LANDSCAPES ENTRUSTED
The Land Trust Accreditation Commission
2012 Annual Report
Program Supporters

The Land Trust Accreditation Commission would like to thank the Land Trust Alliance for its extraordinary support of the accreditation program. The Alliance provides financial as well as administrative support to the Commission. In addition, the Alliance assists land trusts preparing for accreditation through its trainings, technical assistance and grant programs. We deeply appreciate the following Land Trust Alliance funders for their generous support of the accreditation program in 2012.

2012 Supporters

Alliant Insurance Services
S.D. Bechtel, Jr. Foundation
USDA Natural Resources Conservation Service

Power in Numbers: Accredited Land Trusts Gaining Ground

<table>
<thead>
<tr>
<th>No. of Conservation Easements</th>
<th>15,888</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Fee Properties</td>
<td>3,211</td>
</tr>
<tr>
<td>Acres Under Easement</td>
<td>7,447,566</td>
</tr>
<tr>
<td>Acres Owned in Fee</td>
<td>2,944,624</td>
</tr>
<tr>
<td>Total Acres Protected</td>
<td>10,392,190</td>
</tr>
</tbody>
</table>

Protected by accredited land trusts as of February 2013

2012 Financial Snapshot

For a copy of our complete financials, please contact info@landtrustaccreditation.org.

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>EXPENSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accreditation fees</td>
<td>Program</td>
</tr>
<tr>
<td>$303,778</td>
<td>$545,405</td>
</tr>
<tr>
<td>67%</td>
<td>84%</td>
</tr>
<tr>
<td>Grants and contributions</td>
<td>Management and General</td>
</tr>
<tr>
<td>$149,000</td>
<td>$103,732</td>
</tr>
<tr>
<td>33%</td>
<td>16%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Interest</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>$249</td>
<td>$545,405</td>
</tr>
<tr>
<td>0%</td>
<td>84%</td>
</tr>
</tbody>
</table>

Cover photo: Genesee Land Trust (NY); Nigel P. Kent
As chair of the Land Trust Accreditation Commission, I have had the good fortune to see the accreditation program grow from the pioneers that entered the pilot phase in 2007 to the more than 200-strong force the accredited land trust community is now. Today’s accredited land trusts span 41 states and one U.S. territory and collectively protect over 50% of all lands held by land trusts—more than 10 million acres.

I am often asked why I’ve devoted so much of my time to this program, volunteering more than 1,500 hours over the last six years. My answer is always the same: Permanence. When I talk with land trusts, conservation donors, state agencies and others, I can confidently say that lands held by accredited land trusts will be protected forever.

Through my work on the Commission I know that these land trusts have good governance systems in place. They complete important project due diligence before accepting land and conservation easements. More important, these land trusts demonstrated they have the systems and resources in place to steward and defend their conservation efforts.

I am also often asked about the vision for the future of the accreditation program, to which I say, “building and sustaining the impact of accreditation.” Our long-term goal is for accredited land trusts to hold 90% of the conservation easements and fee properties held by land trusts. And, through the renewal process, to ensure that the accredited land trusts can continue to fulfill the promise of perpetuity. As this annual report shows, we are well on our way to meeting these goals.

Lawrence R. Kueter
Chair
2012 Key Accomplishments

The Commission announced 46 newly accredited land trusts in 2012 and filled all available application slots for 2013. Here is a list of additional achievements and notable events throughout the year.

1 New and Updated Applicant Resources

» Designed and announced the 2014 lottery registration process
» Published the first edition of the Accreditation Requirements Manual: A Land Trust’s Guide to Understanding Key Elements of Accreditation
» Published the revised Applicant Handbook: A Land Trust’s Guide to the Accreditation Process
» Continued to update and grow our fact sheet series

2 Renewal Design

» Designed and launched online renewal application system
» Released renewal application and associated renewal templates
» Released User Manual for land trusts using online renewal application system
» Accepted first round of renewal registrations

3 Online and Offline Communications

» Contributed four editions of the “Accreditation Corner” for Saving Land magazine
» Issued 10 eNewsletters to the land trust community (board members, staff and other stakeholders), three editions of The Seal for all accredited land trusts, and 10 editions of News and Notes, an internal update for all board members and staff of the Commission and Alliance
» Conducted 12 webinars for applicants, in addition to two all-day trainings and one half-day training
» Created two new scripted PowerPoint presentations for land trusts to download and share with their boards about accreditation
» Led the Rally accreditation track

