The Trust for Public Land conserves land for people to enjoy as parks, gardens, and other natural places, ensuring livable communities for generations to come.

Annual Report 2010

THE TRUST FOR PUBLIC LAND
CONSERVING LAND FOR PEOPLE
PARK AND CONSERVATION ACCOMPLISHMENTS
Fiscal Year 2009–2010

Kids enjoy a fun day in Newark’s Nat Turner Park, built with TPL’s help and dedicated this fiscal year. Previous page: TPL conserved 138 acres behind the Hollywood Sign in the heart of Los Angeles.

CONSERVATION VISION
TPL helps agencies and communities define conservation priorities, identify lands to be protected, and plan parks and networks of conserved land that meet public needs, often through the use of a community-driven, GIS-supported process known as “greenprinting.”

Projects completed: 33
Other active projects this fiscal year: 40
Project total since 2000: 137

CONSERVATION FUNDING
TPL helps agencies and communities identify and create funds for conservation from federal, state, and local government sources.

State and local ballot measures adopted with TPL’s assistance: 7
Conservation funds approved in TPL-assisted measures: $417.5 million

Cumulative totals since 1996—
State and local ballot measures adopted with TPL’s assistance: 367
Conservation funds approved in TPL-assisted measures: $31.2 billion

This year, TPL’s work with federal agencies and the U.S. Congress brought permanent protection to more than 44 cherished landscapes. These included threatened lands within our national parks, national forests, and national wildlife refuges, as well as lands protected in state and local conservation projects.

CONSERVATION TRANSACTIONS
TPL helps structure, negotiate, and complete land transactions that create parks, playgrounds, and protected natural areas.

Projects completed: 145
Acres protected: 46,668
Fair market value of land protected: $229 million

Cumulative totals since 1972—
Projects completed: 4,095
Acres protected: 2,863,259
Fair market value of land protected: $6.53 billion

PARK DESIGN AND DEVELOPMENT
TPL helps agencies and communities plan for, design, and construct parks and playgrounds.

Projects completed: 33

RESEARCH AND EDUCATION
TPL acquires and shares knowledge of conservation issues and techniques to improve the practice of conservation and promote its public benefits.

Major publications: Land&People magazine, LandVote 2010, Urban Green: Innovative Parks for Resurgent Cities from TPL’s Center for City Park Excellence

Web resources launched or updated:
Conservation Almanac of state and local conservation programs and information (www.conservationalmanac.org)
LandVote database of state and local conservation ballot measures (www.landvote.org)
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Back row, L-R: Douglas P. Ferguson (Mill Valley, CA), Martin J. Rosen (Carmel, CA), Michael E. Patterson (New York, NY), Stephen W. Baird (Chicago, IL), Brian M. Beittner (Boulder, CO), George P. Denny, III (Immediate Past Chair, Boston, MA), Roy Richards Jr. (Charleston, SC), Kent J. Thiry (Cherry Hills Village, CO), James S. Hoyte (Lexington, MA), Robert E. Carlson (Pasadena, CA)

Center row, L-R: William B. Rogers (Kensington, CA), Page Knudsen Cowles (Chair, St. Paul, MN)

Front row, L-R: Caroline Niemczyk (Bedford Hills, NY), James D. Sano (San Rafael, CA), William J. Cronon (Madison, WI), Thomas S. Reeve (Bellevue, WA)

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Barbara Smith, Vice President and Director of Human Resources
Cynthia M. Whiteford, Senior Vice President and Division Director
CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Year ended March 31, 2010, with comparative information as of March 31, 2009 (dollars in thousands)

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Investments</td>
<td>$ 90,593</td>
<td>$ 84,816</td>
</tr>
<tr>
<td>Receivables &amp; deposits</td>
<td>24,785</td>
<td>29,118</td>
</tr>
<tr>
<td>Land holdings</td>
<td>155,702</td>
<td>159,251</td>
</tr>
<tr>
<td>Charitable trust assets</td>
<td>59,829</td>
<td>45,943</td>
</tr>
<tr>
<td>Other assets</td>
<td>1,746</td>
<td>2,017</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$332,655</strong></td>
<td><strong>$321,145</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Notes Payable*</td>
<td>$ 66,170</td>
<td>$ 77,543</td>
</tr>
<tr>
<td>Liabilities to beneficiaries of charitable trusts</td>
<td>44,558</td>
<td>34,711</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>29,927</td>
<td>23,887</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$140,655</strong></td>
<td><strong>$136,141</strong></td>
</tr>
</tbody>
</table>

| Net Assets:                      |            |            |
| Unrestricted amounts             | $ 35,920   | $ 25,698   |
| Temporarily restricted amounts   | 145,230    | 148,458    |
| Permanently restricted amounts   | 10,850     | 10,848     |
| **TOTAL NET ASSETS**             | **$192,000** | **$185,004** |

| **TOTAL LIABILITIES AND NET ASSETS** | **$332,655** | **$321,145** |

*Including $29,030 (FY10) and $44,241 (FY09) due within one year.

