



Annual Report
Fiscal Year
2011

Board & Staff

As of November 1, 2011

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The Virginia Outdoors Foundation is governed by a board of seven trustees appointed by the Governor for staggered four-year terms.

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On the cover: 83-acre conservation easement on a working farm in Augusta County, recorded in November 2010.



City of Radford easement

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Bill Wasserman, *Stewardship Assistant*

** Includes both full-time and part-time positions.*

Dear Friends of VOF,

The period between 2000 and 2010 was a golden decade of conservation in the Commonwealth of Virginia. Driven by the most generous tax incentives in the nation—the Land Preservation Tax Credits—Virginians preserved nearly 900,000 acres of open space. More than half of those acres were the result of landowners granting conservation easements to the Virginia Outdoors Foundation. During this time, VOF preserved open space at a rate of about 5 acres every hour. Today, we protect more acres of land in Virginia than any other state, local, or private entity, and we hold more easements than any land trust in the nation.

It was not by sheer chance that Virginia adopted the best land conservation legislation in the nation in 1966. George Clemon Freeman, Jr., serving as Special Counsel to the Virginia Outdoor Recreation Study Commission (1964–65), worked with Senator Fitzgerald (Gerry) Bemiss and other enlightened legislators and conservationists to craft the Virginia Open-Space Land Act. This landmark legislation was bolstered in 1970 when George Freeman convinced Lewis Powell, his senior law partner who served on the Virginia Commission on Constitutional Revision, to craft complementary conservation language for the 1970 Virginia Constitution in Article XI, Sections 1 & 2. These provisions of the Virginia Constitution affirm and prescribe that “... it shall be the Commonwealth’s policy to protect its atmosphere, lands, and waters from pollution, impairment, or destruction, for the benefit, enjoyment, and general welfare of the people of the Commonwealth.”

Some of the farsighted public officials and concerned citizen conservationists who set this course for Virginia are no longer here to continue to guide us. Thankfully, we have pertinent documents and organizational structures in place to help us continue to chart a responsible land-use course for Virginia.

The challenge now is two-fold: To maintain the momentum we achieved during the first decade of the new century, and to live up to the responsibility we have accepted as the steward of so much open space. While our portfolio has quadrupled in the last decade, our revenue in recent years has declined. It is clear that state funding for land conservation is likely to be extremely limited for the foreseeable future. Therefore, it seems appropriate for VOF to reenergize its efforts to collaborate with the private sector to fulfill our mission.

One way we are engaging the private sector is by reaching out to philanthropists who are interested in protecting land. VOF has a rich history with private philanthropy, such as our work to protect the Bull Run Mountains in Northern Virginia. We hope to rekindle relationships with past donors, as well as establish relations with new donors, and prove to them that VOF is the most efficient, most effective vehicle for achieving their dreams.

We are also engaging the private sector through a new volunteer stewardship program. With more than 3,000 easements to monitor and limited staff resources, we believe that volunteers can help us meet our stewardship obligations in the future. Volunteerism also promotes positive public relations by engaging the public more directly in our work.

As you read this Annual Report, we hope you will be inspired by the many farms and forests we protected in FY 2011 and will join us as we embark upon another decade of conservation. The challenges are great, but the opportunities are greater. No organization in Virginia is better poised to seize those opportunities than the Virginia Outdoors Foundation.



G. Robert Lee
Executive Director

Frank M. Hartz, III,
Chair, Board of Trustees



Franklin County easement

About the Virginia Outdoors Foundation

The Virginia Outdoors Foundation was created by the General Assembly in 1966 to promote the preservation of open-space lands in the Commonwealth. VOF currently holds more than 620,000 acres of donated conservation easements in 105 counties and cities. It also manages about 3,000 acres of public land in four counties.

A POWERFUL, COST-EFFECTIVE TOOL FOR LAND CONSERVATION

Conservation easements—their negotiation, acquisition, recordation, and stewardship—are the heart and soul of VOF. An easement is a voluntary legal agreement between a landowner and a qualified holder that permanently limits the uses of the land to protect its natural, scenic, historic, open-space, or recreational values, while allowing the landowners to continue to own and use the land and sell it or pass it on to heirs. Because these values yield substantial public benefits, landowners receive both state and federal tax incentives for donating easements.

PARTNERSHIPS

Partnerships with government agencies, nonprofits, and the private sector are critical to VOF's success. Among state agencies, a particularly close working relationship is maintained with the departments of Conservation and Recreation, Forestry, Game and Inland Fisheries, Historic Resources, and Agriculture and Consumer Services.

