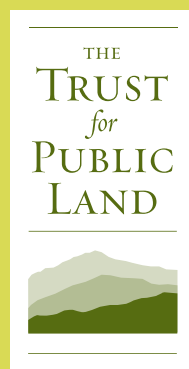


FY13  
ANNUAL  
REPORT

---



OUR MISSION:

---

The Trust for Public Land  
creates parks and protects  
land for people, ensuring  
healthy, livable communities  
for generations to come.



## OFFICERS

---

PRESIDENT AND CHIEF EXECUTIVE OFFICER

William B. Rogers

SENIOR VICE PRESIDENT AND DIRECTOR OF CITY PARK DEVELOPMENT

Adrian Benepe

SENIOR VICE PRESIDENT AND CHIEF PHILANTHROPY OFFICER

Margie Kim Bermeo

SENIOR VICE PRESIDENT AND DIVISION DIRECTOR

Raymond Christman

SENIOR VICE PRESIDENT AND CHIEF MARKETING OFFICER

Sean Connolly

SENIOR VICE PRESIDENT AND DIRECTOR OF CONSERVATION STRATEGIES

Ernest Cook

SENIOR VICE PRESIDENT AND DIVISION DIRECTOR

Jeff Danter

SENIOR VICE PRESIDENT, GENERAL COUNSEL, AND SECRETARY

M. Holly Haugh

SENIOR VICE PRESIDENT AND DIVISION DIRECTOR

Roger Hoesterey

SENIOR VICE PRESIDENT, CHIEF FINANCIAL OFFICER, AND TREASURER

Cynthia Scherer

VICE PRESIDENT AND DIRECTOR OF FEDERAL AFFAIRS

Kathy DeCoster

VICE PRESIDENT AND DIRECTOR OF CONSERVATION TRANSACTIONS

Brenda Schick

VICE PRESIDENT AND DIRECTOR OF HUMAN RESOURCES

Barbara Smith

---

## BOARD OF DIRECTORS

Page Knudsen Cowles (Chair), Stephen W. Baird, Brian M. Beitner, George Bell, William J. Cronon, Douglas Durst, Whitney Hatch, Caroline P. Niemczyk, Michael E. Patterson, Thomas S. Reeve, Roy Richards Jr., William B. Rogers, Lex Sant, Sheryl Tishman, F. Jerome Tone, Susan D. Whiting

This year, we protected

# 121,182

acres of land.

That's equivalent to more than



FOOTBALL FIELDS A DAY.

We completed

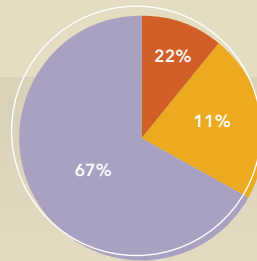
# 146

projects. (THAT'S ABOUT ONE EVERY THREE DAYS.)



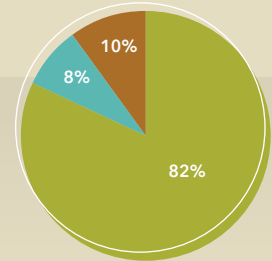
### SOURCES OF FUNDS

- Contributions of land value
- Project fees and other income
- Donations from individuals, foundations, and corporations and other gifts



### USES OF FUNDS

- Program services
- Management and support
- Fundraising



We completed

# 10

GREENPRINTS



and landscape analyses.

Nearly 10 million people now live within a



minute walk

of a park, garden, or natural area protected by The Trust for Public Land.

We helped pass

# 25

state and local conservation ballot measures across the country ...



... generating more than

# \$566

MILLION

in public funds for land protection.



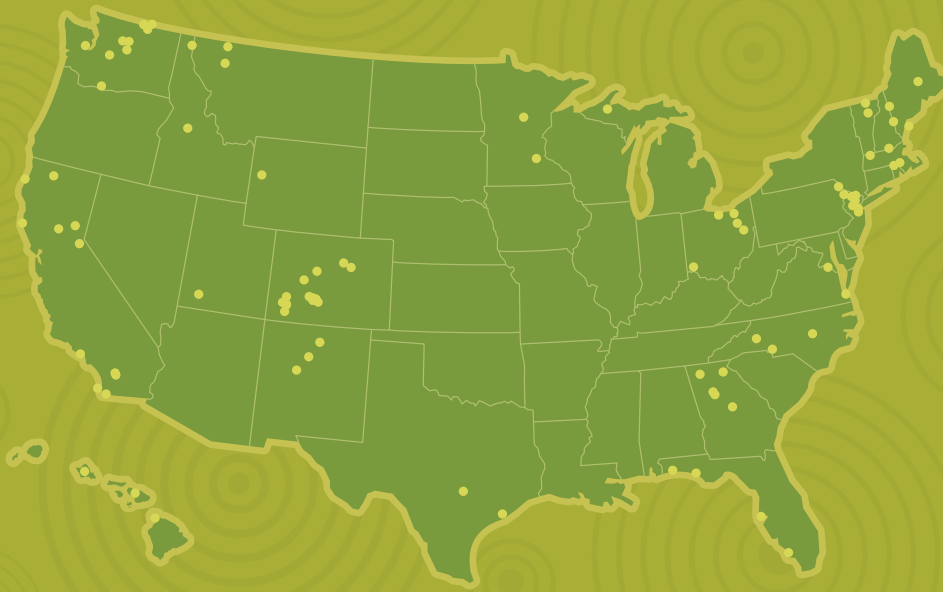
THANK YOU TO THE

# 107,000

members, friends, and volunteers who donated or took action to support The Trust for Public Land in 2013.