**SOURCES OF FUNDS**

<table>
<thead>
<tr>
<th>Contribution Source</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions of land value</td>
<td>19%</td>
</tr>
<tr>
<td>Project fees and other income</td>
<td>14%</td>
</tr>
<tr>
<td>Donations from individuals, foundations and corporations, and other gifts</td>
<td>67%</td>
</tr>
</tbody>
</table>

**USES OF FUNDS**

<table>
<thead>
<tr>
<th>Use of Funds</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>86%</td>
</tr>
<tr>
<td>Management and support</td>
<td>8%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>6%</td>
</tr>
</tbody>
</table>
The Trust for Public Land
and Affiliates
(Not-for-Profit Corporation)

CONDE N D ED CO N S OL ID A T ED S TAT E M EN T OF A CTIVIT I ES
AND CHANGES IN NET ASSETS

Year ended March 31, 2010, with comparative information as of March 31, 2009 (dollars in thousands)

<table>
<thead>
<tr>
<th>REVENUES AND ADDITIONS TO NET ASSETS</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions of land and easements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fair market value acquired</td>
<td>$ 213,094</td>
<td>$ 364,494</td>
</tr>
<tr>
<td>Less consideration paid</td>
<td>(187,862)</td>
<td>(305,082)</td>
</tr>
<tr>
<td>CONTRIBUTIONS OF LAND AND EASEMENT VALUES RECEIVED</td>
<td>$ 25,232</td>
<td>$ 59,412</td>
</tr>
<tr>
<td>Contributions and grants—other</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restricted</td>
<td>$ 45,670</td>
<td>$ 61,560</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>39,175</td>
<td>31,906</td>
</tr>
<tr>
<td>Future interests in charitable trusts</td>
<td>10</td>
<td>257</td>
</tr>
<tr>
<td>Change in value of interests in charitable trusts</td>
<td>4,051</td>
<td>(6,912)</td>
</tr>
<tr>
<td>TOTAL CONTRIBUTIONS AND GRANTS—OTHER</td>
<td>$88,906</td>
<td>$86,811</td>
</tr>
<tr>
<td>Project fees, interest, and other income (losses)</td>
<td>18,635</td>
<td>28,455</td>
</tr>
<tr>
<td>TOTAL REVENUES AND ADDITIONS</td>
<td>$132,773</td>
<td>$174,678</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES AND REDUCTIONS TO NET ASSETS</th>
<th>2010</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions of land and easements to public agencies and other nonprofit organizations:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fair market value conveyed</td>
<td>$ 208,737</td>
<td>$ 373,235</td>
</tr>
<tr>
<td>Less consideration received</td>
<td>(152,968)</td>
<td>(267,761)</td>
</tr>
<tr>
<td>Contributions of land and easement values made</td>
<td>55,769</td>
<td>105,474</td>
</tr>
<tr>
<td>Open space conservation programs</td>
<td>52,269</td>
<td>80,345</td>
</tr>
<tr>
<td>TOTAL PROGRAM SERVICES</td>
<td>$ 108,038</td>
<td>$185,819</td>
</tr>
<tr>
<td>Support services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>$ 7,128</td>
<td>$ 8,046</td>
</tr>
<tr>
<td>Management and support</td>
<td>10,611</td>
<td>16,675</td>
</tr>
<tr>
<td>TOTAL SUPPORT SERVICES</td>
<td>17,739</td>
<td>24,721</td>
</tr>
<tr>
<td>TOTAL EXPENSES AND REDUCTIONS</td>
<td>$125,777</td>
<td>$210,540</td>
</tr>
<tr>
<td>Net increase (Decrease) in net assets</td>
<td>$ 6,996</td>
<td>($35,862)</td>
</tr>
</tbody>
</table>

The condensed consolidated financial information as of and for the years ended March 31, 2010 and 2009, has been derived from TPL’s 2010 consolidated financial statements, audited by Hood & Strong, LLP. The condensed consolidated financial information should be read in conjunction with the 2010 audited consolidated financial statements and related notes. To obtain copies of TPL’s complete 2010 audited consolidated financial statements, please contact our National Office in San Francisco.
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Support The Trust for Public Land with a leadership gift of $2,000 or more and receive special recognition and benefits. Through their steadfast support, TPL’s leadership donors help protect precious open space across America while inspiring others to embrace our land-for-people mission. Together we can make a difference!