FY 2011 Highlights

- From July 2010 through June 2011, VOF recorded 132 easements, protecting more than 23,000 acres of open space in 51 localities. That's 2.6 acres preserved every hour.
- The top three counties in terms of acreage protected by VOF during FY 2011 were Albemarle, Smyth, and Montgomery.
- VOF surpassed 600,000 total protected acres (*read about the easement that marked the milestone on the next page*).
- VOF protected its 500,000th acre in the Chesapeake Bay watershed.

Pittsylvania Easement Puts VOF Over 600,000 Acres Protected

In the 1800s, a Scottish silk manufacturer named Morris Pollok inherited land in Pittsylvania County from his brothers who lived in Virginia. He decided to establish a silk plantation there, with his young nephew—also named Morris Pollok—in charge. He arranged for silkworm eggs and mulberry trees to be sent to his nephew from Europe.

According to *The History of Pittsylvania County*:

The venture was working out successfully, the silkworms thriving and feeding on the vigorous young mulberry trees, when Morris Pollok the elder crossed the seas to visit his Virginia silk plantation. He criticized the method of cultivation used by his nephew in the mulberry orchard, and ordered that the young trees be ploughed and cultivated closer to their roots. These instructions were followed with the dire result that all the young trees died, and with them perished the infant silk industry in Pittsylvania.

After the silk business unraveled, the nephew switched to more conventional farming—cattle, wheat, and tobacco. Today, his great-great-grandson, Bob Pollok, Jr., carries on the family business at Hill View Farm with his wife, Billie.

The farm has come a long way since its failed silk venture. Today it is one of about two dozen certified seed conditioners in Virginia. The Polloks grow certified wheat, barley, oat, and soybean seeds and sell them to other farmers throughout the region. The certification process happens through the Virginia Crop Improvement Association (virginiacrop.org), a nonprofit organization that works with Virginia Tech and the Virginia Department of Agriculture and Consumer Services.

To be certified, the seeds must meet high genetic standards and be grown under carefully managed conditions. Growers adhere to best management practices, and their fields are subject to physical inspections to make sure there are no noxious weeds, contamination, or diseases that could affect the purity of the crop.

The practices find a welcome home at Hill View Farm, where approximately 85 percent of the land is considered Soils of Statewide Importance by the U.S. Department of Agriculture.

“We consider ourselves to be stewards of our land,” Bob says.



Hill View Farm in southern Pittsylvania County is one of about two dozen certified seed conditioners in the state. The owners, Bob and Billie Pollok, grow and sell certified wheat, barley, oat, and soybean seeds to other farmers throughout the region.

“We participate in the Conservation Reserve Program, fence livestock out of ponds and streams, leave habitat for wildlife, and practice no-till farming.” Their efforts have earned them Clean Water Farm and Cooperative of the Year awards from their local soil and water conservation district.

The Polloks demonstrated their conservation ethic again in 2010, when they donated a 252-acre conservation easement to the Virginia Outdoors Foundation. The easement marked VOF’s 600,000th protected acre in Virginia.

“We saw housing developments going up all around us and seed farms being cut up completely, and we just didn’t want that to happen to our farm that has been in operation for generations,” Bob explains.

He notes that the easement also protects the farm from mining, which has become a growing interest in uranium-rich Pittsylvania County.

“We have uranium deposits under the farm, and for a short period of time my daddy leased it out,” he says. “When we had the opportunity to continue the lease for a dollar an acre or drop out, we got out as quick as we could. When we did the easement, we put in a provision against mining. I’m against tearing up the land for short-term gain.”

“We saw housing developments going up all around us and seed farms being cut up completely, and we just didn’t want that to happen to our farm that has been in operation for generations.”

Appalachian Highlands Region • 2,708 new acres protected



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2



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4

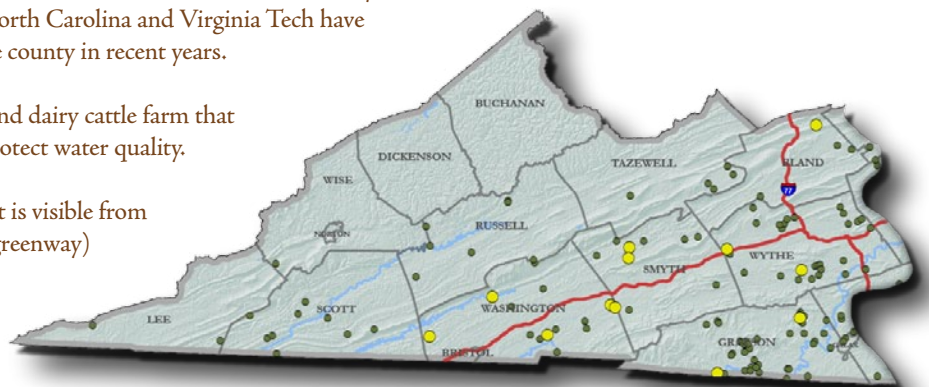
1. Smyth County: 726-acre easement on a farm that borders part of the North Fork Holston River, which is designated by the Virginia Department of Game and Inland Fisheries as a “threatened and endangered species waters.” The easement contains livestock-exclusion buffers on both the Holston and four tributaries located on the property.