**We couldn't do this work without you.**

## Where we worked



This year's projects included:



**5** new playgrounds



**8** new gardens



**22** new Fitness Zone® exercise areas



**1** national monument



**1** world-famous cross-country ski resort



**58** thousand acres of retired oil and gas leases

## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Year ended March 31, 2013, with comparative information as of March 31, 2012 (dollars in thousands)

	<b>2013</b>	<b>2012</b>
<b>ASSETS</b>		
Cash and Investments	87,715	94,117
Receivables and deposits	35,339	24,132
Land holdings	120,322	107,542
Charitable trust assets	58,909	58,175
Other assets	1,507	1,636
<b>TOTAL ASSETS</b>	<b>303,792</b>	<b>285,602</b>
<b>LIABILITIES AND NET ASSETS</b>		
Liabilities:		
Notes payable*	40,130	37,859
Liabilities to beneficiaries of charitable trusts	41,693	41,925
Other liabilities	29,166	24,435
<b>TOTAL LIABILITIES</b>	<b>110,989</b>	<b>104,219</b>
Net assets:		
Unrestricted	38,854	44,268
Temporarily restricted	140,802	126,369
Permanently restricted	13,147	10,746
<b>TOTAL NET ASSETS</b>	<b>192,803</b>	<b>181,383</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>303,793</b>	<b>285,602</b>

\*INCLUDING \$30,675 (FY13) AND \$25,857 (FY12) DUE WITHIN ONE YEAR.

## CONDENSED CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSET

Year ended March 31, 2013, with comparative information as of March 31, 2012 (dollars in thousands)

	2013	2012
<b>REVENUES AND ADDITIONS TO NET ASSETS</b>		
Contributions of land and easements:		
Fair market value acquired	224,870	175,292
Less consideration paid	(210,297)	(160,642)
<b>Contributions of land and easement values received</b>	<b>14,573</b>	<b>14,650</b>
Contributions and grants—other:		
Restricted	53,912	28,483
Unrestricted	34,891	54,892
Future interests in charitable trusts	231	480
Change in value of interests in charitable trusts	807	(428)
<b>Total contributions and grants—other</b>	<b>89,841</b>	<b>83,427</b>
<b>Project fees, interest, and other income (losses)</b>	<b>28,825</b>	<b>13,750</b>
<b>TOTAL REVENUES AND ADDITIONS TO NET ASSETS</b>	<b>133,239</b>	<b>111,827</b>
<b>EXPENSES AND REDUCTIONS TO NET ASSETS</b>		
Program services:		
Contributions of land and easements to public agencies and nonprofits:		
Fair market value conveyed	213,330	200,776
Less consideration received	(161,678)	(141,158)
<b>Contributions of land and easement values made</b>	<b>51,652</b>	<b>59,618</b>
Open-space conservation programs	48,121	41,211
<b>TOTAL PROGRAM SERVICES</b>	<b>99,773</b>	<b>100,829</b>
Support services:		
Development	10,215	8,837
Management and support services	11,831	10,966
<b>TOTAL SUPPORT SERVICES</b>	<b>22,046</b>	<b>19,803</b>
<b>TOTAL EXPENSES AND REDUCTIONS TO NET ASSETS</b>	<b>121,819</b>	<b>120,632</b>
<b>NET INCREASE (DECREASE) IN NET ASSETS</b>	<b>11,420</b>	<b>(8,805)</b>

THE CONDENSED CONSOLIDATED FINANCIAL INFORMATION AS OF AND FOR THE YEARS ENDED MARCH 31, 2013 AND 2012 HAS BEEN DERIVED FROM THE TRUST FOR PUBLIC LAND'S 2013 CONSOLIDATED FINANCIAL STATEMENTS, AUDITED BY HOOD & STRONG, LLP. THE CONDENSED CONSOLIDATED FINANCIAL INFORMATION SHOULD BE READ IN CONJUNCTION WITH THE 2013 AUDITED CONSOLIDATED FINANCIAL STATEMENTS AND RELATED NOTES. TO OBTAIN COPIES OF THE TRUST FOR PUBLIC LAND'S COMPLETE 2013 AUDITED CONSOLIDATED FINANCIAL STATEMENTS, PLEASE CONTACT OUR NATIONAL OFFICE IN SAN FRANCISCO.