

ARIZONA

ANNUAL REPORT 2011

Celebrating People and Nature



The Nature Conservancy in Arizona

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Dear Friend,
How are a young science teacher in Phoenix, wood products
businesses in the White Mountains and the U.S. Army reshaping
the future of Arizona?

Each is a partner in the work we do. And, each is
vital to the future of Arizona.

Each year, we report accomplishments that generous
supporters like you help us achieve. As you turn
these pages you will also hear the stories of people
and partners who helped make this possible.

In a world where polarization and conflict have
become the norm, it's important to contrast this
negative approach with a celebration of people who
come together to create real solutions. Solutions
that result in jobs, support rural communities and a
healthy environment, and promise a richer quality
of life for future generations.

These are people who look at conflicts and
see opportunity. They are leading by example
and helping to develop the next generation of
conservation leaders and supporters.

The world is changing in some fundamental ways.
People who were once adversaries are starting to see
that the only way to accomplish what they want is
to work together. Others are seeing creative ways to
address old problems. It is an exciting time.

We want to continue to encourage people and lead
by example. We couldn't do our part without your
support. We are grateful for your commitment and
your vision. Your support means you value both our
results and our approach. Without that, none of this
would be possible.

Thank you.

A handwritten signature in black ink that reads "Pat Graham". The signature is written in a cursive, slightly stylized font.

Patrick Graham
Arizona State Director



NATURE MATTERS... NOW AND IN THE FUTURE

Your generous support of “Nature Matters: A Campaign for a Sustainable Arizona” enabled the accomplishments featured throughout this annual report and many more.

Among the highlights:

- The White Mountain Stewardship Project, which improved forest health, created local jobs and helped save local communities from a major wildfire.
- The protection of 22,000 acres of lands and 34 miles along the San Pedro and Verde rivers for future generations to enjoy.
- The opportunity for thousands of Arizona kids to learn about actions they can take at home and at school to keep Arizona rivers flowing.

And the impact keeps on growing as we tackle the many challenges still ahead.

Thank you for your support!

“The Nature Conservancy is important to the future of Arizona and our planet, because it is creating long-lasting solutions to protect nature and sustain our quality of life—now and for future generations.”

—Bennett Dorrance

Dear Conservancy Supporter, Last winter we paused to celebrate, and then nature reminded us our work has just begun.

In January, the Board of Trustees, staff and many of you celebrated an amazing close to “Nature Matters: The Campaign for a Sustainable Arizona,” the most successful campaign ever for conservation in our state.

I had the pleasure of joining trustees John Graham and Craig Weatherup as co-chairs of the campaign, and I know I speak for all of us when I say what a thrill it was to achieve that goal. Throughout this report you’ll see just a few of the accomplishments made possible by “Nature Matters” and your support.

In June, mega-fires raged through more acres of Arizona land than ever before. This doesn’t happen in healthy forests. Recent reports show that our entire state is in the twelfth year of drought, raising questions about the future availability of our water supplies.

Obviously, we have much more work to do.

Fortunately, the Nature Matters campaign built the foundation for our bold plan to create a sustainable

future for Arizona. The plan’s core strategies to ensure we have enough fresh water, restore the health of our land, grow by design and build support and capacity for conservation will continue to guide our work in the coming years.

With these proven strategies and your continued support, the Conservancy will lead our state and the global community toward addressing the most critical solutions for people and nature.

I’m proud to say there is much to celebrate. And, I’m optimistic for the future.

Thank you for joining us.

Bennett Dorrance
*Chairman of the Board of Trustees,
The Nature Conservancy in Arizona
DMB Associates, Founder & Managing Director*

SECURING WATER FOR OUR FUTURE

OUR VISION We will ensure fresh water is secure and sustainable in order to support Arizona's growing population and rich diversity of life.

Planting Grass Helps Restore Water to Aravaipa Creek

Mark Haberstich just can't leave well enough alone—especially when he knows it could be so much better.