2. Wythe County: 274-acre easement on a dairy farm that has been in the same family for eight generations. Development pressure from North Carolina and Virginia Tech have accelerated the loss of farmland in this part of the county in recent years.

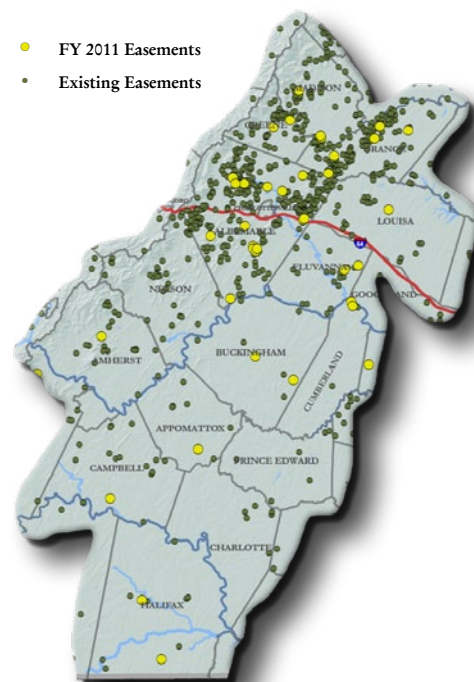
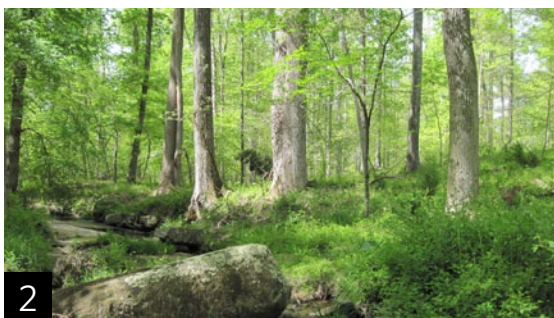
3. Wythe County: 84-acre easement on a beef and dairy cattle farm that is enrolled in federal conservation programs to protect water quality.

4. Washington County: 200-acre easement that is visible from the Virginia Creeper Trail (a scenic recreational greenway) and fronts on more than 6,500 linear feet of the Middle Fork Holston River about one mile upstream of South Holston Lake, a popular recreational lake and drinking water source for the City of Bristol, Va.

- FY 2011 Easements
- Existing Easements



Central Region ▪ 8,458 new acres protected



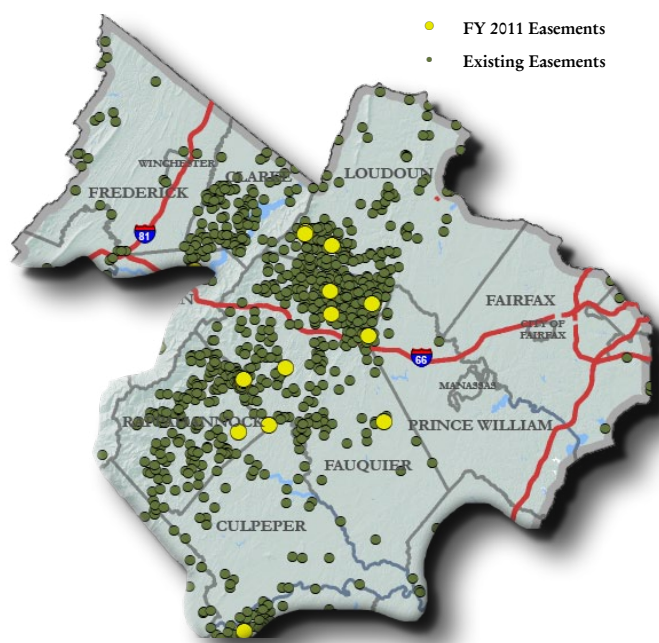
1. Buckingham County: 426-acre easement on a family farm that fronts the Slate River, which is protected with a 100-foot livestock exclusion buffer.

2. Louisa County: 158-acre easement on working farmland that contains 92% soils classified as Soils of Statewide Importance and/or Prime Agricultural Soils by the U.S. Department of Agriculture.

3. Campbell County: 541-acre easement on one of the county's last five working dairy farms. Fronts Seneca Creek, a tributary to the Staunton River, for approximately 4 miles.

4. Cumberland County: 592-acre easement that lies across the James River from State Route 6, a designated Scenic Byway. The property fronts the James for more than 1.5 miles and is visible from the mouth of the Rivanna River, a State Scenic River.