To learn how you can support TPL at a leadership level, please contact Donor Relations at 1.800.714.LAND (5263) or donor.outreach@tpl.org

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The Trust for Public Land gratefully acknowledges the individuals, businesses, and foundations that generously supported TPL’s work during the fiscal year April 1, 2009—March 31, 2010. TPL is fortunate to have such a broad group of dedicated supporters. With your help, we will continue to build a lasting legacy of parks and protected lands across America.

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$100,000–$499,999
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$50,000–$99,999
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F. M. Kirby Foundation, Inc.
The Fred Maytag Family Foundation

TPL Supporters
When thinking about her love of the land, Mrs. T. E. Wyckoff recalls childhood summers riding horseback across Mercer Island on Lake Washington and her adoption into the Blackfeet tribe while a teenager at summer camp in Montana.

Mrs. Wyckoff and her children—including emeritus TPL national board member Martha Wyckoff—share a deep connection with the land, particularly the Pacific Northwest. At her Bainbridge Island summer home, Mrs. Wyckoff can point out the local geological fault line and explain how the north and south winds affect the island and its residents. She exalts in the sound of the sea lions and the sweeping views across Puget Sound to Mount Rainier.

Mrs. Wyckoff grew up in a home where family members were taught the importance of giving back to the community. She has been a generous benefactor for civic causes, including TPL’s work in Washington and nationwide.

In 1996, Mrs. Wyckoff and her daughter Martha joined a women’s fly-fishing trip to Mongolia, during which a timely conversation helped to launch one of TPL’s signature projects: the Olympic Sculpture Park in Seattle. The organizer of that trip was Mimi Gates, then director of the Seattle Art Museum. “I remember quite clearly Mimi and Martha sitting in the tent and talking about the idea of an outdoor sculpture park in Seattle,” Mrs. Wyckoff says. In 1999, TPL helped the museum acquire 85 acres on Elliot Bay for the sculpture park, which opened in 2007 to international acclaim.

At a 2010 ceremony celebrating Martha Wyckoff’s 13 years of visionary service on TPL’s national board, Mrs. Wyckoff shared a heartfelt tribute to her daughter’s passion for TPL’s mission. And she has become a generous supporter of the TPL Martha Wyckoff Fellow, named in Martha’s honor. In its inaugural year, the first Wyckoff fellow is Jad Daley, director of TPL’s Climate Conservation Program.

“We were taught growing up that if you are blessed with the ability to give back to the community, it is your responsibility to do so—that was a guiding light for us,” Mrs. Wyckoff says. This family vision has helped create parks and conserve land around Puget Sound and across the nation.
Mr. and Mrs. Andrew Davis
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Over the last 18 years, the Lyndhurst Foundation of Chattanooga, Tennessee, has granted TPL nearly $2.7 million to support what chairman Allen McCallie calls the “vibrancy” of the foundation’s home community. “We have to create open space for mental health and physical health, to provide connectivity to and among neighborhoods, and to enhance the historic profile of the community,” McCallie says.

Under the leadership of McCallie and prior chair Alice Smith, retired president Jack Murrah, current president Benic “Bruz” Clark III, and descendants of founder Thomas Cartter Lupton, the foundation has taken the uncommon step of granting day-to-day operating support for the Chattanooga office.

“The foundation recognizes that it is easier for TPL to save a beloved tract of land or construct a mile of greenway trail than it is to raise money to pay the light bill and pay for staff,” McCallie says. “It’s unreasonable to expect TPL’s Chattanooga office to raise project support from local donors and have its operating support come from outside this community.”

This strategy is consistent with the goal of Jack Lupton—Cartter Lupton’s son—to “break the mold of traditional foundation philanthropic giving,” says McCallie. When Jack Lupton became the foundation’s board chairman in the late 1970s, he wanted to change its orientation from simply responding to proposals to actively working with the community, searching for good ideas, and funding them.

From this approach has emerged a partnership that has benefited nearly every corner of the city—from interconnected greenways to historic battlefields—and helped make Chattanooga a national model of a livable community.