Mark Haberstich has been managing the Conservancy's Aravaipa Canyon Preserve for more than 15 years, and he takes pride in maintaining its pristine condition.

When the neighboring Cobra Ranch was incorporated into the preserve a few years ago, the ranch land was in rough shape. Decades of overgrazing had stripped the soils, which struggled to hold water. As a result, plants wouldn't grow and runoff was causing erosion throughout the property.

Mark wasn't dwelling on the problems. He saw this parcel as a diamond in the rough and immediately began plans for restoring the land. Although Aravaipa Creek had been stable in recent years, improving the condition of Cobra Ranch could increase the soil's ability to hold water as well as the level of the aquifer, increasing both the flow and length of Aravaipa Creek. Aravaipa Creek is important habitat for native fish imperiled elsewhere in Arizona and a key tributary to the San Pedro River.

"Everything we do on Cobra Ranch enhances the rest of Aravaipa, both the creek and the canyon habitat, so I was really excited by the challenge," says Mark.

Mark's first goal was to grow native grasses on the Cobra Farm—strong floodplain species on the periphery that grip the soil and hold water, and a mix of grasses in the middle to harvest and feed to cattle in the uplands.

"The preserve sits deep in ranching country, and historic overgrazing is a local issue that a lot of ranchers in the area would like to solve. I wanted to run Cobra Ranch as a working ranch and figure out a way that the cattle could complement our conservation work. That's something the whole community could benefit from."

Now the cattle help with Mark's work. Cattle are fed native grass hay, harvested from the farm, then rotated to other pastures away from the creek. Seed, mulch and fertilizer are left behind in previously degraded areas.

"This is the first year with good hay and the equipment to harvest and bale it, but the results have been promising. The new perennial grasses are thriving, the water table is rising, and the lower-quality hay bales are being staked into gullies around the property to help resist erosion."



Recently, some of the neighboring ranchers have expressed interest in buying hay from Cobra Ranch to feed their cattle and begin converting to native grasses in their own fields. Mark is proving that good stewardship is good for everyone, and all in all, the Cobra Ranch is teaching us all how to be better caretakers.

ABOVE Tobosa grass seedlings ready for planting © *Mark Skalny*

OPPOSITE PAGE Mark Haberstich stands amid native grasses planted at the Cobra Ranch. © *Mark Skalny*

BOTTOM RIGHT AmeriCorps volunteer Selena Pao measures water flow on the Verde River. © *Kim Schonek/TNC*

| [Learn more about restoring the Cobra Ranch at nature.org/arizona2011.](http://nature.org/arizona2011) |

A man wearing a grey cap, sunglasses, a grey and white checkered button-down shirt, and blue jeans stands in a field of tall, green grass. He is holding a small black bucket in his right hand and a larger black bucket in his left hand. In the background, there are rolling hills under a blue sky with scattered white clouds.

“I wanted to run Cobra Ranch as a working ranch and figure out a way that the cattle could complement our conservation work. That’s something the whole community could benefit from.”

— *Mark Haberstich*

REPAIRING THE LAND, RESTORING THE SAN PEDRO

Just north of the little town of Mammoth, the Conservancy is restoring the natural washes and native grasses on a 570-acre property it purchased from H & E Land and Cattle. The project is restoring the land’s natural hydrology, improving the soil’s ability to soak in rainfall and preventing sediment from running off into the river. The result: a healthier stretch of the San Pedro River.

PEPSICO: SEEKING A POSITIVE WATER BALANCE

PepsiCo strives to return more water to communities where it operates than it consumes. Now it wants to address both the amount of water and the quality of water in the communities where it works, including its operations in Phoenix, Arizona. The company is working in partnership with the Conservancy to study the watersheds surrounding its manufacturing facilities in hopes that the lessons learned there may be applied across the beverage company’s global operations.



IRRIGATION EFFICIENCY ON THE VERDE RIVER

Got ditches? The Conservancy is working with ditch operators who use Verde River water to irrigate their crops. The goal is to determine how to minimize water leakage and conserve water for maximum results—both for the farm operation and for the river, its wildlife and the people who drink its waters.