Northern Region • 1,359 new acres protected



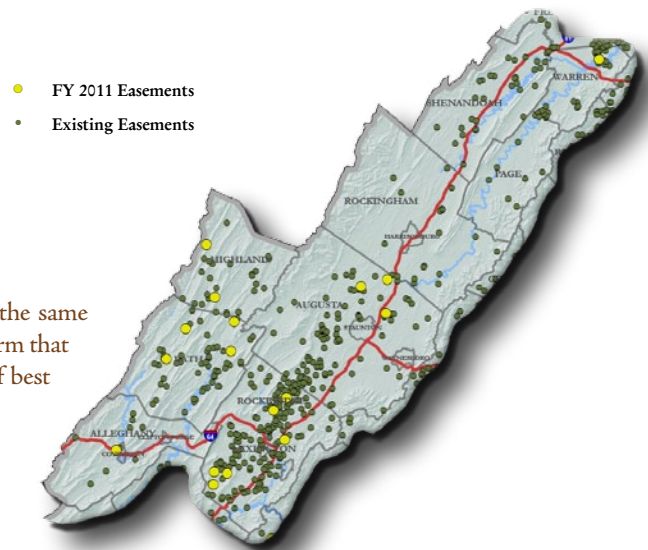
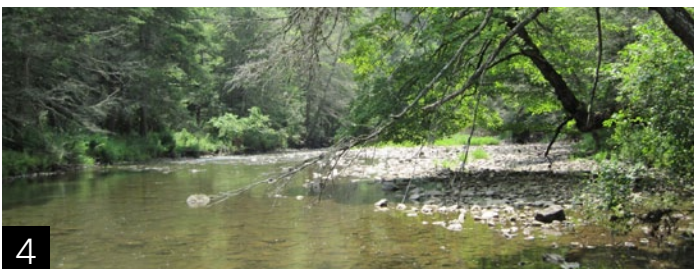
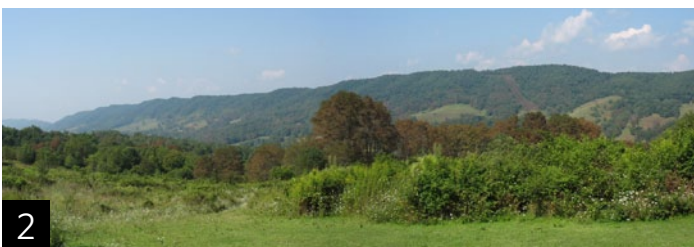
1. Rappahannock County: 236-acre easement on a cattle farm that contains a tributary to the Thornton River and is visible from Skyline Drive, a National Scenic Byway.

2. Fauquier County: 196-acre easement that lies within the Audubon-designated Culpeper Basin Important Bird Area, as well as within the study area for Auburn Battlefield, a Civil War historic site that is proposed for inclusion on the Virginia Landmarks Register and the National Register for Historic Places.

3. Fauquier County: 53-acre easement that lies within the Mosby Heritage Area—an area dense with VOF-conserved land—and contains tributaries to Goose Creek, a public drinking water supply and State Scenic River.

4. Loudoun County: 90-acre easement on a property with nearly half a mile of frontage on Beaverdam Creek, and which lies in the proposed Unison Battlefield Historic District.

Shenandoah Valley Region ▪ 2,803 new acres protected



1. Augusta County: 83-acre easement on a dairy farm that has been in the same family for more than 100 years and is adjacent to another VOF-protected farm that is a designated Virginia Historic Landmark. The farm employs a number of best management practices to control erosion and polluted runoff.

2. Highland County: 327-acre easement that lies within the Audubon-designated Alleghany Highlands Important Bird Area. The upper slopes are habitat for the golden warbler, a species at risk. The easement also protects about a half mile of Bolar Run and its tributaries.

3. Augusta County: 112-acre easement acquired through the USDA-NRCS Farm and Ranch Lands Protection Program. This working livestock farm contains nearly three-quarters of a mile of frontage on Naked Creek. The landowner received the 2009 Conservation Farmer of the Year award from the Headwaters Soil & Water Conservation District for his stewardship of the farm.

4. Bath County: 247-acre farm with more than 2,700 feet of frontage on the Jackson River where the river is designated as habitat for native trout and for the endangered roughhead shiner. The property is within 100 yards of the George Washington National Forest boundary.

Southeastern Region • 1,052 new acres protected



1



2



3

1. Suffolk County: 35-acre easement that consists primarily of tidal and non-tidal wetlands along Chuckatuck Creek and is surrounded by a city-owned wilderness park on three sides. Shortly after recording the easement, the landowner gifted the property to the Nansemond Indian Tribal Association.

