



FOR LANDS' SAKE

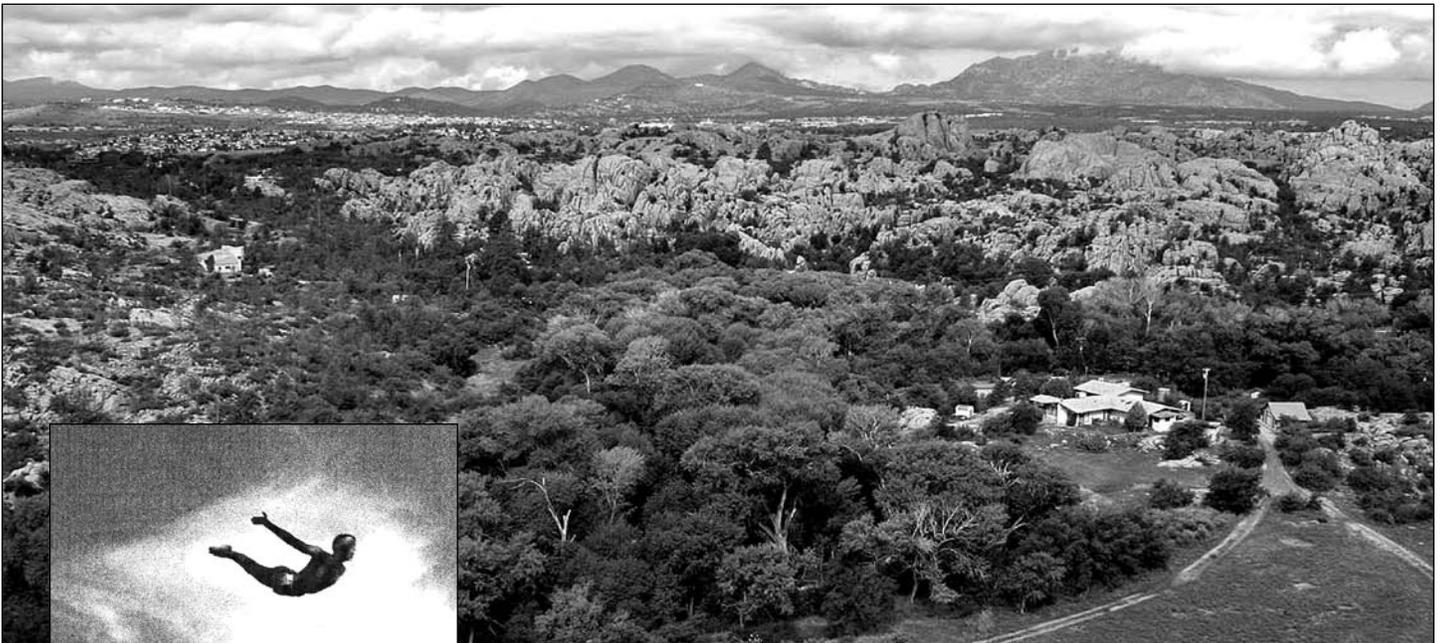
FALL 2011

NEWS & VIEWS FROM THE CENTRAL ARIZONA LAND TRUST

VOL11/NO.3

Sherman Rodgers Payne

In Memoriam



Conservation Easement donated by The Payne Family

Sherman Rodgers Payne, 86, died in Prescott, Ariz., on June 3, 2011. He was born in Prescott on Sept. 11, 1924. Sherman grew up on the original Granite Dells homestead, the son, grandson and great-grandson of Prescott and Camp Verde pioneers.

Sherman graduated from Prescott High School, class of 1943. He then joined the Navy during World War II and later completed college at Arizona State Teachers College (now ASA) in 1948. Sherman worked for Arizona Public Service for 39 years, primarily as advertising manager in Phoenix, where his children were raised. He and his wife moved back to Granite Dells in 1980, where they built a home. He retired in 1986.