RESTORING THE HEALTH OF OUR LAND

OUR VISION We will restore natural processes that result in healthy forests and grasslands, clean water, sustainable rural economies, and thriving native wildlife, and that can withstand the impacts of climate change. We'll provide sound science, promote creative investments and encourage community involvement.

Fighting Wildfires Before They Start

Ron and Sharon Eichelberger have a personal reason for supporting the White Mountain Stewardship Program: It helped save their town.

Ask a conservationist about the benefits of forest stewardship and you'll get an earful on native species integrity and increased biodiversity. Ask Ron Eichelberger of Alpine, Arizona, though, and the answer is a little more personal. "It saved this town. Not just our house, this whole town."

Like much of eastern Arizona, Alpine found itself in the path of the Wallow Fire this past summer. Originating in the Bear Wallow Wilderness Area in late May, the Wallow Fire raged for nearly six weeks across 538,000 acres, making it the largest wildfire in Arizona history.

If not for one particular forest stewardship program, it might have been much, much worse.

The White Mountain Stewardship Project was launched in 2005 by the U.S. Forest Service, local contractors and businesses, local and state governments and conservation organizations, including the Conservancy, to promote forest health and protect communities from destructive wildfire throughout the vast ponderosa pine forests of Arizona's White Mountains.

The program consists of tree thinning that largely mimics historical forest conditions to reduce wildfire fuel.

The program has treated 50,000 acres, including forests around Alpine and neighboring communities like Greer and Eagar. Those towns were largely spared from the Wallow Fire, which, according to Ron, spread so quickly residents were given just two hours to evacuate. "I had time to load up my four mules, throw some papers together and that was it."

When he and his wife, Sharon, returned 18 days later, they were stunned to find not just their house, but the entire town intact. "We were darn lucky," Ron says. "The White Mountain stewardship crews had been working all summer long near our home, which was probably what saved Alpine."

Controlled burning is an important process that the Forest Service is planning as a follow-up action to mechanical treatments. The two-pronged strategy will allow for naturally ignited, low-intensity fires that improve forest health while reducing the likelihood and intensity of wildfires, which threaten local communities and rural economies.