4 Management and Increased Capacity

» Reviewed and updated a number of public and internal policies and procedures
» Mentored three new staff who were hired in 2012 and four commissioners who joined in January 2012
» Moved to larger office space to accommodate additional staff

Application Success Rates for First-Time Accreditation

<table>
<thead>
<tr>
<th>APPLICATION YEAR</th>
<th>ACCREDITED</th>
<th>% SUCCESS RATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>32</td>
<td>84%</td>
</tr>
<tr>
<td>2008</td>
<td>52</td>
<td>84%</td>
</tr>
<tr>
<td>2009</td>
<td>24</td>
<td>77%</td>
</tr>
<tr>
<td>2010</td>
<td>29</td>
<td>88%</td>
</tr>
<tr>
<td>2011</td>
<td>43</td>
<td>86%</td>
</tr>
<tr>
<td>2012</td>
<td>21</td>
<td>84%</td>
</tr>
<tr>
<td>Grand Total</td>
<td>201</td>
<td>84%</td>
</tr>
</tbody>
</table>

1 As of February 2013
2 Based on the total number of land trusts accredited from that year, divided by the total number of pre-applications received that year; does not include applications still in review
Ready to Renew

The experience of first-time accreditation makes the renewal process easier—but it still takes lots of planning.

By Kirsten Ferguson

Achieving accreditation is a big milestone for any land trust, but the process does not end there. Land trusts apply for renewal of accreditation every five years, which ensures continued implementation of Land Trust Standards and Practices as groups grow and evolve. Does the application process get any easier the second time around? Yes... and no, say several groups in the midst of applying for renewal.

“The first time was a pretty big lift, and it took a lot of work,” says Chris West, executive director of Colorado Cattlemen’s Agricultural Land Trust, which has worked with Colorado farmers and ranchers to protect over 400,000 acres. “The second time is more streamlined. Our project files are in great shape and we have a lot of systems in place because we went through accreditation the first time. We want to continue to be accredited because it means a lot to us to be on top of our game with our practices.”

When Five Valleys Land Trust of Missoula, Montana, began tackling the online renewal application, they had a level of confidence among staff that they were well prepared for renewal, says Beth Cogswell, director of operations. But they had been strategic, preparing for months in advance by thoroughly reviewing and updating their practices after hiring an outside consultant to assess them.

“It was a good time for us to fine-tune how we operate and help make our policies as strong as they can be, because policies can be fluid over time,” says Cogswell, whose 41-year-old organization has protected more than 65,000 acres of agricultural land, wildlife habitat, riparian areas and open space in western Montana.

Freshwater Land Trust—which protects lands that enhance the water quality and aquatic biodiversity of Alabama’s many rivers and streams—also didn’t take any chances when preparing for renewal. “We began preparing practically the day we were accredited,” says Executive Director Wendy Jackson. “We developed a maintenance plan.” Their renewal plan involved conducting yearly assessments of real estate transactions, board meeting minutes, stewardship activities and other aspects of their work.

“That has made the renewal process so much easier this time,” says Jackson. “We’re finding it just becomes a way of life—everyone knows we need to adhere to standards and practices. If you are a recently accredited land trust, my best piece of advice is do not wait. That five years will fly by. It’s very easy to get lost during that time. If you develop a plan and evaluate practices on an annual basis, it’s much easier.”

“We are a much better organization for having gone through accreditation. Accreditation helped us to become the very best at what we do.”

—Wendy Jackson, Freshwater Land Trust (AL)

If your organization is accredited and its accreditation term expires in 2014 or January 2015, the Commission has already sent you information about the due date for your organization’s application for renewal. For more information on planning and preparing for renewal, visit www.landtrustaccreditation.org.
Showcase on Diversity

Openlands (IL, IN and WI)

» Founded: 1963
» Board: 29
» Staff: 28 full-time and part-time
» Scope: Protects and secures the open spaces of greater Chicago—including statewide advocacy, urban gardens, land and water greenway corridors, and natural areas restoration—in addition to its work as a land trust.
» Land protection: 41 conservation easements and 6 fee properties protecting 2,181 acres

“Past generations started the important work of land conservation, and the work will continue with future generations,” said Openlands president and CEO Jerry Adelmann. “Accreditation is a checkpoint along the way saying ‘you are fulfilling your responsibility’ as caretaker for this generation.”