Sherman was loved by many for his integrity, humility, honesty, and his dry and sometimes silly sense of humor. Sherman's fondest memories were of the Granite Dells swimming lake and dance hall as a boy and young man. In its heyday, it was a popular destination in the area. Sherman helped his parents run "The Dells." In

A 16-year-old Sherman Payne dives from the platform that was a prominent feature of the Granite Dells Resort. The photo, a part of the Payne family collection – dates back to 1940. Payne, whose family ran the resort for decades throughout the 20th century, died earlier this year at age 86.

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LAND TRUST

Preserving Open Space in the Heart of Arizona

Mission

The mission of the Central Arizona Land Trust is to preserve and protect open space, wildlife habitat and the scenic and cultural values of Central Arizona for future generations.

The Central Arizona Land Trust was founded in 1989 as a local private, non-profit 501(c)(3) organization. Donations are tax deductible as allowable by law.

For Lands' Sake is a regular publication to inform and educate its supporters and the community.

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President's Message



Dear Friends in Conservation,

Central Arizona Land Trust (CALT) is proud to be one of roughly 1,700 land trusts in the United States. The national umbrella organization is the Land Trust Alliance. Every year they sponsor a Rally where members and volunteers of land trusts from all over the country gather to participate in seminars, field trips and the chance to learn from the best presenters available to the land trust community. The knowledge and connections gained are invaluable.

This year's Rally was held in Milwaukee on October 13-16. All of the speakers at Rally touched on the "connecting communities" point, and its importance to the future of land conservation. Land Trust Alliance President Rand Wentworth said, "We speak in terms of what people most care about: the economy, clean water, food and health. We are making the case in Congress that conservation is a smart-money investment that creates jobs and grows the economy."

One speaker promoted the belief that all people, regardless of their economic circumstances, should have access to fresh, safe, affordable and nutritious food at all times. Another expanded the message of outreach to include a system that not only protects wild, remote and inspirational nature, preserves our forests, farms, and ranches—and the special places we have come to know and love—but that also reaches into the hearts of our communities.

CALT provides all of the above with the conservation easements it currently holds, from the beauty of the Dells to the agricultural lands of the W Diamond Ranch in Skull Valley. With community based support, we intend to continue in our mission to work with landowners and local government to conserve land by accepting donations of land, negotiating private, voluntary conservation agreements on land, and stewarding conserved land through the generations to come

Rand Wentworth applauded the many accomplishments of the land trust community, saying, "The places that we conserve draw out the best in Americans—they teach generosity, endurance, patience and gratitude.

Next year's Rally will be held in Salt Lake City. With your generous support we hope to have several representatives of CALT in attendance for this worthwhile and educational experience, one that connects all Land Trust communities.

Judy Clapp
President



2011 Beer & Wine Fest

by Colleen Sorensen and Gil Shaw

The third biennial Central Arizona Land Trust Beer & Wine Tasting fundraiser extravaganza took place Saturday October 22nd at Prescott College Crossroads Center. Over 100 people turned out to sample wines and beers donated by local purveyors of spirits such as Prescott Brewery, Alcantara Vineyards, Kind Vines and Fred Nackard Wholesale Beverage Company. Olive U Naturally donated delicious samples of flavored olive oil and balsamic vinegar for tasting. The exquisite repast was prepared by Molly Beverly of Prescott College Crossroads Café and included heavy hors d'oeuvres created from locally grown and donated produce from Chino Valley Farms and Whipstone Farms. Natural beef from Orme Ranch was the mainstay of the meal. Tasty edibles included homemade Lebanese and Greek Orange sausages, cheese spreads, tomato pesto, red pepper spread, herb roasted potatoes, and chili & cumin baked sweet potatoes, served with freshly baked focaccia and followed up with coffee and stout beer brownies. Olive U's black cherry balsamic vinegar became very popular when attendees discovered that when a stout brownie was dipped in it – chocolate cherry heaven!

