair

**Please accept our sincere apologies for any unintentional mistakes or names that have been omitted. We have listed only donations that were received in our office by 12/31/2010. Any year-end donations that arrived in January will be listed in our 2011 report.**

## Grants & Foundation Partners

We would like to thank the organizations that provided grants in 2010.

CCALT appreciates our partnership with the following organizations:

Anonymous Foundation  
Colorado Conservation Trust  
Colorado Division of Wildlife  
Flying Diamond Ranch  
Foundation  
Great Northern Tavern  
Foundation  
Great Outdoors Colorado  
Merrill Lynch & Co. Foundation

Mrs. Katherine H. Loo & the  
Dusty and Kathy Loo Fund of the  
Pikes Peak Community Foundation  
PJK Fund of the Yampa Valley  
Community Foundation  
Routt County PDR Program  
Tax Credit Connection  
The Gilman Family Foundation  
The Nature Conservancy

The Moore Charitable & Trinchera Foundations  
The Samuel Gary Jr. Family Foundation  
The William H. Donner Foundation &  
the Donner Fund of the Pikes Peak  
Community Foundation  
USDA Natural Resources  
Conservation Service  
Warner Family Charitable Fund  
Watermolen Foundation

# Focusing on Our Donors

## Randy and Claricy Rusk



Randy Rusk - Photo by Claricy Rusk

Four generations of the Rusk Family live on their ranch in the Wet Mountain Valley near Westcliffe. About a decade ago, the family turned to CCALT as they were looking to use a conservation easement to protect the ranch and help them pass it on to future generations. Several of the Rusks neighbors did the same and they now sit in the midst of about 10,000 acres that have been protected by CCALT and the local land trust.

Randy and Claricy's involvement started when their easement was complete and Randy joined the CCALT Board in 2004. "CCALT had done a tremendous service to my family and my community, and I decided it was my turn to help them," Randy said. Randy is now Vice President and is the Lands Committee Chair, which reviews each new conservation project.

The Rusks are always looking for ways to improve their ranching operation and help the Land Trust. In 2009, they launched Prime Time Beef, a grass finished product sold directly to consumers for just a few weeks each fall, the "Prime Time." While not a major part of their operation yet, this effort has allowed them to accomplish two other things, connect consumers with where their food comes from, and support the Land Trust. In 2010, the Rusks donated 10% of the sales of Prime Time Beef to CCALT.

"It's really a kick to be somewhere and have someone give you a big hug and thank you for raising tasty beef," Randy added. "That's something that doesn't always happen to a beef producer and the fact that it gives us a way to make a significant contribution to the land trust is icing on the cake."

## Routt County Purchase of Development Rights (PDR) Program

Routt County voters enacted a mill levy in 1997 and again in 2006 to provide local funding for the protection of Routt County's ranches, wildlife habitats and wide open spaces. Through a competitive grant program, funding goes to conservation easements held by land trusts and often leverages state and federal funding. Over the past several years, CCALT has developed a very productive partnership with the PDR Program.

In 2010, CCALT protected several ranches in partnership with PDR, including the Frye Ranch near Steamboat Lake State Park, the Chew Ranch, and the Del's Triangle Three Ranch near Clark. In 2011, we anticipate that another half dozen conservation projects will be completed using PDR funding. "Routt County is a place that cares about their agricultural heritage and their agricultural future and this program demonstrates that commitment," said Bill Fales, CCALT Board President.



Routt County PDR Board on a ranch visit near Yampa  
Left to Right: Dean Rossi, Ron Roundtree, Mary Kay Monger, Carl Vail,  
Tarn Dickerson, Helena Silva, Claire Sollars and Allan White

Colorado Cattlemen's  
Agricultural Land Trust



8833 Ralston Road  
Arvada, Colorado 80002

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

tel: 303-225-8677 fax: 303-431-6446



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