2. Lunenburg County: 125-acre easement acquired through the Fort Pickett Army Compatible-Use Buffer (ACUB) program, a partnership between VOF, the U.S. Army, and the Ward Burton Wildlife Foundation that aims to protect the military installation from encroachment by development. The same landowner also granted a 313-acre easement in Brunswick County through ACUB.

3. Goochland County: 104-acre easement on county-owned land just north of the James River that is slated to become a county park with hiking, equestrian activities, environmental education, and occasional forestry-related and agricultural-related education.

- FY 2011 Easements
- Existing Easements



Southwestern Region ▪ 5,754 new acres protected

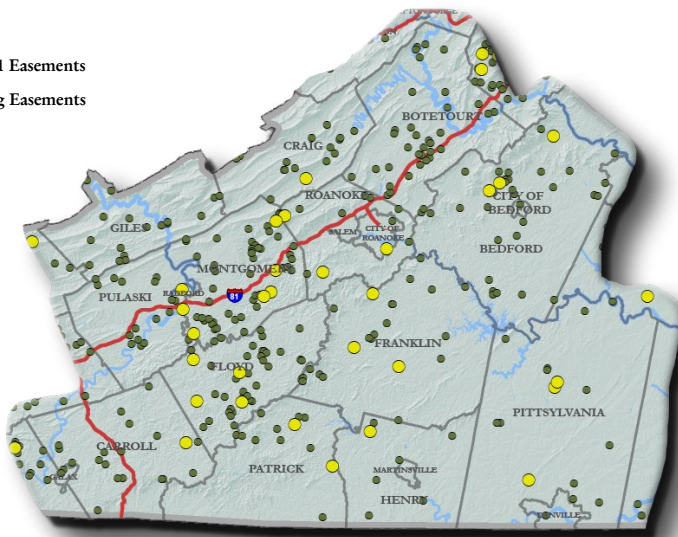


1. Montgomery County: 376-acre easement on a property that is the site of the Selu Conservancy, an “outdoor classroom” owned by the Radford University Foundation that is open to the public and utilized by students and community groups with an emphasis on preserving and researching plant and animal species. The property contains two natural heritage plant species and lies on the banks of the Little River for more than one mile.

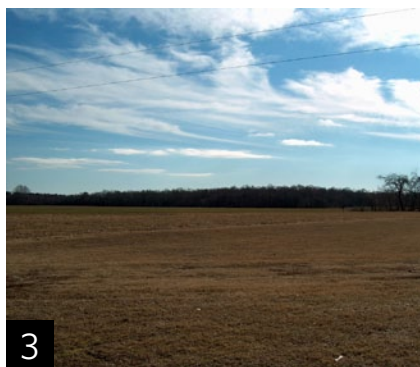
2. City of Radford: 54-acre easement on Wildwood Park, a city-owned wooded oasis in the center of Radford that is used by the public for recreation and contains several natural heritage resources including two rare plants, a rare butterfly, and a state-designated significant cave. The park is a component of the Virginia Birding and Wildlife Trail and is often used by both the city and Radford University students for outdoor nature studies.

3. Roanoke County: 50-acre easement on a livestock farm that is visible from State Route 785, which is a Scenic Byway and part of Trans-America Bike Trail. The farm contains a stretch of the North Fork Roanoke River and lies within the VOF-designated Catawba Valley Special Project Area.

- FY 2011 Easements
- Existing Easements



Tidewater Region • 1,157 new acres protected

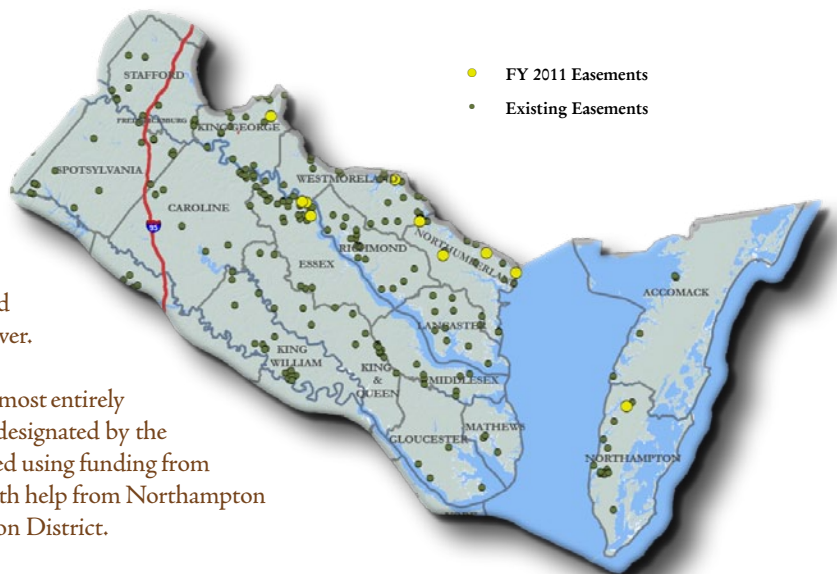


1. Northumberland County: 67-acre easement on farmland and forestland that contains significant shoreline and wetlands along Hack Creek, a tributary of the Potomac River.