Guests viewed and bid on silent auction items as they strolled around the bidding tables to the music of "Doc Garvey's Remedy". Halfway through the evening a live auction began with local raconteur Brad Newman as auctioneer. Brad amused the audience with educational and entertaining banter regarding three large donated items which included a kayak from Manzanita Outdoor, a cedar Duet outdoor bench from

Yavapai Exceptional Industries, and a weekend overnight getaway including a hike to the Verde River headwaters led by Dan Campbell of the Nature Conservancy. The overnight stay was donated by Little Thumb Butte Bed & Breakfast. Energy was high as the bidding competition grew fierce with each item offered up by Brad. As the winning bidders collected their items the band played a final set of classic rock & roll and the evening's festivities concluded. By all accounts people had fun, food and grog were delicious, and the total funds raised made this the most successful CALT fundraiser to date.

CALT's Board of Directors wishes to thank our many donors and supporters. Silent auction donors included: Mile Hi Brewing Supplies, Jim Hills, Granite Creek Vineyard, Cate Shugrue-Schaffner, Eagle Eye Honey, Sue Lewis Beads for Babes, Lin Mullins, Arcosanti, Jim Humphrey, Abbie Roses-Realtor, Slade Graves-Artist, The Artful Eye Jewelers, Talking Rock Golf Course, Olsen's Grain, Hot Yoga, Jody Skjei of Skjei Design, Mortimer's Nursery, Harmony Veterinary Care, Starbucks, Linda & Buck Buchanan, Jay's Bird Barn, Mary Kaye O'Neil, Prescott Farmers Market, Mountain Paradise Massage, DeLovely, The Frame & I, and Ogg's Hogan. Thanks to all the sponsors, donors, members, and attendees of the event for helping CALT to attain such a rousing success! Every member and supporter of CALT is invaluable to our work for land protection in Central Arizona. Thank you all so very much for your support!

Landowner Protection Workshops

Staying Informed

by Matt Turner and Becky Ruffner



View of Kirkland Peak from W Diamond Ranch, CALT Conservation Easement

With the tremendous success of Ranching in the Future workshops throughout Yavapai County in 2009 and 2010, the Central Arizona Land Trust (CALT) plans to build on that success with a series of new landowner protection workshops in late winter 2011 and summer of 2012 geared toward private agricultural landowners, municipalities, and county governments located within Yavapai County.

CALT will present Yavapai Agricultural Lands Preservation – Phase III Educational Workshops. Phase III has a three-fold objective:

- 1) to continue outreach to individual agricultural landowners in Yavapai County regarding the multiple benefits of conservation easements to preserve and protect family lands.
- 2) to inform agricultural landowners of new conservation tools and benefits such as changes in county zoning and water policy, as well as strategies for greater efficiency in their agricultural operations.
- 3) to provide education for elected officials and government personnel in municipalities on the benefits of open space protection through the use of conservation easements and other land protection tools.

CALT enjoys a strong collaborative relationship with the University of Arizona Cooperative Extension, Yavapai

County. This partnership provides CALT with enhanced connection to the agricultural community, and has greatly facilitated marketing of Ranching in the Future workshops and outreach to land owners. The Cooperative Extension will be a co-sponsor of the Phase III Agricultural Land Preservation workshops. Please join us. We hope to see you there!

For more information on these upcoming workshops please see our website at www.centralazlandtrust.org.

Sherman Payne

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his youth, he was a diving champ and a lifeguard. He also enjoyed playing pranks and teasing the girls who came out to The Dells.

In 2007 the Payne family donated a conservation easement on 32 acres in the Granite Dells. CALT in partnership with Trust of Public Land worked with the Payne Family to fulfill their desire to preserve a part of their family homestead for future generations of residents and visitors alike. This donation provides for long-term protection of the natural and cultural values embedded in the Granite Dells. The conservation easement applied to the land ensures that it will never be developed and will be maintained as part of Prescott's Open Space Program. The Central Arizona Land Trust would like to acknowledge and thank the Payne family for this generous donation.