Connecticut Farmland Trust

» Founded: 2002
» Board: 15
» Staff: 4 full-time and part-time
» Scope: Protects working lands, prime agricultural soils, and soils of state and local significance throughout Connecticut.
» Land protection: 32 conservation easements protecting 2,236 acres

“When we were founded, our board drafted the by-laws and developed our policies with Land Trust Standards and Practices in mind. After 10 years of operation, we took the plunge with the Assessing Your Organization process, followed up by the full accreditation application,” said Executive Director Jim Gooch. “Simply undergoing the process strengthened our operation. Receiving accredited status was gratifying after all that work. But it also gave us a strong sense of confidence: we know that if we continue to meet those standards, we will be up to the challenge of perpetuity.”

Hill Country Land Trust (TX)

» Founded: 1998
» Board: 11
» Staff: 0; All-volunteer
» Scope: Focuses on a 19-county area of the Texas Hill Country, a region in central Texas featuring rugged hills and limestone-bedded rivers and streams, at the juncture of four eco-regions.
» Land protection: 17 conservation easements protecting 4,850 acres

“The accreditation process was like boot camp for us. Once registered, the application process forced us to assess our policies, procedures and forms in light of Land Trust Standards and Practices. We reviewed, revised and adopted according to a predetermined calendar. It was more work than we imagined, but we are confident that HCLT will now stand the test of time,” said Katherine Peake, president of the Hill Country Land Trust Board of Directors. “We are confident that we can fulfill our duties and responsibilities to our donors and the public and we are already looking ahead to renewal in five years. We are grateful to the Land Trust Accreditation Commission for this opportunity to become the best we can be.”

Accredited Land Trusts Are Diverse!

<table>
<thead>
<tr>
<th>Land Trust Age</th>
<th>7 to 120 years old</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Full-time Staff</td>
<td>0 to 3,257</td>
</tr>
<tr>
<td>Total Acres under Conservation Easement</td>
<td>25 to more than 2.3 million</td>
</tr>
<tr>
<td>Total Acres in Fee</td>
<td>1 to more than 2.7 million</td>
</tr>
<tr>
<td>Total Acres Protected</td>
<td>42 to more than 5 million</td>
</tr>
</tbody>
</table>

As of February 2013

Alachua Conservation Trust (FL); Mike Byerly
Looking Ahead

Keeping the Trust

Land conservation is a dynamic, changing field. As accredited land trusts and the land trust community evolve, renewal of accreditation and compliance confirmation maintain the integrity of the accreditation seal—helping to ensure the permanence of land conservation forever.

Renewal of accreditation advances the original goals of the program—to build strong land trusts, foster public trust in land conservation and help ensure the long term protection of land—and also meets the following goals:

» Foster continued implementation of Land Trust Standards and Practices.
» Reflect evolving best practices in the field.
» Confirm a land trust’s compliance with current accreditation requirements.
» Verify actions on expectations for improvement identified at first-time accreditation.
» Evaluate major changes in a land trust’s governance, operations and programs.

Accreditation is awarded for a term of five years, which best matches our dynamic community. Many accreditation programs require annual review; a few extend to seven or 10 years. The longer the term, the more complex the renewal process. The programs with the longest terms involve complete re-accreditation. The land trust accreditation program, in contrast, focuses on an accredited land trust’s activities during its five-year accredited term. The online system and use of attestations—a declaration that a document, policy or activity meets a stated requirement—help make the program efficient for applicants and the Commission.

The Commission can also confirm compliance with the accreditation program requirements at any point during an accredited land trust’s term. Compliance confirmation can involve a simple check-in about a change in an organization’s scope or mission. It can also involve gathering information about more serious matters raised by public comments.

The accreditation program was founded to help ensure the public’s trust in private land conservation and, with the start of the renewal program in 2013, it continues to keep that promise.