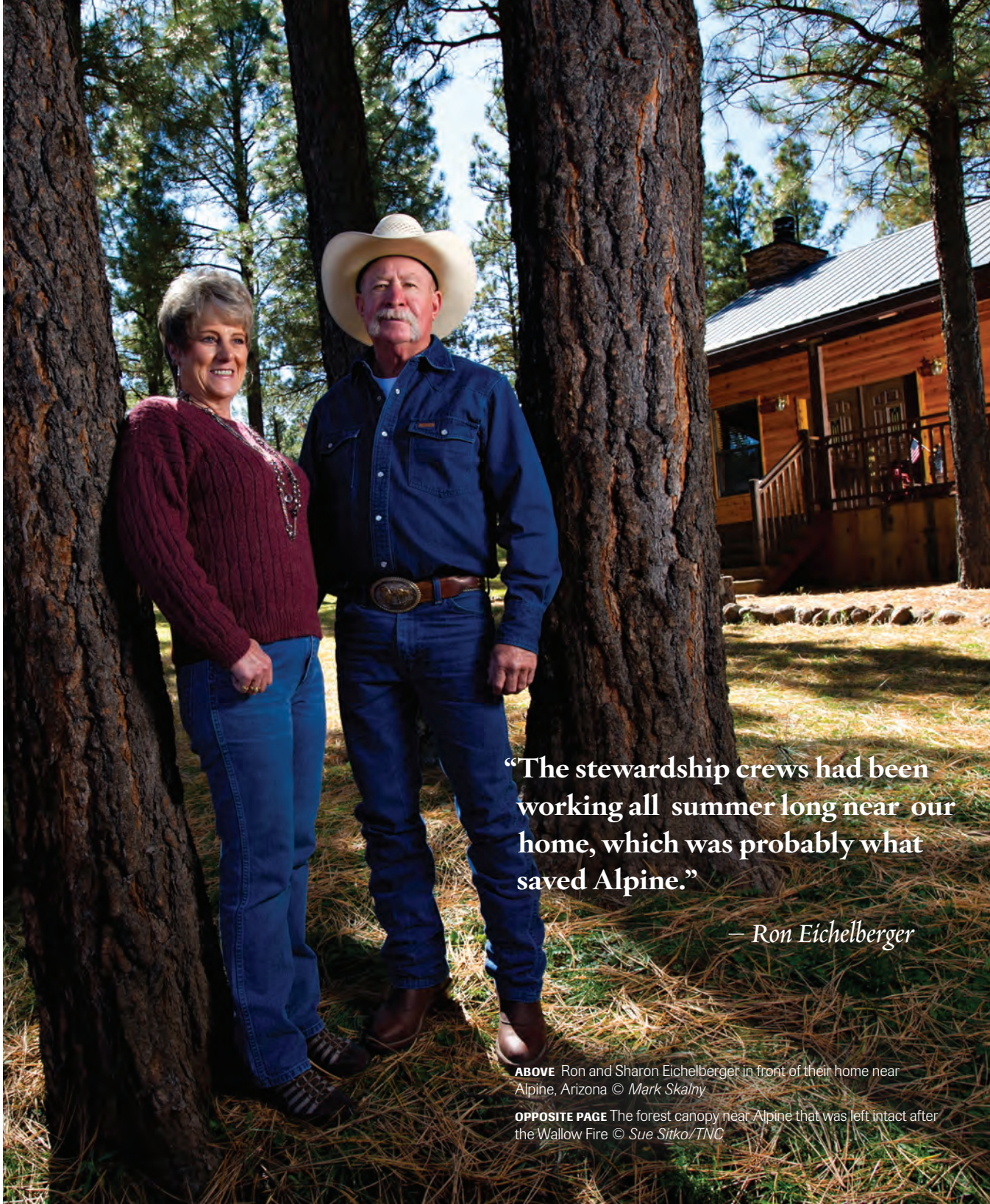


As a former state and regional volunteer chairman for the Rocky Mountain Elk Foundation and founding member of the Arizona Elk Society (Sharon served as president for five years), Ron understands the importance of fire to both the forest and the wildlife it supports.

"This land needs to be treated with fire," he says. "The range just south of here has had a real aggressive fire program over the last 10 years. I've seen the results of that and the way the deer have come back. The positive effects of prescribed fire are obvious."

The homes and businesses of Alpine and neighboring communities stand testament to that fact.

See photos and stories about the White Mountain Stewardship Project and this summer's fires at nature.org/arizona2011.



“The stewardship crews had been working all summer long near our home, which was probably what saved Alpine.”

— Ron Eichelberger

ABOVE Ron and Sharon Eichelberger in front of their home near Alpine, Arizona © *Mark Skalny*

OPPOSITE PAGE The forest canopy near Alpine that was left intact after the Wallow Fire © *Sue Sitko/TNC*

SPEEDING UP FOREST RESTORATION

The Conservancy and our partners in the Four Forest Restoration Initiative have signed an agreement detailing ecological restoration across almost 1 million acres over the next 10 years. The plan covering four national forests in northern and eastern Arizona includes thinning of small trees, controlled burning to reinvigorate tree stands and improve wildlife habitat, and restoring stream and streamside health.

ADAPTIVE MANAGEMENT SPREADS

The Bureau of Land Management, impressed with the adaptive management system the Conservancy helped institute at Las Cienegas National Conservation Area, has asked for the Conservancy’s assistance again, this time at the Agua Fria National Conservation Area north of Phoenix. The system enables the BLM—and its collaborating partners—to track changes and make improvements that promote healthy lands and waters.