Appraising Conservation Easements

Part One

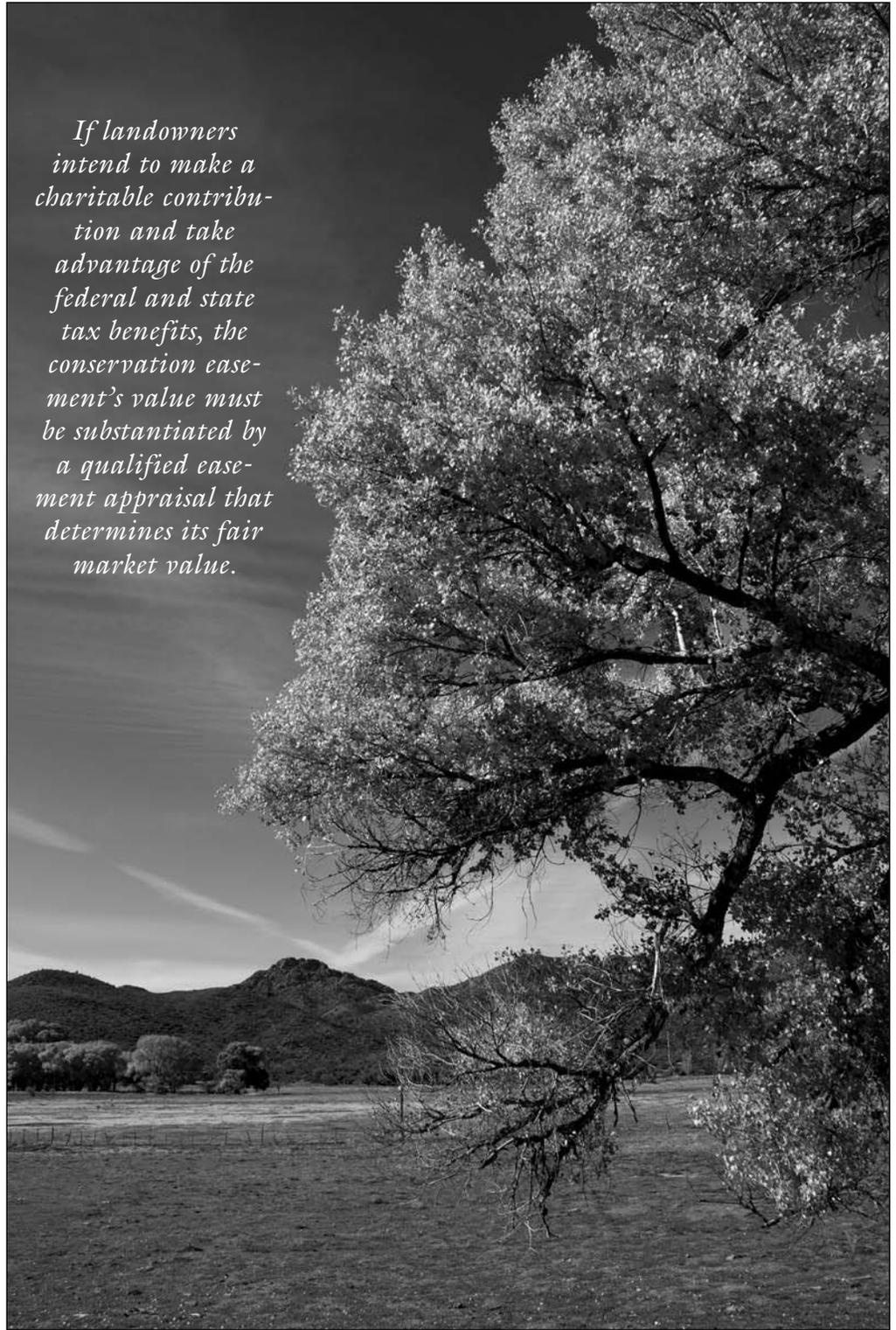
by Gordon Bergthold

Many have asked about the process of appraisals for conservation easements purposes. This is the first in a series of informative articles concerning the necessity of hiring a qualified appraiser for conservation easement appraisals. Much of the information presented is outlined in the Internal Revenue Service website guidelines for appraising conservation easements.

