

*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



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THE TRUST *for* PUBLIC LAND

CONSERVING LAND FOR PEOPLE

PARK AND CONSERVATION ACCOMPLISHMENTS

Fiscal Year 2009–2010



J. AVERY WHAM PHOTOGRAPHY

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)



DARCY KIEFFEL

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(Not-for-Profit Corporation)

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

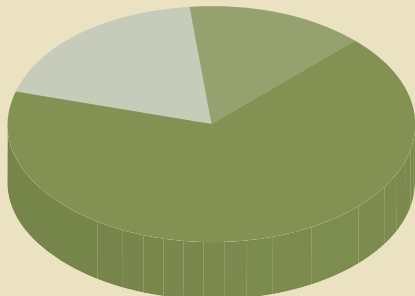
Year ended March 31, 2010, with comparative information as of March 31, 2009 (dollars in thousands)

	2010	2009
ASSETS		
Cash & Investments	\$ 90,593	\$ 84,816
Receivables & deposits	24,785	29,118
Land holdings	155,702	159,251
Charitable trust assets	59,829	45,943
Other assets	1,746	2,017
TOTAL ASSETS	\$332,655	\$321,145
LIABILITIES AND NET ASSETS		
Liabilities:		
Notes Payable*	\$ 66,170	\$ 77,543
Liabilities to beneficiaries of charitable trusts	44,558	34,711
Other liabilities	29,927	23,887
TOTAL LIABILITIES	\$140,655	\$136,141
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.

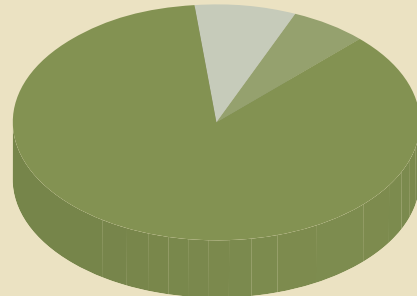
SOURCES OF FUNDS

19% Contributions of land value 14% Project fees and other income 67% Donations from individuals, foundations and corporations, and other gifts



USES OF FUNDS

86% Program Services 8% Management and support 6% Fundraising



The Trust for Public Land and Affiliates

(Not-for-Profit Corporation)

CONDENSED CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

<i>Year ended March 31, 2010, with comparative information as of March 31, 2009 (dollars in thousands)</i>	2010	2009
REVENUES AND ADDITIONS TO NET ASSETS		
Contributions of land and easements		
Fair market value acquired	\$ 213,094	\$ 364,494
Less consideration paid	(187,862)	(305,082)
CONTRIBUTIONS OF LAND AND EASEMENT VALUES RECEIVED	\$ 25,232	\$ 59,412
Contributions and grants—other		
Restricted	\$ 45,670	\$ 61,560
Unrestricted	39,175	31,906
Future interests in charitable trusts	10	257
Change in value of interests in charitable trusts	4,051	(6,912)
TOTAL CONTRIBUTIONS AND GRANTS—OTHER	\$88,906	\$86,811
Project fees, interest, and other income (losses)	18,635	28,455
TOTAL REVENUES AND ADDITIONS	\$132,773	\$174,678
EXPENSES AND REDUCTIONS TO NET ASSETS		
Program services		
Contributions of land and easements to public agencies and other nonprofit organizations:		
Fair market value conveyed	\$ 208,737	\$ 373,235
Less consideration received	(152,968)	(267,761)
Contributions of land and easement values made	55,769	105,474
Open space conservation programs	52,269	80,345
TOTAL PROGRAM SERVICES	\$ 108,038	\$185,819
Support services		
Fundraising	\$ 7,128	\$ 8,046
Management and support	10,611	16,675
TOTAL SUPPORT SERVICES	17,739	24,721
TOTAL EXPENSES AND REDUCTIONS	\$125,777	\$210,540
Net increase (Decrease) in net assets	\$ 6,996	(\$ 35,862)

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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MRS. T. E. WYCKOFF

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 Black-foot 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



CRYSTAL PHOTOGRAPHY

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.

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THE LYNDHURST FOUNDATION

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



DAVID LABELLE

Lyndhurst Foundation President Benic “Bruz” Clark III (left) and chairman Allen McCallie (right)

that they will be here 10 years from now to help us get things done.”

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

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HENRY LORD

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



HAROLD SHAPIRO

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.”

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THE TIFFANY & CO. FOUNDATION

Like many visitors, Tiffany & Co. Foundation President Anisa Kamadoli Costa formed a strong impression of Cahuenga Peak on her first visit to the site.

“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



COURTESY TIFFANY & CO. FOUNDATION

From left to right—TPL President Will Rogers, Tiffany and Co. Foundation President Anisa Kamadoli Costa, TPL California State Director Sam Hodder

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.”

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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



COURTESY KIMPTON HOTELS

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 *LandesPeople* 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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