SAFEGUARDING GRASSLAND AND THE ARMY’S AIRSPACE

An unusual assemblage of organizations—including ranchers, the U.S. Army, the Bureau of Land Management and the Conservancy—are working to protect the grasslands surrounding the Huachuca Mountains. The Army Compatible Use Buffer program and private donors paid for conservation easements covering around 31,000 acres of ranchlands. Keeping these lands in open space is critical to the military’s unmanned aerial training mission. The Army’s Fort Huachuca is a major Arizona employer, accounting for more than 22,200 direct and indirect jobs and a total economic output of around \$2.23 billion annually.

BUILDING SUPPORT AND CAPACITY

OUR VISION We will expand our partnerships, reach new audiences, and unite our science and public policy expertise to inform and influence decisions that ensure a sustainable future for Arizona.

Water: What an Eye-Opener!

Peter Bartanen wants his students to have an “aha!” moment about Arizona’s water.

A visit to a Phoenix waste water treatment plant, as part of Arizona Project WET (Water Education for Teachers) training, was all it took for Peter Bartanen to develop a new passion: water conservation.

“The ‘aha!’ moment for me was to see how our municipal water system works and how much it takes to deal with our waste water,” says the 25-year-old science teacher. “It was fascinating to see how the city is transitioning from mechanical processes for treating water—the traditional use of turbines and chemical treatment—toward a more environmentally friendly process: The use of a restored wetland area as a natural way of treating our wastewater.”

Now, Peter wants his 250 Orangedale Junior High School students to have that same eye-opening moment as they learn to connect the dots from their taps to the rivers that supply our water. Many people don’t know, for example, that the Verde/Salt River system provides more than 50 percent of the water for the Phoenix-metro area.

“By learning about water systems and the strains on our rivers, we realize the impact we can have on our environment, and we can make personal changes to protect our resources,” says Peter. “This has become my priority.”

As part of Arizona Project WET, a University of Arizona Cooperative Extension program supported by the Conservancy, the students collect their own data, conduct their own analyses and draw their own conclusions.

Orangedale’s water audit was the first experiment. Armed with pliers, a bowl, a bucket, measurement tools and a new low-flow water device, students audited 44 faucets at the school. They observed an estimated 21-percent water savings at each of those faucets when they installed new, low-flow devices.

“I was impressed by the students’ ability to think on a larger scale,” says Peter. “They were expressing a desire to do more...to have a bigger impact.”



ABOVE Peter Bartanen (far right) and two of his students, Manuel Hernandez (with glasses) and Jose Aramburo, conduct a water audit on a classroom sink, measuring the faucet’s flow rate. © Mark Skalny



“I was impressed by the students’ ability to think on a larger scale. They were expressing a desire to do more...to have a bigger impact.”

— *Peter Bartanen*

They’ll have that chance when they conduct water investigations at the Conservancy’s Hassayampa River Preserve later in the school year.

Peter admits he didn’t know a lot about the state’s water system, or the strains on the rivers that supply our water, before bringing Project WET to Orangedale.

“After going through this program, I am definitely more aware of how much water I use. I have changed my own aerators at home, become more conscious of when the water is on and become more active about turning it off when it’s not needed.

“In my classroom where I use water quite a bit, I have minimized how much actually goes down the drain; now when we use water for a class activity we dispose of it outside on a plant that needs it.”

He anticipates a ripple effect with his students. “They’ll be taking this back to their homes and their neighborhoods. The impact could be huge!”

RIGHT AmeriCorps volunteer Halley Bagley helps band birds at Hassayampa River Preserve. © *Christina Kondrat-Smith*

URBAN INTERNS EXPERIENCE THE VERDE

Three young women from New York City spent their summer with the Conservancy in Arizona. They were among 72 high school students from urban areas who worked at Conservancy sites across the country as part of our Leaders in Environmental Action for the Future (LEAF) program. During their six-week internship, the LEAF volunteers worked on projects to restore Arizona’s Verde River, including mapping invasive tamarisk, collecting and preserving native seeds, and fence removal.