According to the IRS Publication 561, a “qualified appraiser” is an individual that 1) performs appraisals on a regular basis for which he or she is paid; 2) is qualified to make appraisals of the type of property being valued and demonstrates verifiable education and experience in valuing the type of property being appraised. Qualification will be described in the appraisal; 3) is not an excluded individual (such as the donor or the donor’s relative); and 4) understands that an intentionally false overstatement of value of property may subject him or her to the penalty for aiding and abetting an understatement of tax liability.

Some states require that appraisers of conservation easements be a member of one of the five major private appraisal associations. These associations include the American Society of Farm Managers and Rural Appraisers, the American Society of Appraisers, the Appraisal Institute, the National

If landowners intend to make a charitable contribution and take advantage of the federal and state tax benefits, the conservation easement’s value must be substantiated by a qualified easement appraisal that determines its fair market value.



W Diamond Ranch, CALT Conservation Easement

Association of Independent Fee Appraisers, and the National Association of Master Appraisers. Because the requirements to be a “qualified appraiser” are relatively loose, being certified by the state (or holding membership in a professional organization) is an indication that an appraiser has taken important steps to become more knowledgeable and professional.

However, because there is no licensure or certification based solely on an appraiser’s knowledge of easement valuation,

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Appraising Conservation Easements

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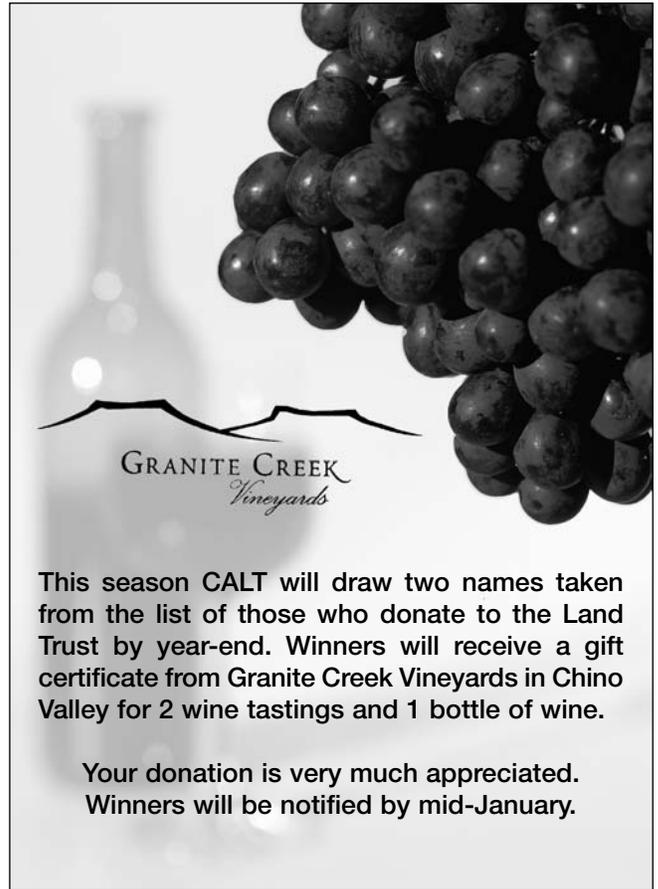
neither state certification nor private designation verifies that a particular appraiser is competent in conservation easement valuation or any of the other specialized valuations. A competent appraiser will have completed the "Appraising Conservation Easements" class offered by the Appraisal Institute and the American Society of Farm Managers and Rural Appraisers organizations. This class certifies that the appraiser has a working knowledge of the requirements necessary to becoming a "Qualified Appraiser" as required by the IRS regulations.

With the increase in easement activity has come an increased scrutiny of conservation easement valuations. Easement deals and easement donors vary dramatically. The appraisal is the single item that can come under the closest scrutiny from the IRS, the Arizona Department of Revenue, conservation funders or potential brokers and buyers of tax credits. If landowners intend to make a charitable contribution and take advantage of the federal and state tax benefits, the conservation easement's value must be substantiated by a qualified easement appraisal that determines its fair market value. Therefore, it is absolutely critical that easement appraisals be done by qualified appraisers who thoroughly understand the very complicated process of valuing a conservation easement.