“Having that accreditation seal and the knowledge that the organization has thoroughly looked at its policies is important. It makes sense for land trusts to follow best practices. We want this work to be well respected. If I were a landowner, and I knew the land trust I was working with was accredited, that would be important to me. Like it’s important to me that the school my kids go to is accredited.”

—Beth Cogswell, Director of Operations, Five Valleys Land Trust (MT)
CONGRATULATIONS TO THE FOLLOWING LAND CONSERVATION GROUPS from around the country for achieving accreditation and demonstrating that they meet national quality standards for protecting important natural places and working lands forever.

NATIONAL
- Ducks Unlimited and its affiliate, Wetlands America Trust
- The Nature Conservancy
- The Wilderness Land Trust

ALABAMA
- Freshwater Land Trust
- Land Trust of North Alabama
- Weeks Bay Foundation

ALASKA
- Great Land Trust

ARIZONA
- Desert Foothills Land Trust

CALIFORNIA
- Bear Yuba Land Trust
- Big Sur Land Trust
- California Rangeland Trust
- Center for Natural Lands Management
- Central Valley Farmland Trust
- Eastern Sierra Land Trust
- Land Trust for Santa Barbara County
- Marin Agricultural Land Trust
- Northern California Regional Land Trust
- Pacific Forest Trust
- Peninsula Open Space Trust
- Placer Land Trust
- Sacramento Valley Conservancy
- San Joaquin River Parkway and
- Historic Trust

COLORADO
- Aspen Valley Land Trust
- Black Canyon Regional Land Trust
- Colorado Cattlemen’s Agricultural Land Trust
- Colorado Open Lands
- Crested Butte Land Trust
- Douglas Land Conservancy
- Eagle Valley Land Trust
- Estes Valley Land Trust
- La Plata Open Space Conservancy
- Mesa Land Trust
- Montezuma Land Conservancy
- Mountain Area Land Trust
- Palmer Land Trust
- Rio Grande Headwaters Land Trust
- San Isabel Land Protection Trust

CONNECTICUT
- Connecticut Farmland Trust
- Greenwich Land Trust
- Joshua’s Tract Conservation and Historic Trust
- Kent Land Trust
- Redding Land Trust
- Salem Land Trust

FLORIDA
- Alachua Conservation Trust
- Conservation Foundation of the Gulf Coast
- Conservation Trust for Florida
- Tall Timbers Research Station & Land Conservancy

GEORGIA
- Athens Land Trust
- Central Savannah River Land Trust
- Mountain Conservation Trust of Georgia
- Oconee River Land Trust

HAWAI’I
- Hawaiian Islands Land Trust

IDAHO
- Teton Regional Land Trust
- Wood River Land Trust

ILLINOIS
- Jo Daviess Conservation Foundation
- Lake Forest Open Lands Association
- Openlands

INDIANA
- Central Indiana Land Trust

IOWA
- Iowa Natural Heritage Foundation

KENTUCKY
- Bluegrass Conservancy

MAINE
- Blue Hill Heritage Trust
- Brunswick-Topsham Land Trust
- Chebeague & Cumberland Land Trust
- Coastal Mountains Land Trust
- Forest Society of Maine
- Mahoosuc Land Trust
- Maine Coast Heritage Trust
- Sheepscot Valley Conservation Association
- Vinalhaven Land Trust

MARYLAND
- Potomac Conservancy

MASSACHUSETTS
- BTA/BOLT
- Mount Grace Land Conservation Trust
- Sippican Lands Trust
- Sudbury Valley Trustees
- The Trustees of Reservations and its affiliate, Massachusetts Land Conservation Trust

MICHIGAN
- Chikaming Open Lands
- Chippewa Watershed Conservancy
- Grand Traverse Regional Land Conservancy
- Land Conservancy of West Michigan
- Leelanau Conservancy
- Legacy Land Conservancy
- Little Forks Conservancy
- North Oakland Headwaters
- Land Conservancy
- Southwest Michigan Land Conservancy

MINNESOTA
- Minnesota Land Trust

MISSISSIPPI
- Land Trust for the Mississippi Coastal Plain

MONTANA
- Five Valleys Land Trust
- Gallatin Valley Land Trust
- Montana Land Reliance
- Prickly Pear Land Trust