2. Essex County: 100-acre easement on farmland that contains shoreline and wetlands on Brick Hill Creek and Farmers Hall Creek—tributaries of the Rappahannock River.

3. Northampton County: 172-acre easement consisting almost entirely of Soils of Statewide Importance and Prime Farmland as designated by the U.S. Department of Agriculture. The easement was acquired using funding from the USDA Farm and Ranch Lands Protection Program with help from Northampton County and the Eastern Shore Soil and Water Conservation District.

4. Northumberland County: 438-acre easement on a farm that has been in the same family for more than 150 years, and which contains shoreline and wetlands on Coan Mill Stream, a tributary of the Potomac River and the Chesapeake Bay.



Friends of VOF

The Virginia Outdoors Foundation relies on financial contributions to help advance its mission of land conservation. We would like to thank the following individuals, families, and organizations who donated valuable resources to VOF between July 1, 2010 and June 30, 2011. Every gift was critical to our land protection work. We appreciate your generous support.

\$10,000+

Chichester duPont Foundation

\$9,999 - \$5,000

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 Ms. Nan Mahone
 Dr. and The Honorable Leo Mallek
 Mr. and Mrs. Helen Marr
 Mr. and Mrs. Jeff Matthews
 Ms. Judy McKinney
 Mr. Glen E. Michael
 Mr. Robert Mitchell Jr.
 Ms. Beverly Monroe
 Mr. Andrew Montemarano
 Mr. and Mrs. John Moody
 Ms. Nancy Lobimiller Moore
 Ms. Bridget Murphy
 Ms. Eleanor Sue B. Murphy
 Ms. Kimbrough Nash
 Mr. and Mrs. Timothy C. Neale
 Mr. and Mrs. Michael O'Connor
 Mr. and Mrs. George E. Paine
 Ms. Bonnie J. Painter
 Mr. and Mrs. Isaac Christopher Parrish
 Mr. Allen Phillips
 Mr. Jayson Poland
 Mr. and Mrs. John R. Pratt
 Miss Jane D. Preston
 Ms. Mary T. Pryor
 Mrs. Mary R. Quinn
 Mrs. Anne L. Reynolds
 Mr. John B. Rice Jr.
 Mr. Peter Rice
 Mr. and Mrs. Rodney Ricketts
 Mrs. Renee Russell
 Mr. Richard Santen
 Ms. Suzanne Scheer
 Mr. and Mrs. Carl Schmitt
 Ms. Bertha Scholten
 Ms. Alice P. Slusher
 Mrs. Margaret A. Smith
 Ms. Caroline R. Stalnaker
 Ms. Eileen Stephens
 Mr. and Mrs. John Sweet
 Mr. and Mrs. Donald Thomas
 Mr. William C. Trenary III
 Ms. Pamela L. Umberger
 Mr. Thomas W. Underwood
 Mr. and Mrs. John A. Van Ness
 Mr. and Mrs. Carlton Vanderwarker
 Mr. and Mrs. Robert J. Welle
 Mr. Charlie Westbrook
 Mr. and Mrs. Richard T. Whitman
 Mr. and Mrs. David S. Wiley
 Mr. John R. P. Woodriff II
 Mr. Stanley Woodward Jr.
 Mr. and Mrs. Edward Yost