TPL was here helping us do this work 10 years ago,” McCallie says, “and I have every expectation that they will be here 10 years from now to help us get things done.”

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Gretchen and Lyman Hull
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Joan Jagow
Mr. Tom Javits and Ms. Pat Farrell
Mrs. Katharine H. Johnson
Ms. Shelly Justice and
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For Henry Lord, planning for conservation is like surveying a game board: success lies in responding quickly when opportunities arise. As chair of TPL’s Connecticut State Board, Lord is quick to contribute his own time and resources to that effort.

When TPL had the chance to save the former site of Griswold Airport in Madison, Connecticut, from condominium development, Lord volunteered at phone banks and polling places to help pass the needed local bond measure. In stretching his giving dramatically, he challenged his fellow board members to do the same.

With Lord’s support, Madison permanently protected the site’s salt marshes and coastal forests—a boon both for local park-goers and for the migratory birds that use this stopover on the Atlantic Flyway.

Such timely support is Lord’s hallmark. In addition to backing TPL’s critical Connecticut projects, he has contributed generously to national ones—such as the dramatic effort to save Cahuenga Peak, home of the Hollywood sign in Los Angeles. Whether his focus is local or on the opposite coast, Lord is motivated by an appreciation for places that represent “Americana, our history,” and by “a passion for the aesthetic beauty of nature.”

Lord discovered this love for nature while roaming the woods as a child and backpacking in wilderness areas and national parks while attending Colorado Rocky Mountain School in his teens. TPL has proved a natural partner in Lord’s ambition to protect the landscapes that have inspired him for future generations.

“We have a limited amount of time to save open space for Connecticut’s communities,” Lord says. “The only way we can do it is by increasing the number of committed and generous donors who will support TPL’s efforts, and by building partnerships with people who are dedicated to conservation. Once the land is gone, we’ve lost it forever.”

Henry Lord

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“I was truly amazed by the viewshed and the beauty of the space—especially being so close to the city,” says Costa. “I was struck by the expansiveness of the land.”

Founded in 1837, Tiffany & Co. is one of the nation’s oldest and most prestigious retailers, long committed to charitable giving. The company’s foundation was established in 2000 to support arts and conservation—including the enhancement of urban environments and preserving culturally significant landmarks.

The protection of Cahuenga Peak met both goals. Rising 1,820 feet above the sprawl of Los Angeles, the peak is a much-loved hiking spot, a valuable wildlife habitat, and the backdrop to the iconic Hollywood sign. When proposed housing threatened to scar the peak and block its popular trails, TPL launched a high-profile campaign to purchase the land for addition to adjoining Griffith Park.

The Tiffany & Co. Foundation’s $1 million lead gift formed a cornerstone of the effort, and its additional, eleventh-hour $250,000 challenge grant helped push the campaign to its successful completion in April.

It’s particularly rewarding for the foundation to help preserve natural places such as Cahuenga Peak, Costa says. “Many of the designs in Tiffany jewelry have been inspired by nature—butterflies, dragonflies, orchids, everything that nature provides to us. It’s important to help preserve the beauty of the natural environment that provides our inspiration.”
Kimpton Hotels

As COO of Kimpton Hotels & Restaurants, Niki Leondakis guides a company tradition of community involvement that began with founder Bill Kimpton. “He believed in improving the communities where we do business,” Leondakis says, “and that included the environment.”

Kimpton’s first hotel opened in 1981 in San Francisco. Nearly 20 years later, the company’s EarthCare program has become an industry model for conservation. Drawing heavily on ideas submitted by its employees, Kimpton has implemented a range of eco-friendly practices and products—from nontoxic cleaners to soy-based ink—in its 50 hotels nationwide.

Known for their individual charm, Kimpton’s boutique hotels reflect the character of their host cities. The company works with The Trust for Public Land to support the parks and open spaces that make communities special. “TPL’s Parks for People initiative is very appealing to us because most of our hotels are in downtown urban centers, where the effect of creating a park or public place is deeply felt,” says Leondakis.

In support of Parks for People, Kimpton offers a special rate to TPL supporters and makes a donation for each night of their stay. Kimpton hotels display Land & People magazine in every guest’s room and host TPL fundraising events around the country, from a “Party for Parks” in San Francisco to a “Bark and Bath” dog wash near Boston.

“Partnering with TPL brings us closer to communities,” Leondakis says. “It allows us to have a deeper impact than we could on our own.”
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