For more information regarding land trusts, conservation easements and other conservation activity, visit www.lta.org

Gordon Bergthold is a Certified General Real Estate Appraiser licensed in Arizona and California. He resides in Prescott, AZ and is an active member of the CALT Board of Directors.

Donate by Year's-End and Win!



This season CALT will draw two names taken from the list of those who donate to the Land Trust by year-end. Winners will receive a gift certificate from Granite Creek Vineyards in Chino Valley for 2 wine tastings and 1 bottle of wine.

Your donation is very much appreciated.
Winners will be notified by mid-January.



Photo by Phillip Schwartz

A CALT Welcome

Mary Hoadley Joins CALT Board of Directors

Mary Hoadley joined the CALT board in the Spring of 2011. She is a 1967 graduate of Stanford University as a Phi Beta Kappa, with a B.A. in History and Anthropology.

She has been associated with the Arcosanti Project in Cordes Junction, AZ beginning in 1970 at its groundbreaking. A part of the management staff since 1971 and a member of the Board of Trustees since 1977, she is currently Arcosanti Site Coordinator and Cosanti Foundation treasurer. She is an active representative of the foundation in many civic organizations in central Arizona as well as Chair of the Upper Agua Fria Watershed Partnership.

Mary has represented the Cosanti Foundation internationally in the communities exchange program to Findhorn in Scotland and Auroville in India and has traveled to China, Tibet, Italy, and Brazil on behalf of the

foundation. Hoadley is married to Roger Tomalty, also associated with the foundation since 1970. They have a twenty-seven year old daughter, Katharine, a Veterinary/PhD Student at UC Davis.

Donors Make It Happen

Donor Acknowledgements

TOP HANDS

Gordon Bergthold
Judy Clapp
Jane Cook
Wesley Debusk
Joan Dukes
Steven Gaber & Patricia Bruneau-Gaber
Paul Orme
Richard & Carol Yetman

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Jean Phillips
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Bonnie & Robert Pranter
Frederick Ruskin
Ronald Smith
Bert Teskey

*** Top Hands \$250 and above

** Partners and Protection \$100-\$250

* Land Lovers \$10-\$99

Please remember that CALT, as a 501 (c) (3) charitable organization can accept donations of all types of assets. See the CALT website for more information on gifts and planned giving options on the comparison chart. Additionally, CALT can accept donations of land that may not be appropriate for a conservation easement, but can be re-sold to benefit our general expenses, programs, and land preservation efforts. Please call our office for more information at (928) 445-7790.



Office Supplies and Equipment

Digital Camera – 6 mega pixel or higher
Full sized Rolodex with 26 alpha divisions
Tall narrow bookshelf
Paper, pens and printer ink are always welcome.

Books for Central Arizona Land Trust Lending Library

\$25 will buy 5 copies of *Conservation Options: A Landowner's Guide*

\$50 will buy 1 set of

Preserving Family Lands: Book I –

Essential Tax Strategies for the Landowner

Preserving Family Lands: Book II –

More Strategies for the Future

Preserving Family Lands: Book III –

New Tax Rules and Strategies and a Checklist

\$100 will buy 3 copies of *Saving the Ranch:*

Conservation Easement Design in the West

Volunteers

Do you have a few hours a month to help with light clerical work, grantwriting, event planning, and public relations? Call (928) 445-7790.

Bridget Reynolds and Constance Pinney

They will be greatly missed.

In September, CALT lost a good friend and supporter when Bridget Reynolds passed away. She donated her services and brought her vast creative abilities in graphic design to many of our newsletters, brochures and other publications.

As we go to press, we have just learned of the death of Constance Pinney, a member of our Advisory Board. Her accounting skills were invaluable to CALT and she gave generously of her time and support.