Statement of Net Assets for the Year Ended June 30, 2011

Description		Amount
Assets		
Cash held with the Treasurer of Virginia (GLA 101)		
Cash not held with the Treasurer of Virginia		\$207,007
Cash Equivalents with the Treasurer of Virginia - Securities Lending		
Local Government Investment Pool - Cash Equivalents		\$636,862
State Non-Arbitrage Program (SNAP) Pool Funds		
SNAP Individual Portfolio - Cash Equivalents		
Cash Equivalents with the Treasurer of Virginia (excludes SNAP & LGIP)		
Cash Equivalents not with the Treasurer of Virginia (excludes SNAP)		
Cash and Cash Equivalents - Total		\$843,869
SNAP Individual Portfolio - Investments		
Investments with the Treasurer of Virginia - Securities Lending		
Local Government Investment Pool - Investments		
Investments with the Treasurer of Virginia (excludes SNAP & LGIP)		
Investments not with the Treasurer of Virginia (excludes SNAP)		
Investments - Total		\$0
Accounts and Loans Receivable, net		\$5,807
Taxes Receivable, net		
Interest Receivable		
Other Receivable, net (include description)	USDA-FRPP; RECORDATION FEES	\$384,528
Receivables, Net - Total		\$390,335
Contributions Receivable, Net		
Due from Primary Government (include description)	DEPT OF CONSERVATION & RECREATION; VLCF	\$104,099
Due from Component Units (include description)		
Inventory		
Prepaid Items		\$10,081
Cash and Travel Advances		\$180
Advances (nonexchange transactions)		
Unamortized Bond Issuance Expense		
Other Assets (include description)		
Other Assets - Total		\$180
Restricted Cash held with the Treasurer of Virginia (GLA 101)		
Restricted Cash not held with the Treasurer of Virginia		\$1,751,459
Restricted Local Government Investment Pool - Cash Equivalents		
Restricted State Non-Arbitrage Program (SNAP) Pool Funds		
Restricted SNAP Individual Portfolio - Cash Equivalents		
Restricted Cash Equivalents with the Treasurer of Virginia (excludes LGIP & SNAP)		
Restricted Cash Equivalents not with the Treasurer of Virginia (excludes SNAP)		
Restricted Cash and Cash Equivalents - Total		\$1,751,459
Restricted SNAP Individual Portfolio - Investments		
Restricted Local Government Investment Pool - Investments		
Restricted Investments with the Treasurer of Virginia (excludes LGIP & SNAP)		
Restricted Investments not with the Treasurer of Virginia (excludes SNAP)		
Restricted Investments - Total		\$0
Restricted Cash and Travel Advances		
Restricted Advances (nonexchange transactions)		
Restricted Unamortized Bond Issuance Expense		
Restricted Other Assets (include description)		
Restricted Other Assets - Total		\$0
Nondepreciable Capital Assets		\$5,227,649
Depreciable Capital Assets, Net		\$73,310
TOTAL ASSETS		\$8,400,982

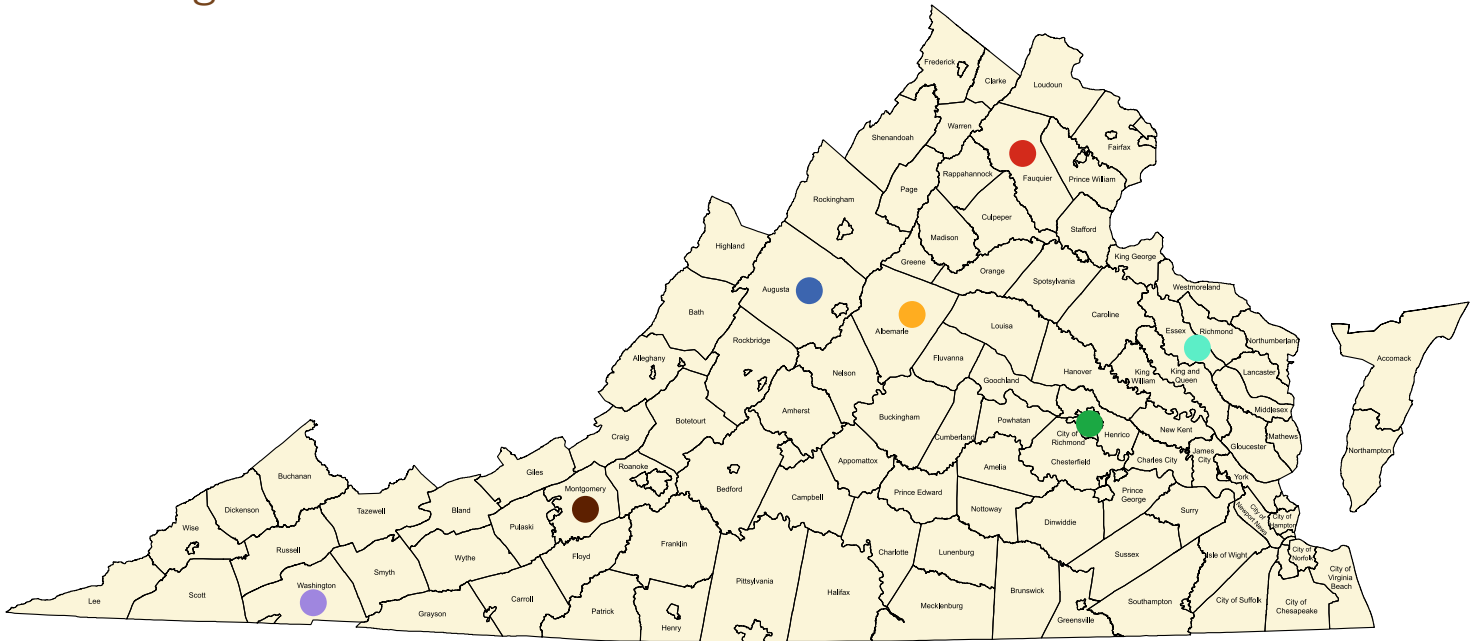
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Description		Amount
Liabilities		
Vendor		\$54,223
Salaries/Wages		\$94,340
Retainage Payable		
Other (include description)		
Accounts Payable - Total		\$148,563
Due to Component Units (include description)		
Due to Primary Government		
Unearned Revenue		
Obligations Under Securities Lending Program		
Accrued Interest Payable		
Other Liabilities (include description)	SECURITY DEPOSITS PAYABLE	\$750
Deposits Pending Distribution		
Short-term Debt		
Grants Payable		
Other Liabilities - Due Within One Year - Total		\$750
Loans Payable to Primary Government		
Bonds Payable - Due Within One Year		
Installment Purchase Obligations - Due within one year		
Capital Lease Obligations - Due Within One Year		
Notes Payable - Due Within One Year		
Compensated Absences - Due Within One Year		\$68,972
Pension Liability - Due Within One Year		
Other Postemployment Benefits (OPEB) - Due Within One Year		
Bond Anticipation Notes - Due Within One Year		
Trust and Annuity Obligations-Due Within One Year		
Other - Due Within One Year (include description)		
Long-term Liabilities - Due Within One Year		\$68,972
Accrued Interest Payable		
Other Liabilities (include description)		
Deposits Pending Distribution		
Short-term Debt		
Grants Payable		
Other Liabilities - Due Greater Than One Year - Total		\$0
Bonds Payable - Due Greater Than One Year		
Installment Purchase Obligations - Due Greater Than One Year		
Capital Lease Obligations - Due Greater Than One Year		
Notes Payable - Due Greater Than One Year		
Compensated Absences - Due Greater Than One Year		\$45,981
Pension Liability - Due Greater Than One Year		
Other Postemployment Benefits (OPEB) - Due Greater Than One Year		\$24,330
Bond Anticipation Notes - Due Greater Than One Year		
Trust and Annuity Obligations-Due Greater Than One Year		
Other - Due Greater Than One Year (include description)		
Long-term Liabilities - Due Greater Than One Year		\$70,311
TOTAL LIABILITIES		\$288,596
Net Assets		
Invested in Capital Assets, Net of Related Debt		\$5,300,959
Restricted for:		
Nonexpendable		
Expendable		
Capital Projects Construction		
Capital Acquisition		
Virginia Pooled Investment Program		
Gifts and Grants		
Debt Service		
Bond Indenture		
Other (include description)	BULL RUN MTS & OPEN SPACE LANDS PRESERVATION TRUST	\$1,653,864
Unrestricted		\$1,157,563
TOTAL NET ASSETS		\$8,112,386