AMERICORPS VOLUNTEERS MAKE AN IMPACT

Five AmeriCorps youths worked alongside Conservancy staff and other volunteers this year in restoration and conservation projects on preserves and project sites around Arizona. Projects included removing invasive weeds and planting native plants, reintroducing native fish, repairing wildlife-friendly fences, leading Project WET education activities and much more.



GROWING BY DESIGN

OUR VISION We will align our skills and experience in public policy and applied science to provide information and influence decisions that will lead to both a healthy economy and a healthy environment.

Energy By Design: Looking for Options

Rob Marshall and his team are working to be part of the energy solution.

The Southwest is a prime region for development of renewable solar energy. Selecting the most suitable sites for these large-scale developments, and doing it quickly, is a critical challenge for Arizona.

“We need to be proactive in helping industry site these installations so they are compatible with a healthy environment. We are identifying lands that are already degraded or disturbed, the places we should look at first before we consider converting our native habitat for these large installations,” says Rob Marshall, director of the Conservancy’s Center for Science and Public Policy.

Over the past year, the Conservancy worked with Arizona Game and Fish, the Bureau of Land Management and Arizona State University to build tools that analyze data and help visualize our options.

“We have lots of conservation data that identifies places that are important to conserve, the

important wildlife habitat and migration corridors, the lands that filter our water sources, and other important natural areas,” says Rob.

“Now the Conservancy and our partners are working in a new way to be part of the solution to our energy needs. We want to present options for land areas that are suitable for development, options that support both a healthy economy and a healthy environment.”

Rob and his science team are categorizing lands based on their biological importance and level of disturbance. The idea is to develop an “opportunity map” for businesses and stakeholders that identifies where businesses can build solar installations.

“We are actively working with the energy industry and public land managers to identify options early in the planning process when the cost of considering alternatives is still low.”



An array of solar panels © Photosearch/Dieter Hawlan



Rob Marshall, the Conservancy’s director of the Center for Science and Public Policy © Tana Kappel/TNC



Local farmer and ecotourism guide, Pablito Vergel, drinks from a mountain stream that flows from Colombia's coastal mountain range of the Sierra Nevada de Santa Marta, to the Caribbean sea through Tayrona National Park. The park contains one of the most beautiful and wild equatorial rain forests in northern South America. © Bridget Besaw

A GLOBAL PRIORITY: CLEAN WATER

Water Funds Secure Clean Water for Colombia

People the world over are united by their need for clean fresh water—for drinking, for food, for livelihoods and for life. Yet this precious resource is also one of the most threatened. Within 25 years, half the world's population could be without fresh water for drinking and growing crops.

In Colombia, one-third of residents get their drinking water from protected natural areas. Here and elsewhere in the tropical Andes, the Conservancy has created an innovative way for businesses and governments to reduce the likelihood of water shortages and higher treatment costs in the future. The innovation: Water funds that invest in the protection of natural areas that supply clean water to homes and businesses downstream.

Revenues collected from major water users—such as utilities and local industries—are pooled with contributions from other local, national and international institutions. The income is used for conservation projects within the watershed—from providing incentives to landowners to use conservation-friendly practices to creating

sustainable livelihood opportunities. These conservation efforts help improve the health of forests and grasslands that filter water that flows downstream for use by people and wildlife. These efforts also help conserve the wildlife in a country that harbors roughly 10 percent of all the Earth's living species.

Launched in April 2008, the Bogotá Water Fund is expected to raise \$60 million over the next 10 years through voluntary contributions that will finance conservation of tropical Andean forests. These forests line watersheds that supply 8 million people in Bogotá with their drinking water. And, habitat will be protected for endangered spectacled bears and Andean condors.

ARIZONA DONORS WHO WOULD LIKE TO SUPPORT COLOMBIA'S WATER FUNDS can maximize their contribution through an existing match program. Gifts will be matched at the rate of \$.50 for each dollar committed. Your generous support will help us continue to work with key partners to protect and conserve clean water for people and nature in Colombia.

For more information on maximizing your conservation investment, call our philanthropy team at (602) 322-6994.