NEW HAMPSHIRE
- Ammonoosuc Conservation Trust
- Ausbun Sargent Land Preservation Trust
- Monadnock Conservancy
- Southeast Land Trust of New Hampshire
- Squam Lakes Conservation Society
- Upper Valley Land Trust

NEW JERSEY
- D&R Greenway Land Trust
- New Jersey Conservation Foundation
- The Land Conservancy of New Jersey

NEW MEXICO
- Taos Land Trust

NEW YORK
- Columbia Land Conservancy
- Dutchess Land Conservancy
- Genesee Land Trust
- Genesee Valley Conservancy
- Hudson Highlands Land Trust
- Manasquan River Grove Preserve
- Open Space Conservancy
- (Land Acquisition Affiliate of Open Space Institute)
- Rensselaer Land Trust
- Scenic Hudson
- Scenic Hudson Land Trust
- Thousand Islands Land Trust
- Tug Hill Tomorrow Land Trust
- Westchester Land Trust
- Winnieka Land Trust

NORTH CAROLINA
- Blue Ridge Conservancy
- Carolina Mountain Land Conservancy
- Catawba Land Conservancy
- Conservation Trust for North Carolina
- Eno River Association
- Foothills Conservancy of North Carolina
- Land Trust for the Little Tennessee
- National Committee for the New River
- North Carolina Coastal Land Trust
- Piedmont Land Conservancy
- Southern Appalachian Highlands Conservancy

OHIO
- Tecumseh Land Trust
- Three Valley Conservation Trust

OREGON
- Deschutes Land Trust
- Greenbelt Land Trust
- McKenzie River Trust
- Southern Oregon Land Conservancy
- The Wetlands Conservancy

PENNSYLVANIA
- Allegheny Land Trust
- Bedminster Regional Land Conservancy
- Brandywine Conservancy
- Brandywine River Museum
- Chestnut Hill Historical Society
- ClearWater Conservancy
- Countryside Conservancy
- Delaware Highlands Conservancy
- Heritage Conservancy
- Lancaster County Conservancy
- Lancaster Farmland Trust
- Natural Lands Trust and its affiliate, Montgomery County Lands Trust
- North Branch Land Trust
- The Land Conservancy for Southern Chester County
- Tinnicum Conservancy
- Western Pennsylvania Conservancy
- Wissahickon Conservancy Trust

PUERTO RICO
- Conservation Trust of Puerto Rico

RHODE ISLAND
- Aquidneck Land Trust
- Sakonnet Preservation Association

SOUTH CAROLINA
- Congaree Land Trust
- Edisto Island Open Land Trust
- Lowcountry Open Land Trust
- Pee Dee Land Trust
- Spartanburg Area Conservancy
- Upstate Forever

SOUTH DAKOTA
- Northern Prairies Land Trust

TENNESSEE
- Land Trust for Tennessee
- Tennessee Parks & Greenways Foundation

TEXAS
- Bayou Land Conservancy
- Green Spaces Alliance of South Texas
- Guadalupe-Blanco River Trust
- Hill Country Land Trust
- Texas Land Conservancy

UTAH
- Summit Land Conservancy

VERMONT
- Greensboro Land Trust
- Lake Champlain Land Trust
- Northeast Wilderness Trust
- Stowe Land Trust
- Vermont Land Trust

VIRGINIA
- Blue Ridge Land Conservancy
- Land Trust of Virginia
- Northern Virginia Conservation Trust
- Piedmont Environmental Council and its affiliate, Piedmont Foundation
- Virginia Eastern Shore Land Trust

WASHINGTON
- Bainbridge Island Land Trust
- Chelan-Douglas Land Trust
- Columbia Land Trust
- Forterra
- Jefferson Land Trust
- Methow Conservancy
- North Olympic Land Trust
- San Juan Preservation Trust
- Skagit Land Trust
- Whatcom Land Trust
- Whidbey Carnano Land Trust

WEST VIRGINIA
- Capacop and Lost Rivers Land Trust

WISCONSIN
- Bayfield Regional Conservancy
- Caledonia Conservancy
- Kettle Moraine Land Trust
- Kinnickinnic River Land Trust
- Wisconsin Valley Conservancy

WYOMING
- Jackson Hole Land Trust
- Wyoming Land Trust
- Wyoming Stock Growers Agricultural Land Trust

As of February 2013