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Description	Amount
Program Revenues	
Charges for Services	\$633,745
Operating Grants and Contributions	\$1,014,180
Capital Grants and Contributions (include capital appropriations here)	
Income From Security Lending Transactions	
Program Revenues - Total	\$1,647,925
Program Expenses	
Operating and Nonoperating Expenses	\$7,763,693
Loss on Sale/Disposal/Impairment of Capital Assets	
Expenses For Security Lending Transactions	
Program Expenses - Total	\$7,763,693
Net Revenue (Expense)	-\$6,115,768
General Revenues	
Operating Appropriations from Primary Government	\$1,752,750
Unrestricted Grants and Contributions	\$83,500
Investment Earnings	\$17,556
Income From Security Lending Transactions	
Miscellaneous (only enter a positive amount)	
Gain on Sale/Disposal/Impairment of Capital Assets	\$177,425
Tobacco Master Settlement	
Other Financing Sources (Uses)	
Special Items (include description)	
Extraordinary Items (include description)	
Transfers from Component Units	
Increase in Value of Split-Interest Agreements	
Contributions to Term Endowments	
Contributions to Permanent Endowments	
General Revenue - Total	\$2,031,231
Change in Net Assets	-\$4,084,537
Net Assets, Beginning	\$12,196,923
Net Assets, Ending	\$8,112,386

VOF Regional Offices



Executive Office / Northern Piedmont

39 Garrett Street, Suite 200

Warrenton, VA 20186

(540) 347-7727

Appalachian Highlands

468 Main Street, Suite 400-B

Abingdon, VA 24210

(276) 623-8256

Shenandoah Valley

11 East Beverley Street

Staunton, VA 24401

(540) 886-2460

Southeast

1108 East Main Street, Suite 700

Richmond, VA 23219

(804) 786-9603

Southwest

900 South Main Street

Blacksburg, VA 24060

(540) 951-2822

Tidewater

P.O. Box 909

Tappahannock, VA 22560

(804) 443-3029

Central

1010 Harris Street, Suite 4

Charlottesville, VA 22903

(434) 293-3423