By The Numbers

FINANCIALS (JULY 1, 2010 – JUNE 30, 2011)

The Arizona Chapter's FY11 conservation successes are reflected in—and supported by—our equally strong financial performance.

The Arizona Chapter ended FY11 with just under \$100 million in total assets. Cash and investments made up about 55 percent of these assets. Land and easements accounted for 41 percent, with the remainder being a mix of property and equipment, receivables and other small balances. Liabilities remained stable and long-term in nature, and net assets totaled \$86 million, a 10 percent increase over last year.

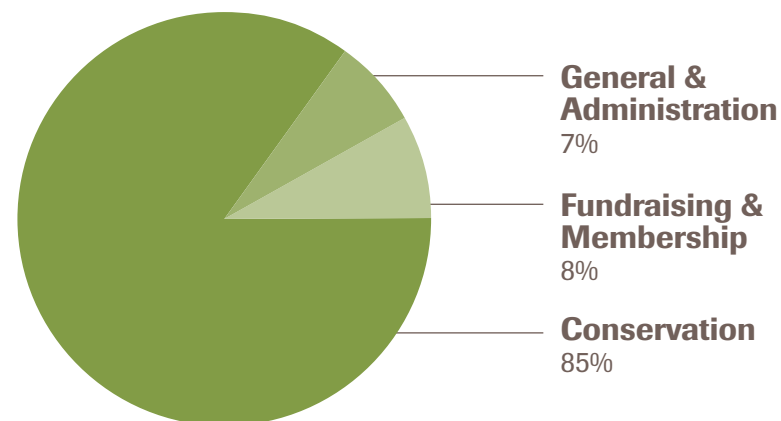
Revenue this year was 50 percent contributions, including \$3 million in matured bequests, and Nature Matters campaign contributions and pledge payments totaling \$4 million. Investment growth totaled \$4.3 million. We continued our work with Fort Huachuca and the Army Compatible Use Buffer Program, leveraging almost \$5 million from them to protect sensitive lands along the Babocomari River, an important tributary of the San Pedro.

THE NATURE CONSERVANCY IN ARIZONA STATEMENT OF FINANCIAL POSITION

Assets	At June 30, 2011	At June 30, 2010
Cash and Investments	\$29,185,724	\$25,315,411
Endowment Funds	\$25,971,986	\$21,902,757
Conservation Lands	\$41,398,821	\$41,396,614
Other Assets	\$3,399,356	\$3,322,695
	\$99,955,887	\$91,937,477
Liabilities	\$13,277,014	\$13,520,704
Net Assets	\$86,678,873	\$78,416,773
	\$99,955,887	\$91,937,477

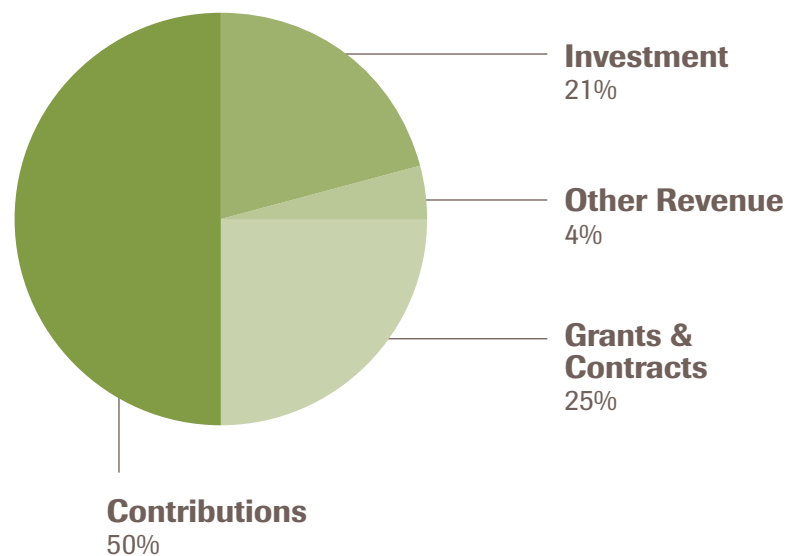
PROGRAMMATIC EFFICIENCY

FY 2011 Total Expenses \$14,040,246



REVENUE

FY 2011 Total Revenue \$22,302,346



THANK YOU FOR YOUR LEADERSHIP AND SUPPORT

On the following pages we recognize those of you who supported the Conservancy's work with a gift of \$1,000 or more during Fiscal Year 2011 (July 1, 2010 through June 30, 2011).

We also recognize those who have made a multi-year commitment of \$50,000 or more to help accomplish our strategic initiatives.

The time is now to protect and preserve the Arizona we want to share with future generations.

Please note that an asterisk () indicates gifts to both the Arizona and international programs.*

\$1 MILLION+

The Dorrance Family Foundation*
Ginger & John Giovale
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\$500,000 - \$999,999

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\$250,000 - \$499,999

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Southern Arizona
Mr. & Mrs. Thomas Zlaket

NEW MULTI-YEAR PLEDGES OF \$50,000 AND ABOVE

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Freeport-McMoRan Copper &
Gold Foundation
Mr. & Mrs. Thomas Lewis
Donald & Barbara Ottosen
Mr. & Mrs. Timothy Snider



\$1,000 - \$2,499

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Mr. Kirk Anderson
Mr. & Mrs. Peter Backus
Robert & Joey Barbee
Mr. & Mrs. John Barger
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Beckham Dentistry
Barbara Bennett &
Michael Chapman
Ms. Barbara B. Berman
Jim & Connie Binns
Virginia L. Binzel
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GIFTS TO GLOBAL PROGRAMS

The Conservancy's accomplishments in more than 30 countries were made possible by the many individuals, organizations, businesses and foundations that made gifts and pledge payments to our international programs from July 1, 2010 through June 30, 2011. In Arizona, we would like to thank the following donors for their generosity.

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The mission of The Nature Conservancy is to preserve the plants, animals and natural communities that represent the diversity of life on Earth by protecting the lands and waters they need to survive.

NEW ESTATE COMMITMENTS BY LEGACY CLUB MEMBERS

Between July 1, 2010 and June 30, 2011, the following individuals made or confirmed a planned gift to the Conservancy. Thank you to all Legacy Club members. By allowing us to continue our vital conservation work into the future, your commitment plays a critical role in helping the Conservancy create a sustainable planet for generations to come.

Anonymous (16)	Bruce Hyland
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GIFTS FROM DONORS THROUGH THEIR ESTATES

A gift of any kind to the Conservancy is an act of generosity. To make a long-term gift—one derived from the work of a lifetime—is to make a commitment beyond measure. The Conservancy received gifts from the estates of the following individuals between July 1, 2010 and June 30, 2011. We are proud to recognize their dedication to the Conservancy's work and the legacy they have left for future generations to enjoy.

Anonymous (1)	John R. Ludemann
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OPPOSITE PAGE Fall colors reflected in a pool on the Babacomari Ranch, whose owners are working with the Conservancy, the Army and other partners to protect the ranchland and the river flowing through it. © *Frank McChesney*

RIGHT Gentian flowers photographed in June during wet-dry mapping of the San Pedro River © *Bob Evans*



BOB AND LINDA GRANZOW

NO TIME LIKE THE PRESENT TO PROTECT THE FUTURE

The Granzows take great pleasure in the simple joys of nature. They enjoy spending time at preserves near their home in Mesa, Arizona. At their Montana home, Linda enjoys sitting on her back porch “watching the wind rustle the grass.” Bob is often found taking photos of “the details of nature,” especially flowers. They want to pass these joys onto future generations. So, in fulfillment of this desire, they have made a provision in their estate plans to leave their houses in both Montana and Arizona to the Conservancy. They say this is a small way to help preserve the natural world they are passionate about.

Learn more about bequests at nature.org/bequest

Please consult your professional financial advisor before making a planned gift.



Bob and Linda Granzow © Courtesy Bob Granzow